



# COMPANY PRESENTATION

# PROBLEM IN THE GLOBAL PROTEIN SUPPLY

*“By 2030, global food demand is expected to rise by 35%.”*

- United Nations Food and Agriculture Organisation, 2012 -

*“Food demand is expected to increase anywhere between 59% to 98% by 2050.”*

- Harvard Business Review, 2016 -

Global demand for meat and protein is rising

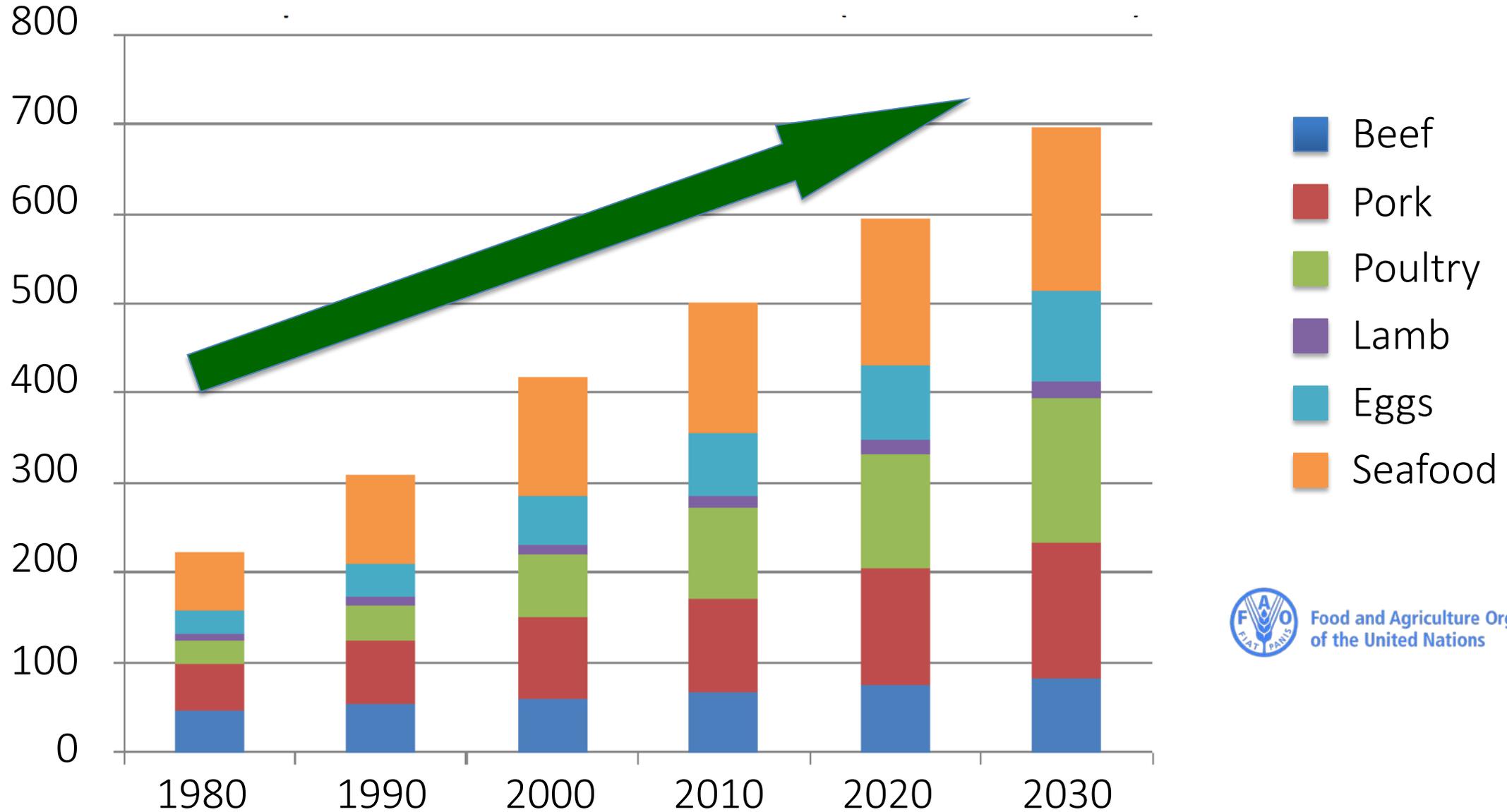
Income and population growth are major drivers in the global food demand

Prices of feed, water, energy and land are rising.

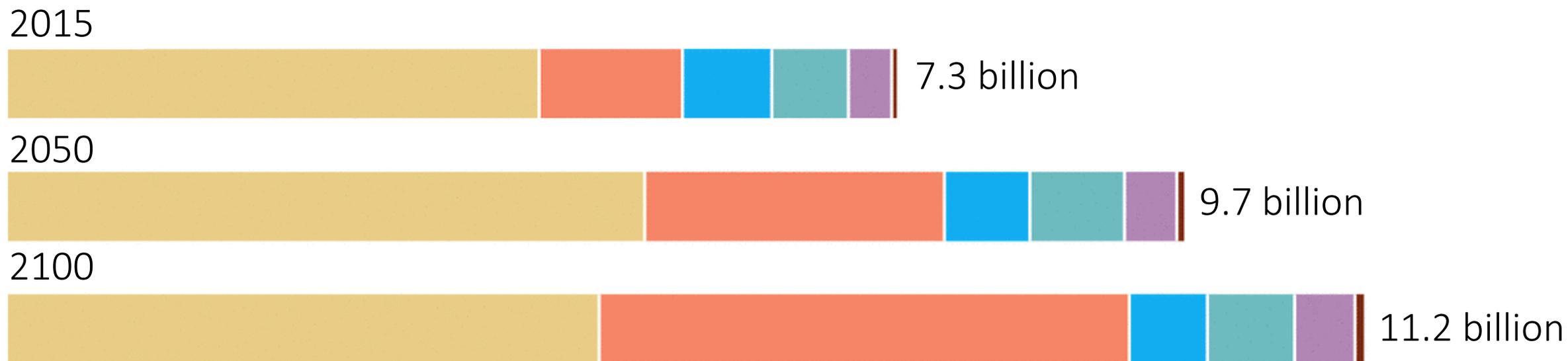
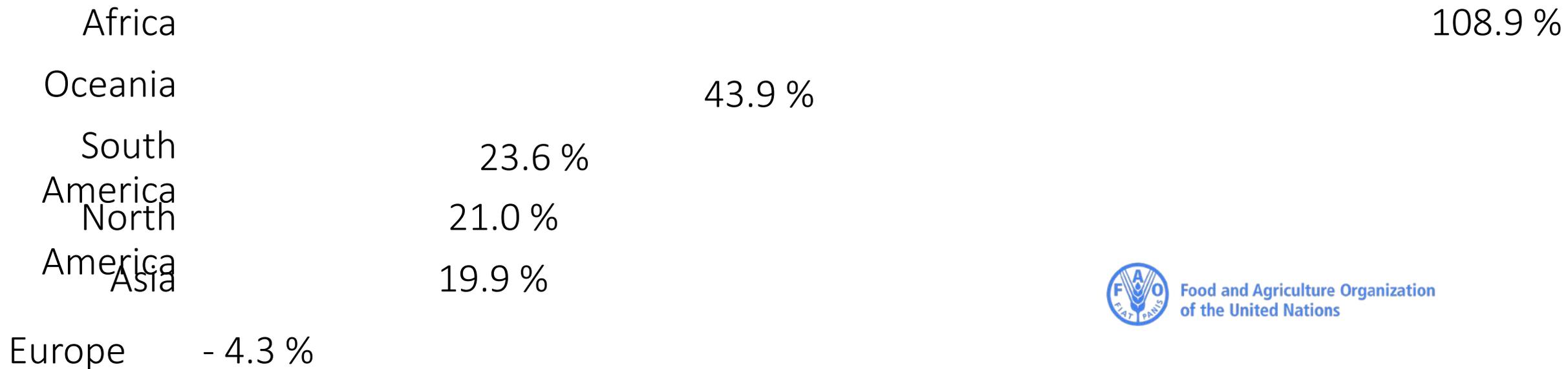
Current methods of protein supply are a concern due to negative environmental impacts.



# INCREASE IN THE GLOBAL PROTEIN DEMAND



# WORLD POPULATION FORECAST 2050 – 2100



# EDIBLE INSECTS – THE FOOD OF TOMORROW



## OUR MISSION

Provide an automated and profitable platform which allows for sustainable and high-volume edible insect farming.



## AIFS PTE. LTD

A turn-key provider for sustainable and high-volume edible insect farming in Asia.



## OUR VISION

Become the leading company in Asia that specialises in the breeding of edible insects for the agri-food industry.



# EDIBLE INSECTS – THE FOOD OF TOMORROW

/ Tech / #WhoaScience

JAN 30, 2018 @ 01:04 PM 2,337

## Farming The Next Big Food Source: Crickets



**Alex Knapp**, FORBES STAFF

*I write about the future of science, technology, and culture.* [FULL BIO](#)

**Terreform**, a non-profit urban architecture and design group, has been working on a project to update a centuries-old technology: the emergency shelter. The organization's design goes beyond merely providing shelter from the elements. It's also a modular habitat for a food source that people can harvest: crickets.

- ✓ Right time to enter the edible insect industry
- ✓ Ahead of the future trend
- ✓ Increase in global protein consumption
- ✓ Competitive landscape for traditional protein farming



# THE MARKET IS ALREADY HERE

*“Global Edible Insects Market to Reach*

**\$1.84 Billion USD**

*in 2021”*

- Research and Markets -

*“Protein Ingredients Market*

**\$70.18 Billion USD**

*worth by 2022”*

- Markets and Markets -

## Market drivers

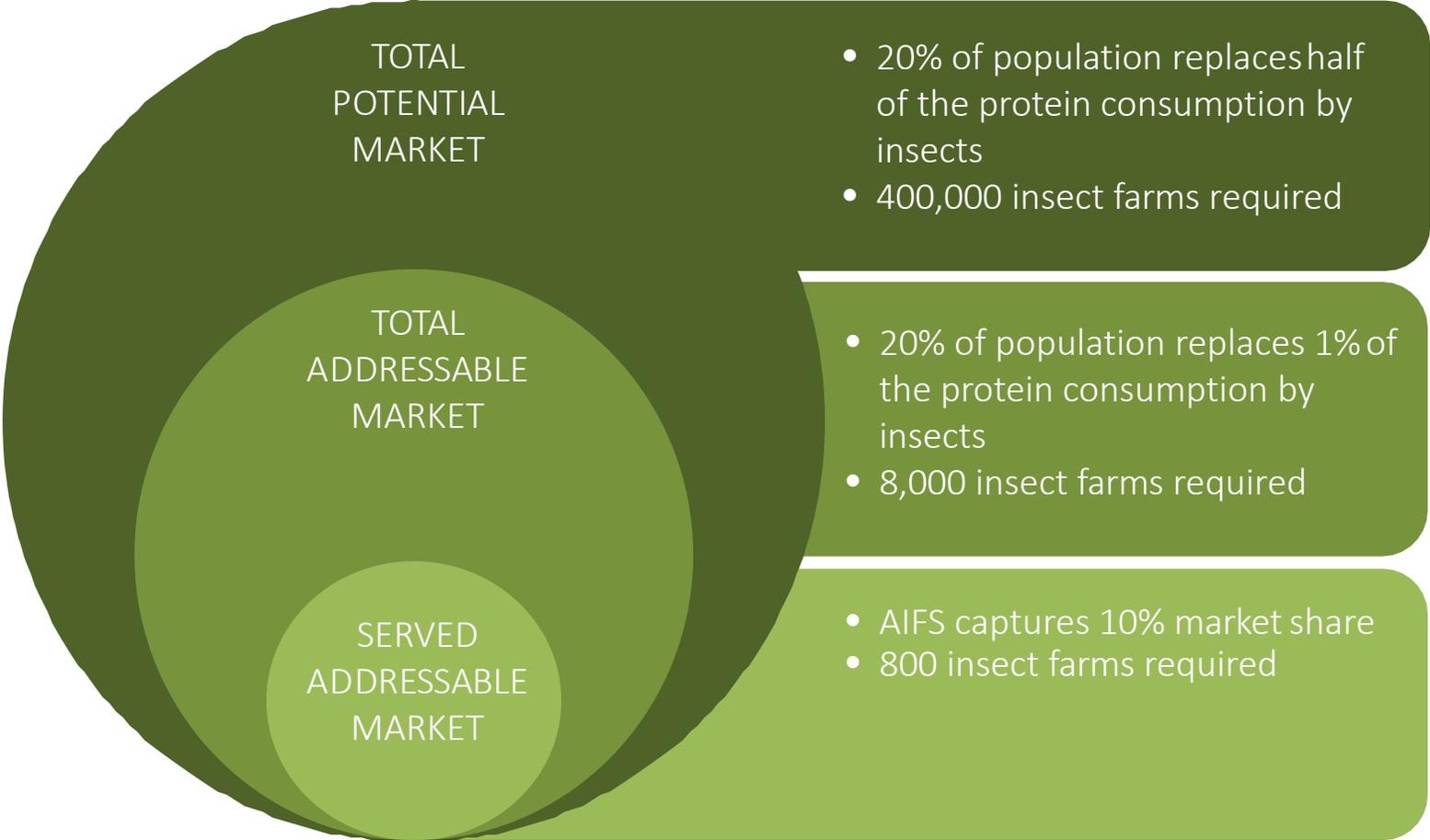
- Demand for nutrient-rich food
- Environmentally sustainable production
- High availability
- Food security

## Opportunities to address sustainable development goals

- Zero hunger
- Good health and well-being
- Industry innovation and infrastructure
- Responsible consumption and production
- Climate action



# MARKET OPPORTUNITY



## INSECT POWDER BUSINESS

105

Billion USD

2.0

Billion USD

200

Million USD



# WHAT WE ARE LOOKING TO DO

- Set up of a commercial-sized automated insect farm
- Creation of an insect-based food product
- Set up of an e-commerce portal for insect-based food products



# WHAT WE ARE LOOKING TO DO

## Insect Farm

Rear crickets from egg to adult size in clean indoor facility

Process crickets into powder form

Sell to companies that make insect-based food products

Expression of interest from customers in Germany, UK, France, Netherland, Canada and Indonesia

Letter of Intent from key partner to buy 100 percent of insect production



# WHAT WE ARE LOOKING TO DO



WHERE TO SELL?



WHERE TO GET?



## The main challenges for traditional farms

Lack of technically feasible and efficient solutions in the market for establishing a food insect farm

Limited food safety knowledge and protocols

No access to the industrial-scale food business

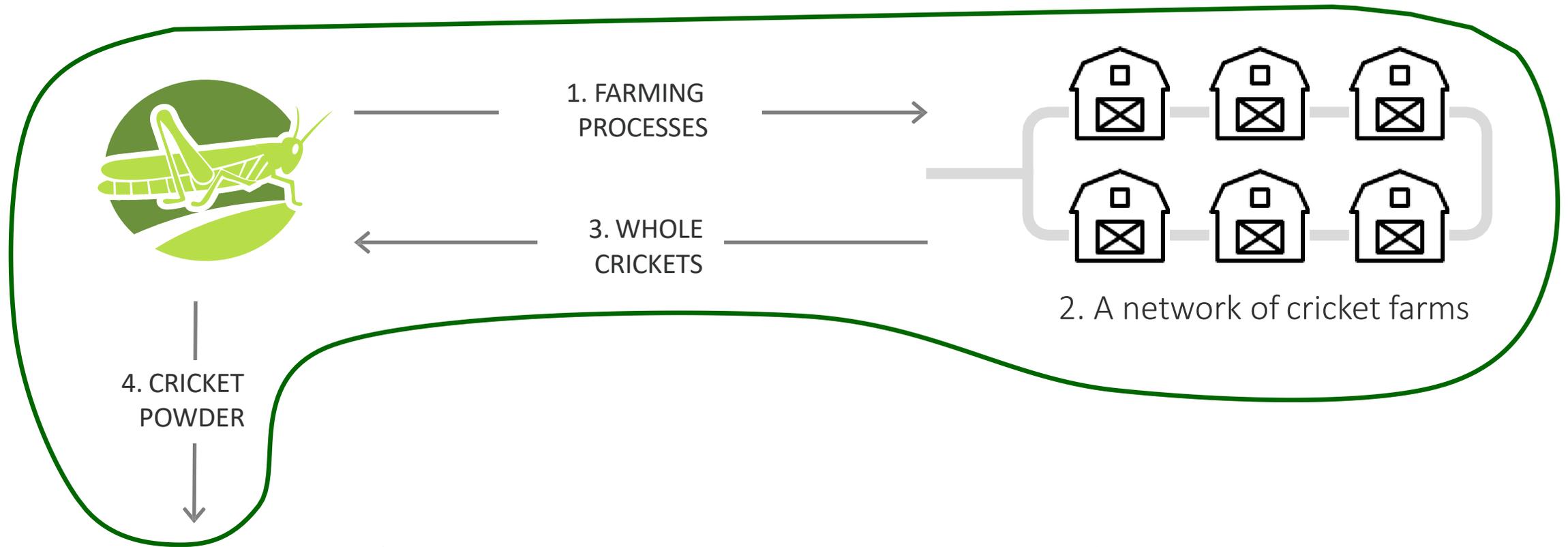
## Fixing the broken link

Forecastable supply of insect powder

Supply chain which meets international standards for safety, quality and delivery requirements



# WHAT WE ARE LOOKING TO DO



- ✓ Safety
- ✓ Homogeneity
- ✓ High Volume



- ✓ Forecastability
- ✓ Quality Assurance
- ✓ Purchase Promise



# WHAT WE ARE LOOKING TO DO

## Food Product

- Create a unique and innovative food product infused with cricket powder

  - Balance of taste and nutrition

  - First of its kind worldwide

  - Leverage on distribution network of key partners in Europe and North America

## E-commerce

- Set up a online store selling insect-based food products

  - Leverage on network of contacts and customer base from distributorship of insect powder



# FINANCIAL PROJECTIONS

Projections in Singapore Dollars

Monthly Expenses	Cost \$
Rental	5,000
Salary	5,600
Feed	28,770
Electricity	1,800
Water	80
Management Allowance	2,000
<b>Total</b>	<b>43,250</b>

Assumptions	Unit Cost
Selling Price	\$5.11
Maximum Output	360,000 KG
Farm Efficiency	70%
Annual Inflation	3%
Discount Rate	5%

Investment	Cost \$
Total Capital Expenditure	260,320
Working Capital	559,295
<b>Total Initial Investment</b>	<b>819,615</b>

<b>Net Present Value</b>	1,581,631
<b>Internal Rate of Return</b>	110%
<b>Annual ROI</b>	46.73%

Yearly Break Down	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
Initial Investment	260,320	-	-	-	-	-
Revenue*	-	643,860	1,287,720	1,287,720	1,287,720	1,287,720
<b>Operating Cost</b>	-	559,296	576,074	593,357	611,157	629,492
EBT	260,320	84,564	711,646	694,363	676,563	658,228
<b>Tax**</b>	0%	0%	24%	24%	24%	24%
<b>Net Profit</b>	-260,320	84,564	540,851	527,716	514,188	500,253
<b>Cummulative Net Profit</b>	-260,320	-175,756	365,095	892,811	1,406,999	1,907,252

\* 1st year production estimated on six months of operation due to renovation and installation of equipment and infrastructure

\*\* Possible to have reduction in tax due to incentives, rebates and exemptions for new companies

\*\*\* Projections are done using an exchange rate of SGD/THB 24



# THE OFFER

## HNWIs and Angel Investors (25% co-ownership)

Capital Expenditure: \$300,000

Working Capital: \$20,000 per month for the next 10 months

10% guaranteed returns per year

## Equity Crowdfunding

Capital Expenditure: \$25,000 for 1% co-ownership

7.5% guaranteed returns per year



# THANK YOU

For further information, contact:

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