

AquaBounty Technologies, Inc.
NASDAQ: AQB
September 2020

# **Forward-Looking Statements**

#### **Safe Harbor Statement**

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical fact contained in this presentation are forward-looking statements, including, but not limited to, statements regarding the economic viability of land-based production facilities; the economic and operational benefits of AquAdvantage salmon ("AAS"); projections for revenue, margin, and payback periods; the potential for increases in productivity, EBITDA, and the profitability of AquaBounty Technologies, Inc. ("AquaBounty"); the size and timing of future harvests; projected growth in seafood consumption and market size, expansion of the aquaculture industry, and increasing demand for salmon; continuing supply constraints and their impact on pricing; the impacts of future environmental conditions; market interest in land-based aquaculture; the anticipated benefits of AAS and land-based production to consumers and the environment; non-exposure to pathogens, parasites, or environmental contaminants; the use of antibiotics, chemicals, and medications; continued operational performance against targets; the potential for consumer acceptance of AAS; AquaBounty's farm development and commercial strategy, including demonstration of commercial viability, successful positioning and messaging of AAS, the realization of particular marketing events and campaigns, the establishment and types of sales channels, agreements with distributors and industrial producers, joint-venture relationships, and progress against commercial launch timelines; the potential for the development of additional products, product traits, operational efficiencies and scale, nutritional enhancements, recirculating aquaculture system improvements, and production sites; potential siting and countries for expansion; and the completion of field trials, approval of AAS, and potential relationships with local partners in other markets. Although management believes that the plans, objectives, and expectations reflected in or suggested by these forward-looking statements are reasonable, all forward-looking statements involve risks and uncertainties, and actual future results may be materially different from the plans, objectives, and expectations expressed in this presentation. These risks and uncertainties include, but are not limited to: (i) our limited operating history and track record of operating losses; (ii) our cash position and ability to raise additional capital to finance our activities; (iii) the anticipated benefits and characteristics of AAS; (iv) the ability to secure any necessary regulatory approvals to commercialize any products; (v) our ability to adapt to changes in laws or regulations and policies; (vi) the uncertainty of achieving the business plan, future revenue, and operating results; (vii) the impact of business, political, legal, or economic disruptions or global health concerns, including the impact of the current global health pandemic; (viii) developments concerning our research projects; (ix) our ability to successfully enter new markets or develop additional products; (x) competition from existing technologies and products or new technologies and products that may emerge; (xi) actual or anticipated variations in our operating results; (xii) market conditions in our industry; (xiii) our ability to protect our intellectual property and other proprietary rights and technologies; (xiv) the rate and degree of market acceptance of any products developed through the application of bioengineering, including bioengineered fish; (xv) our ability to retain and recruit key personnel; (xvi) the success of any of our future joint ventures, acquisitions or investments; (xvii) international business risks and exchange rate fluctuations; (xviii) the possible volatility of our stock price; and (xix) our estimates regarding expenses, future revenue, capital requirements, and needs for additional financing. We caution you that the foregoing list may not contain all of the risks to which the forward-looking statements made in this presentation are subject. For a discussion of other risks and uncertainties, and other important factors, any of which could cause our actual results to differ from those contained in the forward-looking statements, see AquaBounty's public filings with the Securities and Exchange Commission ("SEC"), available on the "Investors" section of our website at www.aquabounty.com and on the SEC's website at www.sec.gov. Forward-looking statements are not promises or guarantees of future performance, and we may not actually achieve the plans, intentions, or expectations disclosed in our forward-looking statements. Actual results or events could differ materially from the plans, intentions, and expectations disclosed in the forward-looking statements we make, and you should not place undue reliance on our forward-looking statements. Our forward-looking statements do not reflect the potential impact of any future acquisitions, mergers, dispositions, joint ventures, or investments that we may make. All information in this presentation is as of the date of its release, and AquaBounty undertakes no duty to update or revise this information unless required by law.

# AquaBounty: Leaders in Aquaculture and Biotechnology

### **Company Profile**

Headquarters: Maynard, MA

Total Employees: 74

RAS Farms: Albany, Indiana and Prince

Edward Island, Canada

- Pioneers in on-land aquaculture, using proprietary technology to deliver game changing solutions to global problems
- Committed to feeding the world with land-based salmon farmed efficiently, sustainably and profitably
- Blazed the trail for genetically engineered animal protein; overcoming political and perceptual hurdles
- Significantly increasing profitability for salmon farming in land-based Recirculating Aquaculture Systems ("RAS")
- Leveraging 25 years of operational experience with RAS to produce efficiently and ensure success of new farming methods

	Key Milestones			
1989	First AquAdvantage Salmon "AAS" line created			
1995	Regulatory approval process begins for AAS			
2015	U.S. Food and Drug Administration ("FDA") approves AAS for consumption in the US			
2016	Health Canada approves AAS for consumption in Canada			
2017	AquaBounty purchases Indiana Farm			
2018	Conventional salmon eggs enter Indiana Farm Hatchery			
2019	AAS eggs enter Indiana Farm Hatchery			
2020	First conventional salmon harvested in June			

## **Investment Highlights**

- Proprietary salmon genetics utilized to create the first of its kind, genetically engineered animal approved for consumption by FDA and Health Canada, AquAdvantage Salmon ("AAS")<sup>3</sup>
- \$17 billion¹ global salmon market driven by a massive supply-demand imbalance and increasing need for fresh and nutritious proteins for a growing global population²
- AAS offers superior economics vs. conventional salmon by enabling 70% more harvest output while using 25% less feed<sup>4</sup> expected to provide EBITDA margins 2x higher than conventional salmon in land-based farms<sup>5</sup>
- Process validation from the successful first harvest of conventional salmon in Q2 2020 and the inaugural AAS harvest expected in Q4 2020
- Completed significant development work on Farm 3, a 10,000 metric ton commercial scale farm that will begin construction in Q1 2021
- Competitive moat created by the regulatory framework gives us a significant lead on anyone planning to come to market with genetically engineered salmon
- Industry leading management team that brings significant food service, supply & production experience with a robust biotechnology & aquaculture background

# AquaBounty Technologies, Inc. (NASDAQ: AQB)

Share Price <sup>6</sup>	\$2.98
Market Cap <sup>6</sup>	\$133.4M
Cash <sup>7</sup>	\$14.0M
Debt <sup>7</sup>	\$8.6M
Shares Outstanding <sup>6</sup>	44.8M
Float <sup>6</sup>	26M
Insiders & 10% Holders <sup>6</sup>	41.9%

- 6. Data as of August 21, 2020
- 7. Cash and debt as of June 30, 2020. Subsequent to the close of the second quarter, the Company raised \$31.6M in gross proceeds from a public offering of common stock.

<sup>1.</sup> FAO Statistical Data Search (December 2019)

<sup>2.</sup> Westhoek et al., The Protein Puzzle (2011) – United Nations

<sup>3.</sup> U.S. FDA AquAdvantage Salmon Fact Sheet, https://www.fda.gov/animal-veterinary/animals-intentional-genomic-alterations/aquadvantage-salmon-fact-sheet

<sup>4.</sup> Effects of combined 'all-fish' growth hormone transgenics and triploidy on growth and nutrient utilization of Atlantic salmon (Salmo salar L.) fed a practical grower diet of known composition – Elsevier, May 24, 2013 5. See Slide 29

## We Have Reached a Key Inflection Point in Commercialization

# Scaling the Business

Made strong strides against our long-term plans to scale commercial production and expand production capacity

# Ramping Production

Successfully completed first harvest of conventional salmon in June 2020 and expected to ramp up monthly harvest throughout 2020 to reach 100 metric tons per month by early 2021

# Bringing AAS to Market

Initial AAS
harvests on track
for Q4 2020 and
Q1 2021 in our
Indiana and Prince
Edward Island
farms, respectively

# **Bolstering our Balance Sheet**

Closed on \$4 million loan to fund capital improvements at our Indiana farm. including an internal processing facility, that is expected to increase margins on salmon sales by bringing those capabilities inhouse

# **Building Offtake Partnerships**

Continue to make significant progress on new customers and expect to finalize customer agreements with distributors and processors before our first AAS harvest

## **Expansion Plans Coming into Focus**

### **Key Achievements**

- Significant progress made on Farm 3 for our large-scale, 10,000 metric ton farm
- Completed exhaustive site search across the U.S. and have selected 2 finalist sites for Farm 3 from an initial pool of approximately 230 sites
  - o Evaluation criteria included water/waste water volumes, low electricity prices, proximity to major population centers, availability of labor pools and supportive political environment
  - Expect to announce final site selection during Q3 2020
  - o Expect to commence construction in Q1 2021
  - Farm 3 build cost expected to be between \$75-\$100 million, funding to be a combination of both debt and equity
- We have also made significant strides in our international expansion
  - o In advanced discussions to form a 50/50 JV with a leading partner in Israel for Farm 4
  - o Israel has a favorable regulatory market for products of biotechnology

### Farm 3 Partner



Farm 3 Builder
Leading design-build
engineering firm in the
food market



Site Selection
Global site selection firm
specializing in farming
and aquaculture

# Consistently Delivering On Milestones For Customers & Investors

### COMPLETED

### **TODAY**

### **ANTICIPATED**

### Q1 2020



- Completed equity financing
- Communications & marketing agency finalized brand strategy, positioning, messaging & GTM plans
- Conversations with potential processors & customers underway

### Q2 2020



- Continue conversations with potential processors & customers
- Finalize processors & key customers
- Digital marketing "teaser" messaging
- First conventional salmon harvest in Indiana completed in 02 2020

### Q3 2020



- Potential processors & customer announcements
- Official launch of marketing & communications plan
- Extensive media pitching & stakeholder outreach
- Host political & media relations "open house" at Albany Farm

### Q4 2020



- First harvest of AAS in Indiana expected Q4 2020
- Additional potential customer/distribution agreements
- Continued marketing & communications initiatives
- Media & extended stakeholder engagement

### 2021+



- Significantly scale operations
- Expansion of existing production capacity
- New large plant buildout in U.S, Canada & internationally utilizing projectbased finance & potential JV partners
- Activation of comprehensive marketing & communications initiatives

## **Experienced Management Team**



### Sylvia Wulf

President and CEO Ms. Wulf has a reputation as a proven leader and accomplished executive driving both growth and improved performance. Her diverse career encompasses executive level positions in General Management, Sales, Marketing and M&A in a variety of industries.









### Alejandro Rojas

**Chief Operating Officer** Dr. Rojas is a renowned expert in salmon farming. His areas of expertise include technical and economic analysis for M&A activities, new species development and consulting on fish production, aquatic health, environment and biosecurity programs.





### Angela Olsen General Counsel

Ms. Olsen is an experienced legal advisor driving key business outcomes through her extensive US and global expertise in commercial law, complex legal regulatory matters and litigation relating to food,



agriculture and

biotechnology.

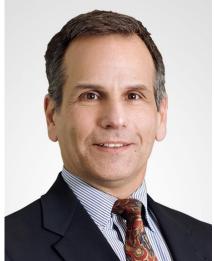




CFO and Treasurer

Mr. Frank has extensive experience working with early stage companies, both public and private and has completed financing transactions for initial startup, growth and M&A. He brings a strategic outlook to company growth and a hands-on approach to cash management.

**SMARTENERGY** Magellan



### David Melbourne

Chief Commercial Officer

Mr. Melbourne is a 30-year veteran of the CPG industry, spending the last 25 years with a focus on seafood. He has expertise in Marketing, Strategy, Corporate Communications, Industry Relations and Government Affairs.



### Mark Walton, Ph.D.

Chief Technology Officer

Dr. Walton has expertise in genetics and regulatory affairs. He is deeply involved in the on-going discussion between industry and governments on the regulation of genetically engineered animal proteins.

VIAGEN PETS





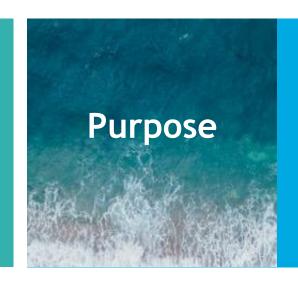
# Our Purpose Driven Culture Will Change The Future Of Food



Create Value for Customers, Shareholders, Employees, and Communities

Respect all people, invest in employees and revitalize local rural communities.

Be transparent with our consumers, stakeholders and the public.



Be a Good Steward of the Planet and the Natural Resources Entrusted to Us

Safeguard the welfare of our fish with BAP certified feed, a better nutritional profile and no medicines or chemicals.

Align with the UN Global Compact.



# Maximize Utilization of Operations and Resources

Invest in energy efficient equipment, explore efficient use of energy, and employ alternative energy options.

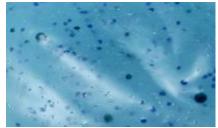
Reduce, reuse and recycle waste and minimize waste sent to landfills.



## Population Growth Creates Need for New Solutions









Remarkable Increases in Global Population Require Remarkable Solutions

- Global population projected at 9 billion people by 2050 – 26% growth in 30 years<sup>1</sup>, with a growing middle class driving increased protein demand
- 90%+ of world's fisheries are fully fished or overfished, according to FAO's The State of World Fisheries and Aquaculture 2020
- No further pressure can be placed on wild fisheries
- Critical impacts on water and energy usage & the need to reduce greenhouse gas emissions
- Viable sea cage farming has limitations:
  - Sea lice
  - Algae bloom
  - Ocean contamination micro plastics
- We believe there is a better way!

# Overall Protein Demand and Consumption to Double by 2050

- Protein is at the heart of the global food issue and despite supply constraints, protein consumption is predicted to nearly double by 2050, with marine-based proteins gaining a growing market share
- It is projected that Aquaculture must produce nearly 60 million additional tons of fish by 2050 (more than double 2010) to fill the seafood gap and meet consumer demand for consistent, affordable and nutritious protein solutions

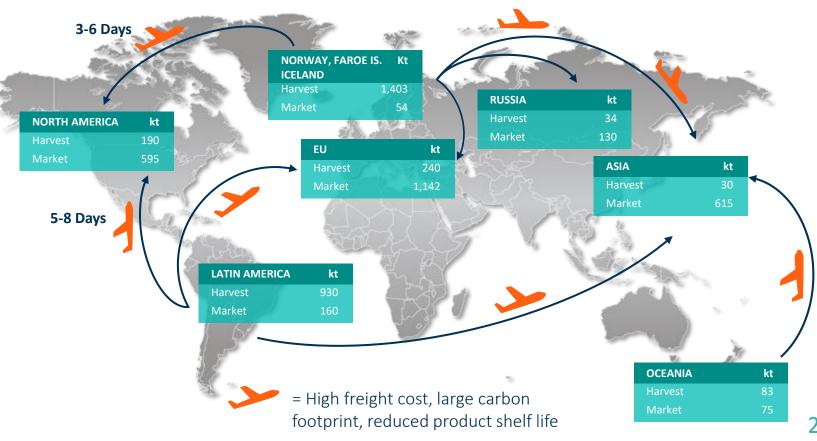
Seafood is more efficient to grow than other animal proteins<sup>2</sup>, which makes it more environmentally friendly by limiting greenhouse gas emissions 3.1 2.1

<sup>1.</sup> Source: FCR Data - Mowi Handbook 2019

<sup>2.</sup> Efficiency based on feed conversion ratios

# Atlantic Salmon - Large Market With Inefficient Supply Chain

### Land-Based RAS Farming Has Potential to Disrupt The Industry



- Salmon is widely known to be healthy & nutritious<sup>1</sup>
- Inefficient Supply Chain: Current sea-cage operations are highly dependent on-air freight
- A domestic imperative to meet increasing U.S. demand
- Supply is constrained in production locations for environmental & regulatory issues related to the current production methods

Global Atlantic Salmon Market = 2.4 million metric tons worth \$16.7 billion<sup>2,3</sup>

<sup>1.</sup> Salmon Nutrition: Everything You Need To Know About Salmon – NFI, July 1, 2019. A Guide To Eating Seafood During Pregnancy – Dish On Fish, April 25, 2019

<sup>2.</sup> Kontali Salmon World 2019

<sup>3.</sup> FAO Statistical Data Search (December 2019)

# **Atlantic Salmon Competitive Landscape**

- Salmon farming competition is primarily in sea cages & land-based farming
- Growing momentum in land-based salmon farming projects has the potential to disrupt the industry

#### **International Sea-Cage Operations Growth in Land-Based Salmon Farming** U.S. RAS Farms In Production Volume plans identified in 2018 vs 2019 (kt) 1000 AquaBounty Indiana - 1,200 mt 417,000 mt MOWI First Harvest 2020 900 192,000 mt **CERMAQ** Florida - 10,000 mt 800 ATLANTIC SAPPHIRE First Harvest 2020 700 **AGROSUPER** 188,000 mt 600 U.S. RAS Farms Announced & in Development 500 **LEROY** 180,000 mt 400 Maine - 33,000 mt **NORDIC AQUAFARMS** 300 California - 27,000 mt SALMAR 158,000 mt 200 WHOLE OCEANS Maine - 25,000 mt 100 Maine - 10,000 mt **AOUABANO** 0 2020 2019 2021 2022+

■ 2018 Analysis

■ 2019 Analysis

# Consumer Sentiment Is Evolving

### Insights From Our Proprietary Research Pave a Pathway To Achieve Consumer Acceptance

Top attributes for farm-raised salmon: Available – Affordable – Fresh – Safe to Eat – Taste

53% first impression of GMOs related to food are neutral to Very Positive

60% neutral to very likely to purchase products they buy regularly if labeled as GMO

70%+ neutral to very likely to purchase products they buy regularly if labeled with USDA Bioengineered Disclosure Symbol

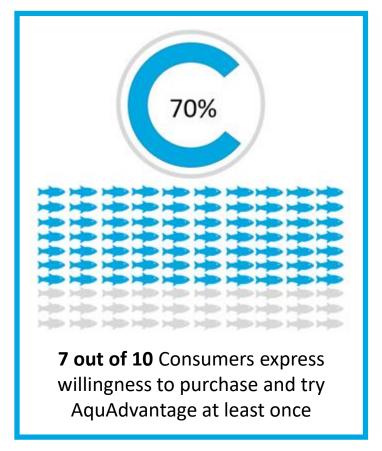
81% reacted neutral to very positive to the AquaBounty and AquAdvantage story and product attributes/benefits

70% likely to purchase and try AquAdvantage salmon at least once

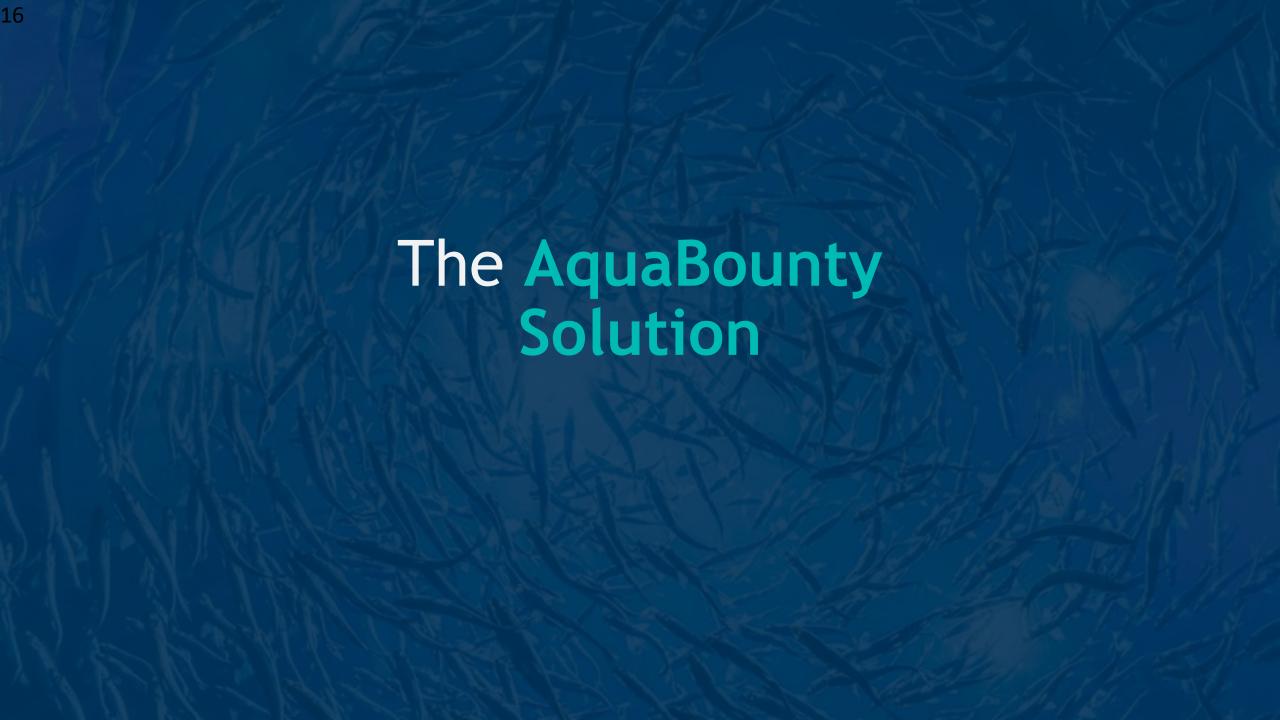
### **Lessons Learned**

AquaBounty.com

- Tell our story in non-technical language the narrative should be transparent and simple
- Focus on critical messaging themes establish a cadence of proactive messaging that is consistent and reinforces AquAdvantage as safe, secure and sustainable
- Leverage influencers and key opinion leaders to reinforce the AquaBounty story
- Build coalition of supporters



Source: AquaBounty Proprietary Consumer Research Q4 2019



# We embrace a three-step solution to addressing the Seafood Gap.

Rapidly accelerate salmon production by growing salmon more efficiently, more quickly & more sustainably.

Shift salmon production to land-based aquaculture systems

Use fresh-water tanks and technology to nurture the fish in a safe, sustainable way

Use genetically engineered salmon for faster growth to harvest weight, resulting in a 1.7x increase in harvest with 25% less feed input compared to conventionally grown salmon

"Biotechnology is a fundamental necessity for the future of the global food system. Leading with a sense of urgency is critical and the time for action is now!" - Sylvia Wulf, CEO

### AquAdvantage Salmon: Better for the Environment. More for Consumers.

### Enhanced Benefits of Controlled Operations Compared To Sea-Cage Farming

### Faster Growth

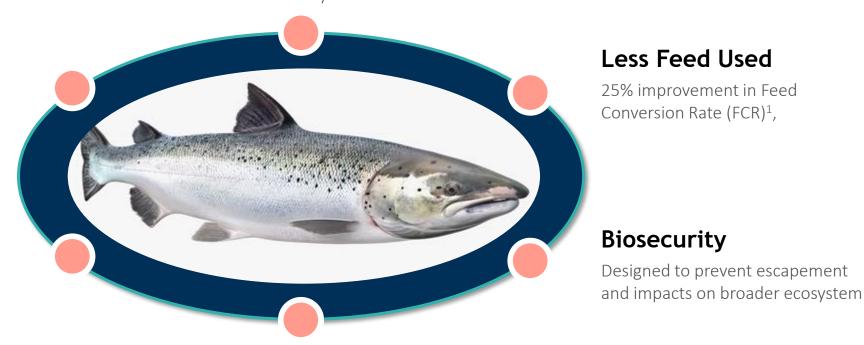
Critical during most vulnerable stages of fish lifecycle

### **Lower Carbon Footprint**

Greater than 95% water recycled and reduced transportation to consumption

### **Aquaponics / Hydroponics**

Efficient use of resources and waste utilization as agriculture fertilizer



### No Chemicals or Antibiotics

Reduced risk of infections commonly seen in seacage farming

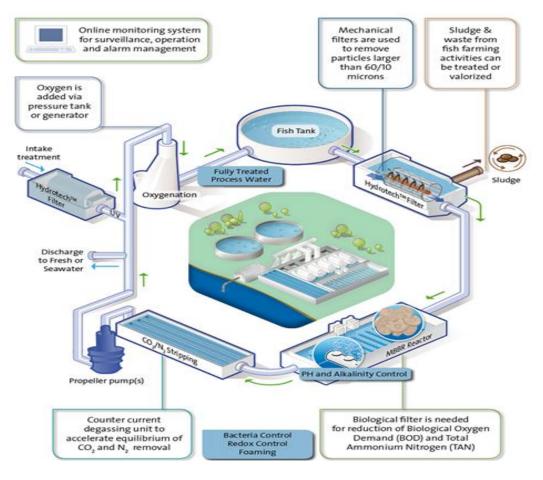
### 1. Effects of combined 'all-fish' growth hormone transgenics and triploidy on growth and nutrient utilization of Atlantic

salmon (Salmo salar L.) fed a practical grower diet of known composition – Elsevier, May 24, 2013

AquaBounty.com

# Operational Expertise is a Competitive Strength and Differentiator

# Recirculating Aquaculture Systems (RAS) are more timely & relevant than ever before



- AquaBounty's operating practices and procedures have been developed and honed over several decades meeting stringent regulatory requirements
- Experience operating land-based RAS salmon farms ensures both the fish and the environment are protected
- Optimizing control over water conditions and recycling greater than 95% requires specific skill sets and focus
- Rigorous biosecurity protects against exposure to disease & parasites eliminates the need for antibiotics, medications or chemicals typically used in sea-cages



# AquaBounty



- AquaBounty Conventional & AquAdvantage Salmon show growth rates on or above targets
- We're delivering solid results in a less than optimal farm design without using the latest technology
- Feed Conversion Rate results outperforming goals at 0.85 (target set to be below 1.0) creating opportunity for COGS reduction

Farm	Fish Type	Status	Number	Weight	Biomass	Harvest
Tallil	тізіі туре	Status	Number	Weight	DIOITIGSS	Harvest
Indiana	Conventional	Growers	108,100	3,300 (g)	357 T	Q2 2020
Indiana	AAS Batch 1	Growers	50,000	865 (g)	44 T	Q4 2020
	AAS Batch 2	Pre-Grow	87,000	210 (g)	18 T	Q2 2021
	AAS Batch 3	Fingerling	88,000	16 (g)	2 T	Q3 2021
	AAS Batch 4	F. Feeders	75,000	0.2 (g)	15 Kg	Q4 2021
Rollo Bay	AAS Batch 1	Growers	17,200	780 (g)	13 T	Q1 2021
	AAS Batch 2	Fry	16,500	40	0.2 T	Q2 2021

Source: Expected harvests based on AquaBounty Technologies, Inc. assumptions and projections.

# Optimizing Current Technology While Innovating for the Future

### **Salmon Genetics**

Improving & delivering enhanced salmon traits:

- Selective breeding
- Gene editing
- Accelerated trait delivery

### RAS Technology Enhancements

- Land-based aquaculture
- Maximize system performance
- Biofilter optimization
- o Biomass optimization
- o Energy efficiency

# Nutrition and Disease

- Better feed formulations
- Sustainability of feed
- Improve RAS performance
- Enhanced performance & resilience
- Nutritional profile

# Additional Species

 Expand product offerings with new marine species

- Biotechnology leader providing molecular solutions that address problems & opportunities for the global aquaculture industry
- World Class operator of land-based Recirculating Aquaculture Systems
- Committed to the excellent husbandry and nutrition of fish



## **Continued Global Expansion**

### **North America**

 Continued expansion in U.S. and Canada with potential for 3-5 farms by 2025

### <u>International</u>

 Conversations continue with expansion partners in South America;
 Asia & the Middle East

 Targeting high volume/strategic Net Import markets to include:

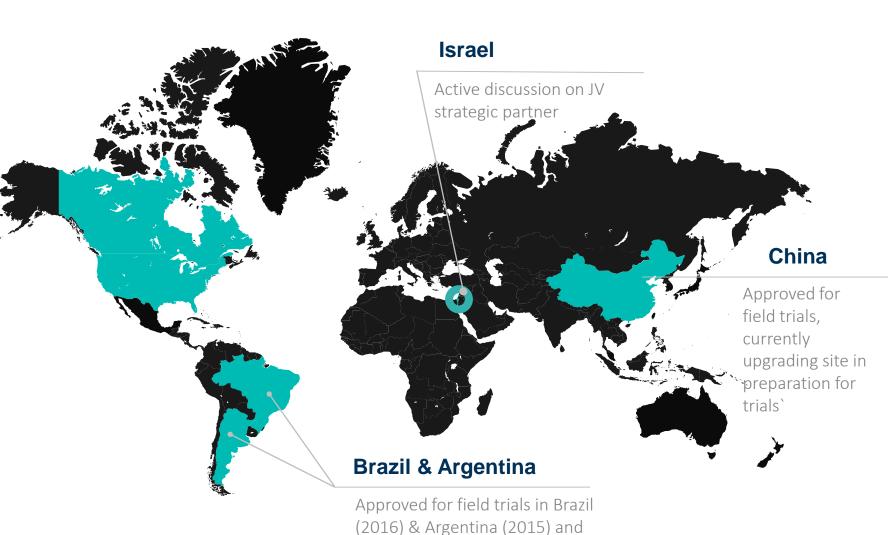
- China: 198,000 mt

- Brazil: 110,000 mt

- Israel: 40,000 mt

- Argentina: 11,000 mt

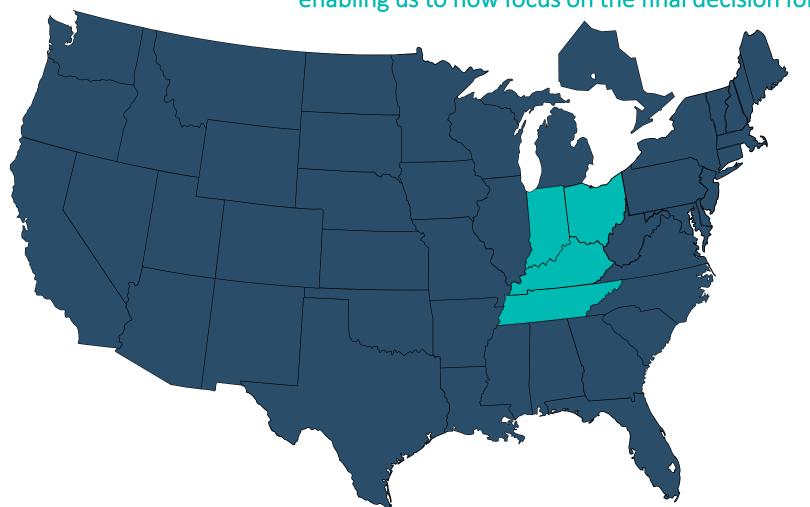
 Brazil trials completed in January 2020



are seeking expedited approval

## **Exhaustive Process to Identify Farm 3**

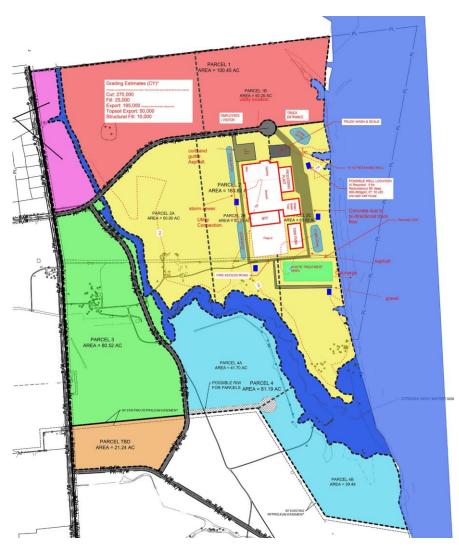
Detailed criteria utilized to refine a list of 238 sites down to 5 site visits, enabling us to now focus on the final decision for Farm 3



### **New Farm Selection Criteria**

- Availability of adequate, clean water supply
- Low electricity rates
- Location close to consumption& major population centers
- Access to available & quality labor pools
- Supportive political environment
- Cost effectiveness

## Finalizing Site and Design Plans



### **Key Considerations**

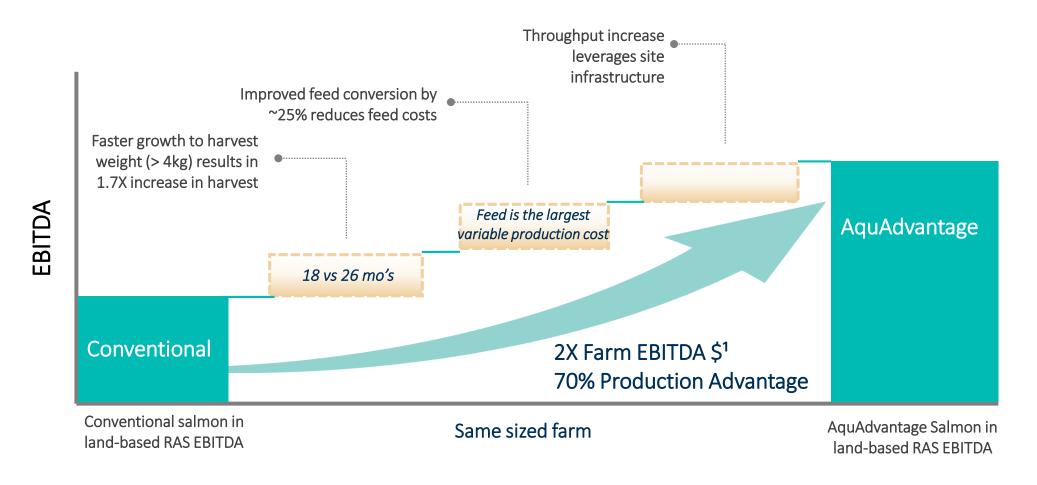
- Ensuring location will accommodate Phase 1 10,000 MT
   Production and Phase 2 Processing
- Completing estimates on cost for site preparation
- Analyzing ground water and discharge requirements
- Determining access to and cost of utilities

### **Next Steps**

- Finalize RAS technology provider
- Negotiate economic and tax incentives
- Purchase real estate
- Complete concept design and project budget
- Initiate permitting process



## AquAdvantage Salmon Economics vs. Conventional Salmon



Faster growth to harvest accelerates returns on investment in farm operations

<sup>1.</sup> Management estimates based on current assumptions. EBITDA is defined as farm operation net income (loss), plus depreciation expense, other income/expense, including interest expense and interest income, and the provision for income taxes.

# Farm 3 Expected to Generate Industry-Leading Economics<sup>1</sup>

	Conventional	AquAdvantage	
Annual Output	5,900 mt	10,000 mt	
Annual Revenue <sup>2</sup>	\$41 million	\$69 million	
Contribution Margin %	24%	37%	
EBITDA	\$15 million	\$31 million	
Payback Period	9-10 Years	4-5 Years	

<sup>1.</sup> Source: Expected harvests based on AquaBounty Technologies, Inc. assumptions and projections.

The data illustrates the financial impact of building a farm for Conventional salmon production but producing AAS salmon instead.

Both our conventional and AAS salmon will be offered at commodity pricing

### Conventional and AquAdvantage Both Profitable

- Precision farming in conjunction with our technical points of difference ensure consistency in supply & cost
- Biosecurity protects from exposure to disease & parasites
- 100% grown, harvested & processed close to consumption
- A fresher product to market with significant reduction in transportation costs & carbon emissions

### Proprietary AquAdvantage Salmon Accelerates ROI

- AAS delivers 2x EBITDA vs. conventional RAS salmon
- GE benefits vs. conventional salmon reflect key advantages:
  - Reduced time to harvest, from 26 months to 18 months for AAS, results in 70% more farm-gate weight at harvest per year
  - Improved feed conversion reduces feed costs by ~25%, which is the largest single component of RAS production expenses
  - Increased production levels result in operating leverage for farm labor & oxygen expenses

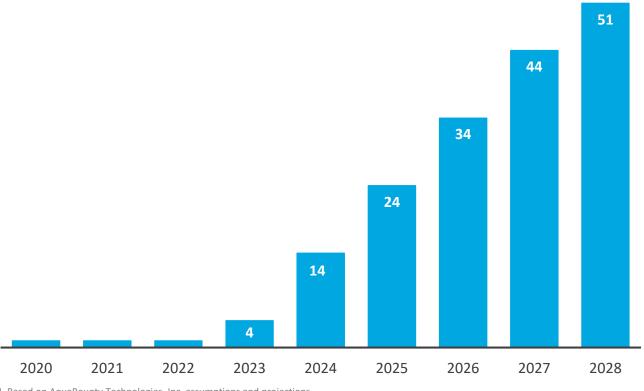
<sup>2.</sup> Revenue assumes commodity pricing, 60% biomass yield at full production

# Current and Long-Term Growth Targets<sup>1</sup>

### **Performance Metrics**

- Production output growth target = 50,000 mt
- Assumes 4 to 5 new farms
- Cost per farm estimated at \$75-100 million each for construction
  - Possibility for non-dilutive financing sources (ex: debt)
- Contribution margin % per farm of 37%
- Payback period of 4-5 years per farm

### **Projected Production Output (mt)**



1. Based on AquaBounty Technologies, Inc. assumptions and projections.

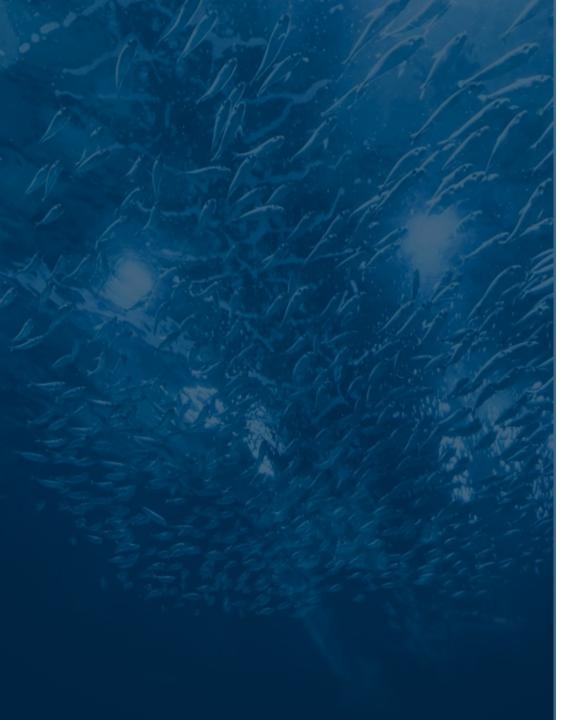
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# Let's Have a Conversation

AquaBounty uses next-generation land-based aquaculture and gene-editing technology that supports ocean conservation and provides consumers with regional access to nutritious, fresh and affordable salmon with no added antibiotics.

### **Investor Relations**

Greg Falesnik
Managing Director – MZ North America
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AQB@mzgroup.us

### AquaBounty

David A. Frank
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