



**Farming Locally.  
Globally.**

**Dan Schechner**

Managing Director, Corporate Development

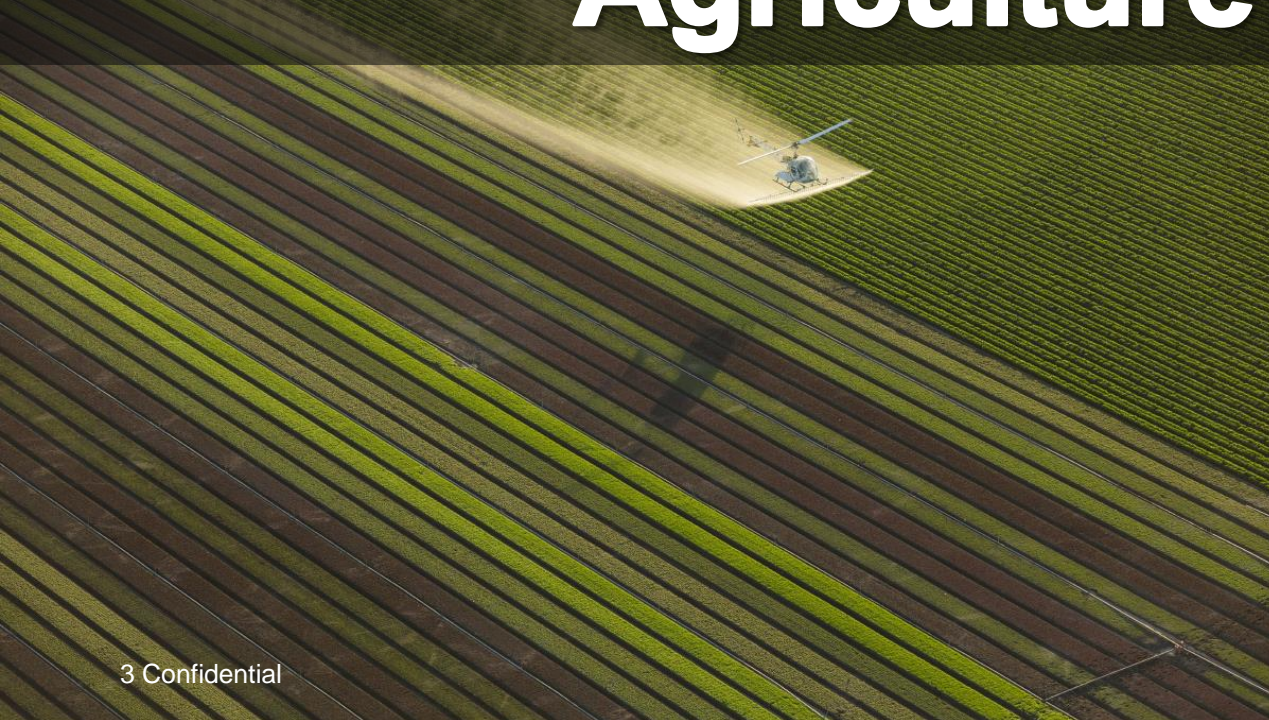
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**50% More Food by 2050**



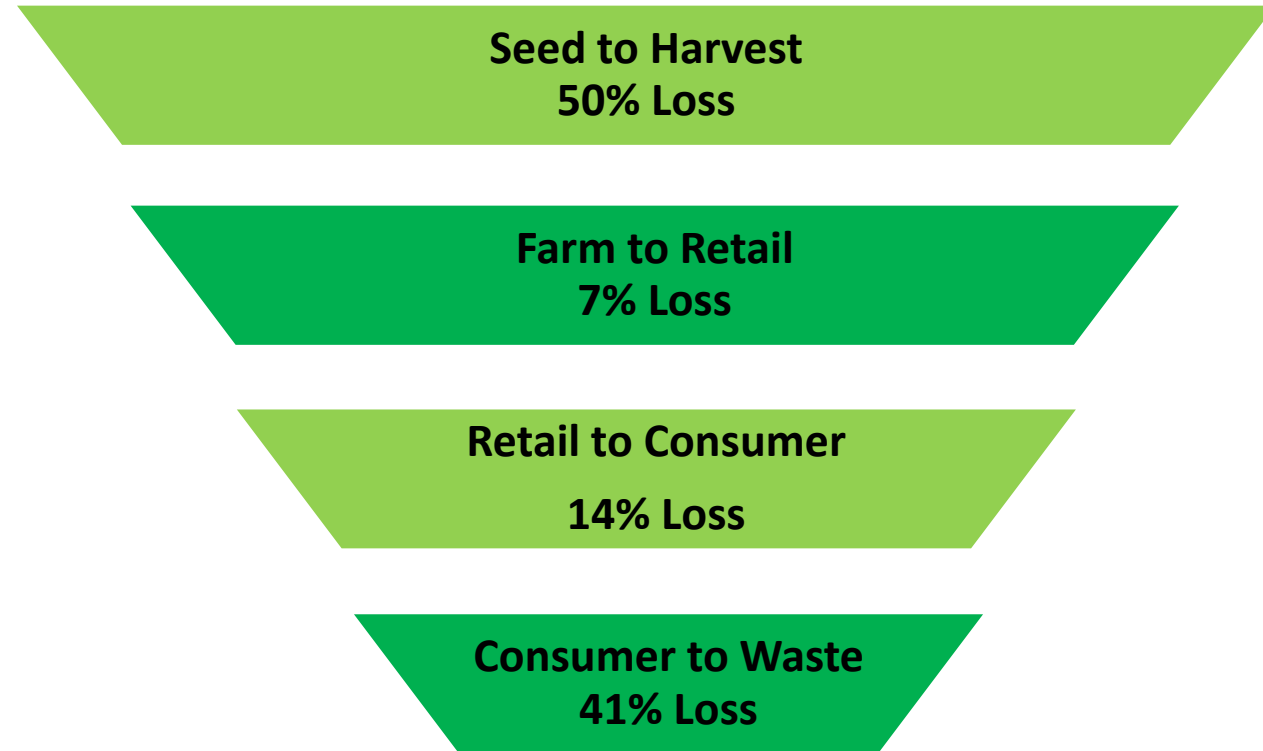


# Agriculture Must Adapt





# 76% Loss from Start to Finish



Source: USDA for Romaine and Leaf Lettuce

# Indoor Growing



## Traditional Field

Subject to environmental conditions & fluctuations  
Inconsistent growing  
Requires pesticides  
Seasonal operation



## Greenhouse

Variable sunlight, temperature and seasonal conditions  
Year-round operation  
Subject to pests  
Specialized structure  
Water use: Reduced 8x



## 100% CEA

Consistent yield & quality  
No pests, no pesticides  
Existing structures  
Easily stacked  
Water use: Reduced 3x beyond greenhouse



LED Lighting

Leafy Greens

Aeroponic Mist

Cloth Medium

Solution Chamber









# Large Commercial Farms

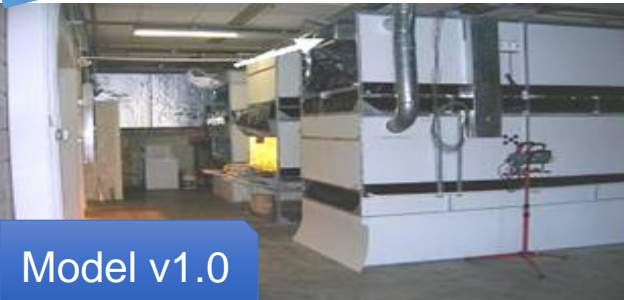
Continual system improvements and an evolutionary design process creates distance between AeroFarms and potential competitors

2016

2012

2009

2004



Model v1.0

Model v2.0

Model v3.0

Model v4.0

Repurposing underutilized buildings, AeroFarms has built nine farms to-date. From 70sqf to 70,000sqf, AeroFarms' proven technology is scalable, modular and constantly evolving.



# Proven Commercial-Scale Approach



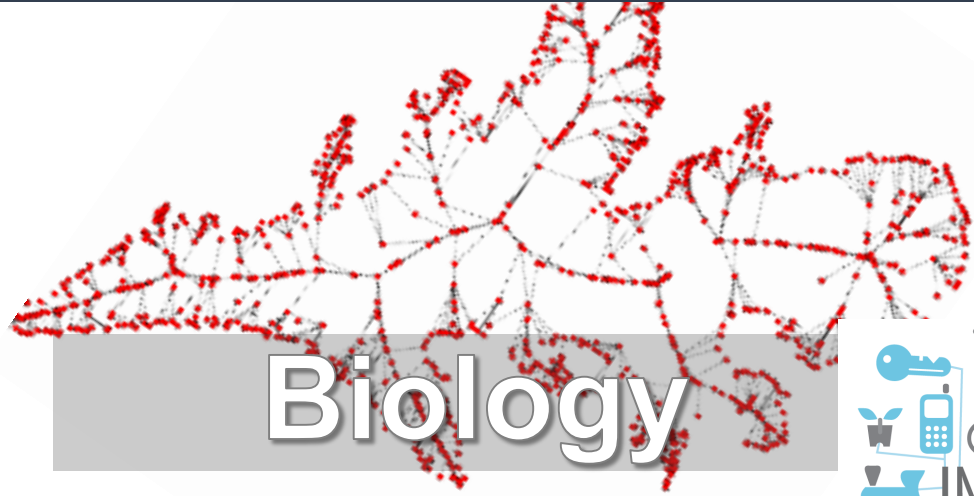


# Major Selling Partners





# Five Pillars



**Biology**



**Environment**



**Operations**

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**Mechanical**

# Large and Experienced Team



**David Rosenberg**  
**CEO and Co-Founder**

- Successful serial entrepreneur
- Cleantech leader
- 15+ years VC backed experience



**Ed Harwood, Ph.D.**  
**CSO and Co-Founder**

- 30 years in agriculture
- Cornell Professor
- Aeroponic champion



**Marc Oshima**  
**CMO and Co-Founder**

- 20 years marketing experience with key food retailers such as Citarella and The Food Emporium



**Guy Blanchard**  
**CFO**

- Former Managing Director, Fortress Investment Group
- Expert on structured financing of long-lived assets



**Lisa Newman, Ph.D.**  
**COO**

- Industry leader in greenhouse operation
- Former Senior Technology Leader at DuPont



**Roger Buelow**  
**CTO**

- Almost a decade as C-level executive in public companies
- A leader in LED research and commercialization



# Large and Experienced Team



**April Agee Carroll Ph.D.,  
VP, Research &  
Development**

- Former senior executive at DuPont Pioneer and senior academic at Purdue University
- Agriculture industry thought leader



**Vanessa Bradley, Farm  
Manager**

- Former manager at Mondelez (Nabisco)
- Sr. manager at Fresh Express, Kraft and Kellogg



**David Arias, Food  
Safety & Quality  
Assurance  
Manager**

- HACCP and SQF certified
- Managed food safety at major fresh produce companies



**Dan Schechner  
Managing Director, Corp Dev**

- Head of international business development and capabilities expansion
- Previously, Vice President at Macquarie Infrastructure and Real Assets



**Helio Ribeiro  
Director of Engineering**

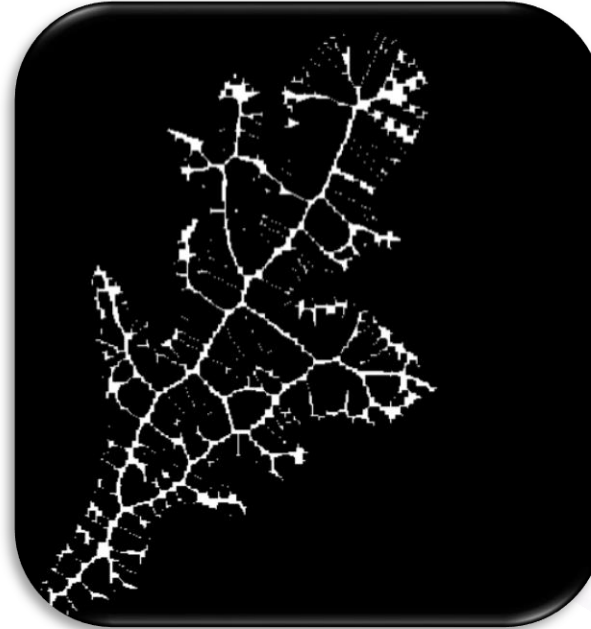
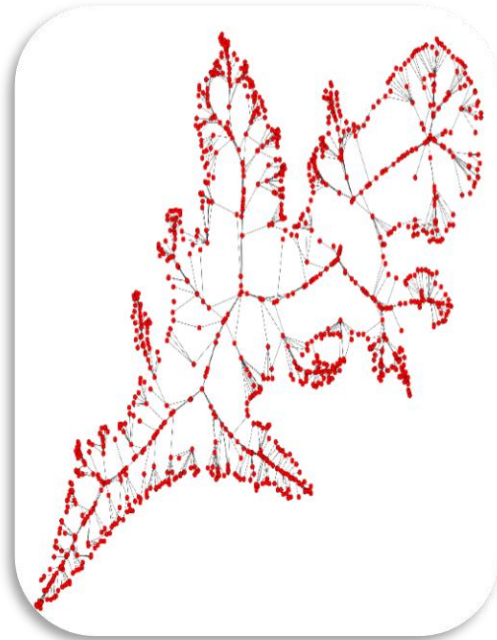
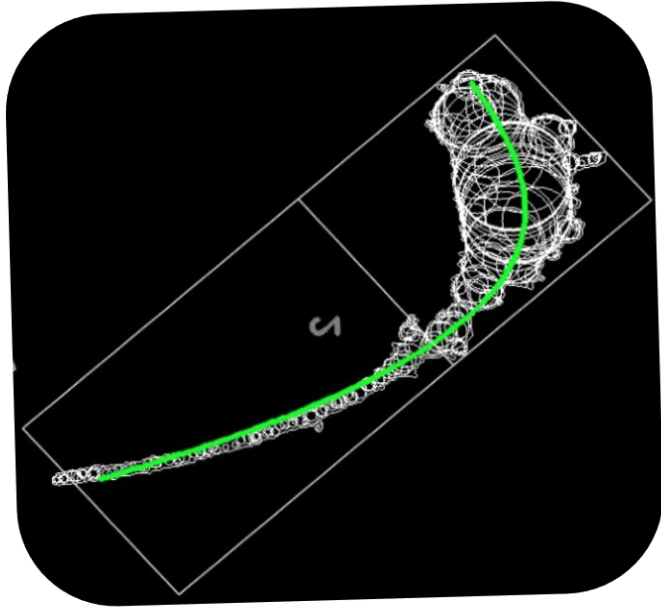
- Over 20 years experience leading highly complex engineering projects



**Brian Carroll,  
Construction Manager**

- LEED USGBC
- Expert in environmentally conscious building design and construction

# Smart Data and Machine Learning

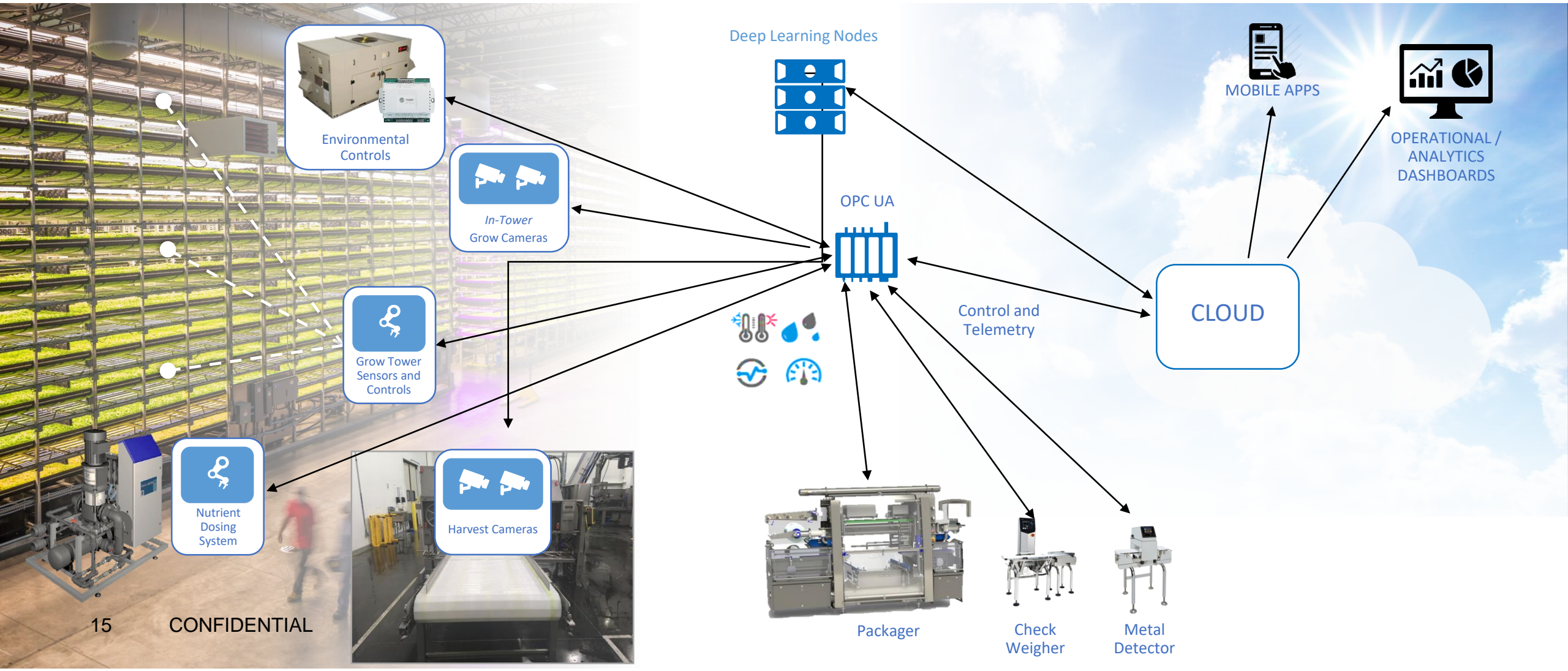






# AeroFarms®

Farming Locally. Globally.





**DELL**Technologies

The gateway to the  
future of farming

Using data-driven insights to  
produce quality food indoors





# AeroFarms Scaling Around the World

## Select Investors



\*Red represents urban cities with more than 1 million population



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## Dan Schechner

Managing Director, Corporate Development

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