

MANUFACTURING AFRICA



Manufacturing Africa aims to reduce poverty in Africa by attracting £1.2 billion of foreign direct investment into manufacturing and creating 90,000 jobs over 7 years (2019-2026). The programme is funded by the UK government through the Foreign, Commonwealth & Development Office (FCDO)



Upcycling Organic Waste to Support the Food Value Chain

Established in 2021, NeoFarm is a Senegalese start-up that aims to bio-convert organic waste with insects to manufacture high quality input for animal and plant growth. The company has established a vertical farm in Senegal where it breeds and rears the black soldier fly (BSF) in optimal climatic conditions. NeoFarm operates through a circular model where it collects organic waste from localities, uses the collected organic waste and its proprietary processes to rear and transform the BSF larvae into a high nutritional value protein powder and high fat oil for animal feed and an organic fertilizer for agriculture.

NeoFarm has conducted tests in collaboration with universities and animal feed producers to determine its products' suitability for poultry feed and agriculture. It is also targeting the European pet-food market.

Planned products for roll-out



NeoMeal

Made from dry insect larvae, it is naturally rich in proteins and highly digestible in animals. It will be used as poultry feed, fish feed and pet-food.



NeoOil

Lipids extracted from insect larvae in form of oil and used as fat supplements for poultry, pigs, and other animal species.



NeoFrass

Made from larvae droppings and organic residues for agricultural use to enhance plant growth.

THE CHALLENGE

Neofarm aims to build a semi-automated industrial farm to produce proteins for the local poultry feed producers in addition to pet food producers in the European Union.

To do so, the company aims to raise \$3 million to finalize the farm design, recruit engineers and operations staff, commence construction of the industrial farm and have working capital to commercialize 200 tons of BSF protein in the first year after the farm construction while continuing their R&D to increase outputs.

The company also needs MA support to define a go-to-market strategy for exports for its Neomeal and NeoOil.



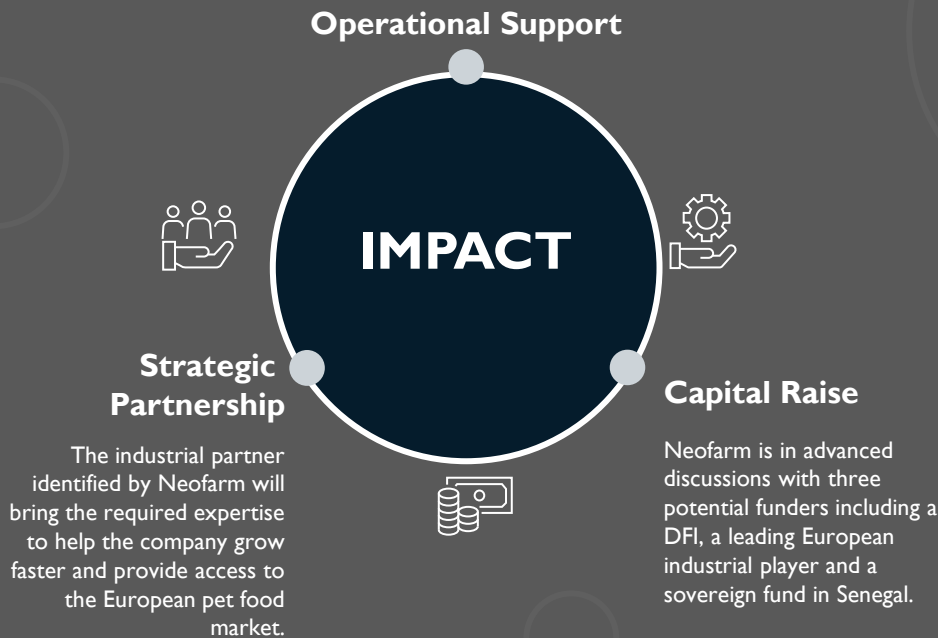
MA SUPPORT

Our support geared towards accelerating Neofarm's growth into a successful manufacturing company covered the following the scope:

- Grant analysis** MA drew a list of 20 potential grant providers that the company can target for support in its next phase of development.
- Operational support** A report developed by MA's Climate and Environment (C&E) team provided recommendations on waste management best practices. In addition, MA's TA report on the circular economy in Senegal gave Neofarm better insight into the wider waste recycling sector including opportunities available in waste management and reinforced their belief in their long-term strategy.
- Leveraging FCDO's network and synergies** MA connected Neofarm to FCDO's network and synergies which have given the company access to other relevant programmes as well as information and trainings including the opportunity to attend international conferences among other benefits.

MA support has played a role in progressing Neofarm towards its goal of large-scale manufacturing and commercialization. The company has scored several notable wins as follows:

The input by MA's Climate and Environment (C&E) team formed the basis of Neofarm's waste management road map and accelerated their industrial design. It allowed the company to better understand how to set up the various steps and processes of their upcoming industrial facility. The support also helped Neofarm re-assess its waste suppliers with the aim of ensuring they are procuring "better quality" waste for improved efficiency.



QUOTE FROM COMPANY REPRESENTATIVE



We got excellent support from the team from Day 1...we worked very well together on identifying our needs and how best to find the right solutions. We look forward to the next phases of commercial development support

- Mansour Niang,
Co-founder Neofarm

This programme is funded by UK aid from the UK government; however, the views expressed do not necessarily express the UK government's official policies.

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