



FLANDERS CLEANTECH INTERNATIONALISATION AWARDS



VOLTRION

INTERNATIONAL SUSTAINABLE IMPACT : VOLTRION produces extremely viscous renewable oils and derivatives for the lubricants and greases industries. Raw materials such as canola oil, linseed oil, soybean oil, sunflower oil, palm oil, etc ... are thickened enormously using a unique proprietary cost-efficient and renewable electro-synthesis process, creating valuable alternatives to viscous mineral and synthetic products. A currently validated and commercially active pilot plant needs relocation to become a major player in the heavy basestocks market and offer heavy esters alternatives to lubricant formulators worldwide. With global shortage in mineral (and certainly biobased) heavy base oils in the next 10 years, the company is on the brink of becoming a global player in heavy bio based oils, and with it reducing the carbon fingerprint of its customers.

ABILITY TO EXECUTE IN FUTURE – ENABLERS & INHIBITORS : Since the commercially available products started selling in 2013, the pilot/prototype production plant was running at full capacity within 6 months. In 2015, a second reactor was ordered and a second working shift was introduced to cover increased demand, and bring annual capacity to around 100 tons by Q3 of 2016 when the second reactor will begin production at full capacity. In the meantime, demand from new potential clients is already totaling more than 300 tons per year, without any prospection performed since 2013. Plans are ready for a first 1000ton per year reactor to be build, finding the correct location is our main inhibitor at this moment. Growing demand for heavy (bio) based oils worldwide is our main driver, and with this capacity our selling price could be cut in half, driving current demand for our products to multiples of current levels.

INTERNATIONAL MARKET TRACTION

Turnover – in EURO

Total turnover (EURO) in 2013	50.000
Total turnover (EURO) in 2014	150.000
Total turnover (EURO) in 2015	150.000

Geographical market(s) – in %

- Belgium	3%
- Europe EU – neighbouring countries (GE, FR, LU, NL, UK)	70%
- Europe EU – other	1%
- Europe non-EU	1%
- Asia	25%

CONTACT

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More information: <http://www.voltrion.com/>