

Field of activity of the enterprise is the mediation of technologically innovative water cycle plants for indoor aquacultures of all sizes including the consultation for planning, construction and operation.

The aim is to sell approximately 14 turnkey recycling plants for the Zander and 12 for the shrimp farm from 2018/2019. With these systems, a contractually integrated sales concept aims to achieve an excellent market position as a plant planner for the noble fish zander with up to approx. 25% shares in this market segment. Including other fish species in the production as for instance the eel (etc.) is also possible as a result of the company's development. In order to realize this goal, a model plant with approx. 250 tons annual production is to be set up first.



### **1. The current situation:**

Efficient and sustainable food production is a global issue. Only recently have indoor aquaculture been able to reliably produce significant quantities of fish and seafood, and thus contribute significantly to the food supply through improvements of the concept, technology and production volume.

The upstream company has already created all the prerequisites for successful corporate development. After a careful analysis of the market, the technological profession including the existing fish farming methods, a network has been set up that can best enable customers / investors to enter the indoor aquaculture sector, which is considered to be an economic megatrend.

The market conditions for investments are now ideal. According to WHO estimates, the entire aquaculture market will grow to around € 300 billion by 2030. An increasingly important share will fall on indoor facilities.

Here, fish are raised under natural conditions without the use of medication or antibiotics. The technology creates ideal environmental conditions that at the same time conserve resources (water treatment, use of energy from regenerative sources, extension of extensions in vegetable production, keyword: "aquaponics"). Fish is sensitive to disturbing environmental conditions. Therefore, circulation

systems are particularly well. There it receives an ideal habitat, at the end of which a fresh, sustainably produced and nutritionally high-value product is the result, possibly with organic certification.



## **2. The market and the business model:**

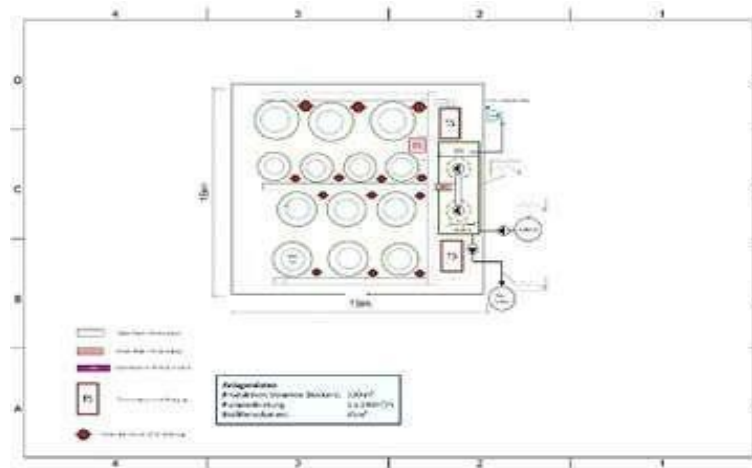
The scientific methods within fish farming together with technological concepts allow only recently the topic of recycling plants with manageable investments, but for the market interesting product quantities (with the pike perch) and strategically (spatially favorably) shrimp breeding plants placed a plausible conversion of high profitability and also for the basis of a high-quality brand education. The company is encountering a market in Germany where demand amounts to 17,000 tons of pike-perch in 2006/07, but only below 6,000 tons (procurement problems) were offered. The currently almost non-existent "freshness" products achieve enormous prices (up to about 50 € / kg). The shrimp market is about 60,000 tons. True biologically healthy fresh products are less than 10% in the wild catch (for example, 5/10 weight class) and are simultaneously subject to the environmental problem of increasing microplastification (keyword "carcinogenic"). For example, the freshwater shrimps coming from Asia are not recommended, as they may be due to the excessive antibiotics and bad attitude overwhelmingly harmful to health and environmentally harmful.

The main focus is on technological standardization of production facilities and methodology. Due to favorable location requirements in Mecklenburg-Vorpommern and Saxony, projects (in cost-effective modular design) can be realized quickly with support in the approval procedure and in the funding of the project. This is then all embedded in a developed sales concept that ensures the potential of success.

With regionally oriented shrimp farming, each located near urban centers, a buyer not only achieves very good economic results; By integrating it into the marketing and sales concept, it is also possible to develop a brand that can become synonymous with high-quality fresh products in the fish (pike-perch, and possibly also eel) and shrimp sectors.

In addition, 12 shrimp breeds in a regionally good location promote awareness and serve a market that is in urgent need of these extremely high-quality products.

This procedure is to be promoted with the construction of a model plant for zander rearing and fattening (approx. 250 tons / annual production) including further processing at the company's site, which will later be supplemented with shrimp (approx. 30 tons / year) or also eel breeds.



### 3. Profitability and amortization:

Bases of successful economic implementation are the following input conditions:

- the market conditions, the product offerings - here zander and shrimp - in quantity and quality are subject to very high demand,
- technical feasibility. Methods of effective and sustainable fish farming are fully met in the zander; in the case of shrimp, all requirements will be fulfilled by the end of 2019 via a current research project for the optimization of rearing conditions, and ultimately to the economically most sensible design of a plant concept.
- access and continuous expansion of a network that covers all aspects of R & D, technical plant construction including planning and construction, occupation (no rearing (topic seedlings is solved)), but mast (so-called extension phases), professional management (technology and fish / Shrimp breeding) including qualification (recruitment) and product sales.
- access to locations. The network can (immediately) access more than 20 sites in Mecklenburg-Western Pomerania as well as 4-5 sites in Saxony (for Zander sites), which are ideally suited for project implementation and speedy completion of the approval process. Thus, the funding design and the financing (mainly via the Rentenbank under, for example, the inclusion of KfW funds) can be implemented there in a timely manner. All projects can basically be designed "turnkey" for the customer / investor.

### 4. Which competitors are there?

The Munich company CrustaNova, is a potential competitor. However, CrustaNova offers relatively little shrimp and no fish.



**5. Which financing is needed?**

It requires € 500,000 as shareholder loans (both direct and silent participation) secured by a Swiss Family Office and by Barter Capital. The company loans are 100% secured against loss such as insolvency, so that a risk of investment practically does not exist. Shareholder shares and the swift repayment of a loan with 8% interest are offered. A loss of capital is therefore not possible. In the long term, a total investment of more than € 12 million is needed.

**6. What vision does the company have?**

In the long term, the company wants to establish itself as the premier address for indoor aquaculture in Germany and to build and lead this still undiscovered market.

**7. How is the team structured?**

The team consists of experienced members who have already successfully set up companies. Expertise in fish and shrimp farming is ensured by experienced engineers.

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