

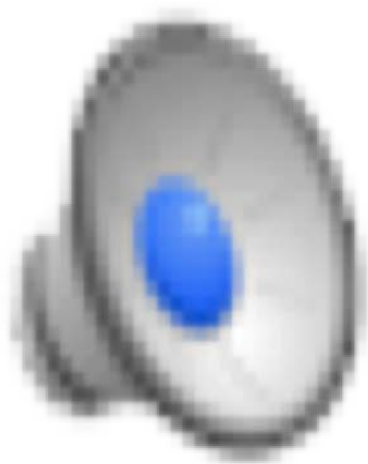
SUBMARINER and the ALLIANCE: effective ways to support the blue bioeconomy in the Baltic Sea Region

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SUBMARINER Network for Blue Growth EEIG

www.balticbluebioalliance.eu  **#BalticBlueBioAlliance**

Greifswald conference 23rd August 18

Connecting the blue-green economy throughout the Baltic Sea Region



SUBMARINER
Network as a
hub for
promoting a
sustainable
marine
bioeconomy
in the BSR



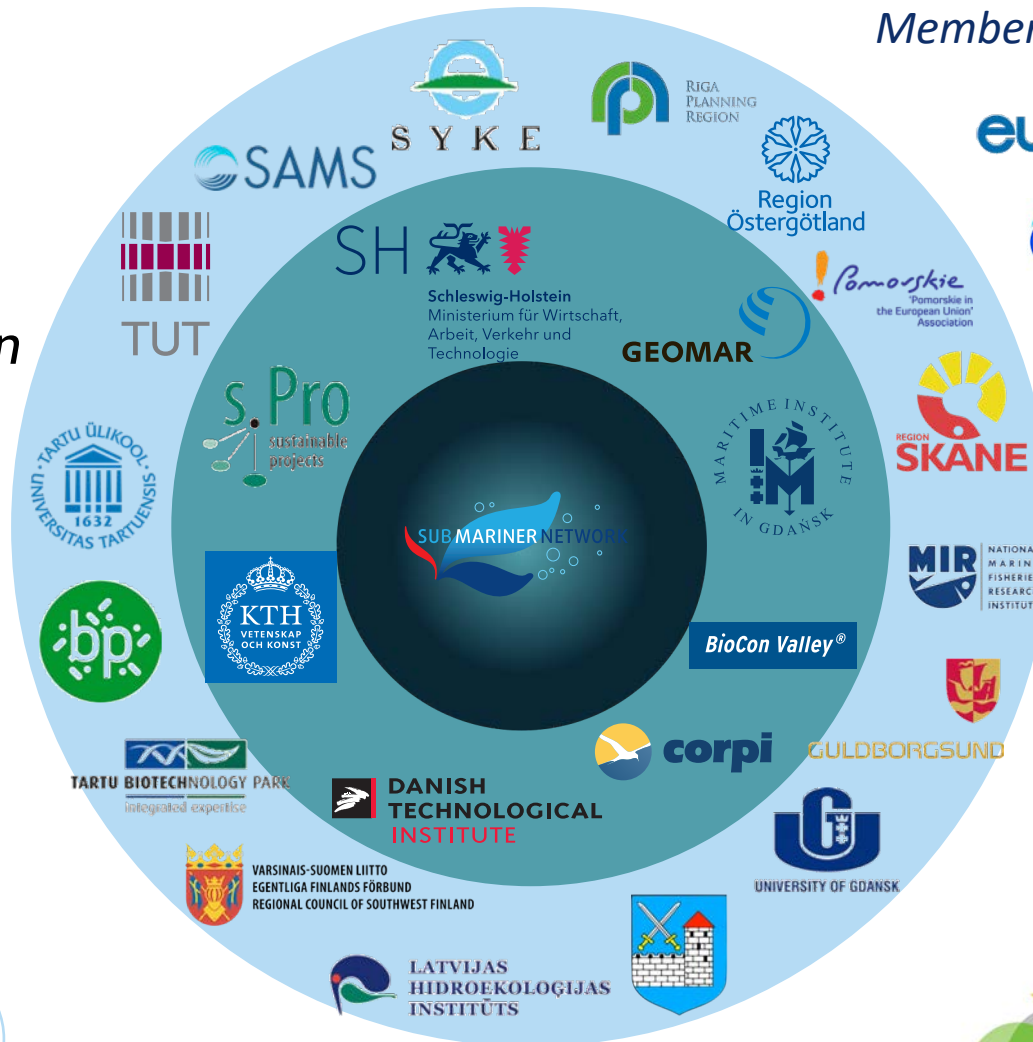
Current SUBMARINER network members

the hub
for promoting
a sustainable
marine (bio)
economy in the
Baltic Sea Region
and beyond

Member of:



Flagship of:



Full members

Associate members



SUBMARINER Network members benefits

- Regular SUBMARINER **network meetings**
- Expert advice and coaching via the **secretariat hub** and directly within Network (match-making of experts & resources);
- **Promotion and representation of members' competences** interests, news and events;
- Monthly **newsletter, website, brochures**
- Exclusive **access to all internal information**, incl. communication, Network events, **study visits**, job/intern **placements** and **product offers**;
- Coordinated support to **set up of consortia & project development**;
- Acting as **EEIG as Baltic Project Partner Hub** itself in EU wide consortia
- Formulation and **policy-oriented** dissemination of **position papers** on Baltic Sea Region and EU levels;



Current SUBMARINER Network projects

1st Gen 2015-2019

Baltic Blue Biotechnology Alliance

Advancing marine bio-based product development




InnoAquaTech

Cross-border development & transfer of innovative and sustainable aquaculture technologies




Baltic Blue Growth

Initiating full scale mussel farming in the Baltic Sea




Baltic RIM

Baltic Sea Region Integrated Maritime Cultural Heritage Management




SmartBlue REGIONS

Smart Specialisation and Blue Growth in the Baltic Sea Region




MUSES

Multi-use of European seas




2nd Gen 2018-2021

Blue Platform

Bioeconomy for blue growth





New project applications related to blue growth under 3rd BSR INTERREG call (decision Sept 2018)

- **GRASS** – on macroalgae
- **Operational PilotS** – on monitoring technologies
- **BalticPROBLUE** – on the promotion of blue-bio based products
- **Blue Forest** – introducing an entrepreneurial discovery process for the blue bioeconomy



But also continuous search for new funding opportunities

....direct EU tenders, H2020, BONUS, foundations, private money

Baltic Blue Biotechnology Alliance

Advancing marine
biobased product
development



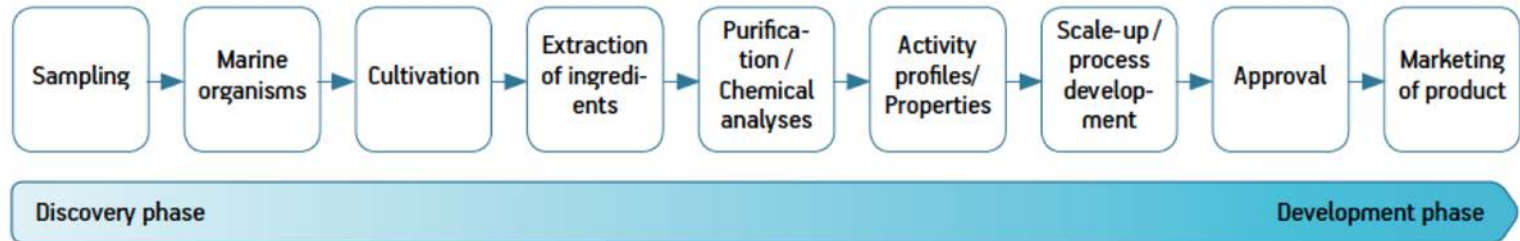
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Blue Biotechnology value chain



SUPPORTIVE SERVICES TO THE VALUE CHAIN



Increase of economic value

The challenge

- High potential but actors not aligned with facilities and resources

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- Marine biobased product development **potential still largely untapped**
- Transnational product development chains needed to **pool national capabilities**
- Efficient **use and access to facilities, (bio-)resources and expertise**

ALLIANCE Vision and mission

Mission

Accelerate the development of marine bio-based products by facilitating transnational collaboration of private & public partners in the BSR.

Vision

To be the one-stop-shop self-sustaining network that pools ALL stakeholders & national capabilities in the BSR for building transnational sustainable value chains using marine biotechnology.



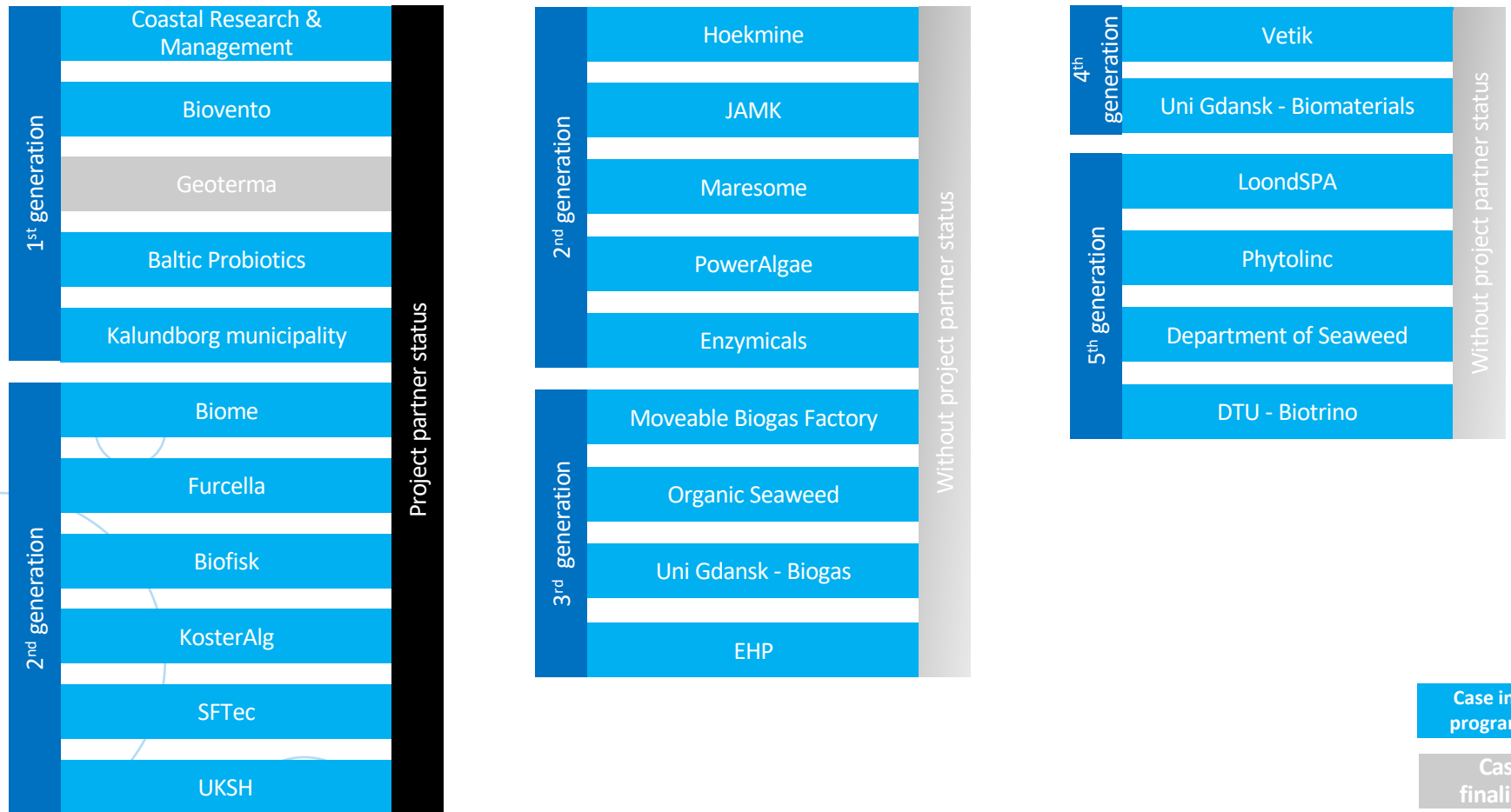


- Work with **real “client” cases**:
 - Blue Detectives
 - Pitching Events
 - Networking within ALLIANCE
- Understand **case owners’ needs** with help of direct mentors
- Offer **support**:
 - partner search & matchmaking,
 - basic legal & financial advise
- **Match cases to the right services, facilities and experts**:
 - analytical techniques, research infrastructures, bioresources
 - business development, legal advise, marketing



- Blue biotechnology **success stories!**
- An on-going, needs-oriented **service offer**
- **A self-sustaining network** of actors

Achievements: 25 ALLIANCE cases

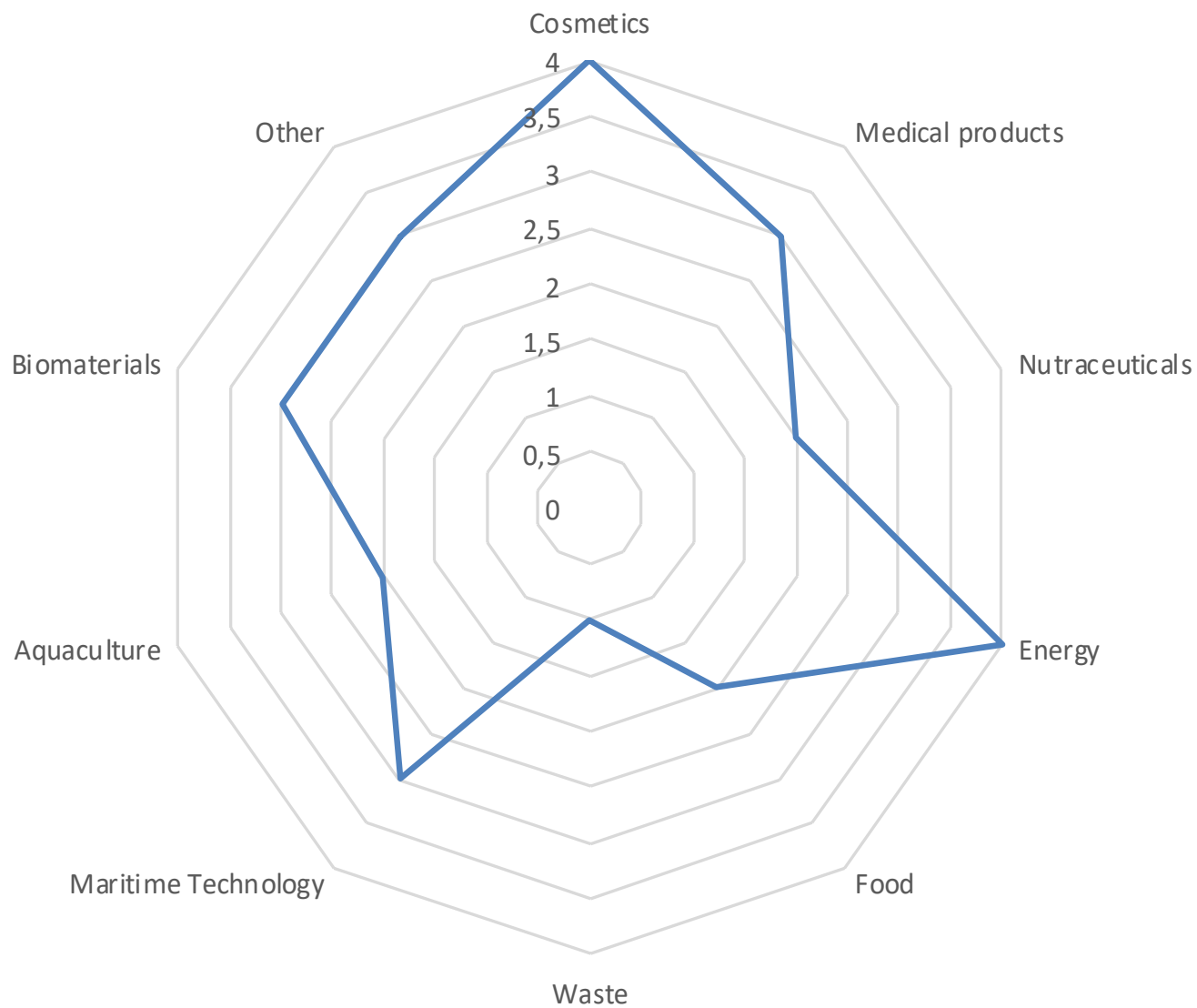


ALLIANCE cases - overview

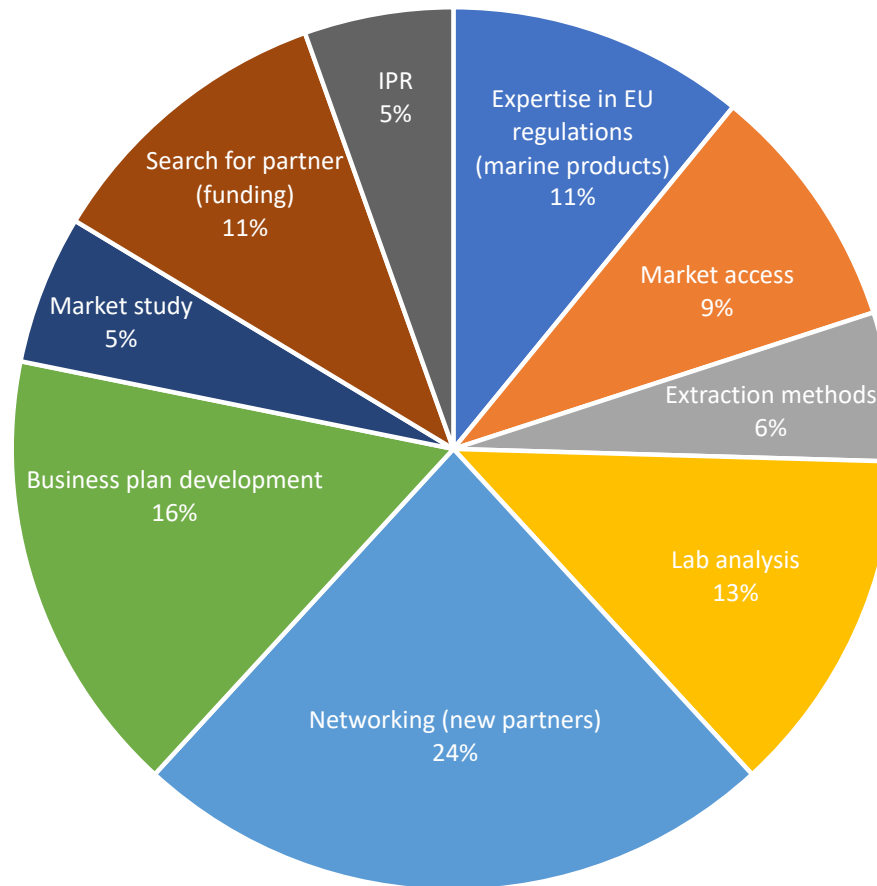
Coastal Research & Management: a new extract from brown seaweed containing polyphenols for global cosmetics	DE	SME
Biovento: algae based anti-fouling paint for maritime industry (boats, ships)	PL	SME
Geoterma: alternative uses of geothermal water	LT	SME
Baltic Probiotics: probiotic products for fishes in recirculating aquaculture systems	LV	SME
Kalundborg municipality: microalgae facility for hire	DE	Other
Biome: Baltic Sea mollusk shells for bone tissue engineering	LT	SME
Furcella: cosmetics with components from red algae	EE	SME
Biofisk: beach cast and residual biomass for new fish feed	DK	Other
KosterAlg: large-scale and sustainable production of macroalgae	SE	SME
SFTec: drying technology for blue bio-economy needs	FI	SME
UKSH: macular degeneration-specific fucoidan-based dietary supplements	DE	Research
Hoekmine: iridescent colors from marine organism	NL	SME
JAMK: closed energy and nutrient cycle in the microalgae cultivation	FI	Research
Maresome: pharmaceuticals & formulations for wound dressing without antibiotics	DE	Other

PowerAlgae: sequestering carbon dioxide directly from flue gas and using it for accelerating growth of microalgae in the photobioreactors	EE	SME
Enzymicals: marine strains as a source for producing novel lipases and galactosidases	DE	SME
Moveable Biogas Factory: utilization of low-value biomass (as fertilizer)	FI	SME
Organic Seaweed: a natural organic sunscreen extract from seaweed	DK	SME
Uni Gdansk – Biogas: biomass from Baltic microalgae as a feedstock for biogas	PL	Research
EHP: real-time environmental monitoring solutions for the aquaculture	FI	SME
Vetik: a process for large scale extraction of R-phycoerythrin from red algae	EE	SME
Uni Gdansk – Biomaterials: an industrial process turning cyanobacterial blooms into bioplastics or biomaterials	PL	Research
LoondSPA: cosmetics including the Värnska lake mud and mineral waters	EE	SME
Phytolinc: a photobioreactor linked to land-based recirculating aquaculture system	DE	SME
Department of Seaweed: a trans-disciplinary platform for the using seaweed as a material both in products & art	DE	Other
DTU – Biotrino: algae rich in proteins used for production of proteins and fats	DK	SME

Offered product

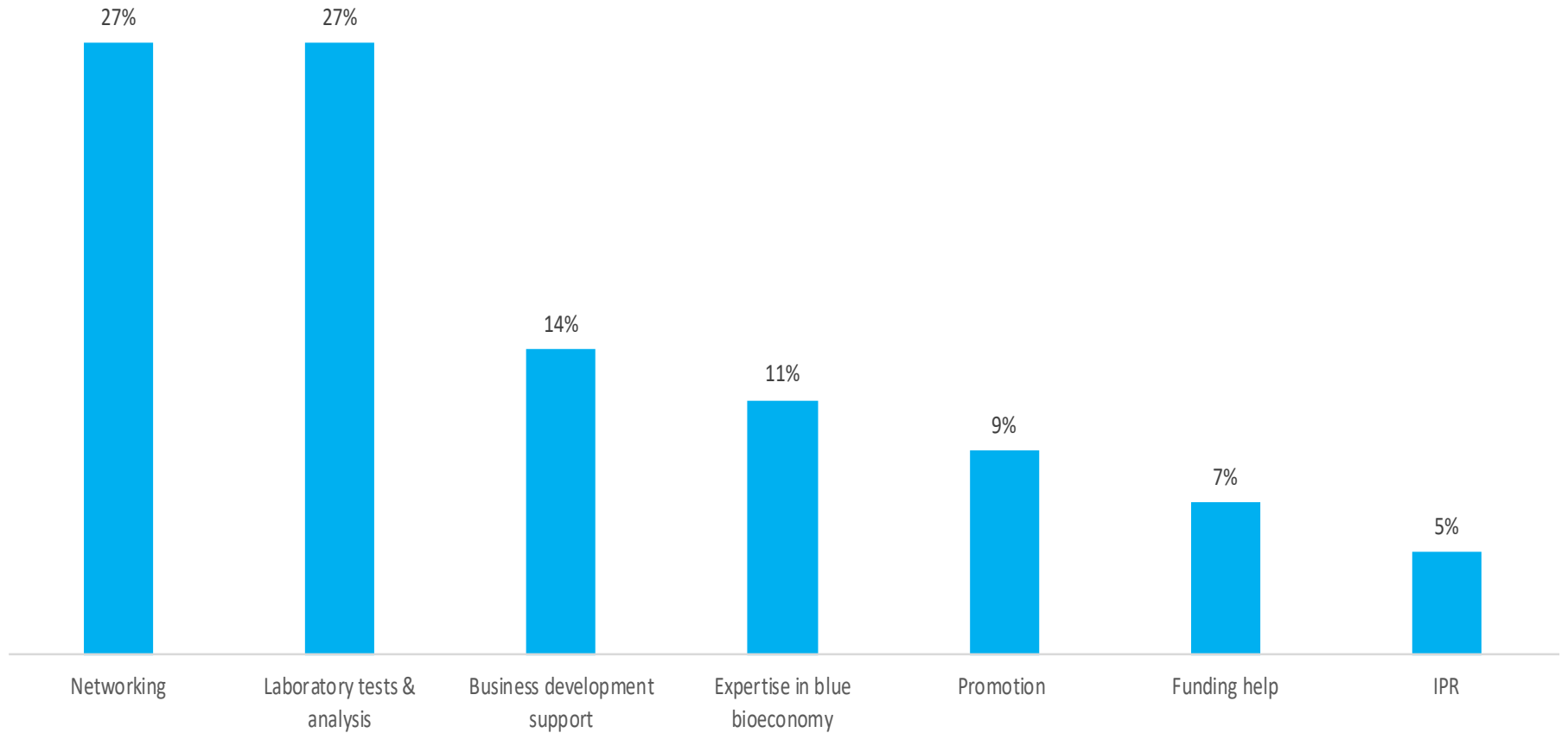


Case owners' needs



- Expertise in EU regulations (marine products)
- Extraction methods
- Networking (new partners)
- Market study
- IPR
- Market access
- Lab analysis
- Business plan development
- Search for partner (funding)

Service of the ALLIANCE to case owners



ALLIANCE cases: NEEDS & MATCHES

Furcella

Suppliers of raw materials (retinol & organic oils)
Possibilities of packaging solutions based on algae as the main resource

MATCH: direct connections to new suppliers of material for the cosmetics, such as organic oils and the vitamin Retinol A

The suppliers based in Germany fulfilled Furcella's high expectations concerning sustainable production and now help to keep production going.

Vetik

Access to scientific papers, testing seaweed crushing and drying technologies of red seaweed

MATCH: access to scientific papers and testing possibilities of seaweed crushing

This allows Vetik to find the suitable markets and applications of the R-phycoerythrin (R-PE) from red algae

Phytolinc

direct contacts to aquaculture companies involved into recirculating aquaculture system

MATCH: contacts to aquaculture companies

Having the direct contacts of aquaculture companies, Phytolinc can set up a first pilot production system during the mentoring.

Kalundborg Utility

Assess infrastructure of Kalundborg's facility; connect to first rental clients and to help it establish a sustainable business model

MATCH: contacts to potential clients of a microalgae facility

The case owner can test under which conditions the operation of the microalgae facility is profitable in a long term view and what are the needs of the rental clients.

Our Vision: Alliance+

- Expanding the community
- A continuous network & service

- **Blue Detectives:**
Active search for cases / partners
- **Mentoring & coaching:**
Identifying needs
- **Brokerage service:**
Network database management, contract arrangements
- **Match-making events:**
pitching, workshops, conferences
- **Marketing & promotion:**
Website, brochures, attendance of external events
- **Regular newsletter** with 'requests':
placements, partner search, etc.
- **Fund Raising & Project Development:**
applications, administration,
- **Policy Briefs & Recommendations**



Connection with larger SUBMARINER Network community



*Thank you very much
Visit our website, join the newsletter
and get involved!*



[www.submariner-
network.eu](http://www.submariner-network.eu)



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