



**People's Democratic Republic of Algeria**  
Ministry of Higher Education and Scientific Research



Ali Kafi University Center, Tindouf

Institute of Economic and Commercial Sciences and Management

Department of Management Sciences

## **Breeding and Leveraging Medicinal Insects for High-Value Materials for Pharmaceuticals and Cosmetics**

Master's Thesis to Obtain a Degree/Startup within the Framework of Ministerial Decree 1275

**Presented By:** - Mohamed Roummani

-Yasser Medjahed

**Supervised by:** Dr. Yahi Toufik

**Brand image**

**VENOMEX**

**Trade name**

*Venomex*

Academic year: 2023/2024



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## Information card

about the supervisory team and the work team

### Supervisory Team

Supervisory Team	
MAIN MENTOR: Dr. Yahi Toufik	Specialization Economy

### Team Work

Project Team	Field of study	University
Roummani mohammed	Human resource Management	Ali Kafi university . center Tindouf
Medjahed .Yasser	Human resource Management	Ali Kafi university . center Tindouf





## INTRODUCTION

In a world where innovation and entrepreneurship are essential drivers of economic growth, the Venomex project emerges as a remarkable example of convergence between science, technology, and entrepreneurship. Rooted in the current economic landscape, this startup project embodies the very essence of applied economic research, combining theoretical concepts with practical applications aimed at stimulating local and regional economic development.

At the heart of this project lies a bold ambition: to harness the untapped natural resources of our region to create a prosperous and sustainable business. By capitalizing on the virtues of entrepreneurship and innovation, Venomex positions itself as a catalyst for growth, offering new economic perspectives and development opportunities for the local community and beyond.



## I. First axis : project Presentation

### I.1 Project Idea (Proposed Solution):

Our project consists of establishing a medicinal insect farming operation, primarily focusing on scorpions, with the aim of extracting, processing, and transforming their high-value raw materials such as venom, oil, and powder. These raw materials will be targeted for use in the pharmaceutical, para-pharmaceutical, and cosmetic industries.

### I.2 The origin of the idea:

The idea arises from the necessity to meet the demand of the pharmaceutical, para-pharmaceutical, and cosmetic markets for raw materials, utilizing the natural resources available in our country, namely medicinal insects.

### I.3 Proposed Values:

#### I.3.1 Modernity:

Our project relies on modern methods of farming and processing to meet the quality and safety standards of the market.

#### I.3.2 Flexibility:

Adapting to the evolving market requirements by offering diverse raw materials and meeting specific demands.

#### I.3.3 Performance:

Our farm aims to achieve high levels of performance in the extraction and processing of raw materials, thus ensuring high-quality products.

#### I.3.4 Profitability:

The project aims to be profitable by efficiently exploiting available natural resources and meeting growing market demand



### I.3.5 innovation:

We propose an innovative approach using medicinal insects to extract raw materials used in key industries

### I.3.6 Cost reduction:

By utilizing local natural resources, we aim to reduce production costs and make raw materials more accessible

### I.3.7 Risk reduction:

Our project contributes to reducing risks associated with dependence on foreign suppliers by providing a local and reliable source of raw materials.

## I.4 Team Work:

Our team consists of two main members:

### **-Roummani Mohammed:**

With a bachelor's degree in finance and soon a master's degree in economics, along with ten years of experience as a leader and director of an economic agency, Romani brings valuable expertise to the project. Specializing in the breeding of medicinal insects and venom extraction abroad, he will serve as the manager and founder, bringing his leadership and expertise in these key areas.

### **-Yasser Medjahed:**

Holding a bachelor's degree in biochemistry, a master's degree in biology, as well as bachelor's degrees in economics and management, and soon a master's degree in economics, Yasser brings a solid scientific and economic background to the project. As a co-founder, he will contribute to the strategic direction of the project and bring his expertise in science and management..



## **The organization of work (who does what)**

### **Roummani Mohammed:**

**Manager and Founder:** will oversee the overall management of the project, including strategic planning, decision-making, and operational management.

-responsible for overseeing the breeding of medicinal insects and the extraction of venom, utilizing his expertise in these areas.

-handling financial aspects, business development, and client relations.

### **Yasser Medjahed:**

**Co-founder:** will collaborate closely with the founder in shaping the strategic direction of the project and making key decisions.

contribute to various aspects of the project, including research, development, and economic analysis.

assist in managing day-to-day operations, coordinating activities, and ensuring alignment with project goals.

## **I.5 Commercial objectives:**

The commercial objectives of our project include:

-Establishing a strong presence in the pharmaceutical, parapharmaceutical, and cosmetic markets by providing high-quality raw materials with high added value, while integrating new manufacturing processes to optimize product efficiency and quality.

-Providing a reliable and sustainable source of raw materials for biological and pharmaceutical research laboratories, as well as for drug and pharmaceutical, parapharmaceutical, and cosmetic product factories, by developing new value-added products.

-Achieving production volume and sales levels to ensure the long-term profitability and growth of the project, while subcontracting related activities to maximize operational efficiency.

Establishing strategic partnerships with key industry players to ensure efficient distribution and marketing of products derived from medicinal insects, while providing project management expertise and facilitating access to local and foreign markets.



Exploring new potential markets and diversifying the products offered to maximize growth and development opportunities

-Creating new job opportunities to contribute to poverty reduction and ensure representation abroad, while introducing new technologies in production processes and aiming to obtain ISO certification to guarantee the quality of our products and services.

Providing management and technical expertise assistance, as well as promoting research and development work.

Acquiring new clients and retaining them by offering quality services.

Increasing turnover through additional products.

Improving profitability by reducing costs and increasing profit margins.



## II. Second Axis: Innovative Aspects

### II.1 Nature of innovation :

#### Market innovations :

From a market innovation perspective, our project's innovative nature lies in its unique approach to venom extraction by rearing scorpions. This method offers a low-cost solution and eliminates direct competition, as it introduces a novel and untapped method in the industry.

By leveraging the natural behavior of scorpions, our project reduces production costs and opens up new avenues for research in bioactive compounds.

## III. Third Axis: Market Strategic Analysis

### III.1 Market Segment:

#### III.1.1 Potential Market:

The potential market targeted by our project is the pharmaceutical, parapharmaceutical, and cosmetic industries.

#### III.1.2 Target Market :

The target market of our project includes biological research centers and laboratories, pharmaceutical research laboratories, biotechnology research authorities, producers of medicines and pharmaceutical products, producers of parapharmaceutical products, producers of cosmetic products, as well as specialized university research centers.



### III.1.3 Measure of Competition Intensity

At the national level, our project does not face direct competition as it is the first to introduce medicinal insect farming and the transformation of venom into powder, thus offering radiofilisized raw materials in the market. However, similar ventures abroad, particularly in Egypt, Morocco, Turkey, and Iran, have met with great success. Therefore, it is important to monitor these initiatives to draw inspiration from best practices and remain competitive in the international market.

## III.2 Marketing Strategy

We rely on a marketing strategy of competitive pricing by controlling costs through our use of advanced technology

Our project recognizes the importance of adhering to strict standards required by scientific clientele, both locally and internationally. To achieve this, we have access to advanced technologies, including microbiological analysis instruments, enabling us to ensure the production of high-quality products that meet the needs of businesses and researchers.

In this regard, we plan to engage in an ISO 9001 certification process to demonstrate our commitment to quality and customer satisfaction.

Our target clientele is therefore highly specific and demanding, and our marketing strategy emphasizes quality, reliability, and compliance with the highest standards.

Implementing a sponsorship program (Offering rewards and benefits to our clients for each business they recommend to us).



## IV. Troisième axe : Plan de production et d'organisation

### IV.1 Processus de délivrance des services :

In the context of our project, the service delivery process comprises two main stages:

#### Scorpion Collection:

- The first process involves the traditional collection of scorpions from their natural environment.
- The second process entails the controlled breeding of scorpions in our breeding farm.

#### Extraction, Processing, and Drying of Venoms:

Once the scorpions are collected or bred, we proceed with the extraction and processing of raw materials, notably the venom.



The extracted venoms are then processed and dried to ensure long-term preservation and transformation into powder, ready for use in the pharmaceutical, parapharmaceutical, and cosmetic industries.





These processes guarantee the quality and reliability of our products while ensuring efficient management of our medicinal insect breeding farm.

## IV.2 Labor :

In its initial phase, the project plans to create 08 direct positions, covering various functions such as farm management, extraction, processing, and transformation of raw materials, as well as overall operations supervision. Additionally, it is envisaged to generate 30 indirect or temporary positions, which may include support services, maintenance work, administrative services, and other functions necessary for the smooth operation of the farm. These positions will contribute to stimulating employment and fostering economic development in the region.

## IV.3 Main Partners:

Our main partners include high-tech companies, which can provide equipment and innovative solutions to support our operations, as well as pharmaceutical research laboratories, such as SAIDAL, with whom we plan to collaborate for the development of new products and exploration of new applications for our raw materials.

This collaboration will allow us to benefit from their expertise and network to strengthen our position in the market and increase our impact in the pharmaceutical and cosmetic industries.



## V. Fourth Axis: Financial Plan

*(find attached the Financial Forecasting Study Over 5 Years)*

## VI. Prototype:

For Our project, we are introducing two product prototypes. The first one is Scorpion Venom, comprising less than 2 grams of venom, while the second one is Scorpion Powder, consisting of approximately 100 grams of powdered scorpion.





## CONCLUSION

Achieving success in this venture paves the way for exciting opportunities for us and ambitious young people to realize such high-quality projects, particularly given that Algeria possesses all the essential resources in this sector.

In conclusion, we are filled with optimism, determination, and resolve to transform this idea into a concrete project that will benefit the economy, society, and the environment.



# ANNEXES

**VENOMEX**

# **Financial Forecasting Study Over 5 Years**

**1-Yasser Medjahed 2-Mohamed Roummani**

***SARL (IS)***

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**02/06/2024**

**Project: Breeding and Leveraging medicinal Insects for High-Value Materials: for Pharmaceuticals and Cosmetics**  
**project owners: Mohammed roummani - Yasser Medjahed**

## Details of Revenue

	Quantity Sold (N)	Unit Selling Price	N	N+1	N+2	N+3	N+4
Scorpion venom	30 g	1,056,000	31,680,000	34,848,000	40,185,600	48,222,720	62,690,136
DZD (=) Total Revenue <i>% increase</i>			31,680,000	34,848,000 <i>10.0%</i>	40,185,600 <i>15.3%</i>	48,222,720 <i>20.0%</i>	62,690,136 <i>30.0%</i>

Project: Breeding and Leveraging medicinal Insects for High-Value Materials: for Pharmaceuticals and Cosmetics  
 project owners: Mohammed roummani - Yasser Medjahed

## startup launching expenses

Amount DZD

Startup Costs	400,000.00
Account Opening Fees	50,000.00
Software, Training	
Trademark, Patent, Model Deposit	
Entry Fees	
Purchase of Business Assets or Shares	
Leasehold	
Security Deposit	
Application Fees	20,000.00
Notary or Lawyer Fees	60,000.00
Signage and Communication Elements	100,000.00
Real Estate Purchase	
Works and Renovations	4,925,000.00
Equipment	4,500,000.00
Office Equipment	500,000.00
Office Equipment	900,000.00
Initial Cash Flow	4,545,000.00
<b>TOTAL</b>	<b>16,000,000.00</b>

**Project: Breeding and Leveraging medicinal Insects for High-Value Materials: for Pharmaceuticals and Cosmetics**  
project owners: Mohammed roummani - Yasser Medjahed

### Funding for startup needs

	Amount DZD
Personal or Family Contribution Contributions (in value))	1,500,000
GRANT n°1 (ASF)	9,500,000
GRANT n°2 (NESDA + CDE)	5,000,000
<b>TOTAL</b>	<b>16,000,000</b>

**Project: Breeding and Leveraging medicinal Insects for High-Value Materials: for Pharmaceuticals and Cosmetics**  
**project owners: Mohammed roummani - Yasser Medjahed**

**fixed costs**

Insurance	1,200,000	1,224,000	1,248,480	1,273,449	1,298,918
Telephone, Internet Other Subscriptions	150,000	153,000	156,060	159,181	162,365
Fuel, Transportation Travel and Accommodation Expenses	500,000	510,000	520,200	530,604	541,216
Water, Electricity, Gas Health Insurance Various Supplies	300,000	306,000	312,120	318,362	324,729
Equipment and Clothing Maintenance	300,000	306,000	312,120	318,362	324,729
Cleaning of Premises	150,000	153,000	156,060	159,181	162,365
Advertising and Communication Budget Rent and Rental Charges	150,000	153,000	156,060	159,181	162,365
Accountant, Lawyers Bank Charges and Credit Card Terminal	200,000	204,000	208,080	212,241	216,486
Taxes, CFE		-	-	-	-
<b>Other Expenses (Specify below):</b>					
Expense 1					
Expense 2					
Expense 3					

<b>TOTAL</b>	<b>2,950,000</b>	<b>3,009,000</b>	<b>3,069,180</b>	<b>3,130,561</b>	<b>3,193,172</b>
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## Investments and Financing

**Project :** Breeding and Leveraging medicinal Insects for High-Value Materials: for Pharmaceuticals and Cosmetics

**Project Owners:** 1-Yasser Medjahed 2-Mohamed Roummani

Investments	Montant DZD hors taxes
<b>Intangible Assets</b>	<b>530,000</b>
<i>Startup Costs</i>	<i>400,000</i>
<i>Account Opening Fees</i>	<i>50,000</i>
<i>Software, Training</i>	
<i>Trademark, Patent, Model Deposit</i>	
<i>Entry Fees</i>	
<i>Purchase of Business Assets or Shares</i>	
<i>Leasehold</i>	
<i>Security Deposit</i>	
<i>Application Fees</i>	<i>20,000</i>
<i>Notary or Lawyer Fees</i>	<i>60,000</i>
<b>tangible Assets</b>	<b>10,025,000</b>
<i>Signage and Communication Elements</i>	<i>100,000</i>
<i>Real Estate Purchase</i>	
<i>Works and Renovations</i>	<i>4,925,000</i>
<i>Equipment</i>	<i>4,500,000</i>
<i>Office Equipment</i>	<i>500,000</i>
<b>Office Equipment</b>	<b>900,000</b>
<b>Initial Cash Flow</b>	<b>4,545,000</b>
<b>Total Requirements</b>	<b>16,000,000</b>
INVESTMENT FINANCING	Montant DZD hors taxes
<b>Apport personnel</b>	<b>1,500,000</b>
<i>Personal or Family Contribution</i>	<i>1,500,000</i>
<i>Contributions (in value)</i>	-
<b>Emprunt</b>	-
	-
	-
	-
<b>GRANT n°1 (ASF)</b>	<b>9,500,000</b>
<b>GRANT n°2 (NESDA + CDE)</b>	<b>5,000,000</b>
<b>TOTAL RESSOURCES</b>	<b>16,000,000</b>

## Salaires et charges sociales

**Project :** Breeding and Leveraging medicinal Insects for High-Value Materials: for Pharmaceuticals and Cosmetics

**Project Owners:** 1-Yasser Medjahed 2-Mohamed Roummani

	N	N+1	N+2	N+3	N+6
<b>Remuneration of Director(s)</b>	2,304,000	2,350,080	2,397,082	2,444,923	2,493,622
<i>% Increase</i>		2%	2%	2%	2%
<b>Social Charges for Director(s)</b>	1,036,800	1,057,536	1,078,687	1,100,215	1,122,130
<b>Employee Salaries</b>	2,520,000	2,570,400	2,621,808	2,674,244	2,727,729
<i>% Increase</i>		2%	2%	2%	2%
<b>Employee Social Charges</b>	1,814,400	1,850,688	1,887,702	1,925,456	1,963,965

## Details of Depreciation

	N	N+1	N+2	N+3	N+4
<b>Intangible Amortization</b>	-	-	-	-	-
<i>Startup Costs</i>	-	-	-	-	-
<i>Software, Training</i>	-	-	-	-	-
<i>Entry Fees</i>	-	-	-	-	-
<i>Application Fees</i>	-	-	-	-	-
<i>Notary or Lawyer Fees</i>	-	-	-	-	-
<b>angible Amortization</b>	1,985,000	1,985,000	1,985,000	1,985,000	1,985,000
<i>Real Estate Purchase</i>	-	-	-	-	-
<i>Works and Renovations</i>	985,000	985,000	985,000	985,000	985,000
<i>Equipment</i>	900,000	900,000	900,000	900,000	900,000
<i>Office Equipment</i>	100,000	100,000	100,000	100,000	100,000
<b>Total Amortization</b>	1,985,000	1,985,000	1,985,000	1,985,000	1,985,000

## Projected Income Statement for 5 years

**Breeding and Leveraging medicinal Insects for High-Value Materials: for  
Pharmaceuticals and Cosmetics**

**Project :**

**Project Owners:** 1-Yasser Medjahed 2-Mohamed Roummani

	N	N+1	N+2	N+3	N+4
<b>Operating Income</b>	<b>31,680,000</b>	<b>34,848,000</b>	<b>40,075,200</b>	<b>48,090,240</b>	<b>60,112,800</b>
<i>// Revenue from Sales of Goods (Net)</i>	31,680,000	34,848,000	40,075,200	48,090,240	60,112,800
<i>Operatin</i>	-	-	-	-	-
<b>// Cost of Goods Sold</b>	<b>1,124,640</b>	<b>1,237,104</b>	<b>1,422,670</b>	<b>1,707,204</b>	<b>2,134,004</b>
<i>Achats consommés</i>	1,124,640	1,237,104	1,422,670	1,707,204	2,134,004
<b>gross margin</b>	<b>30,555,360</b>	<b>33,610,896</b>	<b>38,652,530</b>	<b>46,383,036</b>	<b>57,978,796</b>
<b>Charges externes</b>	<b>2,950,000</b>	<b>3,009,000</b>	<b>3,069,180</b>	<b>3,130,561</b>	<b>3,193,172</b>
<i>Insurance</i>	1,200,000	1,224,000	1,248,480	1,273,449	1,298,918
<i>Telephone, Internet</i>	150,000	153,000	156,060	159,181	162,365
<i>Other Subscriptions</i>	-	-	-	-	-
<i>Fuel, Transportation</i>	500,000	510,000	520,200	530,604	541,216
<i>Travel and Accomodation Expenses</i>	-	-	-	-	-
<i>Water, Electricity, Gas</i>	300,000	306,000	312,120	318,362	324,729
<i>Health Insurance</i>	-	-	-	-	-
<i>Various Supplies</i>	-	-	-	-	-
<i>Equipment and Clothing Maintenance</i>	300,000	306,000	312,120	318,362	324,729
<i>Cleaning of Premises</i>	150,000	153,000	156,060	159,181	162,365
<i>Advertising and Communication Budget</i>	150,000	153,000	156,060	159,181	162,365
<i>Rent and Rental Charges</i>	-	-	-	-	-
<i>Accountant, Lawyers</i>	200,000	204,000	208,080	212,241	216,486
<i>Expense 1</i>	-	-	-	-	-
<i>Expense 2</i>	-	-	-	-	-
<i>Expense 3</i>	-	-	-	-	-
<b>Value Added</b>	<b>27,605,360</b>	<b>30,601,896</b>	<b>35,583,350</b>	<b>43,252,475</b>	<b>54,785,623</b>
<b>Taxes and fees</b>	-	-	-	-	-
<b>Employee Salaries</b>	<b>2,520,000</b>	<b>2,570,400</b>	<b>2,621,808</b>	<b>2,674,244</b>	<b>2,727,729</b>
Employee Social Charges	1,814,400	1,850,688	1,887,702	1,925,456	1,963,965
<b>Director(s) Withdrawal</b>	<b>2,304,000</b>	<b>2,350,080</b>	<b>2,397,082</b>	<b>2,444,923</b>	<b>2,493,622</b>
Director(s) Social Charges	1,036,800	1,057,536	1,078,687	1,100,215	1,122,130
<b>Gross Operating Surplus</b>	<b>19,930,160</b>	<b>22,773,192</b>	<b>27,598,072</b>	<b>35,107,637</b>	<b>46,478,178</b>
<b>Bank Charges, Financial Expenses</b>	-	-	-	-	-
<b>Depreciation Expenses</b>	<b>1,985,000</b>	<b>1,985,000</b>	<b>1,985,000</b>	<b>1,985,000</b>	<b>1,985,000</b>
<b>Profit before Taxes</b>	<b>17,945,160</b>	<b>20,788,192</b>	<b>25,613,072</b>	<b>33,122,637</b>	<b>44,493,178</b>
<b>Impôt sur les sociétés</b>	<b>5,019,689</b>	<b>5,815,738</b>	<b>7,166,705</b>	<b>9,269,383</b>	<b>12,453,134</b>
<b>Net Accounting Profit (Net Income)</b>	<b>12,925,471</b>	<b>14,972,454</b>	<b>18,446,368</b>	<b>23,853,254</b>	<b>32,040,044</b>

## Intermediate Management Balances

**Project :** Breeding and Leveraging medicinal Insects for High-Value Materials: for Pharmaceuticals and Cosmetics

**Project Owners:** 1-Yasser Medjahed 2-Mohamed Roummani

	N	%	N+1	%	N+2	%	N+3	%	N+4	%
Revenue	31,680,000	100%	34,848,000	100%	40,075,200	100%	48,090,240	####	60,112,800	100%
Sales + actual production	31,680,000	100%	34,848,000	100%	40,075,200	100%	48,090,240	####	60,112,800	100%
Consumed purchases	1,124,640	4%	1,237,104	4%	1,422,670	4%	1,707,204	4%	2,134,004	5%
Gross margin	<b>30,555,360</b>	<b>96%</b>	<b>33,610,896</b>	<b>96%</b>	<b>38,652,530</b>	<b>96%</b>	<b>46,383,036</b>	<b>96%</b>	<b>57,978,796</b>	<b>96%</b>
External charges	2,950,000	9%	3,009,000	9%	3,069,180	8%	3,130,561	7%	3,193,172	5%
Value added	<b>27,605,360</b>	<b>87%</b>	<b>30,601,896</b>	<b>88%</b>	<b>35,583,350</b>	<b>89%</b>	<b>43,252,475</b>	<b>90%</b>	<b>54,785,623</b>	<b>91%</b>
Taxes and duties	-	0%	-	0%	-	0%	-	0%	-	0%
Personnel expenses	7,675,200	24%	7,828,704	22%	7,985,278	20%	8,144,838	17%	8,307,445	14%
Gross operating surplus	<b>19,930,160</b>	<b>63%</b>	<b>22,773,192</b>	<b>65%</b>	<b>27,598,072</b>	<b>69%</b>	<b>35,107,637</b>	<b>73%</b>	<b>46,478,178</b>	<b>77%</b>
Depreciation allowance	1,985,000	6%	1,985,000	6%	1,985,000	5%	1,985,000	4%	1,985,000	3%
Operating result	<b>17,945,160</b>	<b>57%</b>	<b>20,788,192</b>	<b>60%</b>	<b>25,613,072</b>	<b>64%</b>	<b>33,122,637</b>	<b>69%</b>	<b>44,493,178</b>	<b>74%</b>
Financial charges	-	0%	-	0%	-	0%	-	0%	-	0%
Financial result	-	0%	-	0%	-	0%	-	0%	-	0%
Current result	<b>17,945,160</b>	<b>57%</b>	<b>20,788,192</b>	<b>60%</b>	<b>25,613,072</b>	<b>64%</b>	<b>33,122,637</b>	<b>69%</b>	<b>44,493,178</b>	<b>74%</b>
Net income	<b>12,925,471</b>	<b>41%</b>	<b>14,972,454</b>	<b>43%</b>	<b>18,446,368</b>	<b>46%</b>	<b>23,853,254</b>	<b>50%</b>	<b>32,040,044</b>	<b>53%</b>
Self-financing capacity	14,910,471	47%	16,957,454	49%	20,431,368	51%	25,838,254	54%	34,025,044	57%

## Self-financing capacity

	N	N+1	N+2	N+3	N+4
Résultat de l'exercice	12,925,471	14,972,454	18,446,368	23,853,254	32,040,044
+ Dotation amortissements	1,985,000	1,985,000	1,985,000	1,985,000	1,985,000
<b>Capacité d'autofinancement</b>	<b>14,910,471</b>	<b>16,957,454</b>	<b>20,431,368</b>	<b>25,838,254</b>	<b>34,025,044</b>
- Remboursement emprunts	-	-	-	-	-
<b>Autofinancement net</b>	<b>14,910,471</b>	<b>16,957,454</b>	<b>20,431,368</b>	<b>25,838,254</b>	<b>34,025,044</b>

## Economic Break-Even Point

**Project :** Breeding and Leveraging medicinal Insects for High-Value Materials: for Pharmaceuticals and Cosmetics  
**Project Owners:** 1-Yasser Medjahed 2-Mohamed Roummani

	N	N+1	N+2	N+3	N+
<b>Sales + Actual Production</b>	<b>31,680,000</b>	<b>34,848,000</b>	<b>40,075,200</b>	<b>48,090,240</b>	<b>60,112,800</b>
Cost of Goods Sold	1,124,640	1,237,104	1,422,670	1,707,204	2,134,004
Total Variable Costs	1,124,640	1,237,104	1,422,670	1,707,204	2,134,004
Margin on Variable Costs	<b>30,555,360</b>	<b>33,610,896</b>	<b>38,652,530</b>	<b>46,383,036</b>	<b>57,978,796</b>
<b>Margin Rate on Variable Costs</b>	<b>96%</b>	<b>96%</b>	<b>96%</b>	<b>96%</b>	<b>96%</b>
Fixed Costs	12,610,200	12,822,704	13,039,458	13,260,399	13,485,618
<b>Total Expenses</b>	<b>13,734,840</b>	<b>14,059,808</b>	<b>14,462,128</b>	<b>14,967,603</b>	<b>15,619,622</b>
Operating Income before Taxes	17,945,160	20,788,192	25,613,072	33,122,637	44,493,178
<b>Break-Even Point (Revenue)</b>	<b>13,074,339</b>	<b>13,294,665</b>	<b>13,519,397</b>	<b>13,748,470</b>	<b>13,981,978</b>
Surplus / Deficit	18,605,661	21,553,335	26,555,803	34,341,770	46,130,822
<i>Break-Even Point in Revenue per Business Day</i>	<i>52,297</i>	<i>53,179</i>	<i>54,078</i>	<i>54,994</i>	<i>55,928</i>

## Besoin en fonds de roulement

**Analysis of Clients/Suppliers:**

		<i>délai jours</i>				
		Année 1	Année 2	Année 3	Année 4	Année 5
<b>// Needs</b>						
// Customer Credit Volume (Net)	7	607,562	668,318	768,565	922,279	1,152,848
<b>// Resources</b>						
// Supplier Debt Volume (Net)	0	-	-	-	-	-
<b>// Working Capital Requirement</b>		<b>607,562</b>	<b>668,318</b>	<b>768,565</b>	<b>922,279</b>	<b>1,152,848</b>

## Five-Year Financing Plan

**Breeding and Leveraging medicinal Insects for High-Value Materials: for  
Pharmaceuticals and Cosmetics**

**Project :**

**Project Owners:** 1-Yasser Medjahed 2-Mohamed Roummani

	N	N+1	N+2	N+3	N+4
Fixed Assets	10,555,000				
Stock Acquisition	900,000				
Change in Working Capital Requirement	607,562	60,756	100,248	153,713	230,570
Loan Repayments	-	-	-	-	-
<b>Total Needs</b>	<b>12,062,562</b>	<b>60,756</b>	<b>100,248</b>	<b>153,713</b>	<b>230,570</b>
Personal Contribution	1,500,000				
Loans	-				
Grants	14,500,000				
Other Financing					
Self-Financing Capacity	14,910,471	16,957,454	20,431,368	25,838,254	34,025,044
<b>Total Resources</b>	<b>30,910,471</b>	<b>16,957,454</b>	<b>20,431,368</b>	<b>25,838,254</b>	<b>34,025,044</b>
Change in Cash Flow	18,847,909	16,896,698	20,331,120	25,684,541	33,794,474
<b>Cash Surplus</b>	<b>18,847,909</b>	<b>35,744,607</b>	<b>56,075,727</b>	<b>81,760,268</b>	<b>115,554,742</b>

**Cash Balance at the Beginning of Year 1:** 4,545,000.00

## Projected Cash Flow Budget

### Breeding and Leveraging medicinal Insects for High-Value Materials: for Pharmaceuticals and Cosmetics

Projet :

Porteur de projet : 1-Yasser Medjahed 2-Mohamed Roummani

#### *Première année*

	Month 1	Month 2	Month 3	Month 4	Month 5
Personal Contribution	1,500,000				
Loans	-				
Grants	14,500,000				
Other Financing					
Sales of Goods	2,640,000	2,640,000	2,640,000	2,640,000	2,640,000
Sales of Services	-	-	-	-	-
<b>Total Revenue</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>
Intangible Assets	530,000				
Tangible Assets	10,025,000				
<b>Total Assets</b>	<b>10,555,000</b>				
Stock Acquisition	900,000				
Loan Repayments	-	-	-	-	-
Purchases of Goods	93,720	93,720	93,720	93,720	93,720
External Charges	245,833	245,833	245,833	245,833	245,833
Taxes and Fees	-	-	-	-	-
Employee Salaries	210,000	210,000	210,000	210,000	210,000
Employee Social Charges	151,200	151,200	151,200	151,200	151,200
Director(s) Withdrawal	192,000	192,000	192,000	192,000	192,000
Director(s) Social Charges	86,400	86,400	86,400	86,400	86,400
<b>Total Personnel Expenses</b>	<b>639,600</b>	<b>639,600</b>	<b>639,600</b>	<b>639,600</b>	<b>639,600</b>
Bank Charges, Financial Expenses	-	-	-	-	-
<b>Total Disbursements</b>	<b>12,434,153</b>	<b>979,153</b>	<b>979,153</b>	<b>979,153</b>	<b>979,153</b>
<b>Total Receipts</b>	<b>18,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>
Previous Balance	-	6,205,847	7,866,693	9,527,540	11,188,387
<b>Month Balance</b>	<b>6,205,847</b>	<b>1,660,847</b>	<b>1,660,847</b>	<b>1,660,847</b>	<b>1,660,847</b>
<b>Cumulative Cash Balance</b>	<b>6,205,847</b>	<b>7,866,693</b>	<b>9,527,540</b>	<b>11,188,387</b>	<b>12,849,233</b>

Ce tableau ne pas en compte les flux de TVA ni le besoin en fonds de roulement.

D'autre part, l'impôt sur les sociétés n'est pas intégré car payé l'année suivante.

## Projected Cash Flow Budget (continued)

**Breeding and Leveraging medicinal Insects for High-Value Materials: for  
Pharmaceuticals and Cosmetics**

**Porteur de projet :** 1-Yasser Medjahed 2-Mohamed Roummani

Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
							1,500,000
							-
							14,500,000
							-
2,640,000	2,640,000	2,640,000	2,640,000	2,640,000	2,640,000	2,640,000	31,680,000
-	-	-	-	-	-	-	-
<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>31,680,000</b>
							530,000
							10,025,000
							10,555,000
							900,000
-	-	-	-	-	-	-	-
93,720	93,720	93,720	93,720	93,720	93,720	93,720	1,124,640
245,833	245,833	245,833	245,833	245,833	245,833	245,833	2,950,000
-	-	-	-	-	-	-	-
210,000	210,000	210,000	210,000	210,000	210,000	210,000	2,520,000
151,200	151,200	151,200	151,200	151,200	151,200	151,200	1,814,400
192,000	192,000	192,000	192,000	192,000	192,000	192,000	2,304,000
86,400	86,400	86,400	86,400	86,400	86,400	86,400	1,036,800
<b>639,600</b>	<b>639,600</b>	<b>639,600</b>	<b>639,600</b>	<b>639,600</b>	<b>639,600</b>	<b>639,600</b>	<b>7,675,200</b>
-	-	-	-	-	-	-	-
<b>979,153</b>	<b>979,153</b>	<b>979,153</b>	<b>979,153</b>	<b>979,153</b>	<b>979,153</b>	<b>979,153</b>	<b>23,204,840</b>
<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>47,680,000</b>
12,849,233	14,510,080	16,170,927	17,831,773	19,492,620	21,153,467	22,814,313	
<b>1,660,847</b>	<b>1,660,847</b>	<b>1,660,847</b>	<b>1,660,847</b>	<b>1,660,847</b>	<b>1,660,847</b>	<b>1,660,847</b>	
<b>14,510,080</b>	<b>16,170,927</b>	<b>17,831,773</b>	<b>19,492,620</b>	<b>21,153,467</b>	<b>22,814,313</b>	<b>24,475,160</b>	

**Business Model Canvas**Nom de l'entreprise : **VENOMEX**

Date : 19-05-2024

**Incubateur Du Centre Universitaire Ali Kafi-Tindouf**

<b>Key partners</b> -Partnerships with local hunters. -Collaborations with research laboratories and pharmaceutical and cosmetic companies. • Alliances with specialized distributors.	<b>Key Activities</b> -Collection and breeding of medicinal insects (mainly scorpions). -Extraction and processing of venom and other derived products. -Marketing and sale of final products.	<b>Value proposition</b> -Competitive pricing through cost control -Production of high-quality products. -presenting profitable products (highly demanded)	<b>Customer Relationship</b> -Long-term partnerships (B2B) -Special benefits -Exclusive offers - Personalized customer service	<b>Customer Segments</b> -Biological research laboratories . -Pharmaceutical research laboratories.. -Biotechnological research authorities . -Producers of medications and pharmaceutical products. -Producers of parapharmaceutical products .
<b>Cost Structure</b> -Costs related to the collection and breeding of medicinal insects (scorpions) . -Production costs (machinery: extraction, processing). -Administrative and salary expenses. Marketing and distribution costs..		<b>Revenue Streams</b> -Sale of scorpion venom. -Sale of derived products (oil, powder, Teslon). -Revenue from direct sales and partnerships..		



