

Interview with Philippe Tramoy CBDMT



Can you give a brief introduction of CBDMT?

What is your and your company's role in the algae market?

CBDM.T[®] is a market and business intelligence company with offices in France, Switzerland and Israel. As an advisory services company, CBDM.T[®] provides business and marketing services in the life science and biotech markets (market surveys, market scouting, business development and strategic supports).

Do you have up-to-date data of how many companies are involved in algae?

According to our last update Sept 2012, around 350 companies worldwide

Is the number of companies growing rapidly?

15-20% per annum

Which continent or country is ahead?

*North America and Europe in numbers of key players for next development.
Asia is ahead in terms of WW production and this is particularly true for macroalgae.*

How large is the potential market for algae extracts?

30 to 40% of market in biomass volume

What are the challenges your customers are facing?

The most important bottle neck is to get economically competitive process to compete with current conventional production process.

What should be the biggest point of discussion at the 6th International Algae Congress 2012?

*New Development, trends and production yield.
Open ponds versus PBR production systems according to targeted market (technical and economic viability)*

What is your key argument to be part of the Congress in Rotterdam?

To share our pragmatic analysis of the global algae market and meet with key players in this field too

Thank you very much, Philippe!

*Philippe Tramoy
Managing Partner
CBDMT[®] - Market & Business Intelligence
"Sound out the Market... Get into the
Market"*

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