



5<sup>th</sup> edition

# BlueBioValue Acceleration



OCEANO AZUL  
foundation



CALOUSTE GULBENKIAN  
FOUNDATION





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# Challenges

Blue Bio Value programme is looking for ocean-based solutions to:



**FEED A GROWING POPULATION AND ENSURE SUSTAINABLE FOOD SYSTEMS**



**EMPOWER A CIRCULAR BIOECONOMY GROWTH MODEL**



**ADDRESS RESOURCE SCARCITY AND PRESERVE NATURAL ECOSYSTEMS AND BIODIVERSITY**



**MITIGATE AND ADAPT TO CLIMATE CHANGE**



**ENHANCE HEALTH & WELLBEING**



**REDUCE PLASTIC PRODUCTION & POLLUTION**

# Blue Biotechnology

Biotechnology is based on the use of living systems and organisms for the development of products or services. Different factors determine the usage of these biological agents, such as organisms, cells or molecules. Blue biotechnology develops products and services via marine biotas.

Blue biotechnology has grown significantly as a result of advancements in deep-water collection methods, extraction techniques and an increase in demand within the market, particularly for aquaculture and chemical synthesis. The great potential of marine biotechnology is above all the enormous diversity of living processes found in the ocean.

## 4 | BlueBioValue



# The Accelerator

**Launched in 2018, Blue Bio Value Acceleration is a programme for national and international startups in the marine bioeconomy sector.**

The programme aims to accelerate startups that operate along the value chain of marine bioresources, specifically in the blue biotechnology sector, that offer sustainable services or products contributing to a healthier use of ocean resources. Serving also as a sustainable alternative to tackle primary challenges that the world faces, whilst subsequently attracting talent and knowledge to the sector in Portugal.





# Valuing your blue business, to design a better world

## Support, Mentorship, Network

**Support** providing ongoing support along the programme, allowing to adapt capacity building modules to the specific needs of each startup and technology.

**Mentorship** meetings with experts in business development, blue biotechnology and industrial production.

**Network** connecting startups with commercial partners, investment opportunities and innovative R&D that can support the creation of global companies.



# Big numbers

**5 years** [2018-2022]

**77 startups**

**24 countries**

**Investment raised  
by 2021 7.9 M€**





# Why Portugal

In addition to the diversity of raw materials, Portugal has a solid foundation when it comes to human talent and expertise, a large ocean territory and dedicated policies to foster the development of the blue economy.

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## **BIODIVERSITY**

*Portugal, richest country in Europe in terms of marine biodiversity*

Seamounts cold water reefs and hydrothermal vents.  
Deep sea abyssal plains and open ocean ecosystems.  
Estuaries and coastal zones with rich marine biodiversity.  
Submarine canyons and mesophotic reefs.

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## **POLICY FRAMEWORK**

*A booming ecosystem for ocean startups*

Public policies focused on Blue Growth.  
Talent training programmes.  
Dedicated incentives and support to startups.

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## **R&D**

*Blue brains and research institutions dedicated to marine sciences and bioengineering*

More than 30 scientific and technological centres of marine research.  
Experience in marine biotechnology for research purposes.

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## **DIMENSION**

*Portugal is a natural maritime entry point*

Largest maritime area in the EU.  
Extensive coastline and two Atlantic archipelagos.

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# Why apply

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A unique opportunity to grow and scale your blue biotech business.

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High level networking with investors, key specialists, and entrepreneurs.

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1-1 mentorship from executives, deep tech experts, and investors.

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Access to the best research and technological centers, laboratories, and expertise.

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Unique opportunities to explore the bioresources and biodiversity available in Portugal.

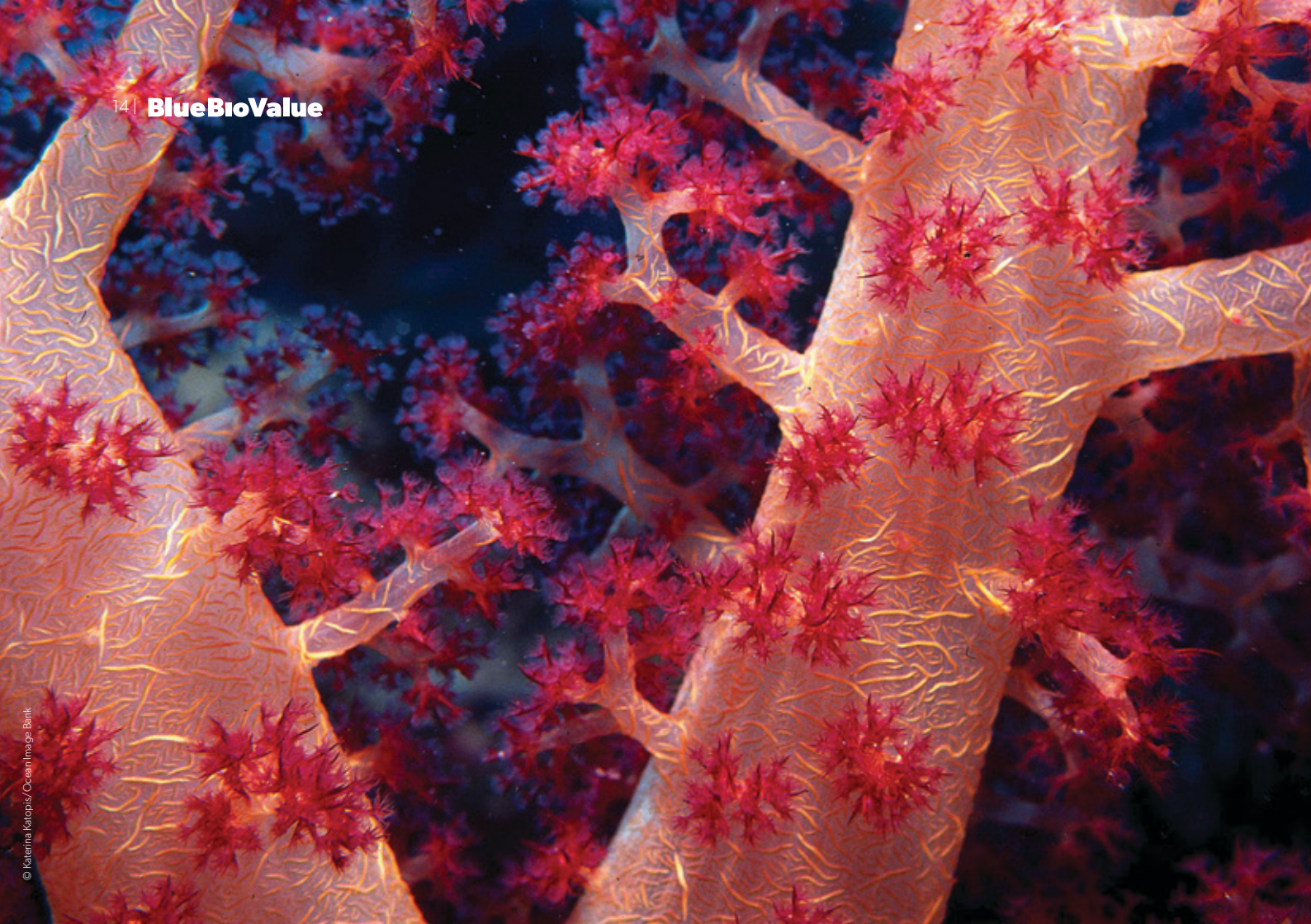
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1-year membership at Bluebio Alliance with access to a network of experts and services specialized in bioresources and blue biotechnology.

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Prize of up to 45,000€ to assist in business development via the Blue Demo Network.

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# About the programme

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A 7-week acceleration programme, dedicated exclusively to the marine bioeconomy, that represents a unique growth opportunity for new companies.

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Growth sprints tailor-made to the needs of each startup, focusing on key business development topics such as access to funding, overcoming legal barriers, user research and journey, product development, sales and marketing, amongst others.

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Talks and workshops by experts, including CEOs, entrepreneurs, opinion leaders, investors, researchers, and others.

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Access to network of commercial partners, within processing and manufacturing industries and some of the best research and technology centers in Europe.

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Final 2 weeks in Portugal, culminating in the Final Pitch Event.

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Individual CEO-focused leadership coaching sessions.

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Access to Blue Bio Value high-level network, guiding on specific aspects of business and research development.

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# Testimonials

*“We believe that we made the best decision when we decided to participate in Blue Bio Value. We met amazing people and learned how to believe in our idea and of course believe in us. We just want to say thanks!”*

**FUTURALGA** 1<sup>st</sup> Edition (Spain)

*“Blue Bio Value was an enriching experience by providing tools to better design the business model of the startup project.”*

**BLUMAN** 2<sup>nd</sup> Edition (Portugal)

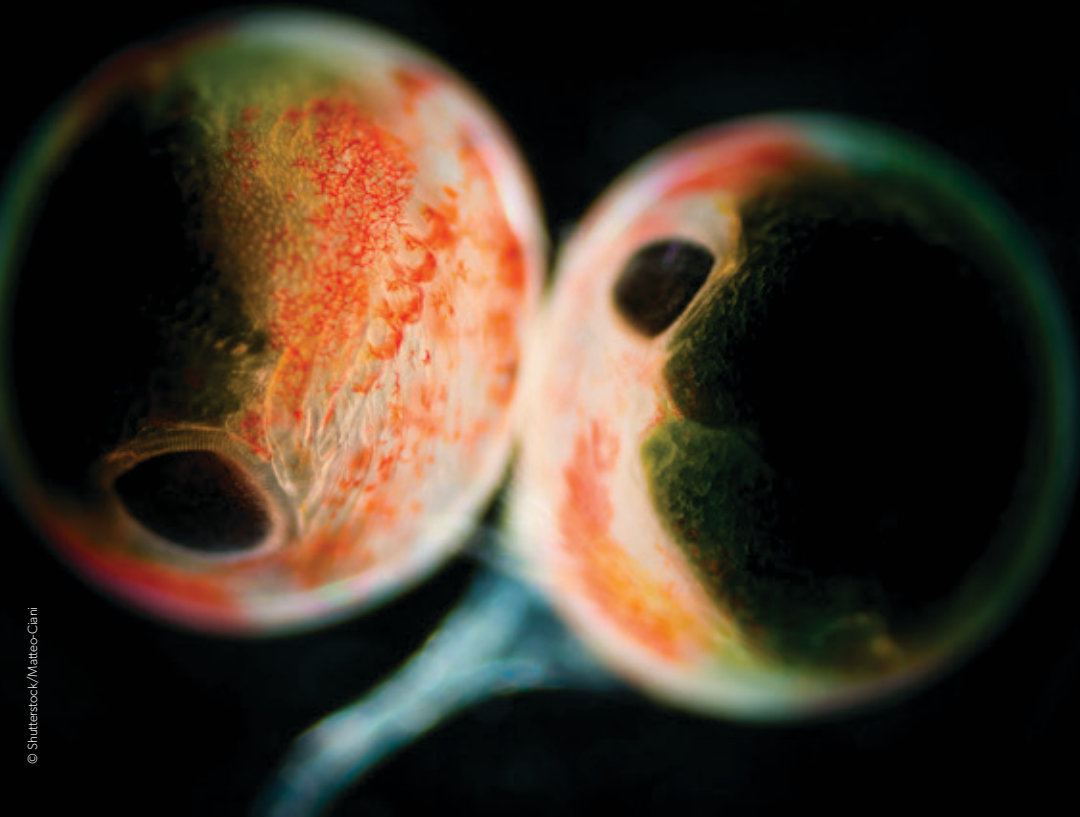
*“From our experience in other programmes this is by far the best dedicated accelerator programme for blue bio companies.”*

**ORIGIN BY OCEAN** 4<sup>th</sup> Edition (Finland)

*“For those in ocean technology, looking to be a part of the wave of blue tech, and be surrounded by a strong community of enabling innovators and entrepreneurs, the Blue Bio Value Accelerator’s the place to be!”*

**CLEAN VALLEY BIO-FILTRATION TECHNOLOGIES** 4<sup>th</sup> Edition (Canada)

# 2022 edition



**Blue Bio Value Acceleration programme aims to accelerate startups that operate along the value chain of marine bioresources, specifically in the blue biotechnology sector, developing sustainable services or products that contribute to a healthier use of ocean bioresources.**

We are looking for startups at prototype and launch stages or further on in the development process, SMEs aiming to develop new product lines, and/or teams with projects that can demonstrate high potential to rapidly scale up to viable market applications.

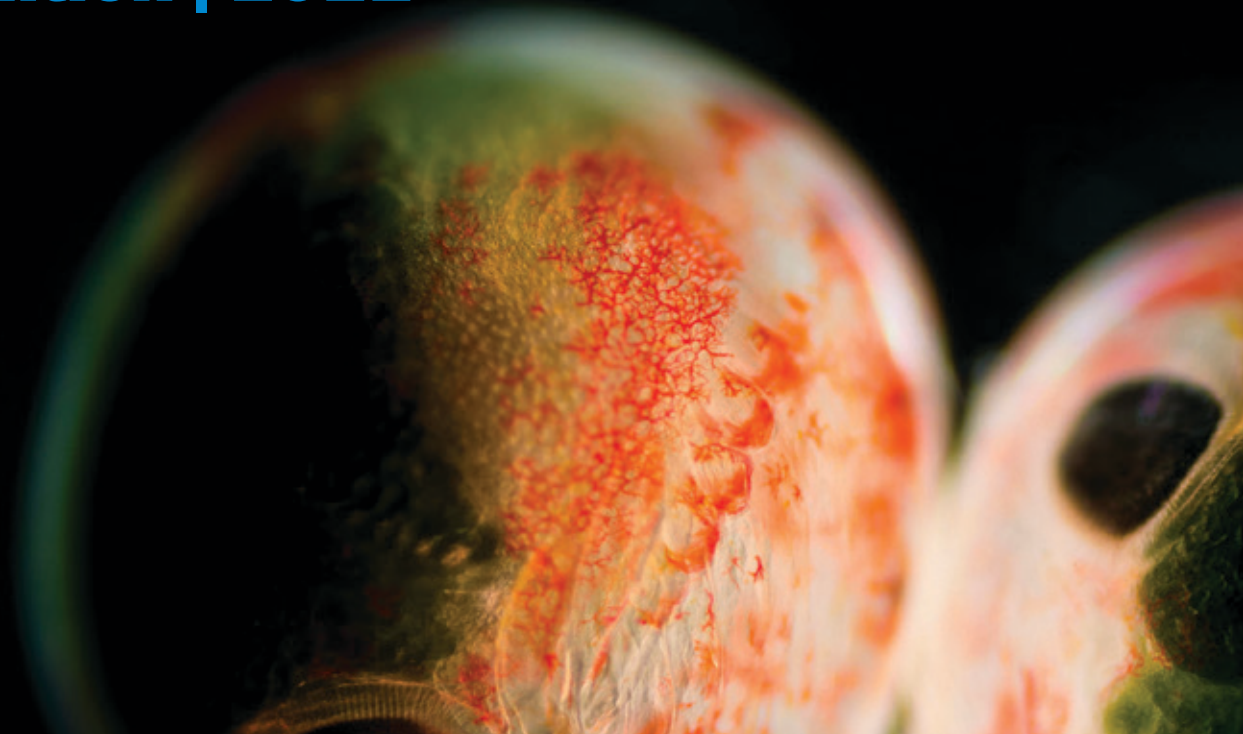
**18 startups selected  
from 12 different countries.**

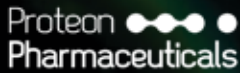


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# Meet the startups

**5<sup>th</sup> edition | 2022**







# Aquaai Corporation

**Country** United States of America

**Category** Environmental Solutions

**Website** [aquaai.com](http://aquaai.com)

Aquaai offers affordable and high-quality underwater data, easily accessible on a digital dashboard. Their patented fishlike autonomous underwater vehicles (AUVs), equipped with cameras & sensors, collect data and provide habitat health and water-quality information.





AMBERSEA  
by aquaponics  
iberia

# Aquaponics Iberia -AMBERSEA

**Country** Portugal

**Category** Food & Feed

**Website** [aquaponicsiberia.com/project/ambersea](http://aquaponicsiberia.com/project/ambersea)

AMBERSEA is a novel nature-based seawater aquaponics solution that uses new RAS (circular integrated multitrophic) technology to sustainably and efficiently grow finfish and seaweed, with a positive impact on water and on carbon footprint.



archiREEF

## archiREEF

**Country** United Arab Emirates

**Category** Environmental Solutions

**Website** [archireef.co](http://archireef.co)

archiREEF is specialised in algorithm-based designs for 3D-printing of reef tiles. These are made from sustainable ocean-friendly materials to enhance coral survivorship.



# Ashored Inc

**Country** Canada

**Category** Fisheries

**Website** [ashored.ca](http://ashored.ca)

Ashored provides innovative solutions to commercial fixed-trap fisheries, preventing accidental marine entanglements and limiting ghost fishing and marine debris.



**blusink**

**Blusink**

**Country** Switzerland

**Category** Environmental Solutions

**Website** [blusink.com](https://blusink.com)

Blusink develops a natural-based biomaterial engineered to assist ecosystems' restoration, through enhancing coralline seaweed growth on the seafloor, while maximising reef restoration and carbon capture capacity.



# Exogenus Therapeutics

**Country** Portugal

**Category** Human Wellbeing (Cosmetics)

**Website** [exogenus-t.com](http://exogenus-t.com)

Exogenus Therapeutics aims to transform by-product materials from the microalgae industry into nanovesicle-based healthcare solutions. These marketable solutions originate from recovering extracellular vesicles of residual waters, while the “purified” water returns to the system, tackling the reduction of wastewater.



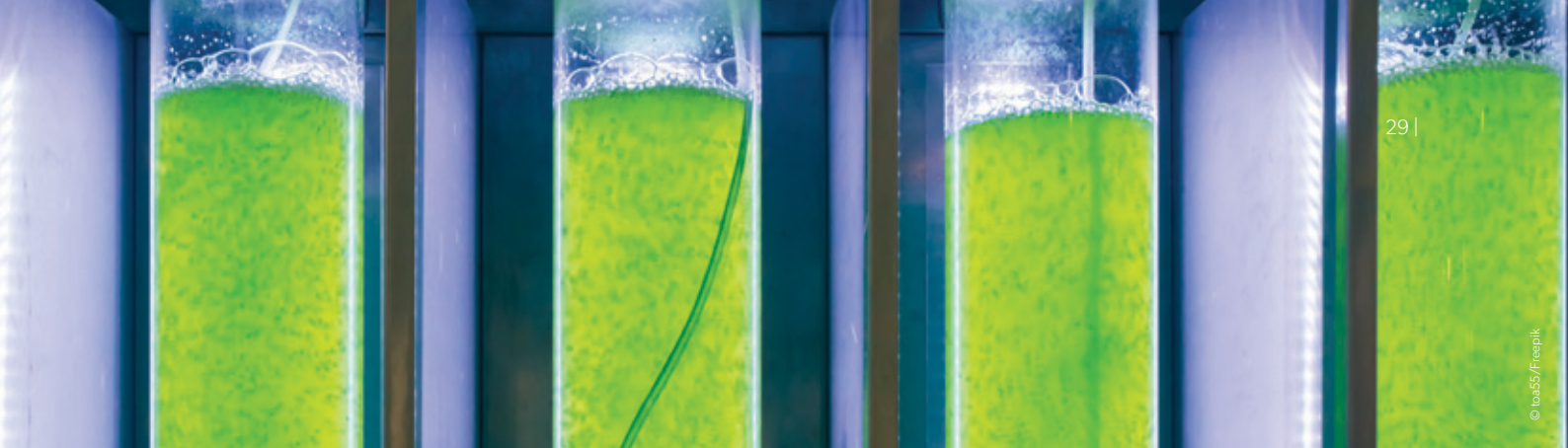
## Eyecon Group

**Country** Portugal

**Category** Environmental Solutions

**Website** [eyecon-group.com](https://eyecon-group.com)

Eyecon Group uses satellite imagery and automated machine learning to provide sustainable coastal water monitoring, in order to mitigate environmental risks, such as harmful algal blooms.



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# GC Lipid Tech Inc

**Country** Canada

**Category** Skin Care, Food & Feed

**Website** [lipidtech.ca](http://lipidtech.ca)

GC Lipid Technologies is a synthetic biology platform dedicated to developing new solutions for the aquaculture feed sector, using microalgae as the source of fish feed.



# Local Ocean

**Country** Lithuania

**Category** Food & Feed

**Website** [localocean.eu](http://localocean.eu)

Local Ocean is developing a unique shrimp farming technology-based solution to create a fully sustainable, low-cost, and high-yield shrimp production strategy with a small footprint.





## Mimic Seafood

**Country** Spain

**Category** Food & Feed

**Website** [mimicseafood.com](https://mimicseafood.com)

Mimic Seafood is creating plant-based seafood alternative to animal protein, using “clean label” ingredients. These novel food formulations use various types of algae to enrich the product’s nutritional value and flavour, through a sustainable production.



## Numar

**Country** Portugal

**Category** Food & Feed

**Website** [numarbiotech.wixsite.com/sines](https://numarbiotech.wixsite.com/sines)

Numar is reshaping traditional food production through offshore cultivation of seaweed, and by developing seaweed-based products, while contributing for the decarbonisation of the environment.



# Oregon Seaweed

**Country** United States of America

**Category** Food & Feed

**Website** [oregonseaweed.com](http://oregonseaweed.com)

Oregon Seaweed produces high-protein red seaweed on a land-based system, to be commercialised fresh or as ingredients for other food products, and having a negative carbon footprint.



# Proteon Pharmaceuticals

**Country** Poland

**Category** Animal Wellbeing

**Website** [proteonpharma.com](http://proteonpharma.com)

Proteon Pharmaceuticals develops solutions to modulate the microbiome and to improve animal and human health. The company is removing antibiotics from the food chain by developing a bacteriophage-based feed additive cocktail for aquaculture.



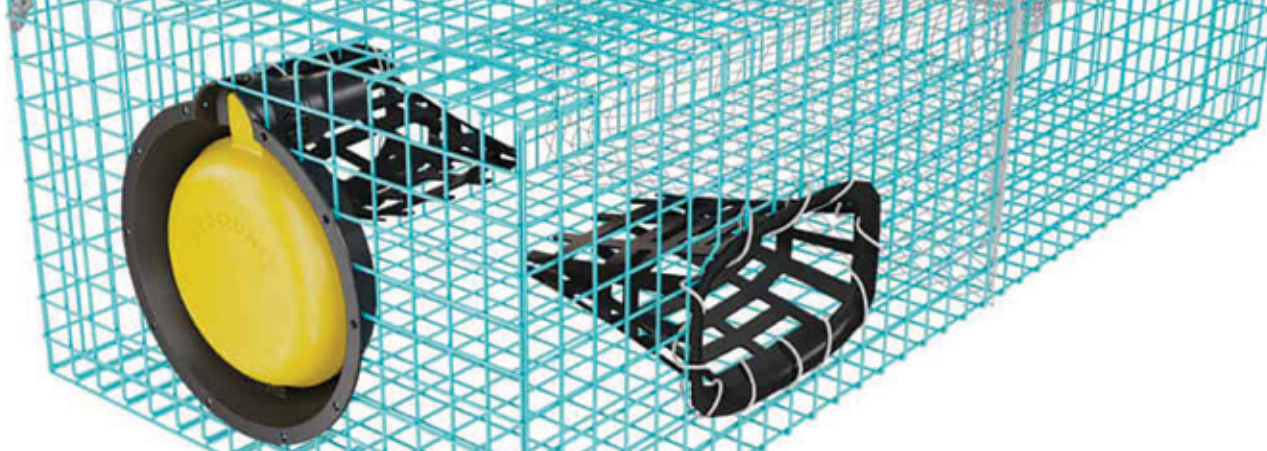
## Quelp

**Country** Chile

**Category** Biomaterials, Food

**Website** [global.quelp.cl](http://global.quelp.cl)

Quelp transforms traditional products into frozen vegan alternatives by using Chilean seaweeds. It is also developing a seaweed-based bioplastic film for packaging, compostable in-home conditions.



RESQUNIT

## Resqunit

**Country** Norway

**Category** Fisheries

**Website** [resqunit.com](http://resqunit.com)

Resqunit develops systems to reduce the loss of fishing equipment in the ocean, through an innovative backup buoy with a timer release mechanism which allows the location and retrieval of equipment lost at sea.



## SeaCras

**Country** Croatia

**Category** Environmental Solutions

**Website** [seacras.com](http://seacras.com)

SeaCras specialises in water quality monitoring of coastal areas through Artificial Intelligence analysis of high-resolution satellite data.



# Sophie's BioNutrients

**Country** Netherlands

**Category** Food & Feed

**Website** [sophiesbionutrients.com](https://sophiesbionutrients.com)

Sophie's BioNutrients avails industrial food waste for the production of plant-based protein made of microalgae, to be used on alternative food products.





# The Kelp Garden

**Country** Spain

**Category** Food & Feed

**Website** [thekelpgarden.com](http://thekelpgarden.com)

The Kelp Garden aims to cultivate a variety of sustainable seaweeds to be distributed as fresh raw material to several industries, while reducing the carbon footprint during transportation.

# **Promoter** **Oceano Azul** **Foundation**



*From the ocean's point of view*



**OCEANO AZUL**  
foundation

**The [Oceano Azul Foundation](#) is based in Portugal and works to contribute to the conservation and sustainable use of the ocean, by:**

Developing blue literacy and fostering the public's understanding of the challenges of ocean sustainability;

Contributing to ocean conservation, promoting the value of biodiversity and the development of sustainable uses;

Contributing to a new system of ocean governance, guided by ethical values and based on scientific knowledge, as well as contributing to the development of an innovative, environmentally sustainable blue economy.

**Promoter**

# Calouste Gulbenkian Foundation



CALOUSTE GULBENKIAN  
FOUNDATION

**The Calouste Gulbenkian Foundation is a perpetual institution of Portuguese nationality with charitable, artistic, educational and scientific statutory aims.**

The Foundation promotes a wide range of programmes and projects that contribute to overcoming particular needs in contemporary society and seek innovative responses to problems in the current world.

The Blue Bio Value is promoted by the Gulbenkian Sustainable Development Programme which aims at the development of a society that is committed to future generations, environmentally responsible, economically viable and socially fair.

# Partners

**BLUEBIO**  
ALLIANCE

**maze**  


A Portuguese non-profit association representing the marine bioresources and blue biotechnology sector, playing a key role in connecting the different stakeholders in the blue value chain and fosters entrepreneurship and innovation for blue products market development and expansion.

**[bluebioalliance.pt](http://bluebioalliance.pt)**

MAZE Impact is a European impact investing company based in Portugal created in 2013. MAZE Impact invests in effective solutions that solve social and environmental challenges and supports entrepreneurs in expanding their solutions to the European market through an impact investing fund, acceleration programmes and through working with the public sector to improve the impact of social service delivery.

**[maze-impact.com](http://maze-impact.com)**



# Blue Bio Value

[bluebiovalue.com](http://bluebiovalue.com)

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