

A large indoor vertical farm with multiple levels of basil plants. The structure is made of white metal frames and is filled with lush green basil. Several people are working in the facility. Two men are sitting on a high platform, one wearing a blue cap and the other a green shirt. Two other men are sitting on a lower platform, one in a light grey shirt and the other in a brown shirt. A man in a black polo shirt with the 'Canopii' logo is holding a tray of basil. The word 'Canopii' is overlaid in the center in a large, black, serif font, with a small green leaf icon above the letter 'o'.

# Canopii

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Canopii builds autonomous greenhouses that grow organic produce independent of land, labor, and weather.

By creating the smallest possible greenhouse that justifies the cost of automation, we eliminate the two largest farm cost drivers, labor and distribution, allowing us to build local food supplies wherever demand exists.

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**\$3.6M** raised in Grants & VC   **6** full-time employees   **Seed** round active

## The Opportunity

**The demand for local produce has never been greater.**

**The farms that can supply it are disappearing.**

### DEMAND

**73%**

Local is the most trusted label in produce

**75%**

Will pay a premium for locally grown

**83%**

of retailers identified local as a key differentiator

### SUPPLY

**141K**

small farms lost between 2017 to 2022

**58**

average age of the American farmer

**55%**

of grocery shoppers say limited local offerings keep them from buying more local

## The Structural Problem

# No current systems are built for local.

### CENTRALIZED PRODUCTION

*California, Arizona, Mexico*

**\$2.7B** per year in supply chain overhead and **\$2.2B** per year in food waste. A system built for volume, not community.

*Extracts value from every community it serves.*

### REGIONAL GREENHOUSES

*100 to 300 miles away*

Regional is not the same as local and it does not bring a clear differentiator to consumers.

*A smaller version of the same extractive model.*

### LOCAL FARMS

*In your community*

No supply chain overhead and economic value stays in the community but is limited to seasonal outlets.

*Right economics, but wrong infrastructure for grocery.*

## Our Solution

# A fully autonomous greenhouse that grows organic produce within the communities it serves.

### FOOTPRINT

**2,500 sq ft**

*Smaller than a basketball court*

### ANNUAL OUTPUT

**40-50k lbs**

*Certified organic leafy greens*

### POWER DRAW

**100A / 240V**

*Same as a household washer and dryer*

### WATER

**Single spigot**

*Closed-loop, virtually zero runoff*

### LABOR

**Fully robotic**

*Seeding, transplanting, harvesting, binning*



### MANUFACTURED BY

**GK Machine Inc.**

Trusted partner of John Deere, Taylor Farms, and Carbon Robotics

4 years of manufacturing optimization

### CERTIFICATIONS

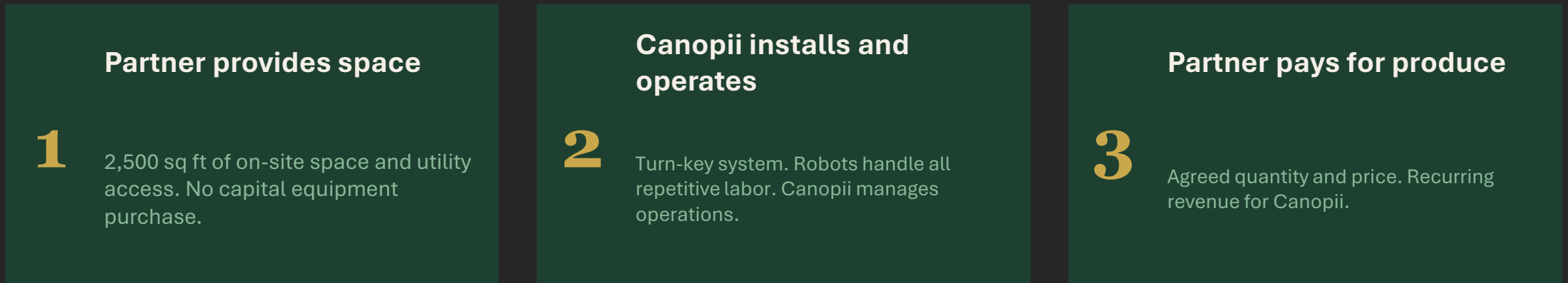
CCOF Certified Organic

U.S. Patent Pending

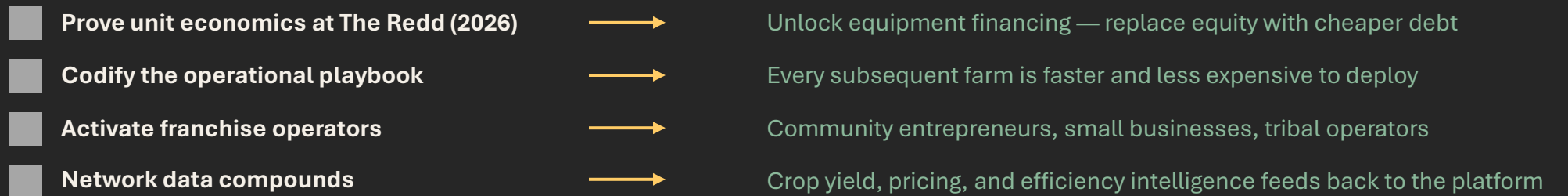
## Business Model

# Canopii sells produce direct from farm to shelf.

### HOW IT WORKS



### THE FRANCHISE FLYWHEEL





## Unit Economics – Canopii Owned

# Farm-level profitability at a local scale.

Material Costs	\$450,000
Installation Costs	\$150,000
Annual Operating Costs	\$137,000 / yr
Annual Land Rent	\$12,750 / yr
Last Mile Distribution (optional)	10% of revenue
Annual Revenue	~\$388,000

Gross Margin	62%
EBITDA (to Canopii)	\$196K (50.5%)
10-Year IRR	24.6%

## Unit Economics — Validated

**These are not projections. They are quotes, contracts, and operational data.**

LINE ITEM	AMOUNT	SOURCE
Material Costs	\$450,000	QUOTED GK Machine and component vendors
Installation Costs	\$150,000	QUOTED Essex GC & J&R Construction
Annual Operating Costs	\$137,000 / yr	OPERATIONAL DATA Two years of prototype operations
Annual Land Rent	\$12,750 / yr	MARKET RATE For undeveloped downtown urban space
Last Mile Distribution	10% of revenue	CONTRACTED B-Line Sustainable Urban Delivery
Annual Revenue	~\$388,000	LOI Volume and pricing from New Seasons Market

## Go-To-Market

# The pieces are in place. This raise builds the farm.



### THE LOCATION

## The Redd on Salmon

*Ecotrust — Portland, Oregon*

Leading Pacific Northwest nonprofit. Authors of the defining Agriculture of the Middle research.



### DISTRIBUTION

## B-Line Sustainable Urban Delivery

*Last-mile electric cargo bike delivery*

Already distributes to all New Seasons stores. 10% margin built into Canopii unit economics.



### RETAIL

## New Seasons Market

*22 stores across the Portland metro*

Agreed to purchase 40,000 lbs at \$8-9/lb. Four custom private label SKUs in development.

## Target Market

# Three niches large farms structurally cannot serve.

01

### Local Organic Packaged Petite Leafy Greens

*\$8-10B packaged salad mix market, 6% CAGR*

Custom SKUs for grocer private label — anchored by packaged salad mix, extended into Asian greens. Four SKUs in development with New Seasons Market.

02

### Living Herbs and Lettuce

*Inherently local category — cannot be shipped economically*

Large farms cannot ship living plants. Poor packing density means you are shipping air. Canopii is built for it. Currently supported by USDA SBIR grant.

03

### Nursery Picking and Trimming

*\$9M grant submitted with Oregon State University*

Robotic picking and trimming for nursery operations and vine-ripe produce. Canopii's robotics platform extends into additional commercial application.

## Market Opportunity

Prove the model in premium. Scale into mainstream.  
Expand globally.

1.

**\$194M**  
SOM

BEACHHEAD

Premium natural grocers & independents

2.

**\$7.4B**  
SAM

DOMESTIC EXPANSION

US packaged salad market, 2024

3.

**\$21.6B**  
TAM

GLOBAL OPPORTUNITY

Developed Europe & Asia markets

## THE COMPARABLE

### Little Leaf Farms

Top-selling greenhouse packaged lettuce on East Coast

*20% of regional packaged lettuce sales in 2023.*

**BUT LITTLE LEAF IS REGIONAL.**

*73% of consumers prefer local over all other options. Little Leaf cannot offer that. Canopii can.*

## Traction

# The market has already said yes.

### COMMERCIAL

- Annual supply contract agreement in final negotiation with New Seasons
- First commercial farm at premier event space in Portland (featured on Top Chef)
- LOI signed with Confederated Tribes of the Umatilla Indian Reservation (CTUIR) for second deployment
- Currently selling produce into Okta a Michelin-starred restaurant in McMinnville, Oregon
- Featured in TechCrunch

### CAPITAL

- \$3.6M raised to date. \$2.3M non-dilutive.
- \$3.3M in submitted grants: USDA SBIR Phase II, AFRI SAS, AFRI FAS DAFS-CIN
- AgWest Farm Credit equipment financing qualification upon commercial validation
- Active due diligence with Umatilla Tribe

### TECHNOLOGY

- Full-scale prototype robotics operational from seed to harvest.
- CCOF Certified Organic
- U.S. patent pending on core architecture
- On-site with one of the largest agriculture machinery manufactures in the US.
- Ready for mass production.

## Competitors

Canopii builds the only robotic greenhouse designed to operate locally.

	Canopii	little leaf	beanstalk	hippo®	AREA2 FARMS
Supply Chain Independence	✓	✗	✗	✗	✓
Project Costs	\$600k	\$30-60M	\$3-4M	\$10-20M	\$1 – 3M
Footprint	2500 sq ft	10 acres	33,000 sq ft	10 acres	5000 sq ft
Scale to Demand	Pull	Push	Push	Push	Pull
Labor & Energy Reduction	✓	✓	✓	✓	✗

## Competitive Moat

# This is hard to replicate and takes time.

### Layer 1: Patent Pending

Core system architecture patent pending with the USPTO.

### Layer 2: GK Machine Manufacturing Partnership

Four years of manufacturing optimization with the largest agricultural manufacturer on the west coast, GK Machine, for cost, scalability, and quality.

### Layer 3: The Clock Started Four Years Ago

Hardware at this level of integration takes years to develop. Four years of engineering iteration, manufacturing calibration, and field testing cannot be compressed. A competitor starting today is four years behind.

### Layer 4: Organic Compliance Is Engineered In, Not Added On

CCOF Organic certification requires the entire system to be designed around compliance. A competitor cannot retrofit certification onto an existing design.



## Roadmap

# From first commercial farm to franchise platform in four years.

	- 2025	2026	2027	2028	2029
Stage	R&D	Pilot	Pilot	Break Even	Profitable
Revenue (Reoccurring)	\$12k	\$200K	\$2M	\$4.5M	\$8.2M
Farms Built	Prototype	1	3	7	13
EBITDA*		\$(1.2M)	\$(1.3M)	\$(940K)	\$1.4M

Farm 1 funded by this raise. Farms 2 onward funded by AgWest Farm Credit equipment financing, unlocked by commercial validation of Farm 1. Equity is replaced by debt.

*\*EBITDA losses reflect company-level overhead during farm validation phase, not farm-level economics.*

# TEAM

Our team has deep experience in product development, automation, manufacturing, and hospitality.

Backgrounds include:

CORNING

Meta

FLIR

LOUPE

SIGSAUER

Olympus  
CONTROLS

BELL'S

Inspired Brewing

SIERRA NEVADA



**David Ashton**  
CEO, Founder



**Sam Pepperwood**  
Senior Mechanical Engineer



**Ryan Jones**  
Senior Software Engineer



**Ryan Tovey**  
Operations & Revenue Manager



**Jack Davis**  
Junior Grower



**Chloe Butel**  
Ag Systems Engineer

## Advisors



**Scott Grout, Operations & Business**  
CEO of Cedexis, RadiSys, and Chorum



**Mariah Scott, Startup Growth**  
CEO Rantizo (Acquired) & Skyward (Acquired)



**John Archer, Product Development**  
Engineering Director at Intel



**Amanda Osborne, Business Development**  
CEO Finnriver Farm and Cidery



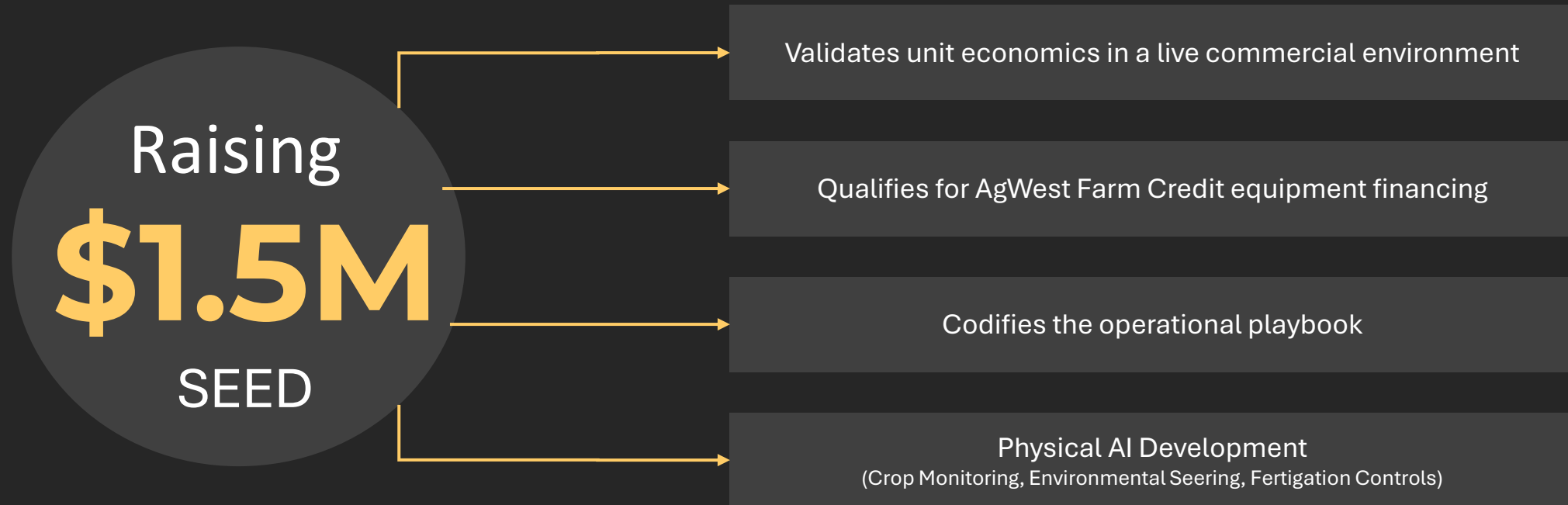
**Alex Reed, Startup Growth**  
CEO Fluence Analytics (Acquired)



**Aina Konold, Financing**  
CFO Pacsun, Bowflex, GAP

## The Ask

# This capital funds one farm. But it is not just a farm.



## Pre-Seed Investors





# Thank you

David Ashton  
Founder and CEO  
Website: [Canopii.us](http://Canopii.us)  
Email: [dashton@canopii.us](mailto:dashton@canopii.us)  
Phone: (916) 213 – 9550