



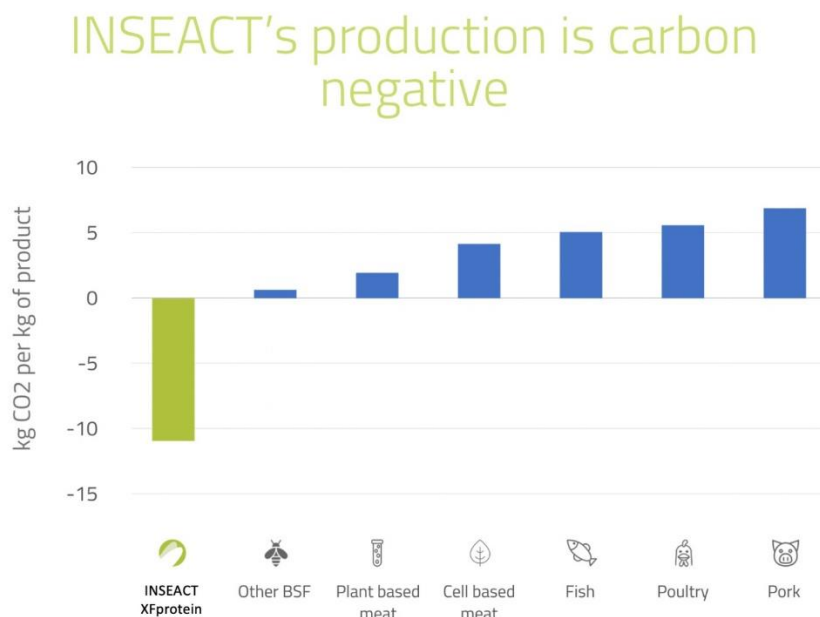
Alternative protein company INSEACT raises US\$1.3 million to convert agri-waste into shrimp feed using insects

PRESS RELEASE: Embargoed until 23 Aug 2021 08:00am (GMT+8)

Singapore, 23 Aug 2021 - Singapore-based alternative protein company, INSEACT, announced that it has raised US\$1.3 million in an oversubscribed seed funding round. The company specializes in producing sustainable insect protein for aquaculture, starting with shrimp feed. INSEACT uses waste from palm oil operations as a raw material to feed the insects. The company is currently preparing for another round of fundraising to further expand.

Investors of the round include ADB Ventures (the Asian Development Bank's venture capital arm), one of the largest global shrimp producers, an European Family Office, Loyal VC, INSEAD Asia Angels Club, as well as various private investors such as INSEAD Business School's Private Equity professor, Claudia Zeisberger, and Co-founder of Europe-based Standard Investment, Idgar Kippersluis.

"Alternative proteins will play a critical role in addressing Asia's growing need for sustainable and affordable food supply. We believe INSEACT's unique solution and approach has a real potential to scale. ADB Ventures is excited about backing the team at INSEACT and support them to become a leading player in this fast-paced space," said **Kean Ng, Venture Specialist at ADB Ventures**.



Source: Poore & Nemecek, 2018



INSEACT's cutting edge solution enables a fully circular economy with a carbon negative and zero waste operation. The production process starts by redirecting waste streams from palm oil production away from carbon-emitting landfills to be bio- converted by Black Soldier Flies (BSF). Then, three products will be generated: 1) high quality protein for aquaculture feed, 2) insect oil for livestock feed, and 3) organic fertilizer for farming.

The main protein products serve as a high-performance feedstock for shrimp and fish, reducing the reliance on wild-caught fish as the main protein ingredient in aquaculture feed. The company is tapping into the fast-growing aquaculture feed market (13.3% CAGR), projected to reach \$156 billion (USD) globally by 2022, of which 89% is in Asia^{1,2}.

Tim van Vliet, CEO of INSEACT, says: “Sustainable insect-derived products are the key to solving a wide range of environmental problems. Our customers are seeing conclusive evidence of shrimp growth benefits from our protein products, leading to significant cost savings and reduced feed consumption. INSEACT is strategically positioned in the Asian market, home to almost the entire global production of farmed seafood. With the increasing cost basis of outdated fish and shrimp farming practices, we are receiving snowballing demand and plan to achieve industrial-scale insect protein production in record time.”

INSEACT has been developing a modular insect rearing system catered for flexible and predictable scaling of production capacity. The system makes scaling-up easy by enabling lean, evidence-based decisions to determine incremental changes in production capacity. This next-gen vertical rearing system drastically reduces the company’s capital costs and boosting overall operational efficiencies.

Michael Badeski, COO, adds: “The insect industry today is still young and innovating quickly, meaning production methods a few years from now will be vastly different from what we see now. Flexibility-by-design in the way we scale production keeps us nimble to maintain industry-leading efficiency.”

The seed funding is being used to build a BSF pilot production and R&D site in Singapore and to begin delivering product to INSEACT’s customers. Prior to fundraising, INSEACT successfully demonstrated market validation to the investors with agreements of purchase, research partnerships and its talented entomology and engineering team.

About INSEACT

Globally almost all land viable for food production is already in use and overexploited resources like natural fisheries are collapsing in an effort to feed a growing population. The need for new food sources is inevitable and INSEACT was founded to bridge this protein-population gap.

The co-founders of the company, Tim van Vliet and Michael Badeski, met when they were in INSEAD Business School’s MBA programme. INSEACT was the winner of the INSEAD Venture Competition and was listed as Most Disruptive MBA Startup of 2019 by Poets and Quants.³



For more information, please visit www.inseact.com .

For media inquiries, please contact:

Tim van Vliet

Tim.Vliet@inseact.com

***Sources :**

- 1 <https://www.alliedmarketresearch.com/aquafeed-market>
- 2 <https://ourworldindata.org/grapher/aquaculture-farmed-fish-production>
- 3 <https://poetsandquants.com/2019/10/28/meet-the-most-disruptive-mba-startups-of-2019/2/>