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| Session 1 | Start-ups/SMEs looking for finance - pre-seed/angel/seed funding |
| Pitch Title | High Performing, Sustainable Bio-Based Surfactants |
| Company | NorFalk |
| Speaker | Kasper Falkenberg |
| Keywords feedstock | Vegetable oils, Fatty acids, carbohydrates, sugars |
| Keywords technology | <ol style="list-style-type: none"> 1. Bio-based Surfactants 2. High performance 3. Personal care industry 4. Home care industry 5. Cosmetics industry 6. Sustainability 7. Innovation |
| Keywords End-Product | Bio-based Surfactants |
| Amount investment needed | €5-7 mill. |
| Abstract: | |
| <p><i>NorFalk makes bio-based surfactants with higher performance, better sustainable profile on our new-to-market biocatalysis platform.</i></p> <p>Surfactants are versatile chemicals used in industries such as cleaning products, cosmetics, and food and beverages where they generate structure and cleaning effects. Surfactants consist of a water loving part and an oil loving part. For the oil loving part, many current surfactants use a C10-C14 tail, which is sourced either petrochemically or from palm kernel oil. The surfactants are then produced under highly energy-intensive processes.</p> <p>We can both use C10-C14 and longer chains to reach the desired properties. NorFalks solution is a biocatalysis platform that can produce both anionic, nonionic and cationic bio-based surfactants. The platform allows us to choose different types of carbohydrate sources (sugars) and different types of vegetable oils or fatty acids as feedstock and both from renewables and industrial food-waste. We can modulate the physical/chemical parameters such as solubility, emulsion capacity, packing of the micelles etc. which enables us to produce the desired surfactant for specific product applications. We have our first surfactant product ready for market.</p> | |

Our customers are private label companies, brand-owners and distributors. We currently have a pipeline of 80 potential customers, 17 NDA signed, 2 test sale and 1 collaboration agreement.

We seek investment from VC, corporate VCs, and family offices to scale production, optimize our technology, and expand our market reach.