

EMD 2019 Workshop: 16th May 11:45AM

From Scientific Ideas to Blue Biobased Businesses

Valmar Kasuk - Founder, VETIK

João Rito - CEO, SEAENTIA

Raditijo Hamidjaja - Senior Scientist, HOEKMINE

Gonçalo Costa - Founder & CSO, BIOMIMETX

BLUEBIO
ALLIANCE



Raquel Gaião Silva

BLUEBIO ALLIANCE

Angela Schultz-Zehden

SUBMARINER Network

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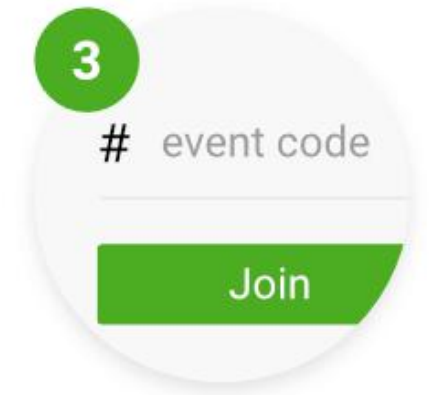
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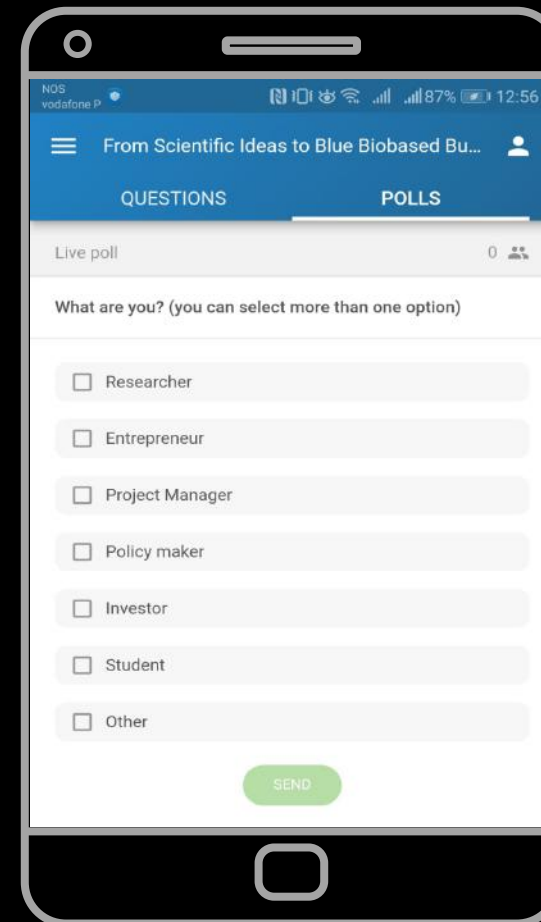
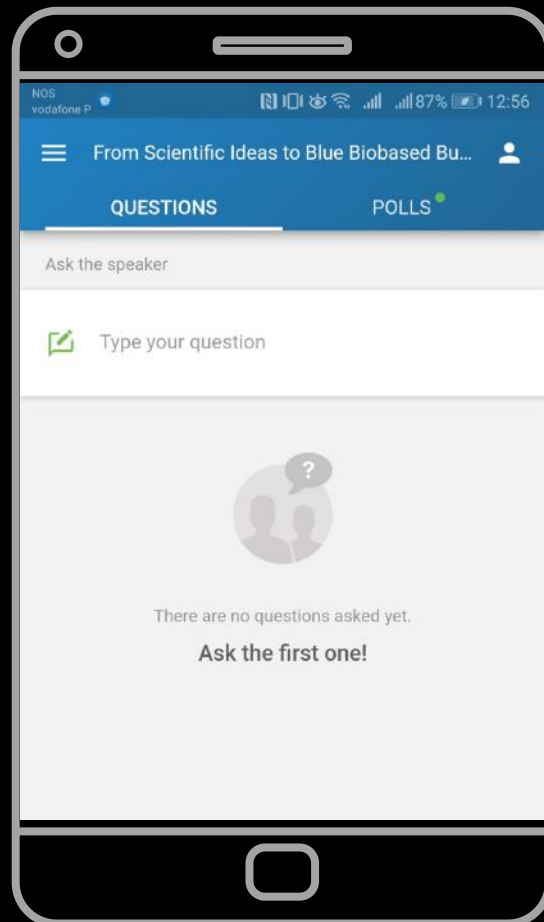
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Angela Schultz-Zehden

Managing director of SUBMARINER Network



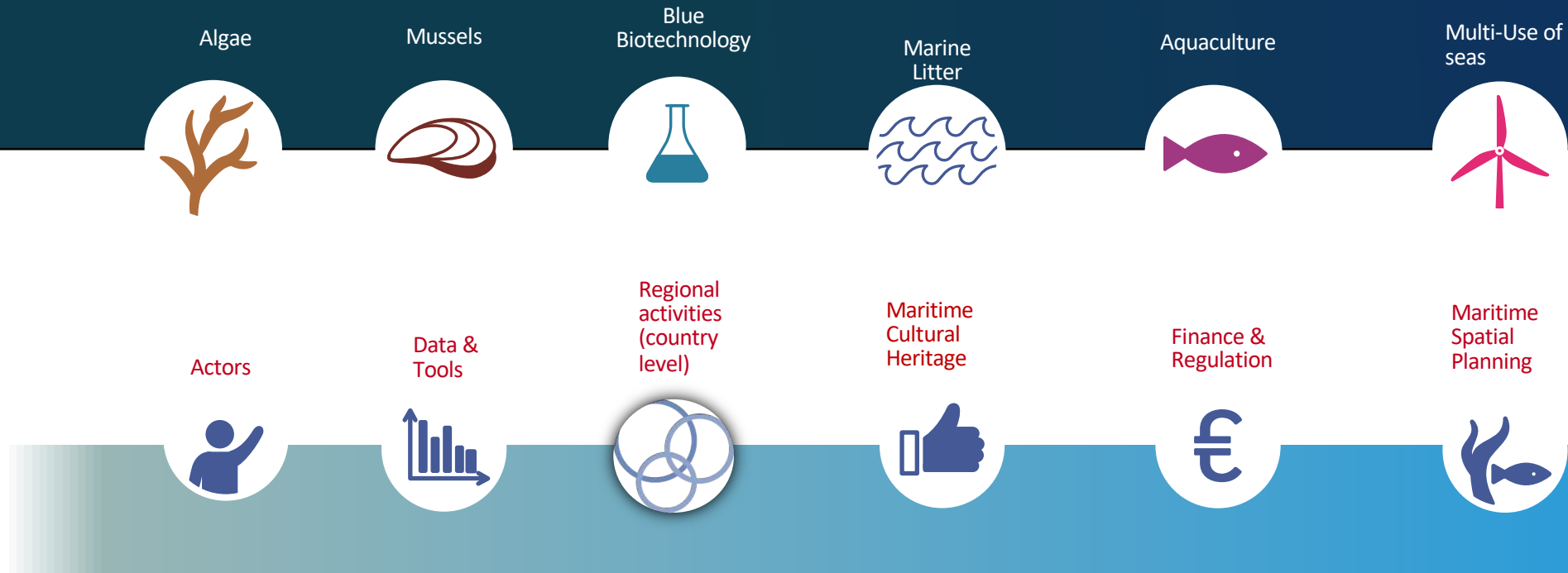
Baltic Blue Biotechnology Alliance

THE INNOVATION
PLATFORM +
ACCELERATOR
PROGRAMME FOR BLUE
BIOTECH OF THE BALTICS

www.balticbluebioalliance.eu

 **#BalticBlueBioAlliance**

SUBMARINER thematic areas



SUBMARINER vision 2030

A smart Baltic Sea Region – making use of **blue-green combined solutions**



Maintaining the Baltic Sea Region's **natural capital**



Marine resources as part of the BSR biomass portfolio



Improve human well-being via new marine products

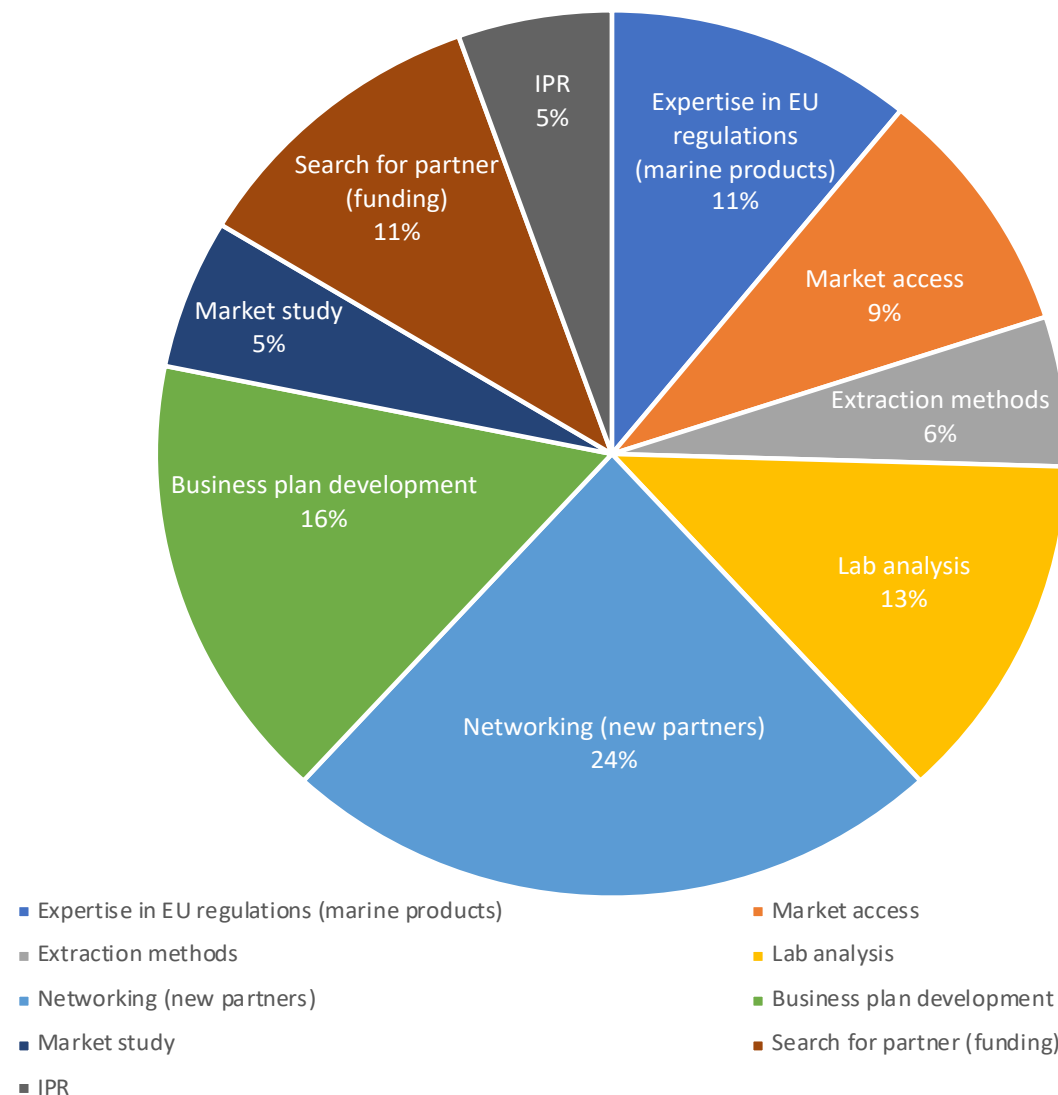


The Baltic Sea Region – a **biobased innovation showcase**

Working with 26 cases – servicing their needs

- 1. Networking:** connections to possible customers, suppliers, collaboration partners and competitors
- 2. Business development support** to set-up a business plan and analyze own position on the markets
- 3. Laboratory tests and analysis,** which enable further research on developed products with the help of professional equipment offered by the ALLIANCE mentors
- 4. Expertise in EU regulation; e.g.** food safety, marine biomass products or organic certification
- 5. Search for funding opportunities: programmes, accelerators, investment support**
- 6. Market access** (product launch), market entries in other countries than the original one, are also highly requested by the ALLIANCE case owners
7. Remaining: extraction methods, market studies (market research) and the intellectual property rights (IPR)

Case owners' needs



Services by network partner

- **ALLIANCE 'address' book:** finding the right partner
- **Communication & lobbying:** website & promotion
- **Scientific/technical support:** expertise & know-how, access to infrastructure
- **Business development:** business planning, market data, financing & funding options
- **Legal advice:** IPR, product standards & certifications
- **Access to biological resources:** One-stop-info-shop on biobanks
- **Placement service:** exchange of students, post-docs, staff
- **Project development**

Case mentoring programme:

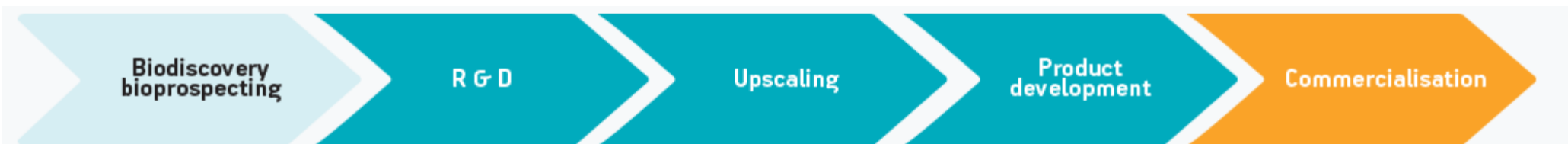
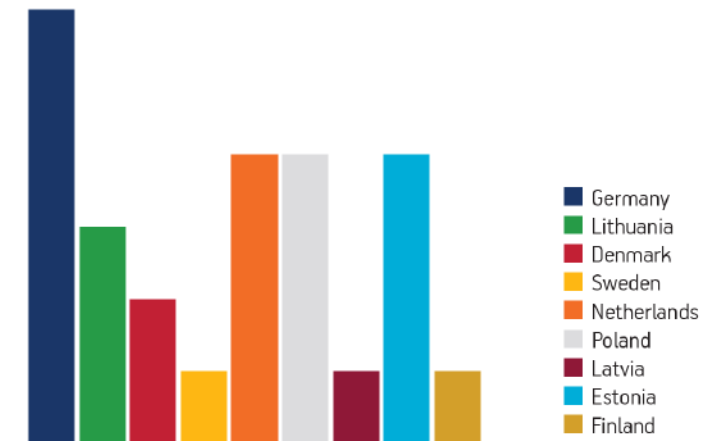
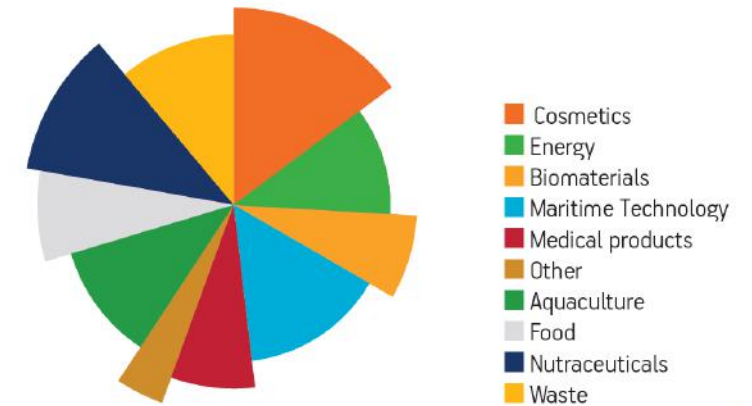
Newcomers' are assigned to one or more dedicated mentors, who

- makes an initial assessment check
- introduces the various possibilities in the Alliance
- mediator between the case owner and the other members



Achievements (2016-2019)

- 26 cases coming from all stages of value chain
=> from bioprospecting to full commercialization
- 26 cases found the **right partner**
- 26 cases reached **next step**
- 3 companies with **new products** on market
- 3 cases found next level **support & investors programmes**
- Tested & proven ways of 'how to': **find cases – match-making – initial assessments – model contracts**
- In-depth understanding of Blue BioTech actors & needs:
Watch out! **ALLIANCE findings**



Join us! We welcome new cases and partners!

Are you a blue biotechnology expert, a developer with an innovative technological idea, a cluster within blue bioeconomy or a technical consultant or business coach?

We are looking for:

- Business accelerators
- Blue clusters & regions
- R&D experts
- Mentors, coaches & “blue detectives”
- Startups & SMEs



Contact

Angela Schultz-Zehden
SUBMARINER Network for Blue Growth EEIG
e-mail: asz@submariner-network.eu

www.balticbluebioalliance.eu
#BalticBlueBioAlliance



2nd edition

Blue **Bio** **Value**

**Ideas
as powerful
as the ocean**

Valuing your blue business,
to design a better world.



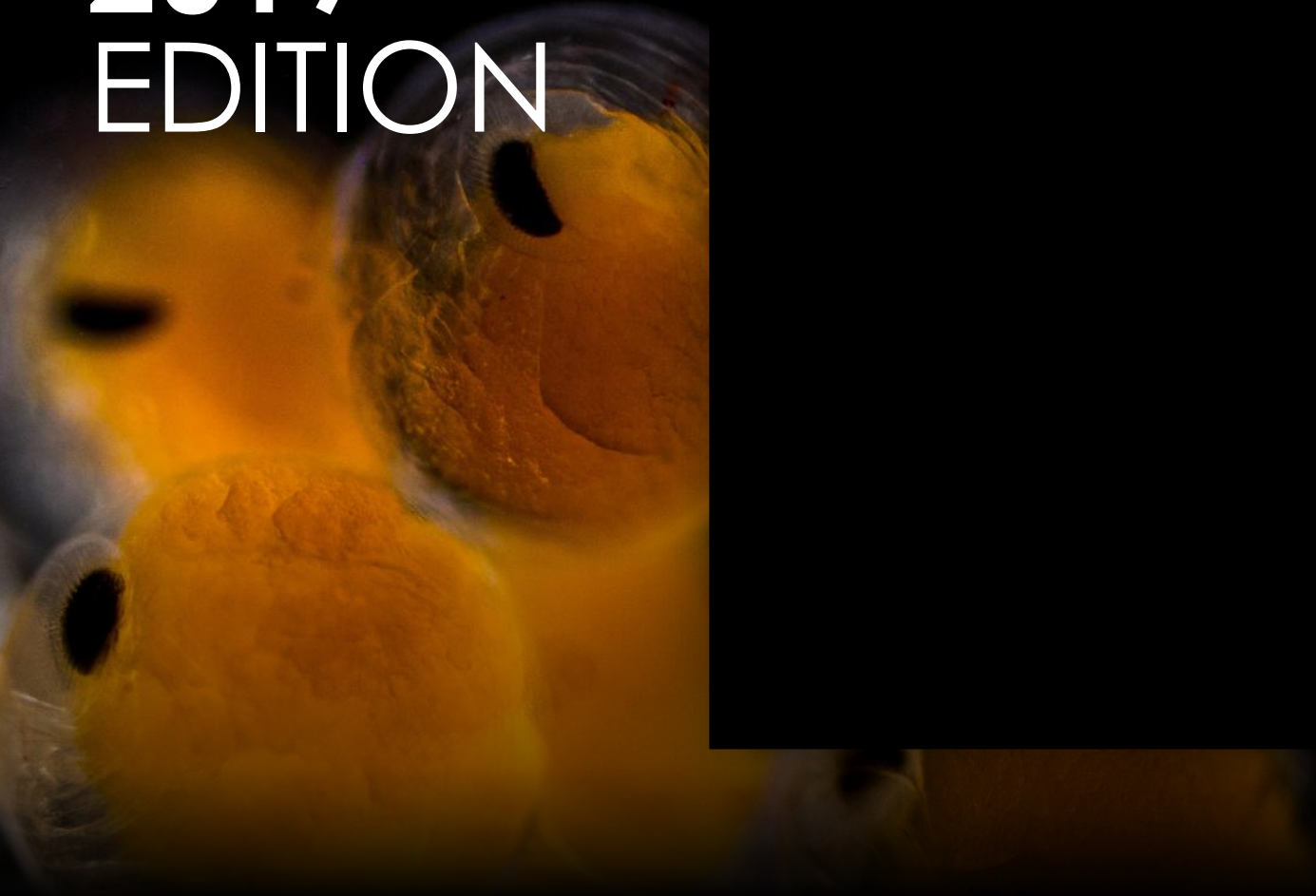
OCEANO AZUL
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CALOUSTE GULBENKIAN
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2nd edition
**Blue
Bio
Value**

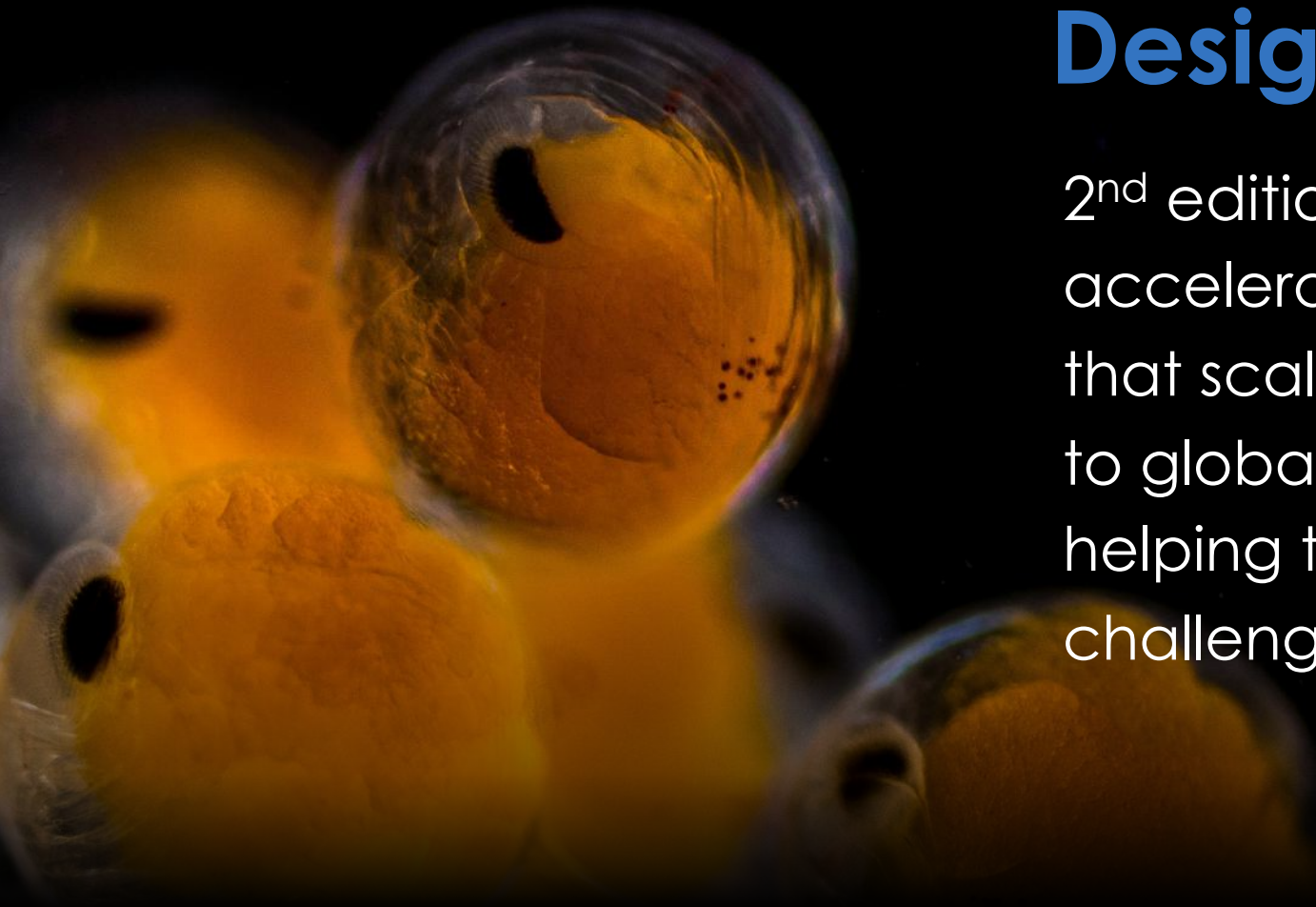
**2019
EDITION**



Program

Design a better world

2nd edition of an international business acceleration program based in Portugal that scales up marine bio-based solutions to global market applications, while helping to tackle important societal challenges.



Program

Challenges



**FEEDING A GROWING POPULATION &
ENSURING SUSTAINABLE FOOD SYSTEMS**



**ADDRESSING RESOURCE SCARCITY
& PRESERVING NATURAL ECOSYSTEMS
AND BIODIVERSITY**



ENHANCING HEALTH & WELL-BEING



**EMPOWERING A CIRCULAR BIOECONOMY
GROWTH MODEL**



**MITIGATION AND ADAPTATION TO CLIMATE
CHANGE**



**REDUCING PLASTIC PRODUCTION
& POLLUTION**

Acceleration

**We will help you to create
a solid and structured
business**

8 BOOTCAMPS @LISBON | @OPORTO

FIELDTRIPS

ACCESS TO INVESTORS, CLIENTS
AND PARTNERS

SOCIAL & NETWORKING EVENTS

Mentorship

**Selection of amazing
mentors who will give you
support along the way**

CEOs

INVESTORS

ENTREPRENEURS

ADVISORS

Talks

Workshops, talks, and
weekly discussions on
relevant topics

GLOBAL TRENDS

FUNDRAISING

LEADERSHIP

PATENT PROTECTION



Perks

Benefits to help you
throughout the process
for a successful project

SUPPORT TRAVELING AND
ACCOMODATION EXPENSES UP TO
7,500 EUROS

1 YR MEMBERSHIP IN BLUEBIO ALLIANCE

EXTENSIVE LIST OF SERVICES &
DISCOUNTS



Prizes

The program will award
the best startup(s)

**Blue
Bio
Value**



€45K

Equity-free!

Calendar

Mar 21st

Call Open

Jun 21st

Call Closed

Oct 8th - 31st

Bootcamps

Nov 6th

Final Pitch Day

Follow up

**After the program we will
still be there for you**

DEDICATED SERVICES

MENTORSHIP AVAILABLE AFTER THE
PROGRAM

INTERNATIONAL NETWORK

Apply

bluebiovalue.pt

FOLLOW US



Raquel Gaião Silva

assessoria@bluebioalliance.pt

Patricia Cabido

bluebiovalue@gmail.com

Organization

Promotors



OCEANO AZUL
foundation



CALOUSTE GULBENKIAN
FOUNDATION

Partners



Fábrica de
STARTUPS

BLUEBIO
ALLIANCE

Faber ventures 

Hosts



Lisbon



CATOLICA
FACULTY OF BIOTECHNOLOGY
PORTO





2nd edition

Blue **Bio** **Value**

**Ideas
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Valuing your blue business,
to design a better world.

Please answer to the new poll

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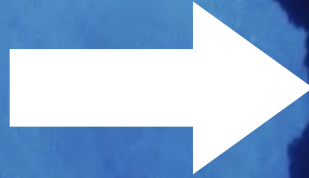
Raditjo Hamidjaja



- From The Netherlands
- 17 years of experience in microbiology and molecular biology
- Graduated in 2002 from Hogeschool Utrecht, University of Applied Sciences (the Netherlands)
- 19 peer reviewed scientific articles
- Joined Hoekmine B.V. in 2016 and currently is responsible for managing the daily operations of the laboratory

From a Mad Scientist

to a Successful Entrepreneur



Change of mentality



Customer



Research



Financing

Profit

Valmar Kasuk



- From Estonia
- Studied cell biology in PhD but discontinued the studies after the 3rd year to become an entrepreneur
- COO, founded VETIK OU in September 2017
- Has participated in Blue Bio Value, Baltic Blue Biotechnology Alliance and EIT Climate-Kic accelerator programs
- Has brought 190 000 EUR to Vetik as grants and prizes without any equity dilution

João Rito



- From Portugal
- Worked in aquaculture research for more than 10 years in academia
- Is finishing his PhD in Fish Metabolism in the University of Coimbra
- Traveled around the world learning about how aquaculture can have a positive impact in our societies
- Worked in an aquaculture research company in Ho Chi Mich City, Vietnam
- Works as an invited professor in the Polytechnic Institute of Leiria

Gonçalo Costa



- From Portugal
- PhD in Biochemistry from the Universidade Nova de Lisboa (ITQB - Oeiras)
- Has done much of his PhD work at the Gulbenkian Institute of Science in Oeiras and at the University of Southern Denmark
- Was an Auxiliary investigator at the Faculty of Sciences of the University of Lisbon and Senior Research Officer of the Institute of Biomedical Research in Barcelona
- Founder and currently Scientific Director of Biomimetx

Please answer to the new poll

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Ask your questions!



João Rito
CEO
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Senior Scientist
HOEKMINE



Valmar Kasuk
Founder
VETIK OU



Gonçalo Costa
Founder & CSO
BIOMIMETX

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Thank you for your interaction

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From Scientific Ideas to Blue Biobased Businesses

There is no data yet

15 May 2019 - 16 May 2019, Oeiras, Portugal.

Source: <https://infographics.sli.do/?id=KNDP7YGMUWQJTM-7J007TNH7LON3MM7HOM-NDQAPK0MCI2>

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