



HATCH

A GLOBAL CATALYST FOR SUSTAINABLE AQUACULTURE  
AND ALTERNATIVE SEAFOOD INNOVATION

*Presents*

# BIM AQUATECH INNOVATION STUDIO

*Ireland*



Ireland's EU Structural and  
Investment Funds Programmes  
2014 - 2020  
Co-funded by the Irish Government  
and the European Union



An Roinn Talmhaíochta,  
Bia agus Mara  
Department of Agriculture,  
Food and the Marine



EUROPEAN UNION  
This measure is part-financed  
by the European Maritime  
and Fisheries Fund



## OUR STORY

Hatch was conceived in late 2017 by co-founders Carsten Krome, Georg Baunach and Wayne Murphy, with the goal to **revolutionise the way we produce seafood** through investing in technological development.

Since 2017, HATCH has invested in more than **35 companies**, run four successful cohorts, **raised its first US \$8M fund** and established offices in Hawaii, Norway and Singapore. The team has grown to **+12 full-time members** spread across the globe, who run the three business units of Hatch – our accelerator program, our fund and our innovation services offering.

## MISSION

To achieve the **least-possible footprint of farmed and alternative seafood**. For the benefit of oceans, terrestrial ecosystems and future generation.

## VISION

To catalyse **farmed and alternative seafood innovation** through responsible investment, expertise and insights, supported by a strong, committed community.



# WHAT IS THE BIM AQUATECH INNOVATION STUDIO?

The BIM Aquatech Innovation Studio is designed with early-stage projects in mind. Together with Bord Iascaigh Mhara, Ireland's Seafood Development Agency (BIM), this is an opportunity to validate your technology against a global network of aquaculture industry experts and scale.

## DEVELOP

- Your business strategy and skills
- Core product
- A strong team
- Support network
- Pitching skills

## VALIDATE

- Scientific principles
- Market opportunity
- Marketing approach
- Product-market fit

## LEARN

- Navigating the aquaculture industry
- Building a business
- Presenting yourself and your idea
- Engaging with mentors and investors

The BIM Aquatech Innovation Studio is non-equity and completely free for all participants.

## WHEN

- 2 weeks (October 11th - October 22nd 2021)
- Full time

## WHERE

- RDI Hub in Kerry
- Virtual participation is an option should the pandemic situation make it necessary

## WHO

The workshop is for:

- University students
- Entrepreneurs/Startup founders
- PhD Researchers
- Later stage companies seeking market opportunities

Organised and facilitated by the HATCH global team

Apply until September 10th 2021 at  
[www.hatch.blue/ireland-innovation-studios](http://www.hatch.blue/ireland-innovation-studios)



# WHY JOIN THE BIM AQUATECH INNOVATION STUDIO?



**Building a business is hard, overwhelming work. Good advice is rare, valuable and rarely free.**

Together, the HATCH team has invested in +35 startups, ran four accelerator programs across the globe, raised \$8M in their fund, built a +100 strong mentor network and continues to consult for high-profile global enterprises on their aquaculture and alternative seafood investment strategies. We run the most relevant and current data set on the industry and are able to connect people across all fields, directly and without hassle or extra cost, help you understand your intellectual property potential and will educate you about how, when and who to raise funds from.

LIMITED TO  
10 PARTICIPANTS

PART-TIME

FULL HATCH TEAM  
ACCESS

AQUACULTURE  
AND ALTERNATIVE  
SEAFOOD NETWORK

PITCH & INVESTOR  
GUIDANCE

NO COST,  
NO EQUITY

**SUPPORTING YOU TO START UP IN AQUATECH**





# WHO WE ARE LOOKING FOR

**Early stage and local.**

As the industry continues to grow, we are looking for the best aquaculture and alternative seafood ideas to develop and scale into viable businesses. The BIM Aquatech Innovation Studio is equity-free for you to develop your project's commercial scalability, technological readiness, and get you industry fit. You will have the chance to speak to global and regional aquaculture experts to validate your ideas, understand key market insights, and learn to pitch for investment and talk to customers successfully.

## Who should apply:

- Researchers with a great idea
- Project teams looking for support and mentorship
- Startups that want to take things to the next level
- Later stage companies seeking to increase market & industry access
- Companies in adjacent industries entering aquaculture
- Talented entrepreneurs seeking opportunities in the industry

## HOW TO APPLY

**Submit your application before September 10th at:**

**[WWW.HATCH.BLUE/IRELAND-INNOVATION-STUDIOS](http://WWW.HATCH.BLUE/IRELAND-INNOVATION-STUDIOS)**

**Should you have any issues or questions, please contact [niall@hatch.blue](mailto:niall@hatch.blue)**

Proudly presented by:





# OUR FOCUS AREAS

## Health & Genetics

- New Vaccines
- Novel Diagnostics
- Micro-biome based drugs
- New species
- Genetic robustness
- Growth and feed optimisation
- Monosex populations

## Ingredients & Nutrition

- Alternative plant proteins
- Insect proteins
- Alternative algal proteins
- Microbial proteins
- Alternative omega-3 sources
- Waste-to-feed
- Feed additives
- New processing technologies

## Supply Chain

- Traceability
- Blockchain
- Marketplaces
- E-commerce
- Financial services
- Insurance
- Distribution

## Farm Software, Equipment & Machinery

Farm Management Software	Smart harvesting
Novel Production Systems	Machinery
Biomass estimation	Processing
Novel Sensors	Quality Control
Predictive analytics	Offshore
Real-time monitoring	IOT
	RAS

## Alternative Seafood

- Plant-based Seafood
- Cell-based Seafood
- Enabling Technologies





HATCH

# APPENDIX: ABOUT HATCH

# THE HATCH UNIVERSE



Designed with synergy in mind, our three business units enable us to **create value in all different aspects of the aquaculture chain**. Our multiple touchpoints with early stage innovators, investors as well as established corporates create unique opportunities for collaboration and mutual gain, facilitated and designed by Hatch.

## INNOVATION SERVICES

### For Industry

Help clients to increase their innovation capacity and provide them with access to cutting-edge external innovation.

### For Investors

Help clients to formulate their aquaculture thesis and connect them with high-quality deals.

### For Governments

Help foster an aquaculture innovation ecosystems and increase innovation capacity of the aquaculture industry.

## HATCH FUND

**HATCH Fund 1** (\$8.4M, closed)

**HATCH Fund 2** (\$75M, currently raising)

### For Startups

Pre-Seed, Seed and Series A capital with a global mandate focusing on upstream, farm level downstream innovation as well as alternative seafood. Mainly invests through accelerator program but also does nonaccelerator deals.

### For Investors

Unique portfolio of high-return aquaculture startups and global diversification.

## ACCELERATOR PROGRAM

**We believe sustainable aquaculture and alternative seafood is part of the solution, therefore we invest in its technological development.**

High intensity annual program over 15 weeks in 3 locations working with world-leading experts while connecting startups to industry, investors, farmers, experts and talent.



# AQUACULTURE AND ALTERNATIVE SEAFOOD

We view aquaculture as one of the most efficient and sustainable source of nutrition for a growing population. **55% of the world's seafood is produced in farming operations**, by a value chain with a substantial impact on our natural resources. But aquaculture does not stop at seafood.

## Value of Aquaculture

Including algae and seaweed, it provides essential nutrients to the food web of the world by offering sustainable solutions and naturally providing feed and feed supplements for cultured species. Furthermore they supply humans with essential natural substances like collagen, hydrocolloids, proteins and fibre as well as an exceptional nutritional cocktail for direct consumption through sustainable algae supplements, e.g. non-wildcatch-based Omega3 and the strongest known natural antioxidant, Astaxanthin.

We invest directly into the technological development of aquaculture by giving early-stage startups access, funding and mentorship to succeed in the seafood and ocean economy. Our investments

always strive to either substantially increase resource efficiency, tap into abundant, self-regenerating resources or explore alternative non-ocean based resources in order to support the recovery of our oceans. A technologically developed aquaculture value chain holds the potential to being growth-competitive with other protein systems while providing a more planet-friendly solution.

## Alternative Seafood

In 2020, we have made the decision to adopt alternative proteins aimed at the seafood sector as an integral part of our investment focus. We strongly believe that plant-based and cell-based proteins will play a substantial role in sustainably feeding humans as well as animals and are actively searching for startups with ground-breaking solutions in the field.





# ACCELERATOR PROGRAM (CONT' 2022)

**We invest \$130 000 US into each company for an 8% equity stake.**  
The program runs for 15 weeks and includes access to +100 mentors, domain-relevant investors and our substantial data platform as well as the 12-strong team expertise.



**HATCH**  
Accelerator

## OUR FOCUS AND INVESTMENT FIELDS

### Nutrition

Healthy and efficient, sustainable feeding solutions through alternative proteins as well as plant-based seafood.

### Health

Risk reduction through development of new diagnostics, vaccines and medication for infectious diseases

### Biotech

Productivity improvement through development of new genetic material, tools and methods of reproduction

### Production

Market opportunities through new species and production systems. We support technology for controlled systems but usually don't invest in farming.

### Technology

Improved control and increased production through new hardware and software.

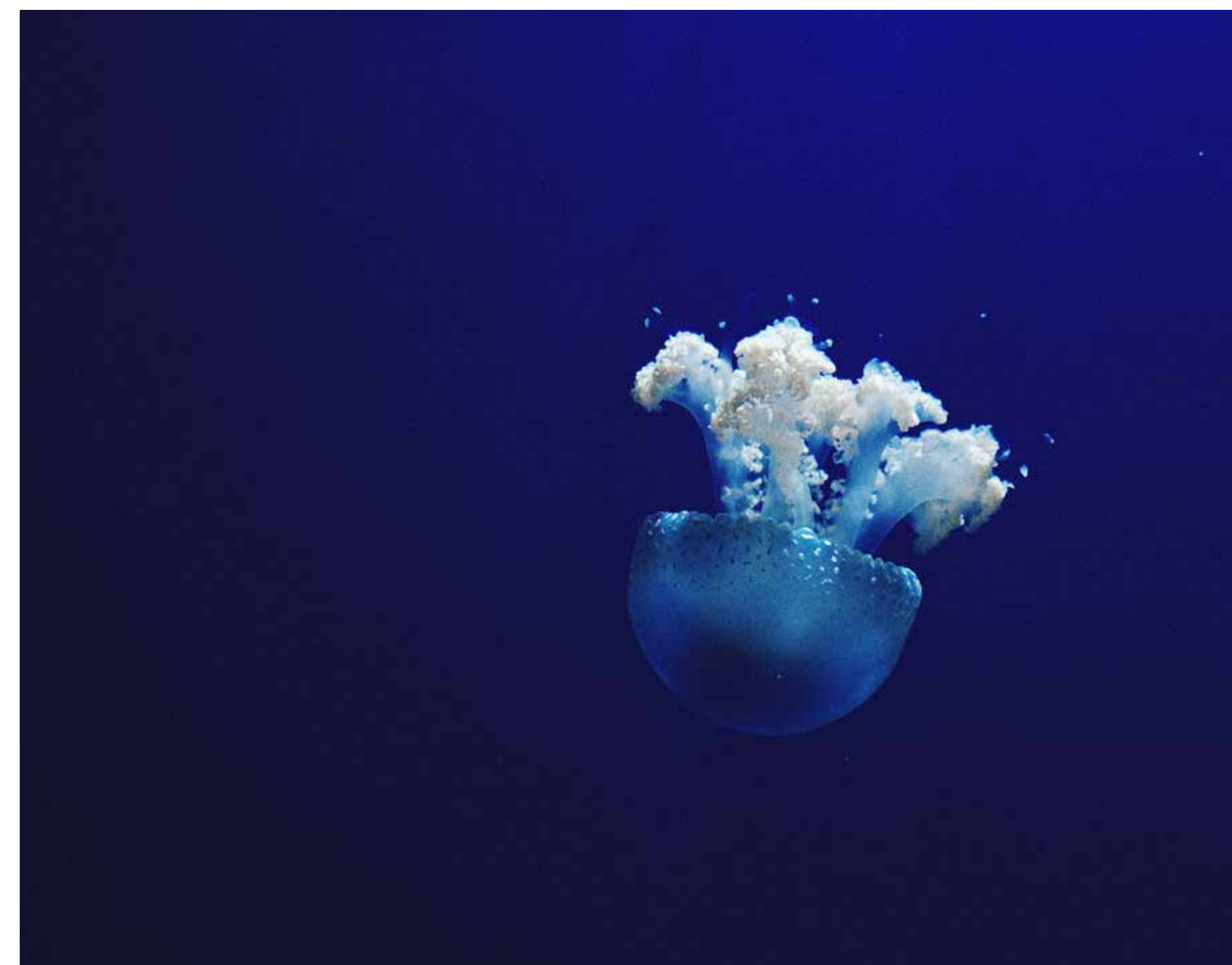
### Alternative Seafood

We actively seek companies that develop cell-, plant- and fermentation-based seafood alternatives, ingredients and enabling technologies.

OUR SPONSORS



Learn more under [www.hatch.blue/accelerator](http://www.hatch.blue/accelerator) or reach out to our Dealflow Manager India Boyer at [india@hatch.blue](mailto:india@hatch.blue)





# OUR TEAM



Our team has been assembled with the **needs of a growing aquaculture industry in mind**. We cover all angles and often **unite multiple interdisciplinary skillsets within one person**. This allows many of our team members to retain an overview extending well beyond their own business unit and streamlines communication within the team, avoiding silos of knowledge where we can.



**Dr. Carsten Krome**  
Managing Partner  
and Co-Founder



**Wayne Murphy**  
Partner and Co-Founder



**Georg Baunach**  
Managing Partner  
and Co-Founder



**Moritz Müller**  
Head of Marketing  
and Communications



**Supriya Srinivasan**  
Chief Financial Officer &  
Portfolio Director



**India Boyer**  
Dealflow Manager



**Dylan Howell**  
Lead Aquaculture  
and Dealflow Analyst



**Benedict Tan**  
Program Coordinator  
and Portfolio Associate



**Tanja Hoel**  
Innovation Manager



**Claude Kaplan, PhD**  
IP Commercialisation Expert



**Gonçalo Santos**  
Aquaculture Industry Expert



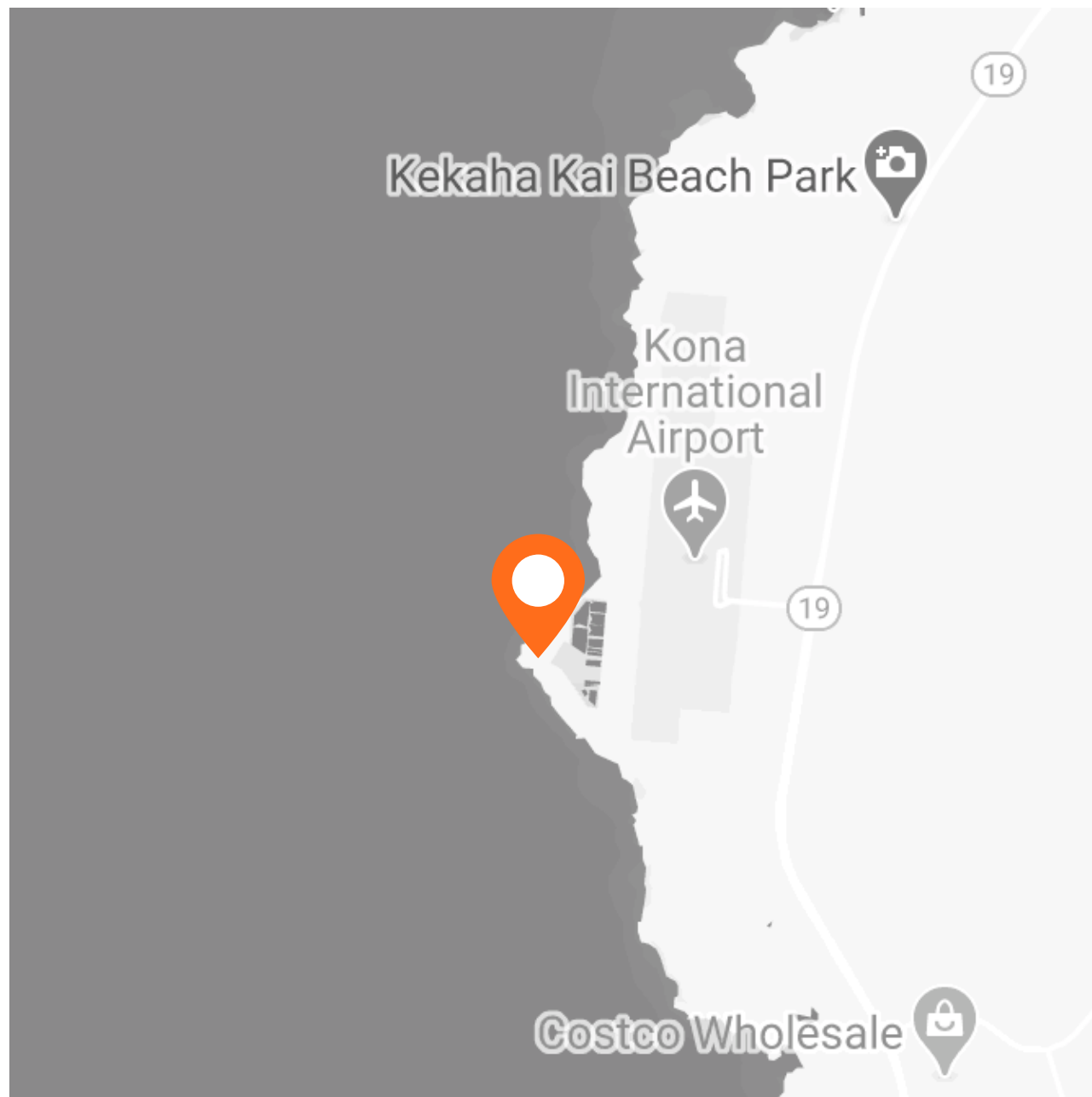
**Niall O'Rahelly**  
Ireland Aquaculture  
Community Manager

Find out about individual skillsets  
at [www.hatch.blue/team](http://www.hatch.blue/team)

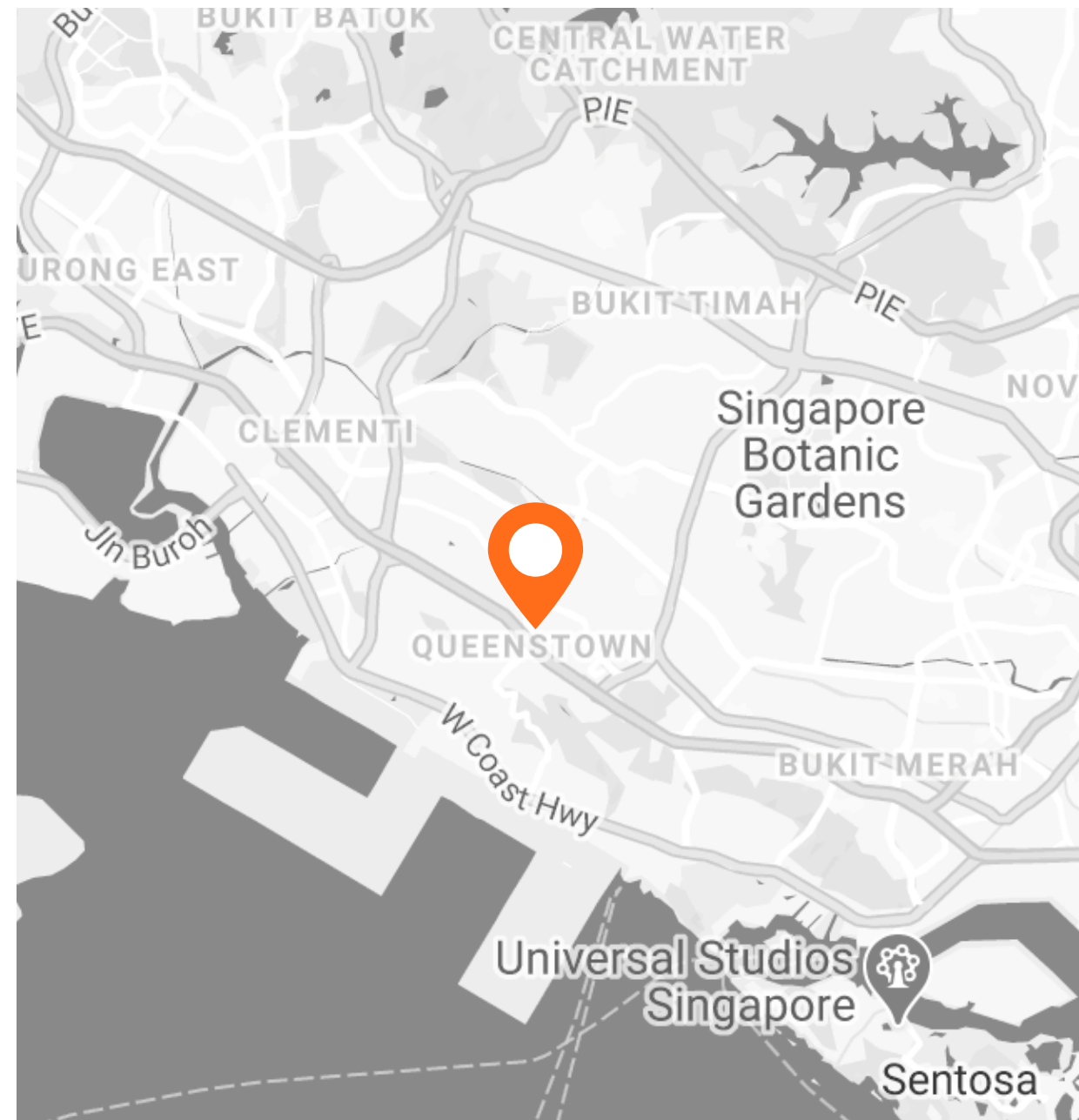


## A GLOBAL PRESENCE

While COVID-19 remains a challenge for our team to travel, we still maintain all our offices. Feel free to contact us by email and sign up to our mailing list on our website.



Big Island of Hawaii



Singapore



Bergen

Website  
[hatch.blue](https://hatch.blue)

Email  
[info@hatch.blue](mailto:info@hatch.blue)

