

An interview
with



**D. Ry Wagner,
Ph.D.,**

President, International
Agribusiness,
AlgaEnergy S.A.



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Please can you tell me a little about yourself and your company?

D. Ry Wagner, Ph.D.,
President, International Agribusiness,
AlgaEnergy S.A.



I am the president of International Agribusiness of AlgaEnergy and have over 30 years of experience in the international agricultural sector. I received my B.Sc. in botany and plant pathology from Michigan State University and earned my Ph.D. in genetics at the University of Washington. Prior to entering the private sector, I was a professor in the Institute of Molecular Biology at the University of Oregon. I am the author of over 30 research publications, hold over 35 issued patents and have over 60 patents applications currently under prosecution. I have held executive roles in global companies such as Dow AgroSciences (global new ventures and technology leader, 2009 to 2014) and Agrinos AS (chief executive officer, 2014 to 2018).

AlgaEnergy: AlgaEnergy is a biotechnology-based company specialized in the science of microalgae. Along with long-term private shareholders, AlgaEnergy enjoys the participation of two multinational companies, IBERDROLA and YOKOGAWA,

both ranked among the 100 most sustainable companies of the world. AlgaEnergy has consolidated over four decades of state-of-the-art knowledge related to microalgae generated by both university and private sector researchers to position itself as the main international reference in this field. AlgaEnergy's mission is to develop and commercialize innovative high-quality products derived from microalgae, targeting specific needs in different industries.

In the agricultural sector, after 10 years of research and development, AlgaEnergy launched to the international markets its range of high quality biostimulants produced by combining different microalgae species grown at AlgaEnergy's best-in-class facilities. The effectiveness of AlgaEnergy's agricultural products have been validated in terms of increasing yields and improving qualities by numerous independent field trials.

What regions/markets are of particular interest to you and why?

Beginning in 2019, the company has extended its product portfolio to include new technologies and brands for international markets as part of its Project Victoria. As a part of our growth strategy, AlgaEnergy is entering agricultural markets around the world beginning with key countries in each region. Currently we have businesses in several countries in

Europe and North America as well as in India and Turkey, and are in the process of opening businesses in other countries and regions as well. AlgaEnergy is focused on establishing long-term partnerships that enable the creation of value for growers and those in the partnership alike.

What are some of the core challenges, in your view, that biostimulant companies face today?

The marketplace is becoming more demanding of the biostimulants sector as the adoption of biostimulant products increases and growers, as well as consumers, become more aware of the origin and composition of the products they are considering using. The market is increasingly seeking products of high quality and consistency that are differentiated in terms of the benefits and value they bring

when used within an integrated crop management program. Unfortunately, there are many products in the market today that have inconsistency in their production and are unreliable in their performance. Thus, striving for high quality and consistency is a fundamental cornerstone key to the future success of the biostimulant industry.