

# AgroNutris

RAISE AND RISE TOGETHER

**France: the promised land for the  
insect rearing industry?**

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# Agronutris at a glance

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> 10 years of R&D in the insect rearing industry



Mastering the breeding of 3 insect species (Black Soldier Fly, Mealworm, Cricket)



1<sup>st</sup> insect company with ISO 22000 certification worldwide



1<sup>st</sup> novel food approval for insect as human food



100M€ of fundraising in September 2021



Headquarters and research center in Toulouse (France)



1<sup>st</sup> industrial plant in Rethel (France)



Location of the 2<sup>nd</sup> industrial plant will be in France

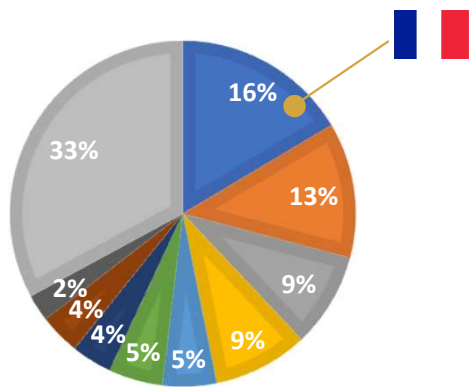
**Agronutris**  
Feeding and preserving the world

**Agronutris**  
Raise and rise together

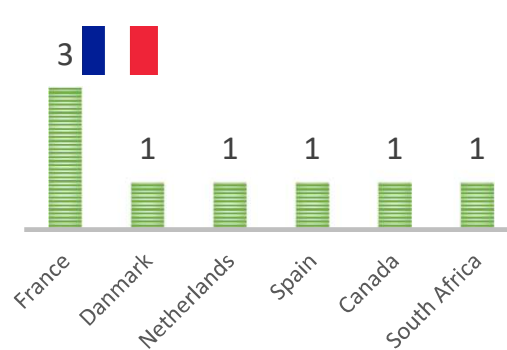
# Why this topic?

- Unexplored topic in the insect field.
- As an actor/observer of the insect industry for 10 years: feeling that France is a very active actor → biased personal view or reality?
- Supportive data:

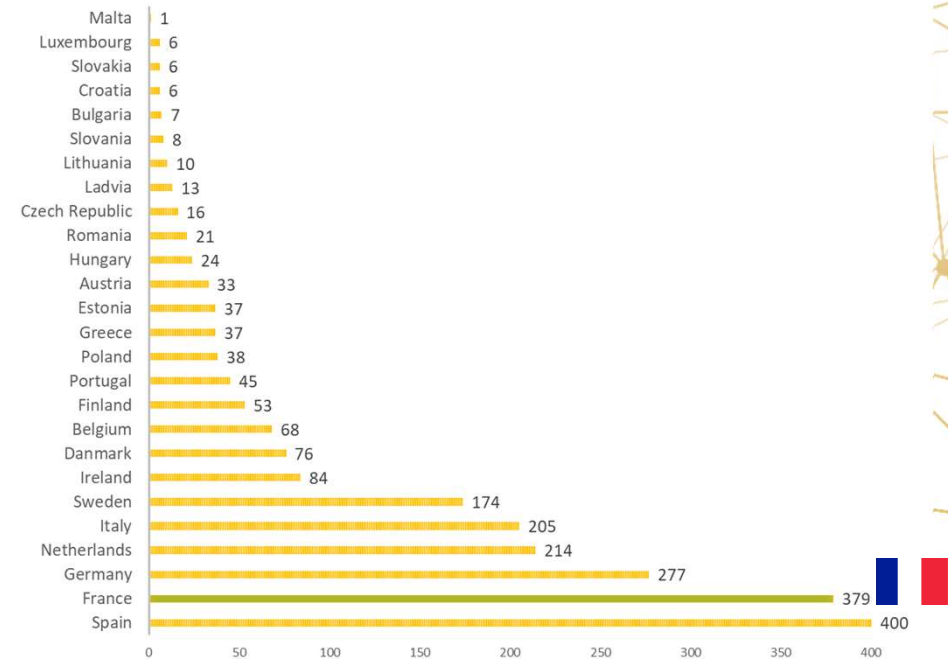
## IPIFF MEMBERS



## # INSECT COMPANIES WITH > 50 M€ OF FUNDRAISING



## # AGTECH & FOODTECH START-UPS IN EU



# Industry/area relationship

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Several examples of industries preferentially developed in a specific area:

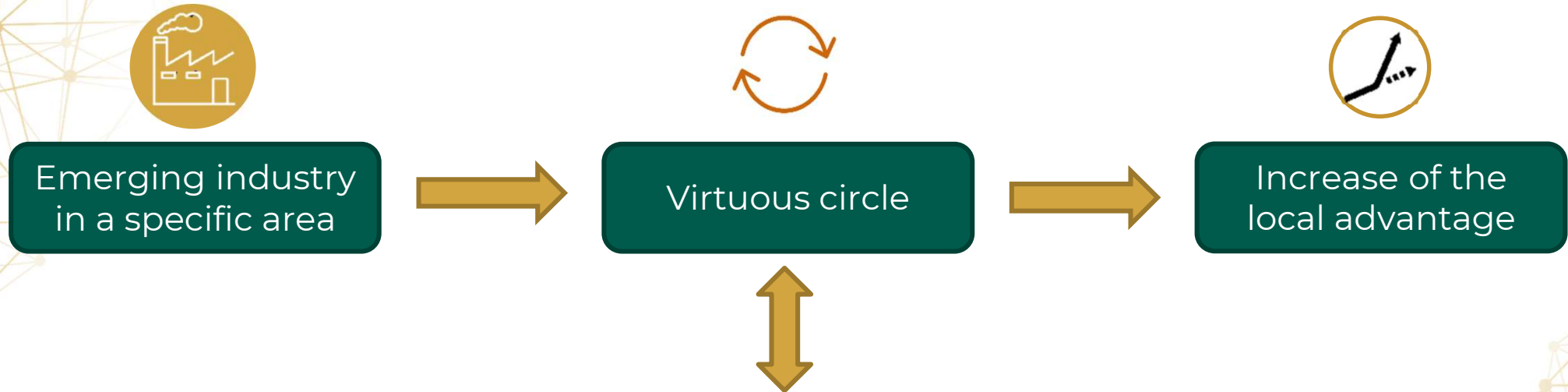
- High-Tech industry in the Silicon Valley 
- Automotive industry in Germany 
- Luxury watch industry in Switzerland 
- Electronics industry in the south east of China 
- Sunflower oil in Ukraine 
- Salmon industry in Norway 



## Drivers of industry emergence in a specific area

- The drivers depend on the field of the emerging industry and apply at a variable extent.
- The main drivers are:
  - Raw material availability
  - Energy resources
  - Infrastructure/transportation
  - Labor availability
  - Culture
  - Geography
  - Public policy
  - Market

# Drivers of industry growth in a specific area



- Development of the ecosystem on the whole value chain
- Grants and subsidies targeted to the emerging industry
- Regulatory evolution to accommodate the industry growth
- Emulation between competitors

→ **From competition to competitiveness**

## Is France the promised land for the insect rearing industry?

- Short answer: **yes**
- Historical culture of innovation in the agri/agro sector
- Numerous research centers (Agroparitech, IRBI, SYSAAF, INRAE, Inserm, ...)
- Talented human resources available (breeders, engineers, entrepreneurs, scientists, marketing specialists, ...)
- Numerous sources of feedstock for insects (byproducts, biowaste, agriproducts, ...)
- Various sources of public funding for innovation
- More favorable regulation over the last years (clarification + opening of new markets)



# Is France the promised land for the insect rearing industry?

- The french insect rearing ecosystem is growing including:
  - Consultants
  - Equipment suppliers
  - Engineering companies
  - Specialized suppliers on the whole value chain (eg. eggs, tools, feed stock, ...)
- Strategic sector for the french authorities:
  - Willingness to increase the protein independence
  - Willingness to reindustrialize
- Local market development (animal, human, plants)

# Conclusion

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- The french wine is one of the most recognized worldwide even if other areas have well developed this industry (Australia, South Africa, Chili, California, ...).
- As wine, the insect industry will be developed worldwide and France is paving the way to become one of the world leaders of the sector.



**KEEP CALM**  
AND REMEMBER

**INSECT  
IS THE NEW  
WINE**

A microscopic view of soil organisms, showing numerous small, segmented, worm-like creatures (likely nematodes) in various orientations, some appearing to be in motion. The background is a soft, out-of-focus greyish-brown.

**Thank you for your attention**

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