

Experiencias Globais na Prevenção de Enfermidades na Produção de Camarão

Maria Mercè Isern-Subich

Global Product Manager Aquaculture Health

Adisseo

- Who we are & what we do?
- Health Feed additives application around the world

Adisseo, a leader at the heart of the food chain



Key Figures





Our Industrial Footprint

(from West to East)



Solutions & services for our customers



Heritage of ADISSEO's BU Aquaculture



1997

INVE Aquaculture: Premixes & concentrates for aquafeed

- pioneering concepts in aquaculture nutrition & health (future “specialties”)
- hands-on approach aquafeed formulation & processing, feedmill / integrator projects



2009

INVE Nutriad: Aquaculture additives

- merging INVE Aquaculture and Nutriad additive portfolios for aquafeed

2011

Nutriadi International: Startup BU Aquaculture

- creation of global BU Aquaculture to steer product development, customer service and sales



2018

Acquired by Adisseo: Roll out BU Aquaculture

- global leader in feed additives
- global/local BU Aqua expansion
- merging/expanding Adisseo and Nutriad product portfolios
- accelerating innovation





The challenges in aquaculture require a specific Aqua Strategy

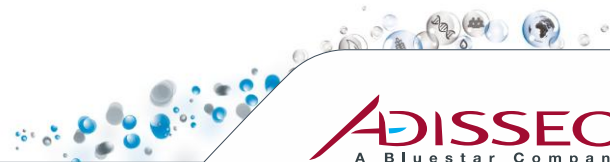
KEY CHALLENGES

- Young
- Complex
- Fragmented
- High-value niche market
- Major challenges in health & nutrition increasing demand for specialized feed additives



AQUA STRATEGY

- Species-specific Product Strategy
- Species-specific Technical Services
- Species-specific Innovation and R&D





BU Aqua 2020: Global/Regional Aqua Expertise



**Peter
Coutteau**
BU Director



**Sam
Ceulemans**
Global Scientific &
Technical Mgr



**Alexander
van Halteren**
Global
Commercial
Mgr



**Maria Mercè
Isern Subich**
Global Product
Mgr Aqua Health



**Marleen
Dehasque**
Global Product
Mgr Aqua
Nutrition



**Waldo
Nuez Ortin**
Lead Scientist



**Manon
Quintin**
Marketing
Specialist



**Gilberto
Hernandez**
Regional Mgr
LA1



**Thiago
Ushizima**
Regional Mgr
LA2



**Michalis
Tzouramanis**
Regional Mgr
S-EU



**Ismail
Youssef**
Regional Mgr
MEA1



**Kaan
Ozackan**
Regional Mgr
MEA 2



**Goud
Dhanunjaya**
Regional Mgr
INDIAN SC



**Allen
Gao**
Regional Mgr
CHINA



**Allen
Wu**
Regional Mgr
APAC



**Huynh
van Lanh**
Sales Mgr
Vietnam



**Chatirot
Intaraksa**
Sales Mgr
Thailand &
Myanmar



**Guiqing
Zhao**
Regional Tech
Mgr
China



**Martin
Guerrin**
Regional Tech
Mgr APAC/ISC



**Martha
Mamora**
Farm Application
Mgr APAC/ISC





AQUACULTURE HEALTH SOLUTIONS

ADISSEO AQUA



PREVENTIVE

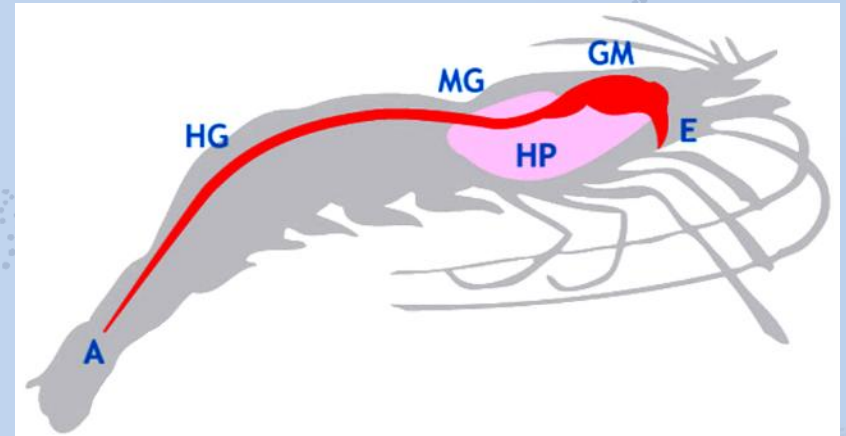
- Action starts before the problem
- Cost of the treatment & monitoring
- Increase productivity & Increase profitability
- **Reduce disease risk & outcome**

Health, profits

THE POWER OF GUT HEALTH

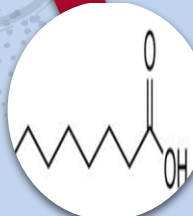
Promoting gut health to improve:

- ✓ **Performance** = a functional gut is key for optimal digestion and absorption (growth, FCR)
- ✓ **Survival** = gut is main entry port for infections and has a very important role in immune development

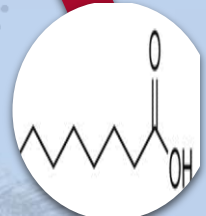


ADISSEO FUNCTIONAL FEED ADDITIVES

**SANACORE®
GM**

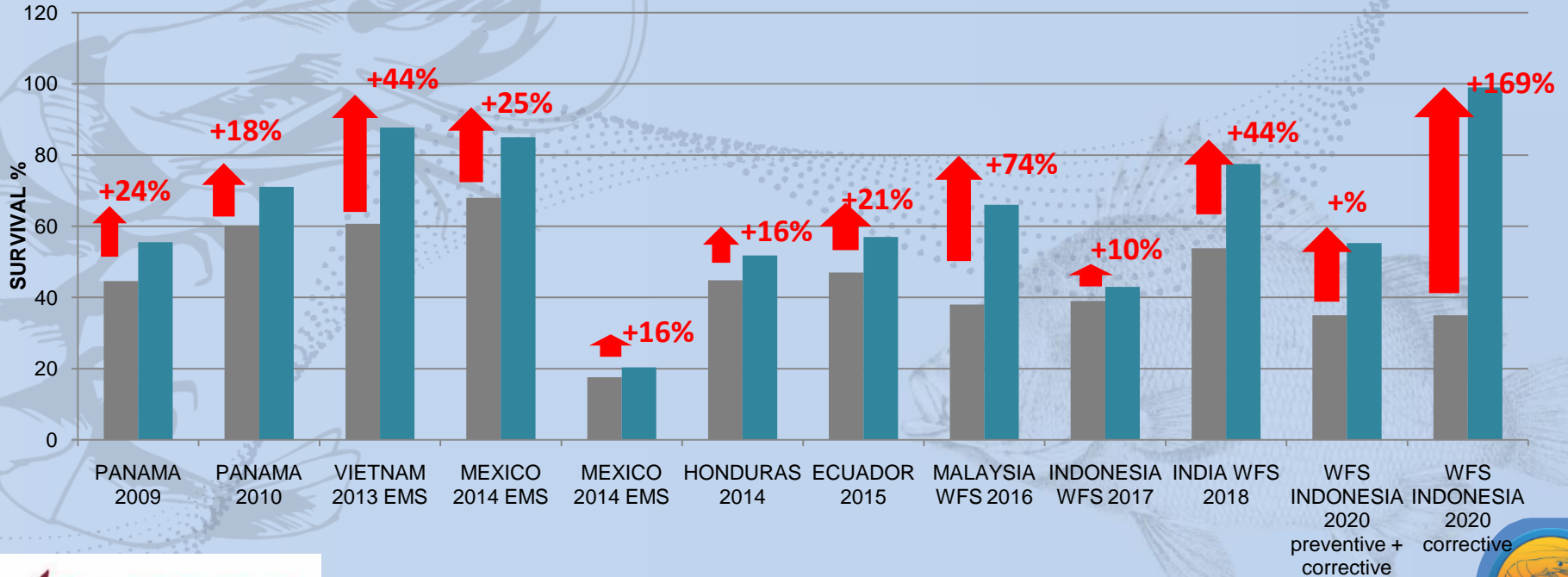


**BACTI-NIL®
AQUA**



GLOBAL EXPERIENCIES

FIELD trials





FARM TRIAL #1 : Northern P. Malaysia



FARM TRIAL #1 : Northern P. Malaysia

- ✓ Penang, Northern Malaysia
- ✓ History of area : **WSSV, EMS, WFS**
- ✓ Size of ponds : 0.4 Ha
- ✓ 2 control vs 4 treatment ponds
- ✓ Stocking density : PL 10-12, 110pcs/m²
- ✓ Preventive and corrective application (low and high dose of SANACORE GM applied)









FARM TRIAL #2: Northern Jakarta, Indonesia

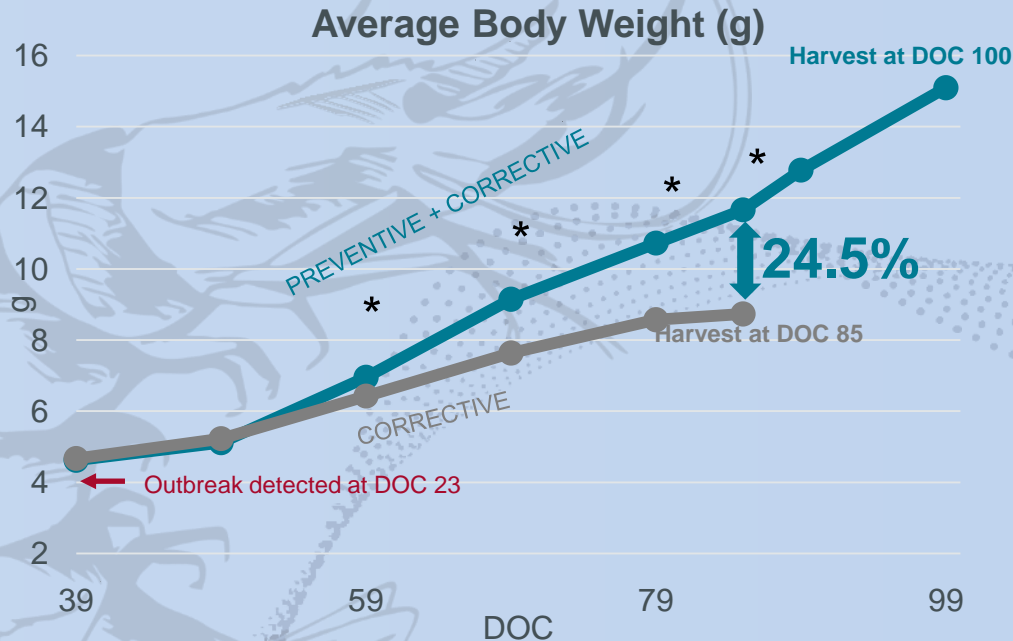


FARM TRIAL #2: Northern Jakarta, Indonesia



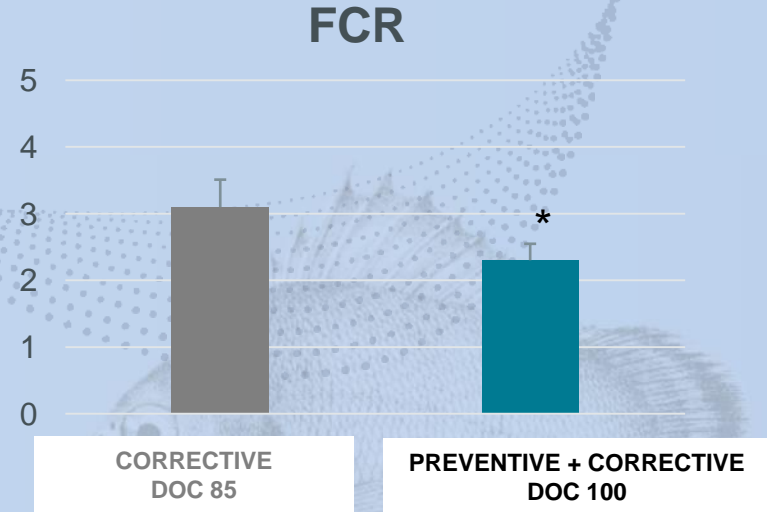
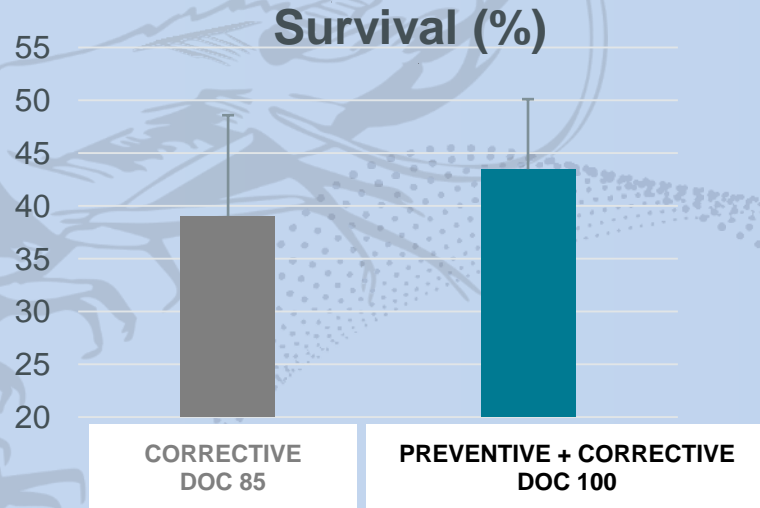
- ✓ Subang-Karawang, Indonesia
- ✓ History of area : **WFS**, **IMNV** and **WSSV**
- ✓ Failure of previous 2 cycles
- ✓ PL 10-12; Density of 100 pcs/m²
- ✓ 3000m² ponds
- ✓ 3 control vs 3 treatment
- ✓ Preventive and corrective application (low and high dose of SANACORE GM applied)

FARM TRIAL #2: Northern Jakarta, Indonesia



- Improved ADG recovery after the outbreak (25% better at DOC 85)
- Full harvest of control ponds at DOC 85 due to stunted growth

FARM TRIAL #2: Northern Jakarta, Indonesia





FARM TRIAL #3 : Odisha, India

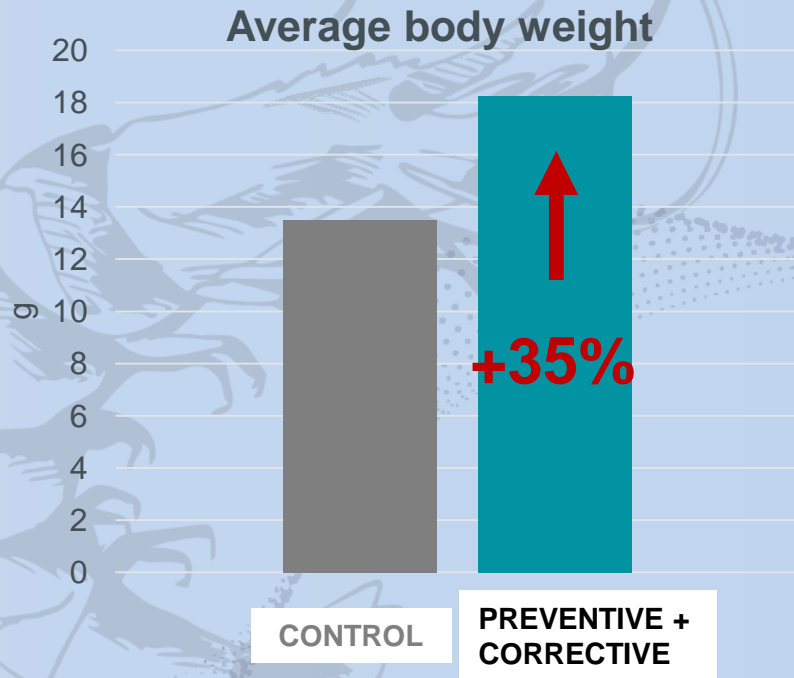


FARM TRIAL #3 : Odisha, India

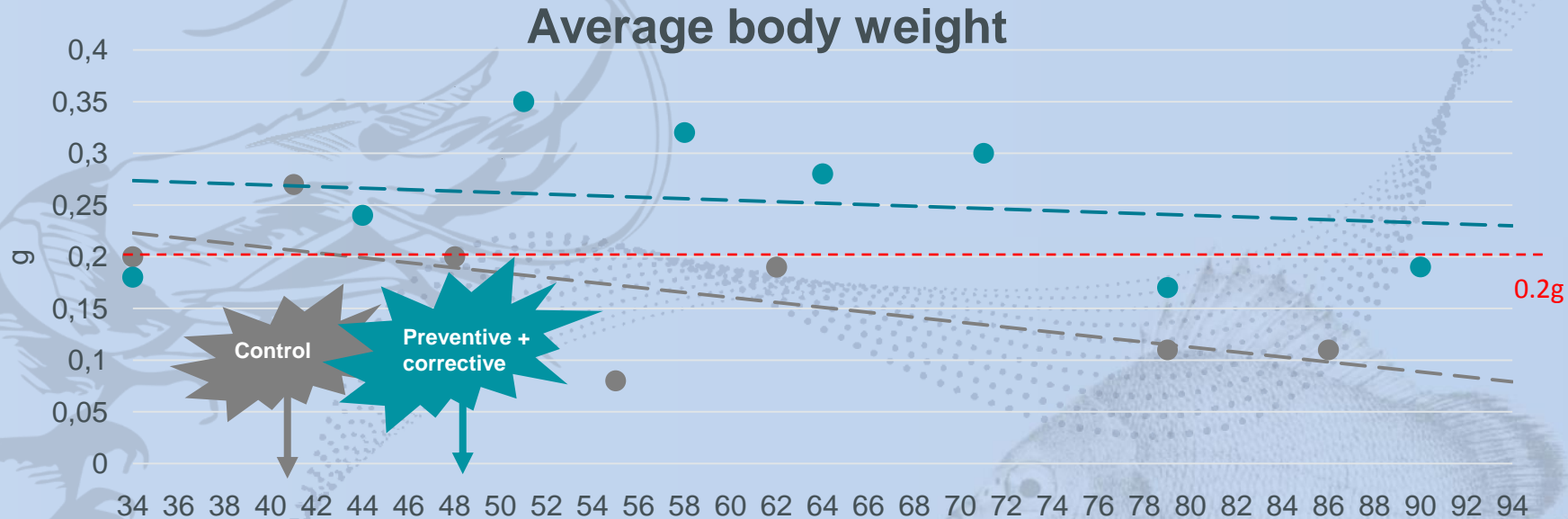


- ✓ Gopal Bore (Bala Sore), Odisha, India
- ✓ History of area : **WFS** and **WSSV**
- ✓ Observing decrease in performance over the cycles
- ✓ Bore-hole brackish water (8-14ppt)
- ✓ PL 10-12; Density of 64-65 pcs/m²
- ✓ 0.75 Ha ponds
- ✓ 1 control vs 1 treatment
- ✓ Preventive and corrective application (low and high dose of SANACORE GM applied)

FARM TRIAL #3 : Odisha, India



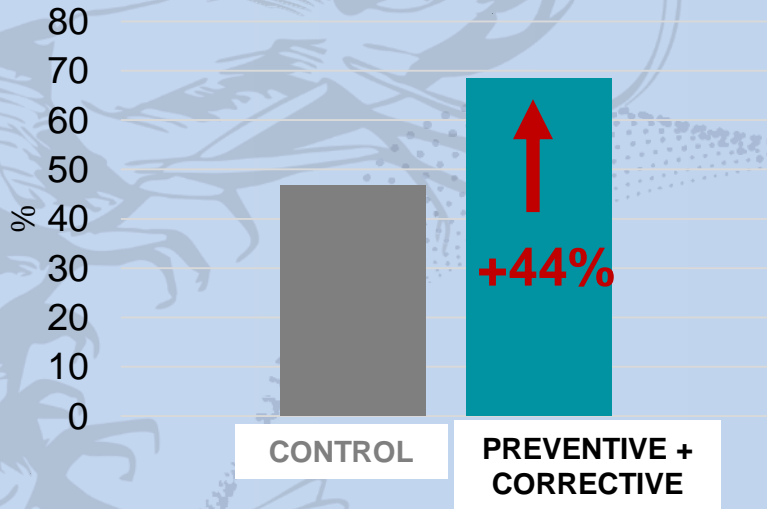
FARM TRIAL #3 : Odisha, India



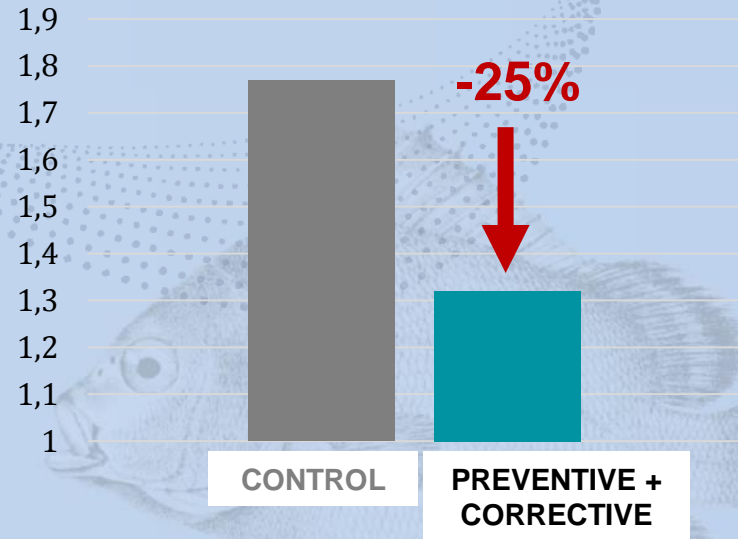
- Both control and treatment pond hit by WFS, **SANACORE GM able to delay** → DOC 41 and DOC 48, and **treatment pond recover faster**
- The use of SANACORE GM helps reducing the ADG loss due to the disease

FARM TRIAL #3 : Odisha, India

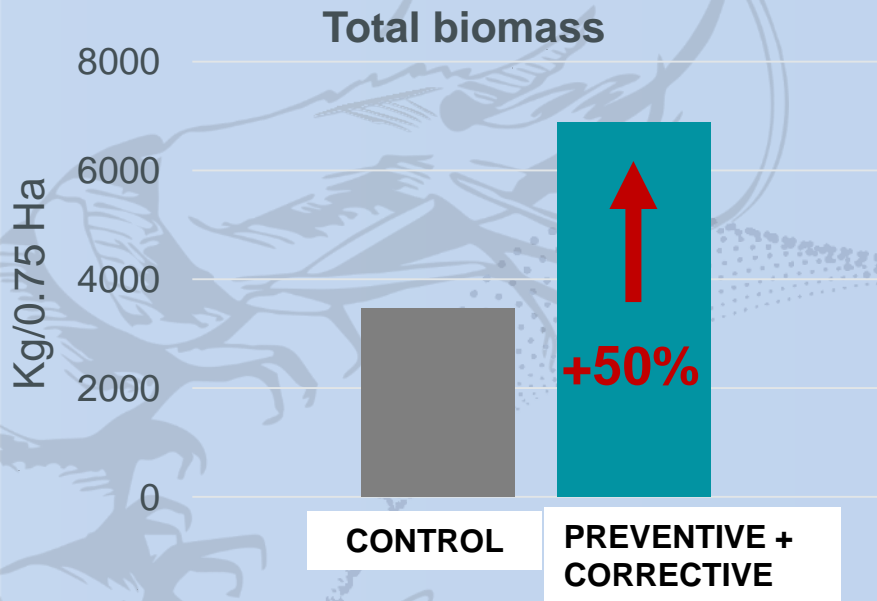
Survival (%)



FCR



FARM TRIAL #3 : Odisha, India



FARM TRIAL #4: Southern Sumatra, Indonesia



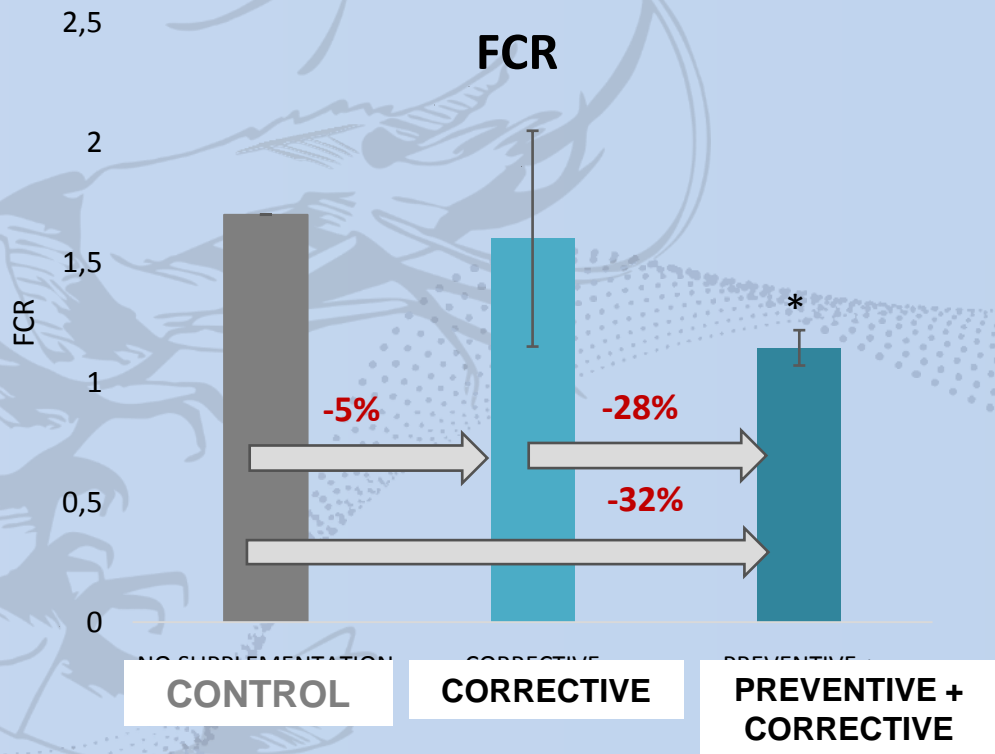
FARM TRIAL #4: Southern Sumatra, Indonesia

- ✓ Lampung, Sumatra, Indonesia
- ✓ History of area : **WFS, WSSV, EHP**
- ✓ Last 4 crops max 50% survival
- ✓ PL 10-12; Density of 100 pcs/m²
- ✓ 1000m² ponds, 2 blocks of 10 ponds
- ✓ 20 control vs 10 corrective treatment vs 10 preventive + corrective treatment of SNGM





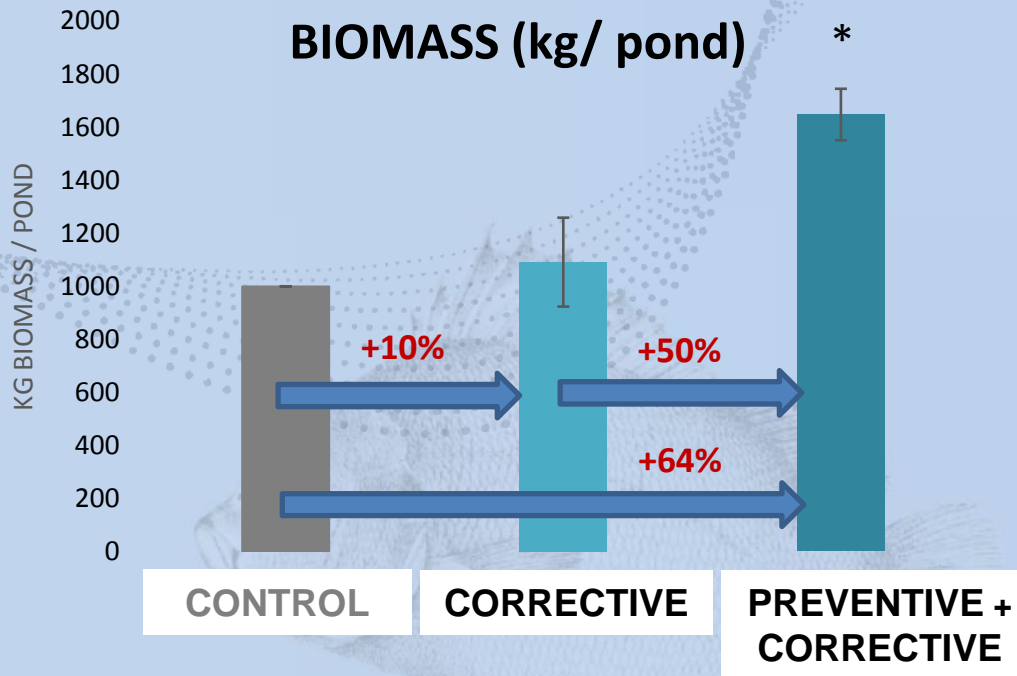
FARM TRIAL #4: Southern Sumatra, Indonesia



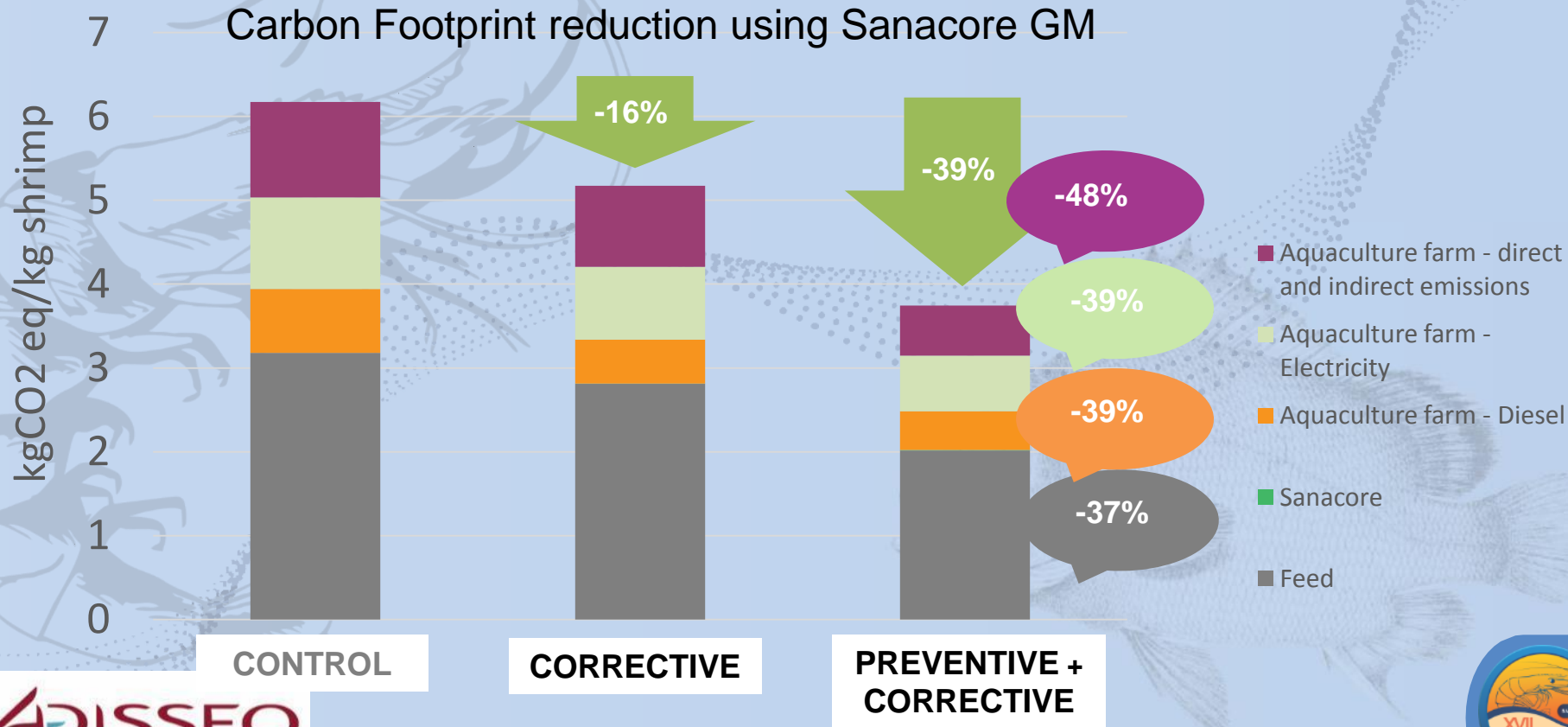
FARM TRIAL #4: Southern Sumatra, Indonesia



	corrective	preventive + corrective
ROI	18	40



FARM TRIAL #4: Southern Sumatra, Indonesia





FARM TRIAL #5 : Sinaloa, México



FARM TRIAL #5 : Sinaloa, México



- ✓ Sinaloa, México
- ✓ History of area : **Vibriosis, WSSV**
- ✓ From 3 to 17g; Density of 35 pcs/m²
- ✓ Experimental cages in production pond
- ✓ 5 replicates each treatment
- ✓ Preventive and pulse application of BACTI-NIL AQUA

FARM TRIAL #5 : Sinaloa, México

DIET 1	SEMI-EXTENSIVE
DIET 2	EXTENSIVE (FREE OF ADDITIVES)
DIET 3	EXTENSIVE ADISSEO: DIET 2 + 0,1% AQL + 0,2% BNA
DIET 4	EXTENSIVE ADISSEO + 0,25% BNA (PULSES*)
DIET 5	EXTENSIVE (COMMERCIAL)
DIET 6	EXTENSIVE (COMMERCIAL) + 0,25% BNA (PULSES*)

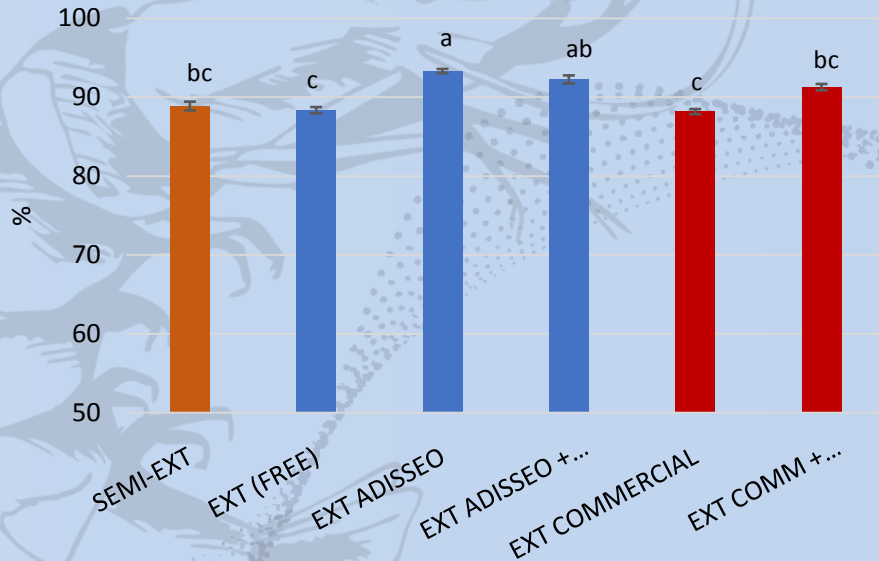
- Extensive: 10pcs/m²
- Semi-ext: 35pcs/m²
- Extensive 15% cheaper
- Raw materials: FM inclusion, additives, digestibility

*BNA PULSE STRATEGY		
% INCLUSION	DAYS	CRITICAL PERIOD
0,2	1-10	<ul style="list-style-type: none"> • 3 g • Shrimp recently transferred
0,5	28-37	<ul style="list-style-type: none"> • 8-10 g • High biomass and high stress
0,3	60-70	<ul style="list-style-type: none"> • 16 g • Shrimp reaching maturation

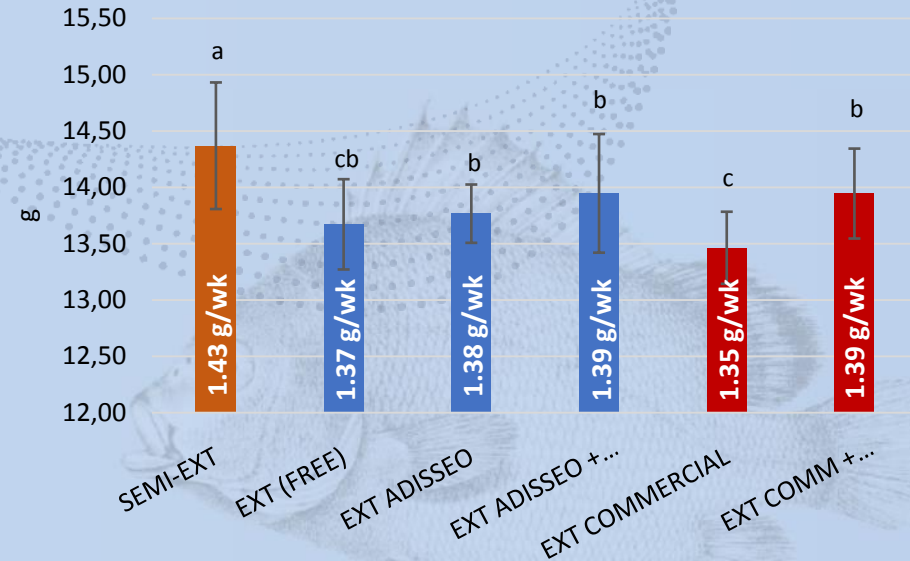
FARM TRIAL #5 : Sinaloa, México

DIET 1	SEMI-EXTENSIVE
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SURVIVAL



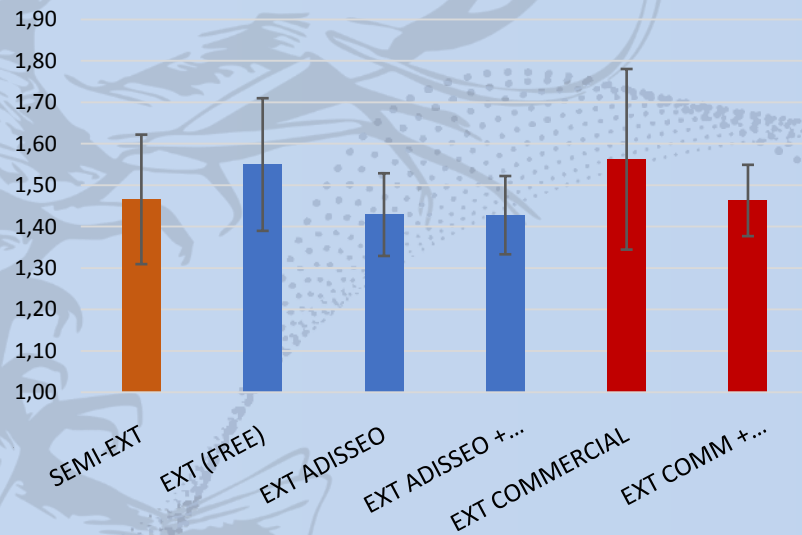
INDIVIDUAL WEIGHT GAIN



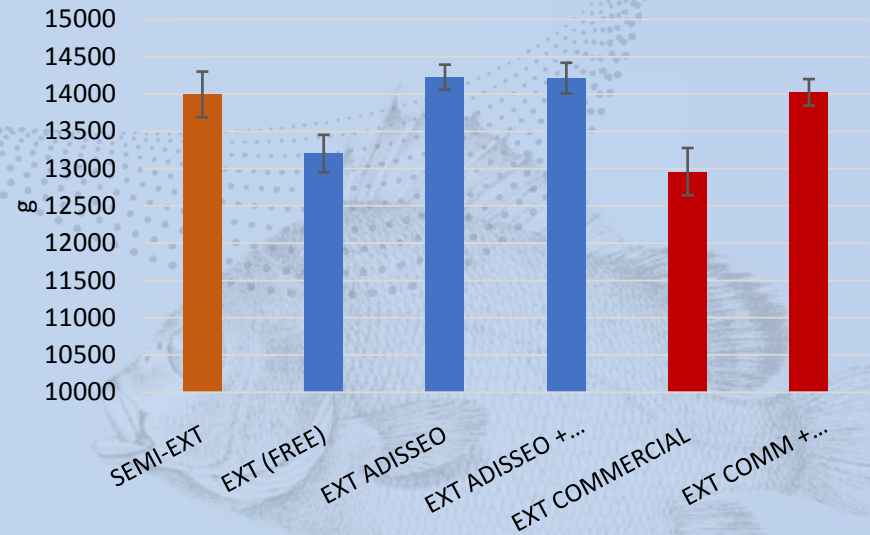
FARM TRIAL #5 : Sinaloa, México

DIET 1	SEMI-EXTENSIVE
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DIET 6	EXTENSIVE (COMMERCIAL) + 0,25% BNA (PULSES*)

FCR



BIOMASS GAIN (TOTAL/GROUP)



ROI	
ADISSEO EXT vs. EXT FREE	18,11
ADISSEO EXT + BNA PULSE VS EXT FREE	13,22
ADISSEO EXT + BNA PULSES vs. ADISSEO EXT	0,34
EXT COMM + BNA PULSES vs. EXT COMMERCIAL	24,68

BENEFIT-COST RATIOS	
SEMIEXT	3,12
EXT FREE OF ADDITIVES	3,65
EXT ADISSEO	3,89
EXT ADISSEO + BNA PULSES	3,87
EXT COMMERCIAL	3,47
EXT COMM + BNA PULSES	3,75



ADISSEO HEALTH PROGRAMS

- **Easy** to deliver –added at the feed mill via the mixer
- **Gut health** enhancement
- **Wide** spectrum: Increased **resistance** to disease & stress
- **Adapted** to every species – region – season needs
- Application: **Preventive & Corrective**



<https://aquaevent-by-adisseo.com/en>



the new **BLUE** is **GREEN**

AQUA@EVENT 2

November 23, 2021

ADISSEO
A Bluestar Company

The banner features a dark blue background with a glowing green water droplet on the left containing a green molecular structure. Below the droplet is a small blue fish icon. The text is in white and green. The Adisseo logo is on the right.