



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€

450

tons/year
4.5 M€

Scortum barcoo



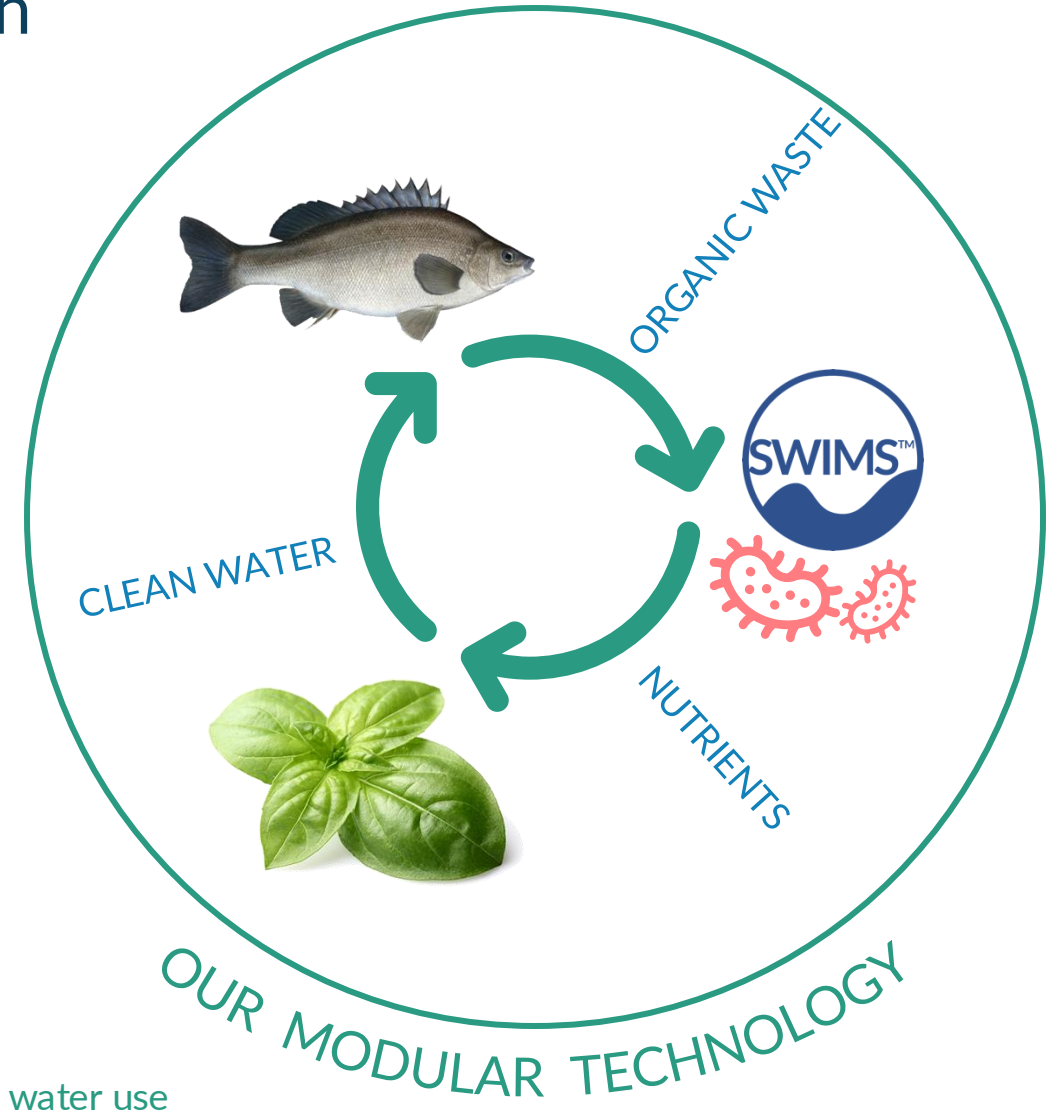
- ✓ "Vegetarian" (plant-based feed)
- ✓ High omega-3 fatty acids content
- ✓ Already secured unique broodstock



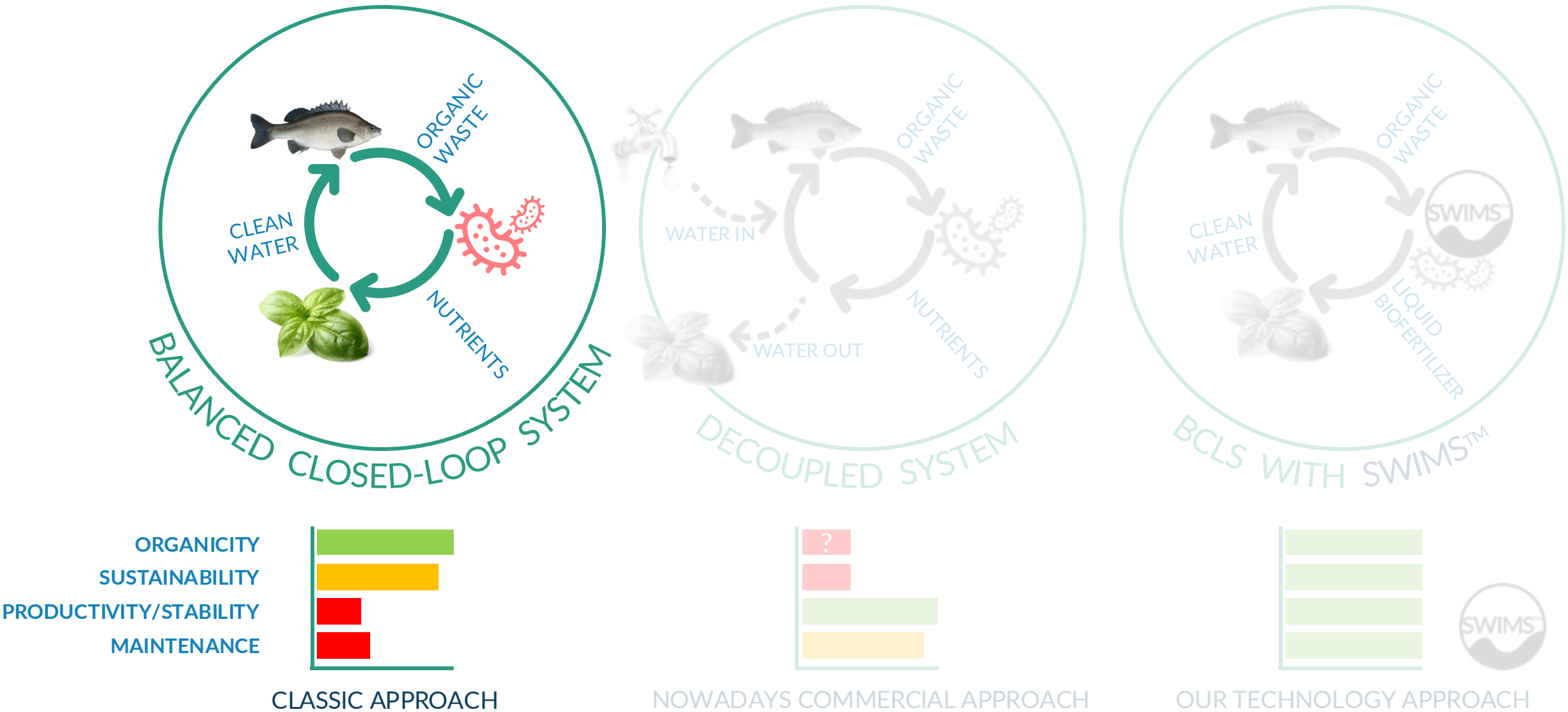
OUR SOLUTION

A Sustainable, Circular and Scalable Approach to Urban Food Production

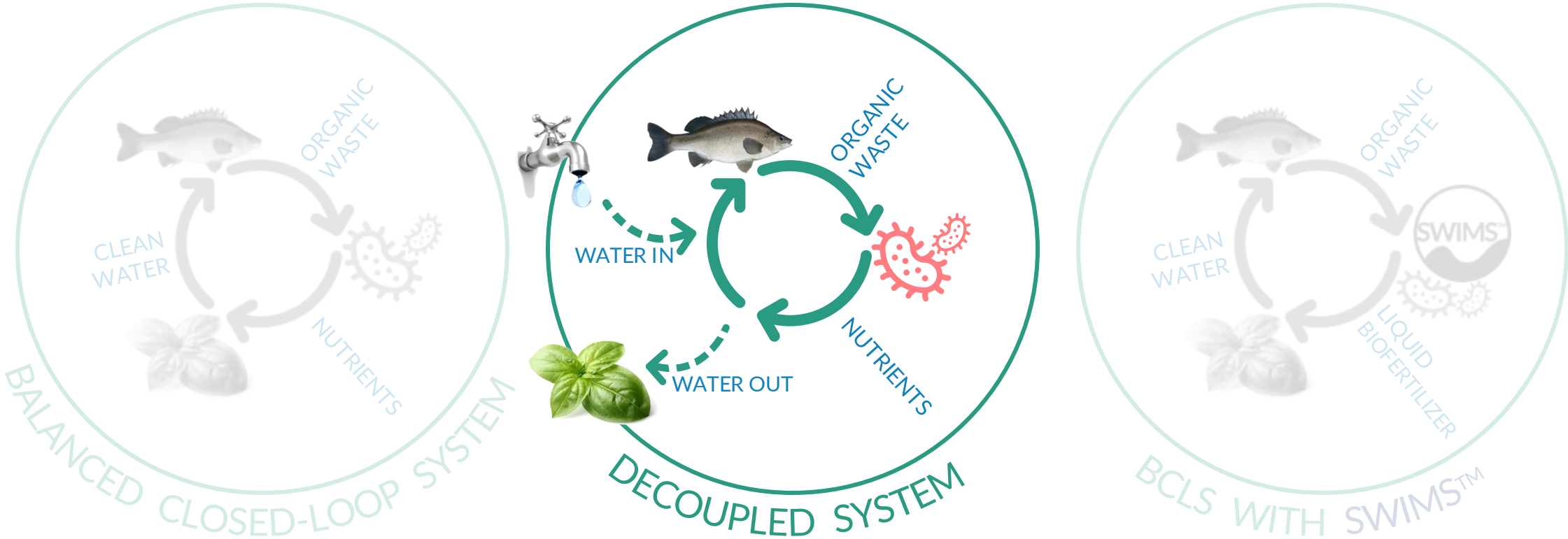
- ✓ Combining aquaculture & hydroponics
in closed-loop systems
- ✓ Powered by SWIMS™ technology
for modular, scalable urban farms
- ✓ Much less investment demanding
requiring smaller infrastructure
- ✓ Minimized transportation
with less GHG emissions and higher food freshness
- ✓ Sustainable and organic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



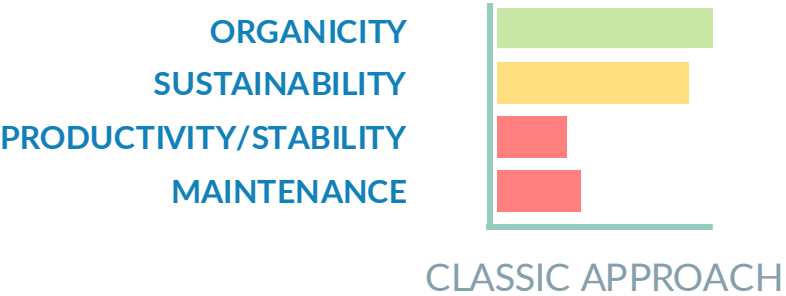
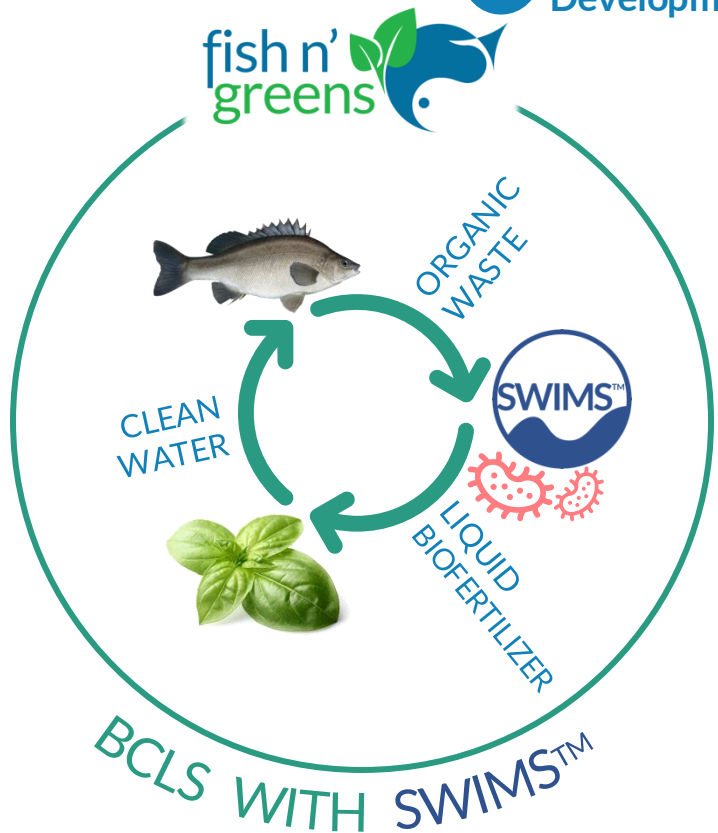
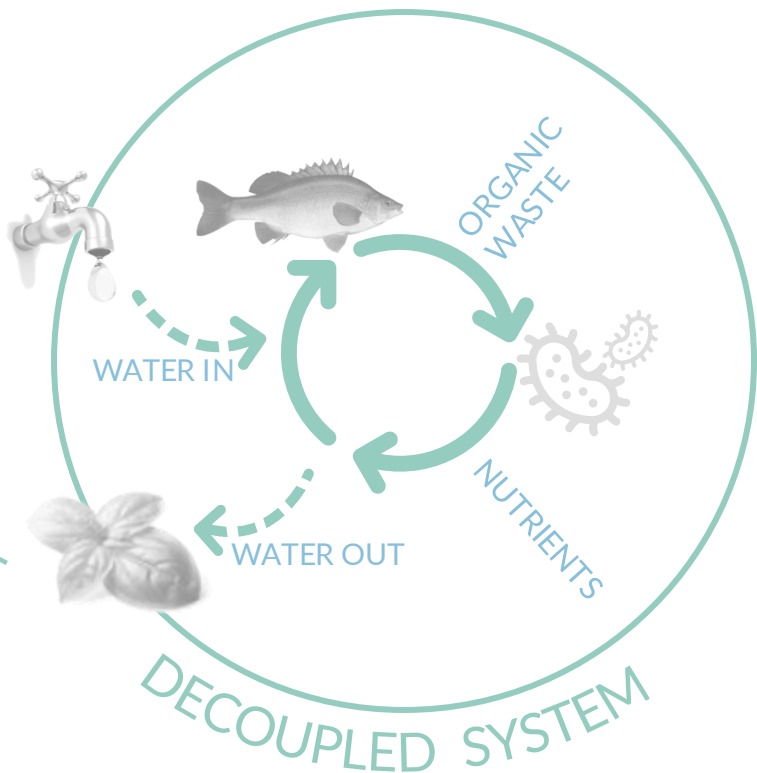
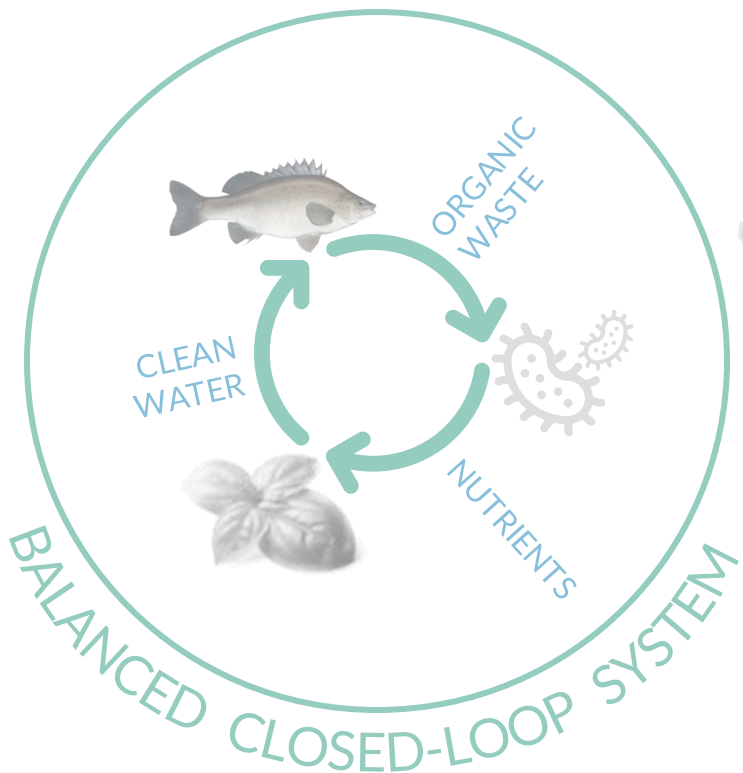
CLASSIC AQUAPONICS



STATE-OF-THE-ART AQUAPONICS



OUR TECHNOLOGY



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...

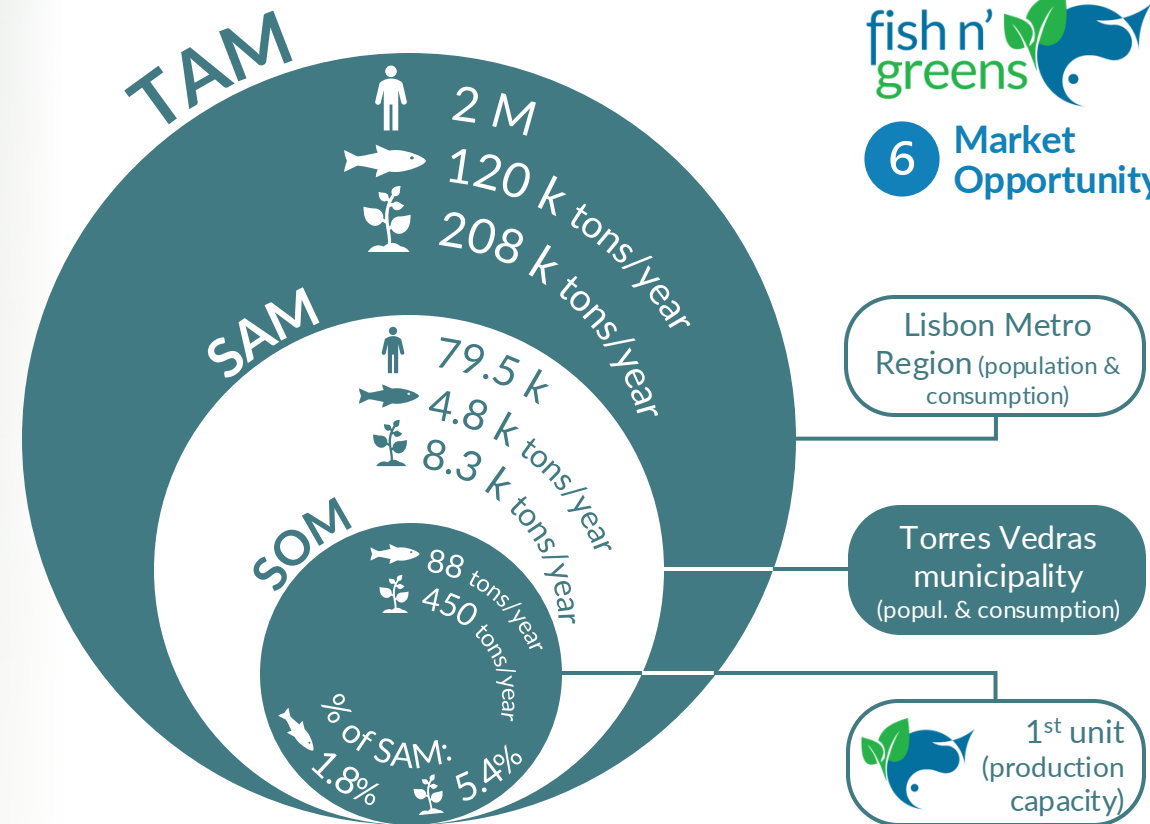
General hydroponics

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 CO₂ air from the fish room is pumped to the greenhouse and assimilated by plants; local production and consumption (reduced transportation)



Global Aquaponics

Market to hit €1 billion by 2031

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

Value Surge

Expected increase
2.7 billion euros.

Volume Increase

Predicted to rise by
772,000 tonnes (+56%).

Feed Demand

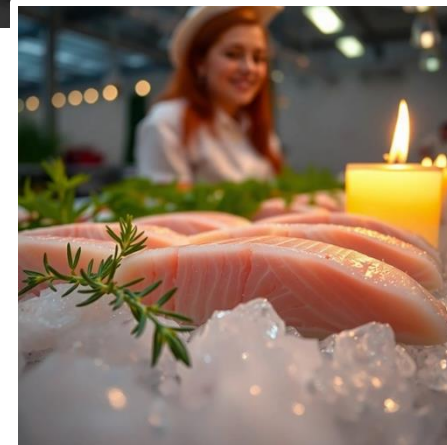
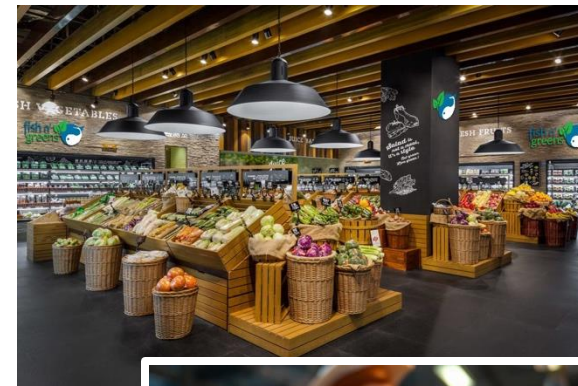
Projected to require an
additional **395,000 tonnes.**

BUSINESS MODEL

B2B

SECURED

- Municipality schools canteens
- Food Retailers
- Restaurants and hotels



MARKET STRATEGY

Torres Vedras



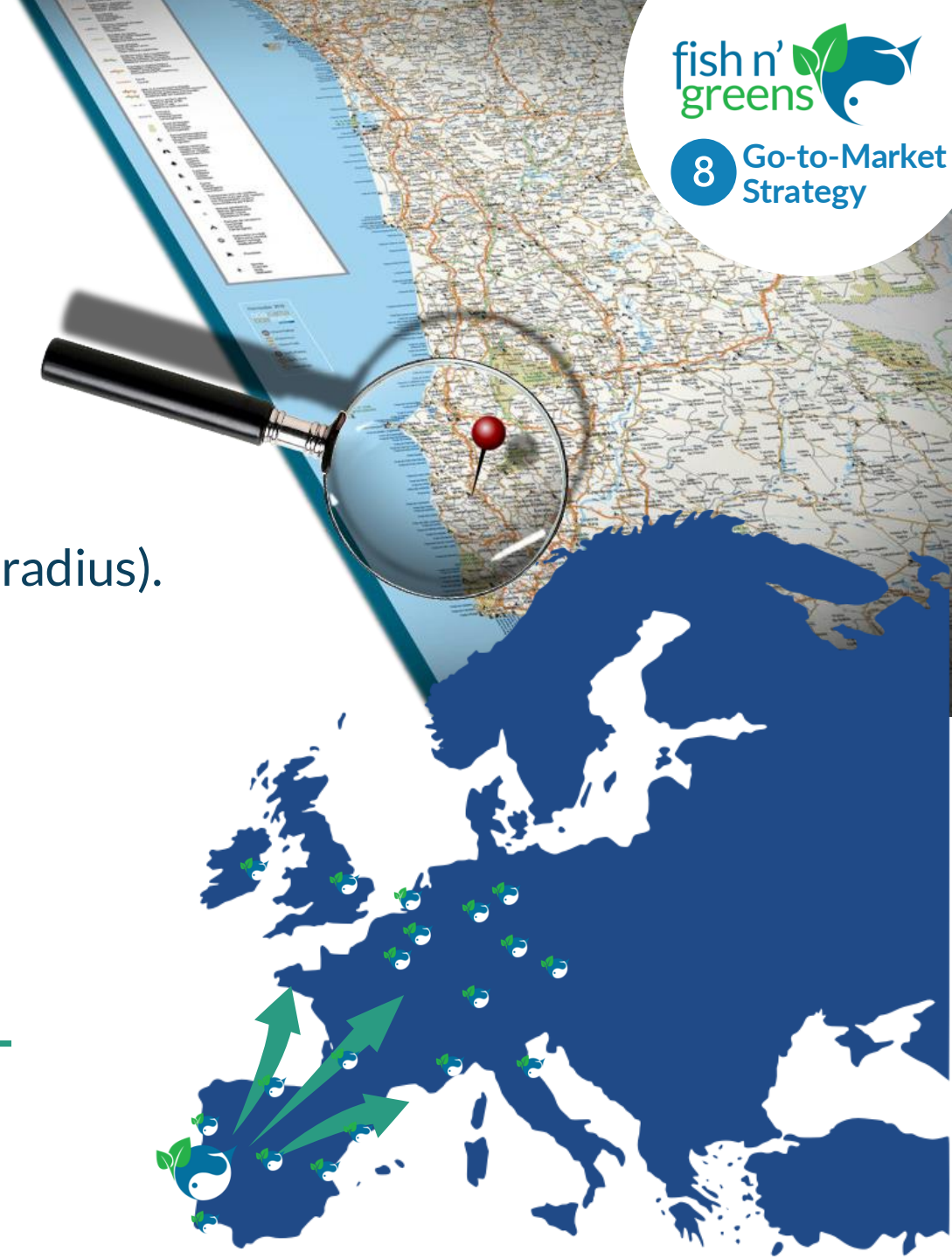
LAUNCH MARKET

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



1st full-scale unit

11 500 m²

Scale-up

5 x 11 500 m²

Fresh finfish



88 tons year⁻¹

440 tons year⁻¹

Organic fresh greens



450 tons year⁻¹

2 250 tons year⁻¹

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



IMPACT



Carbon sequestration

Less overfishing (fish catches)

Water savings

Knowledge sharing (# students)

Organic waste/wastewater

Synthetic fertilizers in use

Inorganic pesticides in use

Medication in use



1st full-scale unit
(11 500 m²)

740 tons year⁻¹

-370 tons year⁻¹

32 500 m³ year⁻¹

2 640 year⁻¹

Scale-up
(5 x 11 500 m²)

3 700 tons year⁻¹

-1 850 tons year⁻¹

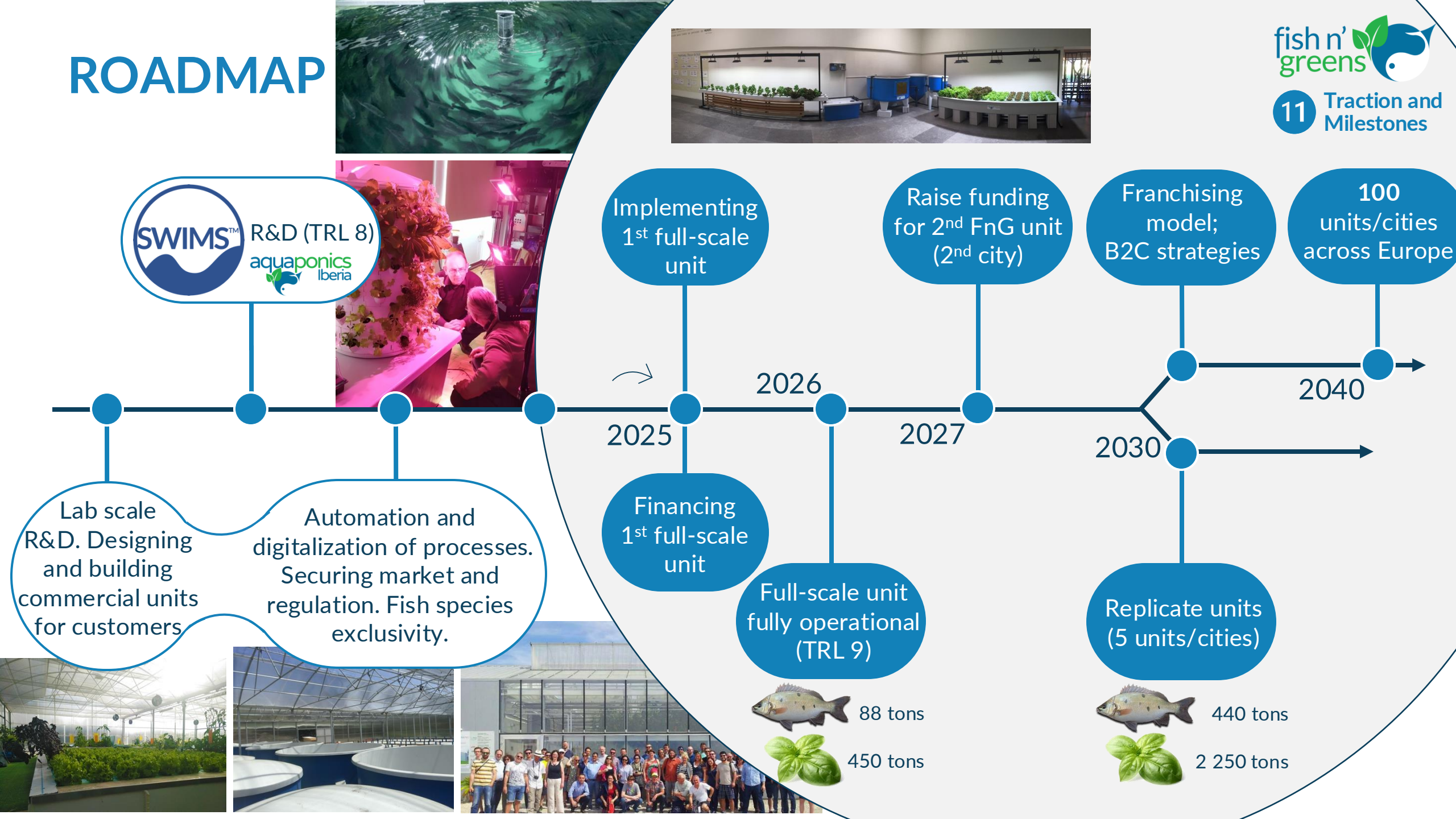
162 500 m³ year⁻¹

13 200 year⁻¹

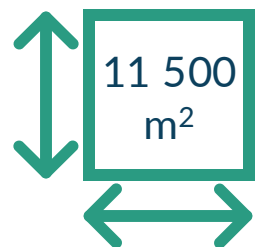
ZERO



ROADMAP



OUR ASK – 6 MILLION €



Building (2 500 m²)

Greenhouse (9 000 m²)

- + project
- + equipment, materials
- + technology

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



To build the 1st
large-scale
commercial unit



Torres Vedras
Câmara Municipal

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

ORLANDO.RODRIGUEZ



COO

+40 years of experience in aquaculture & aquaponics



+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



CHARLES-AIMÉ FRANSMAN



Adv

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



omegabaars
de vis van morgen
le poisson du futur



ARE YOU READY TO JOIN THE AQUAPONICS MOVEMENT?



aquaponicsiberia.com

fishngreens.eu

+351 918 784 620

info@aquaponicsiberia.com

Partners and supporters

