

# fish n' greens

A stylized blue fish with a white belly and a small blue dot for an eye. Two green leaves are attached to the top of the fish's head, overlapping the text 'fish n' and 'greens'.

by



Fresh flavors, conscious choices



# THE BROKEN FOOD SYSTEM REQUIRES FRESH SOLUTIONS

- ✓ Low trust in food sources
- ✓ Overuse of resources (land, water, chemicals, ...)
- ✓ Unsustainable practices (overfishing, pollution, wastewater, food miles, GHG emissions)
- ✓ Large-scale industry inefficiency (long supply chains, poor freshness, huge infrastructures & investments)

Consumers demand local, fresh, and sustainable food.

# OUR SOLUTION

## Our products

Fresh, local, tasty, healthy and sustainable fish and vegetables!



88

tons/year  
650 k€



*Scortum barcoo*



450

tons/year  
4.5 M€



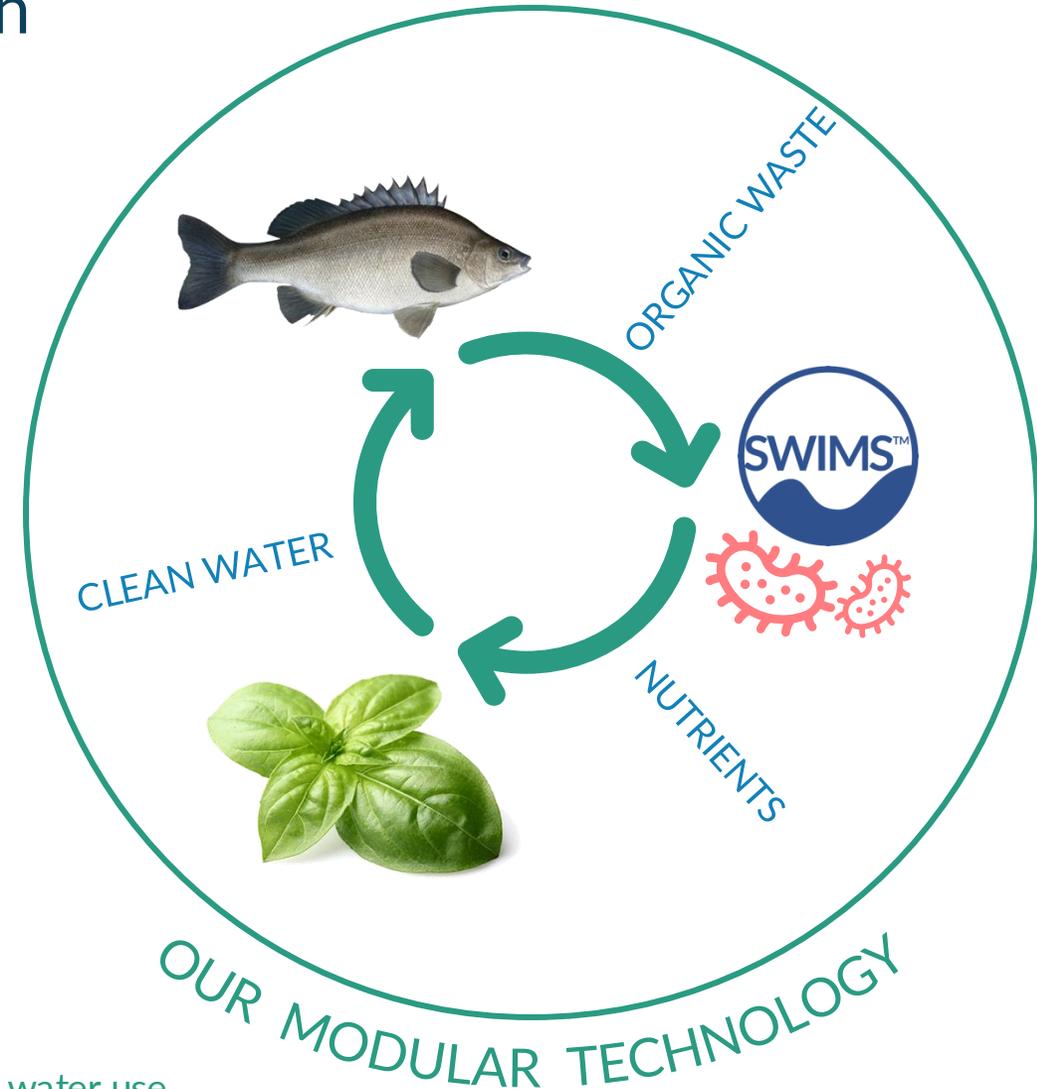
- ✓ "Vegetarian" (plant-based feed)
- ✓ High omega-3 fatty acids content
- ✓ Already secured unique broodstock



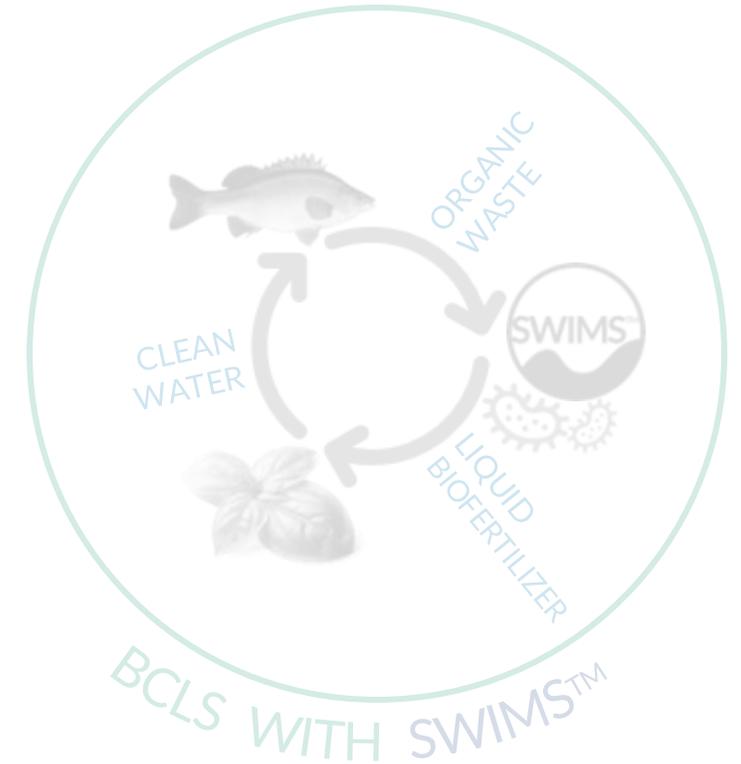
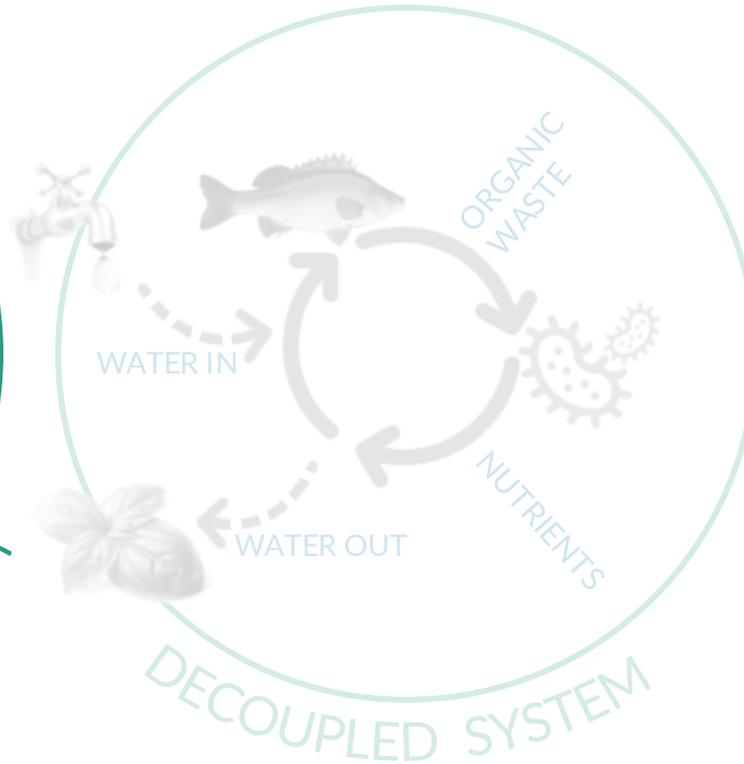
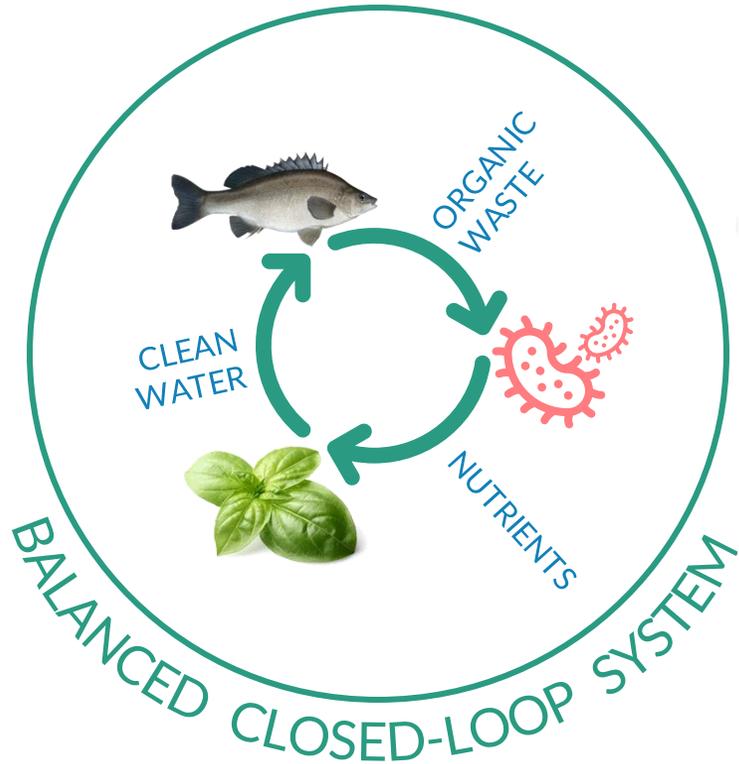
# OUR SOLUTION

A Sustainable, Circular and Scalable Approach to Urban Food Production

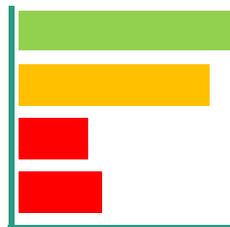
- ✓ **Combining aquaculture & hydroponics**  
in closed-loop systems
- ✓ **Powered by SWIMS™ technology**  
for modular, scalable urban farms
- ✓ **Much less investment demanding**  
requiring smaller infrastructure
- ✓ **Minimized transportation**  
with less GHG emissions and higher food freshness
- ✓ **Sustainable and organic**  
Zero synthetic chemicals, minimal environmental footprint, and 95% less water use



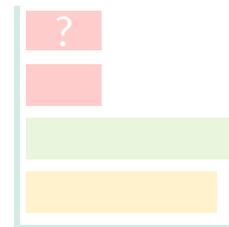
# CLASSIC AQUAPONICS



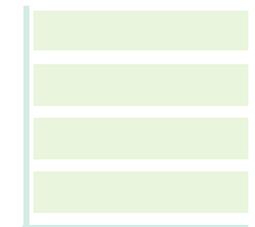
ORGANICITY  
SUSTAINABILITY  
PRODUCTIVITY/STABILITY  
MAINTENANCE



CLASSIC APPROACH



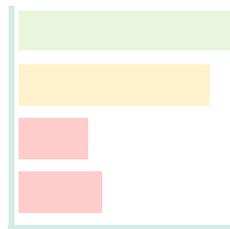
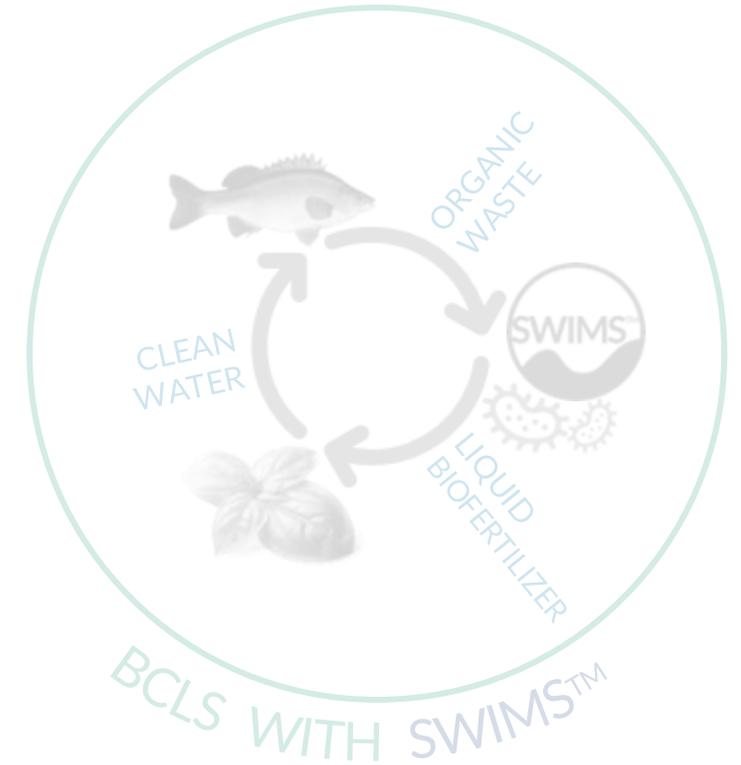
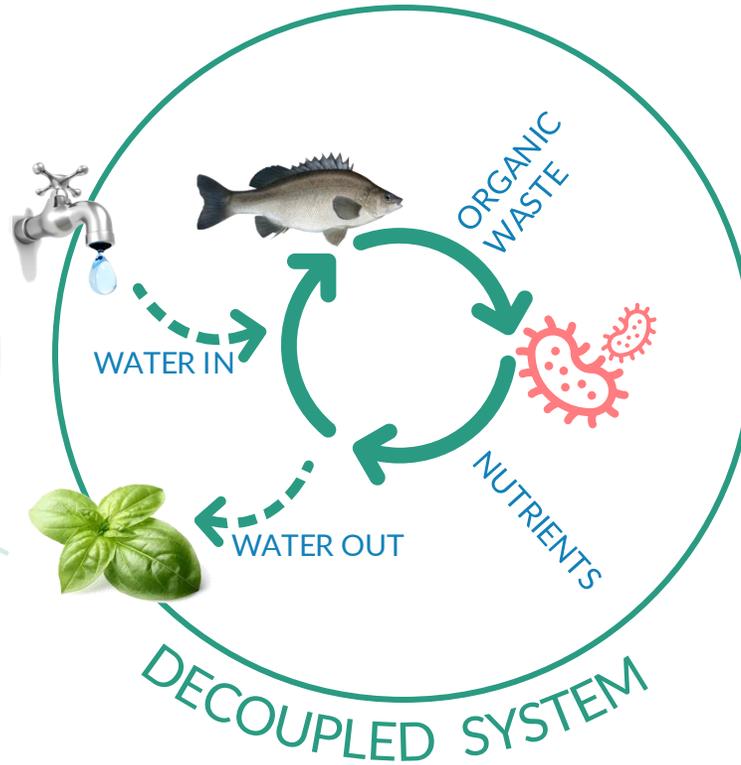
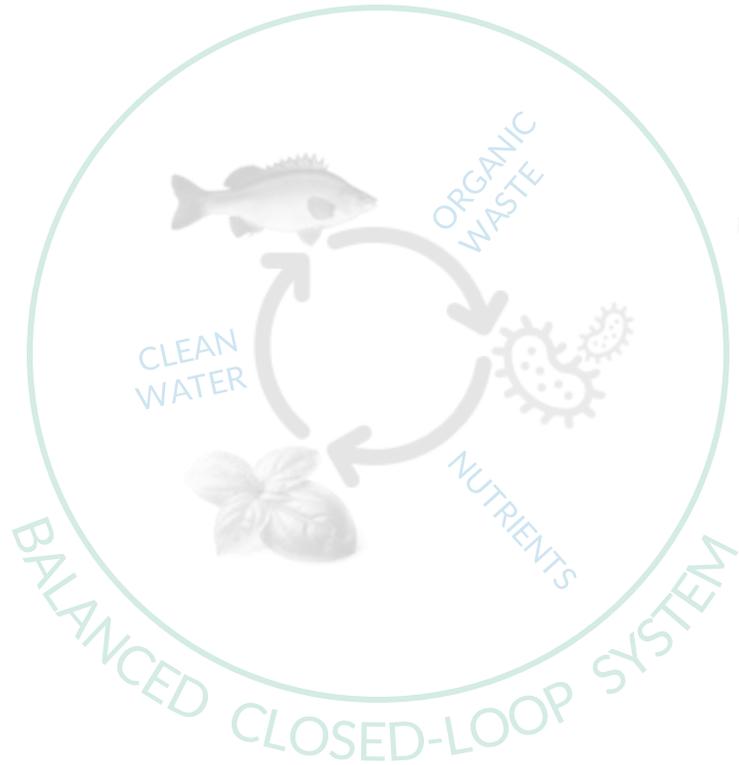
NOWADAYS COMMERCIAL APPROACH



OUR TECHNOLOGY APPROACH



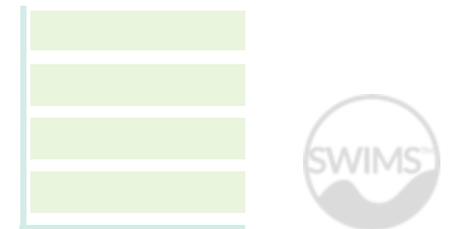
# STATE-OF-THE-ART AQUAPONICS



CLASSIC APPROACH



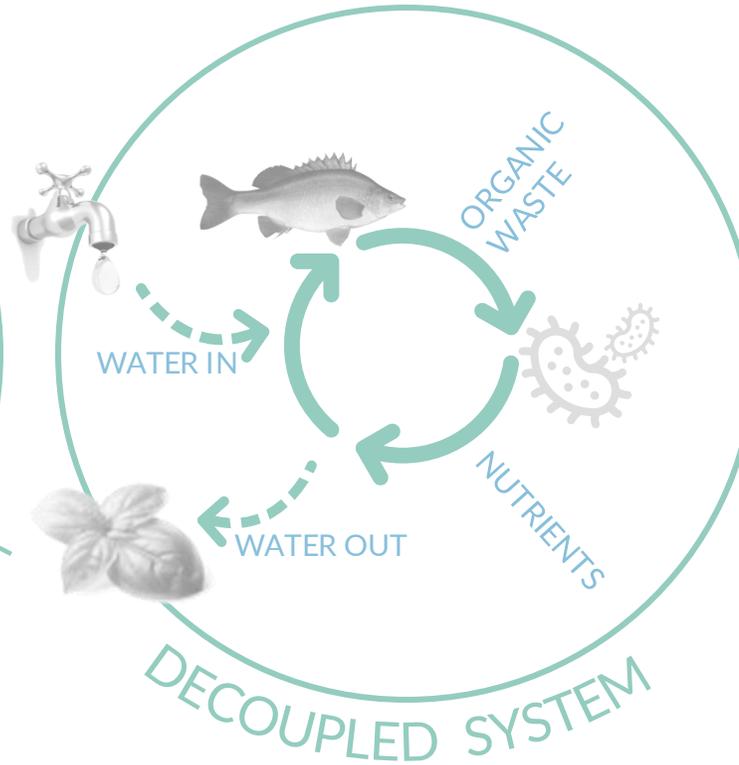
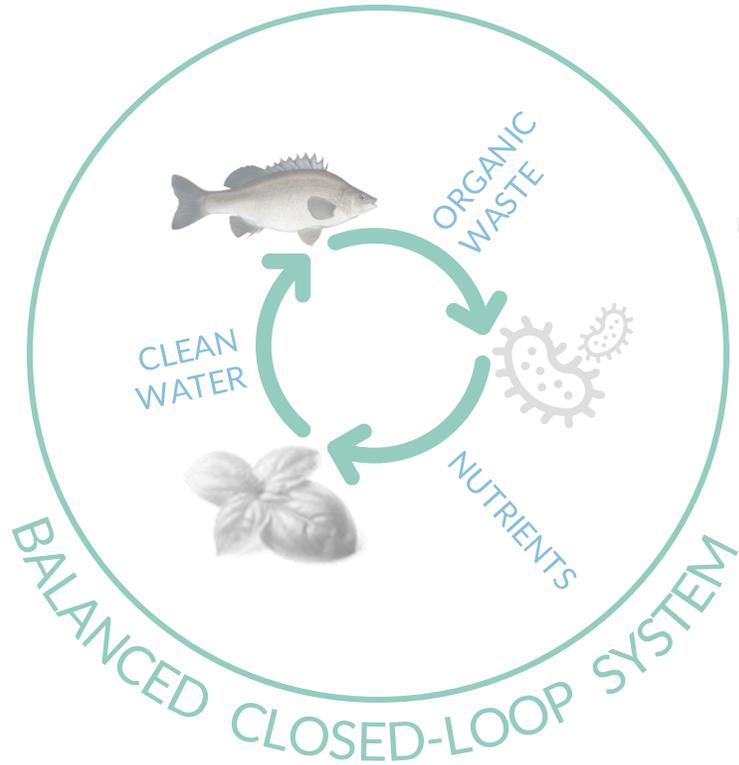
NOWADAYS COMMERCIAL APPROACH



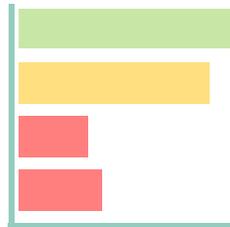
OUR TECHNOLOGY APPROACH



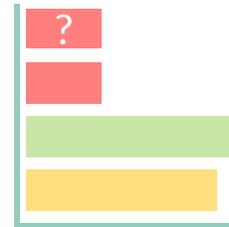
# OUR TECHNOLOGY



ORGANICITY  
SUSTAINABILITY  
PRODUCTIVITY/STABILITY  
MAINTENANCE



CLASSIC APPROACH



NOWADAYS COMMERCIAL APPROACH



OUR TECHNOLOGY APPROACH



# COMPETITION

## Aquaponics small farmers and startups

Tilamur (Spain)

Les Nouvelles Fermes (France)

ECF Farmsystems (Germany)

## Seafood importers

Several companies importing cod, Atlantic salmon, Atlantic seabass, gilthead seabream...

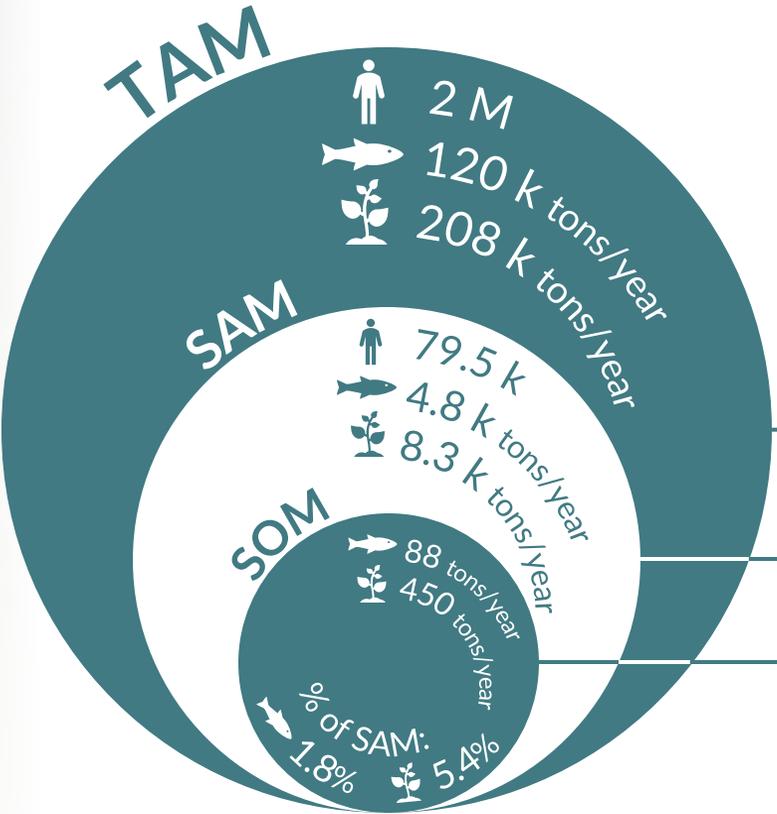
## General hydroponics

Hydroponics farmers in Portugal and Spain

Features	Standard balanced closed-loop system	Decoupled aquaponics system	SWIMS™
Consumer trust in organicity (symbiotic ecosystem)	✓	✗	✓
Free of synthetic fertilizers (< input costs)	✓	✗	✓
Flexibility to increase/reduce plant production capacity	✗	✓	✓
Stability and control of nutrient concentration levels	✗	✓	✓
Long term plant high productivity and stability	✗	✓	✓
Long term dissolved oxygen availability and food safety	✗	*	✓
Low maintenance (cleaning) requirements	✗	✓	✓ ✓
Low water waste/consumption	✓	✗	✓ ✓
Decarbonizing effect in the food industry **	✓	✓	✓ ✓

\* Depending on the option to use controlled oxygen input

\*\* Rich CO<sub>2</sub> air from the fish room is pumped to the greenhouse and assimilated by plants; local production and consumption (reduced transportation)



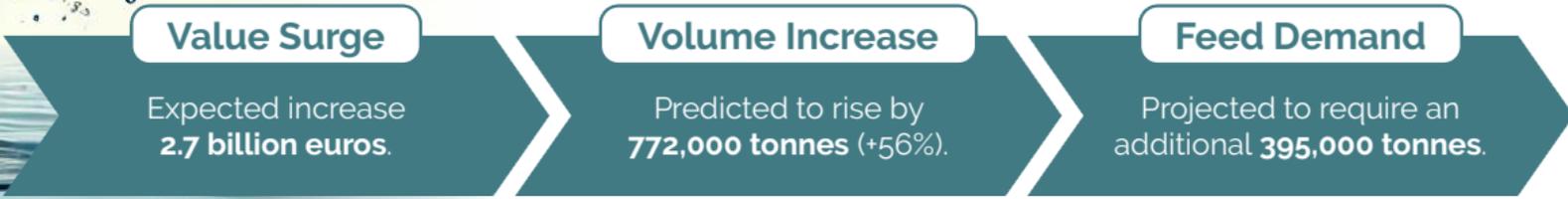
Lisbon Metro Region (population & consumption)

Torres Vedras municipality (popul. & consumption)

1<sup>st</sup> unit (production capacity)

## Global Aquaponics Market to hit €1 billion by 2031

Prediction of Aquaculture Growth in Europe (2010-2030):



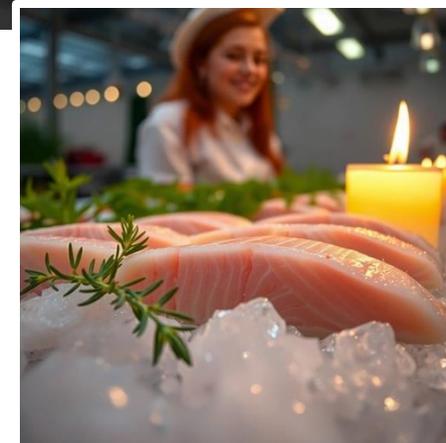
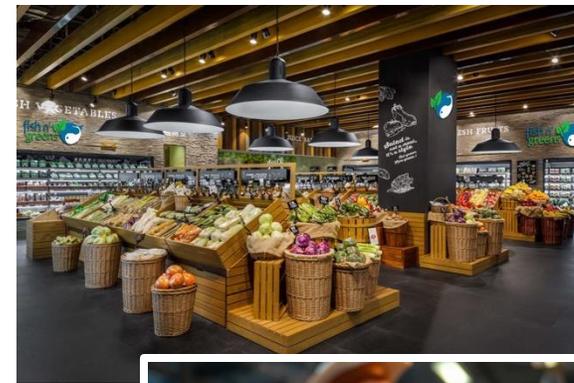
Source: European Parliament

# BUSINESS MODEL

B2B

SECURED

- Municipality schools canteens
- Food Retailers
- Restaurants and hotels



# MARKET STRATEGY

Torres Vedras



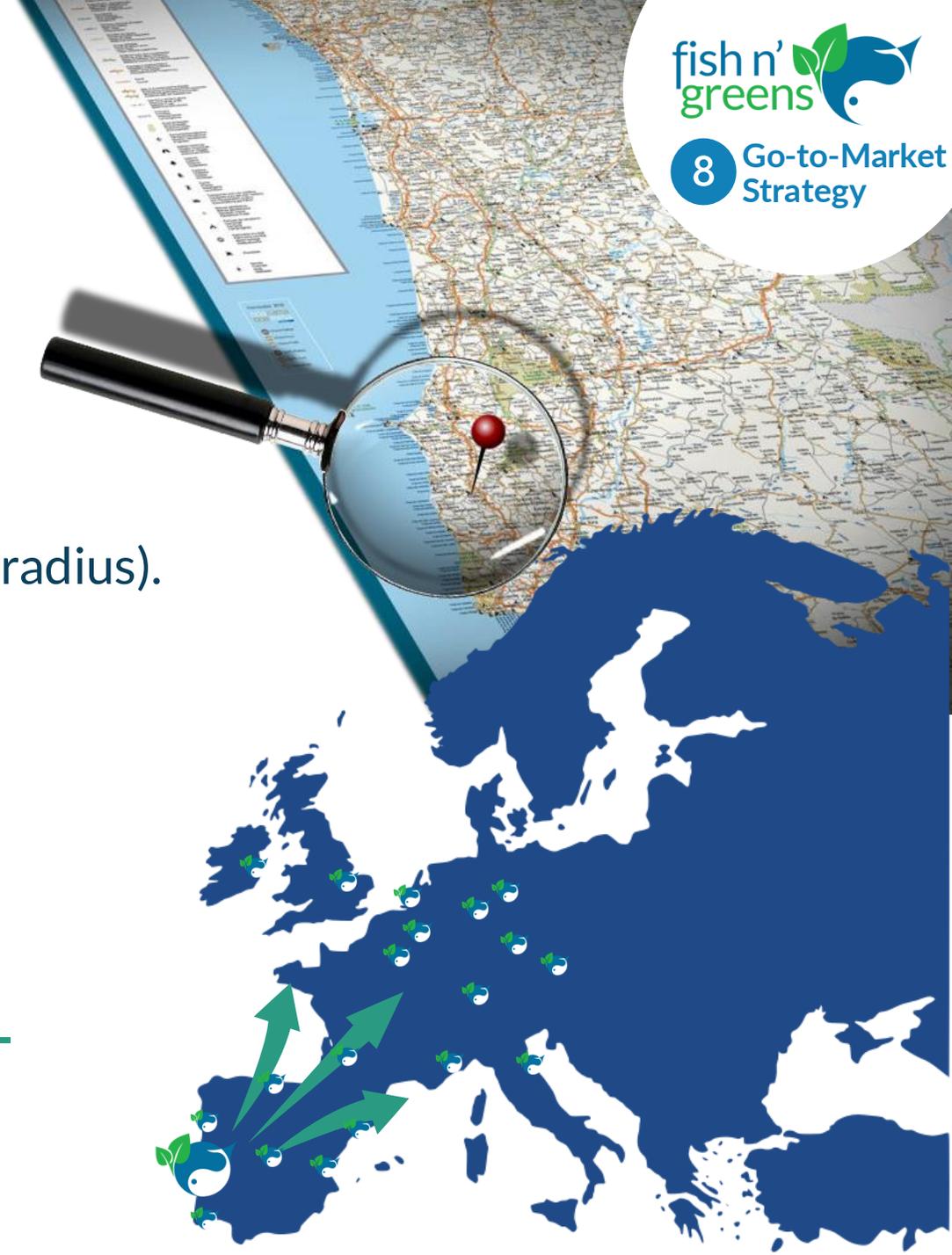
## LAUNCH MARKET

A region of more than 2 million consumers (50 km radius).  
Less than 30 minutes from Lisbon.

## FURTHER EXPANSION

across Portugal and into European markets

through a **FRANCHISING MODEL**



# FINANCIALS



Size →

1<sup>st</sup> full-scale unit

11 500 m<sup>2</sup>

Scale-up

5 x 11 500 m<sup>2</sup>

Fresh finfish →

88 tons year<sup>-1</sup>

440 tons year<sup>-1</sup>

Organic fresh greens →

450 tons year<sup>-1</sup>

2 250 tons year<sup>-1</sup>

Financing demand →

6 M€

28 M€

Revenues per year →

5.4 M€

32 M€

EBITDA-To-Sales Ratio →

62%

66%

ROI →

41%

44%

Payback period →

3 years (2028)

3 years



Recognized as an R&D entity by ANI, in the technical-scientific domains:

**Agri-food** – Healthy and sustainable food

**Water and Environment** – Waste reduction, management, treatment and recovery

**Agri-food** – Waste treatment and reuse



AGÊNCIA NACIONAL DE INOVAÇÃO



# IMPACT



- Carbon sequestration
- Less overfishing (fish catches)
- Water savings
- Knowledge sharing (# students)

1<sup>st</sup> full-scale unit  
(11 500 m<sup>2</sup>)

Scale-up  
(5 x 11 500 m<sup>2</sup>)

→	740 tons year <sup>-1</sup>	3 700 tons year <sup>-1</sup>
→	-370 tons year <sup>-1</sup>	-1 850 tons year <sup>-1</sup>
→	32 500 m <sup>3</sup> year <sup>-1</sup>	162 500 m <sup>3</sup> year <sup>-1</sup>
→	2 640 year <sup>-1</sup>	13 200 year <sup>-1</sup>



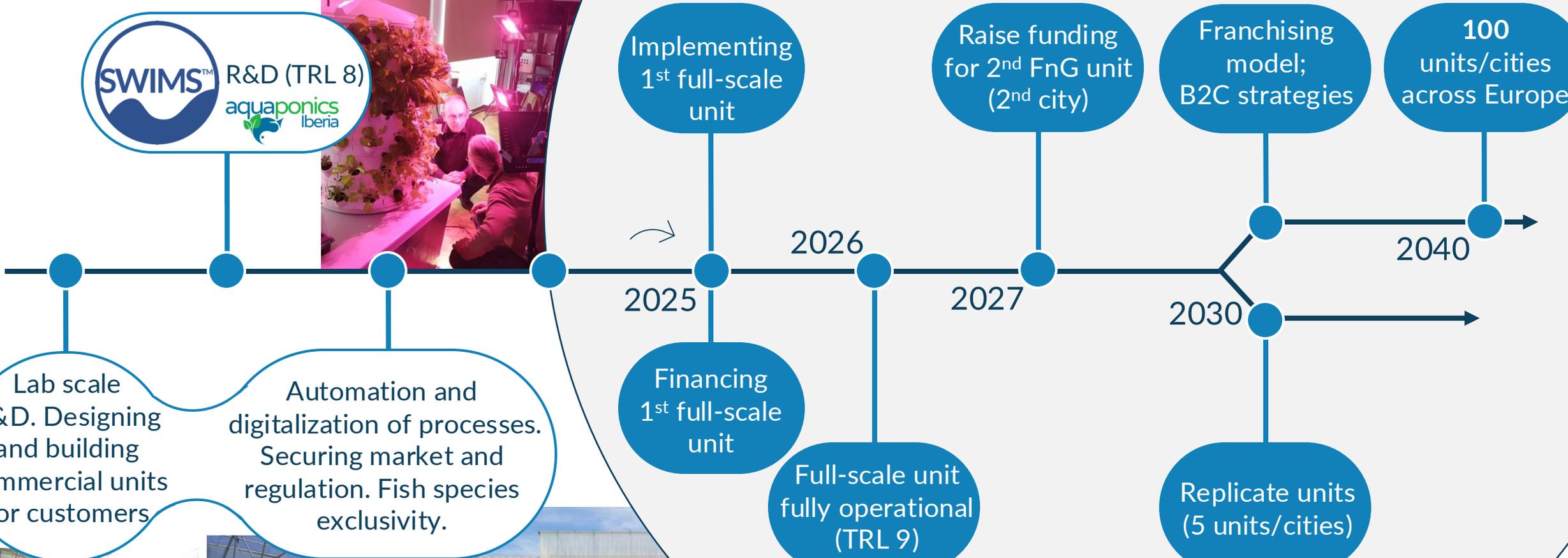
- Organic waste/wastewater
- Synthetic fertilizers in use
- Inorganic pesticides in use
- Medication in use



Z E R O



# ROADMAP



Implementing 1<sup>st</sup> full-scale unit

Raise funding for 2<sup>nd</sup> FnG unit (2<sup>nd</sup> city)

Franchising model; B2C strategies

100 units/cities across Europe

Financing 1<sup>st</sup> full-scale unit

Full-scale unit fully operational (TRL 9)

Replicate units (5 units/cities)

88 tons  
 450 tons

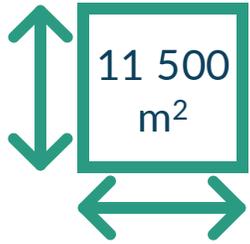
440 tons  
 2 250 tons

Lab scale R&D. Designing and building commercial units for customers

Automation and digitalization of processes. Securing market and regulation. Fish species exclusivity.



# OUR ASK – 6 MILLION €



**Building** (2 500 m<sup>2</sup>)

**Greenhouse** (9 000 m<sup>2</sup>)

- + project
- + equipment, materials
- + technology

- + implementation and tests
- + team expansion and training
- + 15 month OPEX



To build the 1<sup>st</sup>  
large-scale  
commercial unit



# OUR CORE TEAM

@AQUAPONICSIBERIA.COM



**Business Excellence Awards**  
Most Innovative Aquaponics Solutions Enterprise 2024 - Europe



Most Outstanding Aquaponics Solutions Enterprise 2024



Best Aquaponics Technology Company 2024 - Europe



Funded by the European Union



13 Team

Participants in Climate-KIC 2017, EIT Food FAN Bilbao 2019, BlueInvest Readiness Assistance 2020, EIT Innwise Scale Water Scarcity 2022, Blue Bio Value Edition 2022, Ignition Programme 2023, Ocean Community Challenge 2024, Blue Shuttle 2025

+20 years of experience in aquaculture & aquaponics

JOAO.COTTER



CEO

+40 years of experience in aquaculture & aquaponics

ORLANDO.RODRIGUEZ



COO



+10 years of experience in sales, food safety & processing

PATRICIA.COTTER



CCO

CSO

PAULO.TORRES



+17 years of experience in marine biology & aquatic R&D



+12 years of experience in aquaculture breeding and growing our fish species

CHARLES-AIMÉ FRANSMAN



Adv



omegabaars de vis van morgen le poisson du futur

# ARE YOU READY TO JOIN THE AQUAPONICS MOVEMENT?



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## Partners and supporters

