



# Why Become a Quilibrum Partner?



Quilibrum's operating model builds the salt water grower...

## CAPABILITY

- .. TO COMBINE **SUBMERGED AND FLOATING** PRODUCE OF MULTIPLE KINDS
- ... TO **CONTROL MORE VARIABLES** THAT AFFECT PLANT SURVIVABILITY
- ... TO **JUSTIFY** THE GEAR
- ... TO **LOCALLY MAKE** GEAR
- ... TO **INNOVATE & MODIFY** THE GEAR
- ... TO **MONITOR** ACTIVITY

## PROSPERITY

- ... OF THE **GROWER BUSINESS**
- ... OF THE PEOPLE WHOSE **JOB** IT CREATES
- ... OF THE PEOPLE WHOSE **JOB** TRANSFORM INTO **TECHNOLOGY** JOBS
- ... OF THE **GROWER'S** COMMUNITY
- AND OF ANYONE WHOSE **FOOD SECURITY** FARMING ACTIVITY IMPROVES

## RELATIONSHIPS

- ... WITH **BUYERS**
- ... WITH **COMMUNITY** INTERESTS
- ... WITH **ACADEMIA** AND SCHOOLS
- ... WITH **GOAL-DRIVEN** GOVERNMENT PROJECTS
- ... WITH **CONSERVATION** GROUPS
- ... WITH **OVERSIGHT** BODIES

## ENVIRONMENT

- **HEALTHIER** BECAUSE **GROWERS REMOVE CO2**
- **HEALTHIER** BECAUSE **SEAWEED & MANGROVE** GROWING SUPPORTS MANY OTHER SPECIES
- **HEALTHIER** BECAUSE **SEAWEED DE-ACIDIFIES** WATER
- **HEALTHIER** BECAUSE **MANGROVES SLOW DOWN** COASTLINE EROSION

## OUR UNIQUE SERVICE PROPOSITION/

We partner with growers in a crop revenue sharing model for a period of 6 years, helping develop a successful farming business.

Under a Quilibrum partnership, we provide agreed products and services needed for

- Assistance in **botany selection** and **field design** and **business planning**.
- The **floating infrastructure solution**, made at-cost, and mostly manufactured by the local team on-site.
- Assistance in setting up **production tooling**, both **3D printing** to allow design change and innovation, and the necessary set-up for volume production.
- **Jumpstart training** to train local teams in producing, deploying, using and modifying solution gear.
- Engagement with ongoing academic oversight to help determine required monitoring and ensure expert guidance.
- A compatible monitoring solution to collect data required by the grower and any agreed oversight bodies.

## CONTACT/

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## OUR TEAM/



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Product & Service Design



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# The Why

Our salt water farming infrastructure was not designed for a plant. It was designed to **empower the grower**.

**Floatation** is taken care of, so **attached gear can be cheaper** and simpler. **Crop can be grown down and up**, offering growers **density** and **pivot options** when they need to change crop... and with minimal redeployment. Components get **manufactured on-site**, and at a **price-point the farming activity can justify**.

Most crucial - **the production method empowers growers to prototype, change and innovate**, allowing them to roll their experience into design improvements.

Empowering the field is how we make this a **living design**.



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Supporting up to 80kg per float, field designs use as many floats as needed to hold decks above water, submergible planters, submerged seaweed lines laid right from the float, or monitoring gear that can access cable, water and air.

## The Stuff on Top



## The Floats

Cable-locked and unflippable, floats expose a universal socket upwards, for top-down screw, peg or rope-with-a-knot coupling.

Floats can be 3D-printed on site (in parts or as a unit) for customising or innovating, and injection-moulded on-site once ready for volume rollout.



## The Cable Grid

Anchored and secure, the grid's job is simple: use intersection points to hold floats in position, wherever they are needed on the grid, and ensure they do not flip.

Cheap enough for scale, strong enough to handle sideways forces working on a hectare+ field. Slim enough to not block sunlight.