

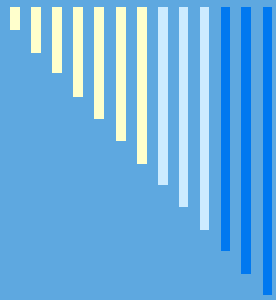
# An SME vision of a Technological Core Facility for the transformation of seaweeds

**Franck Hennequart**  
Technical Director, **Oilean Glas Teo**  
Co-associate, **Oceanide**



Thursday, the 25<sup>th</sup> of August 2011  
Networks as Knowledge –  
Biotechnology Networks in the Atlantic Area  
ShareBiotech Project

---



---

Oceanide

Oilean Glas Teo (OGT)

Typical R&D needs for SME innovation

Main Issues

How TCF and Networks can help ?

---

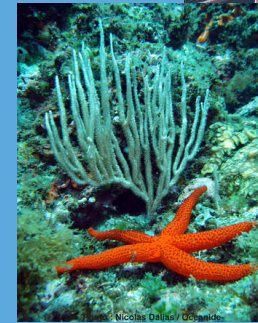
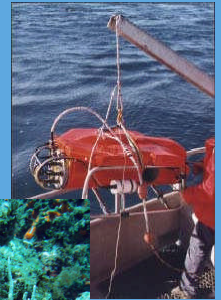


# OCEANIDE



Created in 2006 – 5 co-associates (2 full time)  
in 2011: 4 full time (3 engineers + 1 master)  
+ 1 PhD + master students

4 Professional divers including 1 instructor



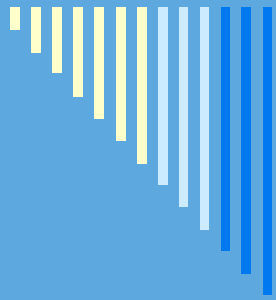
## Consulting coastal environment & marine resource management

- Marine Protected Area management (surveys, training...)
- Artificial Reefs Management (2 Mediterranean Sea, 1 in Atlantic Ocean)
- Marine environment impact surveys (constructions, ecological, aquaculture...)
- Marine Aquaculture technologies and regulations (larvae transport, quarantine...)
- Marine resource processes (fish oil and proteins, waste management...)
- Marine environment and product desktop studies (fishmeal, bioactives, biofuels...)

France, French Polynesia, Madagascar, Spain, Middle East, Peru, Ireland...

---

[www.oceanide.eu](http://www.oceanide.eu)



## Oilean Glas Teo (OGT)

### **Cold process seaweed extracts (mainly liquids)**

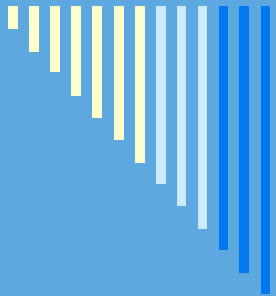
- Created end 2003 – 1 year ½ process and R&D
- Commercial since early 2005 – 16 employees in January 2011
- Main markets – **Biostimulant sport Turf: Golf courses, Stadiums... & Production Fruits & Vegetables (2007)**
- Markets in development – Animal & Human Health, cosmetic
- 20 known countries – 24 Distributors – 2 Agents (USA, Germany)

Golf courses

Stadiums

Conventional & Organic agriculture: citrus (Spain, Italy, Brazil...), Apples (UK, France, Switzerland...)  
wine grape: France (Champagne, Bordeaux), Italy, Spain, Chile

[www.ogt.ie](http://www.ogt.ie)



# Oilean Glas Teo (OGT)

Key to OGT: **cold extraction process**

Fresh hand-harvested Seaweeds  
unique quality

OGT unique  
Extraction Process

Cosmetics

Marine functional  
ingredients

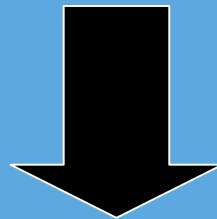


Animal Health Products  
Feed Ingredient accreditations

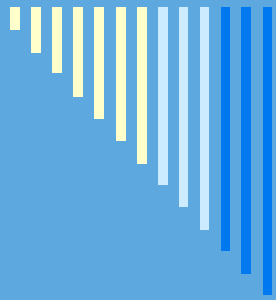
Seaweed  
Liquid  
Extract  
(OGT)



Liquid Plant Biostimulants

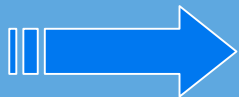


[www.ogt.ie](http://www.ogt.ie)



## Oilean Glas Teo (OGT) – R&D Needs

- Deeply R&D based – Strong research collaborations
- Innovant products on existing markets
- Supportive, Active and Experienced Shareholders



**Every year and again the first 6<sup>th</sup> months 2011: major sales increase**

**But, long term growth continuity relies on:**

- Existing markets:
- Product / Process improvement – formulations
  - Field trials
  - Market demand adjustment
  - Relevance to market regulations
- Novel markets:
- Product process / Product design
  - Relevance to market regulations
  - Veterinary trials / clinical trials...



# OGT & Seaweed Ind. SME R&D Needs

**April 2008:** 18 companies Irish Seaweed Industry (Marine Institute, E.I., BIM)  
*Aer Ltd; Algaran; Arramara Teo; BioAtlantis; Blath na Mara; Brandon Products;  
Corail Feamainne; CyberColloids; CyberColours; Dolphin Sea Vegetables;  
Irish Seaweed Processors; Lotide Fine Foods; Marigot Ltd; Oilean Glas Teo;  
Red Bank Hatchery; Ri na Mara; Seavite Bodycare Ltd; Voya*

**September 2008:** agreed on common needs

**Limits to further commercial development:**

- Knowledge of chemical & biochemical composition of the seaweeds

**Limited amount of scientific information:**

- Validated & replicatable techniques for processed samples
- Seasonal & site variations
- Effects of existing industrial processes
- Bioactivity of key components
- Stability
- Contaminants

**Common Basic Need For:**

- *Safety Data & REACH*
- *Market claims*
- *National and International Regulations*
- *Traceability*



## OGT & Seaweed Ind. SME R&D Needs

**Oct 2008:** agreed on research workpackages & Applied

WP A: *A status of current knowledge*

WP B: *The raw material, its analysis, its potential*

WP C: *The processes, their effects and new techniques*

### **E.I. Industry-Lead Research Programme** *Bioactive compounds from seaweeds*

**Dec 2008 – Feb 2009:** Open tender for research proposal applications

**March - June 2009:** Evaluation & Selection of consortium

**July 2009:** Re-submission of the modified proposal by research consortium



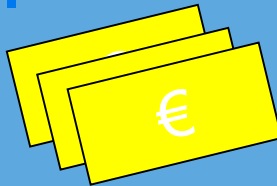
**All initiative failed**

- uncertainty of funding availability at the time
  - then de-motivation of industry consortium
  - disagreement between few industry partners on follow up
-



# SME Needs – Main Issues

## # Cash Money



Funding agencies: increasing demand for cash involvement  
——> affect cash flow

advance payments before refund  
——> affect cash flow

## # Equipment



Pilot processing equipment: run multiple trials

Analytical capabilities: formulation & design

Applied trials: assess product functionality



## # People



Manage technical part of project

Manage accountancy part of project

Market prospect





# How a Biotech network / TCF can be useful?

## # Cash Money

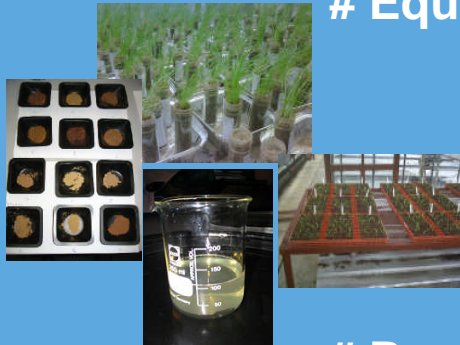


No real help on cash involvement – orient on funding opport.

Encourage development of adapted SME consortia:

- regroup cash
- multiply “In-kind” participants (reduce cash)

## # Equipment



Provide platform of pilot units to run trials

Provide platform of analytical/research labs

Provide platform of companies/research group setup for trials

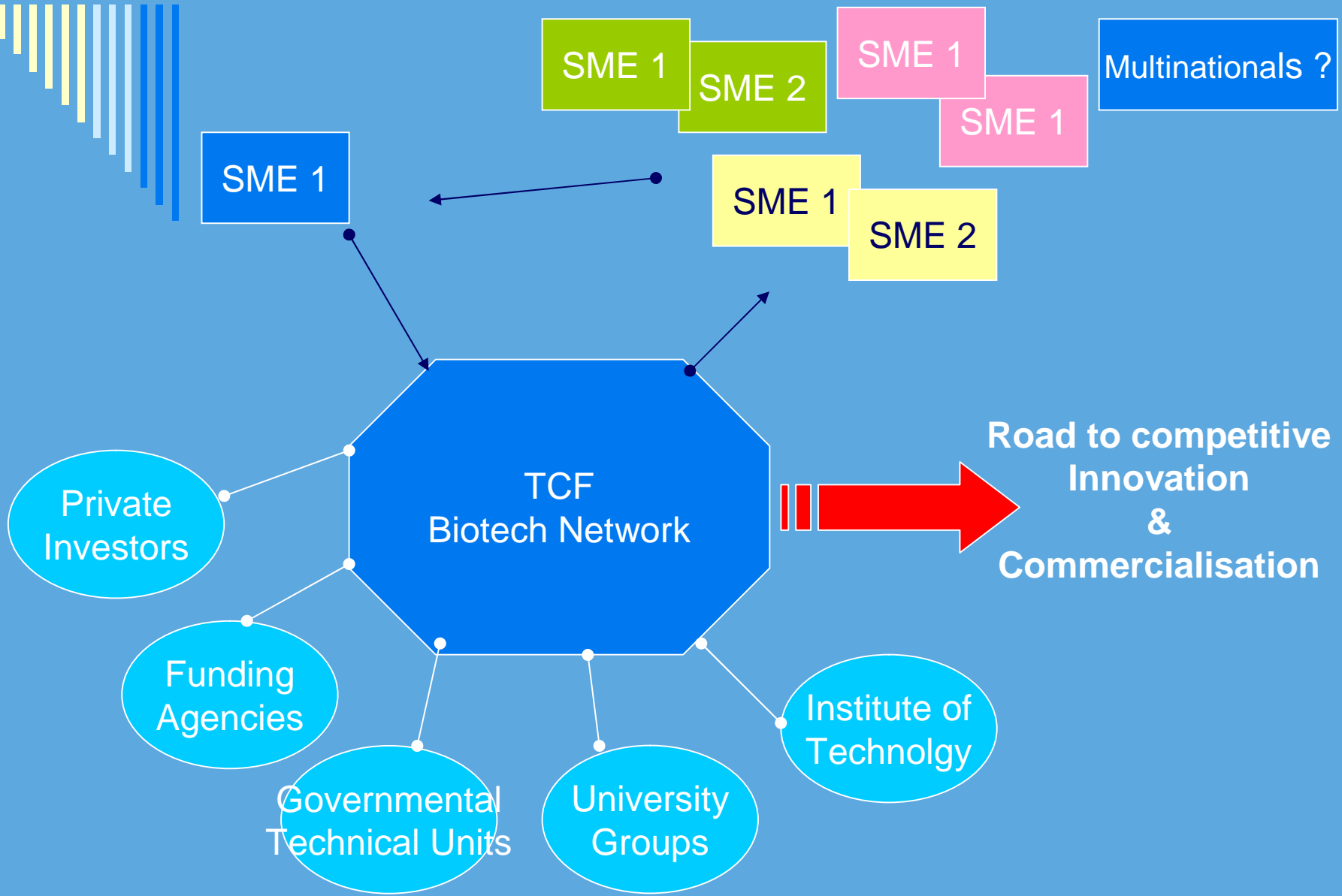
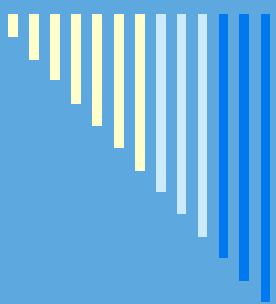
## # People



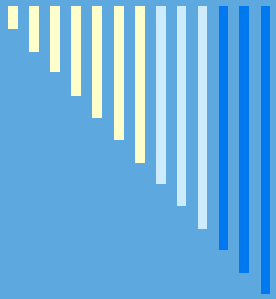
Identify capabilities, mainly in ITs, Applied Research Groups

Provide support in grant account management

Cross sector capacity building



How a Biotech network / TCF can be useful?



# THANK YOU !



[franck@ogt.ie](mailto:franck@ogt.ie)



[franck.hennequart@oceanide.eu](mailto:franck.hennequart@oceanide.eu)