



<b>Session 8</b>	<b>Microbial protein transition players</b>
Pitch Title	Ocean Twist Biotechnology: improving feed performance while protecting the Oceans.
Company	Ocean Twist Biotechnology
Speaker	Alessandro Romano
Keywords feedstock	Fishmeal Protein, oilseed press cakes, insects
Keywords technology	Hydrolysis and Fermentation
Keywords End-Product	Fishmeal alternative
<b>Abstract:</b>	
<p>Feed manufacturers are facing increasing demand for fishmeal, a critical protein ingredient in livestock and aquaculture feeds. However, global supply is limited due to the declining health of marine ecosystems.</p> <p>Ocean Twist Biotechnology has developed a sustainable, ocean-friendly alternative to fishmeal, sourced from circular materials including press cakes from oilseeds and lower grade insect meal. Our enzymatic and microbial processes have a dual effect: they increase the total protein content and enhance protein quality, making it more digestible for fish and livestock.</p> <p>The product has demonstrated strong market traction. We have secured 36M€ in future sales LOIs, which are expected to convert into contracts by Q1 2025, and have already generated 250k€ in revenue from pilot projects. Additionally, 7 clients (fish farmers) continue to reorder, even at non-optimized pricing.</p> <p>With our operations and logistics ready to scale production to 36,000 tons, we are raising 4M€ to reduce our production costs to 1.80€/kg and to reach 5.5M€ in revenue over the next 21 months. Two existing and two new investors have expressed interest, and we are seeking a lead investor who can strategically support us in this next phase of growth.</p>	