Organized by

NANTES ST-NAZAIRE DÉVELOPPEMENT

WIND FORGOODS

SAINT-NAZAIRE | NANTES | FRANCE

SUMMARY OF THE 3RD EDITION

19 & 20 JUNE 2025

WIND FORGOODS
SAINT-NAZAIRE | NANTES | FRANCE

June 19 & 20, 2025:

Over 1,000 participants from more than 30 countries gathered around a common goal: accelerating the transition to cleaner maritime transport.

- **Over 70** exhibitors
- **24** roundtables and thematic workshops (in French and English)
- **69** speakers
- **1** B2B plateform
- **4** key networking sessions
- **1** event fully eco-designed with reusable scenography, rental furniture, pre-ordered lunches to reduce food waste, and a bike-bus shuttle for trips from the train station…
- **22** media outlets present (40 media coverages)

An event organized by:

NANTES ST-NAZAIRE DÉVELOPPEMENT

Nantes Saint-Nazaire Développement is dedicated to fostering the responsible economic development of the Nantes and Saint-Nazaire region. Its mission is to bring together, attract, and promote impactful economic players within the territory, particularly in the following priority ecosystems: decarbonized industry & tech, the maritime economy, reuse and circular economy, health and life sciences, and responsible business tourism. Over the past 10 years, the agency has supported more than **750 companies and contributed to the creation of over 10,000 jobs in the region**.

In 2024, it became France's first purpose-driven development agency and expanded its governance to include around ten local organizations, in order to support the territory's economic, social, and environmental transitions. Funded by Nantes Métropole, Saint-Nazaire Agglomération, and the Nantes Saint-Nazaire Chamber of Commerce and Industry, the agency now has a team of 33 employees.

« WIND-POWERED MARITIME TRANSPORT: THE CHALLENGE OF LARGE-SCALE DEPLOYMENT »

This third edition of Wind for Goods has gained greater international scope and explored the challenge of scaling up the sector by addressing both progress and obstacles. As a promising sector on the path to the energy transition of maritime transport, this edition reflects a very precise moment in its coming of age.

Thursday, June 19

9:15 AM | Official Opening

Anthony DESCLOZIERS
Vice President of Nantes Métropole for Economy, CSR, Major Cultural Facilities, the Loire River, and Heritage

Baptiste PERRISSIN-FABERT
Deputy CEO of ADEME, in charge of expertise

David SAMZUN
Mayor of Saint-Nazaire

Yann TRICHARD
President of the Nantes Saint-Nazaire Chamber of Commerce and Industry

Key Issues

In the face of the tangible and measurable consequences of climate change, time is of the essence. The challenges are immense, and the stakes are existential. There is still time to act-by transforming how we produce and consume. The maritime transport sector is no exception to this imperative.

Wind for Goods, now in its third edition, is the international event dedicated to wind-powered shipping and the ecological transition of maritime transport. It plays a key role in shaping a post-fossil fuel future. After the emergence and early development phases, the sector has now reached maturity. Large-scale deployment is no longer optional-it is essential.

Key Takeaways

1 How are local authorities joining forces with Wind for Goods to boost the wind-powered shipping sector?

The wind propulsion sector plays a key role in the decarbonization of maritime transport: reducing greenhouse gas emissions, protecting the oceans and preserving biodiversity. Alongside the organizers of Wind for Goods, local authorities recognize the importance of their commitment.

"An event like this facilitates dialogue, brings people together, and builds momentum," says David Samzun. "As a local elected official, our role is to be a facilitator, to listen, and to be useful-particularly when it comes to investment and infrastructure. In that regard, the port is a decisive factor in making projects a reality."

For Anthony Descloziers, the role of the metropolis is to support ecosystems so they can grow and mature. "Training, research, production, and networks allow us to be at the forefront of maritime economic transformation," he explains.

"We can't succeed in reshaping the economy without involving everyone: neighboring regions, Europe, and the international community must all come together to build the future we want," adds Yann Trichard. "Social balance in our territories depends on economic balance. For major projects to happen, economic and political actors must be aligned."

Indeed, elected officials, business leaders, and state agencies share a common mission: to create, from the Nantes-Saint-Nazaire region, the conditions needed to transform the maritime economy and decarbonize its transport systems.

2 How can we support the scaling up of the wind-powered shipping sector?

To encourage industrial players to invest and give them the means to scale up, local authorities-supported by the regional economic development agency and other public partners-are actively backing the deployment of the wind-powered shipping sector.

The strengths of the Nantes-Saint-Nazaire region
An ideal territory with available land for construction and assembly, shared decarbonization infrastructure, a maritime coastline for real-world experimentation, and consistent wind conditions for testing.

A shared political and economic commitment
Alliances between economic stakeholders reflect a clear political ambition, giving industrial players confidence in a stable, long-term outlook.
"At every level-Chamber of Commerce, development agencies, metropolis, local governments-we are working together, in practical terms, to support every initiative," confirms Yann Trichard.

"Strategic alignment between shipowners, ports, energy providers, engineering firms, shipyards, regulators, and funding mechanisms is essential," adds Baptiste Perrissin-Fabert. "We're witnessing a convergence of key challenges: climate, reindustrialization, and sovereignty."

Financial and technical support for projects
Development agencies and chambers of commerce help direct funding toward the wind propulsion sector. ADEME also plays a key role:
"Since 2015, the 'Ship of the Future' program has launched 16 projects and mobilized €30 million. With the France 2030 initiative, we are now moving these innovations into the industrialization phase," notes Baptiste Perrissin-Fabert.

Building a skilled talent pool
To consolidate the sector locally, access to training is essential. Projects are underway with Centrale Nantes to strengthen the skills of engineering offices, energy specialists, designers, and technicians.
"By 2030, more than 1,000 new jobs are expected in this sector," concludes Anthony Descloziers.

9:45 AM | Opening Conference

SCALING UP? THE WIND PROPULSION SECTOR IS READY!

Célia AGOSTINI
Director of Cleantech for France

Jean-Philippe QUITOT
Head of the Fleet and Seafarers Department, State Secretariat for the Sea and Biodiversity

Cleantech for France is a coalition of industrial startups, innovators, and investors working to accelerate the innovation and industrialization of green technologies in France by engaging with public decision-makers.

Its ambition? To help these rising stars scale up, making France a global leader in clean technologies and a nation committed to regional development through the creation **of new factories and jobs.**

The Objective

Supporting the wind propulsion sector in scaling up

Key Takeaways

1 A challenging scale-up process

In France, while innovation is not lacking, the transition to industrialization-and the financing of initial production runs-remains a major challenge. For the wind propulsion sector, which goes far beyond sails to include IT systems, routing, shipowners, ports, and funding mechanisms, scaling up is hindered by a fragile and fragmented ecosystem. Moving from R&D to production requires new skills and resources.

"We are now witnessing a fundamental challenge to the French model, which has long operated under the assumption that innovation can happen here, but production should happen elsewhere," explains Célia Agostini. "This mindset affects not only wind propulsion, but also deeptech and artificial intelligence."
The main reason? France's deindustrialization. Yet in today's highly competitive global environment-particularly with the U.S. and China-a shift in mentality is essential.
"Building on the strengths of the offshore racing sector, wind propulsion must safeguard its technological lead," affirms Jean-Philippe Quitot.

2 How can we overcome the barriers?

The French government, which already funds R&D, must make investment in the wind propulsion sector more viable. According to Jean-Philippe Quitot, this can be achieved through:
- Regulatory incentives that mandate the energy transition. If carbon neutrality becomes a requirement, it creates space for a wide range of technologies to emerge.
- A €90 million allocation in 2026 under the EU ETS directive (carbon emissions trading scheme), governed collectively and dedicated to research for maritime decarbonization-including subsidies and future calls for projects.
- Enhanced depreciation schemes, now limited to technologies that are 100% decarbonized.
- Improved support for very small and medium-sized enterprises (VSEs and SMEs), with concrete measures starting in January 2026.

Proof by Example
The French government is also taking action through the Directorate of Maritime Affairs, with the purchase of a patrol vessel equipped with secondary wind propulsion-a first for a state-owned vessel!

Cleantech for France is also focusing on two key areas: demand and financing. In a context of limited funding at the local level, the coalition is innovating by seeking to attract private capital.

"These unallocated funds currently support neither innovation nor industrialization," explains Célia Agostini. "France's subsidy culture works for innovation, but not for scaling up, which involves much higher risk."

How can these risks be mitigated?
According to Cleantech for France:
- Through public guarantees from the State, covering 40 to 60% of the investment amount. These guarantees create a pull effect and provide reassurance for private investors-without requiring upfront public spending.
- By reserving part of the market for emerging French and European industrial players through the European Local Content principle, which would help build value chains at a continental scale.

Question?

Access to funding: a real challenge for a very small business?

Le Passeur des Îles, a company run by Ronan Le Borgne since 2007, operates crossings in the Gulf of Morbihan using five traditional wooden boats. Its motto? To offer a "simple and modest" boat bus service that embraces the "slow life" philosophy.

"We're currently building a new 58-passenger vessel, fully designed and built in the Morbihan region. It will be launched in August 2025 and represents an investment of €1.1 million. While we are innovating in terms of low-impact design, we face regulations and funding tools that are not suited to our type of project-they are mostly geared toward larger ships. We would like to work hand-in-hand with the regional safety commission to adapt the directives to our specific model."Listening carefully, Jean-Philippe Quitot immediately recognized the issue:"Regulations are complex and based not on exemptions, but on equivalent measures. Safety standards should not become an obstacle to innovation." Message received: a meeting with the regional safety commission was scheduled right after the conference!

11:30 AM | Conference

WIND PROPULSION: A SAFE BET!

Gavin ALLWRIGHT
Secretary General of the IWSA (International Wind Ship Association)

David FERRER
CTO and Co-founder of BOUND4BLUE

Romain GRANDSART
COO of OCEANWINGS

Guillaume LE GRAND
Co-founder and President of TOWT

IWSA
International Association for Wind Propulsion in Maritime Transport

bound4blue
Spanish manufacturer of efficient and automated wind propulsion systems, featuring rigid sails for ships.

OceanWings
French manufacturer of wind-assisted propulsion systems, including wing rotors.

TOWT
World leader in traditional sail-powered shipping, based in Le Havre. Its fleet of two cargo sailing vessels will be expanded in 2026 with a new ship currently under construction.

The Objective

Measuring the performance of wind propulsion in decarbonizing maritime transport

Key Takeaways

1 An overview of the performance of the wind propulsion sector

Gavin Allwright : "Wind propulsion isn't just part of the solution-it's already in the maritime decarbonization toolbox! The sector is now growing exponentially: in the first twelve years of modern wind propulsion development, around twenty ships were built. In the past twelve months alone (2023-2024), just as many have been launched-and we're on track to double that again this year!"

Guillaume Le Grand : " Shipping goods to and from New York provides an ideal testing ground. We've managed to measure CO2 emissions per transported product, which amounts to just 2.4 grams-that's about as low as it gets! Without sails, the vessel would require 15,000 liters of fuel per day. With sails, we average just 300 liters, and up to 500 liters in rough seas. Sure, the transit time is slightly longer-so what? Would you rather be on time like a Swiss watch, or decarbonize maritime transport? Our routes are reliable, onboard systems are spot-on, and we're seeing growing demand from new clients. Is it expensive? No. Is oil cheap? Not anymore!"

David Ferrer : "bound4blue has built seven vessels, and eleven more are under construction. We're listening to feedback. We've learned that performance and savings don't depend solely on the technology or the wind-they also vary depending on the cargo. And those savings must be clearly measured to keep moving forward. Based on early data, a tanker equipped with four sails cuts CO emissions by 3.5 tonnes per day-that's a 20% reduction. A formal publication is scheduled in a year to validate the technology."

Romain Grandsart : "We are developing a different type of wing, closer to a kite. This sail-wing is more exposed to the wind and more responsive. It enables speeds of up to 20 knots in steady conditions, which corresponds to about 300 kW of power. By optimizing the software during our latest transatlantic crossing, CO consumption was reduced to 0.2 tons per day, representing a concrete fuel savings of 20 to 30%. The installed sails, like the Canopée type, enhance stability-resulting in less rolling and greater comfort."

2 What lessons can be drawn from these innovations?

Guillaume Le Grand : "The focus used to be on biofuels, but ultimately nothing significant emerged in that area. Every euro invested in the wrong direction is a loss. Wind propulsion is an effective and practical solution-and best of all, wind is free! This is where investment should go.
If there is one message to remember: if you want to decarbonize your activity, the power of the wind is the best solution!
A bill is currently being studied in the National Assembly and has already gathered 1,000 signatures. If passed, it will definitively change France's role in this sector-and change the world."

Romain Grandsart : "The main lesson is to create something simple that works. The question of performance comes afterward."

Question?

Nick Savvides, Journalist at Sea Trade Maritime News (UK):

"Can goods be delivered on sail-powered container ships? What are the possible solutions?"

Romain Grandsart : "That's the crux of the issue.
To equip container ships with sails, you need lifting platforms, and port capacity isn't always available.
Hybrid container ships, with primary or secondary wind propulsion, are currently under construction.
The tax on fuel consumption will help accelerate the transformation of container ships.".

Gavin Allwright : "Indeed, tests on retrofitting container ships show that shipowners don't want to sacrifice dock space for sails. For now, fuel isn't expensive enough for them to give up that space to install sails. But it's important to realize that every ship built today will still be sailing in 2050. So they all need to be retrofit-ready and operational quickly!"

2:00 PM | Conference

DECARBONIZATION: A FRONT-ROW SEAT OR A BACKBENCH FOR WIND PROPULSION?

Adrien BENOIST
Strategy and Development Manager, SolidSail, Chantiers de l'Atlantique

Nicolas BOULET
General Manager, Wisamo

Thibault DROGUET
Transport and Logistics Project Manager, Louis Dreyfus Armateurs

Xavier LECLERCQ
Vice President, CMA CGM

Laurent MARTENS
Director General, Armateurs de France

Key Issues

The wind propulsion option is increasingly considered by shipowners among other decarbonization pathways. The issue of cost and profitability is crucial. A structured industrial sector is essential to achieve large-scale deployment. The realization of major projects is moving in this direction.

Denis Cheissoux reminds us in his introduction: "Maritime transport is responsible for 3% of the 40 billion tonnes of CO2 emitted into the atmosphere each year."
"The sector is the first industry to have firmly committed, through the IMO (International Maritime Organization), to achieving carbon neutrality by 2050," emphasizes Laurent Martens, Director General of Armateurs de France.

1 Shipowners Committed to Wind Propulsion

"Wind propulsion is no longer an emerging sector but an established part of our governance bodies," continues the Director General of Armateurs de France. Among the association's roughly sixty members, about ten already use this mode of propulsion, and around fifteen are considering adopting it.

"We've moved past the question of whether wind propulsion is efficient or not," adds Thibault Droguet, Transport & Logistics Project Manager at Louis Dreyfus Armateurs. After fitting suction wings on one of their vessels, the company is now building three roll-on/roll-off ships equipped with Flettner rotors. Wind propulsion is now fully integrated into their development process. "We study which solution best fits the ship's operational profile." However, Thibault Droguet notes that not all vessels are suited to wind propulsion, such as Service Offshore Vessels (SOVs).

2 Wind propulsion: just one decarbonization solution among many?

While wind propulsion is "widely supported" by Armateurs de France, Laurent Martens emphasizes the principle of technological neutrality.
"The diversity of maritime transport calls for a diversity of solutions, and we support all technologies that enable the decarbonization of our industry."

"We are exploring every possible option. Wind propulsion is definitely one of them," adds Xavier Leclercq, Vice President of CMA CGM. He expresses enthusiasm for soon witnessing the maiden voyages of the sail-powered cargo ship operated by Neoline, with CMA CGM as a partner.The shipowner primarily considers wind propulsion for roll-on/roll-off vessels due to vertical loading constraints, and it is not suited to all shipping routes either.

3 Overcoming Barriers Through the Structuring of an Industrial Sector

The barriers are less technical than financial. "We primarily study acquisition costs and amortization periods. For wind propulsion to be profitable, an efficient industrial sector is essential. Wind propulsion will only develop on that basis," states Xavier Leclercq.

A promising future is within reach, as shown by several major projects nearing completion. "After ten years of development, we can now demonstrate that primary wind propulsion on very large vessels works," says Adrien Benoist, Strategy and Development Manager at Solid Sail, the rigid sail solution installed on the Neoliner Origin. "We are entering the industrialization phase. Large-scale production will make our equipment competitive in the shipowners' market."

"Equipment manufacturers are moving toward a true industrial positioning," confirms Nicolas Boulet, Director of Wisamo, from the audience. The startup, born from the Michelin group, has just signed its first contract to equip a maritime affairs patrol vessel with its inflatable wing.

4 Wind Propulsion Everywhere in Ten Years?

"Approximately 90,000 merchant ships sail the world's oceans. Replacing them all seems complicated," says Xavier Leclercq, "but there is no doubt that a portion of the fleet will be equipped with wind propulsion."

Thibault Droguet is also optimistic about the widespread adoption of wind propulsion. "A few years ago, alternative fuels and wind propulsion were often seen as opposing solutions. Today, that's much less the case. We understand that wind propulsion reduces fuel consumption and saves costs, especially as fuel prices are set to rise significantly."

3:30 PM | Conference

WIND PROPULSION SECTOR & PORT INDUSTRY: MEANT TO COOPERATE

Sophie COCHARD
Deputy General Manager, Development and Transitions Directorate, Nantes Saint-Nazaire Port

Didier DOMENS
Head of Development, Industry and Logistics, Port of Bordeaux; Member of the Aquitania Ports Link Network

Madeleine POULIN POIRIER
Sales Manager, NEOLINE

The objective

Port ecosystems must now take the wind propulsion sector into account. This evolution requires some adaptations... but it also opens up new opportunities!

1 Saint-Nazaire: A Growing Port Hub for Wind Propulsion

Dependent on fossil fuels for 70% of its energy, France's fourth largest maritime port is deeply committed to decarbonizing its activities and has supported the wind propulsion sector for nearly a decade. "Since 90% of goods transit by sea, as a major port, it is essential for us to support a developing sector like wind propulsion," argues Sophie Cochard, Deputy General Manager for Development and Transition at the Port of Nantes-Saint-Nazaire.

2 A Favorable Ecosystem

With the presence of major industrial players and equipment manufacturers-CWS builds its rigid sails here-as well as shipowners, the Port of Nantes Saint-Nazaire benefits from an attractive ecosystem offering opportunities for the wind propulsion sector. Of the 1,500 hectares of industrial space, 200 are still available for development. "We would be delighted to welcome new players in this field," notes Sophie Cochard, adding that the port's infrastructure is suited to all forms of wind propulsion.

While the Port of Bordeaux operates under a different industrial model, more focused on carriers, wind propulsion stakeholders are well represented there as well, as emphasized by Didier Domens, Head of Development, Industry and Logistics. The Canopée, developed by Zéphyr & Borée for Ariane Group, docks about ten times a year before heading to Kourou in French Guiana. Beyond the Sea (kite traction) is located nearby, and Vela (cargo sailing ships) has its headquarters in Bordeaux.

3 Ports that are adapting

In partnership with Wind Ship, the Aquitania Ports Link consortium-which includes Bordeaux alongside the ports of Bayonne, Rochefort, and La Rochelle-has launched a study to assess the conditions for accommodating wind-powered vessels."There are many factors to consider," explains Didier Domens: "the characteristics of the ships, of course, but also port handling operations, where constraints can be more significant. Adjusting port fees is another issue that needs to be addressed."

4 Cooperation Already Underway

"Ports have been very receptive to our project," emphasizes Madeleine Poulin Poirier, Sales Manager at Neoline. The Neoliner Origin-a 136-meter roll-on/roll-off vessel equipped with Solid Sail rigid sails-is preparing for its maiden transatlantic voyage from Saint-Nazaire to Saint-Pierre-et-Miquelon, Baltimore, and Halifax."Despite its industrial size, the ship is designed to access smaller ports with shallow drafts, such as Saint-Pierre-et-Miquelon."

The crossing to Baltimore is scheduled to take 13 days, "a transit time within market standards."Madeleine Poulin Poirier praises the support from Nantes Saint-Nazaire Port since the project's inception, both in connecting with stakeholders and participating in trade shows, which has helped Neoline increase its visibility among shippers.

5 The Importance of Collaboration

"Collaboration is essential," confirms Sophie Cochard. "For a route to succeed, the entire ecosystem must be mobilized. As a port, we have a duty to attract new shippers from our hinterland."

In 2026, the Grand Port will offer a new Montoir-Mobile (Alabama) route.
"We're expecting other companies and shipowners to join in and help develop this sector."

Consider this a call to action...

4:45 PM | Keynote

MAXIME BLONDEAU: CONSCIOUSNESS OF THE OCEAN, CONSCIOUSNESS OF THE WORLD

Maxime Blondeau offers a fresh perspective on our era through the lens of "cosmography"-the way societies perceive and organize their relationship with space and time.

This is an ancient discipline (as old as the practice of wind-powered shipping!) that encompasses beliefs, imagination, and collective narratives. Ecological disruptions are not caused by malicious intent but by our collective way of perceiving the world, which evolves over time. Recent scientific discoveries suggest the presence of an entire ocean hidden beneath the Earth's crust-enough to reshape our collective perception of the ocean!

1 A Modern Neolithic Era

The relationship with territory and its representation has evolved throughout human history. A first major revolution occurred after the Paleolithic era, when humans lived in harmony with animals and attuned to the universe: the Neolithic era that followed brought agriculture, sedentism, the beginnings of mining industry, and humans entered a mindset of dominating nature.

"We have shifted from a world that dominates us to a world we dominate, seeking to extract everything we need from the Earth to live and develop."

We are currently living in an intensified form of the Neolithic, arguably at the peak of this collective extractivist and productivist narrative.

2 Towards a New Era

The challenge to this Neolithic vision-the way we relate to nature's resources-is only just beginning. We are entering a kind of third age, where local decisions take into account their impacts on global issues such as the ocean, biodiversity, and climate.

For Maxime Blondeau, reconciling these two scales has never before been seen in human development. "We are experiencing a true cosmographic revolution!"

There is hope that we will now take care of the world, space, and time, finally emerging from this age that deepened our ecological debt.

3 Reconciling Action and Dream

And in this new perception, we will come to think of the ocean as an environment-a condition for our life and development. In other words, not as a stock to be exploited, but as a flow to be respected.

The various stakeholders present at Wind for Goods, who seek solutions by exploring the relationship between the ocean and the wind, are part of this movement. They reconcile action and dream.

Friday, June 20

10:00 AM | Conference

REGULATION, POLITICAL SUPPORT, GEOPOLITICAL AND ECONOMIC CONTEXT: THERE IS AN URGENCY FOR THE SECTOR

Christophe CLERGEAU
Member of the European Parliament, Chair of the Sea and Ocean Intergroup (SEArica)

Lise DETRIMONT
Director General, Wind Ship

Vincent GUERRE
Director of Trade and Competitiveness, SEA Europe

Hélène MORIN
Head of European Affairs, Bretagne Développement Innovation

Alan SYMONEAUX
Deputy to the Deputy Director of Ship Safety and Ecological Transition, DGAMPA

Key Issues

While wind propulsion has gained visibility in discussions, it still struggles to find its full place in public policies. Yet, strong political support is essential to advance the sector. Are the dynamics beginning to shift?

1 Is this topic gaining more presence in decision-making bodies?

"Today, everyone takes the role of wind propulsion in decarbonizing maritime transport seriously, which was not the case five years ago," observes European MEP Christophe Clergeau.

The French government has consistently supported wind propulsion and advocates for it at international forums, says Alan Symoneaux. He cites as proof the inclusion of wind propulsion in the carbon emissions calculation tool, approved at the last Marine Environment Protection Committee (MEPC) meeting organized by the IMO (International Maritime Organization).While Lise Detrimont welcomes that the President of France mentioned wind propulsion as a decarbonization tool during the opening of Monaco's Blue Economy and Finance Forum, she regrets that the subject remains relatively invisible at the European level.

2 Technological neutrality in question

Wind propulsion has reached a level of maturity that justifies its industrialization.
"To scale up, it must be a priority for Europe," insists the Director General of Wind Ship.
"Every technology should be given a fair chance," adds Vincent Guerre, Director of Trade and Competitiveness at SEA Europe, which represents shipbuilding stakeholders across 17 European countries.The absence of a clear political choice means leaving the market to decide, notes Christophe Clergeau. Yet, "wind propulsion not only contributes significantly to decarbonization, but also offers an opportunity to develop an industrial sector with sustainable jobs in Europe."

3 The need for strong political support

However, industrial ambitions must still be translated into concrete political actions.
"Despite all the reports and initiatives, if the next EU budget does not include a clear pathway for maritime industries-particularly wind propulsion solutions-these intentions will remain empty promises," warns Vincent Guerre.

Public authorities therefore have a crucial role to play by offering guarantee schemes and subsidies designed to reassure and facilitate investments.

Presented at the recent United Nations Ocean Conference, the European Ocean Pact unfortunately contains no provisions regarding wind energy, laments Lise Detrimont. The resulting legislation, the Ocean Act, "will allow amendments to laws adopted over the past six years that did not take wind propulsion into account," promises Christophe Clergeau..

4 The Leveraging Effect of Regulatory Measures

From the audience, a member of GICAN (Groupement des industries de la construction et activités navales) praises France's decision to allocate revenues from the European carbon market (ETS)-amounting to €90 million annually-towards decarbonizing the maritime sector. "This is indeed a major opportunity that encourages investment," adds Lise Detrimont. Christophe Clergeau hopes this public funding mobilization will leverage private financing through the European taxonomy, helping position wind propulsion as a priority target for investors.

5 A Bill Submitted to the National Assembly

Currently, the regulatory spotlight is on France. A cross-party bill was submitted to the National Assembly on June 4, 2025. Supported by 77 deputies, it builds on the wind propulsion pact signed in 2024 between the State and industry stakeholders, represented by Wind Ship.

A cornerstone of this bill is the definition of the term "wind-powered vessel." This essential step could notably simplify certification processes."The next step will be to define fiscal measures or funding mechanisms that will help mature wind propulsion solutions in a context where their competitiveness remains challenging," explains Lise Detrimont.

6 For a Blue Coalition

What if countries came together to establish a common "shopping list" that contributes to Europe's sovereignty, job creation, and decarbonization? A kind of Blue Coalition for wind propulsion-an idea the MEP strongly supports.Vincent Guerre emphasizes that this coalition must also involve market stakeholders, and political support should promote this alliance.

DGAMPA (Directorate General for Maritime Affairs, Fisheries, and Aquaculture)

11:30 AM | Conference

WIND PROPULSION SUPPORTING THE RESILIENCE OF REGIONS: WE'RE ALMOST THERE!

Louise CHOPINET
Co-founder, Le Caboteur des Îles

Yann ROYER
Director of Maritime Operations, Sailcoop

Marc THIENPONT
Sales Manager, Beyond the Sea

Laura TROUDET
Co-founder, Skravik Cooperative

The objective

The wind propulsion sector is driving the emergence of new practices focused on cooperation and rooted in local territories. It is the work of pioneers who face new challenges and pave the way forward.

1 New Practices Serving the Regions

In Finistère, Skravik has revived working sailing vessels. The company operates two catamarans for fishing and scientific campaigns-a project that meets local needs, much like Le Caboteur des Îles, which created a freight transport service between the mainland and the islands of the Bay of Quiberon.

For medical visits and supplies, Sailcoop's sail-powered shuttles provide another essential service for coastal islands. The company develops passenger sailing routes, currently between Concarneau and the Glénans, Saint-Raphaël and Corsica, and soon between Saint-Nazaire and North America, in partnership with Neoline.

Further afield, fishing shipowners are turning to wind propulsion to decarbonize their fleets. Cap Bourbon, for example, will equip a longliner with the kite traction system developed by Beyond the Sea. Founded by Yves Parlier, the company equips both large vessels-with 200 m² wings-and smaller boats.

2 Wind Propulsion as a Driver of Regional Resilience

In a context of dwindling oil supplies and rising fuel costs, local wind propulsion solutions emerge as a resilience tool for territories. These committed actors-Sailcoop, Skravik, and soon Le Caboteur des Îles, all structured as SCICs (Collective Interest Cooperative Societies)-often operate beyond purely maritime boundaries.

By transporting goods by sea that would otherwise travel by truck across the Quiberon Peninsula, Le Caboteur des Îles helps preserve a fragile environmental and ecological zone.

3 Pioneers Leading the Way

Despite favorable winds, obstacles have stood in the way of these pioneers. It took Skravik four years to obtain experimental authorization to operate its "upcycled" catamaran as a fishing vessel."Using wind propulsion as the main power source remains a barrier to certification," regrets Laura Troudet, co-founder of Skravik.Le Caboteur des Îles faced accessibility challenges with ports that have lost their commercial functions. For Sailcoop, the main hurdle lies in mindsets:"We need to accept that the journey takes longer and costs a bit more."

4 Credibility Earned

"We're breaking new ground," comments Louise Chopinet. "In the future, this step-by-step approach won't be necessary."After a month-long pilot with the vessel Grain de Sail 1, Le Caboteur des Îles now holds a temporary port occupancy permit for the port of Kérisper in Morbihan."Moving from office discussions to on-the-quay exchanges with real cargo changes everything!"This three-year permit allows the company to transport 5,000 tonnes per year."When we started sailing scientific missions ten years ago, there wasn't much response from research institutions. Today, they are reaching out to us," rejoices Laura Troudet.

5 New Training Programs on the Horizon

New activities bring new training challenges. Installing a kite system on a vessel requires specific skills. Beyond the Sea-which expects to reach 150 employees within a year-has developed its own "kite master" training program and trains the crews of its clients."There is a significant need for cultural adaptation and acceptance of the equipment," says Marc Thienpont. Meanwhile, Skravik has developed training for sailors specifically focused on local wind-powered vessels and collaborates with Le Caboteur des Îles on local freight transport. For Sailcoop, the priority is to recruit sailors with a strong customer experience mindset.

2:00 PM | Closing Conference

KEEPING PROMISES, ALIGNING COMMUNICATION, PASSING AMBITIOUS WIND PROPULSION LEGISLATION, FACING HEADWINDS... THE HEARTFELT CRY OF THE STAKEHOLDERS!

Olivier BARREAU
President, Grain de Sail

Nils JOYEUX
President & Co-founder, Zéphyr et Borée

Diana MESA
Co-founder and CEO, TOWT

Jean ZANUTTINI
President, Neoline

As seen at this 3rd edition of Wind for Goods, projects are taking shape and demonstrating the effectiveness of wind propulsion:

Neoline is preparing to commission its first sail-powered cargo ship, a 136-meter roll-on/roll-off vessel that will operate regular rotations between France and North America.

6 Cooperating to Move Forward

These new players are charting their course on a foundation of cooperation."We feel integrated within a big family," shares Louise Chopinet. "The Wind Ship association encourages exchanges with similar projects, which helps our challenges gain visibility and be recognized as key players in territorial issues."

"In ten years, freight transport has become a true ecosystem, with new vessels launched every six months," notes Yann Royer. "We are following the same path."

Today, wind is part of the equation-at every scale.

Following its demonstrator launched in 2020, **Grain de Sail** has been operating regular transatlantic routes since 2024 with its second cargo sailing vessel and will introduce the Grain de Sail 3 in 2027-a 110-meter container sailing ship.

For two years now, **Zéphyr & Borée's Canopée** has been transporting the Ariane 6 launcher from Europe to French Guiana.

The shipping company **Windcoop** has just started construction of its first cargo vessel.

Since 2024, shipowner **Towt** has operated two cargo sailing vessels, with six more ships set to join the fleet starting in 2026.

… to name just a few of the projects from the stakeholders featured in this closing conference.

1 Providing Evidence: A Strong Responsibility

"We have a particular responsibility to demonstrate the promise," says Jean Zanuttini, "especially since projects tend to be more costly initially. If, in the near future, we can indisputably prove the reductions in environmental impact, it will open up great opportunities for the entire sector."

The industry must be exemplary not only in decarbonization but also in transport organization. "We need to 'do the job' as well as freight forwarders," insists Olivier Barreau.Scaling up facilitates this excellence. Ship capacities increase, transit times shorten."The Grain de Sail III will help reduce costs and align with global maritime transport standards, while remaining disruptive."

2 Engaging Shipowners and Shippers

"Not all shipowners are convinced yet, but I am confident that within 10 years, the majority of commercial vessels under construction will be designed with at least some wind-assisted propulsion," says Nils Joyeux.

For Olivier Barreau, "the challenge now is to engage the shippers, without whom nothing happens. It is the market that enables the emergence of new routes and new ships."

3 Routes That Are Changing Despite Headwinds

Jean Zanuttini sees the current ecological "backlash" as a sign of a paradigm shift. "Tectonic plates are moving; you can feel the resistance. This means we're starting to disrupt established systems, and some industries feel threatened." It's an optimistic view that encourages staying the course."We must continue to encourage and support regulatory efforts. At the same time, it's up to us to demonstrate that realistic alternatives meet regulatory ambitions." The recent confirmation of decarbonization goals by the IMO is a strong signal on the international stage. "Today, shipowners are compelled to pay attention to what we're doing."

4 Harmonizing the Carbon Argument

To keep convincing stakeholders, performance data is essential. A more consistent way to communicate carbon footprint reductions would be a real asset. Currently, "everyone plays their own tune," laments Nils Joyeux.The most relevant approach would be to highlight the savings achieved compared to existing market solutions. Jean Zanuttini agrees that the topic is complex to present and believes we cannot reduce the benefits of wind propulsion to a single index- "because the challenge lies in planetary boundaries, not just CO .."

5 Carbon Impact-and Beyond

Beyond CO emissions, wind propulsion also offers other benefits: reduced collision risks due to lower speeds, decreased risk of accidental marine pollution, reduced underwater noise, and more. The social dimension is also deeply embedded in the DNA of wind propulsion stakeholders. Windcoop limits crew assignments to three months and applies equal working conditions to all employees, regardless of nationality-far from social dumping practices."It's interesting to note that some shippers choose us partly for these reasons as well."

6 For Ambitious Wind Propulsion Legislation

Wind propulsion stakeholders are now proving that this mode of propulsion is not a dream but an industrial reality that gives new meaning to every cargo. In a powerful message delivered at the opening of this plenary, Diana Mesa called for a clear political signal-a founding and ambitious structuring law. "The wind propulsion law we have long hoped for must be more than a symbol. It must be a decisive tool for the climate and for the future." It should say: yes, France chooses wind. And the co-founder of Towt concludes, "Every ton transported without fuel is a victory. Every meter of sail raised is a bit of the future regained."

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