

Key Partners

Nordicflexhouse (NFH) is system owner of the BioPod, that can be integrated with restaurant. NFH is also Key Account Management in Asia and Nordic.

Key partners:

Consibio/Senmatic

Climate monitoring & Control system, fertiliser mixer, LED light

Skive frugt/GASA:

Vegetable to restaurants.

Viemose: Moving Gutter System (MGS) automation, benches, vertical farming, with MGS in several layers.

Wellfarmed: Greenhouse vegetable production (hydroponic, aeroponic, aquaponic), engineering, pyramide tables,

BioPod container production & spin off products

(like nutrient rich soil and liquid fertilizer).

Sunstone Water Group:

Water resource container.

Bugging DK:

[Buggingdenmark.dk](http://buggingdenmark.dk)

Insect resource container as fertilizer for fish and for food products.

Zhejiang TOFine Sci&Tec

<http://www.tofine.com/en>

(distributor of BioPod in China).

Govardhan Eco Village

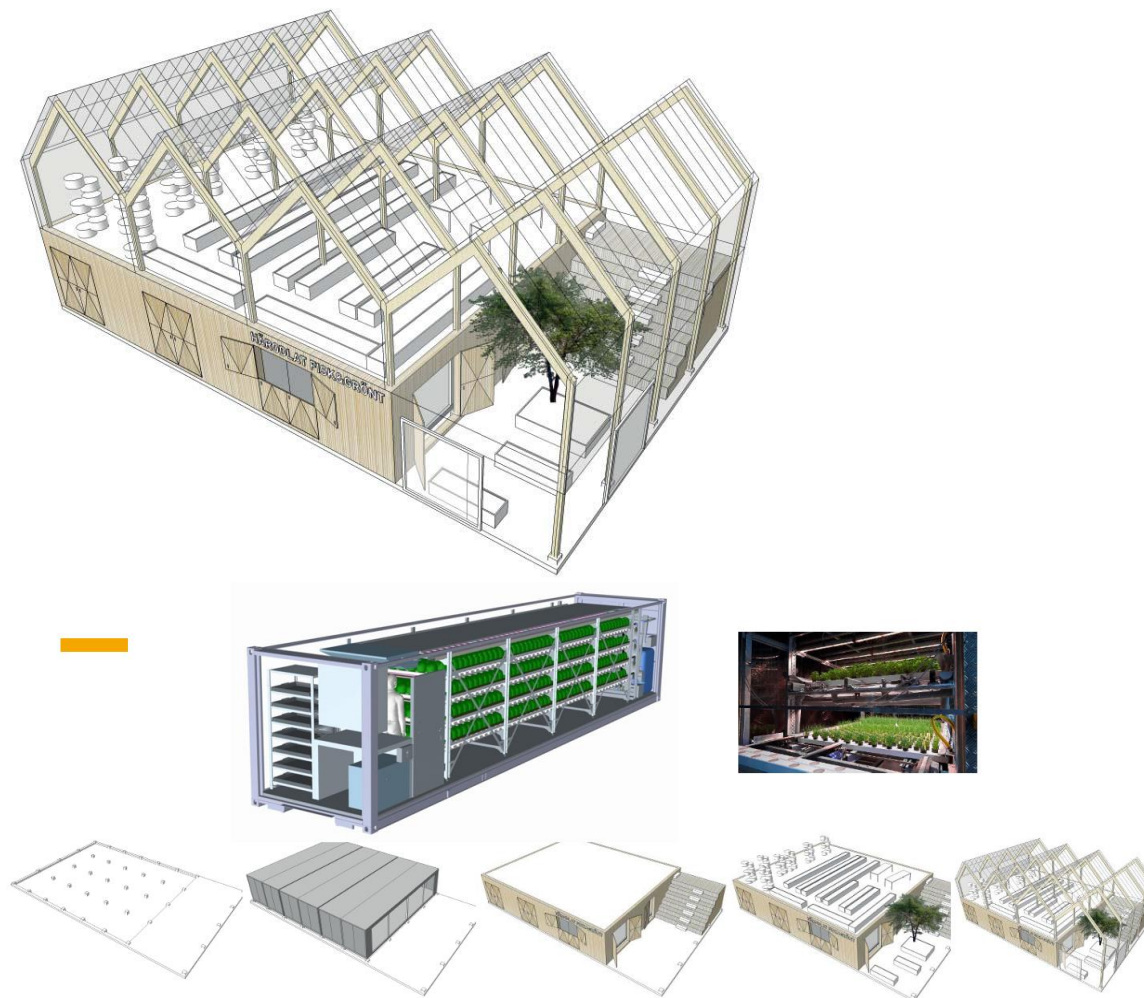
<https://ecovillage.org.in/>

in Mumbai as our distributor on the India market.

Key Activities

The BioPod solution is a vegetable ecosystem where only energy, food waste and water are necessary value resources to produce healthy vegetables. The BioPod is an energy and water efficient solution, that supports the principles of circular economy (recycling in all value streams).

The BioPod solution is a closed food production that operates at the household or urban level, establishing a food production based on hydroponic solution (water borne solution) and vertical farming, consisting of a number of Biopod containers, which are linked to a total food production. We call the production platform Biopod Green Lab, see Figure 1 below



BioPod containers into a BioPod farm

Modularized Construction

Value Propositions

A 40f container contains units for:

- o Sowing (1 day)
- o Sprouting (4 days)
- o Propagation (14 days)
- o Irrigation systems
- o Filtration systems
- o Fertilizer mixer

The second container contains an MGS plant in 4 floors, which grows lettuce/herbs/babyleaf etc.

Lettuce: There are 4 MGS floors in each 40f container, each with 108 rows of each 11 plants = a total of 4968 plants in each container (the figure is 8%-10% larger if you grow herbs). Since the growing time of a plant in the MGS plant is 22 days, 226 plants can be harvested every day (the figure is 8%-10% greater if you grow herbs). The weight of each lettuce: 150 gram.

A mix of salads and herbs can also be produced in the container.

A single person can maintain and plant/harvest at this plant, with approximately 1-2 hours of effort each day.

ROI: 4 years. The use of indoor vertical agriculture (like our BioPod container) is growing globally by 24 per cent. annually. The market is expected to reach \$6.4 billion by 2023.

BioPod container value proposition

- High yield of vegetable/micro green and saves a lot of land and labor
- 90 pct circulation of water
- 100% renewable energy (PV, heat pump with ventilation)
- Vegetable: Salat, microgreens, tomato, chili and bell pepper
- Cost effective (28 time more effective compared to field and 80 pct saving in labor cost) and reduced carbon foot print (farm to table)
- Organic waste to nutrients and energy
- Healthy indoor climate
 - Temperature between 20-22 °C (16-18 °C in night)
 - Humidity 60-70 pct
 - Air change (relative humidity) four time per hour.



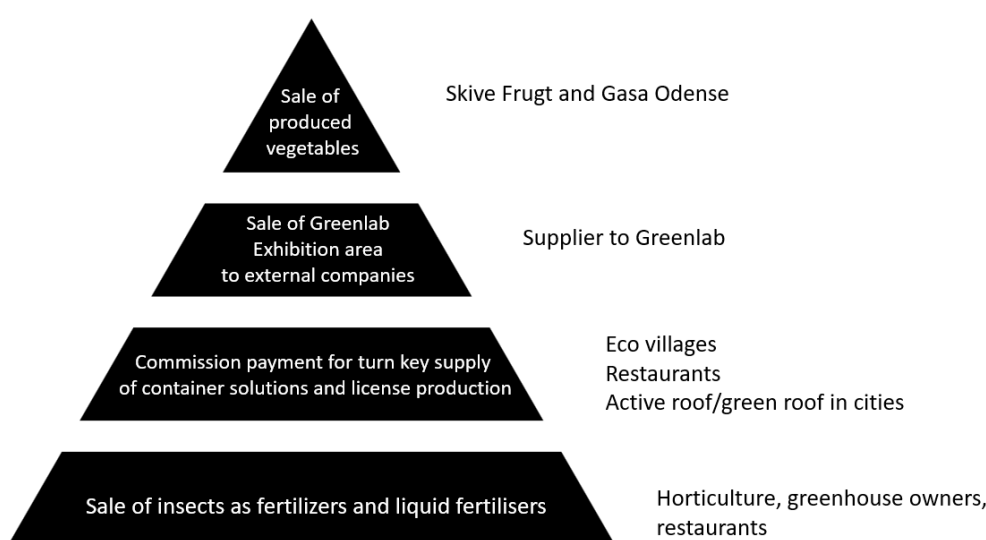
Customer Relationships

The core around BioPod Green Lab is a 400m2 greenhouse integrated with Biopod containers (fish, vegetables, water, biogas) and a restaurant. The target group is Eco villages, Restaurants, Active roofs/green roofs in apartment projects in cities. BioPod Greenlab can be expanded to contain BioPod container production (license production), 3000m2 BioPod greenhouse production, BioPod fertilizer production, using insects and organic waste. BioPod Greenlab can be offered to municipalities in Denmark and abroad, based on their local resources, like organic waste collection and reuse of waste.

Customer Segments

We create value to: **Restaurants** by recycling and reuse the organic waste and supply local produced and healthy vegetable with reduced waste to the restaurants and their customers. **Municipality** by recycling and reuse the organic waste in the city. **Eco village** with the BioPod as a shared resource facility to be used by the residents. The Eco village can also sell the produced vegetables to surrounding cities, and thereby create a business for the community. **Developer or real estates**, that plan green apartment projects or



	<p>Key Resources</p> 	<p>Cost Structure</p> <table border="1"> <thead> <tr> <th>Activity</th> <th>Kr</th> </tr> </thead> <tbody> <tr> <td>BioPod 40 f container for vegetable production</td> <td>500.000</td> </tr> <tr> <td>40 f container til sowing/germination/propagation</td> <td>555.000</td> </tr> <tr> <td>20 f container for fish production</td> <td>100.000</td> </tr> <tr> <td>Water ressource 20 f container</td> <td>900.000</td> </tr> <tr> <td>Biogas 40 f container</td> <td>1.100.000</td> </tr> <tr> <td>Restaurant container</td> <td>100.000</td> </tr> <tr> <td>400m2 greenhouse (VD-block) installed with foundation</td> <td>565.000</td> </tr> <tr> <td>Smart BioPod Green Lab (Monesco software platform)</td> <td>125.000</td> </tr> <tr> <td>Total</td> <td>3945000</td> </tr> </tbody> </table>	Activity	Kr	BioPod 40 f container for vegetable production	500.000	40 f container til sowing/germination/propagation	555.000	20 f container for fish production	100.000	Water ressource 20 f container	900.000	Biogas 40 f container	1.100.000	Restaurant container	100.000	400m2 greenhouse (VD-block) installed with foundation	565.000	Smart BioPod Green Lab (Monesco software platform)	125.000	Total	3945000	<p>Channels</p> <p>Delivering turnkey BioPod solutions by Viemose or Viscon Group in Holland. Skive Frugt and GASA supply produced vegetables in the BioPod Greenlab, directly to customers (ie. restaurants).</p> <p>refurbishment to existing apartments in cities. The BioPod will be established on the roof as shared resource facility for the residents.</p>
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Revenu

BioPod container production revenue, surplus, based on 90 BioPod container units sold.

	1000DKK
Income total	54.000
Variable Cost	
Material	36,000
Electricity and plumbing	2.160
Transport	1.125
Mountage	1.000
Variable cost total	40.285
EBIT	13715
Fixed cost	
Building rent	480
Salary	2700
Production equipment	480
Fixed cost total	3.660
Surplus	10.055

