



ELEMENT F FARMS

locally grown

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TECH DRIVEN, FLAVOR OBSESSED

Element Farms is using proprietary technology to create a world where local, pesticide-free, safe, and premium produce is a given, not a luxury.

We're also future-proofing the salad greens market against supply chain disruptions, food supply strains, natural resource depletion, and surges in demand.

The good news?

We've already proven that **we can.**



ADVANTAGES OF ELEMENT FARMS

Element Farms beats field farmers on crucial metrics for the planet, for consumers, and for our business.



Higher yield,
cost-effective

25x yield per
square foot

90% less water
per pound



Continuous

seed &
harvest **365** days
a year

short crop cycle
14 days in our
greenhouse
vs. 30 days in the field



Sustainable

75% plant growth
sun powered
and supplemental lighting

0
agricultural
runoff **30%**
lower carbon
emissions



Healthier and safer

higher in **iron, zinc,**
and **magnesium**

lower risk of
contamination
from fields or processing

WHY LOCAL?

Element Farms Business Model

Harvested &
Packed on site

DAY 1

On Shelf

DAY 2



Longer
Shelf Life



Better
Taste



More
Sustainable

Traditional Field Grown Business Model

Harvested in
CA/AZ

DAY 1

Washed &
Packed

DAY 2

Transit

DAY 3

Warehouse

DAY 5

On Shelf

DAY 6

DAY 7

WHY SPINACH?

Spinach Sales are
25%
of the
\$4 Billion
US Packaged Greens
Market

With over \$1B in funding
hydroponic farmers
can't grow spinach...



AeroFarms



BOWERY



BECAUSE SPINACH IS HARD



using HYDROPHONICS

Highly susceptible to water-borne pathogen infections

Fungal infections in the root systems can infect entire growing facilities

Spinach is difficult to germinate uniformly

Drastically limits the production capabilities of hydroponic growers



in the FIELD

95% of Spinach sold in the US comes from California & Arizona

Regular seasonal, weather, and logistical interruptions

Prone to E-Coli outbreaks

2006 outbreak infected 199 individuals

Field-farming spinach is regularly interrupted by weather related mildew outbreaks

ELEMENT FARMS SPINACH GROWS BETTER



Stunted growth
Small leaves
Low yield
Discoloration



Non-viable



Conventional Hydroponic Method
(deep water culture)



Element Farms Growing System
(patent pending)



Healthy, flavorful
Full leaves
High yield
>14 days shelf life



**Viable
year-round**

ELEMENT FARMS SPINACH TASTES BETTER



Element Farms
Spinach



Wegmans Organic
Spinach

“ This [Element Farms] is what **spinach should taste like...** but this [field-grown] is what I am used to. ”

Blind Taste Test N=100		“Spinach A”	“Spinach B”
Preference (%)	Element Farms	Field-grown	
62		38	
"Flavorful"	18		5
"Juicy"	16		1
"Sweet"	7		4
"Earthy"	6		4
"Crispy"	5		4
"Negative after-taste"	0		6



But that's not all WE CAN GROW

Our growing technology applies to **all** varieties,
so we can provide the full set of greens to **meet retailer needs**.

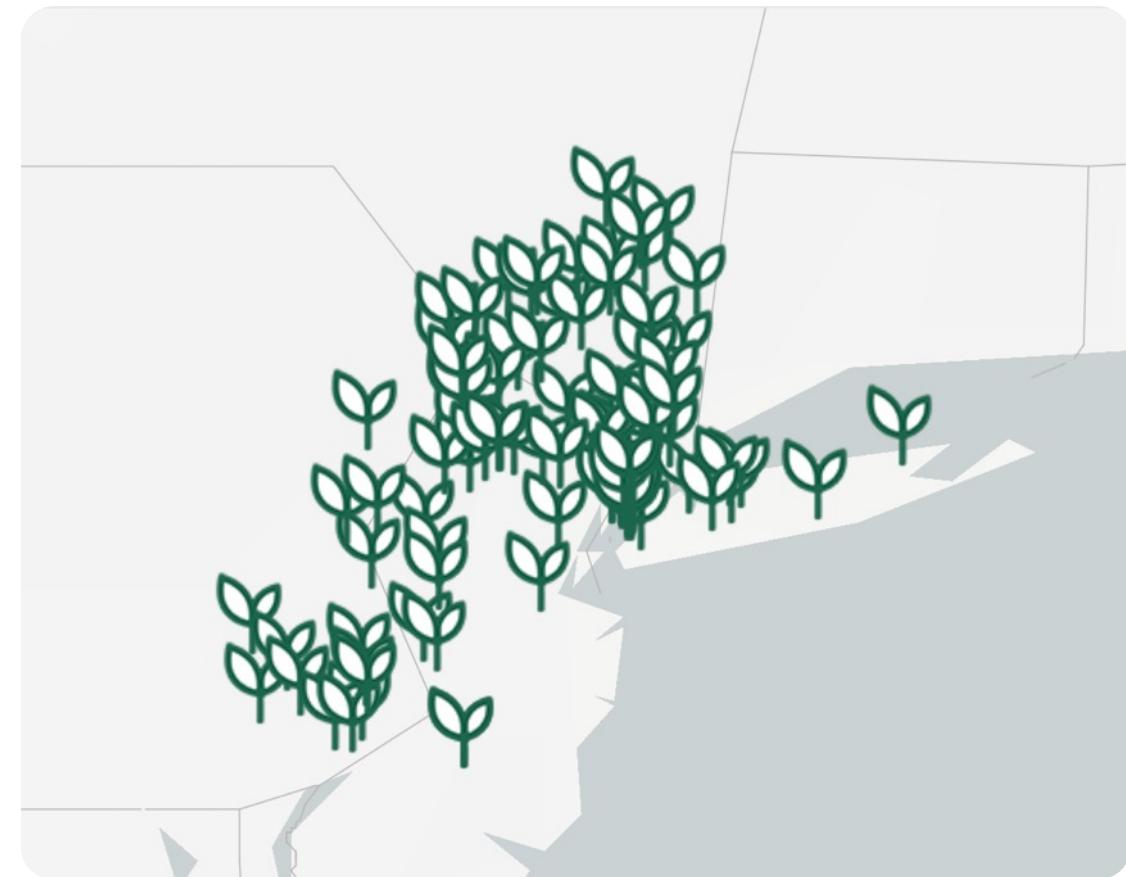


OUR CUSTOMERS

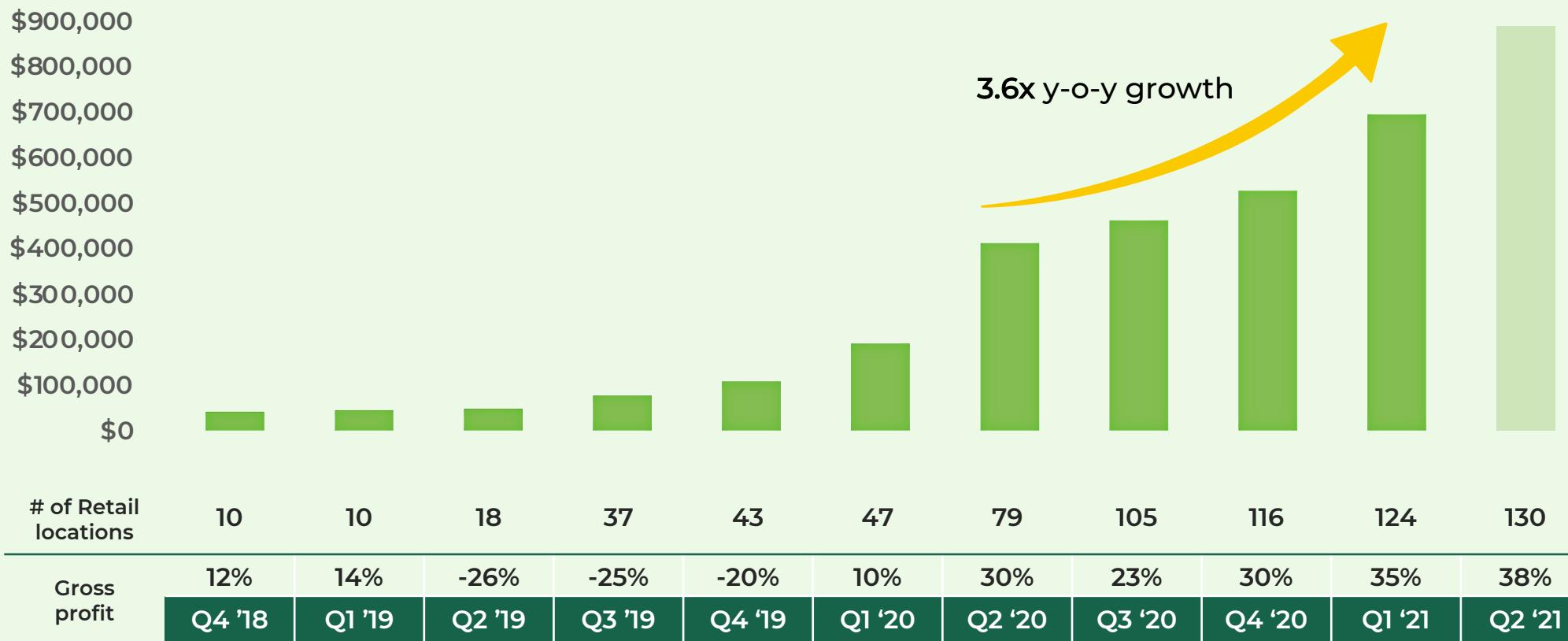
Working with the largest of conventional, online and natural food retailers



**Misfits
Market**



WE ARE GAINING TRACTION - FAST!



LAUNCHING NEW MARKETS - FAST!



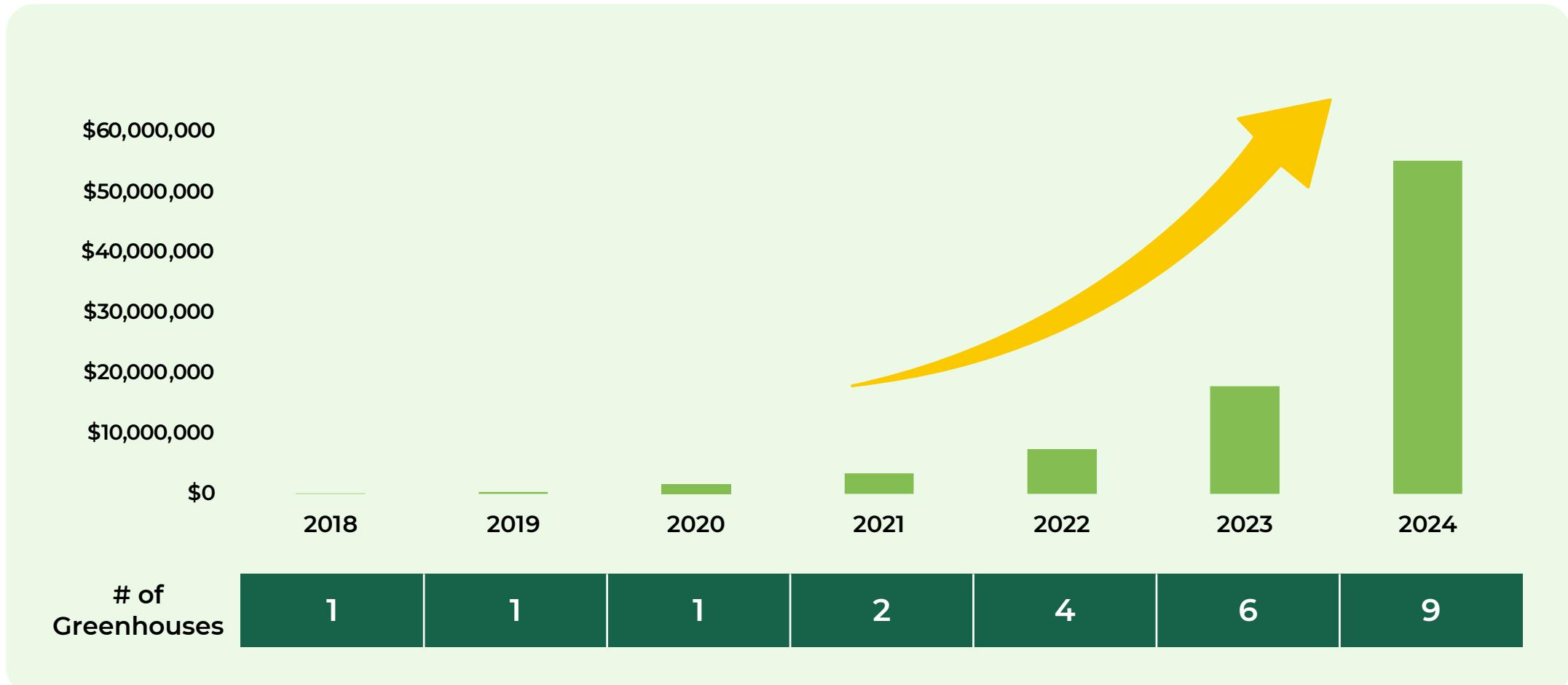
Selection Criteria

- Population Growth
- Household Income
- Size of Metro Area

Timing

- Phase 1
2021
- Phase 2
2022
- Phase 3
2023/2024

EXPONENTIAL GROWTH AHEAD





Existing NJ facility and expansion site



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locally grown

