

A decorative graphic on the left side of the slide, consisting of a vertical rectangle divided into three horizontal sections: light blue on top, yellow in the middle, and light green on the bottom.

# BBI/CBE experience at ALGAIA

**Dr Benoit Queguineur**  
**Collaborative projects manager**

March 2024

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>26 M€ in 2022 with double digit growth  
96 employees (14M€ in 2017)



>40 000 tons of seaweed processed  
per year



13% of the staff  
Around 15 innovation projects per year

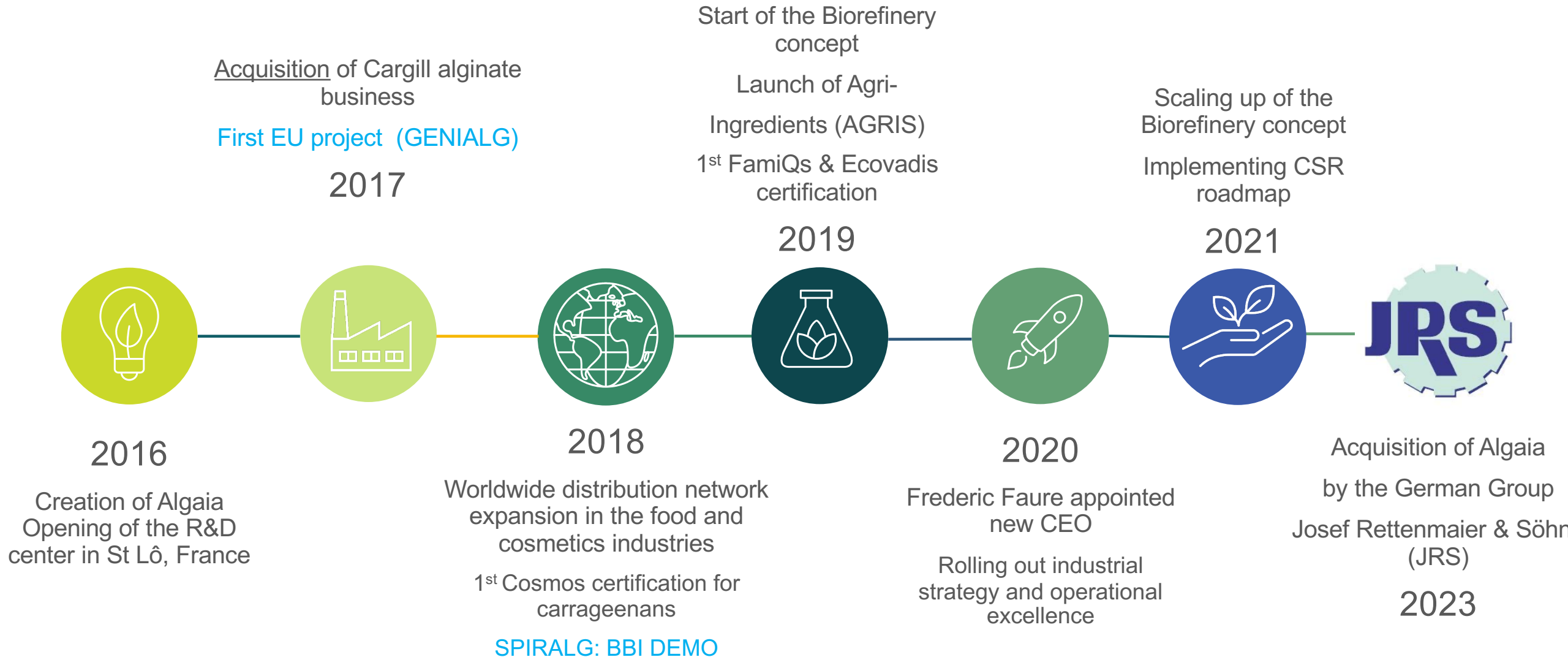


+200 customers from Ag to health  
90 % satisfaction level



Shipping in more than 50 countries  
97% OTIF







Acquisition of Cargill alginate business

First EU project (GENIALG)

2017

Start of the Biorefinery concept

Launch of Agri-

Ingredients (AGRIS)

1<sup>st</sup> FamiQs & Ecovadis certification

2019



Scaling up of the Biorefinery concept

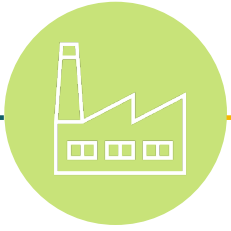
Implementing CSR roadmap

2021



2016

Creation of Algaia  
Opening of the R&D center in St Lô, France

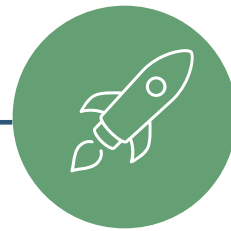


2018

Worldwide distribution network expansion in the food and cosmetics industries

1<sup>st</sup> Cosmos certification for carrageenans

SPIRALG: BBI DEMO



2020

Frederic Faure appointed new CEO

Rolling out industrial strategy and operational excellence



Acquisition of Algaia by the German Group Josef Rettenmaier & Söhne (JRS)

2023



Red Seaweed  
Extracts  
*Carrageenans*

- Sold under Carra™ trade name  
Produced in Chile with our strategic partner Gelymar



Brown Seaweed  
Extracts  
*Alginates*

- Sold under Satialgine™, Algogel™ and Cecalgun™
- Produced at Algaia's French factory in Lannilis



Specialty  
Seaweed  
Extracts

- Developed with specific partners or through JDA
- To be produced at Algaia's French facility in Lannilis and in Saint Lô



Tailor-made  
solutions

*Functional  
systems*

- Sold under Satialgine™ Customized tradename
- Produced in France



Algaia Services

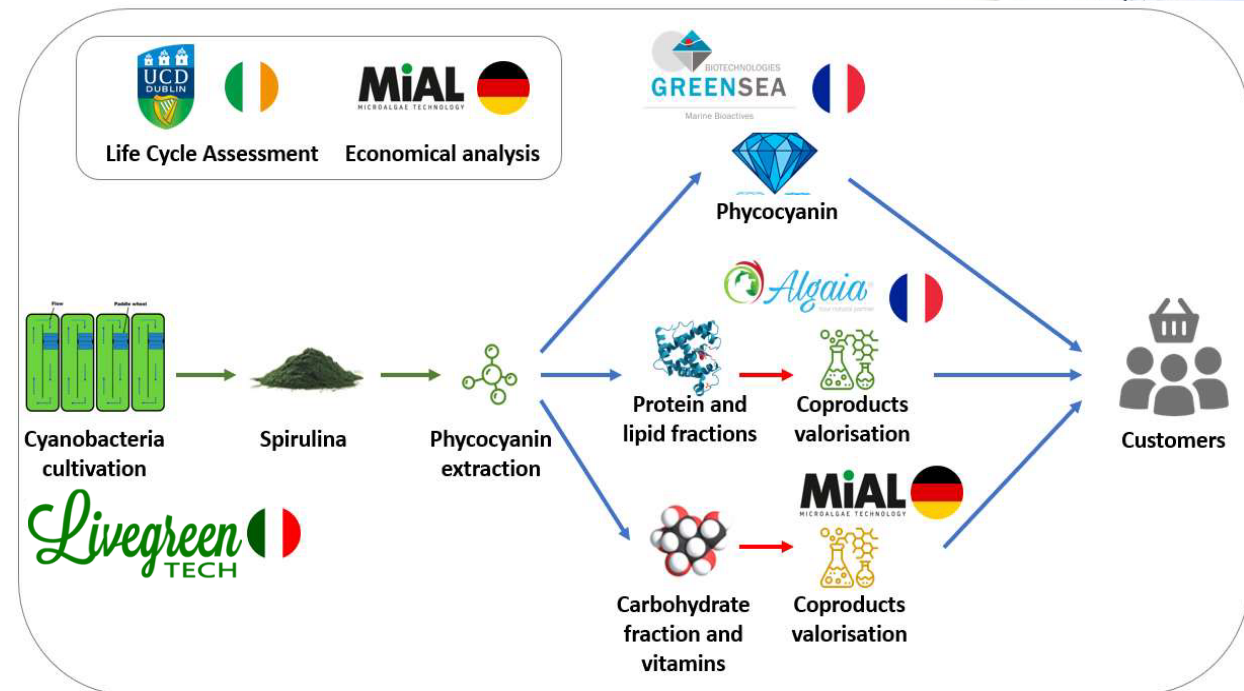
- Biomass, analytical, bioactivity etc...
- Provided from our R&D center in Saint Lô (France)



- 1000 m<sup>2</sup> state-of-the-art R&D facility
- Located 40 km away from the seashore
- Equipped with state of the art extraction pilot plant and connected to multiple application pilots
- Ability to produce 25kg blends – Food grade approved



- › First aquatic biomass BBI-JU DEMO project approved in the 2018 BBI Call
- › May 2018 => January 2023 (9 months extension)
- › 5 partners , 5,6 millions € : Coordinator, Algaia since 2020
- › Large Spirulina production site in Sardinia (0,5 Ha/ 6 open ponds)
- › Industrial concept : Spirulina biorefinery on 8 metric tonnes /year biomass

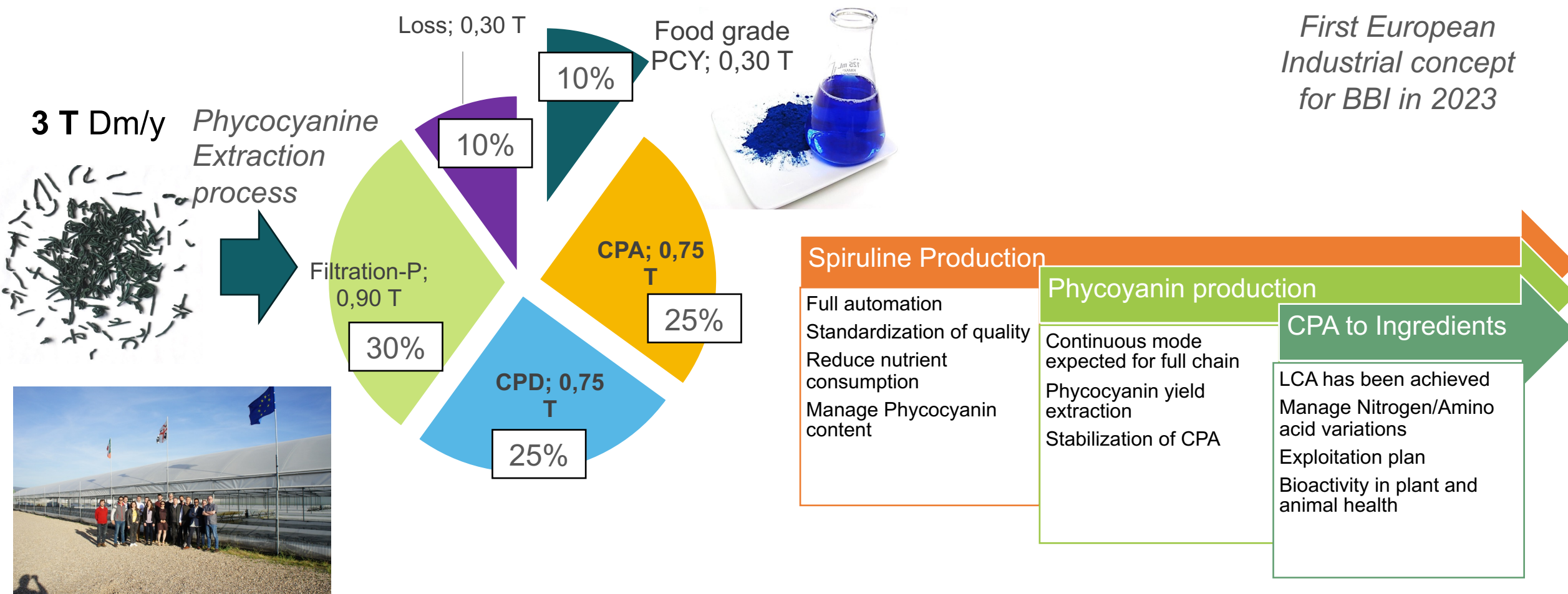




- › Check adequation between volume targeted and co-fractions identification
- › Engagement to BBI : **80 % valorization** of the whole Spirulina
- › Phycocyanin : up to 12 % in summer –Low amount in winter



*First European Industrial concept for BBI in 2023*





At first: simple partnership, but...

- › Companies' life – change in status/name/coordination. etc.
- › EU, institution's life. 3 project officers. AMD3

TAKE HOME MESSAGE:

COMMUNICATION is PARAMOUNT!

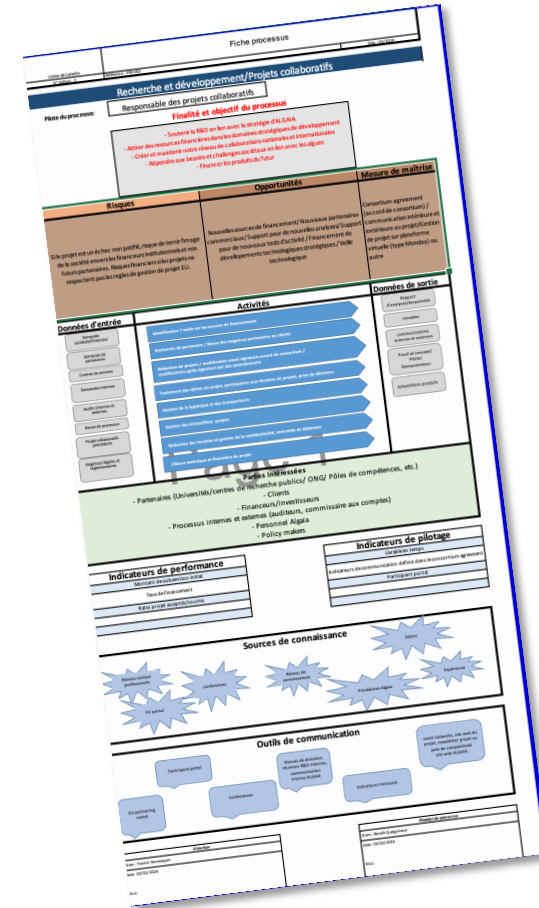
## But :

- Soutenir la R&D, en lien avec la stratégie de l'entreprise
- Répondre à des problématiques environnementales/sociétales/commerciales

## Objectifs :

- Identifier les appels à projet pertinents pour soutenir des projets de R&D (B4C, autres)
- Initier et entretenir des collaborations partenariales, scientifiques ou commerciales (151 partenaires)
- Etre visible et identifié par d'autres partenaires potentiels, clients, décideurs...
- Financer le développement de futurs produits innovants

## Projets Européens en cours:



Risques	Opportunités	Mesure de maîtrise
<ul style="list-style-type: none"> <li>• Risque de ternir l'image de la société envers les financeurs institutionnels et futurs partenaires si le projet est un échec non justifié.</li> <li>• Risques financiers si les projets ne respectent pas les règles de gestion de projet EU.</li> </ul>	<ul style="list-style-type: none"> <li>• Nouvelles sources de financement</li> <li>• Nouveaux partenaires commerciaux</li> <li>• Support pour de nouvelles analyses</li> <li>• Support pour de nouveaux tests d'activité</li> <li>• Financement de développements technologiques stratégiques</li> <li>• Veille technologique</li> </ul>	<ul style="list-style-type: none"> <li>• Grant + consortium agreement (accord de consortium)</li> <li>• communication intérieure et extérieure au projet</li> <li>• Gestion de projet sur plateforme virtuelle (Sygma, EU) ou autre (type Monday)</li> </ul>



# MERCI de votre attention!

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