



Farmers diversifying towards algae growth: opportunities & challenges

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Partner presentation of ISP

Why diversify?

- Grown to specialists in their domain
 - Advantages:
 - Focus in work and investments
 - Resources optimization
 - Finding staff
 - Disadvantage: vulnerable
 - Prices
 - Harvest failure
 - Income stability
 - Disability to changing conditions
 - Policy/legislation
 - Geopolitics
 - Follow up

Although working more or less local, farmers are exposed to the global market.

Opportunities

- Being less vulnerable in fast changing global market
- Secure food availability
- Market asks shorter chains and less import (CO2-footprint, ...)
- Changing food habits
- Might be more in line with personal interests
- Come in contact with other offtakers, maybe also of interest of existing products bringing other opportunities

Challenges

- Very new
- How to start?
- Information about strains
- Strain selection
- Growth conditions
- Diseases and treatment
- Market info
- Protectionism in the sector: knowledge sharing
- Capital-intensive: banks have no benchmark
- Sales: prices and buyers
- Equipment

Equipment

- Lots of systems: open/closed reactors
- Natural vs illuminated growing
- Harvesting
- Stability of suppliers (bankruptcy)
- Proven equipment



Persona

- Farmer that is doing great and able to do investments
- Farmer already in tight situation, looking to get things right
- Average farmer is 50 years old
- Lots of algae growers were no farmers before

Questions from the farmers

- Further demonstrate feed value and health aspects
- Increasing algae production
- Reduction in energy consumption
- Quality improvement Cost price reduction
- Risk analysis use of residual flows

Questions

