

**BGT CONSULTING GROUP**  
**University of Coimbra**

# The Seaweed Industry in Europe: PESTEL Analysis

Market trends, foresight, and opportunities report on EU seaweed-based products

2026



Co-funded by  
the European Union



## Table of contents

|   |    |
|---|----|
| Introduction.....                                       | 3  |
| 1. THE SEAWEED INDUSTRY IN EUROPE: PESTEL ANALYSIS..... | 5  |
| 2. ROADMAP AND RECOMMENDATIONS .....                    | 20 |
| 3. CONCLUSIONS AND NEXT STEPS .....                     | 26 |
| Reference list.....                                     | 29 |
| Acknowledgements .....                                  | 32 |



# Introduction

This report provides a **comprehensive analysis of the European seaweed sector**, offering insights into current **market dynamics**, identifying **strategic opportunities and barriers**, and **recommending actions** to enhance sectoral competitiveness. Developed as part of the I3-4-SEAWEEED initiative, funded by the EU's Interregional Innovation Investments (I3) program, this study aims to strengthen Europe's seaweed value chain through enhanced cultivation methods, advanced processing technologies, and innovative product development across various market segments.

**The European seaweed market is witnessing substantial growth**, driven by rising consumer demand for sustainable resources, alternative proteins, bio-based products, and climate mitigation solutions. **However, Europe remains significantly behind global leaders**, particularly Asian producers, due to fragmented industry practices, limited collaboration, inconsistent regulatory environments, and insufficient large-scale processing infrastructure. European companies often face challenges achieving economic viability without external support, underscoring the sector's financial fragility.

**A core component of this report involved a detailed assessment of seven diverse Business Cases spanning the seaweed value chain** - from farming and harvesting to product development and commercialization. This analysis identified critical challenges, including licensing bottlenecks, regulatory complexity, price competition, supply-chain vulnerabilities, and limited market acceptance. Conversely, significant strengths were noted, particularly strong research and development capabilities, established technical expertise, and considerable opportunities for product diversification and market expansion.

**To further contextualize the sector, a PESTEL analysis was conducted**, highlighting areas requiring immediate attention:

- **Political:** Enhanced EU policy harmonization and regulatory simplification are urgently required, along with targeted actions to overcome current fragmentation in aquaculture licensing and novel product certification processes.
- **Economic:** Despite substantial market potential – with European demand projected between €3.0 and €9.3 billion by 2030 – structural issues persist, notably high production costs, scalability constraints, and intense competition from lower-cost international producers.
- **Social:** Increasing consumer awareness and acceptance, driven by sustainability and health-conscious trends, present significant opportunities. Nevertheless, focused consumer education, improved product standardization, and stringent safety protocols are essential.
- **Technological:** Europe is emerging as a marine innovation hub, driven by significant digital and biotechnological advances. Still, substantial investment in scalable cultivation technologies, biorefinery processing, automation, and artificial intelligence is crucial to enhance operational efficiency and product consistency.
- **Environmental:** Seaweed cultivation closely aligns with EU environmental and climate objectives, providing ecosystem services such as carbon sequestration, nutrient uptake, and biodiversity enhancement. However, standardized environmental monitoring and sustainable cultivation practices are critical to mitigate ecological risks.



- **Legal:** The legal framework requires harmonization and clarity, particularly regarding marine spatial planning, environmental licensing, novel food approvals, and intellectual property rights, to bolster investor confidence and market stability.

Drawing from these analyses, **the report outlines strategic recommendations** designed to significantly enhance the competitiveness and resilience of the European seaweed sector:

- **Establishing a European Seaweed Innovation Network and Knowledge Hub** to facilitate cooperation, knowledge sharing, and strategic partnerships among regions, SMEs, academic institutions, clusters, and policymakers.

- **Creating standardized EU-wide quality and safety protocols** for seaweed-based products to strengthen consumer trust and facilitate market entry.

- **Enhancing interregional collaboration through targeted mechanisms** such as cascade funding, pilot projects, joint ventures, knowledge transfer initiatives, and strategic cross-sectoral partnerships.

- **Increasing investment in scalable and economically viable seaweed farming and processing technologies**, combined with market-driven product innovation, particularly in the food, nutraceutical, cosmetics, agriculture, and bioplastics sectors.

**This report closely aligns with the current EU-level political momentum**, characterized by growing support for seaweed innovations through dedicated funds, programmes, and initiatives such as EMFAF, Horizon Europe, I3 Instrument, Circular Bio-based Europe Joint Undertaking, the EU4Algae platform and Blue Bio Match platform. **Nevertheless, Europe faces substantial work ahead to break down existing silos, facilitate genuine collaboration**, and fully realize the potential of the seaweed sector.

Within this project's context, representatives from across the seaweed value chain – including the seven Business Cases, regional authorities, academia, clusters, and research centres – are committed to initiating this transformational process. Practical next steps include the implementation of cascade funding mechanisms targeting approximately 30 European SMEs (Work Package 5) and the establishment of a Seaweed Food Innovation Center and Knowledge Hub (Task 6.4). These efforts aim to foster practical knowledge transfer, strengthen sectoral collaboration, and compound positive change already triggered by initiatives such as I3-4-SEAWEEED and EU4Algae.

**Ultimately, this report underscores the urgency of transforming Europe's fragmented seaweed landscape into an integrated, resilient, and globally competitive bioeconomy sector.** Achieving this requires coordinated political, financial, technological, and social measures, grounded in robust market intelligence and collective stakeholder engagement.

The present PESTEL analysis is an extract from Deliverable 2.3 of the I3-4-Seaweed "Project, Market Trends, Foresight and Opportunities Report on EU Seaweed-Based Products". As the full deliverable contains commercially sensitive information relating to the seven Business Cases developed within the project (in particular, their individual SWOT analyses), this version has been condensed and anonymised to present the most relevant findings while preserving the confidentiality of the participating organisations.



# 1. THE SEAWEED INDUSTRY IN EUROPE: PESTEL ANALYSIS

A PESTEL analysis is a strategic framework used to assess macro-environmental factors influencing an industry or specific business landscape, structured around six interrelated dimensions: Political, Economic, Social, Technological, Environmental, and Legal.

In the context of the I3-4-SEAWEED project, the present PESTEL analysis expands upon the insights obtained from the preceding SWOT analyses (both individual Business Cases and Global SWOT). It provides a **macro-level lens** for consortium partners, policymakers, investors, consumers, retailers, and wider stakeholders **to better evaluate Europe's evolving seaweed sector, serving as both a barometer of current market conditions and an indicator of emerging trends and policy shifts.**

This approach is especially valuable to inform strategic decision-making, guide investment planning, foster cross-sectoral collaboration, and shape future innovation and growth trajectories across the European seaweed value chain.

## 1.1. Political (P)

### 1.1.1. Political Context

#### **Robust EU policy support amid geopolitical uncertainty**

The European Union has maintained political cohesion despite geopolitical instability, trade tensions, and other external pressures. In response, **the EU has strengthened its focus on strategic autonomy**, industrial competitiveness, and reducing strategic dependencies, as highlighted by the [Draghi report](#) (2024) and the European [Preparedness Union Strategy](#) (2025). **Environmental sustainability remains a stable political priority with strong public support.** The [European Green Deal](#), [Farm to Fork](#), [Bioeconomy](#), and [Circular Economy](#) initiatives continue to shape EU policy and are central to the [von der Leyen Commission's policy platform for 2024-2029](#).

The EU also supports innovation through programmes such as [Horizon Europe](#), [European Innovation Council \(EIC\)](#), and the [Interregional Innovation Investments \(I3\) Programme](#). Sector-specific ongoing initiatives including the [Circular Bio-based Europe Joint Undertaking \(CBE JU\)](#), [EU4Algae](#), and [Blue Bio Match](#) further promote collaboration, innovation, and investment in the algae and blue bioeconomy sectors.

### 1.1.2. Current EU Landscape & Key Trends

#### **A fragmented regulatory landscape in need of greater harmonization**

Despite strong political support, the European seaweed sector continues to face **fragmented regulations** across Member States. Licensing procedures, bio-stimulant certification, and approval processes for algae-based food, feed, and cosmetic products vary significantly between countries, creating barriers to market expansion highlighted by [The European Parliament's 2023 PECH Committee Report](#).

The SWOT analyses of the **seven I3-4-Seaweed business cases consistently identified regulatory complexity as a major challenge, increasing compliance costs and delaying commercialization.**

Recognizing these barriers, the European Commission's 2022 Communication "[Towards a Strong and Sustainable EU Algae Sector](#)" proposes measures to simplify licensing procedures, standardize certification methods, and harmonize approaches to contaminants and novel products. These actions are expected to facilitate market growth between 2023 and 2027.



### 1.1.3. Strategic Implications for the Seaweed Sector

#### Leveraging EU commitments to accelerate industrial-scale adoption of seaweed

The seaweed sector is strongly aligned with EU priorities on sustainability, circularity, and strategic autonomy. Algae are increasingly recognized as sustainable sources of food, feed, biomaterials, and bio-based products within key policy frameworks such as the Green Deal, Farm to Fork Strategy, and Circular Economy Action Plan.

[European Mission "Restore our Ocean and Waters by 2030"](#) highlights algae as a low-impact, sustainable source of food, feed, and bioproducts that supports circular aquaculture, coastal economic development, and climate objectives.

Several recent and upcoming policy initiatives are expected to further strengthen the sector:

- [European Oceans Pact](#) (2025): Supports blue economy development and integration of seaweed farming with offshore energy and aquaculture.
- [European Biotech Act](#) (2025): Improves regulatory clarity for innovative biotechnology applications.
- [Circular Economy Act](#) (upcoming) and [Updated Bioeconomy Strategy](#): (2025) Promoting bio-based and circular production systems.
- **EU Ocean Research and Innovation Strategy and Exploration of European Blue Carbon Reserves** (upcoming): Increase investment in algae cultivation and carbon sequestration.

The European Commission's 2025 communication "[A Vision for Agriculture and Food](#)" also identifies bio-based agriculture and aquaculture as important tools for improving sustainability and reducing reliance on imported feed and fertilizers.

### 1.1.4. Concluding Remarks

The EU political environment remains highly supportive of algae-based solutions and provides a strong foundation for sector growth through sustainability, innovation, and bioeconomy policies. However, regulatory fragmentation continues to hinder market development and requires sustained harmonization efforts.

Upcoming EU initiatives offer a significant opportunity to strengthen the competitiveness, resilience, and sustainability of the European seaweed industry. Effective implementation of these policies will be critical to unlocking the sector's full potential and supporting the development of a robust European seaweed value chain.



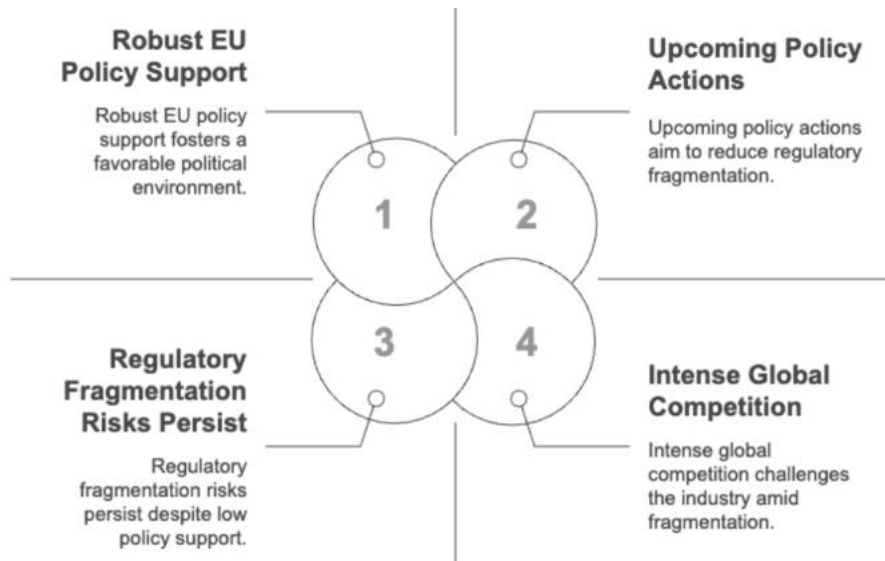


Figure1 - Political Landscape of the Seaweed Industry in Europe

## 1.2. Economic (E)

### 1.2.1. Economic Context

#### An Emerging Industry with High Growth Potential but Structural Challenges

The global seaweed market is expanding rapidly, driven by demand for sustainable products, climate-friendly solutions, and technological innovation. **Globally, the algae market was valued at approximately €18.5 billion in 2021 and is projected to reach €33.7 billion by 2028** (“Algae Market”, Vantage Market Research, 2023). Europe represents a significant growth opportunity but remains underdeveloped compared to leading producers such as China, South Korea, and Indonesia.

Although **Europe** hosts around 30% of global seaweed-related companies, it **produces less than 1% of global seaweed biomass**. Production remains limited, with approximately **287,000 tons** produced annually, predominantly through wild harvesting rather than cultivation (FAO 2019-2020). This gap highlights substantial opportunities for industry expansion, economic growth, and increased competitiveness.

Recognizing this potential, EU initiatives such as the **EU Algae Initiative** and the **European Mission to Restore our Ocean and Waters** increasingly position seaweed as a strategic sector capable of strengthening regional economies, sustainability, and industrial resilience (European Commission, “Strategic guidelines for a sustainable and competitive EU aquaculture” 2021).

### 1.2.2. Current EU Landscape & Key Trends

#### High Fragmentation, Elevated Costs, and Production Constraints

European seaweed production faces significant economic and operational challenges. **Production costs (approximately €500-€1,000 per ton) remain substantially higher than those required for commodity-level competitiveness (€100 per ton)** (“The Investor Memo - The Case for Seaweed Investment in Europe”, 2021; PECH Committee, 2023). While we must acknowledge that part of the current price premium reflects deliberate market valuation of sustainably produced, traceable, and novel marine ingredients, such cost disparities **create significant barriers to achieving scale**, exacerbated by fragmented regulatory frameworks, slow licensing processes, and the absence of integrated, industrial-scale infrastructures (**EU Blue Economy Report** - 2023).



Macroalgae production in Europe is still dominated by wild harvesting, which accounts for approximately 68% of production. While aquaculture is growing, it remains relatively small-scale, limiting supply reliability and scalability compared to lower-cost international competitors.

Despite these constraints **investment trends** in the European seaweed sector **show strong momentum. Disclosed investments have grown 24-fold between 2010 and 2020**, reflecting increased investor interest, particularly in production and processing innovations (Seaweed for Europe, 2021). Debt and private equity investments are now emerging as significant financial instruments, suggesting growing market maturity and increasing confidence in European seaweed businesses' long-term viability. This trend is reinforced by **rising EU funding initiatives** (such as Horizon Europe and I3 programs), increasingly recognizing seaweed as a strategic sector aligned with both environmental and economic goals (EU Blue Economy Report 2023).

### 1.2.3. Strategic Implications for the Seaweed Sector

#### Unlocking Economic Potential Through Investment, Innovation, and EU Support

The European seaweed sector is well positioned to benefit from rising demand for sustainable products, strong political support, and increasing investment activity. More than 85% of seaweed companies have achieved high technology readiness levels, demonstrating strong commercialization potential.

Industry forecasts estimate that the **European seaweed market** could reach **between €3 and €9 billion by 2030** (Hidden champion of the ocean - Seaweed as a growth engine for a sustainable European future, 2021). Capturing a significant share of this market could generate tens of thousands of jobs, particularly in coastal regions, supporting economic diversification and regional development.

Key growth opportunities include:

- Expansion into high-value markets such as bio-stimulants, animal feed, nutraceuticals, pharmaceuticals, bioplastics, and alternative proteins.
- Increased vertical integration across cultivation, processing, and product development.
- Development of new revenue streams linked to ecosystem services, including carbon sequestration and nutrient removal ("[Global Seaweed: New and Emerging Markets](#)", 2023).

Upcoming EU initiatives—including the European Biotech Act, updated Bioeconomy Strategy, and European Oceans Pact—are expected to strengthen investment, innovation, and market development while improving Europe's global competitiveness.

### 1.2.4. Concluding Remarks

Europe's seaweed sector combines strong growth potential with significant structural challenges. High production costs, limited cultivation capacity, and regulatory fragmentation continue to constrain competitiveness. However, increasing investment, technological maturity, and strong EU support provide a solid foundation for expansion.

Successfully aligning investment, innovation, and policy support will be essential for enabling European producers to scale operations, strengthen value chains, and secure a meaningful share of the rapidly growing global seaweed market.



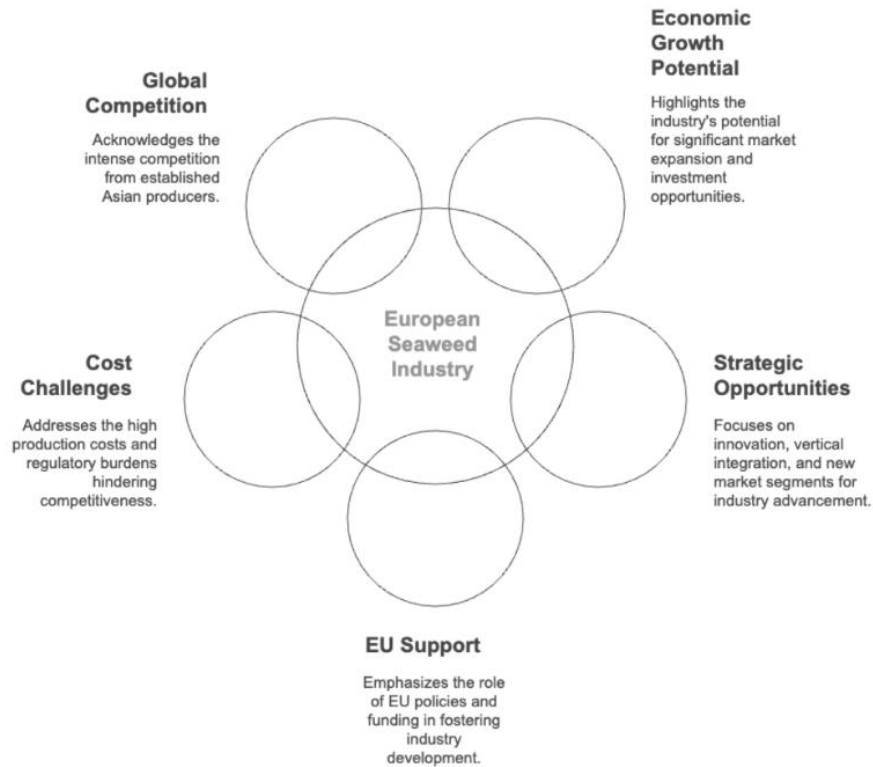


Figure 2 - Economic Landscape of the Seaweed Industry in Europe

## 1.3. Social (S)

### 1.3.1. Social Context

#### Increasing Consumer Awareness but Acceptance Remains a Challenge

Consumer behaviours and preferences significantly influence the development of the European seaweed sector. The societal landscape has evolved markedly in recent years, driven by an increased focus on **sustainability, changing lifestyles, health concerns, and economic pressures**. While consumer acceptance and awareness of seaweed-based products in Europe remain modest, emerging trends indicate growing interest and potential for greater adoption, especially among younger generations and eco-conscious consumer segments. This aligns with broader global commitments, notably the UN Sustainable Development Goal (SDG) 12, which seeks to ensure sustainable consumption and production patterns by promoting efficient use of natural resources and raising consumer awareness about sustainable and responsible choices ("[Seaweed Revolution Manifesto](#)", UN Global Compact, Lloyd's Register Foundation, 2020).

The evolving food consumption patterns in Europe underscore a heightened sensitivity towards nutrition, environmental impact, and product traceability. According to the European Commission's Special Eurobarometer "[Making our food fit for the future – new trends and challenges](#)" (2020), while taste (45%), food safety (42%), and cost (40%) continue to dominate purchasing decisions, **sustainability** aspects like **local sourcing** (34%), **nutrient content** (33%), and **environmental impact** (15%) **are gaining traction**, particularly among younger consumers. Notably, **affordability remains a significant concern**, influencing consumer willingness to adopt healthier and more sustainable diets.



## 1.3.2. Current EU Landscape & Key Trends

### Shift Towards Sustainability, Health, and Localized Food Systems

European consumers increasingly prioritize sustainability, health-conscious choices, and transparency. Seaweed is predominantly used in **food (36%)**, **food-related products like supplements and preservatives (15%)**, **cosmetics and wellbeing products (17%)**, and to a lesser extent **animal feed (10%)** and other niche applications such as **biofuels and fertilizers (approximately 11%)** (PECH Committee, 2023). Despite this versatility, consumer acceptance and awareness of algae-derived products remain limited due to unfamiliarity and lingering concerns about safety and contaminants.

This scenario is gradually evolving as **consumers become more informed and eco-conscious**, prompting European corporates and retailers to enhance their seaweed-based offerings. For instance, the Danish company Nordisk Tang, a pioneer in gourmet seaweed-based foods, has successfully expanded its consumer base in Scandinavia, illustrating growing regional appetite for algae-based culinary products (Investor Memo, 2023). Similarly, Portuguese seaweed producer ALGAplus has attracted significant investment interest, reflecting confidence in consumer readiness to adopt high-quality, organic seaweed ingredients for cosmetic and wellness applications (Investor Memo, 2023). These examples underline the rising consumer curiosity and acceptance of seaweed as part of a broader sustainable lifestyle trend across Europe.

Moreover, beyond food applications, there is an **emerging consumer-driven shift** (potentially explained by both B2B and B2B2C market dynamics) toward algae-derived products in high-value markets such as bioplastics, cosmetics, nutraceuticals, and pharmaceuticals, where seaweed serves as a sustainable alternative to traditional, often fossil fuel-derived raw materials (Investor Memo, 2023). The **interest from major corporations** such as Unilever, DuPont, and Orkla further emphasizes this trend, **signalling confidence in consumer willingness** to support innovative, eco-friendly products despite higher price points.

## 1.3.3. Strategic Implications for the Seaweed Sector

### Capitalizing on Consumer Preferences and Enhanced Awareness Initiatives

The European seaweed sector can strategically capitalize on the increasing consumer emphasis on sustainability, innovation, and health. While affordability remains a critical factor influencing purchasing decisions (Special Eurobarometer, 2020), consumers increasingly demonstrate willingness to pay premium prices for innovative, sustainably sourced products that align with their environmental values (Investor Memo, 2023). This premium positioning represents a significant strategic opportunity for seaweed-derived consumer goods, particularly in non-food sectors such as cosmetics, nutraceuticals, and sustainable packaging.

**EU-led initiatives aiming to increase social awareness and market acceptance** (“Towards a Strong and Sustainable EU Algae Sector”, European Commission, 2022), **combined with strategic investments from corporates** seeking sustainable supply chains (e.g., Orkla, Unilever, and Maarabarot), provide essential support for market penetration and expansion (Investor Memo, 2023). Leveraging corporate communication and branding efforts can effectively address consumer hesitancy, enhance transparency, and improve consumer trust in algae-based products.



Moreover, **strategic education campaigns** focused on highlighting seaweed’s environmental benefits, nutritional advantages, and role in supporting local economies can significantly enhance consumer acceptance and adoption. **Clear and transparent labelling practices**, detailing **sustainability credentials**, **product origins**, and **environmental impacts**, are crucial to building consumer confidence and encouraging informed purchasing decisions.

### 1.3.4. Concluding Remarks

The social dimension of Europe's seaweed sector indicates **significant growth potential** driven by rising consumer demand for sustainable, innovative products. Increased consumer awareness, combined with strategic corporate investments and supportive EU policies, creates promising opportunities **across diverse market segments beyond traditional food applications**. Addressing challenges around awareness, affordability, and product safety through targeted educational campaigns, transparent marketing, and robust regulatory frameworks will be crucial for unlocking this sector’s full market potential. Ultimately, **enhancing consumer trust and familiarity** with algae-based products **will drive broader societal acceptance and adoption**, reinforcing the European seaweed industry's strategic growth trajectory (Figure 5).

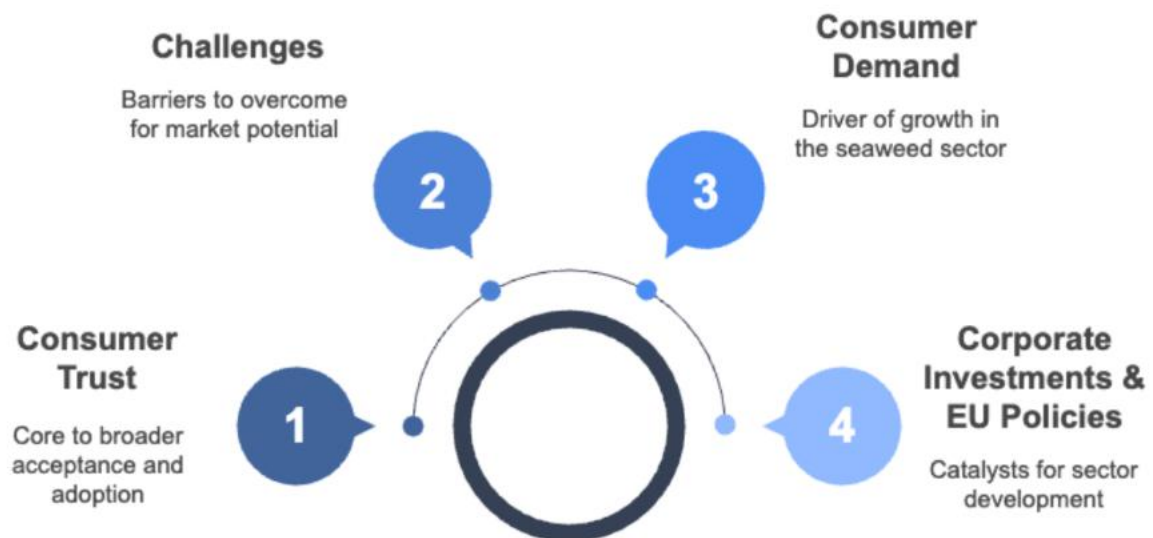


Figure 3 - Social Landscape of the European Seaweed Sector

## 1.4. Technological (T)

### 1.4.1. Technological Context

#### Transformative Innovation Reshaping Seaweed Production and Processing

Technological innovation is becoming a key driver of the European seaweed sector, **supporting the transition from small-scale wild harvesting to industrial-scale cultivation and processing**. Advances in aquaculture, biotechnology, automation, and digitalization are improving productivity, traceability, quality control, and sustainability while helping European producers compete with lower-cost international markets.

The sector is increasingly aligned with European priorities related to food security, climate resilience, circular bioeconomy development, and sustainable resource use. Technologies such as **precision aquaculture, sensor networks, IoT platforms, remote sensing, artificial intelligence, and machine learning** enable real-time monitoring and **optimization of cultivation** systems, reducing labour requirements and improving biomass quality.

At the processing stage, biorefinery technologies allow seaweed biomass to be converted into multiple high-value products, including food ingredients, feed additives, cosmetics, pharmaceuticals, biomaterials, and bio-based chemicals. Improved quality-control systems and rapid analytical methods are also enhancing product safety and market confidence.

### 1.4.2. Current EU Landscape & Key Trends

#### Rapid Digitalization and Biotech Advances Position the EU as a Marine Innovation Hub

The European Union has emerged as a major centre for seaweed innovation through research funding, public-private partnerships, and blue economy initiatives. Programmes such as Horizon Europe, [INTERREG](#), [EMFAF](#), and EU Blue Economy initiatives support pilot projects and technology development across several coastal regions.

Key technological trends include:

- Automated cultivation systems supported by sensors, drones, AI, and remote monitoring.
- Offshore and multi-use cultivation platforms integrated with renewable energy and aquaculture activities.
- Biorefinery technologies enabling full biomass valorisation.
- Green extraction processes and sustainable product development.
- Digital twins and AI-based optimization tools.
- Traceability and certification systems using blockchain and digital verification technologies.

Together, these developments support the EU's objective of building a sustainable, data-driven, and competitive blue bioeconomy.



### 1.4.3. Strategic Implications for the Seaweed Sector

#### Technology as a Catalyst for Scale, Diversification, and Global Integration

Technological innovation offers major opportunities to **increase production, improve efficiency, and diversify revenue streams**. Automation and smart farming systems **reduce labour requirements, support offshore cultivation, and improve product consistency, quality, and traceability**.

Advanced processing technologies enable the production of multiple high-value products from the same biomass, supporting vertical integration and reducing dependence on single markets. These developments strengthen alignment with EU objectives on sustainability, circularity, and resource efficiency.

Technology also enhances the ability of European producers to **meet international quality and safety standards, facilitating participation in global value chains**. However, realizing these benefits requires continued investment, workforce training, and supportive regulatory frameworks.

From a value-chain perspective, modular processing systems, decentralized biorefineries, and stronger collaboration between research institutions and industry can accelerate commercialization and improve competitiveness.

### 1.4.4. Concluding Remarks

Technological innovation is transforming the European seaweed sector by improving cultivation efficiency, processing capabilities, product diversification, and market competitiveness. Advances in automation, biotechnology, digitalization, and biorefining provide significant opportunities for sustainable growth and value creation.

However, technological progress alone is insufficient. Continued investment, stronger collaboration between industry and academia, supportive regulation, and coordinated innovation strategies will be essential to scale production and establish seaweed as a cornerstone of Europe’s future blue bioeconomy.

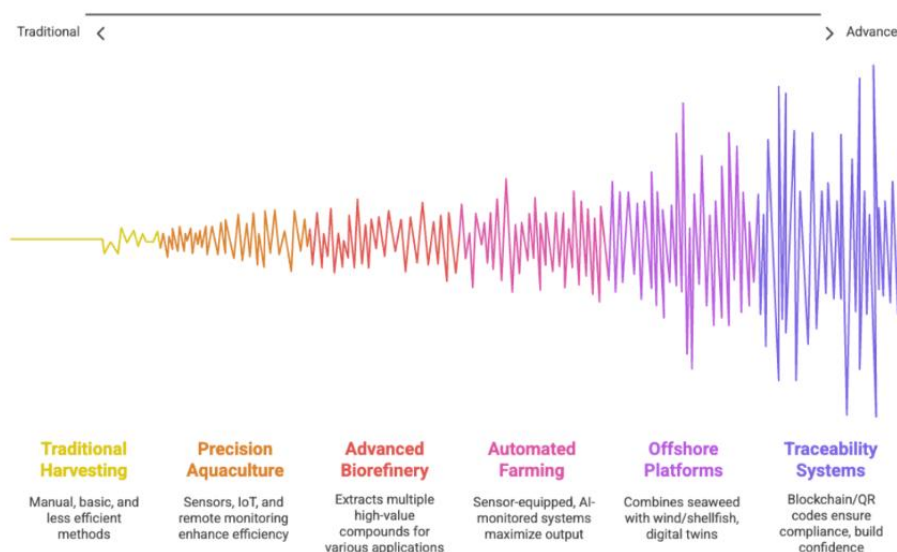


Figure 4 - Technological Evolution Through Technological Advancement Stages



## 1.5. Environmental (E)

### 1.5.1. Environmental context

#### Seaweed as a nature-based solution at the crossroads of climate action and marine restoration

Nowadays, the seaweed sector is gaining recognition for its environmental worth as well as its commercial possibilities. **Seaweed farming provides a unique opportunity to integrate commercial aquaculture with ecological restoration** and climate mitigation objectives. Seaweed, unlike terrestrial crops, does not require arable land, fresh water, or manmade inputs pesticides. Furthermore, seaweed functions as a natural biofilter, sequestering CO<sub>2</sub>, absorbing excess nutrients (particularly nitrogen and phosphorus) (bioremediation), and lowering ocean acidification. These **environmental advantages bring seaweed “agriculture”** at the crossroads of **marine conservation and sustainable economic growth**.

In this context, seaweed sector environmental advancements have a significant impact on market structure. Advances in **eco-design, ecosystem services modelling, and integrated multi-trophic aquaculture (IMTA)**, among others, are helping to **reimagine** seaweed farming as a tool for environmental sustainability. The development of ecologically sustainable **farming** methods and monitoring systems is also consistent with larger global policy frameworks, such as the United Nations Sustainable Development Goals (SDGs), the Paris Agreement, and the Convention on Biological Diversity. Also, the seaweed compounds can be key to substitute some restricted synthetic compounds, such as plastics, crude-based compounds, herbicides and insecticides. And, seaweeds can be applied as “clean” organisms to remove heavy metals and contaminants from water, guaranteeing clean waters.

### 1.5.2. Current EU Landscape & Key Trends

#### Growing EU emphasis on ecosystem-based farming and environmental traceability

Within the European Union, **environmental innovation** in the seaweed industry is directly linked to the EU Green Deal, the [Biodiversity Strategy for 2030](#), and the Farm to Fork initiative, among others. These **frameworks** are pushing research and regulatory support for low-impact aquaculture techniques that benefit ecosystems and contribute to the **blue economy**. A rising number of EU-funded initiatives are aimed at determining the environmental impact of seaweed farming and finding best practices in **spatial planning, biodiversity conservation, and ecosystem integration**.

One of the major developments in the EU is the use of ecosystem-based techniques to seaweed farming. More importantly, these techniques are being critically analysed using Environmental impact assessments and **life cycle analysis (LCA)**. LCA are increasingly being used in project development to examine the carbon footprint, habitat effect, and biodiversity implications of seaweed activities. Benthic monitoring devices, AI-powered environmental modelling, and drone/diving surveillance are being used to guarantee that marine ecosystems are disrupted as little as possible.

Furthermore, the **EU is encouraging advances in restorative aquaculture**, in which seaweed farming is intended not just for biomass production but also for ecosystem regeneration. Pilot studies on the Atlantic and North Sea coastlines are investigating the co-cultivation of seaweed, shellfish, and seagrasses to improve water quality and recover deteriorated coastal zones. These projects promote an aquaculture strategy that complements, not competes with, natural ecosystems.



On the other hand, there is a trend to find **seaweed** extracts and **compounds to substitute synthetic compounds** in agriculture, cosmetic, medical areas. AS well, new novel seaweed-based foods with nutraceutical potential to promote human welfare reducing the pressure on pharmaceutical drugs, which is a major environmental water pollutant.

### 1.5.3. Strategic Implications for the Seaweed Sector

#### **Environmental performance becoming a strategic lever for financing, licensing, and competitiveness**

The increased emphasis on environmental innovation is changing the strategic direction of the European seaweed industry. As **environmental performance** becomes a key criterion for **corporate success**, businesses and regulators are transitioning from volume-driven models to value-driven ones based on ecosystem services. This transition opens up new **commercial prospects for producers** that

can demonstrate environmental stewardship, carbon offset capability, and compliance with sustainability criteria.

Environmental innovation has an impact on both licensing and governance. In several EU nations, environmental issues are increasingly important to aquaculture permit applications. Operators that incorporate biodiversity protection, habitat enhancement, and long-term monitoring into their farm plans are more likely to receive regulatory clearance and community support. This provides both an incentive and a strategic imperative for the seaweed industry to incorporate environmentally sound methods into their operations.

Furthermore, by promoting **seaweed farming as a nature-based solution (NbS)**, the industry may get access to new sources of **green finance, carbon markets, and ecosystem service payments**. Collaborations with conservation groups, municipalities, and climate-focused investors are becoming more widespread, resulting in multi-stakeholder seaweed farming models that meet both environmental and economic goals.

### 1.5.4. Concluding remarks

**Environmental innovation** is becoming increasingly important to the identification and future of the global seaweed business. Within the EU, supporting **regulatory frameworks** and a **robust research**

**ecosystem** are encouraging and **enforcing** the adoption of techniques that **balance environmental sustainability and commercial viability**. By incorporating environmental monitoring, ecosystem services, and restorative design into seaweed agriculture, the industry cannot only reduce its environmental impact but also generates broader marine and climatic advantages.

Seaweed has significant strategic potential as an environmental resilience strategy, but it must be handled carefully (Figure 7). Ensuring that environmental solutions are scientifically sound, economically accessible, and socially inclusive will be critical to developing a truly sustainable seaweed sector.



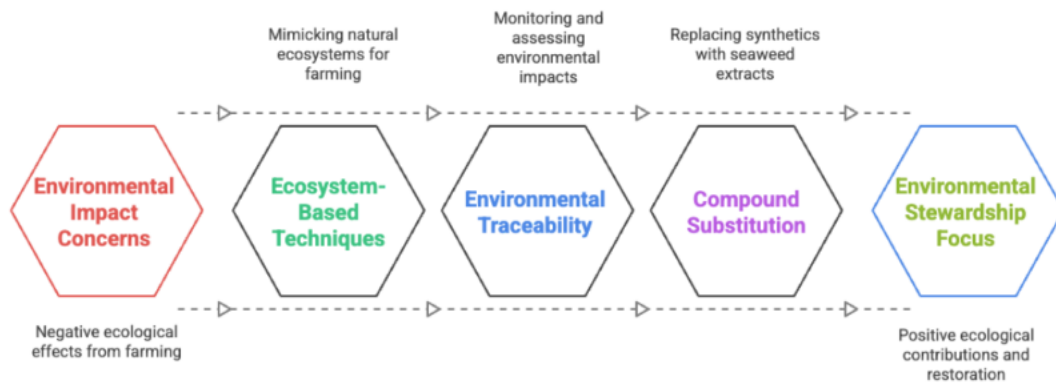


Figure 5 - Seaweed Farming: From Impact to Stewardship

## 1.6. Legal (L)

### 1.6.1. Legal context

#### A rapidly evolving legal landscape responding to the sector's expansion and complexity

The **legal framework** governing the European and global seaweed industry is **highly complex and continuously evolving**, reflecting the sector's rapid growth in contrast to slow-paced legal harmonization across EU Member States. Historically, seaweed cultivation and harvesting operated with minimal legislative oversight, especially in regions where it was viewed as low-impact or artisanal.

However, as the industry transitions from small-scale, informal activities to large-scale commercial operations across diverse sectors—including biotechnology, agriculture, food, feed, pharmaceuticals, cosmetics, and climate mitigation—regulatory frameworks are adapting to address issues such as sustainability, safety, property rights, and equitable resource use.

Current regulatory instruments encompass **licensing procedures, environmental protection guidelines, traceability standards, and product categorization**. These measures aim to minimize environmental impact, facilitate international trade, and promote responsible industry growth. Given seaweed's intersection with various legal domains—marine spatial planning, aquaculture, environmental law, food safety, biotechnology, and intellectual property—cohesive legal governance is essential.

Innovations in legal frameworks increasingly prioritize clarifying marine resource access rights, setting robust environmental standards for cultivation, regulating the use of genetically modified strains, and establishing comprehensive traceability and labelling requirements. Such measures are vital for ensuring market stability and investor confidence.

### 1.6.2. Current EU Landscape & Key Trends

#### Legal harmonization is advancing to streamline regulation and support market growth

**Legal innovation** in the seaweed sector in the European Union is being shaped by the **European Green Deal, Blue Economy Strategy, and Common Fisheries Policy's** larger policy goals. The EU is currently striving to **update and standardize regulatory frameworks governing seaweed farming, harvesting, processing, and commerce**. One of the most significant legal developments is the increasing integration of seaweed-specific requirements into national aquaculture licensing regimes. Several member states have started to expedite application procedures, classify **seaweed as a separate legal category**, and include it into maritime spatial planning tools.



**Harmonization** is also a key trend. Efforts are underway to **unify environmental impact assessment procedures, food / feed safety regulations, and organic certification** criteria throughout the EU in order to eliminate administrative fragmentation and improve cross-border commerce. The **European Food Safety Authority (EFSA)** has begun to broaden its regulatory monitoring of novel seaweed-based meals and additives, namely in terms of heavy metal concentration and iodine levels. Furthermore, there is a **regulatory emphasis on traceability, with new labelling and reporting rules** in place to guarantee that seaweed products fulfil sustainability and safety standards.

**Intellectual property** law is another area that is experiencing change. As technological innovation promotes the creation of novel seaweed farming techniques, and processing processes, patents, plant variety protection, and knowledge-sharing frameworks are receiving more legal attention. **Legal safeguards for traditional knowledge**, particularly in coastal Indigenous and local communities with a history of seaweed use, are becoming a legislative priority.

### 1.6.3. Strategic Implications for the Seaweed Sector

#### Clearer rules boost competitiveness but demand greater compliance capacity

The **development of legal frameworks has important strategic ramifications for the seaweed business**. A more clear and **predictable legal framework boosts investor confidence, encourages innovation, and promotes global competitiveness**. European companies that operate in science-based legal frameworks are better positioned to get licenses, satisfy regulatory requirements, and enter premium markets with rigorous environmental or safety criteria.

Legal innovation also opens up **opportunities for incorporating seaweed into national and regional economic planning**. For example, **recognizing seaweed as an ecosystem service provider under environmental legislation may grant access to public subsidies or payments for ecosystem services**.

Similarly, legislative frameworks that encourage the use of seaweed in organic or sustainable certification systems can open up new market sectors and increase customer trust.

However, the **strategic advantages of legal innovation come with liabilities**. As rules expand and enforcement mechanisms improve, industry actors must invest in **compliance systems, legal knowledge, and tracking infrastructure**. Those that are unable to adapt risk being excluded from formal marketplaces or face penalties for noncompliance. Strategic vision and involvement in regulatory procedures are consequently critical for long-term success in the changing legal landscape.

### 1.6.4. Concluding remarks

**Legal innovation is essential for the European seaweed sector** long-term and scalable growth. As the industry grows, clear, **standardized, and forward-looking legislative frameworks** are required to facilitate its incorporation into the **larger bioeconomy**. The European Union is developing as a **pioneer** in this field, illustrating how legislative regimes may change to balance environmental, technical, and economic concerns.

Looking ahead, the issue is **to create legal instruments that are both robust and inclusive**, ensuring that rules promote innovation and sustainability while without marginalizing small players **or imposing needless impediments** (Figure 8). Ongoing stakeholder engagement, cross-border legal harmonization, and adaptive regulatory methods will be critical in transforming legal innovation into practical and equitable outcomes.



| <b>Characteristic</b> | <b>Legal Context</b>                | <b>EU Landscape &amp; Trends</b>               | <b>Strategic Implications</b>    |
|-----------------------|-------------------------------------|--|----------------------------------|
| <b>Evolution</b>      | Rapidly evolving                    | Advancing harmonization                        | Clearer rules emerge             |
| <b>Focus</b>          | Sector expansion, complexity        | Green Deal, Blue Economy                       | Investor confidence increases    |
| <b>Key Measures</b>   | Licensing, protection, traceability | Harmonizing assessments, safety, certification | Compliance systems are essential |

*Figure 6 - Legal Aspects of the Seaweed Industry*

## 1.7. Key advantages and challenges

Table 1: Overview of key advantages and challenges within the seaweed sector

| <b>PESTEL Dimension</b> | <b>Key Advantages (Pros)</b>   | <b>Key Challenges (Cons)</b>   |
|-------------------------|--|--|
| <b>Policy</b>           | <ul style="list-style-type: none"> <li>- Strong EU policy support and funding</li> <li>- High focus on sustainability and strategic autonomy</li> <li>- Ongoing efforts toward regulatory harmonisation</li> <li>- Strategic role in reducing import dependency</li> </ul>           | <ul style="list-style-type: none"> <li>- Persistent regulatory fragmentation across Member States</li> <li>- Slower alignment and implementation of EU rules</li> <li>- Strong competition from low-cost global producers</li> <li>- Exposure to geopolitical and trade risks</li> </ul> |
| <b>Economic</b>         | <ul style="list-style-type: none"> <li>- Strong market growth and investment momentum</li> <li>- High technological readiness and integration potential</li> <li>- Increasing EU funding support</li> <li>- Diversification opportunities across sectors</li> </ul>                  | <ul style="list-style-type: none"> <li>- High production costs vs global competitors</li> <li>- Regulatory burden limits scale-up</li> <li>- Limited production capacity and supply reliability</li> <li>- Intense global competition (especially Asia)</li> </ul>                       |
| <b>Social</b>           | <ul style="list-style-type: none"> <li>- Growing demand for sustainable and healthy products</li> <li>- Openness to innovation and premium products</li> <li>- Increasing corporate engagement</li> <li>- EU support for awareness and education</li> </ul>                          | <ul style="list-style-type: none"> <li>- Low consumer awareness and familiarity</li> <li>- Price sensitivity limits adoption</li> <li>- Safety and quality concerns persist</li> </ul>   |
| <b>Technological</b>    | <ul style="list-style-type: none"> <li>- Advances in automation, AI, and aquaculture</li> <li>- Biorefinery enables multi-product valorisation</li> <li>- Improved efficiency and resource use</li> <li>- Supports resilience and sustainability</li> </ul>                          | <ul style="list-style-type: none"> <li>- High investment and operational costs</li> <li>- Gaps in technology access between regions</li> <li>- IP and knowledge concentration barriers</li> <li>- Uncertainty in scaling technologies</li> </ul>   |
| <b>Environmental</b>    | <ul style="list-style-type: none"> <li>- Contributes to water quality and nutrient removal</li> <li>- Supports climate mitigation (carbon capture)</li> <li>- Low input requirements (no land, freshwater, fertilizers)</li> <li>- Enables sustainable bio-based products</li> </ul> | <ul style="list-style-type: none"> <li>- Risks of monoculture and biodiversity impacts</li> <li>- Genetic uniformity increases vulnerability</li> <li>- High monitoring and compliance costs</li> <li>- Certification barriers for producers</li> </ul>                                  |
| <b>Legal</b>            | <ul style="list-style-type: none"> <li>- Increasing regulatory clarity and standardisation</li> <li>- Harmonisation improves market fairness</li> <li>- Potential to strengthen EU global position</li> <li>- Builds trust through labelling and IP protection</li> </ul>            | <ul style="list-style-type: none"> <li>- Complex and costly compliance requirements</li> <li>- High entry barriers, especially for SMEs</li> <li>- Misalignment with non-EU regulations</li> <li>- Risk of over-regulation limiting innovation</li> </ul>                                |

## 2. ROADMAP AND RECOMMENDATIONS

**The European seaweed industry is experiencing significant growth**, driven by rising interest in sustainable resources, alternative proteins, and eco-friendly solutions. However, **despite this momentum, the sector remains highly fragmented, limiting its ability to effectively compete with established international markets**, particularly in Asia. Key challenges identified include inadequate interregional collaboration, regulatory fragmentation across Member States, limited knowledge exchange due to proprietary mindsets, insufficient large-scale processing facilities, and a lack of standardized quality control frameworks. These factors collectively hinder the industry's economic viability, restricting European seaweed companies from achieving sustainable growth without significant EU financial support.

**Our comprehensive analyses revealed major bottlenecks in the seaweed value chain, particularly around cultivation and market acceptance.** Seaweed cultivation – fundamental to industry sustainability – remains constrained by **limited knowledge-sharing and scalability**. Regulatory complexity and variability across Europe further diminish market attractiveness, creating uncertainty for investors, researchers, and SMEs.

**Conversely, the analyses underscored substantial opportunities:** increasing EU support through strategic frameworks such as the Blue Economy Strategy, **European Green Deal, The European Ocean Pact**, and Farm to Fork Initiative; rising consumer demand for sustainable, health-oriented products; and **ongoing advancements in seaweed-related technologies**. These provide fertile ground for regional development and valorisation initiatives across diverse applications (food, feed, agriculture, cosmetics, biotechnology).

### 2.1. Policy – Level recommendations

The European seaweed sector stands at a critical juncture, characterized by substantial opportunities and considerable regulatory, economic, and market challenges. This structured policy roadmap provides **actionable, coherent recommendations across multiple governance levels**, clearly responding to insights from SWOT and PESTEL analyses. Implementing **these measures systematically can significantly streamline regulations, enhance regional innovation ecosystems**, boost consumer awareness, and strategically position European companies within global value chains (Figure 7).

Through **proactive and coordinated policy action, regional, national, and EU-level authorities can** help unlock the full potential of the seaweed sector - contributing meaningfully to the EU Green Deal and the development of resilient, sustainable regional economies. The policy recommendations outlined here **provide a strong foundation for generating tangible impact and long-term growth** within Europe's emerging seaweed value chain, as demonstrated by the seven business cases explored by this consortium. In this context, the 23 targeted actions proposed by the EU4Algae Initiative offer a valuable roadmap - one that this project fully endorses and aligns with.



### Streamlining Seaweed Aquaculture Development

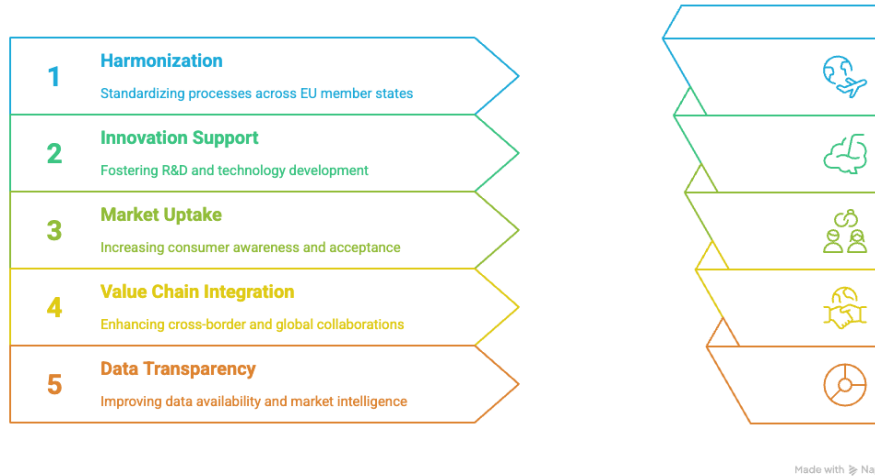


Figure 7: Policy-Level Recommendations Roadmap

#### Main policy recommendations:

##### 1. Regulatory Harmonisation

- Implement EU-wide one-stop-shop licensing systems
- Harmonise safety, quality, and contaminant standards
- Simplify and align national licensing procedures
- Provide clear, SME-friendly regulatory guidelines

##### 2. Innovation & Funding Support

- Develop regional innovation clusters and centres of excellence
- Introduce regulatory sandboxes to test new applications
- Strengthen EU funding instruments for scale-up and commercialisation

##### 3. Market Uptake & Consumer Acceptance

- Launch EU-wide awareness and education campaigns
- Promote B2B and industry partnerships to accelerate market access

##### 4. Value Chain Integration

- Stimulate cross-border collaboration and EU platforms
- Support global market integration and investment strategies
- Strengthen SME support structures (IPAs, export support, etc.)
- Encourage international knowledge exchange

##### 5. Data & Transparency

- Develop centralised EU data platforms
- Improve access to market, production, and environmental data
- Support evidence-based decisions and investor confidence

## 2.2. Investor and SME-Oriented Guidelines

The European seaweed sector is poised for significant growth, driven by rising market interest, robust EU political and financial support, and accelerating consumer demand for sustainable products.

For investors and SMEs, capitalizing on this potential requires clear strategic actions, such as tapping **targeted EU and private funding streams**, forming **strategic partnerships to ensure market access** and scalability, pursuing **vertical integration for operational excellence**, and strategically positioning within promising **short-, medium-, and long-term market segments**.

Building upon the policy recommendations outlined in section 2.1, this section provides clear insights into financing options and partnership opportunities, outlining pathways for effective business scale-up within the emerging European seaweed market.

### Main recommendations:

#### 1. Funding & Investment

- Leverage major EU programmes (Horizon Europe, EMFAF, LIFE, EIC, CBE JU) for R&D, pilot, and scale-up projects
- Use I3 and interregional funding to deploy technologies and expand production
- Explore private equity, debt financing, and impact investment
- Engage with platforms like BlueInvest for investor access and scale-up support

---

#### 2. Strategic Partnerships

- Build long-term partnerships with corporates to secure demand and supply stability
- Develop joint ventures combining SME production and industrial processing/market access
- Participate in regional clusters and EU platforms (EU4Algae, I3-4-Seaweed, Blue Bio Match)
- Strengthen cross-sector and cross-border collaboration

---

#### 3. Market Entry & Scale-up

- Target high-growth markets with phased strategy:
  - Short term: feed, biostimulants
  - Medium term: food, bioplastics, textiles
  - Long term: pharma, construction
- Focus on vertical integration to improve margins, quality, and traceability
- Invest in processing capacity and product performance

---

#### 4. Consumer Awareness & Market Development

- Support consumer education and awareness campaigns
- Collaborate with retailers and distributors to scale market reach
- Position seaweed in high-value and sustainable product categories

---

#### 5. Sustainability & New Revenue Streams

- Highlight environmental benefits (carbon capture, nutrient removal) in business strategies
- Develop new revenue models (carbon credits, ecosystem services)
- Align with impact-driven investors and sustainability targets



Complementary SME and Investor-Led  
Strategies for the European Seaweed Sector



Figure 8: Economy-level Recommendations Roadmap

## 2.3. Research and Innovation Needs

To capitalize on the full potential of the European seaweed sector and cement it as an essential player to the blue bioeconomy, an organized, coordinated and planned approach to research and innovation is required. Integrating all the stakeholders, **merging their different minds and point of views** into one global mindset: **“turning the small seaweed sector into a sustainable economically feasible sector by integrating all the players and communities”**.

To summarize this report analysis, unlocking the potential of the European seaweed sector requires a **sustained strategy based on the development of technical research, creation of practical pilot projects with LCA and economic viability reports, and strong collaboration between academia and industry**. With the correct projections, planning, investments and governmental backing, the seaweed industry has the potential to become a key component of Europe's sustainable and resilient blue economy before 2030.

### Technological development

There is still too much innovation and research to be developed in the seaweed sector to turn seaweed to Excellence level in the EU, because most of the research doesn't arrive in industry, or it is not economically feasible or it is not possible to be scaled up. This happens because the scalability does not start in the beginning of the seaweed cultivation, creating a problem in the seaweed value chain and potential (Figure 11). Thus, Research and Innovation need to be addressed from the bottom to the top of the value chain.

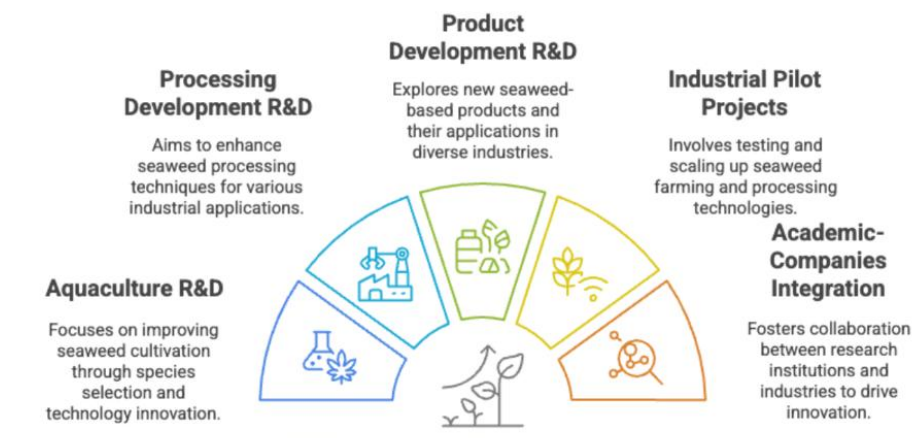


Figure 9 – Overview of innovation and research opportunities



| <b>R&amp;I Domain</b>                                      | <b>Key Needs / Focus Areas</b>   | <b>Expected Impact</b>   |
|--|--|--|
| <b><i>Aquaculture &amp; Biomass Production</i></b>         | <ul style="list-style-type: none"> <li>Select and domesticate high-potential, resilient species</li> <li>Develop breeding strategies (yield, resistance, bioactivity)</li> <li>Improve cultivation systems (offshore, IMTA, land-based)</li> <li>Strengthen environmental monitoring and ecosystem assessment</li> <li>Scale-up trials and economic validation</li> </ul>                              | <b>Scalable, reliable biomass production with improved resilience and sustainability</b> |
| <b><i>Processing &amp; Biorefinery</i></b>                 | <ul style="list-style-type: none"> <li>Develop energy-efficient drying and preservation methods</li> <li>Improve scalable and green extraction techniques</li> <li>Implement biorefinery for full biomass valorisation</li> <li>Automate processing and reduce waste</li> <li>Improve rapid quality and safety testing</li> </ul>  | <b>Higher product value, lower costs, improved quality and sustainability</b>            |
| <b><i>Product Development &amp; Applications</i></b>       | <ul style="list-style-type: none"> <li>Develop consumer-friendly, high-value products</li> <li>Improve sensory and functional properties</li> <li>Validate health benefits (clinical evidence)</li> <li>Expand applications (food, cosmetics, biomaterials, agriculture)</li> <li>Strengthen quality, safety, and traceability standards</li> <li>Use advanced sensing and analytical tools</li> </ul> | <b>Increased market adoption, product credibility, and diversification</b>               |
| <b><i>Pilot &amp; Scale-up Infrastructure</i></b>          | <ul style="list-style-type: none"> <li>Establish demonstration farms across EU regions</li> <li>Test integrated, multi-use systems (IMTA, energy, aquaculture)</li> <li>Validate techno-economic and environmental performance</li> <li>Scale promising processing technologies</li> <li>Deploy digital tools (AI, IoT, monitoring systems)</li> </ul>   | <b>Reduced gap between research and industry, faster commercialisation</b>               |
| <b><i>Academia–Industry Integration</i></b>                | <ul style="list-style-type: none"> <li>Strengthen public–private partnerships</li> <li>Support industrial PhDs and applied research programmes</li> <li>Develop living labs and innovation hubs</li> <li>Align funding instruments with industry needs</li> <li>Improve regulatory clarity to support innovation</li> </ul>  | <b>Faster knowledge transfer and uptake of innovation</b>                                |
| <b><i>Interregional Collaboration &amp; Networking</i></b> | <ul style="list-style-type: none"> <li>Establish a European seaweed innovation network</li> <li>Develop regional clusters by expertise and market</li> <li>Facilitate knowledge sharing and capacity building</li> <li>Create digital platforms for data, funding, and collaboration</li> <li>Promote training, entrepreneurship, and sector visibility</li> </ul>                                     | <b>Reduced fragmentation and stronger EU-wide ecosystem</b>                              |
| <b><i>Cross-cutting Enablers</i></b>                       | <ul style="list-style-type: none"> <li>Improve data availability and sharing</li> <li>Conduct LCA and sustainability assessments</li> <li>Support standardisation and regulatory alignment</li> <li>Promote circular bioeconomy approaches</li> </ul>  | <b>Better decision-making, policy support, and long-term sustainability</b>              |



## 2.4. Interregion collaboration and networking

The **European seaweed sector** is experiencing **rapid growth**, yet remains **highly fragmented**. To realize its full potential and significantly contribute to sustainable regional economies, interregional collaboration and coordinated networking are crucial. Strengthening linkages between regions, industries, research institutions, and governments will help build an integrated, resilient, and competitive European seaweed industry.

### 1. *European Coordination & Governance*

- Establish a **European Seaweed Innovation Collaborative Network (EUSICN)** as central coordination platform
- Develop a **digital knowledge platform** (data, research, market, regulation)
- Strengthen **EU-wide stakeholder alignment and information sharing**

### 2. *Regional Clustering & Ecosystem Building*

- Create **regional innovation clusters** (cultivation, processing, product development)
- Connect regions based on **complementary strengths and market focus**
- Facilitate **cross-border collaboration and joint projects**

### 3. *Knowledge Transfer & Capacity Building*

- Deliver **training programmes, workshops, and knowledge exchange initiatives**
- Promote **entrepreneurship, mentorship, and skills development**
- Ensure **knowledge diffusion from advanced to emerging regions**

### 4. *Innovation & Collaboration Mechanisms*

- Organise **innovation challenges, hackathons, and matchmaking events**
- Support **collaborative R&D and pilot initiatives**
- Enable **multi-stakeholder cooperation (academia–industry–policy)**

### 5. *Market Development & Visibility*

- Appoint **regional seaweed ambassadors** to promote the sector
- Organise **events, trade fairs, and outreach activities**
- Develop a **cohesive EU seaweed branding strategy**

### 6. *Data & Platform Infrastructure*

- Centralise research outputs, case studies, and market intelligence
- Provide open access to funding, regulatory, and innovation information
- Support continuous learning and transparent communication



## 3. CONCLUSIONS AND NEXT STEPS

### 3.1. Conclusion

**The European seaweed industry is experiencing significant growth**, driven by rising interest in sustainable resources, alternative proteins, and eco-friendly solutions. However, despite this momentum, the **sector remains highly fragmented, limiting its ability to effectively compete with established international markets**, particularly in Asia. Key challenges identified include inadequate interregional collaboration, regulatory fragmentation across Member States, limited knowledge exchange due to proprietary mindsets, insufficient large-scale processing facilities, and a lack of standardized quality control frameworks. These factors collectively hinder the industry's economic viability, restricting European seaweed companies from achieving sustainable growth without significant EU financial support.

**Our comprehensive SWOT and PESTEL analyses revealed major bottlenecks** in the seaweed value chain, particularly around **cultivation and market acceptance**. Seaweed cultivation – fundamental to industry sustainability – remains constrained by **limited knowledge-sharing and scalability**. Regulatory complexity and variability across Europe further diminish market attractiveness, creating uncertainty for investors, researchers, and SMEs.

**Conversely, the analyses underscored substantial opportunities:** increasing EU support through strategic frameworks such as the **Blue Economy Strategy, European Green Deal, The European Ocean Pact**, and Farm to Fork Initiative; **rising consumer demand** for sustainable, health-oriented products; and **ongoing advancements** in seaweed-related technologies. These provide fertile ground for regional development and valorization initiatives across diverse applications (food, feed, agriculture, cosmetics, biotechnology).

### 3.2. Future perspectives and recommended actions

To effectively capitalize on these opportunities, **the European seaweed industry requires a paradigm shift - a holistic, multidisciplinary approach** integrating economic, political, technological, and scientific expertise to forge a resilient, interconnected, and globally competitive sector. Essential to this shift is the creation of structured mechanisms for collaboration, innovation, and financing.

#### Immediate Initiatives (Short-term: 1-2 years)

- Establish a Seaweed Food Innovation and Knowledge Hub (SFI): Set up a physical centre for R&D, technology demonstrations, and product development to serve as the sector's core innovation nexus.
- Complement this with a digital platform providing open access to research findings, case studies, regulatory updates, market analyses, and funding opportunities, promoting real-time collaboration and global visibility.
- Initiate workshops, training courses, and events aimed at transferring knowledge from academia to industry, policymakers, and regional stakeholders, fostering skill development and immediate industry adoption.



### Medium-Term Initiatives (3-5 years)

#### Enhance Interregional and Cross-Sectoral Cooperation:

- Develop regional innovation clusters and satellite hubs affiliated with the central SFI. These hubs will leverage regional strengths, facilitating knowledge-sharing and coordinated innovation activities.
- Select and train regional seaweed ambassadors who will actively promote the industry, bridge stakeholder groups, and enhance market acceptance through advocacy and public engagement.
- Organize European seaweed-focused hackathons and innovation challenges, engaging cross-sector participants to identify novel applications and market opportunities.

### Long-Term Strategic Goals (5+ years)

#### Market Acceptance and Standardization:

- Work closely with EU policymakers and regulatory bodies to streamline and harmonize quality control standards, improving consumer confidence and international competitiveness.
- Undertake comprehensive regulatory impact assessments to clarify and enhance legal frameworks for seaweed-derived products, reducing market fragmentation and accelerating market adoption across Member States.

#### Establishing a Robust European Seaweed Brand:

- Create a strong, unified European seaweed brand that emphasizes sustainability, traceability, quality, and innovation, positioning EU seaweed products competitively in global markets.
- Promote interregional cooperation and coordinated investment efforts, aligning regional smart specialization strategies to enhance territorial resilience, economic growth, and workforce skills development in coastal communities.

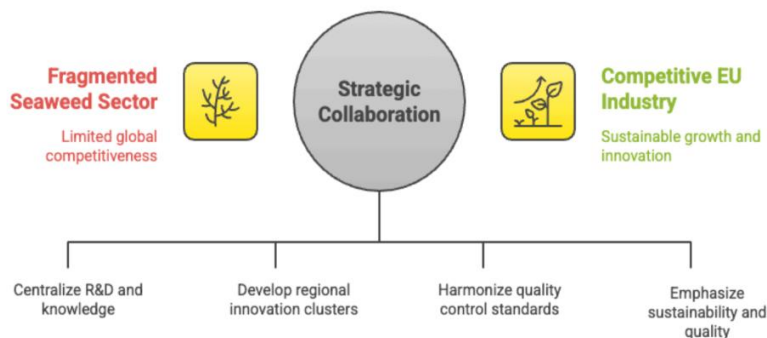


Figure 10 - Transforming the European Seaweed Industry

### 3.3. Practicing What We Preach: Upcoming Project Actions

This report lays the groundwork for substantial transformative actions scheduled in subsequent project phases:

- **Cascade Funding (Work Package 5):** We will implement cascade financing schemes specifically designed to empower 30 SMEs across Europe. This will facilitate practical knowledge transfer, reinforce seaweed value chains, and stimulate innovation and regional economic development.
- **Seaweed Food Innovation and Knowledge Hub (Task 6.4):** The establishment of the Seaweed Food Innovation Center and associated knowledge hub will begin operationalizing these strategic recommendations, fostering direct collaboration among academia, industry, SMEs, and policymakers.

Together, these initiatives embody our commitment to tangible change and reinforce the progress triggered by EU-led efforts, such as the EU4Algae Initiative. **Through structured, proactive collaboration, we aim to transform the European seaweed industry into a cohesive, economically resilient, and globally competitive sector** - fully aligned with Europe's environmental and socio-economic objectives.

By adopting a strategic, structured approach that bridges theory and practice, leveraging targeted financial instruments, and establishing comprehensive collaboration networks, Europe can fully harness seaweed's extraordinary potential for sustainable regional development, climate resilience, and innovation-driven economic growth.



# Reference list

Some bibliographic references pertain to the full report prepared for Deliverable 2.3 of the I3-4 Seaweed Project. We have opted to retain the complete list of references, as they may provide useful background information for readers.

**Araújo, G. S., Morais, T., Cotas, J., García-Poza, S., Silva, J. W. A., Gonçalves, A. M. M., & Pereira, L.** (2022). A Road to the Sustainable Seaweed Aquaculture. In *Sustainable Global Resources Of Seaweeds Volume 1* (pp. 63–73). Springer. [https://doi.org/10.1007/978-3-030-91955-9\\_4](https://doi.org/10.1007/978-3-030-91955-9_4)

**Araújo, R., Vázquez Calderón, F., Sánchez López, J., Azevedo, I. C., Bruhn, A., Fluch, S., ... Ullmann, J.** (2021). Current Status of the Algae Production Industry in Europe: An Emerging Sector of the Blue Bioeconomy. *Frontiers in Marine Science*, 7. <https://doi.org/10.3389/fmars.2020.626389>

**Cotas, J., Tavares, J. O., Silva, R., & Pereira, L.** (2024). Seaweed as a Safe Nutraceutical Food: How to Increase Human Welfare? *Nutraceuticals*, 4(3), 323–362. <https://doi.org/10.3390/nutraceuticals4030020>

**COST Action PHYCOMORPH.** (2019). PEGASUS – Phycomorph European Guidelines for a Sustainable Aquaculture of Seaweeds. <https://www.phycomorph.org/pegasus-phycomorph-european-guidelines-for-a-sustainable-aquaculture-of-seaweeds>

**Cueff, M.** (2024). Current market dynamics and consumer demand trends in the seaweed industry. FAO, Rome.

**Draghi, M.** (2024). *The future of European competitiveness – A competitiveness strategy for Europe* (Part A). 9 September 2024. [https://commission.europa.eu/topics/eu-competitiveness/draghi-report\\_en](https://commission.europa.eu/topics/eu-competitiveness/draghi-report_en)

**Draghi, M.** (2024). *The future of European competitiveness – In-depth analysis and recommendations* (Part B). 9 September 2024. [https://commission.europa.eu/topics/eu-competitiveness/draghi-report\\_en](https://commission.europa.eu/topics/eu-competitiveness/draghi-report_en)

**European Commission.** (2025). *A Competitiveness Compass for the EU*. COM(2025)30 final, 29 January 2025. [https://commission.europa.eu/document/download/10017eb1-4722-4333-add2-e0ed18105a34\\_en?file\\_name=Communication\\_1.pdf](https://commission.europa.eu/document/download/10017eb1-4722-4333-add2-e0ed18105a34_en?file_name=Communication_1.pdf)

**European Commission.** (2019). *The European Green Deal*. COM(2019)640 final, December 2019. <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:52019DC0640>

**European Commission.** (2020). *A Farm to Fork Strategy for a fair, healthy and environmentally-friendly food system*. COM(2020)381 final, 20 May 2020. <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:52020DC0381>

**European Commission.** (2020). *EU Biodiversity Strategy for 2030*. COM(2020)380 final, 20 May 2020. <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:52020DC0380>

**European Commission.** (2020). *Eurobarometer 92.2: Making our food fit for the future – Citizens' expectations*. Fieldwork 08–09/2020, Publication 10/2020. <https://europa.eu/eurobarometer/surveys/detail/2241>

**European Commission.** (2021). *Strategic guidelines for a more sustainable and competitive EU aquaculture for the period 2021 to 2030*. COM(2021)236 final, 12 May 2021. <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:52021DC0236>

**European Commission.** (2020). *Regulation (EU) 2021/1119 – European Climate Law*. OJ L 243, 9.7.2021, pp. 1–17. <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:32021R1119>

**European Commission.** (2024). *Building the future with nature: Boosting Biotechnology and Biomanufacturing in the EU*. 20 March 2024. <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:52024DC0137>



**European Commission.** (2025). *A Vision for Agriculture and Food*. COM(2025)75 final, 19 February 2025. <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:52025DC0075>

**European Commission.** (2025). *The Clean Industrial Deal: A joint roadmap for competitiveness and decarbonisation*. 26 February 2025. [https://commission.europa.eu/document/download/9db1c5c8-9e82-467b-ab6a-905feeb4b6b0\\_en?filename=Communication%20-%20Clean%20Industrial%20Deal\\_en.pdf](https://commission.europa.eu/document/download/9db1c5c8-9e82-467b-ab6a-905feeb4b6b0_en?filename=Communication%20-%20Clean%20Industrial%20Deal_en.pdf)

**European Commission.** (2025). *The European Ocean Pact*. COM(2025)281 final, 5 June 2025. <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:52025DC0281>

**European Commission.** (2025). *European Water Resilience Strategy*. 4 June 2025. <https://circabc.europa.eu/ui/group/1c566741-ee2f-41e7-a915-7bd88bae7c03/library/b560bc22-6a61-4b63-b62b-a7fe890ea177/details>

**European Commission.** (2025). *Communication: The EU Startup and Scaleup Strategy*. 28 May 2025. [https://research-and-innovation.ec.europa.eu/document/download/2f76a0df-b09b-47c2-949c-800c30e4c530\\_en?filename=ec\\_rtd\\_eu-startup-scaleup-strategy-communication.pdf](https://research-and-innovation.ec.europa.eu/document/download/2f76a0df-b09b-47c2-949c-800c30e4c530_en?filename=ec_rtd_eu-startup-scaleup-strategy-communication.pdf)

**European Commission: DG for Maritime Affairs & Fisheries, Borriello, A., Calvo Santos, A., Codina López, L., Feyen, L., et al.** (2024). *The EU blue economy report 2024*. Publications Office. <https://data.europa.eu/doi/10.2771/186064>

**European Commission: DG for Maritime Affairs & Fisheries, Borriello, A., Calvo Santos, A., Feyen, L., Ghiani, M., et al.** (2025). *The EU blue economy report 2025*. Publications Office. <https://data.europa.eu/doi/10.2771/2333701>

**European Commission: DG for Maritime Affairs & Fisheries, Borriello, A., Calvo Santos, A., Ghiani, M., Guillén, J., et al.** (2023). *The EU blue economy report 2023*. Publications Office. <https://data.europa.eu/doi/10.2771/7151>

**European Commission: DG for Research & Innovation.** (2022). *European bioeconomy policy – Stocktaking and future developments*. Report to the Parliament, Council, EESC & CoR. Publications Office. <https://data.europa.eu/doi/10.2777/997651>

**European Parliament PECH Committee: Kuech, A., Breuer, M., & Popescu, I.** (2023). *The future of the EU algae sector*. Directorate-General for Internal Policies. <https://data.europa.eu/doi/10.2861/218277>

**FAO.** (2024). *The State of World Fisheries and Aquaculture 2024*. FAO. <https://doi.org/10.4060/cd0683en>

**García-Poza, S., Cotas, J., Morais, T., Pacheco, D., Pereira, L., Marques, J. C., & Gonçalves, A. M. M.** (2022). Global Trade of Seaweed Foods. In *Sustainable Global Resources of Seaweeds Volume 2* (pp. 325–337). Springer International Publishing. [https://doi.org/10.1007/978-3-030-92174-3\\_17](https://doi.org/10.1007/978-3-030-92174-3_17)

**García-Poza, S., Leandro, A., Cotas, C., Cotas, J., Marques, J. C., Pereira, L., & Gonçalves, A. M. M.** (2020). The Evolution Road of Seaweed Aquaculture: Cultivation Technologies and the Industry 4.0. *International Journal of Environmental Research and Public Health*, 17(18), 6528. <https://doi.org/10.3390/ijerph17186528>

**Global Seaweed: New and Emerging Markets Report.** (2023). World Bank. <http://hdl.handle.net/10986/40187>

**Grand View Research.** (2021). *Commercial Seaweed Market Size, Share & Trends Analysis Report By Product, By Application, By Form, By Region, 2022–2030*.

**IMARC.** (2024). *Seaweed Market Size, Share, Trends and Forecast by Environment, Product, Application, and Region, 2025–2033*. <https://www.imarcgroup.com/seaweed-market>

**Joint Communication – European Preparedness Union Strategy.** (2025). JOIN(2025)130 final, 26 March 2025. <https://webgate.ec.europa.eu/circabc-ewpp/d/d/workspace/SpacesStore/b81316ab-a513-49a1-b520-b6a6e0de6986/download>

**Joint Research Centre – European Commission.** (2022). *An Overview of the Algae Industry in Europe*. JRC130107. Publications Office, 3 Oct 2022.



<https://publications.jrc.ec.europa.eu/repository/handle/JRC130107>

**Jueterbock, A., Hoarau-Heemstra, H., Wigger, K., Duarte, B., Bruckner, C., Chapman, A., ... Zhang, J.** (2025). Roadmap to sustainably develop the European seaweed industry. *npj Ocean Sustainability*, 4(1), 22. <https://doi.org/10.1038/s44183-025-00122-9>

**Leandro, A., Pacheco, D., Cotas, J., Marques, J. C., Pereira, L., & Gonçalves, A. M. M.** (2020). Seaweed's Bioactive Candidate Compounds to Food Industry and Global Food Security. *Life*, 10(8), 140. <https://doi.org/10.3390/life10080140>

**Leandro, A., Pacheco, D., García-Poza, S., Cotas, J., Marques, J. C., Pereira, L., & Gonçalves, A. M. M.** (2023). Macroalgae: Current Applications in Daily Life and Prospects for the Future. In *Algal Metabolites* (pp. 205–250). Apple Academic Press. <https://doi.org/10.1201/9781003346081-12>

**North Sea Farmers.** (2021). Market potential report for cultivated seaweeds in existing seaweed food markets. [https://www.northseafarmers.org/news/2021/Seaweed-market-study\\_210302.pdf](https://www.northseafarmers.org/news/2021/Seaweed-market-study_210302.pdf)

**Pardilhó, S., Cotas, J., Gonçalves, A. M. M., Dias, J. M., & Pereira, L.** (2021). Seaweeds Used in Wastewater Treatment: Steps to Industrial Commercialization. In *Phycology-Based Approaches for Wastewater Treatment and Resource Recovery* (pp. 247–262). CRC Press. <https://doi.org/10.1201/9781003155713-9>

**Pereira, L., & Cotas, J.** (2024). Seaweed: a sustainable solution for greening drug manufacturing in the pursuit of sustainable healthcare. *Exploration of Drug Science*, 2(1), 50–84. <https://doi.org/10.37349/eds.2024.00036>

**Seafood TIP.** (2022). The European market potential for seaweed. CBI.

**Seaweed Europe.** (2021). The Investor Memo – The Case for Seaweed Investment in Europe, October 2021.

<https://www.systemiq.earth/resource-category/investor-memo-the-case-for-seaweed-investment-in-europe/>

**Seaweed Europe.** (2021). Seaweed for Europe – Hidden Champion of the Ocean. <https://www.systemiq.earth/resource-category/hidden-champion/>

**Seaweed Europe & UN Global Compact & Lloyd's Register Foundation.** (2020). *Seaweed Revolution – A Manifesto for a Sustainable Future*. <https://unglobalcompact.org/library/5743>

**Tanoeiro, J. R., Fortunato, D., Morais, T., Cotas, J., Mendes Gonçalves, A. M., Afonso, C., & Pereira, L.** (2023). Advanced techniques for cultivating algae with regard to the industrialization. In *Algae Materials* (pp. 117–131). Elsevier. <https://doi.org/10.1016/B978-0-443-18816-9.00007-1>

**Tyrrell, D.** (2016). Seaweed: Making waves in the global beauty market. Mintel.

**United Nations.** (2024). *An Ocean of Opportunities: The Potential of Seaweed to Advance Food, Environmental and Gender Dimensions of the SDGs*. [https://unctad.org/system/files/official-document/ditcted2024d1\\_en.pdf](https://unctad.org/system/files/official-document/ditcted2024d1_en.pdf)

**World Bank.** (2023). *Global Seaweed: New and Emerging Markets Report*. <http://hdl.handle.net/10986/40187>

**Zarbà, C., & Scuderi, A.** (2024). The trade of algae for human consumption: The common market competitiveness and impacts of the European Union legislation. *Journal of Agriculture and Food Research*.

**Zhang, L., Liao, W., Huang, Y., Wen, Y., Chu, Y., & Zhao, C.** (2022). Global seaweed farming and processing in the past 20 years. *Food Production, Processing and Nutrition*, 4(1), 23. <https://doi.org/10.1186/s43014-022-00103-2>



# Acknowledgements

Pereira, L.; Filipe Pires Cotas, J.; Cabral, C.; Aguiar, B. (2026). The Seaweed Industry in Europe: PESTEL Analysis – Market trends, foresight, and opportunities report on EU seaweed-based products [Project report]. I3-4-Seaweed Project, BGT CONSULTING GROUP & University of Coimbra.



## BGT CONSULTING GROUP

Bernardo Aguiar  
Innovation Manager  
bernardo.aguiar@bgtconsultinggroup.com



UNIVERSIDADE D  
COIMBRA

## University of Coimbra

Leonel Pereira  
Associate Professor in Biotechnology  
leonel@bot.uc.pt

