



OTCQB: SHMP

Investor Presentation

**LD Micro - 2021** 

# **Forward Looking Statements**



This presentation contains "forward-looking statements." The statements contained in this presentation that are not purely historical are forward-looking statements. Forward-looking statements give the Company's current expectations or forecasts of future events. Such statements are subject to risks and uncertainties that are often difficult to predict and beyond the Company's control, and could cause the Company's results to differ materially from those described. In some cases forward-looking statements can be identified by terminology such as "may," "should," "potential," "continue," "expects," "anticipates," "intends," "plans," "believes," "estimates," and similar expressions. These statements include statements regarding moving forward with executing the Company's global growth strategy. The statements are based upon current beliefs, expectations and assumptions and are subject to a number of risks and uncertainties, many of which are difficult to predict. The Company is providing this information as of the date of this presentation and does not undertake any obligation to update any forward looking statements contained in this presentation as a result of new information, future events or otherwise, except as required by law. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends affecting the financial condition of our business. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved. Important factors that could cause such differences include, but are not limited to the Risk Factors and other information set forth in the Company's Annual Report on Form 10-Q filed on November 15, 2020, and in our other filings with the U.S. Securities and Exchange Commission.

# **Corporate Overview**

**NaturalShrimp, Inc.** is an aquaculture company that has developed patented proprietary technologies to produce fresh, land-based gourmet-grade shrimp without the use of antibiotics, probiotics or toxic chemicals at the largest indoor farming facilities in the U.S.

- U.S. consumes ~762,000 tons of mostly farmed shrimp per year<sup>1</sup>, second only to China in total consumption, with over 90% imported
- Patented technology creates higher sustainable densities, consistent production, improved growth and survival rates, and improved food conversion
- Integrated system for Pacific white shrimp farming consists of fully contained, independent production facilities that are ecologically controlled, high density, low-cost environments
  - Located in geographically strategic, high consumption areas, enabling "Fresh, Never Frozen" positioning
  - Weekly production at Texas facility expected in Q4 2021
- Premium pricing opportunity for fresh and locally grown product that is of superior quality and sustainable



# **Key Milestones**

0 2001	Proof of (	Concept
2002-200	O4 Prototype	
2005-200	O7 Pilot Plan	t
2008-202	11 Filtration	Method Research
2012-202	14 Research	
2015-202	17 <b>Develop</b> n	nent
2018-202	19 <b>Electroco</b>	agulation (EC) Production
2020	•	Expenditure of \$5M for La Coste,
0		Shrimp Production Building with ive Gravity Flow System

2021

- \$10M F&T Water Solutions Acquisition for 100% Ownership of EC technology

- \$10M VeroBlue Farms Acquisition

- \$12.5M Acquisition of the Hydrenesis Hydrogas/RLS technology for Aquaculture with Worldwide Rights
- Successful Initial Salmon Trial Results at RASLab Using Hydrogas

1) The State of World Fisheries and Aquaculture 2020 (fao.org)

# **Worldwide Protein Trends**

#### **Population Growth**

• Feeding a world population of a projected 9.1 billion people in 2050 will require raising overall food production by 70%<sup>1</sup>

#### **Protein Demand**

- As countries develop, rising wealth creates additional demand for animal proteins
- Human per capita fish consumption has more than doubled over the past six decades, to 20.3 kilograms (44.8 pounds) in 2017<sup>2</sup>

#### **Environmental Concerns**

Increased land and water use to grow proteins has overstressed the environment

- 34.2% of global fish stocks are fished at a biologically unsustainable level<sup>2</sup>
- Cattle are the No. 1 agricultural source of greenhouse gases worldwide<sup>3</sup>
- Increasing scrutiny over water volume usage and water discharge for land-based aquaculture (biosecurity and resource use)

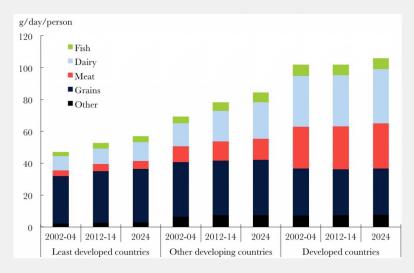
#### **Consumer Awareness**

In response, consumers are demanding:

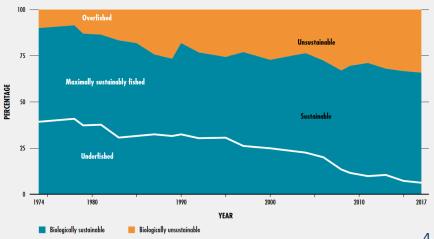
- Locally grown products
- Sustainable raw materials
- Socially responsible producers (animal welfare & environmental stewardship)



#### Protein Intake over Time, by Country Status<sup>4</sup>



#### Trends in the World's Marine Fish Stocks<sup>2</sup>



<sup>1)</sup> Global Agriculture Toward 2050 2) FAO The State of World Fisheries and Aquaculture 3) FAO 4) Sustainable Fisheries

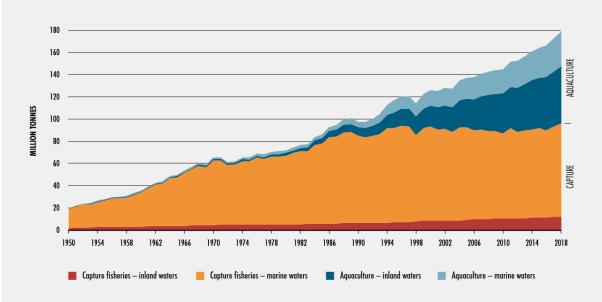
# Aquaculture

## Rising to Fill the Gap in Demand

- Global aquaculture production increased by +527%, from 1990 to 2018<sup>1</sup>
- More shrimp are now farmed
- Worldwide shrimp market was \$18.3B in 2020 and is expected to reach \$23.4B by 2026<sup>2</sup>
- Growing demand for U.S. grown shrimp where strict quality control requirements are in place and auditable<sup>2</sup>
- Problems created by typical aquaculture include high rates of death and disease, threats to wild native species, algae blooms and feces



# World Capture Fisheries & Aquaculture Production<sup>1</sup>







## **Complete Environmental Control**

- There is a significant difference between NaturalShrimp (Farm Raised – Vibrio Suppression Technology) vs. Gulf Coast (Wild Caught) and other competing aquaculture technologies (Farm Raised – Biofloc Technology)
- The Recirculating Aquaculture System ("RAS")
   provides total control of water including: ammonia,
   bacteria, temperature, dissolved oxygen, etc. to
   optimize shrimp health and performance
- Clear water system will limit the development of off-flavor compounds
- Consistent product quality
- Predictable production outputs (tonnage and harvest)
- Handling/grading and welfare benefits
- Limits the risk of disease
- Not affected by weather or seasons

	NaturalShrimp Technology	Traditional Shrimp Farming	Ocean Trawling
Weather	Enclosed system – not impacted by weather	Impacted by extreme weather events – storms, cyclones, floods, etc.	Restricted by season and extreme weather events
Pollution	No effluent/discharge flowing out into the environment	Nutrient-rich effluent is discharged back into the marine environment	Discarded or entangled fishing nets are harmful to oceanic ecosystems
Disease & Contaminants	Highly controlled system: water is treated/disinfected, no disease or contaminants are introduced. Specific pathogen – free (SPF) are used.	Disease can spread from broodstock or intake water and back out to wild populations. Variable intake water quality. Even though SPF stock can be used, disease can be carried by intake water.	Disease and oceanic pollution can be present throughout fishing grounds.
Location	Land-based systems can be built anywhere in the world where there is demand for fresh shrimp	Must be located adjacent to ocean – sensitive mudflats/mangroves are often disrupted	Oceanic fishing grounds only
Production	Fresh shrimp can be produced year round	Shrimp only available seasonally if produced in the USA through traditional methods	Varies depending on season, weather conditions, quotas, etc.
Price	Fresh shrimp allows for premium market price	Commodity-priced product	Usually seasonal, slightly higher market price when sold fresh
Costs	Minimal shipping costs, no storage costs, environmentally friendly	Due to remote locations, costs increasing with price of oil.	Variable shipping, storage and fuel costs, depending on grounds fished and market. Increasing with the price of oil.

# **Environmental Advantages**

# Incorporating Environmental & Social (ESG) into Technologies, Purpose and Culture

# NATURALS HRIMP® Always Fresh • Always Natural

#### **Antibiotic – Free Product**

- Product is antibiotic-free, without the use of toxic chemicals
- In the past few years, antimicrobial resistance has been a concern across the shrimp industry
- Biosecurity risk is significantly lowered with the use of Specific Pathogen Free (SPF) seedstock and control of intake water quality and disinfection

#### **Sustainability**

 Closed-loop, Recirculating Aquaculture System has minimal land water exchange requirements and therefore is sustainable, ecofriendly, environmentally sound, and produces a superior quality shrimp that is natural

#### **Zero Liquid Discharge**

- Reduced water usage (intake)
- Discharge can be cleaned up with the use of standard municipal wastewater systems, or similar technology, depending on the location of the facility
- Sustainable feed ingredients reducing reliance on marinebased raw ingredients

#### **Resource Efficiency**

- Use of green energy can be incorporated
- RAS typically exchanges water many times per day, but our patented technology reduces this to an effective one exchange per day
- Without additional equipment for denitrification

# **Premium Pricing Opportunity**

- US food service sector uses the lion's share of product (usually 75%) which was inevitably reduced in 2020 due to COVID
- During COVID, food service sales decreased, but retail sales increased as home consumption increased
- Availability of fresh and locally grown is virtually not available in the U.S.
- Proprietary technology enables sustainable local production of "Fresh, Never Frozen" in a 400-mile market radius
- NaturalShrimp pricing strategy is to match imported Black Tiger Prawns, considered a premium species. Fresh and green prawns have always commanded a 25-30% premium over normal frozen processed pricing







# **Vibrio Suppression Technology**

# Innovative system developed and patented jointly by NaturalShrimp and F&T Water Solutions

Utilizes Electrocoagulation(EC) technology as part of the filtration loop.

- Creates higher sustainable densities
- Consistent production
- Improved growth and survival rates
- Improved feed conversion
- Eliminates need for antibiotics, probiotics or unhealthy anti-microbial chemicals

Simplifies the system design by replacing the need for biofilters and "BioFloc." Control of the water chemistry is now electronic and automatically controlled rather than relying on populations of uncontrollable bacteria. EC combined with mechanical filtration components accomplishes the following:

- Automatically controls the level of bacteria within the system
- Removes ammonia from the system and greatly reduces nitrate buildup
- Produces an anti-oxidative water chemistry beneficial to the health of shrimp

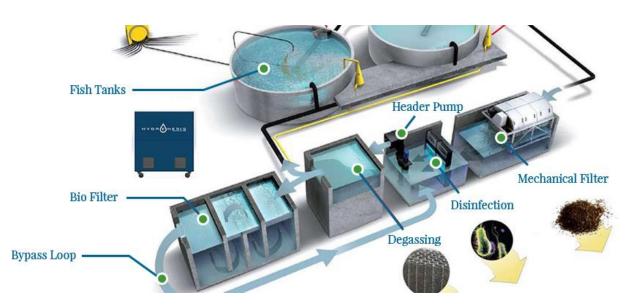


# **Hydrogas Technology**



# Hydrogas<sup>™</sup> and RLS<sup>™</sup> are next-generation, universal reducing agents that eliminate the industrial and biological problems caused by oxidation.

- Solves a wide variety of billion-dollar problems, including corrosion, rust, low oxygenation, deficient ORP, ammonia, sour gas, high acidity, oil separation, salt and PCB contamination, bacterial growth, toxic wastewater, carbon emissions, low alkalinity, inhibited apoptosis, venomous enzymes, and putrefaction
- Solutions combine various derivative formulas of Hydrogas™, RLS™ and other super antioxidants, and deliver them to the designated target chemical species that need to be protected (which may be solids, liquids, gases, or organisms) by means of proprietary compositions and/or proprietary mechanical and electromechanical controls that NaturalShrimp designs and engineers



- Reduces mortality rates, increases growth rates and protects the shrimp against ammonia spikes
- Hydrogas<sup>™</sup> and RLS<sup>™</sup> are non-toxic, non-caustic, easy to scale, and cost effective, that easily and cheaply solve high volume problems without risking injury or environmental contamination
- Exclusive distribution rights in aquaculture to the two technologies

# **Hydrenesis Aquaculture Technology Acquisition**



# "Redox" water treatment enables expansion into \$30.5 Billion global salmon market, barramundi and other freshwater fish markets.

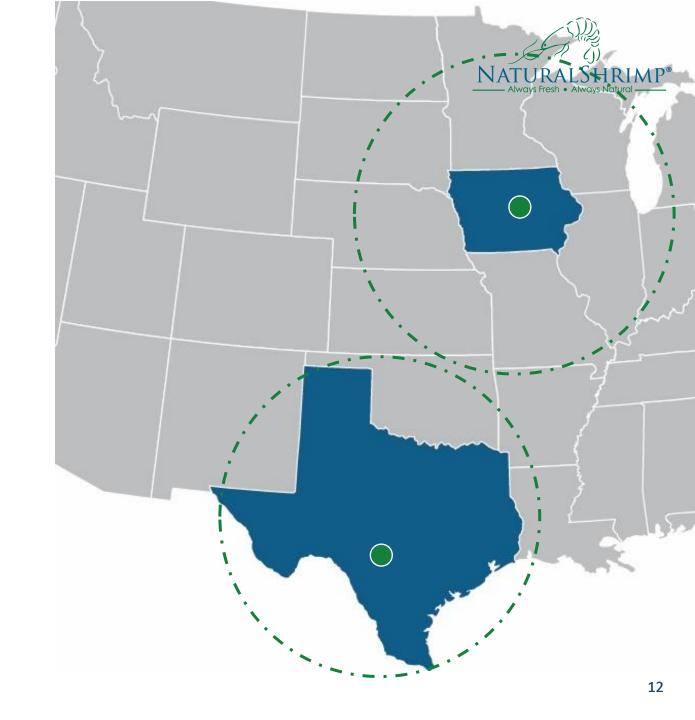
- Redox water treatment technologies have the ability to affect water chemistry and elevate water quality
- Critical for scaling hatchery and nursery systems and impacting growth and health metrics
- Initial trials in Norway and Australia are showing preliminary efficacy in disease control in salmon, barramundi, and tilapia farming segments
  - Initial trial results at RASLab showed fish grown in Hydrogas had significantly improved welfare scores, fewer inflammatory gill lesions and reduced early maturation
- Demand for barramundi and tilapia continues to increase in the U.S., China, and other countries as consumers seek unique and sustainable fish options
- Now beginning integration and deployment of the technology in shrimp hatchery and nursery systems without interruption
- Expands licensing opportunities expecting to file additional patents around the expansion of the application and use of the combined EC and Hydrenesis technology



# **Production Facilities**

#### **Texas & Iowa**

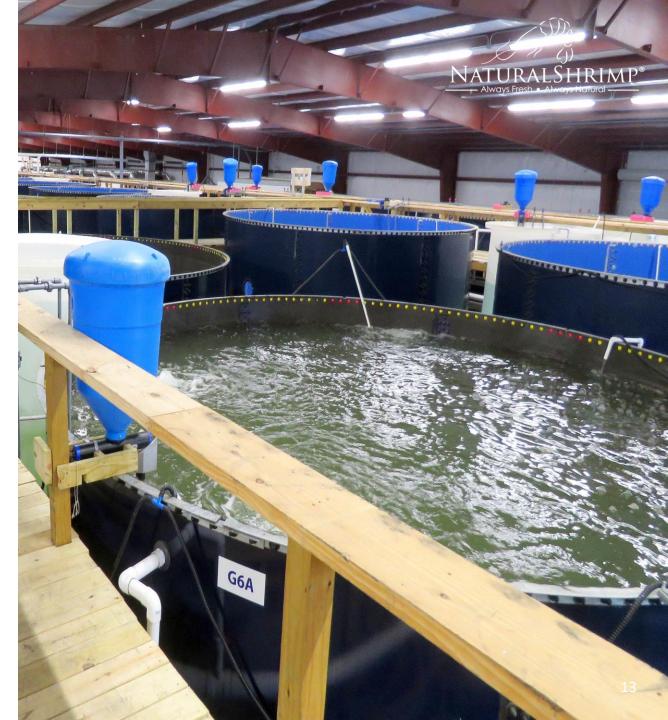
- Integrated system for Pacific white shrimp farming consists of fully contained, independent production facilities that are ecologically controlled, high density, lowcost environments
- Located in geographically strategic, high consumption areas, enabling "Fresh, Never Frozen" positioning in the marketplace



# La Coste, Texas

#### **Nursery & Grow-Out Facility**

- Continuing to stock PL shrimp with plans to begin production with Q4 2021 sales
- 37 acres
- Building: 40,000+ square feet
- 20 nursery tanks (2,000 gallons)
- 40 grow-out tanks (20,000 gallons)
- Water treatment plant (8,000 sq. ft.)
- Laboratory for testing protocols
- Backup generator and three phase power for the facility
- City water and natural gas



# Blairsburg, Iowa

## **Nursery Facility**

- March 24<sup>th</sup>, 2021 Stocked first batch of postlarvae (PL) shrimp for system testing. Stocked second batch of PL shrimp in June, 2021, performing as expected
- 20 acres
- Building: 50,000+ square feet
- 240 nursery tanks ranging from 200 gallons to 500 gallons
- 18 grow-out tanks
- Area to set up laboratory for testing protocols
- Backup generator and three phase power for the facility
- Lagoon for water treatment
- Two wells producing over 35 GPM
- Offices with security system
- Drive in/indoor truck bay for unloading



# Webster City, Iowa

#### **Grow-Out Facility**

- May 18, 2021 Successfully transferred shrimp to growout facility for enhanced system testing with virtually no visible mortality caused by the transfer
- 13+ acres
- Building: 270,000+ square feet
- 240 grow-out tanks that hold 10,000 gallons each
- Stand-alone water storage, ice machine, and HVAC system
- Two wells producing 250 GPM
- Backup generator and three phase power
- State-of-the-art chemistry and biology labs
- 16 bay loading docks
- Offices and IT infrastructure with security system



# Buckeye, Iowa

## **Additional Grow-out Facility**

- 20 acres
- Building: 24,000+ square feet
- 24 grow-out tanks that hold 10,000 gallons each
- Area to set up laboratory for testing protocols
- Backup generator and three phase power for the facility
- Lagoon for water treatment
- Two wells producing over 35 GPM
- Offices with security system



## Commercialization

#### **Bringing Shrimp to Market**

- Limited weekly production in Q4 2021
- Weekly production on track for Q1 2022
- Numerous sales channel partners in place
- Attracting customers and finalizing customer agreements with distributors and processors for long term supply agreements

Facility	Status	Weight (lbs)	Harvest
La Coste	Growout	39,000	Q1 2022
Webster City	Growout	143,000	Q1 2022

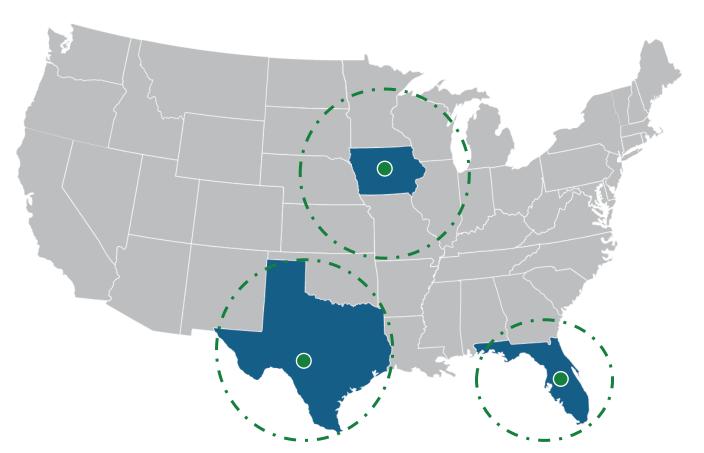


# **Expansion**



## Highly Scalable, High IRR & Capital Efficient

- Evaluating sites in the U.S. and international
- Expect to announce site selections in Q1 2022
- Exploring international expansion opportunities and partners
- Capital efficient: projected new farms cost ~\$5M compared to other Controlled Environment Agriculture such as produce and land-based salmon providers where facilities cost \$100M+

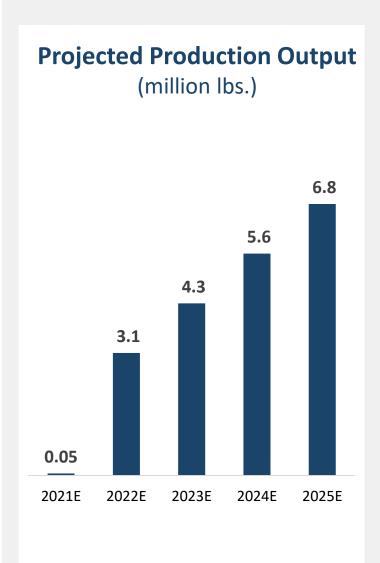


# **Long-Term Growth Targets**<sup>1</sup>

NATURALS HRIMP®

Always Fresh • Always Natural

- 2021 projections assume one system produces 6,000 pounds per week at the existing Texas and Iowa facilities
- 2022 projections assume additional expansion in Texas and Iowa and one new facility (4 systems) in Florida
- 2023 through 2025 projections include adding one new facility (4 systems) each year
- ~4 year payback period
- Company also expects to begin licensing the technology in Q4 2021 (not included in these projections)





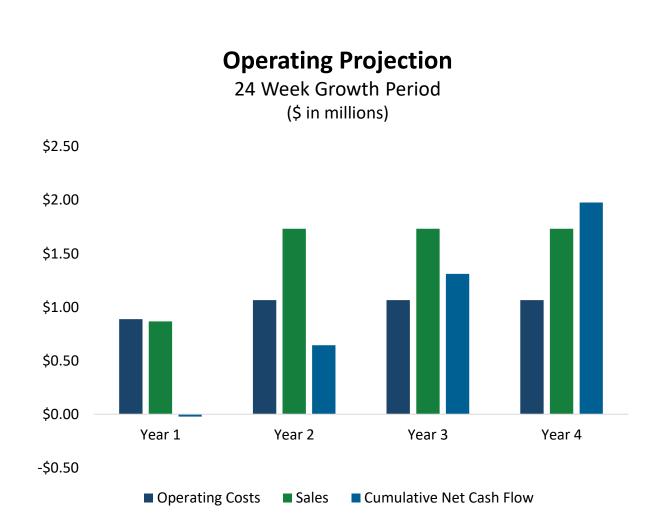
# **La Coste Operating Projections**



La Coste, TX	
Final wt (g)	22.7
Total survival (%)	78
Harvest biomass (kg)	680
Harvest biomass (lbs)	1,500
Number lots at facility capacity	40
Growout Period (weeks) 24 week production period (6 weeks nursery and 18 weeks growout)	18

Budget Summary: 12 Month Totals (\$ in millions)		
Total COG costs	\$0.7	
Total payroll costs	\$0.3	
Total COG + payroll costs	\$1.1	
Total revenue shrimp sales	\$1.7	
Cumulative cash flow for year	\$0.7	

CPUP = Cost per unit production (\$/ lb shrimp)		
Total shrimp harvested (lbs)	173,825	
Total COG payroll costs (\$ in million)	\$1.1	
CPUP 12 month period (\$/lb)	\$5.56	



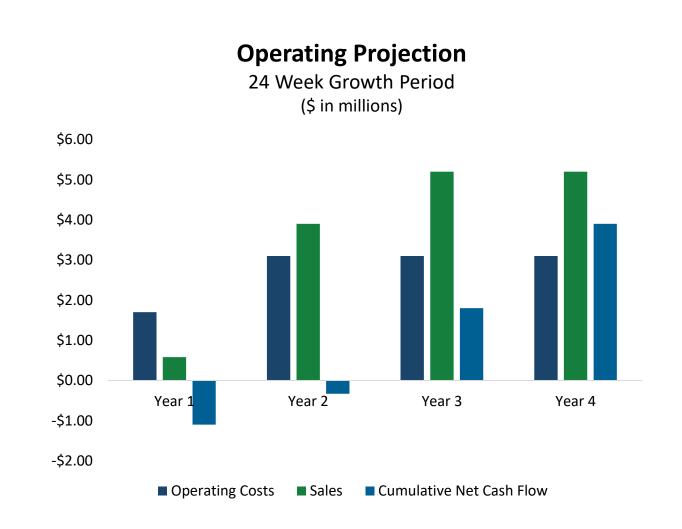
# **Webster City Operating Projections**



Webster City, IA	
Final wt (g)	22.7
Total survival (%)	78
Harvest biomass (kg)	340
Harvest biomass (lbs)	750
Number lots at facility capacity	240
Growout Period (weeks) 24 week production period (6 weeks nursery and 18 weeks growout)	18

Budget Summary: 12 Month Totals (\$ in millions)		
Total COG costs	\$2.4	
Total payroll costs	\$0.7	
Total COG + payroll costs	\$3.1	
Total revenue shrimp sales	\$5.2	
Cumulative cash flow for year	\$2.1	

CPUP = Cost per unit production (\$/ lb shrimp)		
Total shrimp harvested (lbs)	521,474	
Total COG payroll costs	\$3.1	
CPUP 12 month period (\$/lb)	\$5.56	



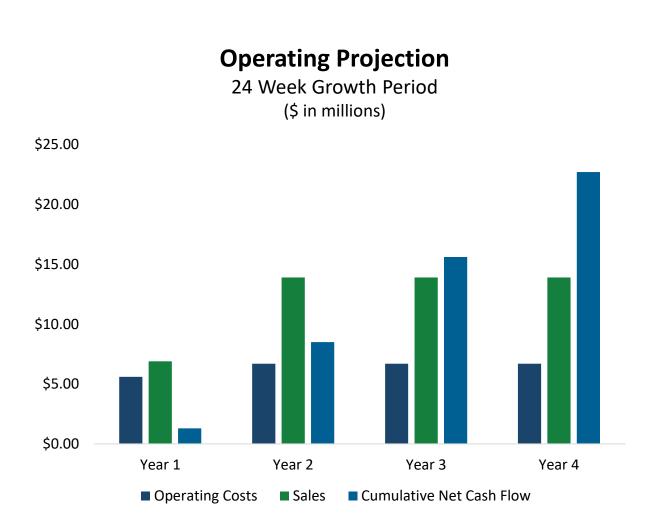




Florida	
Final wt (g)	22.7
Total survival (%)	78
Harvest biomass (kg)	680
Harvest biomass (lbs)	1,500
Number lots at facility capacity	320
Growout Period (weeks) 24 week production period (6 weeks nursery and 18 weeks growout)	18

Budget Summary: 12 Month Totals (\$ in millions)		
Total COG costs	\$4.8	
Total payroll costs	\$1.9	
Total COG + payroll costs	\$6.7	
Total revenue shrimp sales	\$13.9	
Cumulative cash flow for year	\$7.1	

CPUP = Cost per unit production (\$/ lb shrimp)	
Total shrimp harvested (lbs)	1,390,596
Total COG payroll costs	\$6.7
CPUP 12 month period (\$/lb)	\$5.56



## Media



NaturalShrimp: The Next Generation Of Shrimp Aquaculture

Seeking Alpha<sup>ℂ</sup>

NaturalShrimp Attends the Texas Restaurant **Association Trade Show** 









**CNBC Fast Money Peter Najarian Tours** NaturalShrimp Iowa











# **Capital Markets**



# NaturalShrimp Inc. OTCQB: SHMP

Sector	Aquaculture Technology
Share Price <sup>1</sup>	\$0.37
Market Cap <sup>1</sup>	\$221.8M
Cash & Cash Equivalents <sup>2</sup>	\$6.0M
Shares Outstanding <sup>2</sup>	603M
Float <sup>1</sup>	597M
Options/Warrants	None
Headquarters	Dallas, TX
Year End	March 31

- 1) As of September 2, 2021
- 2) As of June 30, 2021 10-Q Filing

#### **News Releases**

- Closes Acquisition of Hydrenesis Aquaculture, LLC September 1, 2021
- Files New Patent Application to Expand Its Electrocoagulation Technology July 13, 2021
- Accelerates Growth with Opening of New Corporate Headquarters in Dallas, Texas July 7, 2021
- Closes \$3,000,000 Registered Direct Offering June 29, 2021
- Announces Engagement with Lake Street Capital Markets, LLC June 15, 2021
- Texas and Iowa Shrimp Production Update June 2, 2021
- Closes on Asset Purchase of F&T Water Solutions, LLC May 20, 2021
- Announces Successful Transfer of Shrimp from Nursery to Grow-Out Tanks in Webster City, Iowa May 19, 2021
- Purchases Approximately \$2,000,000 of Electro-Coagulation (EC) Units and Associated Equipment May 14, 2021

#### **Recent and Upcoming Events**

 Texas Restaurant Association's Marketplace annual restaurant and foodservice show July 10-12, 2021, San Antonio, TX

# **Executive Leadership**





#### **Gerald Easterling -** Chief Executive Officer & President

Mr. Gerald Easterling has served as President and a Director of NaturalShrimp since its inception in 2001. In 2019, he assumed the position of Chairman and CEO upon the retirement of Mr. Bill Williams. Mr. Easterling is instrumental in corporate direction, operations, acquisitions, and merger strategies for the company. He is also President and Director for Natural Aquatic Systems, LLC, which is the holder of the intellectual technology rights for indoor aquatic species patent issued December 2018. Mr. Easterling has oversight of business development, operations, and sales. He served as President of Café Quick Enterprises and was a member of the Board of Directors from 1988 until 2016. During this time Mr. Easterling was a co-developer and named inventor of the Café Quick® patented fast food vending concept. In this role, Mr. Easterling built the business model from concept to production. He was the key for developing the proprietary patented food delivery packaging and product specifications. The Café Quick® technology was patented worldwide; in 2012 the Company sold all its proprietary technology and assets to California based KRh Thermal Systems. In 1981 Mr. Easterling co-founded Process Technology (Fresh Fry®), where he served as President and Director. It was the first patented customeroperated French fry machine for the convenience store industry. In 1982, Salt Lake City based U.I. Group acquired all the Fresh Fry® patented technology. Mr. Easterling continued to serve as Executive Vice President and as a member of the Board of Directors for Fresh Fry Corporation.



#### William Delgado - Chief Financial Officer & Treasurer

Mr. Delgado has served as a consultant to numerous public and private companies in a management capacity and as a board member. He is currently restructuring Global Digital Solutions, Inc. ("GDSI"), a security and technology company, where he serves as the CEO/CFO. He served as a former Chief Budget Analyst for the Northern California region for Pacific Bell. Mr. Delgado holds a Bachelor of Science with Honors in Applied Economics from the University of San Francisco and Graduate studies in Telecommunications Management at Southern Methodist University.



#### **Thomas Untermeyer -** Chief Technology Officer & Chief Operating Officer

Mr. Untermeyer is a co-founder of NaturalShrimp and is the inventor of the initial technology behind the computer-controlled shrimp-raising system used by the Company. He has served as an engineering consultant to NaturalShrimp since 2001. Mr. Untermeyer served as a Senior Program Manager with Southwest Research Institute in San Antonio, Texas for 34 years, but is now working full time as the Chief Technology Officer for NaturalShrimp, Inc. His experience includes systems engineering, program development, and technical management. Mr. Untermeyer has spent his entire career defining, designing, and developing electronic products and systems for both commercial and government clients. This has included small design programs to large multi-million dollar programs involving large multidisciplinary teams composed of software, electrical, and mechanical engineers. Mr. Untermeyer holds a Bachelor of Science in Electrical Engineering from St. Mary's University.

# **Investment Highlights**

#### **Large & Growing Shrimp Market**

- Shrimp is the largest seafood market in the U.S.
- U.S. shrimp market estimated to be \$13 billion and growing at a CAGR of 5.6%
- Over 90% of U.S. shrimp is imported from South Asian and Latin American countries with poor safety standards and pervasive use of chemicals and antibiotics



#### **Propriety, Proven and Scalable Production System**

- Patented proprietary technologies to produce fresh, land-based gourmet-grade shrimp without the use of antibiotics, probiotics or toxic chemicals
- Patents for key technologies for Vibrio Suppression and ElectroCoagulation "EC" technology (ammonia removal)

#### **Limited Production Coming Online in Q4**

- First harvests on track in IA and TX farms in Q4 2021
- Numerous sales/channel partners in place

#### **Attractive Business Model & Unit Economics**

- High projected ROI with typical plant generating IRR of 35%
- Capital efficient model supports regional rollout across 10 largest population centers in the U.S.

Strong management team with key experience in introducing disruptive technologies to the food and seafood industry



## **Contact**

#### **Investor Relations**

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