



Enterra Feed Corporation

Renewable Food for Animals and Plants



9

**billion people
by 2050**



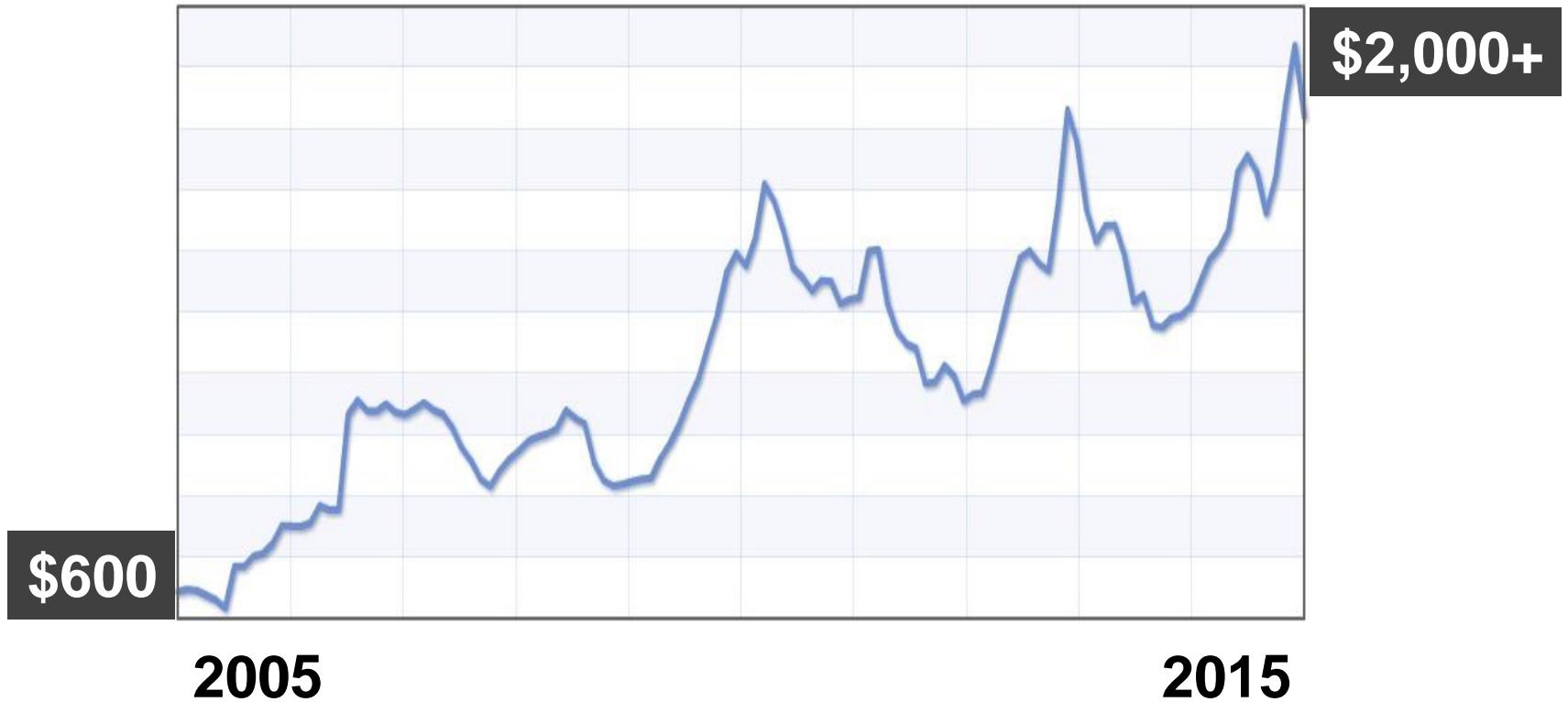
+70% increase in
food production





What does it cost to feed the animals that feed us?

Price of fishmeal over the last 10 years



Too much.

Unsustainable.





Resource-intensive.



30-40% of food is **WASTED**

= **1.3 billion** tonnes every year

= **3.3 billion** tonnes of greenhouses gases

Welcome to Enterra



Langley, BC

What We Are

We're a sustainable insect farm.

Entomology + terra = Enterra

Our Founders



David Suzuki
Advisor



Brad Marchant
CEO



Andrew Vickerson
CTO

Our History



2009: R&D in the lab



2012: Demo plant in East Van



2014 to Present: Commercial scale facility in Langley, BC

What We Do

**We make Renewable Food for
Animals and Plants**

OUR PRODUCTS



FEED INGREDIENTS
Nutrients for animals



NATURAL FERTILIZER
Nutrients for plants

Our Mission

To secure the future of the world's food supply by solving two global problems:


Unsustainable Nutrients



Wasted Food

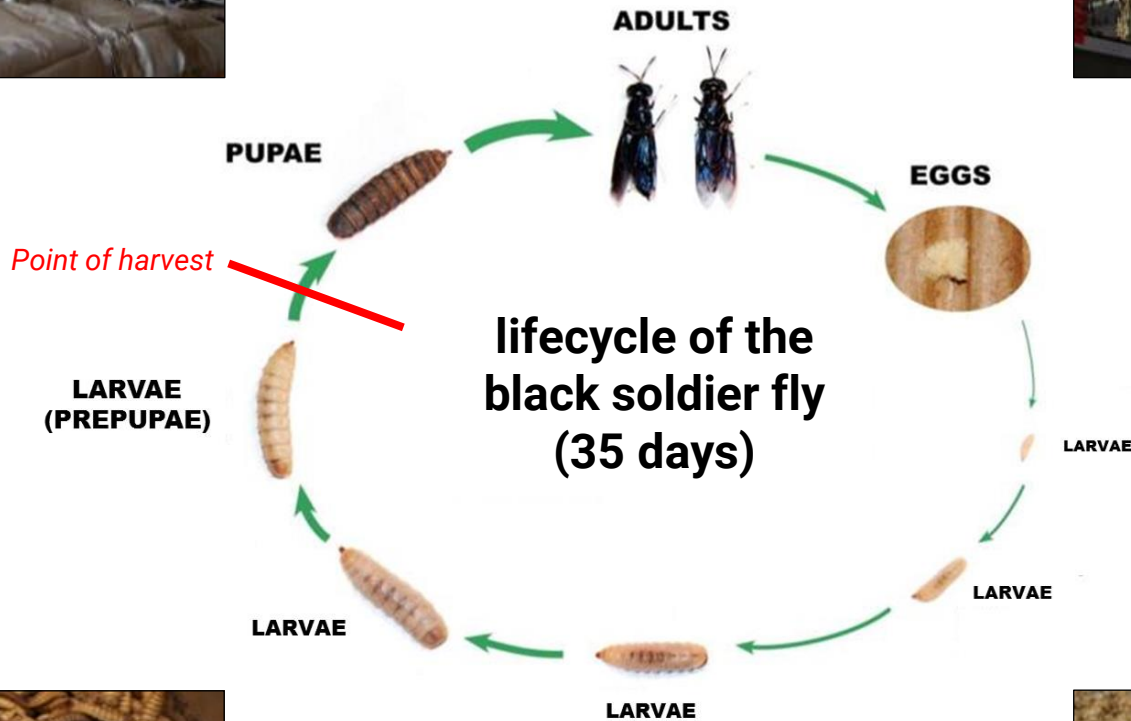


Meet nature's nutrient
renewal expert

A close-up photograph of a black soldier fly (BSF) perched on a piece of orange carrot. The fly is dark, almost black, with a metallic sheen. It has long, segmented antennae and large, dark wings. The background is a soft, out-of-focus green. The fly is positioned in the center-left of the frame, facing left.

Common name: **black soldier fly (BSF)**
Scientific name: *Hermetia illucens*

Our Process



Feeding the Larvae

- We feed *pre-consumer* food waste to our larvae



- Our suppliers include grocery stores, food processors, wholesalers, farms and greenhouses
- More sustainable use of nutrients compared to alternatives (composting, anaerobic digestion)

Process Comparison

- Getting the most out of organic waste



PROCESSING METHOD:	WINDROW COMPOSTING	ANAEROBIC DIGESTION	INSECT FARMING
End Products	Soil amendment	Biogas (electricity) Soil amendment	Feed ingredients Fertilizer
Environmental Impact	CO ₂ and methane Odours	CO ₂ Methane leach Odours	Minimal CO ₂ No methane No odours
Nutrient Conversion	Minimal	Minimal	High
BEST FOR:	Yard trimmings Paper Waste	Post-consumer food waste	Pre-consumer food waste

Premium Products – Larvae

Whole Dried Larvae



Enterra Meal



Enterra Oil



Live Larvae



Locally produced from sustainable inputs

Predictable pricing and consistent supply

Enterra Meal is a direct substitute for fishmeal and soybean meal

- ✓ Atlantic salmon testing complete (DFO, Skretting)
- ✓ trout testing complete (Barrows, Hardy)
- ✓ tilapia farm test complete (Taplow, Oregon)
- ✓ organic poultry farm testing complete (Union Point)
- ✓ poultry digestibility complete (U Sask)

Premium Products – Natural Fertilizer

Enterra Natural Fertilizer



- ✓ Promotes early plant growth
- ✓ Beneficial microbial activity
- ✓ Approved for organic production in Canada and USA



36,000 tonnes of waste food **every year**

=

2,700 tonnes of dried larvae

+

2,700 tonnes of fertilizer

+

20,000 tonnes of water recovered

Challenges

- **Regulatory Approval for BSF larvae as a novel ingredient for animal feed**
 - FDA/AAFCO just approved in USA
 - CFIA still waiting in Canada
- **Food Waste as an Input**
 - Regulatory restrictions – pre-consumer only
 - Seasonal volumes
 - Variety and moisture content

Closing the Loop





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