



Session 5	Start-ups/SMEs looking for finance - series A and series B/C funding
Pitch Title	Biosurfactant portfolio at petrochemical prices
Company	Holiferm
Speaker	Ben Dolman
Keywords feedstock	Fatty acids glucose food waste side streams agricultural residues
Keywords technology	Fermentation continuous integrated separation intensified
Keywords End-Product	Biosurfactant sophorolipid MEL
Amount investment needed	n/a
Abstract:	
<p>Holiferm uses its integrated production and separation technology to manufacture biosurfactants at half the cost of other biosurfactants and therefore becoming cost competitive with petrochemical surfactants.</p> <p>These biosurfactants find applications in various industries, with particular interest in the home and personal care sector. Holiferm offers four products: HoliSurf and HoneySurf, both available in high and low-foaming forms, designed for personal care and home care respectively. Benchmarked against existing surfactants, these products demonstrate superior performance in hard-surface cleaning, liquid laundry, deodorant, and face creams. Additionally, Holiferm's sophorolipids exhibit additional functionalities including ultra mildness, unlike most surfactants that may cause skin irritation. Furthermore, the sophorolipids' properties contribute to a decrease in sebum production (up to 30%) and dandruff. In homecare, HoneySurf exhibits improved performance in grease removal compared to market standards.</p> <p>Holiferm has a first 1.6kta commercial plant in operation and is launched in products around the World and a defined scale-up strategy to take the current 1.6 kta capacity to 15 kta in the next few years as well as bringing other biosurfactants to commercialisation, in particular MELs which are piloted and ready for sampling.</p>	

