



**Nest 1.0 Sponsorship  
and Exhibition  
Opportunities**

**[www.ukeia.co.uk](http://www.ukeia.co.uk)**



# UKEIA: a more sustainable future for food and feed

We envision a future where:

- insects are an established protein in a balanced, nutritious diet
- consumed by livestock, pets and people
- insect farming is widespread, converting organic waste into wealth
- academics, researchers and innovators are effectively connected
- UK entomophagy, insectivore and biomass sectors grow and thrive.



## Our members are

- Insect farming experts, specialists and tech providers
- Insect farmers
- Product developers and manufacturers
- Retailers
- Food curious explorers
- Inspirers and innovators
- Investors

# Pressure on the world



## According to the UN Food & Agriculture Organisation:

*"Agricultural production is limited by the increasing scarcity and diminishing quality of land and water resources...Climate change is increasingly affecting yields and rural livelihoods, while agriculture continues to emit large amounts of greenhouse gases.*

*Edible insects contain high quality protein, vitamins and amino acids for humans.*

*Insects have a high food conversion rate, e.g. crickets need 6 times less feed than cattle, 4 times less than sheep, and 2 times less than pigs and broiler chickens to produce the same amount of protein.*

*Besides, they emit less greenhouse gases and ammonia than conventional livestock."*

# The market potential for edible insects...

## ***A survey commissioned in 2018 found:***

- 10% of British people have tried edible insects and more than half enjoyed them
- 42% of shoppers were open to trying edible bugs
- 7% happy to add them to a weekly shop

## ***An online survey in 2021 found:***

- 50% think edible insects are safe to eat
- 26% willing to try edible insects

## ***A survey in April 2022 across the UK, US, Netherlands and France found:***

- 57% willing to consume insects once the environmental and health benefits had been explained.
- 96% of those who had eaten insects or insect protein said they liked them or would try them again.



<https://www.thecrmj.com/2018-11-17/edibleinsects-becomes-first-uk-supermarket-to-sell-edible-insects>

[https://www.food.gov.uk/sites/default/files/food\\_4\\_n/for-18/sect/18-01/sect-20-part-2/cricket-2021-01-20.pdf](https://www.food.gov.uk/sites/default/files/food_4_n/for-18/sect/18-01/sect-20-part-2/cricket-2021-01-20.pdf)

<https://www.yessect.com/2022/02/04/insect-meat-to-carry-up-lease-mechanism-production-normal-europe-thanks-to-also-positive-measurement-by-the-eu-commission/>



UK Edible  
Insect Association

# ...and insects as livestock or pet feed

## **The 2022 UK Future of Feed Roadmap projected that:**

- Annual demand for insect meal from the UK's pig, poultry and salmon sectors could reach 540,000 tonnes by 2050.
- UK insect farms could convert 3.4m tonnes of feedstock substrate material into a high-protein feed ingredient.



## **According to the UK Insect Biomass Conversion Task and Finish Group:**

Insect biomass conversion for animal feed in the UK could generate annual revenues approaching £1bn within just five years.



## **According to ZeroWasteScotland:**

- BSF treatment of pre-consumer food waste could generate £113 per tonne input.
- If 10% of unused agricultural feedstock generated in Scotland every year was used in BSF farming, this could generate £5.4m.

## **British Veterinary Association:**

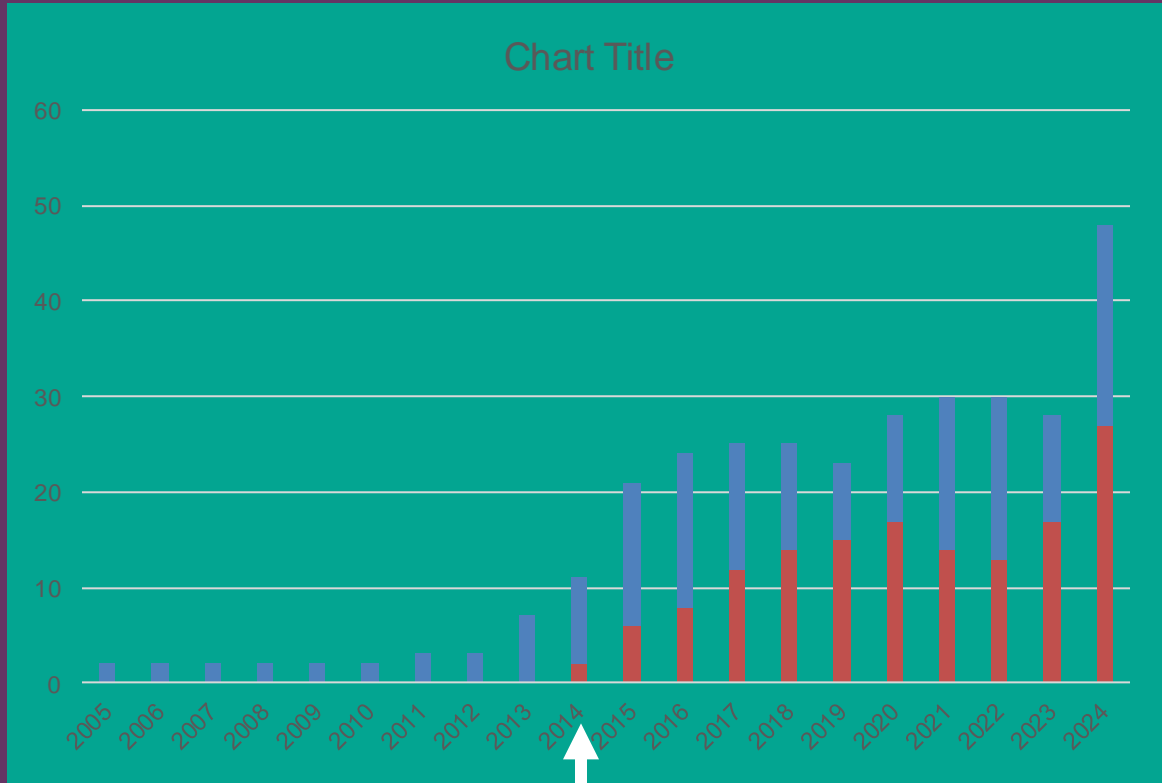
- Insect protein offers a palatable, nutritious and bioavailable alternative to owners who want to offer a 'meat-free' diet to their pets.
- Vegetarian or vegan diets can result in poor pet health and welfare.



## **Pet Food UK:**

- The UK pet food market is worth £3.8bn in 2023.
- If insect protein for pet food in the UK secured just 5% of the market, the demand would be 20,000 tonnes per year.

# The UK farmed insect protein sector



Woven Network launched

# UK – An innovation hub



# UKEIA, delivering for the sector

**The Woven Network was founded in 2015, by Dr Nick Rousseau.**

*In 2021, we professionalised operations and rebranded as UK Edible Insect Association. Our most significant projects include:*

**Transitional Arrangement to allow edible insects to be traded in Great Britain** – worked with the Food Standards Agency and Parliament.

**Four Novel Food dossiers submitted** – partnering with the Belgian Insect Industry Federation and companies.

**Community of edible insect companies and enthusiasts** – support each other, sharing insights, experience and advice.

**Newsletter** – Since 2016, creating a record of the evolution of the sector.

**Research collaboration facilitation** – created directory of academic partners, mapping project needs and joining the National Alternative Protein Innovation Centre.

**Policy White Paper to influence the review of Novel Food Regulations** – funded by University of Sheffield Institute for Food Sustainability.

**Events to promote edible insect products to farmers and the public**

- **Future of Food** in central London with Gastronomous,
- **Diversification into Insect Farming** with Royal Agricultural Society of England.



# UKEIA media statistics

**Newsletter** – 680 recipients and growing with 30% open rate and 24% click rate

**LinkedIn** – 732 followers with 607 post impressions in last 7 days (plus 470 in International Insect Protein Collaboration, 2,600 in Edible Insects Business Network, and nearly 4,000 personal contacts of UC team)

**Instagram** – 720 followers

**Facebook** – 1,000 likes and 1,100 followers (plus member of groups focused on insect protein with over 2,000 members)

**Website** – 200 Monthly visits



# Event: Farmed insect protein conference: Nest 1.0

**9–10 January 2025 at the University of Nottingham**

The farmed insect protein community in the UK will come together, share knowledge and develop plans for the continued expansion of the sector.

Academics and other specialists will share their knowledge and explore potential for collaboration.

Dialogue with Retailers, Regulators, Farmers, Investors and Funders on how we can make the most of the potential of insect protein in our food chains.

## **Farmed insect protein businesses:**

- Connect with other businesses and experts, opportunities for promotion and collaboration
- Support the continued professional development of our practice

## **Supply chain partners**

- Learn about the latest developments in the sector
- Explore commercial opportunities



# Event ambitions

## ***Two days, combining:***

- Practical tutorials and workshops
- Keynote addresses from industry leaders
- Research collaboration and funding presentations
- Exhibition of businesses, products and research
- Debate and discussion
- Networking dinner
- Tastings

## ***Targets***

- 120 delegates
- Cross industry – food, feed and pet food
- Full value chain representation, plus wider ecosystem
- Promoted through UKEIA social media, UK Agritech Centre, Royal Agricultural Society of England, NAPIC, – expected to reach over 8,000

# Nest 1.0: Existing sponsors and draft programme

Thursday 9 Jan 2025	Friday 10 Jan 2025
Welcome and introductory remarks Launch of Insect Farming Community of Practice	Building a successful insects as food business, Aaron Thomas
Break with Exhibition	Break with Exhibition
Overview of the farmed insect protein sector, Nick Rousseau	Panel discussion: Opportunities and challenges for farmed insect protein - can tech help?
Converting waste into insects in Seoul, Perez Ochieng	Sponsors/Business pitch slot
Lunch with Exhibition	Lunch with Exhibition
Practical workshops	Project planning+ Uni visit
Break with Exhibition	
Networking finger buffet with Exhibition	

Workshops to include: Managing farmed insect health and welfare, Setting up a BSF farm, National Alternative Protein Innovation Centre, Supply chains and the retailer's perspective, Understanding and managing environmental impact, Compliance and food safety, Food production challenges.

Sponsors:

**University of Nottingham**  
**National Food Safety Research Network**



UK Edible  
Insect Association

# Our speakers...



**Dr Nick Rousseau:** Founder of Woven Network now UKEIA, dedicated observer and supporter of the edible insect protein sector for the last decade.

(After BA, MSc and PhD degrees in psychology and 25 years in UK Government.)

As a result, he has built an extensive national and international network of people involved in the sector and a real appreciation of the many issues and opportunities facing the sector.

He led the partnership with Belgian Insect Industry Federation and UKEIA members that has resulted in the insect species that can be legally traded as food in GB. He has spoken about the potential of insect protein in the Houses of Parliament, at Chatham House and at academic and business conferences, and judged submissions from insect farming companies for the WWF.

# Our speakers...

**Perez Ochieng:** CEO of Sacoma Global creating healthy snacks and sweet potato food products, integrating Kenyan farmers into EU supply chains. Her role at **Future Foods** sees her in partnership with stakeholders in the sector, improving production processes and processing, expansion in the field of food innovation, building capability in modern agriculture, post-harvest technologies, processing facilities and joint R&D projects.



**Aaron Thomas:** Co-Founder of cricket protein company, Yumbug, Entomologist turned start-up founder. Passionate about sustainable protein and building a better future. Involved in every aspect of business, with key focuses on Supply Chain and Sales.

# Our speakers...

**John Points:** John is an internationally-recognised expert in regulatory and practical aspects of the analysis of chemical residues, food, authenticity testing, supply chain assurance and the application of risk-based approaches to sampling plans and testing criteria at both a national and business-specific level.

**Emily Dawson:** Emily is a Senior Life Cycle Assessment consultant at Ricardo. She has experience of delivering and managing a range of sustainability projects across topics including packaging recyclability, carbon foot printing, net zero and more. Ricardo recently carried out a review of published evidence of the LCA of BSF farming for DEFRA.

**Adam Banks:** Adam is founder of Instar Farming and Bugvita, selling a range of food products containing insects. He was a 2018 Nuffield Farming Scholar.

**Colin Atkin:** Colin is Project and Sales Manager at MYGroup, with over 30 years' experience in the waste and recycling industry, a family-run business; simplifying waste, delivering long-term benefits through closed-loop recycling.

**Laura Stanford:** Founder of Loop Pet Food. The future has six legs! She is passionate about creating sustainable environmental adaptation in Africa using insects.

**TBD:** Premier Nutrition offers a range of products and services to the livestock feed sector. Their specialist team of poultry nutritionists tailor solutions to help farmers, integrated poultry companies and feed compounders achieve performance objectives and brand differentiation resulting in nutritional and competitive advantages.

# Our speakers...

**Mandy Lucas:** Mandy has 25 years championing animal welfare across food and textile production systems – conducted animal welfare assessments in: Zimbabwe, South Africa, Thailand, Poland, Portugal, Louisiana and Ireland.

**Gesa Reiss:** Senior Innovation Fellow SMART Agri-Systems at University of Leeds. Gesa has worked with a vast number of agri-food and renewable energy businesses and has a track record in developing new industry/academic collaborations by articulating industrial benefits and applications of research.

**Ben Kennedy:** Benjamin runs Invertivet – he is an exotic and small animal vet with an interest in invertebrate medicine. He is investigating the veterinary requirements of insect farmers.

**Larry Kotch:** Larry is the co-founder and CEO of Flybox which is pioneering technology that enables existing waste management companies, farmers and food businesses to easily manage their organic waste using Insect Bioconversion.

**David Thompson:** David is partner at Michelmores, which specialises in advising companies on the management of their wide ranging intellectual property assets.

**Julian Knight:** After a financial career of 28 plus years, focusing on Hedge Funds and Sustainable Investments, in August 2023 Julian launched Fairman Knight and Sons Sustainable Agribusiness, with the mission to become a major component of the UK's commercial scale Black Soldier Fly farming sector.



# Opportunities to promote your business

	Gold	Silver	Exhibitor
<b>Speaking slot at Nest</b>	Full session in plenary	5 min in plenary	
<b>Exhibition space</b>	Large and very prominent	Intermediary and prominent	Standard
<b>Marketing content in event programme</b>	Full A4 page	Half A4 page	In list of exhibitors with a strapline
<b>Branding on event signage</b>	Yes – very prominent	Yes – mid range	
<b>Logo and strapline included in publicity</b>	Yes – very prominent	Yes – mid range	
<b>Partnering in press release</b>	Will be quoted.	Acknowledged as a sponsor	
<b>Financial contribution*</b>	£5,000	£2,500	£400

\*UKEIA member companies 25% discount