



HATCH

NELHA Board Presentation 19th November 2024

In partnership
with





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Agenda

1. Hatch Blue Update
2. Crest Accelerator Program - Update
3. Hawaii AquaHack Program
4. Hawaii Ocean Foundry
5. Hawaii Blue Venture Builder Program
6. Q&A

A person wearing green waders and a watch is pulling a large, dark mesh net filled with small, silvery fish from the water. The background is a shallow, muddy body of water.

Vision

A climate-smart, truly sustainable and just (sea)food transition.

Mission

To catalyze an innovative (sea)food industry and scale impactful businesses through knowledge, investment and ecosystem building.



HATCH

THE HATCH BLUE UNIVERSE



HATCH
Investment

Hatch Investments

Hatch Fund I, Hatch Fund II, Blue Revolution Fund
Portfolio 60+
\$117M+ AUM



HATCH
Innovation Services

Hatch Innovation Services

Senior industry professional advisory service: innovation scouting, market research, DD support, strategy advice, etc.
Client projects 100+



HATCH
Programs

Hatch Programs

Programs for startups & growth-stage companies globally.
Accelerator, Ocean Foundry, Innovation Studio, Blue Venture Builder
Programs 25+, 200+ startups



The Fish Site

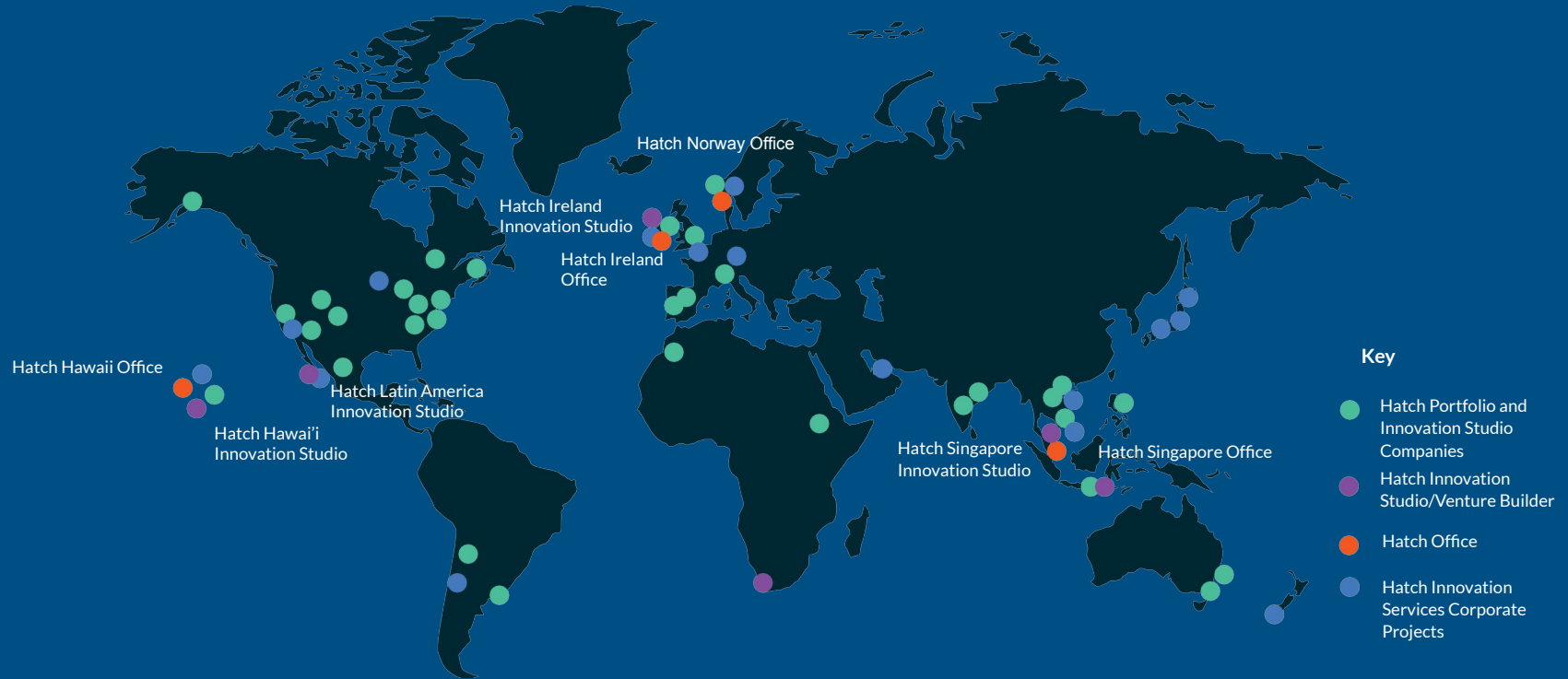
Largest global digital aquaculture-news platform, in-house intelligence & media agency.
www.thefishsite.com



THE HATCH BLUE TEAM 2024



Our Global Footprint





HATCH

Hatch Blue Investment Funds - Update

- Hatch Fund I - \$8.4M - Fully Deployed
- Blue Revolution Fund - Closed \$98.5M in October '24- Target \$80M
Impact Fund in partnership with The Nature Conservancy - Series A
- Hatch Fund II - Currently @ \$10M and seeking to raise \$15-\$20M

Accelerator Investment Progress to Date

66

Companies Funded

\$117

M+ AUM USD

\$160

M+ raised by
portfolio



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Portfolio Fund Raising Progress 2024

- Hatch Fund I & II Portfolio - 13 Companies Raised \$11.835M YTD
- Hawaii Based Portfolio Companies - \$5.5M YTD
- 9 Portfolio Companies seeking to raise \$18M over next 12mths
- 1 Company on current cohort raised \$1.25M during 2024 program



HATCH
PRESENTS

CREST

THE NEXT GENERATION OF ACCELERATOR PROGRAMS

2024 COHORT



OUR CORE OFFERING



Exposure to our global network of investors, industry representatives, farmers, and first adopters built over the last decade



Customer and industry discovery trips to partner farms and feed mills in Hawai'i, Norway, Singapore, and Vietnam



Mentor sessions with industry leaders and personalized discussion opportunities



Strategic advice, review of company business plan and financial model



Investor-readiness analysis and advice conducted by our fund managers



HATCH Alumni: Join a community of 200+ ventures and entrepreneurs from previous accelerators and innovation studios for learning and collaboration

HAWAII

ON-SITE COMPANY WORKSHOP

July 8 - 16, 2024

WHAT'S **NEW**?

All participants of the program receive the following:



An in-depth Market & Competitor Study for your first product conducted by Hatch Innovation Services



A Marketing & Branding Strategy include corporate identity work conducted by sector-expert marketing agency The Fish Site






A product Life Cycle Assessment assessing the environmental footprint of your product conducted by a third party.






An Intellectual Property Strategy including freedom-to-operate study and patent landscape analysis conducted by Hatch Innovation Services






COHORT DETAILS

Company	CEO / Founder	Description
<u>Aquasend</u> 	Kristin M. Elliot kristinhead@pme.com	Aquasend, a brand of Precision Measurement Engineering, Inc., helps inland aquafarmers to increase their bottom line by providing innovative IoT water quality monitoring solutions for continuous monitoring and alerts. With 40 years of experience providing solutions to environmental researchers worldwide, we have the expertise to create high quality robust sensors that withstand the challenges of aqua farming waters. Our solution conserves energy through automation, improves feed conversion, fuels growth rates and minimizes costs in labor.
<u>b.fab</u> 	Frank Kensy kensy@bfab.bio	b.fab is specialized in Circular Biomanufacturing based on liquid feedstocks combining electro-chemistry with synthetic biology to produce feed/food proteins and value-added biochemicals from CO2 and electricity. Our technology platform is built on industrial-proven microbial hosts for fast customization, scale up an implementation. b.fab offers pathway design, strain engineering, process development and technology licenses to its customers from the chemical, cosmetic, feed and food industry.
<u>AQUIT</u> 	Daniela Allerbon dallerbon@aquit.net	Aquit is a biotech startup that developed a product that modulates immunity in salmon that improves survival rates and animal welfare, replacing antibiotics. To replicate this technology with other species, such as tilapia and shrimp, Aquit created an AI platform to replicate this technology with other species. Aquit was recognized with the Responsible Seafood Innovation Award (Global Seafood Alliance-2023) and the Sustainability award of The Global Aquaculture Challenge.

COHORT DETAILS

Company	CEO / Founder	Description
<u>AutoDive</u> 	Christopher Webb chris.webb@autodive.com	AI Control Technologies provide automation technologies called AUTODIVE for aquaculture farmers that can transform shellfish, seaweed and fin fish production economics. ii) allow island economies to become net exporters, and iii) allow island marine engineering companies, like boat builders, to export aquaculture grow out structures globally.
<u>Oo-Nee SeaRanch</u> 	Aaron Huang aaron@oo-nee.com	Oo-Nee is a company focused on transforming ecologically destructive sea urchins into a high-value culinary delicacy. Their primary mission is to address the problem of overpopulated sea urchin barrens, which are areas where sea urchins have overgrazed kelp forests, leading to the degradation of these vital marine ecosystems. By reducing sea urchin populations in overgrazed areas, Oo-Nee helps restore kelp forests, which in turn supports marine biodiversity and enhances carbon sequestration. Only in Oregon, there are an estimated 500M urchins available for ranching.
<u>TransparentSea</u> 	Steve Sutton steve@transparentseafarm.com	Since 2020, TransparentSea has been on a mission to eliminate the footprint of shrimp production, while rebuilding trust among consumers that premium shrimp products can be delivered to market untainted. We have developed and operated a proprietary RAS production system and protocols that facilitate complete reclamation of waste water, reduced land and power use and competitive operating costs. The company is presently preparing to break ground on its first commercial scale production facility after running a commercial pilot in Los Angeles since 2021.

COHORT DETAILS

Company	CEO / Founder	Description
<u>Cultimar Technologies</u> 	David Miranda dmiranda@cultimartechnologies.com	Cultimar Technologies is disrupting the seafood production industry with innovative solutions in the controlled reproduction of deep water tropical finfish. Cultimar is the first to establish the proprietary technology and bio-imitation protocols necessary to recreate deep sea conditions and sustainably cultivate the American Red Snapper. The founders, David Miranda, PhD and Charles McGuigan, PhD, combine their expertise in bioengineering and applied marine aquaculture with the goal of developing novel technologies for the seafood industry, and foster economic development by producing fresh, local, and sustainably grown seafood throughout the Americas.
<u>MarineSitu</u> 	James Joslin james@marinesitu.com	MarineSitu provides AI-enabled underwater monitoring solutions for the growing blue economy. This includes hardware proven through multi-year field deployments, software for data acquisition and real time processing, and cloud based data management services. Customized AI models running on the edge allow our customers to detect, track, classify, and measure species of interest to remotely monitor key production indicators. For aquaculture, this technology can significantly increase farm efficiency while decreasing the need for manual labor.
<u>KnipBio</u> 	Caitlin Wege cwege@knipbio.com	KnipBio is a precision fermentation biotechnology company focused on developing sustainable single cell protein (SCP) feed and ingredient solutions for the aquaculture industry. Our innovative products, derived from naturally occurring microbes, aim to address the global challenge of providing high-quality nutrition to the aquaculture industry and improving production efficiencies while minimizing environmental impact. KnipBio's aims to transform the future of aquaculture with our proprietary technology, ensuring a healthier planet and a sustainable food supply for generations to come.



2025 Accelerator Dates

Feb 17th - 24th - Hawai'i on-site workshop

Apr 7th - 11th - Norway industry trip

May 22nd - 29th - Singapore & Indonesia trip

July 7th - 15th - Hawai'i on-site workshop

Sep 8th - 12th - Norway industry trip

Oct 30th - Nov 6th - Singapore & Vietnam industry trip



Hawaii AquaHack

Blue Economy Ideation & Innovation Workshop

Host Park, Kailua-Kona
18 April 2024

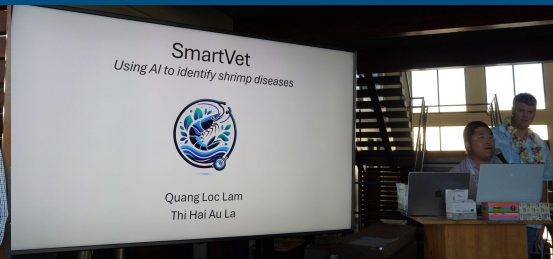


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of HAWAII



NSF Regional
Innovation Engines

Hawaii AquaHack 2024



The Hawaii **AquaHack** developed
new business ideas, networking,
collaborations & partnerships

1 DAY
WORKSHOP



7 Made up the
aquahack
team

84 Oahu pau hana
networking
guests

211 applicants

52 selected
participants

11 curated teams,
business ideas
& pitches

5 mentors &
farms
visited

4.7 rating in
satisfaction
out of 5

+146 kona pau hana
networking
guests



HATCH
ocean foundry

2024 Update - Early Stage Concepts

Applicants - 18

Participants - 4

Onboarding - 1 (Cyanoworks)

✖ NeuralX

Sea Crunchies[®]

NĀMAKA
ALGAE





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BLUE VENTURE BUILDER HAWAII 2024

Kona | 21 to 23 November

Oahu | 5 to 7 November

Hybrid | Dec to Apr

POWERED BY



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SUPPORTED BY



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HAWAII PROGRAM KEY DATES

Focus - Seeking to Match Talent with Challenges

Phase I - Kona

- Nov 21 - Workshop
- Nov 22 - Farm tours & workshop
- Nov 23 - Workshop

Phase II - Honolulu

- Dec 5 - Workshop & Waikalua loko i'a trip
- Dec 6 - Workshop
- Dec 7 - Final day & team pitches

Workshop: Internal & external mentor sessions & Cohort team sessions
to help develop business ideas & execution plans

Phase III: Dec to Mar/Apr (Hybrid)

- Support for selected teams: Weekly or bi-weekly 1-1 team sessions with Hatch & ecosystem



PROGRAM DESIGN

- Develop a Business plan to address challenges & opportunities in Hawaii
 - Work on business ideas or address challenge statements provided
 - Build a pitch deck as a team
- **Aquaculture centric topics to be covered** (during mentor sessions or during 1-1 team sessions):
 - Business in Hawaii
 - Global & Hawaii Aquaculture & pain points
 - Industry & loko i'a case studies
 - Regulation
 - Ideation & product validation
 - Markets & competitor landscapes
 - Business models & go-to-market strategies
 - Entrepreneurship & team
 - Team building
 - Storytelling & pitching
 - Fund raising
 - Branding & marketing



The Blue Venture Builder Hawaii



6 DAY
WORKSHOP

4 aquahack
team

100+ Ocean Tech
oahu
networking
guests

150 applicants

21 participants
selected

4 farms
to visit

7 to curated teams,
business ideas
& pitches

3-4 business to
incorporate post
program

THE MINIMUM VIABLE TEAM

Hacker

(Akamai/ clever)

- Engineers
- Developers
- Coders
- IT wiz
- Law & policy updaters

Hipster

(Luna pāheona/ visionaries)

- Design
- User Experience (UX)
- Marketing
- Social Media
- Cultural & community leaders

Hustler

(Alaka'i/ leaders)

- Founder
- Sales
- Business growth
- Financial officer
- Accountant
- Project Manager

The Scientist

(Da kine)

- Researcher / Professor
- Biologist
- Biomed / Biotech
- Aquaculture tech
- Hatchery tech
- Farmer

COHORT TEAM ROLES

Name	Role
Collin Kobayashi	HACKER
Nicholas Ulm	HACKER
Chelsea Cagaoan	HIPSTER
Grace Cajski	HIPSTER
Jhana Young	HIPSTER
Kyle McBurnie	HIPSTER
Samantha Hook	HIPSTER
Shana Mitsui	HIPSTER
Tate Goodman	HIPSTER
Xiaoyun Neo (Cloud)	HIPSTER
Paul Grech	HUSTLER
Quang Loc Lam	HUSTLER
Shannon Parker	HUSTLER
Yu Wang	HUSTLER
Martin Pepper (Marty)	SCIENTIST
Pansa Cecchini	SCIENTIST
Robert Johnson	SCIENTIST
Taren Bouwman	SCIENTIST
Tianlu Wang	SCIENTIST
Yanghua (Sunny) He	SCIENTIST
Rock, Zhi-Yan Du	SCIENTIST





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BLUE VENTURE BUILDER HAWAII

Cohort





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THANK YOU

Questions?