

# Towards Industrial Implementation of Innovative Food Processing Concepts for 100% Utilization

Dennis Lohmann





Food Processing Machinery

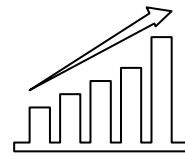


We Innovate Food Value Chains



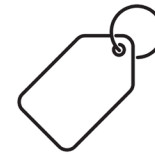
## Experience

We have over 100 years of global experience in food processing



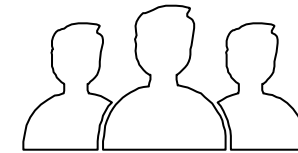
## Growth

Conscious leadership is leading to continuous growth as a global enterprise group



## Brands

4 brands, one integrated solutions portfolio – sold in more than 99 countries



## People

We employ more than 1500 people worldwide



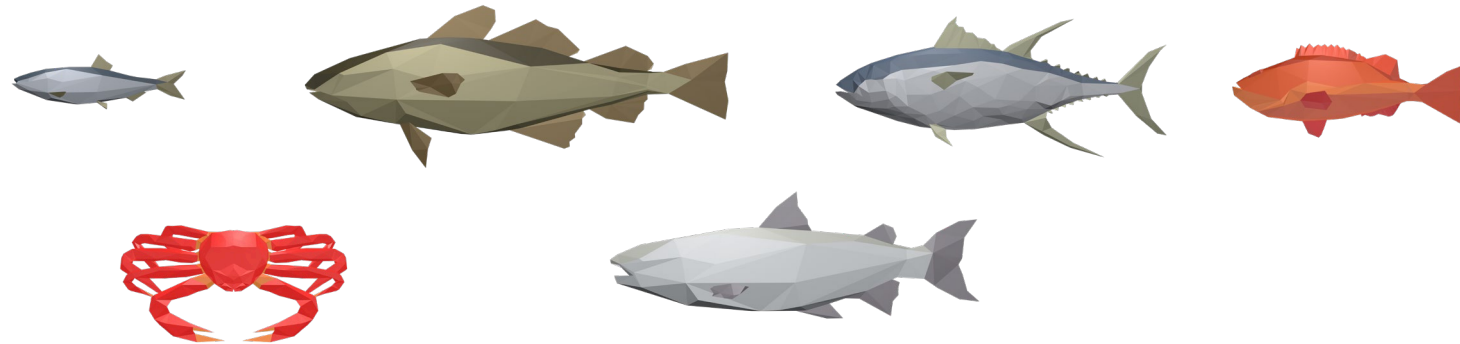


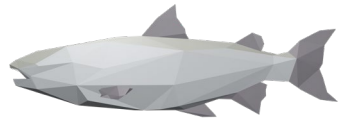
## Expertise

Our business is based on three main pillars: fish and poultry processing, and digitalization, including cross-industry solutions



## Fish





Farmed Salmon

## Heading and Gutting Solution



Harvesting



Stunning/Bleeding



Chilling



Gutting

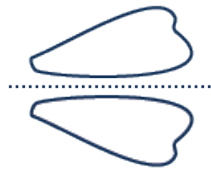


Cleaning/ Descaling



Heading

## Filleting Solution



Filleting / Splitting



Trimming



Pinbone Removal



Skinning



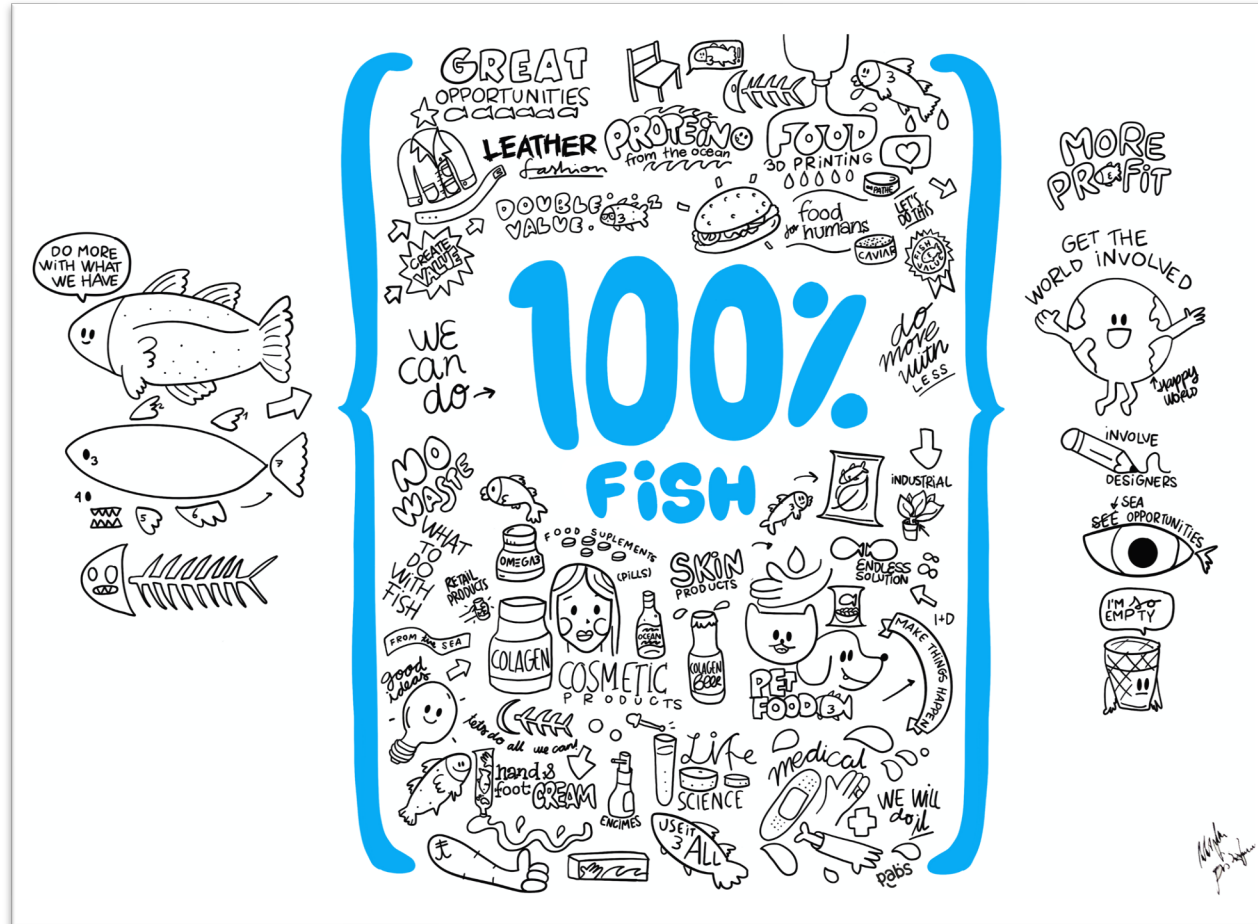
Portioning / Slicing

**Q1:**

Where is the highest opportunity to grow with the same amount of smolts?

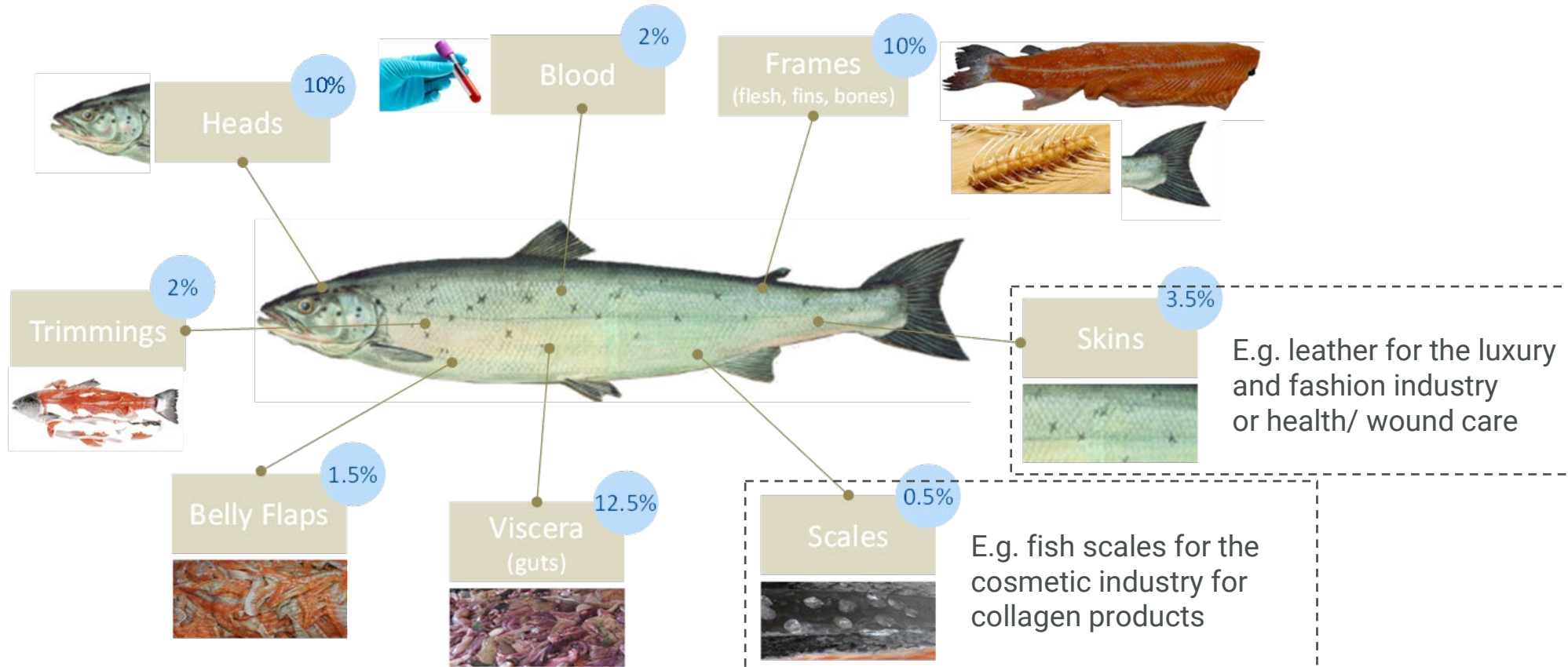
# Co-Products Mean Value Adding

We collaborate to learn and gain inspiration for further developments



# Co-Products Mean Value Adding

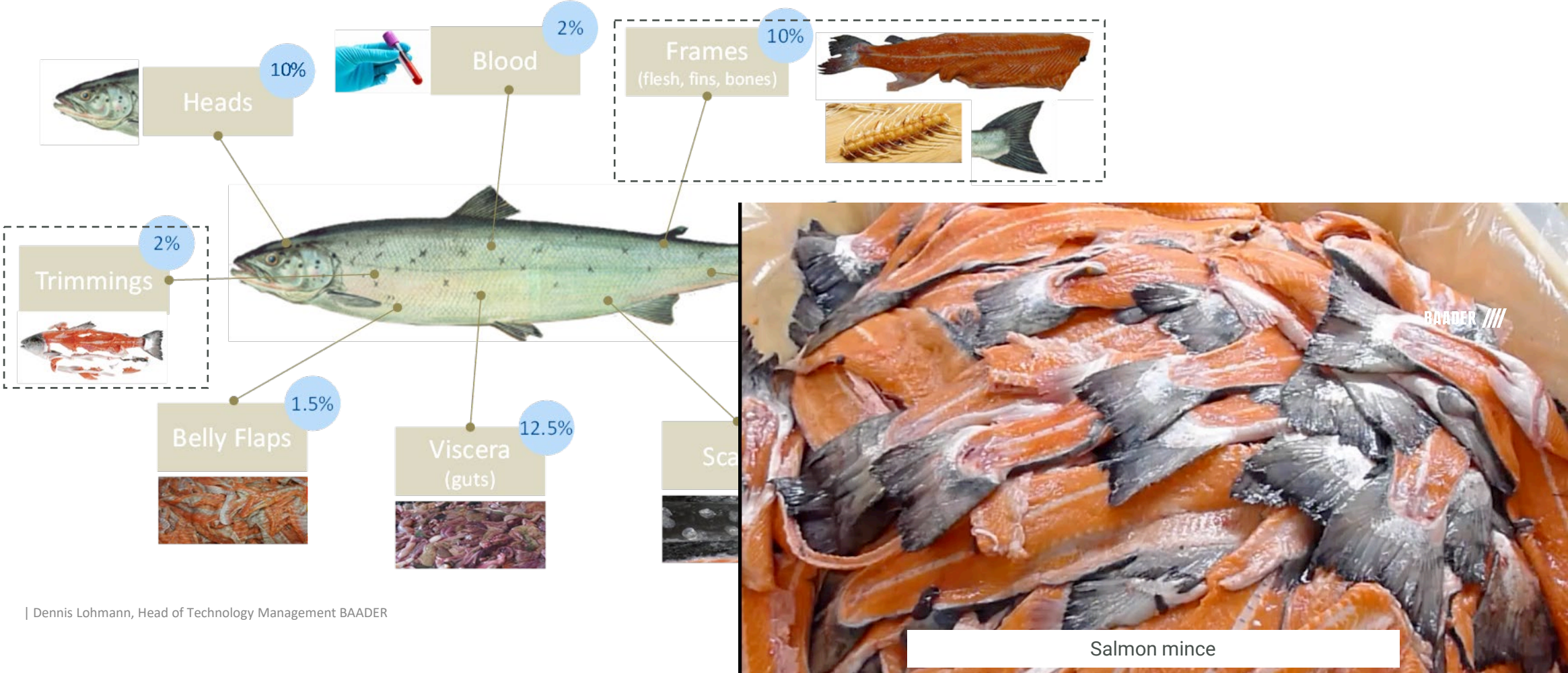
Beyond packing heads and sending frames to be processed as fishmeal





# Co-Products Mean Value Adding

Beyond packing heads and sending frames to be processed as fishmeal

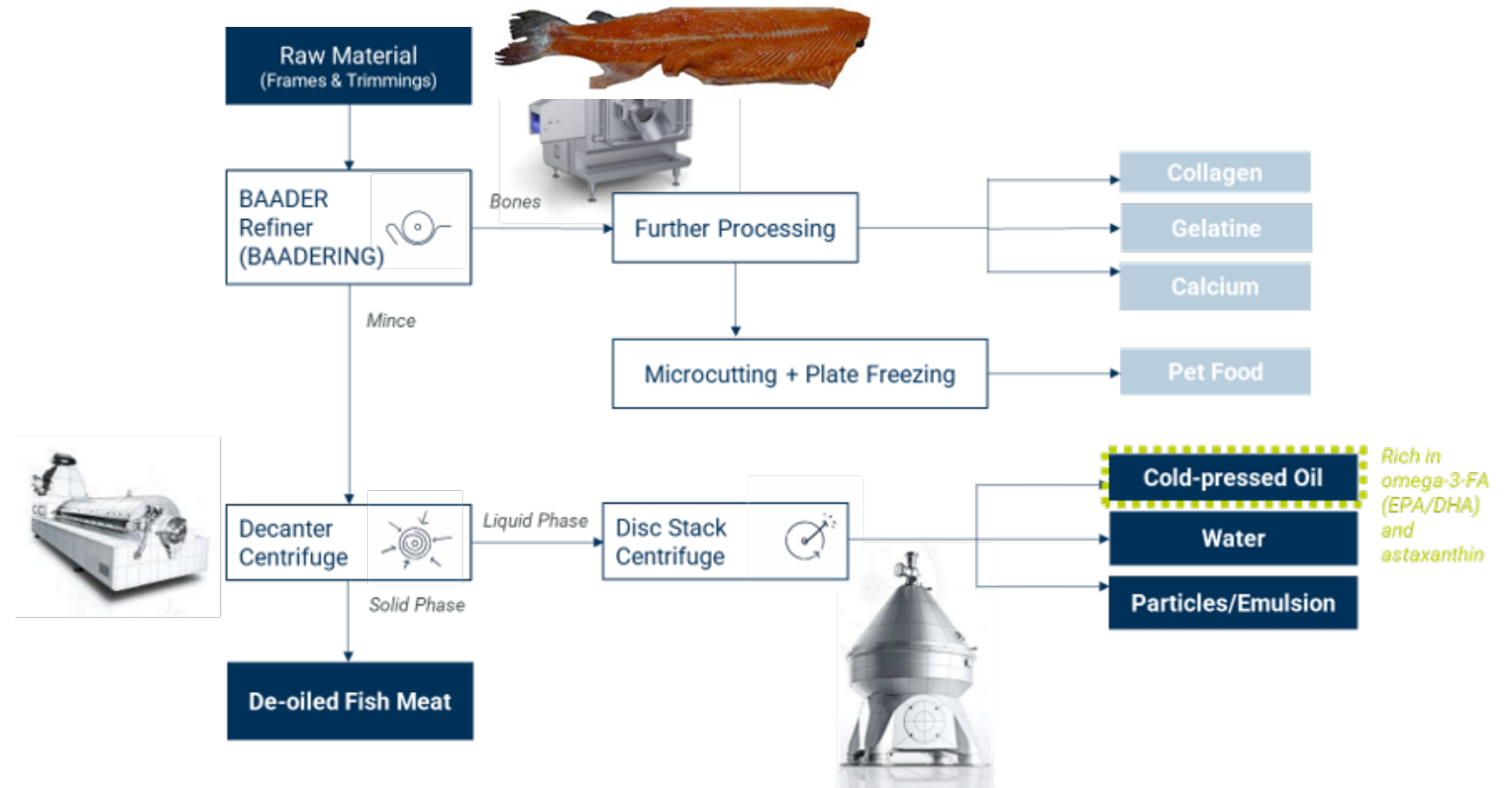


# Co-Products Mean Value Adding

Beyond packing heads and sending frames to be processed as fishmeal



Cold Pressed Oil



**Q2:**

What's happen around us  
and what about alternatives?





A surprising change after 70 years as the leading international meat fair



## The World's Leading Trade Fair – Technology for Meat and Alternative Proteins

IFFA covers the entire market for processing, packaging and selling of meat and alternative proteins. Thus offering the global food industry a platform for innovation and networking.

 **4.-6. SEP 2022**  
**MESSE BREMEN**



Source: Garden Gourmet



Source: Frosta



Source :Iglo



CLIMATE  
CHANGE  
IS  
REAL

GO  
VEGAN

ACT  
NOW

CLIMATE  
EMERGENCY

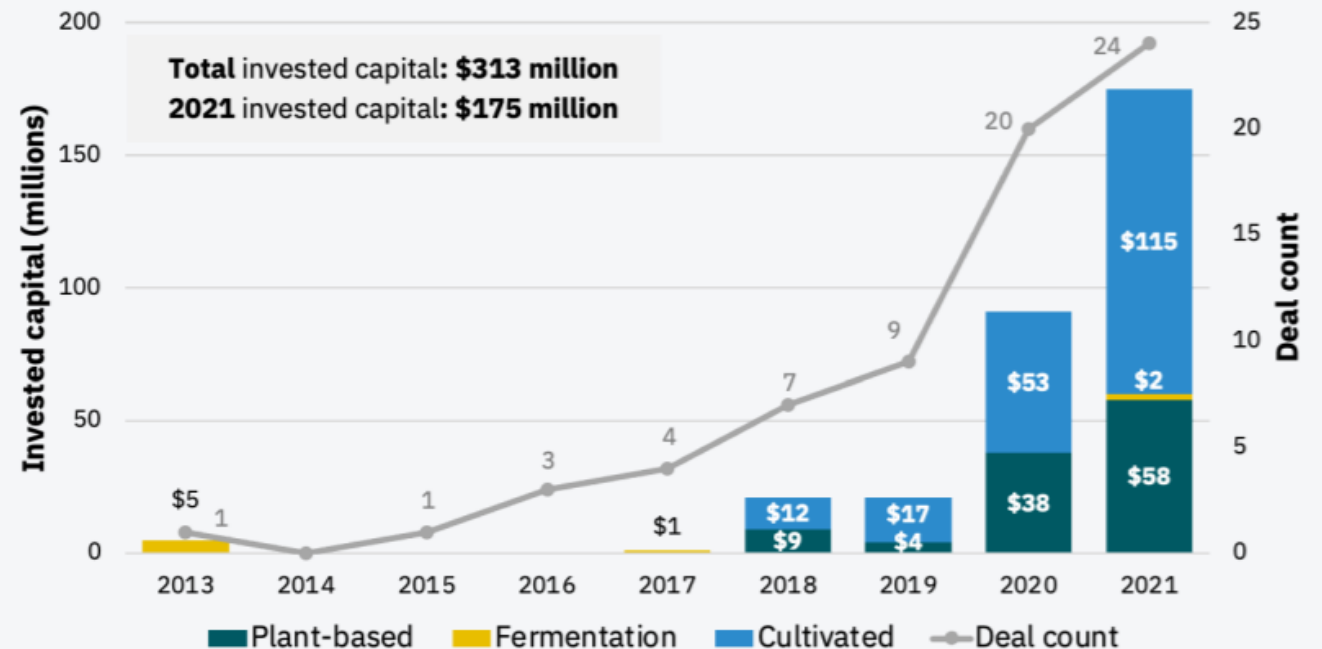


# Shift to alternative?

Is such a massive shift possible in that short of a period?

- + 5 billion USD financial investment in alternative proteins worldwide
- 60% investment increase since 2020
- 1,5 billions USD are invested in cultivated meat and seafood in 2021

**Figure 14: Annual investment in alternative seafood companies (2013–2021)**



Source: GFI analysis of data from PitchBook Data, Inc.

Note: Data has not been reviewed by PitchBook analysts. Invested capital includes accelerator and incubator funding, angel funding, seed funding, equity and product crowdfunding, early-stage venture capital, late-stage venture capital, private equity growth/expansion, capitalization, corporate venture, joint venture, convertible debt, and general debt completed deals.

# Promising Results

In a small scale test we have been able to create all sorts of shapes without additional binders.

A mild tasting product has been created – just add a little lemon and salt.



# How we can react?



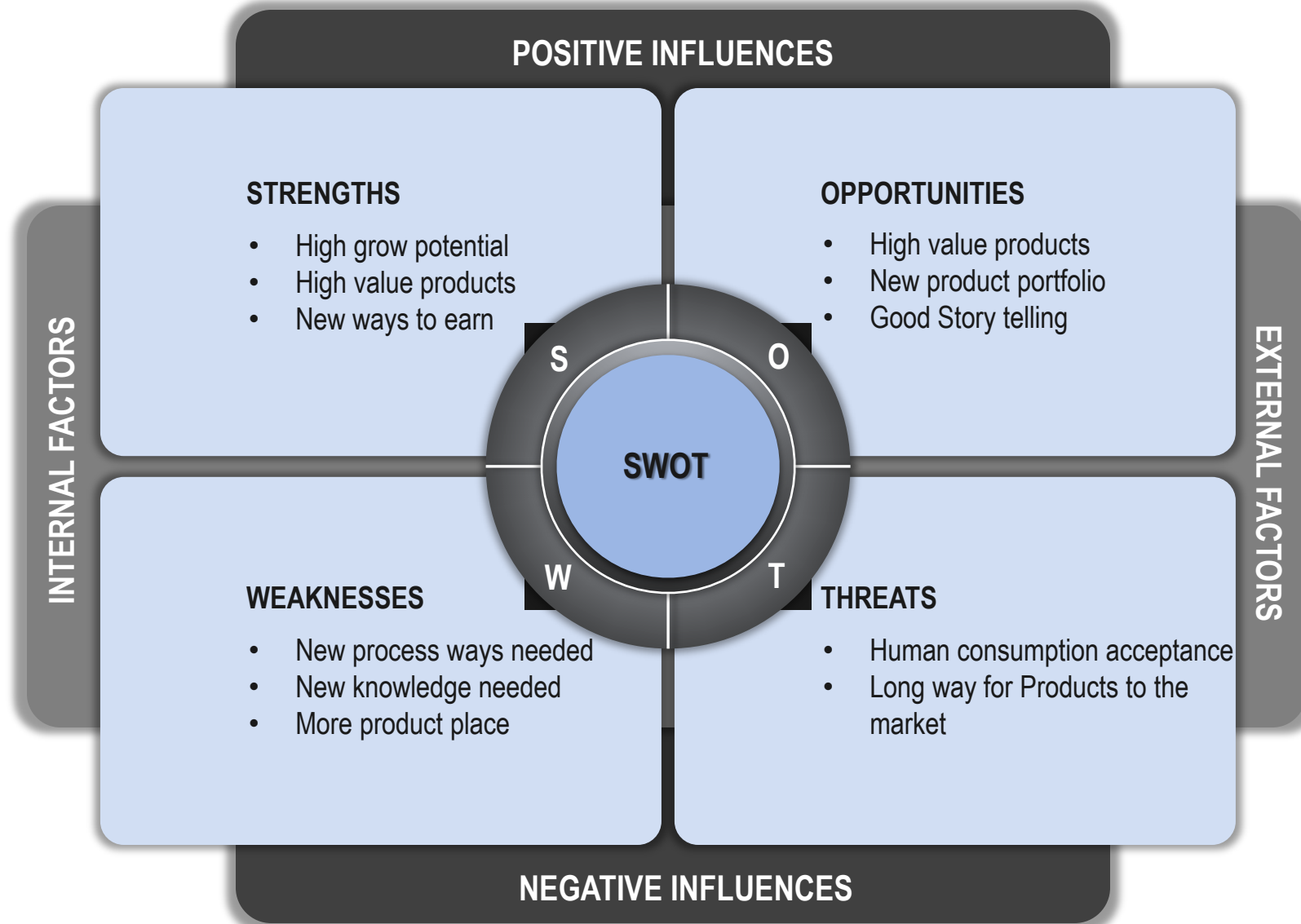
- Use 100 %
- Create value products what alternatives can't offer
- Tell the generation the good story's

## Integration – Collaboration - Acceration

- we have almost fully exploited technology with regards to automating Salmon processing
- Co-Products are not fully used to their full potential – there are options to create higher value products for other industries
- Alternative Proteins could become a new benchmark and opportunity at the same time

**We all need to facilitate the discussion with others on what more we can do with our salmon.**





# Thank You!



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