



**EU EATIP Day: Low impact – High output**

*Promoting food security and new value chains in aquaculture*



# ABOUT NATAC

NATAC – SCIENCE TO MARKET



Natac develops and produces **innovative and value-added healthy ingredients** of natural origin, mainly herbal extracts, for the following industries:



Nutraceutical



Pharmaceutical



Food



Animal Nutrition



Cosmetics



## KEY FIGURES

- First Olive Biorefinery Worldwide
- 65 people, 12 researchers, 7 PhD's
- 8 international patents
- 80% international sales
- +1.500 tonnes production capacity
- 8 M€ Turnover in 2018



# BUSINESS MODEL



A sustainable business model based on the bioeconomy and on strategic alliances with the most important agroindustrial producers.



## Innovative business model: multi-stage olive biorefinery

- ✓ Free access to almost unlimited raw material
- ✓ Extremely competitive costs due to our biorefinery model
- ✓ New value chains
- ✓ Boosting environmentally friendly solutions



# PROBLEM & SOLUTION



## THE PROBLEM

1. Fish demand increases
2. Aquaculture is intensified
3. Insufficient fish feeding sources
4. Plant derived diets  
(inflammation and oxidation)



***Farmers lose  
productivity and profitability***

## THE SOLUTION

### AQUOLIVE

Is an additive that increases fish resilience and quality in a cost-effective way



AQUOLIVE will help fish farmers to **increase their productivity and profitability** while reducing environmental impact and medication.



# VALUE PROPOSITION



**15%**

**Increase in farming  
profitability**

- ✓ 9% Production increase ➤ 9% less feed to reach commercial size
- ✓ Meat quality increased ➤ 8% increase in of premium pieces
- ✓ Medication usage reduction ➤ Enhanced health status

*Contribution to aquaculture  
sustainability – bioeconomy*

PROVEN RESULTS- REAL TRIAL IN CHILE



# PROJECT GOALS



## VALIDATE OUR PATENTED PRODUCTION PROCESS TO INDUSTRIAL SCALE

- Optimize each step



## VALIDATE OUR PRODUCT IN TANK STUDIES AND IN A REAL DEMO SEA CAGE TRIAL IN NORWAY

- Demo sea cage trial, from 600g to 5Kg, 1600 fish
- Smoltification & bacterial challenges tank trials



# IMPACT



## 1 INCREASE AQUACULTURE SUSTAINABILITY

by reducing dependency on wild fisheries and fish derived products

## 2 CONSOLIDATE THE 1<sup>st</sup> OLIVE BIOREFINERY

Creating a new value chain in a key industry in Europe while reducing environmental impact of olive by-products.

## 3 INCREASE SALMON FARMERS PROFITABILITY

We will increase salmon farmers profitability up to 15%, and reduce the use of medication

## 4 MARKET FOR NATAC- Potential sales of 336 M€

This means that we might be talking of a 336 M total market potential for AQUOLIVE by 2023.

## 5 INCREASE SALMON MEAT QUALITY & HEALTH

We will provide the retailers with higher meat quality and healthier food for final consumers

## 6 CONTRIBUTE TO 6 SDGs



*This project will link olive farmers from southern Europe with Norwegian salmon producers, by the valorisation of olive biomass and the improvement of salmon quality and productivity, in a circular economy basis.*

*Transferring scientific knowledge to industrially viable and sustainable projects that create value and improve the lives of people*

# Thanks!

**Any questions?**

**Jose María Pinilla (R&D Project Manager)**  
jmpinilla@natacgroup.com



Horizon 2020  
European Union Funding  
for Research & Innovation

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 830202

