



Grant Agreement no: **745791**

Project acronym: **REFUCOAT**

Project name: Full recyclable food package with enhanced gas barrier

properties and new functionalities by the use of high

performance coatings

Start Date/Duration: 1st June 2017 /36 Months

Title: Report on 1st REFUCOAT Exploitation Workshop. Madrid

Due date: November 15

Participant responsible: **BIOPOLIS**

Type	of document (Dissemination Level)	
PU	Public	Х
RE	Restricted to a group specified by the consortium	
СО	Confidential, only for members of the consortium (including the EC Services)	





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INTRODUCTION

This document is the Report of the 1st Exploitation Workshop for REFUCOAT, a collaborative research project funded by the European Commission Horizon 2020 research and innovation programme under grant agreement No 745791. REFUCOAT investigates hybrid bio-based high oxygen/water barrier and active coatings to be used in a monolayer bio-based food packages (films and trays) as alternative to current metallised and modified atmosphere (MAP) packages to avoid the use of non-renewable materials in multilayer structures that currently lead to complex and expensive recycling steps. The aim of this document is to set out the project's policy on intellectual property rights (IPR) within REFUCOAT. As exploitation and intellectual property (IP) are linked, this plan is in line with the exploitation plan. It should be noted that this document is not legally binding.

This document aims

- to identify, on M18, REFUCOAT Exploitable Results.
- to make partners reflect on Exploitation Issues related with the Exploitable Results identified.
- to gather all the evidences of the realization of the Exploitation Workshop





WORKSHOP AGENDA



Exploitation Workshop CIB-CSIC 15th November 2018

@SciFoodHealth - #RefuCoat - refucoat.eu

Full recyclable food package with enhanced gas barrier properties and new functionalities by the use of high performance coatings

(REFUCOAT GA: 745791)

Thursday, 15th November 2018

Agenda item	Who	Indicative time
Introduction: Objectives of the Workshop	1 - AIMPLAS	10.30 – 10.45
Intellectual Property rights and related issues in collaborative projects	2 - BIOPOLIS	10.45 -11.15
Identification of KET (Key Exploitable Results of REFUCOAT)	2 - BIOPOLIS	11.15-12.15
Concluding Remarks	1 – AIMPLAS	12.15- 12.30





PRESENTATION



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REFUCOAT

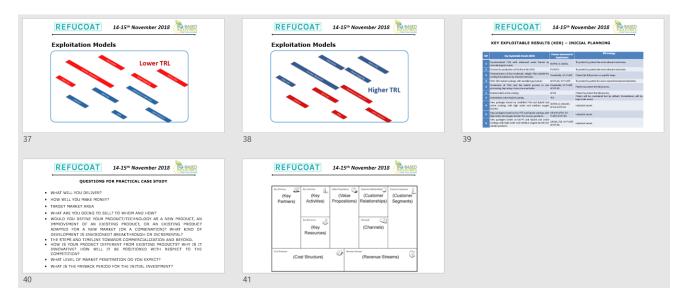
















CANVAS DEVELOPED DURING THE WORKSHOP

During the case study part of Exploitation workshop the "Exploitation brainstorming" was held. all participants were provided with post-its to write their ideas for new business model from REFUCOAT project using CANVAS BUSINESS MODEL.

As a result, we have integrated all ideas from partners and obtained a whole view roadmap of REFUCOAT project exploitation:

The REFUCOAT Business Model Canvas

Key Partners

- TECHNOLOGICAL CENTERS AND ACADEMY
- PHA PRODUCERS (TIANAN, BIOMER,KANEKA)
- AGRI-FOOD COMPANIES
- PACKAGING PRODUCERS
- ACTIVE SUBSTANCIES/ ADDITIVES PRODUCERS
- COATING FORMULATION COMPANIES
- ENCAPSULATION OF ACTIVE COMPOUNDS COMPANIES
- INDUSTRIAL COMPANIES INTERESTED IN R&D POLYCONDENSATION PRODUCTS
- CHEMICAL INDUSTRY AND THEIR SUPPLY CHAIN
- PUBLIC AUTHORITIES

Key Activities

- Basic research and lab scale
- Optimization of polycondensation process
- Blown extraction of films/substrates
- Coating of active coatings on film
- Microbial strain and process development
- Collaborative applied research and development activities
- IP management
- New materials for extrusion
- New coatings development
- Development of an antioxidant coating
- Development of a whole active packaging which is able to prolong the shelf

Value Proposition

- Bio-based and biodegradable coating
- Food grade approved
- Shelf life expansion
- Demonstrated successful expertise on biobased plastics and project management
- Key knowledge in polymer production strains
- Different approach from competition applying both processes at one place extrusion+coating – in fact from raw to final market products
- Simpler overall process in polycondensation
- Less processing steps
- Advantage in biological waste management/circular economy

Customer Relationships

- Attend to commercial events to support companies
- Technology enable research partner
- Already existing customer
- Commercial visits
- Personal contacts to industry in congress/exhibitions

Customer Segments

- Packaging industryFood industry
- Food industr
- R&D centers
- UniversitiesPolymer producing
- industryResearchers
- Food industry
- Cosmetic
- Printed electronic plastronic
- Pharma
- · Chemical industry
- •

REFUCOAT



life of the package food product Isolation and incorporation of bacteriophages as natural antimicrobials Antimicrobial activity study Technical viability validation Legal issues	 Generate specificity against target microorganisms New and potentially more sustainable processes New material with improved properties for new packaging Coating with oxygen/barriers properties Blends 	
Key resources Knowledge, equipment Experience, know-how Willinguess to explore new ways/new processes Network of partners from former projects Own financial support Private customers Founders Investors International+national funded projects Direct industrial collaboration		



CONCLUSION

The canvas business model developed during the Exploitation Workshop in Madrid is going to serve as a basis for a continuous evaluation of exploitation strategies of REFUCOAT' partners. During the next Exploitation Workshop at the end of the project (M36) the inputs for business strategies of all partners will be updated and the final exploitation strategy will be reported.

PICTURES













ASSISTANCE SHEET



18th Month Meeting 14th & 15th November 2018 CSI C-Madrid

Exploitation Workshop

Signature List 15th November 2018

ENTITY	ATTENDANCE	SIGNATURE
AIMPLAS	Javier Marzo	E MAN
	Lorena Rodríguez	D
	Antonia Rojas	
BIOPOLIS	Iryna Sukhotska	to
FRAUNHOFER	Simon Kemmerling	5. R. J
PRAUMING BY	Sebastian Reinhardt	S. Market
MI-PLAST	Filip Miketa	Jullege
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AINIA	Concha Bosch-Navarro	At.
Thünen	Eric Weingart	Cin
	Linda Teevs	liude Fes











18th Morth Meeting 14th & 15th November 2018

CSIC-Madrid

Exploitation Workshop

Signature List 15th November 2018

	Ultiplikata Donife	do
CSIC - CIB	Oliver Drzyzga	Tij at
	Auxi Prieto	and
	Arantxa Mato	10





