

BLUE MARINE OIL

SMART MARINE VALUATION



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BRIEF HISTORY

- June 2022: Company **setup**
- **Business Factory Food**: “Development of an antibacterial agent from fish oil.
- **“Econavia” Project**: Valorization of discards from different fishes & cephalopods, using chemical and biological ensilage technology.
- **"Acualar" Project** (*“Torres Quevedo” call: Spanish State Plan for Scientific and Technical Research and Innovation*): New circular economy models for advanced valorization of by-products and products derived from aquatic animals.
- **Incubazul** (High-tech Incubator in Blue Economy) - Accelerator driven by the Cadiz Free Trade Zone and Telefónica Open Future to implement Blue Economy models in the fishing, canning, and aquaculture industry of Cadiz.
- **"Batea" Project** - Analysis of various technologies for innovative and high-value-added valorization of mollusk shells.
- **"Arosa" Project** - Application of results to real discards from companies in the aquaculture sector located in the Ría de Arosa.
- **“Petsnack” Project**: Research into different technologies for the transformation of the protein phase of fish silages into ingredients for petfood (snacks).
- **“Vidamar” Project**: (Public-private collaboration projects 2023): Development of innovative processes for the extraction and valorization of bioactive compounds from by-products and discards from fishing and aquaculture
- Participation in many **international Fairs and Commercial Missions**:
 - Conxemar: seafood
 - Nutraceuticals Europe: nutraceutical sector
 - Vitafoods: nutraceutical sector
 - Iberzoo: petfood

TEAM

• CEO:

Tomás de la Calzada (Bachelor in Law and Business Administration from ICADE, Business Management Expert from IESIDE, Mentor of several science-based startups and spinoffs). LinkedIn: <https://www.linkedin.com/in/tcalzada/>



• CTO:

Javier Cisneros Sureda (Ph.D. in Chemistry, R&D projects in the chemical and pharmaceutical industry, Experience in animal feed & health industry). Responsible for R&D lines and Management of discard valorization plants.

LinkedIn: <https://www.linkedin.com/in/javier-cisneros-sureda>

• Partners / Collaborators:

- Viratec: Cluster of Environmental Solutions and Circular Economy of Galicia
- Bioga: Technological Business Cluster of Life Sciences and Biotechnology of Galicia
- Asincar: Asturian Agri-food Cluster.
- Anfaco: National Association of Manufacturers of Canned Fish and Seafood
- SAI-UDC: Research support services from the University of A Coruña
- ITG: Economic Promotion Society of Las Palmas de Gran Canaria
- María Gálvez del Castillo Luna: Oceanographer and environmentalist, expert in Blue Economy.

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BLUE MARINE OIL PRODUCTS & SERVICES

A portfolio of products and services with the premise of being high-value, developed through biotechnological tools and sustainable technologies, and derived from by-products and discards of aquatic animals.



Potential Products

- Fish oil from various species.
- Fish oil capsules rich in omega-3 fatty acids.
- Hydrolyzed fish proteins.
- Pet snacks based on fish proteins.
- Organic fertilizers as nutrients for organic agriculture and crops under abiotic stress.
- Nutraceutical products for bone and joint health preservation developed with different organic calcium salts.
- Veterinary products for animals in need of calcium supplements.
- Food additives for the production of calcium-enriched beverages, yogurts, or ice creams.
- Supplier of substances of interest for the development of cosmetics or nutraceuticals.

Services

- Implementation of personalized circular economy models in fish processing companies, mollusk and crustacean processors, canneries, cookers, or aquaculture plants.
- Development of on-demand R&D+i projects for companies, organizations, or consortia wanting to innovate in the valorization of aquatic animal discards. Blue Marine Oil designs new strategies, develops more efficient technologies, and implements new ways of extracting substances of interest for different economic sectors such as cosmetics, nutraceuticals, or pharmaceuticals.

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