

# We make Ammonia from Air

## “Nitrogen Fixation” – Production of organic fertiliser in a sustainable way



Algaenite Video S2

*Microbiology to Feed the World*  
*Third-Generation Farming*

### Photobioreactors Technology

*Hybrid: Bacteria/Microalgae Nitrogen Fixation + Carbon Capture*

Using Carbon Capture as the energy  
source: 1000 tons of CO<sub>2</sub> per Ha per year

Funded by an EIC  
Accelerator Horizon 2020



European  
Commission

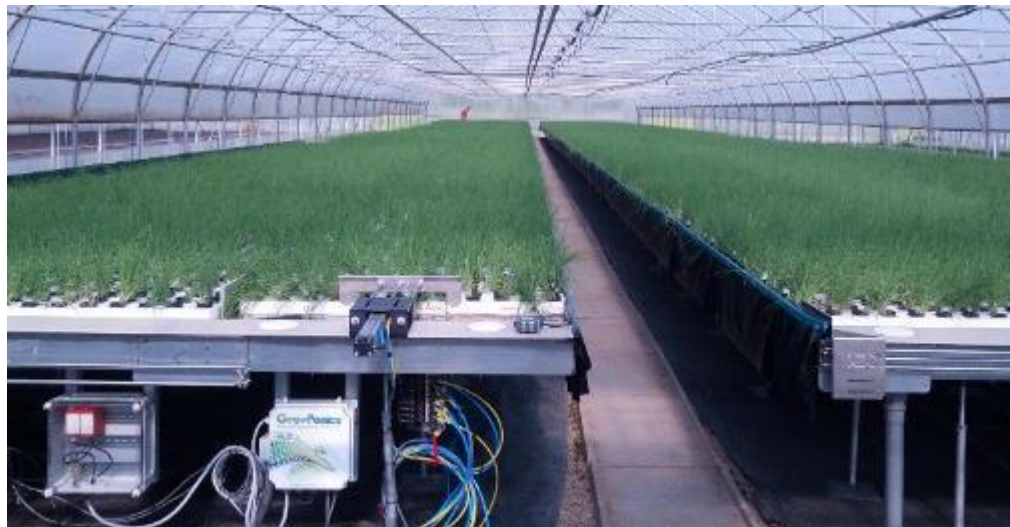
**We need fertilizer to grow food.**

**Ammonia is essential to make fertilizer and protein.**

**Ammonia is the building block, the most important raw material in food production.**

**Ammonia production is known as: “ Nitrogen Fixation” – connecting nitrogen from the air to hydrogen.**

**Ammonia production is an energy-intensive process.**



# Problem

**Farmers have** two bad options for Fertiliser

## **Organic Fertilizer**

**From waste:** With bacteria, (since creation)  
‘Nitrogen cycle’

When industrialized:  
**Inefficient**



**Pathogens,  
hormones,  
antibiotics**

25% of global Production

**Doesn't work for fertigation**

## **Chemical Fertilizer**

**Petrochemical:** Haber Bosch Process (100 years)  
**Burning fossil fuels**

**Polluting**



**Not Organic Not Sustainable**

**Environmental  
Hazzard,  
Dangerous**

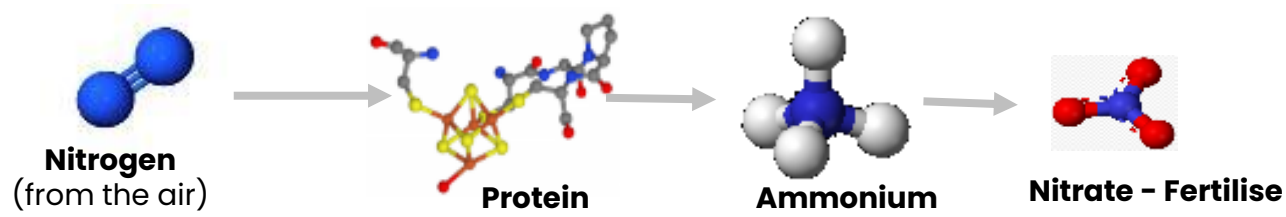
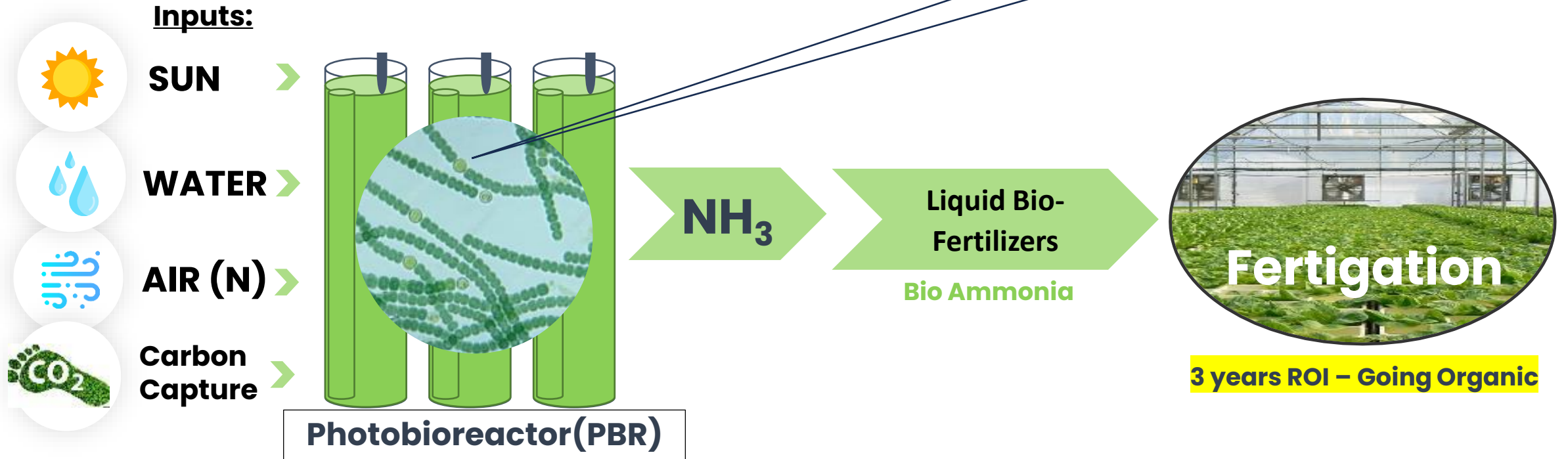
75% of global Production



# Solution – We use bacteria in a bioreactor to make ammonia.

78% of the air is Nitrogen. Our **bacteria** “fixes nitrogen” and produces bio ammonia.

## A solar factory that makes ammonia from the air In a 2-micron cell



## We are raising \$3.0m

**TWO YEAR  
R&D PROGRAM:  
\$2m**

**Accelerate program**

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**MARKETING AND  
HEADQUARTERS:  
\$0.5m**

**Management and marketing team**

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***β* SITES AND COMMERCIAL  
INSTALLATIONS:**

**\$0.5m**

**Fund matching**

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# Our Results

## Bio Fertilizer :

- Organic certified
- Negative CO<sub>2</sub> emission
- Carbon capture
- Clean from residues of: Pathogens, Hormones, Antibiotics
- Low Sodium
- 35% additional yield
- Competitive cost
- Fully soluble in water (Suitable for fertigation)

## Algaenite vs. Competition



Available Nitrogen	5.5%	0.4%	0.16%
Nitrogen source	Air	Plant residue	Organic wastes

**EU quality label** for excellent ideas worthy of funding



Automated remote-controlled PBR :

# Business Model

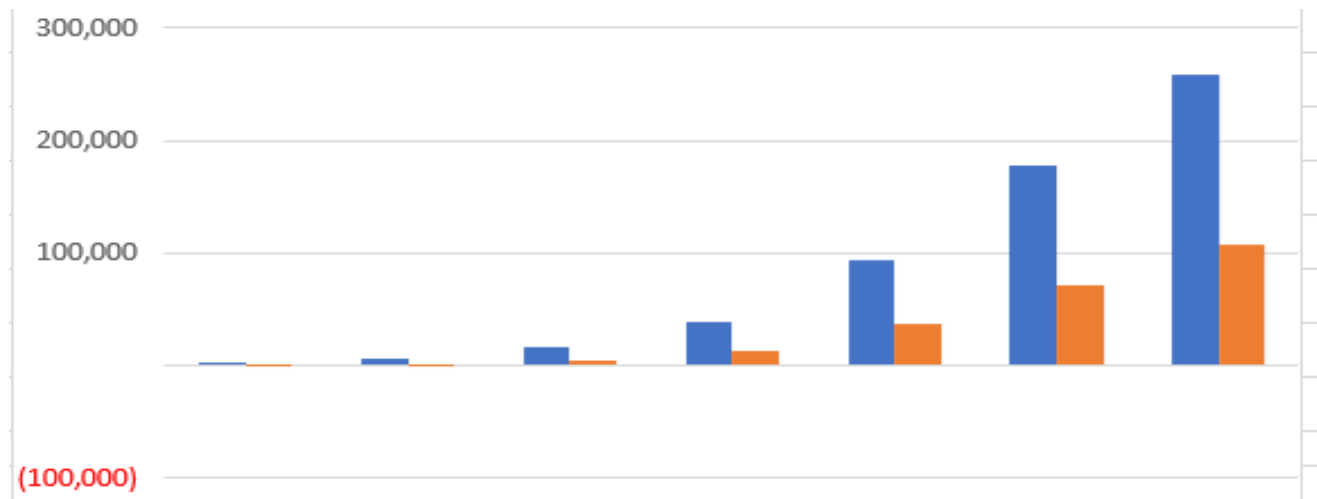
## Three revenue streams

### On-Farm On-Line Business Model - ROI for the farmer - 3 Years

- The **Algaenite™** systems are installed on farms. Connected to the fertigation system.
- Produces nitrogen fertiliser from the air on the farm.
- **Licensing / Leasing** - Recurring revenues for the company.
- Sales of the PBR equipment and services.

### Sales of BLF – Bio Liquid Fertiliser

- *The best organic nitrogen-rich liquid fertiliser (**available nitrogen**)*
- *35% higher yield than competing organic fertilisers*



	2027	2028	2029	2030	2031	2032	2033
<b>Sales</b>	<b>1,480</b>	<b>6,434</b>	<b>16,954</b>	<b>38,864</b>	<b>93,172</b>	<b>178,524</b>	<b>258,552</b>
<b>EBITDA</b>	<b>(1,338)</b>	<b>(371)</b>	<b>4,916</b>	<b>13,016</b>	<b>37,171</b>	<b>71,463</b>	<b>106,951</b>

# Beta Sites in Ramat Negev, Connecticut, Almeria and Denmark



Who we are

[www.Algaenite.com](http://www.Algaenite.com)

Technology developed in Kfar Bialik, Israel, funded by the EU Horizon 2020

A spinoff from the Growponics, Go Green technology powerhouse



GrowPonics



Over 30 Hydroponic projects



Over €40,000,000 investments



Over €12,000,000 in R&D



[Algaenite Video S2](#)

[Video PPT](#)

Winners of the EU Seal of Excellence 2022  
For the Algaenite™ technology

Lior Hessel Co-Founder and CEO  
Agricultural Engineer, M.Sc. NYU School of Engineering  
[liorh@algaenite.com](mailto:liorh@algaenite.com)


# THE TEAM



**Lior Hessel**   
**Co-Founder and CEO**

Entrepreneur with vast experience in Ag-Tech.  
Founder and CEO of Growponics



**Anders Thomsen**   
**CEO Algaenite ApS Denmark**  
Marketing



**Tim Macal**   
**CEO Algaenite Inc. USA**  
Marketing



**Dr Yuri Belilovsky**   
**Head Engineer**  
35 years of engineering experience  
Energy and thermodynamics expert



**Amos Daskal**   
**Controls and Microprocessors Engineer**  
25 years of engineering experience in  
the Israeli high-tech industry



**Liat Hessel**   
**Co-Founder and CRO**

Food scientist with over 15 years of experience in  
alternative portion R&D. Adv, Food Law Consultant.



**Dr Omer Grundman**   
**CTO Director, The Ramat Negev  
Desert Agro Research Centre**  
Biotechnology executive with deep  
expertise in microalgae cultivation



**Dr Yuval Kaye**   
**Director, The Ramat Negev Desert  
Agro Research Centre**  
Chief Agronomist



**Dr Noga Weissman**  
**Ramat Negev Desert Agro Research  
Centre**  
Biotechnology and microalgae expert



**Professor Yoram Gerchman**   
**Research and development**

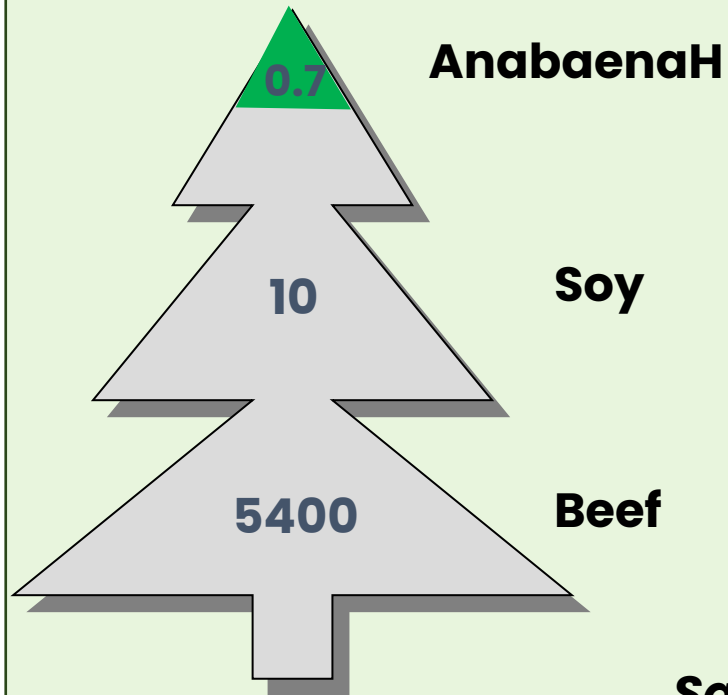
Full Professor at Oranim Academic College.  
Researcher at the University of Haifa. Vast  
experience in biotechnology, including nitrogen-  
fixing cyanobacteria and biochemistry.

# Thank You

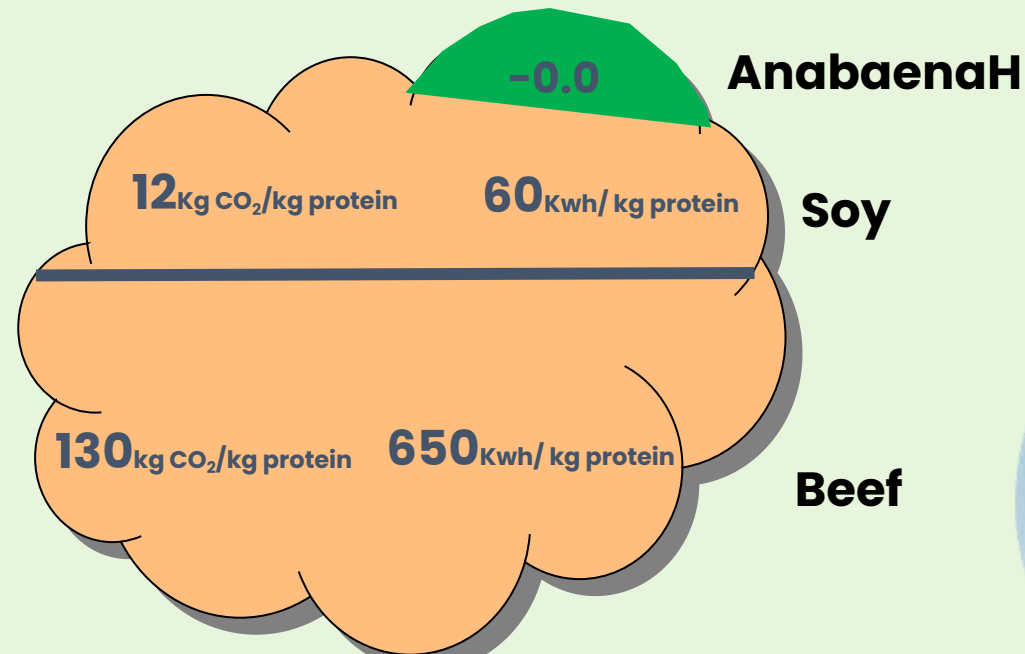
**More slides to follow**

# Our Planet's Future Depends on Microalgae for Efficient Use of Natural Resources

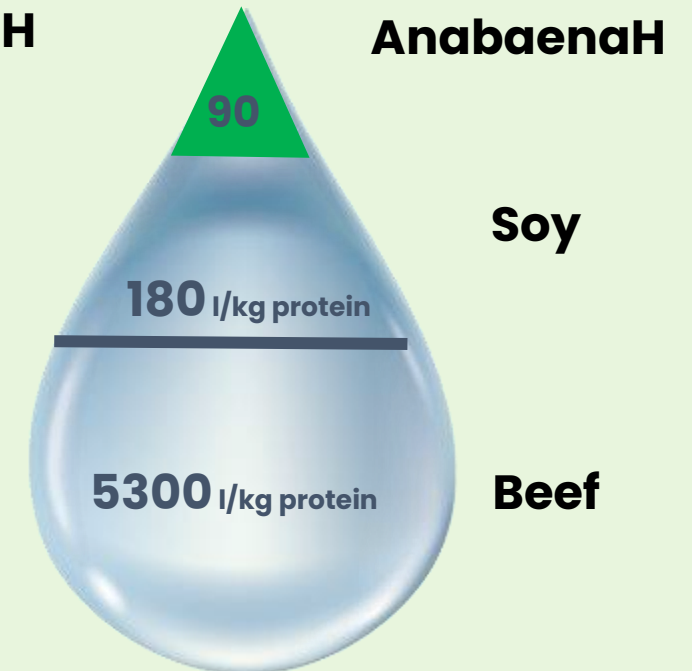
**Land Use**  
(1000m<sup>2</sup> / Kg Protein)



**CO<sub>2</sub> Emissions / Energy**



**Water Consumption**  
(Litre of water/kg protein)



***Saving the Planet's Resources***

# The PBR – Protein production system – Technology for future Protein farms

## Next-generation farming

A columns system that enables the efficient growth of cell biomass, from which protein is subsequently extracted.

The columns are transparent to allow light to penetrate, for the benefit of the photosynthesis process carried out by the microalgae. At the bottom is the manifold, a system of pipes that hold the columns with a seal, which channels air enriched with carbon dioxide essential for algae growth. The airflow creates gas exchange and allows for the mixing of the biomass generated within the PBR.

To enable good control of the system ( from a distance over the cloud ), the PBR has a control and monitoring system that also optimizes the growth process. The development includes an algorithm for growing a culture called NightKeep™.



## Our IP – Two Patent Applications where filed, in 2018 and in 2024



Provisional patents

**62/724,457**

**August 2018**

**63/588,724**

**October 2023**



PCT

**IB2019/057284**

**Aug 2019**

PCT

**18/357,188**

**October 2024**



Applications  
in **Europe**  
and in the **US**

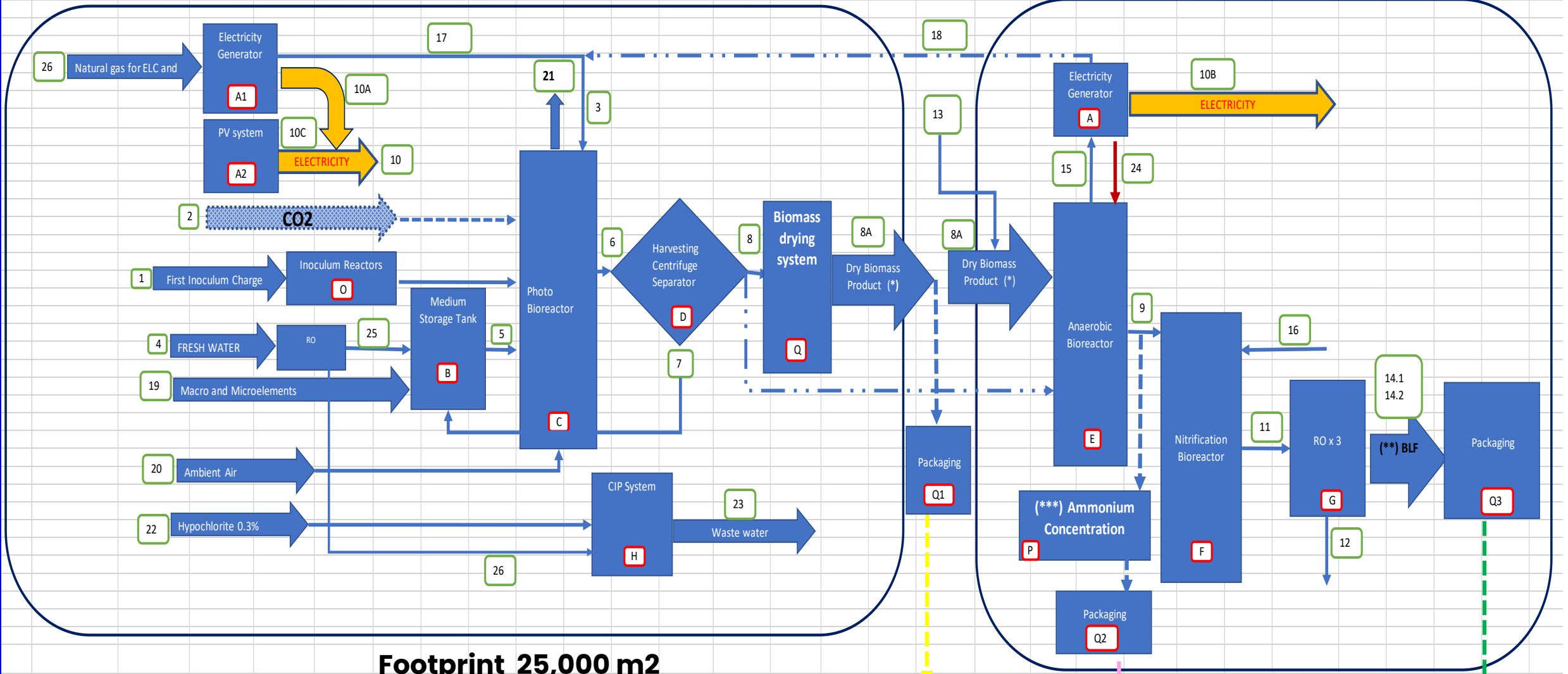


**Covering process engineering, algorithms, and machine learning  
Over \$35,000 invested in IP protection (Leading Israeli IP Law Firm)**

# Our Process

## Biomass Photo Bioreactor (BPB) Plant

## Bio Liquid Fertilizer (BLF) Plant



**Footprint 25,000 m<sup>2</sup>**

**75 Ton/Ha  
Of Protein**



**(\*) Biomass: 374 Tons of Biomass Annual Production (52% Protein 8.2% Nitrogen)**

- Feed Stock for Biofertilizers Production
- Plant Based Protein (Bio) - Meat/Fish Analogs
- Food and Feed Additives
- Feed Stock for Bio Cosmetics Industry

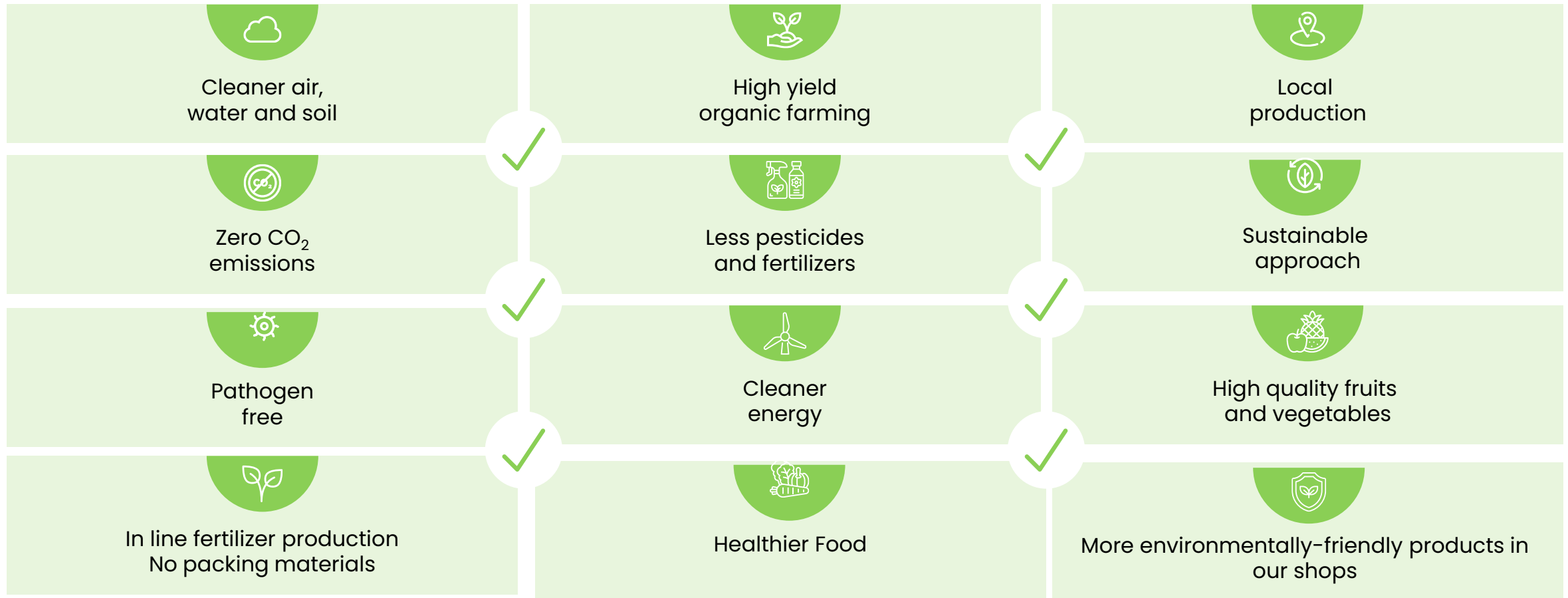
**(\*\*\*) Beauty Industry**  
15% Ammonium Solution  
250 ton annual production

**(\*\*) BLF - Bio Liquid Fertilizer Composition:**

- 3-0-0+6CaO+Me (856 m<sup>3</sup>/Y)
- 5-0-0+10CaO+Me (545 m<sup>3</sup>/Y)
- 3/5-0-Hold + Hold + Me (Hold)

# Meets EU Green Deal Objectives

The European Green Deal will improve the well-being and health of citizens and future generations



# Addressing 6 of the 17 United Nations Sustainable Development Goals:



# Competing Organic Fertilizers:



























<b>Available Nitrogen</b>	<b>5.5%</b>	<b>0.4%</b>	<b>0.16%</b>
<b>Nitrogen source</b>	<b>Air</b>	<b>Plant residue</b>	<b>Organic wastes</b>

### And we have:

- ✓ **30% Additional yield**
- ✓ **Competitive cost**
- ✓ **Suitable for fertigation: Fully dissolved in water**
- ✓ **Free of pathogens, hormones, antibiotics**

# Competing Nitrogen Bio Fixation Technologies



Bacteria Species	Anabaena	Klebsiella Variicola	Gluconacetobacter Diazotrophicus
Energy source	 Sun	 Sugar	 Sugar
Application	On site fertigation or hydroponics	In furrow.	In furrow or foliar
Applicable in fertigation	 Yes	 Yes	 Yes
Applicable in hydroponics	 Yes	 NO	 Only foliar application
Crops	 All	 Maize, wheat, sorghum	 rice, wheat, maize, soybean and others
% of N supply	 100%	 20-30%	 Up to 50% w/o yield increase
Organic input certified	 Not yet	 No	 Not yet
Enables organic certification of the farm	 <b>Yes – in the US</b>	 No	 Requires additional organic fertilizers
Time to market	 Six months	 Commercial	 Commercial
Funding raised	€2.5M from the EU	€430M series D	N/A. From angels and Virya LLC

 good

 restriction

 drawback

# Environmental Benefits

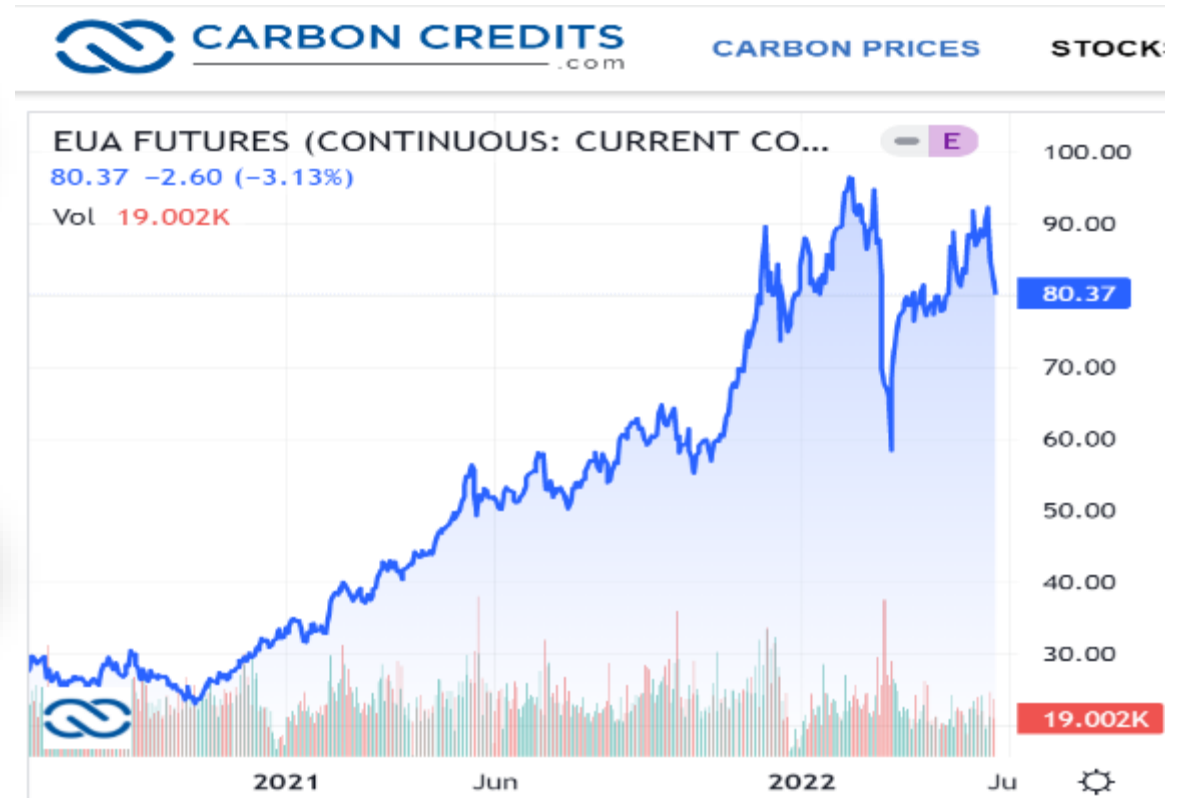
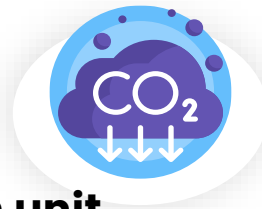
## Produces Renewable Energy

**Methane is a by-product of the reactor and is used for generating 1/3 of the electricity needed to run the factory**



## Negative CO2 Emission

**Carbon Dioxide Removal (CDR)  
337 Tons per year per 3ha production unit  
Current price – €80.37 per Ton**



**1.5 tons of CO<sub>2</sub> absorbed per 1 ton of Biomass**

# The Organic Fertilizer Market

- ▶ **Global organic fertilizer market will reach \$15.8 billion by 2026 with a CAGR of 13.7% from 2020 to 2026**
- ▶ Retail sales for organic products have increased by over 128% in the last 10 years, from approximately \$18b in 2009 to \$41b in 2019.
  - ▶ Organic food sales have grown +36% in Germany between 2018 and 2020\*\*.
  - ▶ 344,000 organic food producers in Europe in 2019, +5.1% more than in 2018 (IFOAM Organics Europe).
  - ▶ [European Green deal target](#): 25% of all land under organic farming by 2030 from 8.5% in 2018

Current Market Prices for Organic Fertilizer (275 Gallon Totes - 1m<sup>3</sup>)  
**\$5,000 (low quality) – \$13,000 (premium fertilizer)**



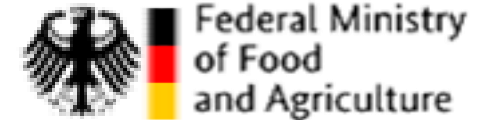
# THE MARKET – GERMANY: LARGEST BIO MARKET IN EUROPE



## Growing demand for organic produce

### The German Government Strategy for the Future of Organic Farming

*“20 percent organic farming in Germany by 2030” is the Federal Government’s target, as set out in the Sustainable Development Strategy, because organic farming is a particularly resource-efficient, environmentally sound and sustainable form of agriculture.*



In 2020, the organic market in Germany grew by 22% to €14.99 billion<sup>(1)</sup>.



About 20% of the organic produce is imported.



Every day, on average five farms convert to organic – roughly 500 football fields<sup>(2)</sup>.

(1) <https://www.bmel.de/EN/topics/farming/organic-farming/strategy-future-organic-farming.html>

(2) <https://www.deutschland.de/en/topic/environment/how-germany-is-promoting-organic-farming>

# Algaenite In Europe



**Anders Thomsen**

CEO Algaenite ApS Denmark

1. Establishment of Algaenite ApS in Denmark, with Anders Thomsen as CEO.
2. Establish Algaenite demonstration site (beta sites) at Legro A/S, DTI/Nordic Greens is in Denmark (**LOI**), and TECNOVA Technology Center is in Spain. (**LOI**)
3. Documentation and Validation from the beta sites.
4. Certification of Algaenite products in Denmark and Europe. (**Novel Food**)
5. Business plan, financial projections, marketing & sales strategy for the European market.
6. Hiring and scaling up the Algaenite ApS company in Denmark for sale, marketing & technical support.
7. *Alternative protein 2 year R&D (from TRL6 to TRL8)*. **Product A** – Protein powder AnabaenaH Consecrates. **Product B** – Phycocyanin – Functional, high-value protein.

# Algaenite ApS – three-year work plan in Europe :

The go-to-market plan for the BLF PBR systems is based on a phased approach:  
**Demonstrate – Validate– Expand – Scale (BOT).**

1. The Algaenite ApS company establishment with Anders Thomsen as CEO.
2. Establish Algaenite demonstration site (beta sites) for liquid bio-fertilizers at
  - Legro A/S
  - Danish Technological Institute in Denmark
  - TECNOVA Technology Center in Spain.
3. Documentation and Validation from the three beta sites.
4. Certification of Algaenite products in Denmark and Europe.
5. *Alternative protein (from TRL6 to TRL8).*

**Product A** – Protein powder Anabaena Consecrates.

**Product B** – Phycocyanin – Functional, high-value protein.



# Environmental Benefits

The system contributes to the quality of the environment since it is produced based on solar energy only, and the innovative development allows for 0 GHG emissions. The ISO 9001 certified

## Produces Renewable Energy

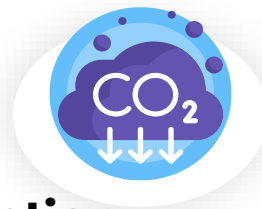
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