

Company Overview.

Oilean Glas Teo, trading as OGT started operations in Sept 2004 and operate out of a 1500 sq. metres Udaras factory based in the Gaeltacht area of Kilcar Co. Donegal. The company employ 18 full time staff. In addition 8 seaweed harvesters are employed as harvesters and operate under the management of the company's "Sustainable Seaweed Harvesting Programme".

Oilean Glas Teo spent its first 15 months developing, testing and perfecting a liquid seaweed product under the brand name – "AlgaeGreen".

Amenity Market

AlgaeGreen was launched on the Irish Golf course Market in 2006 as an organic Plant conditioner for Tees, Greens and Fairways. Within the space of one year the company had secured over 50% of the Irish golf course market.

Buoyed by this success in Ireland OGT started exporting AlgaeGreen to golf courses in the UK, Spain, France, Portugal and USA. Now household names like Pebble Beach - venue for the 2010 US Open, Lytham & St Annes venue for the British Open and Olympic Club host to the 2012 US Open are users and key promoters of Algae green. The success chain has spread to courses all over the US and continental Europe.

Diversifying further into other sectors of the Amenity market Algae Green is now used on top horse racing courses in the UK, European Premier and Champion League Clubs like Arsenal and Real Madrid and tennis clubs including Wimbledon.

Agriculture & Horticulture

The Agriculture and Horticulture markets are key growth areas for OGT. The product is used for all types of fruit & vegetable growers. This sector continues to grow year on year and all OGTs product carry the European Organic IMO certification.

Animal Health

OGT entered into the animal Health market in 2011. This market is another new milestone for the company and already accounts for 10% of the company's export business. The animal food products carry the GMP European Quality Certification.

OGT's Sustainable Harvesting Programme:

All the seaweed processed by OGT is freshly harvested by hand by experienced harvesters, as it has been done traditionally for several centuries.

At low tide, the harvesters use a hook in order to cut the seaweed (*A. nodosum*) plant from the rock leaving approx. 20 cm of the main shoot attached to rock; this gentle harvesting technique allows to the seaweed plant to replenish within 3 to 5 years depending on the water flow in the area.

All sites operate a harvesting management programme whereby a section of mature seaweed will be retained adjacent to areas of freshly harvested Seaweed. This process protects the habitat of local species and to allows for a continuous germination programme.

A rotation programme within sites allows for the harvested areas to remain untouched for a period of time until the new seaweed plants get sufficient time to reach maturity. Only then will the harvester return to the area to harvest the older and more mature seaweed.

The main processes and systems in managing OGT's programme are:

1. The raw material seaweed is harvested, in a sustainable manner, by subcontracted harvesters / cutters and delivered to our production plant.
2. The seaweed is hand-inspected, sorted and washed with fresh water, then cut to a pre-defined size before entering the extraction process.
3. Natural compounds such as pigments, vitamins, hormones, amino acids are sensitive to heat so in order to keep AlgaeGreen as active as possible, keeping processing temperatures low during the extraction process is crucial in order to produce an active seaweed extract.
4. OGT's cold process enables the retention of the bioactive molecules naturally present in the seaweed in as intact a state as possible. The burst of the seaweed cell walls allows the release of the main bioactive compounds into the liquid fraction of the product. AlgaeGreen Seaweed Liquid is the result of OGT's efforts to preserve as much as possible all the key compounds of seaweeds intact and hence benefit directly to the turf and its health
5. Once extracted, the product is concentrated to the desired concentration before filtration to guarantee its full solubility.

Research & Development

Our Irish forefathers always appreciated the nutritional value of the seaweed plants that grow along the coastline and used them on the land and as a source of food. Unfortunately the lack of scientific knowledge left us in the dark as to why these plants contributed so much to our heritage. The R&D division in OGT have scientifically proven many of the key values contained in some of our seaweed plants like *Ascophyllum Nodosum* and *Laminaria*. In the past 4 years OGT has spent an average of 15% of its sales budget on R&D. Through its investment in R & D, OGT have captured a rich pool of knowledge in the following areas.

- Substantial bank of knowledge in the management of its resources
- Factual scientific analysis on the benefits of Seaweed to a plant.
- Factual scientific knowledge on the benefits to Animal health.
- A bank of scientific knowledge on the benefits to human health
- The knowledge to extract The highly valuable Fucodian for the Pharmaceutical Industry

Some of the contracted Research partners in OGT's programme are;

Ireland

The Irish Marine Institute

Queens University Belfast

National University Ireland Galway

Europe

CEVA

Innovitas

Tradecorp

OGT Management

OGT has a strong Board of Directors who meet on a regular basis to oversee the development of the company and to assist and direct management with the operational and development activities. All the board members are investors in OGT and have a strong desire to ensure that the company becomes an international leader in its field. They recognise that as the company grows, new members must be added to the management team to support this growth. The CEO, Declan Gallagher a native from Kilcar typifies the passion for success and has installed this throughout the company. OGT was an Ireland finalist in the 2009 Ernest and Young Enterprise awards (Emerging Business category) and winner of the Ulster Bank (RBS) 2010 Regional award. Declan's successful business background working previously in the management team of an International Fishing Company has been beneficial in quickly establishing the company as an International Player.

Supporting Declan at senior management level Frank Hennequart's knowledge of the technical aspects of Seaweed has also been paramount in the company's growth and success.

In the past 3 years the company have invested in building a strong mid management team. All the key sectors of the company now have a dedicated manager to oversee the daily functions of their department. Investment in training is provided to staff on a continuous basis and this will be an ongoing requirement as the company continues to expand.

The Future

Seaweed is a natural resource with a long history of being a valuable health resource to both the animal and human food chain, hence OGT's motto "Understanding the gifts of the Sea to enhance nature". While it has a strong past, the future depends on how we manage the resource. The model designed by OGT's for its Sustainable Resource Management Programme is geared heavily towards "Sustainability, Traceability and Regeneration."

The Irish Seaweed Industry like any other Industry needs success stories and leaders to follow. The management at OGT in conjunction with the essential support of the key Government stakeholders are confident that they can write that script where others can follow. They will ensure protection of the resource, the employment of **50 plus people** in a disadvantaged Gaeltacht area, good export opportunities and a strong financial return for the Irish economy.

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Key Multi Nationals Customers are not going to take the Irish Seaweed Industry or companies Like OGT seriously unless the products they supply can be supported with two key documents

- *Extensive scientific research on the benefits of seaweed*
- *The guarantee to provide Continuity and consistency of Supply*

OGT in the past 5 years have invested over 1 million Euro in R & D (see appendix ???) and this has opened doors to the Multinationals

*In relation to providing continuity of supply it is imperative that the company secure a minimum of a **15 year licence** renewal on the satisfactory protection and management of the resource.*