

Company name:

Mediterranean Algae Technologies

Restoration Typology:

Coasts

Founding year:

2021

Number Employees:

Less than 10 employees

Annual Turnover:

Between €0.5 million and €1 million

Location:

Alicante (Spain)

Web page:

<https://www.mediterraneanalgae.com/>



KEYS

Activities

1.Development and production of marine bioactives: R&D activities in marine biotechnology to identify and screen algae species with high value and apply advanced extraction methods to preserve their bioactivity. Our process includes efficacy testing for cosmetic and nutraceutical use, sustainable algae cultivation, marine biomass recycling, and ingredient production under strict quality and regulatory standards.

2. Bioremediation technology and solutions for aquaculture: We develop and commercialise BIOREMED ALGAE, implement our technology in fish farms to capture waste, and transform effluents into usable biomass. The system is optimized and its environmental impact monitored using AI and IoT technologies.

Partnerships

Scientific and Academic Partners: University of Alicante, Alicante Science Park, European universities and technology centres; Business Partners in the Aquaculture and Water Sector: fish farms and aquaculture companies in Spain and Europe, desalination and water treatment operators; Public and private bodies for scaling up technology and validating products: EIC Accelerator, CDTI and European innovation programmes, local administrations.

Success factors

Innovation and proprietary technology with a business model aligned with the blue bioeconomy, sustainability, and the circular economy. We have a diversified revenue model with the sale of marine bioactives, licensing and sale of bioremediation technology, and recurring revenue from maintenance and biomass supply to key industries. We also have a network of external partners and collaborators and a multidisciplinary team with experience in biotechnology and business development, agility and a focus on innovation, as well as project management and execution capabilities. We are well positioned in the market thanks to a B2B marketing strategy focused on laboratories and brands seeking innovative ingredients.

RESOURCES

Knowledge

Patents, various registered trademarks, trade secrets, utility model

Technology

1. BIOREMED ALGAE – Patented aquaculture bioremediation technology that captures up to 95% of nitrogen and phosphorus from effluents and transforms waste into high-value biomass; 2. Advanced Extraction Processes – Proprietary methods for obtaining marine bioactives with high stability and efficacy in cosmetics and nutraceuticals; 3. Circular Economy and Upcycling – Revaluation of marine biomass and algae to create functional ingredients, reducing waste; 4. Digitalisation and Artificial Intelligence – Use of IoT and AI for monitoring and optimising algae growth and bioremediation efficiency; 5. Scalability and Adaptability – Plug & play technology for fish farms and production of extracts adaptable to industrial demand.

Revenue Streams

1.Sale of Marine Bioactives (Cosmetics & Nutraceuticals) – Marketing of premium seaweed extracts such as ULVANEAN POSIDONIA and RECOVA to laboratories and brands; 2. Technology Licensing and Sales (Bioremediation) – Installation of BIOREMED ALGAE in fish farms, with an initial payment + monthly maintenance; 3. Sale of Recycled Biomass – Repurposing of aquaculture waste into functional ingredients for animal feed, fertilisers or bioplastics; 4. Projects and Grants – Public and private funding for innovation in marine biotechnology and the circular economy..

CORE

Mission

Improving human and planetary health through algae

Value Proposition

\*Mediterranean Algae Technologies develops innovative marine biotechnology solutions for the cosmetics, nutraceutical, and aquaculture sectors. It offers premium algae extracts as sustainable alternatives to synthetic ingredients and uses patented technology to convert aquaculture waste into valuable biomass, reducing pollution and creating new income streams. Our approach combines scientific research, circular economy principles, and a triple impact—economic, social, and environmental—making it attractive to companies and institutions seeking effective, eco-friendly solutions.;

Competitive advantage

1.Proprietary Technology: Patented BIOREMED ALGAE converts aquaculture waste into high-value biomass. Our advanced extraction ensures higher bioactivity, supported by a sustainable platform using upcycled marine biomass and algae cultivation;

2. Integrated Solution: We offer a full innovation ecosystem—from raw materials to end applications—unlike competitors who only supply ingredients;

3. Sustainability Leadership: We meet top ESG standards and regenerate ecosystems, turning environmental challenges into business opportunities;

4. Competitive Advantage: Our functional bioactives and strategic alliances in aquaculture and cosmetics set us apart in a market dominated by basic algae products;

5. Scalable Model: Our easy-to-implement technology is globally scalable and helps clients create new revenue streams, enhancing adoption and loyalty.

CUSTOMER

Target Customer

Cosmetic and nutraceutical laboratories; aquaculture companies; fish farms; water treatment industry; public administrations and sustainability projects that finance solutions for marine restoration and environmental impact reduction.;

Customer Relation

Direct and Personalised Communication (B2B), Technical Testing and Collaborations, Presence at Events and Trade Fairs

Channels

Contact with laboratories, fish farms and companies through meetings, trade fairs and networking in the sector. Use of LinkedIn and specialised content to generate leads and position ourselves as leaders in marine biotechnology. Pilot projects with fish farms and laboratories to demonstrate the effectiveness of our products and technology. Follow-up with customers to optimise the use of our bioactives and technology and ensure their success.

Positive Impact

Reduction of marine pollution, transformation of waste into value, and development of sustainable ingredients; Opportunities: Growing demand for natural bioactives in cosmetics and nutraceuticals and the need for sustainable solutions in aquaculture and water treatment.

Drawbacks

Regulation and Certifications: Strict regulations in biotechnology and cosmetics may slow down the market; Scaling Costs: Industrial production and adoption of bioremediation require investment; Global Competition: Companies in Asia and the US have greater production capacity and lower prices..

Competitors

Cosmetics and Nutraceuticals: We compete with companies that offer traditional extracts, but our advantage is innovation in functional marine bioactives; Bioremediation and Aquaculture: An emerging sector with few established players, which gives us an advantage as pioneers in circular solutions for fish farms.