Qaya Cuero De Pescado Peruano · Clean Industry

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Country: Peru · Lima **Category:** Clean Industry **Impact Areas:** Circular Economy **Stage:** Launched **Team Size:** 3 **Website:** —

Elevator Pitch

Qaya transforms discarded fish skins into high-end eco-leather. Through metal-free processes and the circular economy, we reduce marine pollution and offer an ethical and sustainable alternative for the global industry.

Climate Problem

We are tackling pollution caused by organic fishing waste and the use of toxic chemicals in the fashion industry. This is vital because traditional leather production emits high levels of CO2 and heavy metals, while Qaya transforms waste into biomaterials with a low carbon footprint.

Solution

We offer high-end fish leather created through circular economy practices and organic tanning. In practice, we collect fish skins discarded by fishermen and transform them into a durable biomaterial that eliminates the use of heavy metals.

Revenue Model

We generate revenue through direct sales (B2B) of fish leather to sustainable fashion brands and by designing our own accessories. We plan to scale our business by licensing our organic tanning technology and forming partnerships with the luxury industry.

Target Market

Our target market is the sustainable luxury fashion industry (B2B), specifically footwear and leather goods brands in Europe and the U.S. that are seeking ethical biomaterials to replace traditional leather and environmentally harmful plastics.

Social Impact

Indigenous Peoples, Persons Belonging to National or Ethnic - Religious and Linguistic Minorities, People Living in Extreme Poverty, Women

Demand Evidence

We are validating this demand through recurring sales to ethical fashion brands and the growing interest from luxury firms in Europe. Furthermore, our recognition within APEC and partnerships with design centers confirm the urgent need for sustainable biomaterials.

Competitors

Our direct competitors include companies such as Nova Kaeru (Brazil) and ICTYOS (France). While there are a few small-scale artisanal initiatives in Peru, Qaya is the local leader thanks to our proprietary organic tanning technique and export partnerships.

Founder Expertise

We have extensive experience in the circular economy and the organic tanning of Amazonian hides. As the founder, I lead the strategic and commercial vision, supported by a team of experts in the technical development of biomaterials and project management.

External Support

We have received support from Innóvate Perú and the Ministry of Production. In addition, we were recognized for our innovation in the circular economy and sustainability, and we have formed partnerships with design institutions to validate our biomaterial.

Source: ClimateLaunchpad 2026 Application · App ID: 9211 Ingested: 2026-05-25

Revisión #3
Creado 2026-05-25 17:47:48 UTC por Angelica Diaz
Actualizado 2026-05-28 22:37:34 UTC por Angelica Diaz