



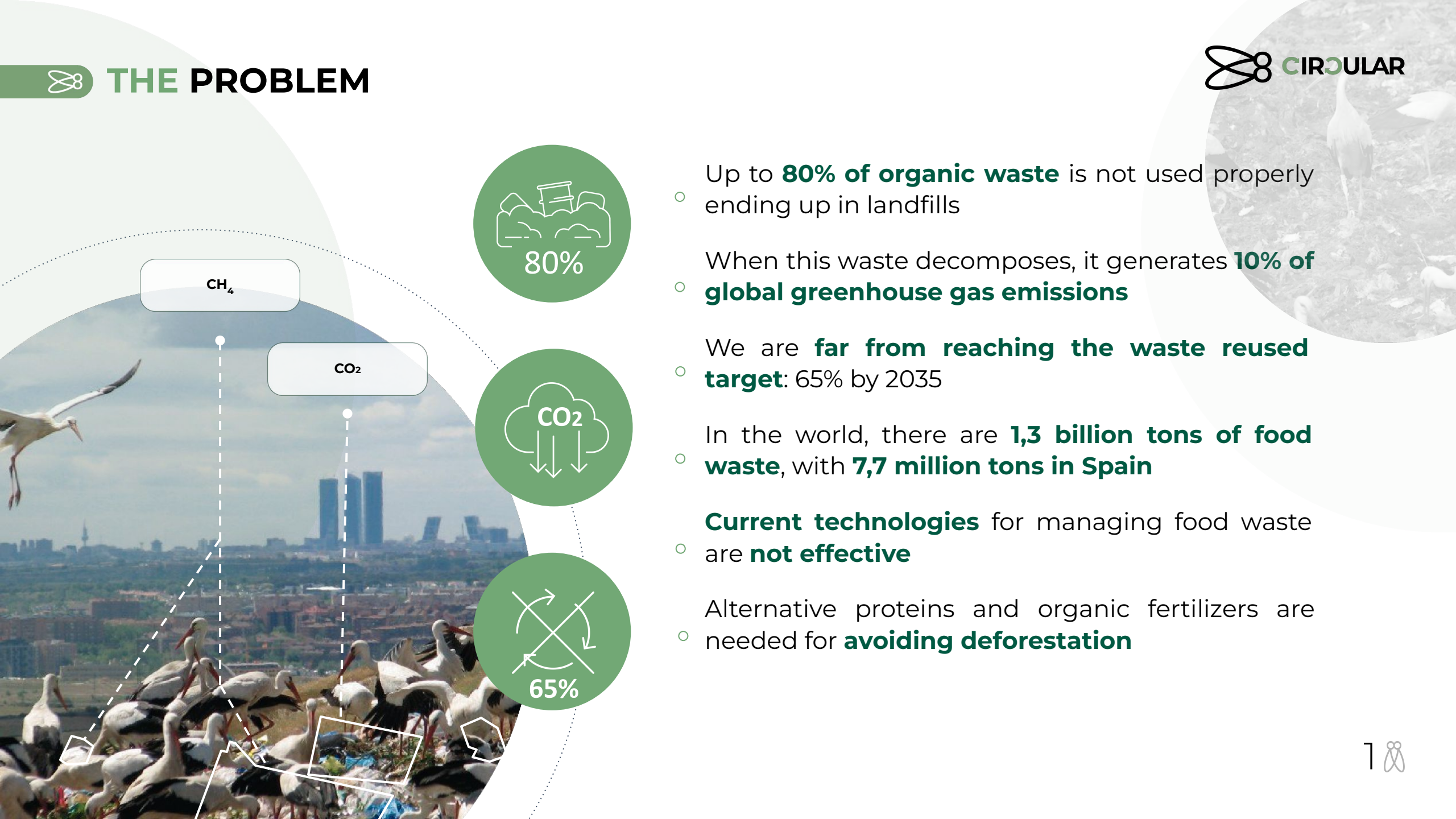
CIRCULAR ECONOMY - BSF – THE FUTURE OF ORGANIC WASTE MANAGEMENT

Dr. Alberto González García, CEO 8Circular

Pitch Deck



THE PROBLEM



- Up to **80% of organic waste** is not used properly ending up in landfills

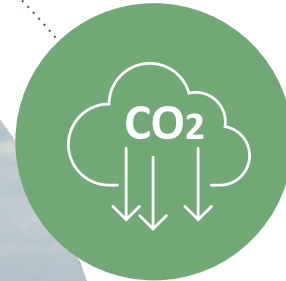
- When this waste decomposes, it generates **10% of global greenhouse gas emissions**

- We are **far from reaching the waste reused target**: 65% by 2035

- In the world, there are **1,3 billion tons of food waste**, with **7,7 million tons in Spain**

- **Current technologies** for managing food waste are **not effective**

- Alternative proteins and organic fertilizers are needed for **avoiding deforestation**





THE SOLUTION



Decentralized unit for organic waste conversion through **Black Soldier Fly**



Reduces **CO₂** and **CH₄** emissions by **more than 60%** compared to decomposition in landfills

Reduces the volume of organic waste by more than **70%**

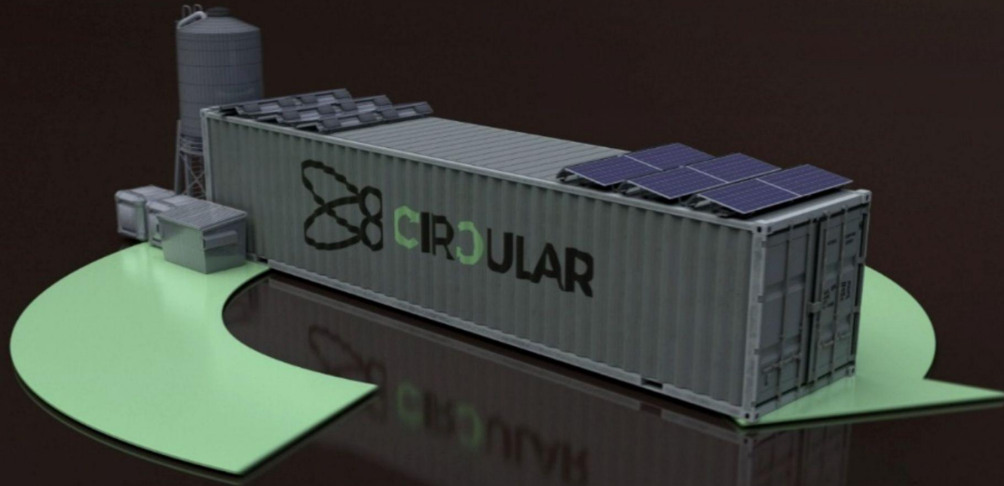
Obtaining **strategic products** (proteins, fertilizers, specialized chemical products)

Use of **insect energy** to transform waste into valuable materials



THE TECHNOLOGY

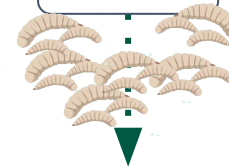
AI-powered remotely controlled **insect conversion modular units** (bioreactors)



WASTE/
SUBPRODUCTS



LIVE
LARVAE



BIO-
FERTILIZERS





What is our value proposition?

Reduction of carbon footprint **up to 150 tons of CO₂ per biorreactor and year**

Transforming foodwaste into feed **promoting circular economy**

Local protein production, reducing **transport costs** and dependency of **animal feed**

Improvement of **immune system** of the animals fed with our system

Enhancing overall **animal health, behaviour** and **productivity**

Who are our potential clients?



Laying hens farms



Supermarkets with their own egg production

Who are our future potential clients?



Aquaculture



Municipal organic waste



THE BUSINESS MODEL

B2B: We transform our customers' **waste into feed** for their business and **high-quality fertilizers** for retailers, thereby reducing their overall **carbon footprint**

Revenue line 1

BIOREACTOR

120k€

BIOREACTOR SALES

+

25,2k€/yr

TECHNICAL SUPPORT
SUBSCRIPTION

+

54k€/yr

WASTE MANAGEMENT
FEE + CARBON OFFSET

Revenue line 2

BIO-FERTILIZERS

5€/kg

RETAIL SALES
UP TO REACHING 10 TON/MONTH
PRODUCTION

&

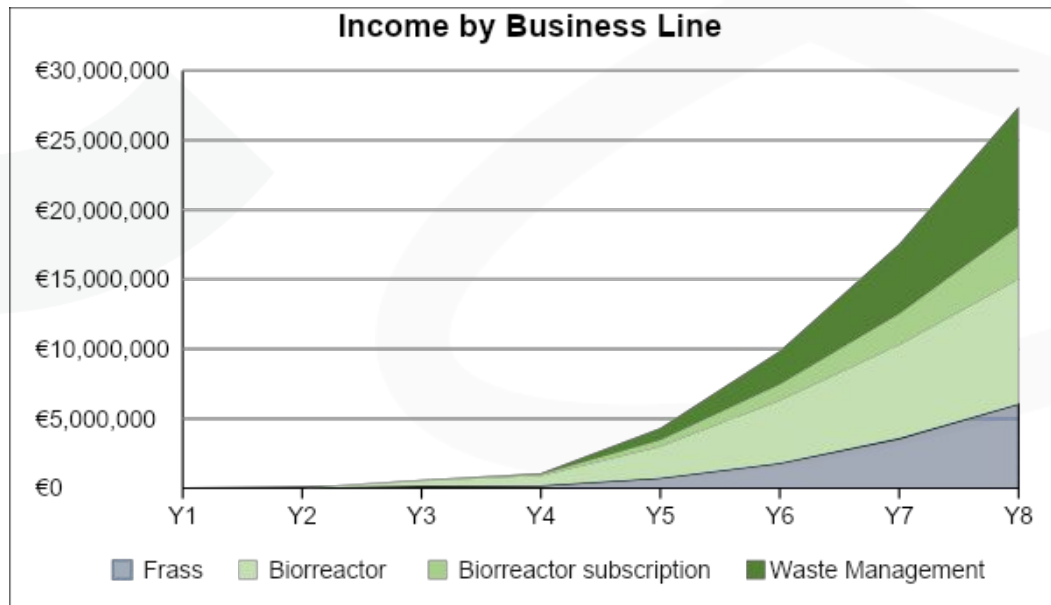
1,2€/kg

B2B SALES FROM 10 TON/MONTH
PRODUCTION ONWARDS



OUR NUMBERS

	YEAR 2	YEAR 4	YEAR 6	YEAR 8
REVENUE	43 k€	1,8 M€	14 M€	44,8 M€
BUSINESS COST	1,5 M€	2,4 M€	10,5 M€	18,6 M€
EARNINGS BEFORE TAXES (EBT)	NA	NA	4 M€	26 M€

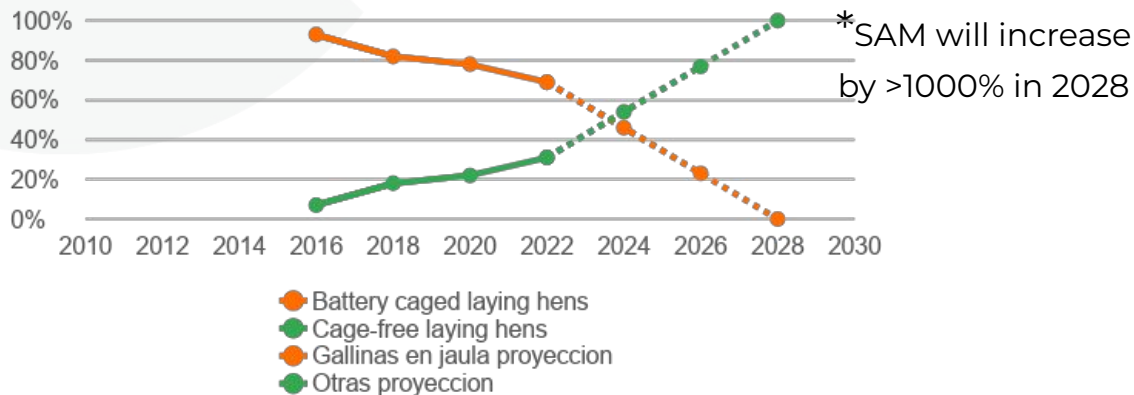




THE MARKET

8CIRCULAR PRODUCTS	Global market	Total Addressable Market (TAM)	Serviceable Available Market (SAM)	Serviceable Obtainable Market (SOM) per year
Bioreactor (Laying hens dietary supplement)	\$270 billion Global Laying Hens Market	\$918,6 million Spanish Laying Hens Market	\$85,8 million* Cage-free Spanish Laying Hens Market	\$21 million 24 bioreactors/yr
Fertilizers	\$10 billion Global Bio-Fertilizer Market	\$580 million European Bio-Fertilizer Market	\$87,9 million Spanish Bio-Fertilizer Market	\$6 million 2 kt/yr

Spanish Forecast laying hens by type







THE MARKET OF THE BLACK SOLDIER FLY: 2.300 billion in 2030

INCREASE IN PRODUCT PRICES AND DEMAND: PROTEINS, FERTILIZERS



THE INDUSTRY BACKGROUND

-  **Technology Progress Since 2009:** Significant improvements in insect farming tech.
-  **Corporate Recognition and Industry Leaders:** Major food companies, e.g., Tyson Foods partnering with Protix, see insect farming as pivotal for future food safety. Bühler Group, drive innovation in insect technology.
-  **Global Investment:** Substantial global investment, spanning large-scale facilities to small-scale systems.
-  **Global Growth:** Growing insect farming sectors in Africa, South America, and Asia showcase its expanding global potential.



THE COMPETENCE

○ Black Soldier Fly companies with decentralized approaches

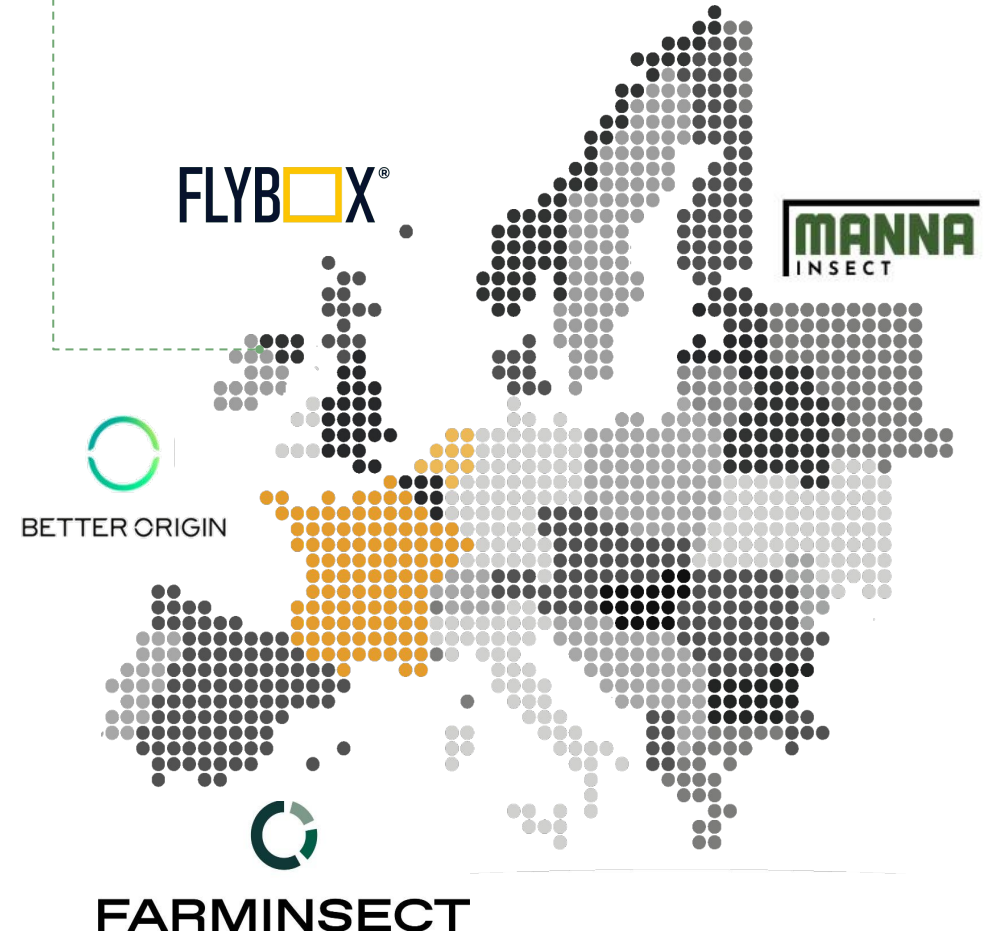
	Country	Foundation	Total raised	Pre-seed capital
FLYBOX [®]	UK	2020	2.800.000€	800.000€
BETTER ORIGIN	UK	2019	22.200.000€	800.000€
MANNA INSECT	FI	2018	1.100.000€	170.000€
FARMINSECT	DE	2019	10.500.000€	2.400.000€

○ Other Black Soldier Fly companies with large-scale approaches

	Country	Foundation	Total raised
BioflyTech	ES	2012	38.000.000€
PROTIX	NL	2009	140.000.000€
INNOVAFEED	FR	2016	445.000.000€
Agronutris	FR	2011	100.000.000€

Companies in the sector well positioned in other countries (UK, Finland, Germany)

Large use of waste streams of agricultural origin





COMPETITIVE ADVANTAGE

	Decentralized	High adaptability	Every day larvae available	Remote control	Technological efficiency	AI-powered system
	✓	✓	✓	✓	✓	✓
	✓	☐	☐	☐	☐	☐
	✓	✓	✓	✓	☐	✓
	✓	☐	☐	☐	☐	☐
	✓	☐	☐	☐	✓	☐



THE TEAM



Alberto G.
CEO

PhD in Ecology with expertise in nature-based solutions and project management



Amaru G.
COO

Lead Process Engineer expert in innovation, large and mid scale industrial processes



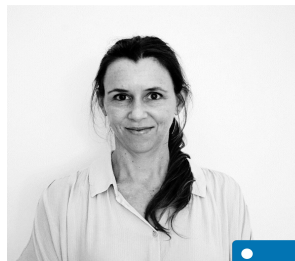
Ainara U.
VP Innovation

Industrial Innovator Engineer modular technologies, (former innovation engineer in Better Origin)



Álvaro Pol
Business Dev.

Innate Entrepreneur
> 7 entrepreneurship, web designer and SEO expert



Paula Huerta
CSO

Circular Economy and **Black Soldier Fly** expert, entrepreneur and design engineer



Javier Selgas
BOD independent director

CEO NASDAQ Listed Company, software engineer, expert entrepreneur



CIRCULAR



Our **offer**

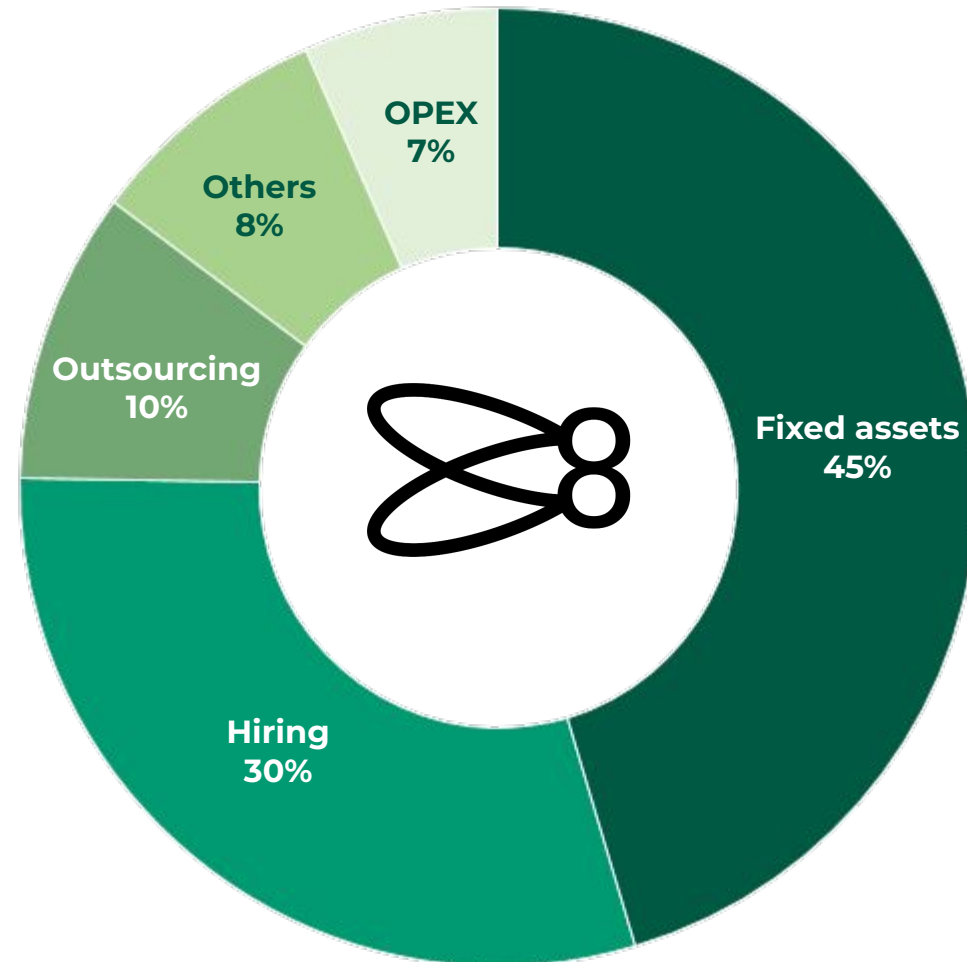
1 mill. EUR

For **20% equity**

Download Business Plan
Click Here

Password: **8CircularBioreactors**

Use of **Proceeds**





INVESTMENT RATIONALE

Why to invest in 8CIRCULAR?

Adaptable and circular business model

Riding growth in **parallel sectors**

Favourable environment with **rising prices** of fertilizers and protein

Importance of local production to address **materials scarcity**

Highly skilled, experienced, and motivated **team**

Why now?



Climate Crisis Impact



Global Conflicts and Food Security



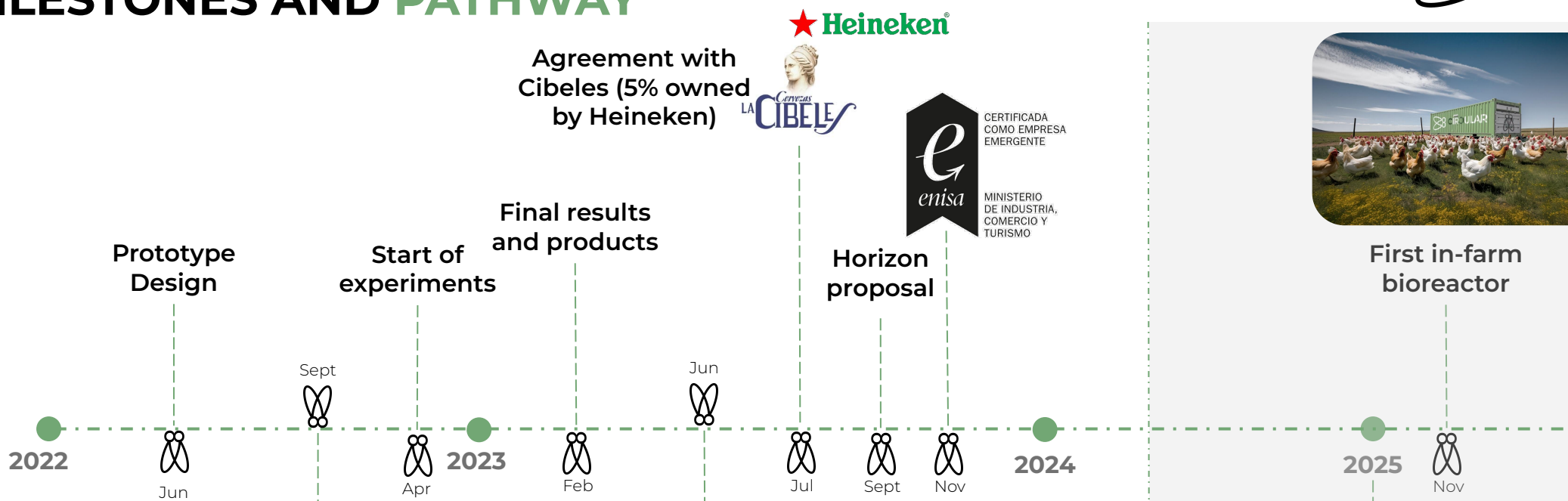
Organic Waste Separation Mandates in Europe



Recent changes in Legislation



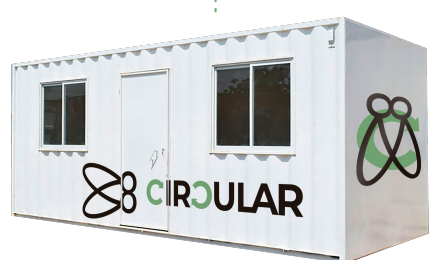
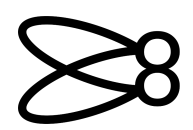
MILESTONES AND PATHWAY



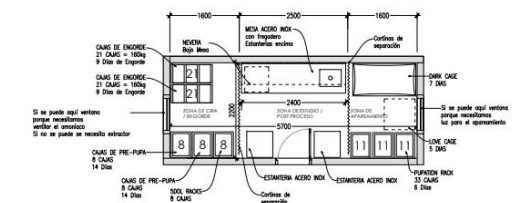
Agreement with Cibeles (5% owned by Heineken)



First in-farm bioreactor



First prototype



Bioreactor 2.0 prototype



OUR ALLIES





THANKS!

ALBERTO GONZÁLEZ
CEO

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THE FUTURE OF
**ORGANIC
WASTE**





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WASTE MANAGEMENT