

# REPA BSF



# PROBLEMS

## POOR WASTE MANAGEMENT

In Morocco :

9 million tonnes of household waste per year.

68% of it is organic.

1% only is recycled.

The remaining 99% are either buried or burned at landfills placed in populated areas.



# PROBLEMS

## POULTRY FEED

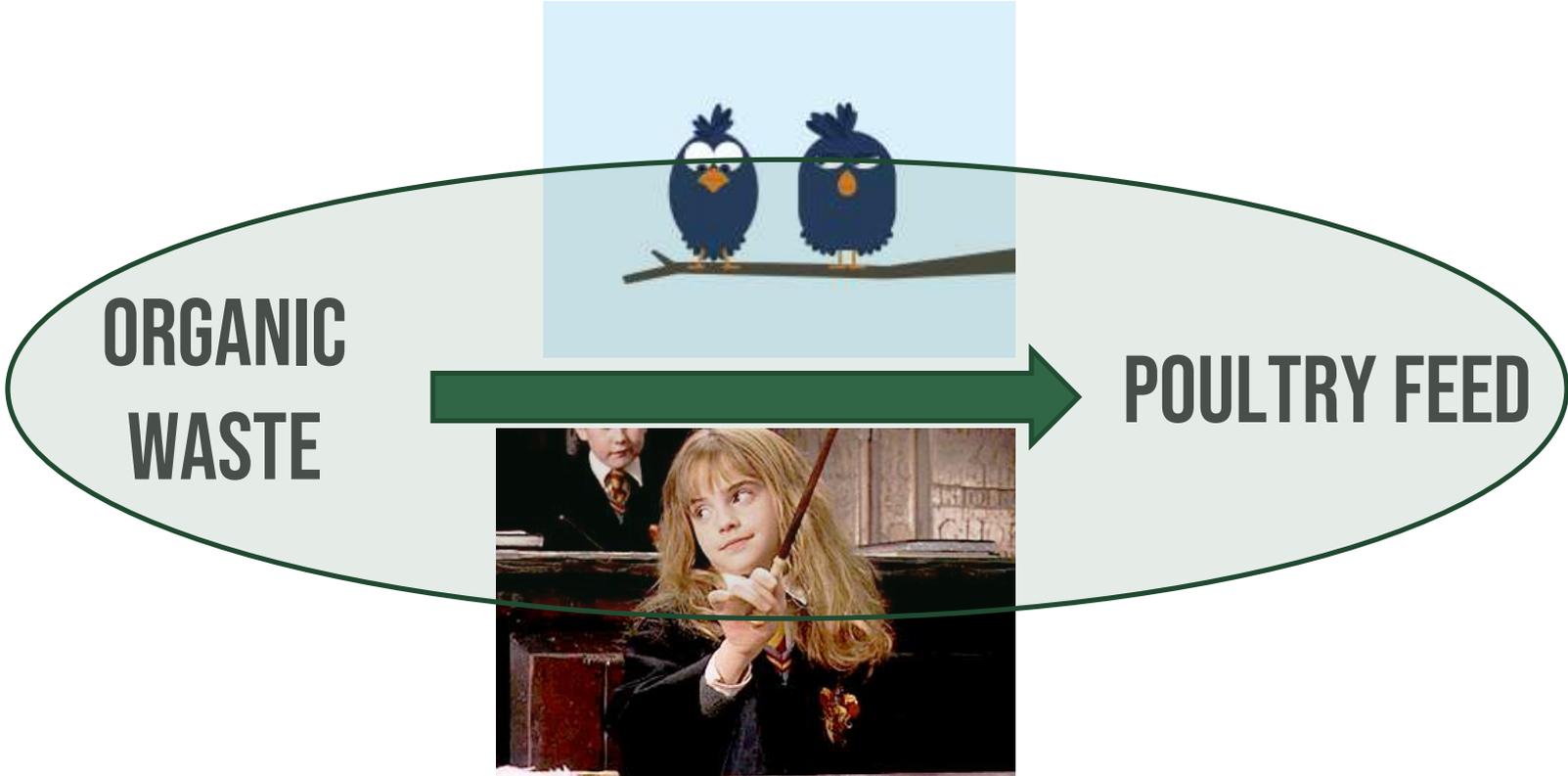
After **45 interviews** with small organic poultry farmers

The good quality feed is :

Expensive, unavailable or only available in large quantities



# OUR SOLUTION



# OUR STARTUP

## SORTING

We sort the waste and only keep the organic.



## SIFTING

We collect the larvae to recover the meal needed



## USING

We use the meal as a protein source for our poultry feed.

## COLLECTING

We collect household waste from our partners.

## FEEDING

We feed the organic waste to the **black soldier fly**.

# OUR PRODUCT

	Raw fat	Protein	Price Kg (DH)
<b>Our feed (BSF)</b>	26.0	53	3.5-4
<b>Soy bean</b>	2.2	50	4.8
<b>Fish meal</b>	10.1	60	5

# MARKET SIZE

8.22 BILLION DHS



Market for poultry feed

800 MILLION DHS



Market for organic poultry feed

80 MILLION DHS



Our goal is to get 10% of the market

# COMPETITORS



**ARASCO**



**ALF SAHEL**



**ALF CHAHDA**

# COMPETITORS

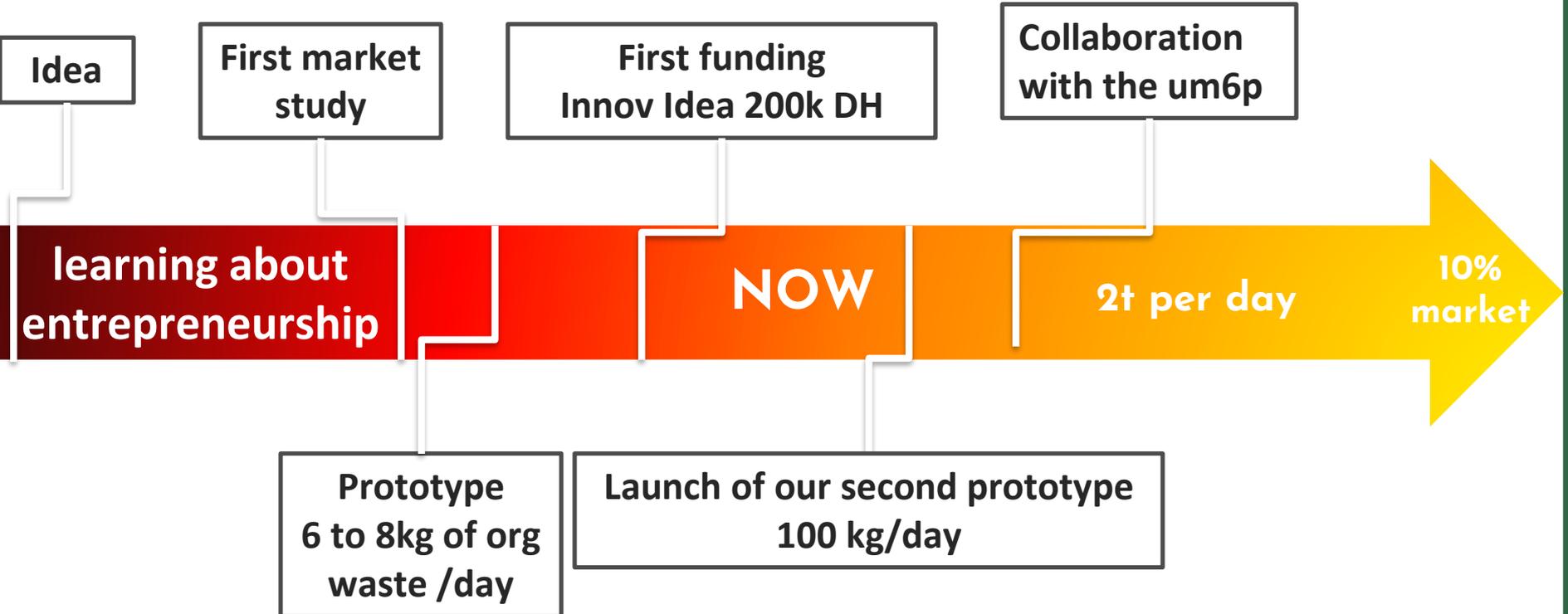
## THEM

- They produce large quantities for big farms
- They produce feed for farm animals other than chicken
- They use a popular feed composition that most farmers are already familiar with

## US

- We produce feed without imported soybean or fish meal
- We accommodate for the needs of small farmers
- We use an eco-friendly process that re-uses unwanted waste

# OUR JOURNEY



# OUR TEAM



**ZAKARIA KHARBOUCH**

Co-founder  
Chemist  
Communication and  
Partnerships



**KHALID BENATTAR**

Co-founder  
Agronomist  
Expert in animal feed



# THANKS



**"Our insects, our BFFs"**

