



BIM Aquatech Innovation Studio

The future of technology
is in the water

30 Sep – 11 Oct, 2024



Có-mhainithe ag an
Aontas Eorpach

Co-funded by the
European Union



Rialtas na hÉireann
Government of Ireland

supported by

What is the ambition?

we seek to help build a pipeline of innovation and technology talent that will make a significant impact in solving key problems in the global aquaculture industry.

The BIM Aquatech Innovation Studio aims to support the ambitious goals set out in the Department of Agriculture, Food and the Marine's Vision 2030 Strategy, namely to 'promote Ireland as a knowledge base for aquaculture technology and research and attract external investment into the sector.'

As the industry continues to grow, we are looking for the best aquaculture and aquatech ideas to develop and scale into viable businesses.

What is the BIM Aquatech Innovation Studio?

Organized and facilitated by the Hatch Blue global team, the studio is designed with early-stage projects in mind. BIM and Hatch Blue, offer an opportunity to validate your technology against a global network of aquaculture industry experts and scale.

develop

- business strategy and skills
- commercial opportunity
- core product
- a strong team
- support network
- pitching skills
- your technological readiness

validate

- your ideas
- scientific principles
- market opportunity
- marketing approach
- product-market fit

learn

- navigating the aquaculture industry
- building a business
- presenting yourself and your Idea
- pitching for investment
- market insights
- successfully engaging with customers

consult

- Selected participants will receive targeted, curated inputs by Hatch Innovation Services team including:
 - market review
 - go-to-market strategy
 - competitor landscape
 - IP strategy

[apply now](#)

Apply by July 19th

BIM Aquatech Innovation Studio Success in numbers 2018-2023



6 Irish programs
completed to date



50 companies
accepted into the
BIM Aquatech
Innovation Studio



+100 mentors
and experts from
contributing industries
in Aquatech



~€14.5 million
in total funding
raised*



~€375,000
average follow-on
funding after
program completion



204 Jobs
created by alumni
companies

*amount as of Q2 2023

Who we are looking for

- Irish & EU companies and projects
- project teams seeking support, mentorship and network
- startups that are looking to improve their investor readiness
- later stage companies seeking to increase market & industry access
- companies in adjacent industries with technology applicable to the aquaculture sector
- talented entrepreneurs seeking opportunities in the industry
- proof-of-concept required, ideally Minimum Viable Product

questions?

please contact jessica@hatch.blue



Hatch Innovation Services

Newly added to the BIM program are Hatch Innovation Services which offer deep market insights across the entire global aquaculture market value chain. Services provided to individually selected participants include for example:

market review

IP strategy

go-to-market strategy

competitor landscape

questions?

please contact jessica@hatch.blue

our focus areas

ingredients & nutrition

- plant and algae proteins
- microbial proteins
- omega-3 sources
- byproducts-to-feed
- waste-to-feed
- new additives
- new processing technologies
- short-travel & low-footprint proteins
- extractions



marine biotech

- farming of new, aquatic species for production of AIs
- ocean exploration for development of new pharmaceutical drugs, chemical products, enzymes
- marine bioremediation
- marine bioplastics



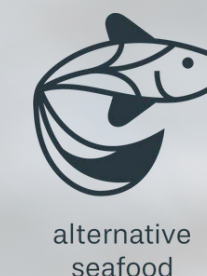
health & genetics

- new vaccines and vaccine delivery platforms
- antibiotic replacements
- new diagnostic tools
- pre- & probiotics
- prevention systems
- micro-biome based drugs
- telemedicine
- solutions to: sealice, AGD, SRS, WSSV, EMS, EHP/White Faeces, SHIV, TiLV
- predictive genetics
- sterile grow-out populations
- monosex populations
- life-cycle closing
- ornamental species
- pathogen and parasite management (e.g. sealice, herpes virus, etc)



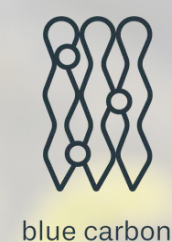
alternative seafood

- cell-based and plant-based seafood products
- new ingredients
- new processing technologies
- low-cost growth media
- texturing and flavoring technologies
- other enabling technologies



ocean conservation & blue carbon

- carbon-based business models
- coastal area management
- ocean as a carbon sink
- regenerative farming models
- plastic & pollutant removal
- marine spatial planning
- mitigating harmful phytoplankton blooms



supply chain & services

- processing
- traceability
- distribution
- quality control
- financial services
- insurance
- labour cost reduction



farm software & hardware

- automation
- predictive analytics
- real-time monitoring
- smart harvesting
- integrated systems
- feeding optimisation
- biomass estimation
- feeding systems
- remotely operated vehicles
- precision tech
- low-cost recirculation aquaculture
- offshore
- closed containment at sea



Why join?

The Hatch Blue team has invested in 39 startups, delivered 12 innovation studio programs across the globe, raised two investment funds, 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 without hassle or extra cost, we help you understand your intellectual property potential and will educate you about how, when and whom to raise funds from.

- ✦ limited to 10 participants
- ✦ 2 weeks to complete development, validation and learning
- ✦ full Hatch & BIM team access
- ✦ aquaculture & alternative seafood network
- ✦ pitch & investor guidance
- ✦ no cost, no equity



Testimonials

"I came away from the experience buzzing with new knowledge, an array of important new connections, friends, and a clear vision of where I was headed in the business and how I can make important strides into different markets."

Portia Quinn, Founder
Harley & Marley

"my company would not have progressed to this stage and business problems would not have been solved so quickly if I hadn't joined Hatch"

Jennifer O'Brien, CEO
Sea & Believe

"excellent experience overall. Hugely valuable opportunity to engage with a broad range of stakeholders within the Aquaculture ecosystem: fish farmers, seaweed, VC, service providers, development agencies and policy makers."

Brian Quinn, Chief Strategy Officer
Ubotica Technologies

"it opened my eyes to the investment world. A Studio that should be done as part of any Science Degree.."

Anna Soler, Director & Co-Founder
Irish Seaweed Consultancy

"while I love the award, it's all about the studio. It's all about the help. It's all about the support. Finally, a great bunch of people to work with as well."

Mark Bowkett, Director
Aquamonitrix – Aquatech Business of the year 2023

The BIM Aquatech Innovation Studio is:

- equity-free and has no participation fee
- an opportunity for you to develop your project's commercial opportunity
- there to help progress your technological readiness
- focused on getting you industry "fit"
- an opportunity to connect you with global and regional aquaculture experts
- an opening to validate your ideas and understand key market insights
- a chance to learn to pitch for investment and to successfully engage with customers



Application deadline: July 19th, 2024

[apply now](#)

About Bord Iascaigh Mhara

Bord Iascaigh Mhara (BIM), the Irish Seafood Development Agency, helps to develop the Irish Seafood Industry by providing technical expertise, business support, funding, training and promoting responsible environmental practice. BIM's mission is to support and enable an increase in value creation of an Irish sustainable seafood sector, across the supply chain, from catch to consumer.



€1.3bn GDP
of Irish Seafood



296 sites
number of
Aquaculture sites



15,373 people
working in Seafood



101 processors
number of Seafood
processors



1,993 vessels
Registered Fishing
Vessels



€255m
Government
investment*

*Business of Seafood, 2022



HATCH

appendix: about hatch

our story

Hatch Blue 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 51 companies, run five successful accelerator cohorts, 14 innovation studios, AUM of \$100M+ and established offices in Hawai'i, Norway, Singapore and Ireland. The team has grown to 35 full-time members spread across the globe, who run the four units of Hatch Blue: Investments, Consultancy & Innovation Services, The Fish Site's Media & Marketing, and Hatch Programs.

mission

to achieve the least-possible footprint of farmed and alternative seafood. for the benefit of oceans, terrestrial ecosystems and future generations.

vision

to catalyze farmed and alternative seafood innovation through responsible investment, expertise and insights, supported by a strong committed community.

the Hatch Blue universe

designed with synergy in mind, our four business units enable us to create value in all different aspects of the aquaculture chain. our multiple touch-points with early-stage innovators, investors and established corporations creates unique opportunities for collaboration and mutual gain – facilitated and designed by Hatch Blue.

Hatch Innovation Services

Hatch Innovation Services' clients are companies, investors and governments that are interested in aquaculture, but do not have or are looking to augment the internal capacity or expertise to support them to identify business opportunities, make informed investment decisions, or help governments diversify their economy.

Blue Revolution Fund

Hatch Blue closed its first round for their second venture fund "Blue Revolution Fund" at a target volume of €75M. The fund has been raised on the track record it built through Hatch Fund I (\$8.4M) of which the portfolio has raised more than \$100M in follow-on funding to date.

Hatch Programs

Our startup acceleration programs and incubation platform. Hatch Accelerator launched the world's first accelerator program in aquaculture and seafood alternatives hosting equity accelerator programs across the globe. Our Ocean Foundry incubator platform is a co-working and R&D space in Hawai'i which facilitates industry level product validation for all marine environments

The Fish Site

The Fish Site is the largest english-speaking digital aquaculture news platform.

The media production and publishing company specializes in aquaculture marketing and storytelling.