



**DLG Impulse Pitches**  
inhouse farming feed & food  
**NOMINEE 2023**



# Live-Präsentation **DLG Impulse Pitches** Inhouse Farming Feed & Food Show

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15. November 2023, Hannover



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# PROBLEM



Human population is growing.  
Oceans are overfished & polluted.  
Fish transportation is CO2 heavy.



Fishery exploits the seas.  
Mass production needs antibiotics.  
Netcages destroy marine habitats.

**The world needs 214 Mio t\* fish per year, 60% of it being seafish.  
Worldwide supply with seafish – a staple food – is in danger.**

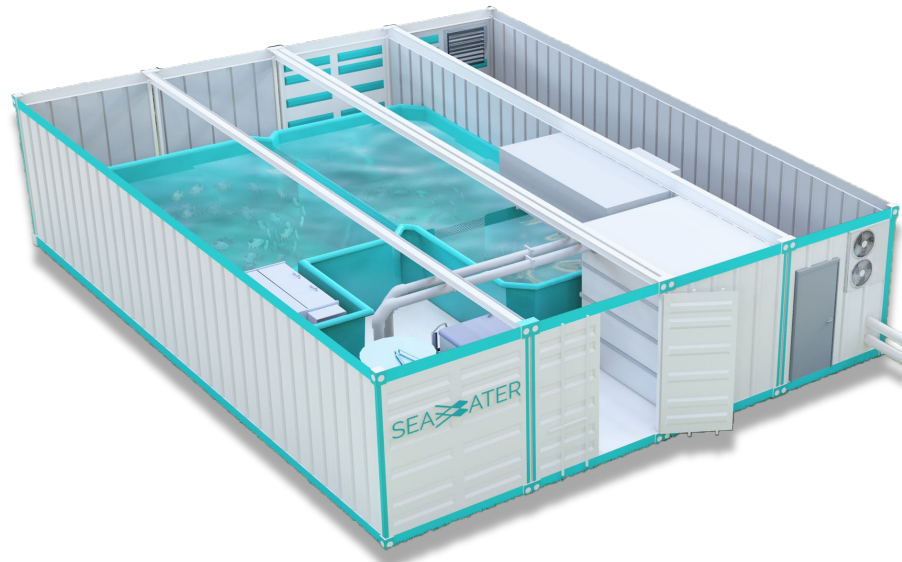




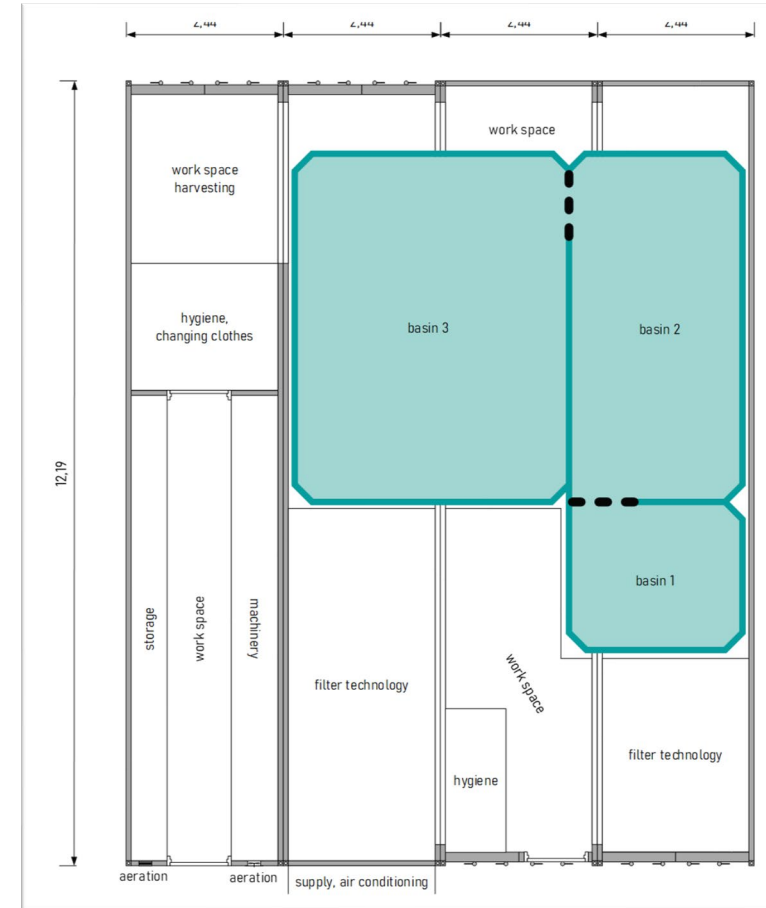
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**SOLUTION**



**SEAWATER Cube**  
 decentralized RAS for onshore  
 farming of clean seafish.





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**INNOVATION**



- **BIOLOGICAL FILTERING**

Crystal clear water, Recovery rate of 99%

... IP protected

- **AUTOMATION SOFTWARE**

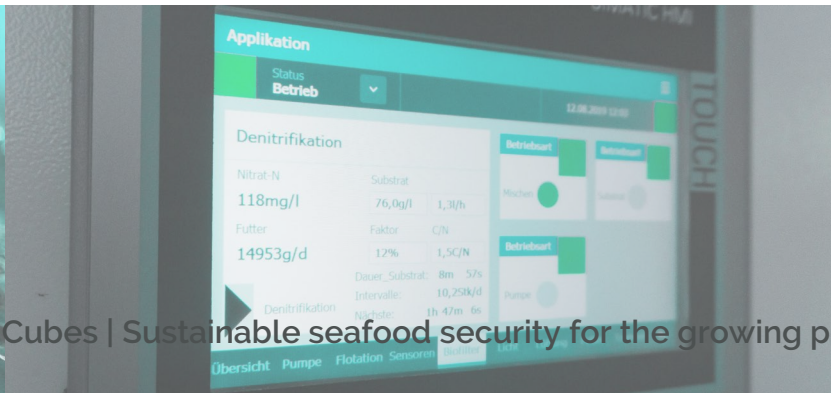
Staff free system operation, Sensor based remote control

... Self-developed

- **STANDARDIZATION**

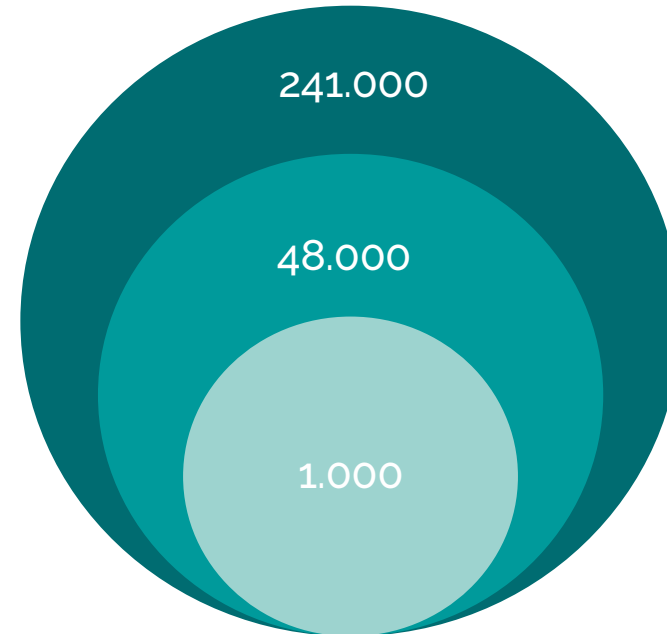
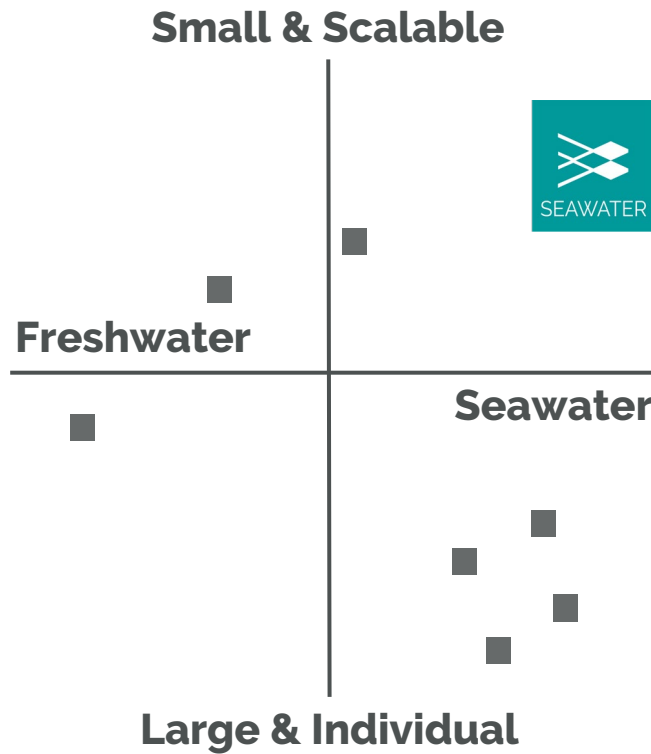
Plug & play installation, Modular scaling to desired output

... 7,8 t per year





# COMPETITION & MARKET



**Total market**  
 Farmers in Germany

**Addressable market**  
 20 % | Young & innovative  
 Biogas, direct marketing

**Target market**  
 2 % | open to diversify

**= 1 bn € revenue**  
 → Only 1% of the annual seafish consumption  
 → and only in GER



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## VALUE PROPOSITION



**Fallow land usage**  
120 m<sup>2</sup>, strip foundation



**Plannable investment**  
of 450 k, up to 50% grants



**Efficient staffing**  
1h work p.d. for growout

Highly predictable  
business case

**200 k revenue p.a. | ~ 5 y amortization**



SEAWATER Cubes | Sustainable seafood security for the growing population



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**TEAM**



**Christian Steinbach**

The „Project manager“ | CTO  
 Construction, Manufacturing, QM



**Carolin Ackermann**

The „Strategist“ | CEO  
 Marketing, PR, Sales, Finance & HR



**Kai Wagner**

The „Brain“ | Head of R&D  
 R&D, Service, Automation

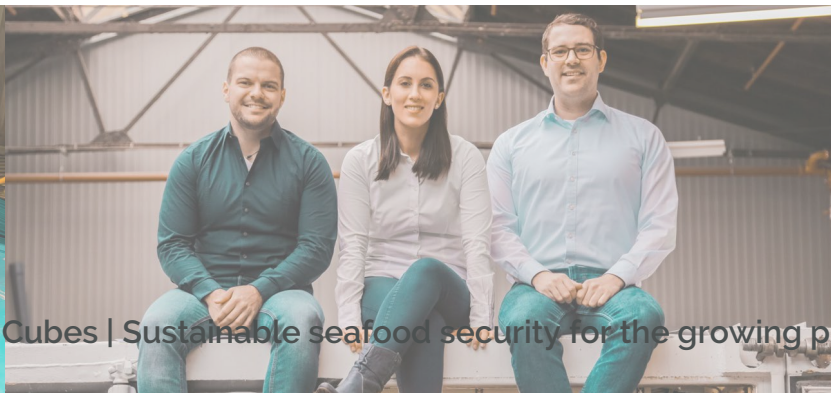
Known from



Süddeutsche Zeitung

DIE ZEITUNG

DIE RHEINPFALZ



SEAWATER Cubes | Sustainable seafood security for the growing population



**GOT THE TASTE?**  
Carolin Ackermann  
Co-Founder & CEO  
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**SEAWATER Cubes GmbH**  
New ways of fish farming.

**Halle24, Stand A34**

