





## ONE PARTNER FOR YOUR ENTIRE BLACK SOLDIER FLY CULTIVATION PROCESS



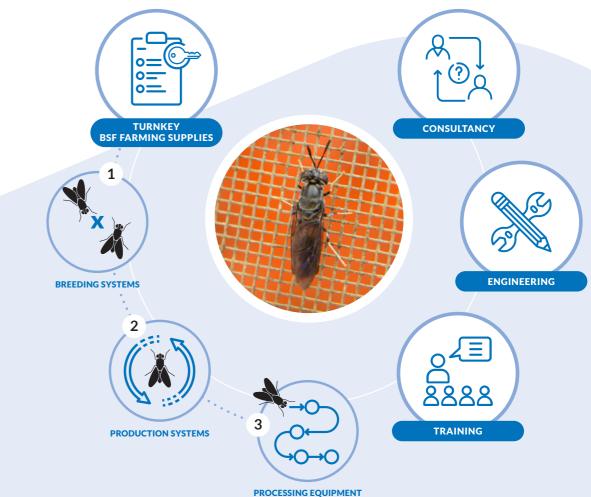
## **WE ARE INSECT ENGINEERS**

We want to create a sustainable future for our children, by unleashing a chain reaction of people and companies contributing to global circular food production.

Our mission is to make Black Soldier Fly farming commercially attractive. We do this by providing turnkey systems, as well as by sharing knowledge through our Insect School.

Our approach to BSF farming is very practical. We have the know-how of the entire production process. In combination with our unique ZOEM rack technology that reduces investment and increases profit, we are the place in getting started and expanding with BSF farming.

Growing Black Soldier Flies is an agricultural operation and not a warehouse operation of just moving trays and boxes. This mindset is essential in producing BSF eggs, raising young BSF larvae, and processing waste streams using those larvae.



- For that reason we say for farmers, not professors. This means that a Black Soldier Fly farm from Insect Engineers should be able to be built worldwide. That also means that you need to have the right balance of automation, skilled labor and unskilled labor. Insect Engineers farm provides the best possible combination of these 3 aspects.
- But that's not all. We have also decided to be unique in sharing knowledge. We founded the Insect School, where we enable sharing knowledge on all aspects of growing BSF. This takes place online, but also at our testing facility in the Netherlands.

# CONSULTANCY



Advice and knowledge are essential at different stages throughout your project. However, it also depends on what background you have when looking for information.

### **Future BSF entrepreneurs:**

You want to start your own Black Soldier Fly farm and are looking for how to get started with this project. At Insect Engineers, we can arrange an online meeting with our BSF expert. In our experience, a customer learns more in this 1-hour meeting than they did over the past few months, attempting to gain knowledge about Black Soldier Fly farming on their own. With the same effort, we can provide you with an initial proposal to get a first understanding of the equipment and investment needed for your future BSF project.

If you would like practical information, please contact us.

#### Investors/Banks:

You have received a request from an entrepreneur to start or expand a Black Soldier Fly farm. In order to make a sound financial judgement, you appreciate an expert view, an additional opinion and answers to the blanks you see in the business plan.

Feel free to contact us to see where we can help.

### Government:

You work for a local government and need to make a judgement on the licensing of a Black Soldier Fly farm. But where do you get the knowledge to make a good judgement on this permit application? For example, you want to know whether a Black Soldier Fly farm would cause odors for the surrounding area. And if so, what solutions would be available to prevent this.

Do not hesitate to contact us, we will be happy to help you.



Wouldn't it be perfect, one partner that understands all steps of the BSF farming process? As Insect Engineers, we have experienced how important it is to understand all aspects of a BSF farm. Both for you as a client, and for the success of an insect project. So look no further, you have found your insect project partner.

In addition to all the words and drawings spent on consulting, engineering and training, it ultimately comes back to the hardware and software needed for your BSF insect project.

### We divide the growth of the Black Soldier Fly into three main categories:





## **Complete breeding systems** for growing flies and producing eggs. Including buildings, climate controls, love cages, machinery, etc.

Complete production systems for fattening the larvae with organic waste streams. For this, we use our unique ZOEM rack system. We supply buildings, climate controls, ZOEM racks, ZOEM machinery, etc.

We are one partner, for your entire Black Soldier Fly project.



Sanergy is a company located in Kenya. They use Black Soldier Flies and the ZOEM racks to process 73.000 tons of organic waste per year.

Scan the QR code for more information.







**Complete processing equipment** from separating the larvae from the frass, up to processing larvae into insect protein meal and oil.



## TRAINING

In general, we can divide our training services into 3 main groups:

Our Insect School: See more information below.

Technical training on the use of machinery and climate systems.

On-site training: after the completion of a project, we provide training on growing the Black Soldier Fly and larvae. In this way we shorten the learning curve of our customers.

### What is Insect School?

At Insect School, we want to share our knowledge and experience with the world. We lend a hand by providing practical examples and test facilities to gain hands-on experience. We are not scientists; we are experts by experience who want to show (starting) BSF entrepreneurs the way around a BSF farming setup.

Our facilities enable BSF enthusiasts to do tests on which waste streams to feed to the larvae, how to optimize larval growth and what the optimal conditions are for a commercial BSF farm.

By making our facilities available to educational institutions and commercial parties, training and demonstrations can be organized. By facilitating trainings, we spread awareness about BSF farming.

Our physical location is the bridge between lab-scale testing and the step to commercialization. We can do testing from 1 to 40 tons of waste streams and all aspects are available on site: Breeding, production and processing.

In addition to a physical test site, there is also a website. Insectschool.com is the leading news source and knowledge base for anyone interested in the world of insect farming.





### Speaker

Bob Holtermans has been active as an entrepreneur since 2004, and founded Insect Engineers in 2019. A key characteristic of Bob is his practical approach. At some point we have to stop talking and start putting things into practice. In his view, that is the only way to really make a difference.

Furthermore, Bob is available as a speaker for conferences in the insect sector. With his experience, expertise and humor, he will convey his enthusiasm about the Black Soldier Fly to the entire audience. In addition, he will show why farming BSF is the way forward.

Please contact us for the various possibilities.



# ENGINEERING

Insect Engineers can provide all engineering drawings for your new Black Soldier Fly insect farm. Our engineering and consulting services are based on the latest technologies and include practical know-how as developed in practice.

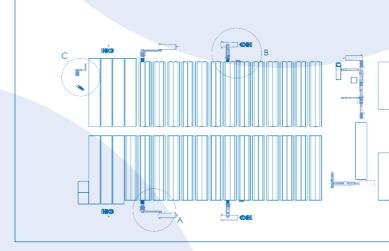
The purpose of engineering is to provide a documentation set so that you, the customer, have a complete understanding of your planned investment. All engineering we provide can be based on our round shaped and sandwich panel buildings. At the same time, we can also assess whether a local building can be used and if so, how the use can be optimized for your planned insect project.

Engineering also includes the calculation of electricity, concrete work, chillers and heating capacities. We deliver insect projects all over the world and are aware of all the climate variations of each country.

Furthermore, we provide all construction drawings with top view, side view, etc. Including an overview of all machinery and transport movements. As well as the climate control drawings with all air ventilation, etc.

In short: We provide the complete engineering for your new BSF insect project.

Please contact us when you need insect engineering from a company that can also realize your complete BSF insect project.







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Contact us:



Learn more on www.insectengineers.com

# THAT IS THE ONLY WAY TO REALLY MAKE A DIFFERENCE.

At some point we have to stop talking and start putting things into practice.