

**Halal protein,
built by the lab
that wrote the papers.**

ACRIDIA · PRE-SEED SAFE · USD 300,000

Casablanca · Marrakech · Morocco

T H E A S K

USD 300,000 SAFE. To convert built-up demand into shipped pallets.

\$300K

SAFE — post-money cap, MFN, standard YC terms

Open to

Moroccan and international angels / funds

Use

70% capacity build · 20% halal & export certs · 10% reserve

Timeline

12 months runway to first repeat GCC + SEA purchase orders

T H E P R O B L E M

The Muslim world has no halal-native insect protein supply chain.

Insect protein is the fastest-growing alternative protein category. But mealworm, cricket, and black soldier fly supply chains face contested halal status and are dominated by European and Asian producers selling into Muslim-majority markets they do not understand.

The result: every halal feed mill, aquafeed buyer, and food-ingredient importer in the GCC, SEA, and Maghreb is shopping for a supplier that does not exist at industrial scale.

1.9B

Muslims globally with zero halal-certified insect protein option at industrial scale.

THE SOLUTION

Locust. The only insect explicitly halal in the four Sunni schools.

Halal-native

Direct hadith. No fatwa fight. Sells into GCC, SEA, and Maghreb on the first call.

Lab-grade IP

30+ years of *Schistocerca gregaria* biochemistry from Prof. Hamdaoui. Published in FEBS Letters, BBRC, Biochemical Journal.

Made in Morocco

FOB Casablanca → Jebel Ali · Port Klang · Tanjung Pelepas. A cost structure European insect farms cannot match.

FOUNDERS

A Moroccan father and son. PhD-grade science, founder-led ops.

Prof. Ahmed Hamdaoui, PhD

Co-founder · R&D and Food-Safety Lead

PhD Biochemistry, Université Louis Pasteur Strasbourg (1986). Professor at U. Cadi Ayyad Marrakech, 1986–2020. Visiting at U. of Florida (FMEL/IFAS) and ULP Strasbourg. EU-funded locust research line with KU Leuven. Lead author on novel serine protease inhibitors from *Schistocerca gregaria*.

Nabil Hamdaoui

Co-founder & CEO · Commercial, Ops, Export

Runs production planning, halal certification workflows, and export logistics from FOB Casablanca to Jebel Ali, Port Klang, and Tanjung Pelepas. The founder buyers actually talk to. Produces a public podcast with Prof. Hamdaoui on locust protein and Moroccan research.

P R O O F

Press, peer-reviewed papers, and a public build.

L'ÉCONOMISTE

"La start-up qui ambitionne de nourrir l'Afrique"

L'OPINION

"Pourquoi les criquets pourraient nourrir l'Afrique"

L'OPINION

"Bientôt des insectes dans nos assiettes ?"

PEER-REVIEWED

FEBS Letters 422 · BBRC 238 · Biochemical Journal 400

G O - T O - M A R K E T

Demand is no longer the bottleneck. Capacity is.

We built an agentic acquisition funnel with ZillionLabs.ai:

- Programmatic SEO targeting halal-protein, aquafeed, and ingredient-import queries in EN / FR / AR
- AI-qualified inbound from GCC, SEA, and Maghreb buyers — spec sheets and halal certs routed automatically
- Founder-attached CRM: Nabil receives only pre-qualified RFQs with country, volume, incoterm, and timeline pre-filled

The funnel is live. It is generating buyer conversations faster than current capacity can fulfil. The \$300K closes that gap.

CAC is approaching zero. The agentic funnel does the qualification.

< \$40

Blended CAC per qualified inbound RFQ
(programmatic SEO + agentic routing)

\$8K–\$60K

Average first-PO value
(pallet to half-container)

> 200x

LTV : CAC on a single repeat buyer
(B2B ingredient supply is sticky)

0

Outbound sales reps.
No BDR layer. No agency retainers.

THE BOTTLENECK · CAPACITY

Today we can ship pilots.
With \$300K we can ship containers.

	Today	Post-raise (12 mo)
Monthly dried-locust output	~ 300 kg	~ 4,000 kg
Concurrent buyer accounts	3–5 pilots	15–20 recurring
Container-grade SKUs	1 (whole dried)	3 (whole · powder · defatted)
Halal certifications	Morocco (ESMA prep)	ESMA · JAKIM · MUI
Lead-time to FOB Casa	6–8 weeks	2–3 weeks

USE OF FUNDS · \$ 3 0 0 , 0 0 0

Every dollar removes a capacity or compliance bottleneck.

\$210K

70%

Capacity build

Second rearing hall · climate control · automated harvest · drying line upgrade

\$60K

20%

Certifications & export

ESMA (UAE) · JAKIM (Malaysia) · MUI (Indonesia) · ISO 22000 prep · export agent retainer

\$30K

10%

Working capital reserve

Bridge inventory for first repeat POs · contingency for FX and shipping volatility

W H Y N O W

Three curves are converging on Morocco — this year.

1

GCC food-security mandates

UAE, KSA, and Qatar are funding domestic and adjacent alt-protein supply. Halal-certified, North-African-sourced ingredients clear procurement faster than European or Asian imports.

2

Aquafeed protein crisis

Fishmeal prices are structurally rising. Halal-certified insect protein is the only feed-grade substitute that does not break religious certification chains for shrimp and tilapia exporters.

3

Agentic GTM is real

AI-routed inbound funnels collapse the BDR layer. For a niche industrial commodity with a clearly differentiated thesis, CAC drops by an order of magnitude — but only if production can keep up.

THE CLOSE

**\$300K SAFE.
12 months.
First halal locust
protein at scale.**

Nabil Hamdaoui · Co-founder & CEO

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Data room: acridia.com/dataroom — non-gated, full press, papers, podcast, and this deck.