

PRC SPIANT



GROWING DEMAND FOR PRODUCE THAT'S FRESH AND LOCAL

**Accelerate Your Speed to Market and Enhance Profitability With
Unmatched Controlled Environment Agriculture Expertise.**

YOU TASTE THE OPPORTUNITY

You're struggling to keep up with consumers' growing demand for fresh fruits and vegetables grown locally.

That's how you know you're in the right business.

People are consuming healthier produce that is rich in flavor. This explains why sales of leafy greens and berries are increasing faster than other produce items.ⁱ



More Demand for the Local Produce You Supply

24% of U.S. shoppers are buying more U.S.-sourced products.ⁱⁱ

- 42% of this group wants to support local businesses and brandsⁱⁱⁱ — signaling a significant change in consumer behavior, since most vegetables sold in the United States are imported.

75% of younger consumers are willing to pay a premium for fresh food.^{iv}

- 72% of this group values sustainability and considers local sourcing as a way to address environmental concerns.^v

And it's why more investors also are pursuing ways to capitalize on this growing industry.

However, you can be in the right business at the right time and still not succeed.

Competition among producers and retailers of fruits and vegetables is fierce. Prices fluctuate. Labor remains hard to find. Technology advances rapidly. Consumer tastes switch just as quickly.

How will you make sure these shifts and challenges do not spoil your ambitions?

i Raul Fernandez, "Top Seven Trends for Fresh Produce in 2021," Produce Business, February 2, 2021, <https://www.producebusiness.com/top-seven-trends-for-fresh-produce-in-2021> (accessed March 11, 2021).

ii Raul Fernandez, "Top Seven Trends for Fresh Produce in 2021," Produce Business, February 2, 2021, <https://www.producebusiness.com/top-seven-trends-for-fresh-produce-in-2021> (accessed March 11, 2021).

iii Raul Fernandez, "Top Seven Trends for Fresh Produce in 2021," Produce Business, February 2, 2021, <https://www.producebusiness.com/top-seven-trends-for-fresh-produce-in-2021> (accessed March 11, 2021).

iv Barb Renner, Brian Baker, Justin Cook, and Josh Mellinger, "The future of fresh: Patterns from the pandemic," Deloitte, October 13, 2020, https://www2.deloitte.com/content/dam/insights/us/articles/6898_CIL-Future-of-Fresh-2-0/DI_Future-of-fresh_2.0.pdf (accessed March 11, 2021).

v Barb Renner, Brian Baker, Justin Cook, and Josh Mellinger, "The future of fresh: Patterns from the pandemic," Deloitte, October 13, 2020, https://www2.deloitte.com/content/dam/insights/us/articles/6898_CIL-Future-of-Fresh-2-0/DI_Future-of-fresh_2.0.pdf (accessed March 11, 2021).

THE MORE YOU GROW, THE MORE YOU'LL GROW

You want to start, expand or invest in a produce-growing business. Or you intend to diversify your established operations to grow more fruits and vegetables in multi-state operations, each supplying local retail centers, groceries and restaurants.

You have the vision but may not know how to make it happen on time and within budget.

It's time to demand thinking.

INTRODUCING PROSPIANT

We are your controlled environment agriculture (CEA) technology partner for produce growers of all sizes. We offer you innovative growing equipment, structures and systems.

By partnering with Prospiant, you will:

- Work directly with our specialists who will share their knowledge to help you stay ahead of new processes and the latest equipment as well as business, marketplace and regulatory trends
- Always be in the know about important industry changes

- Create what we call **the complete produce ecosystem** of structures, equipment and systems that maximize yield and profits
- Leverage our deep experience from soil to market
- Access the expert insights your business needs to capture growth opportunities as well as discover the confidence and support to succeed now and during the next phases of your business plans

Choose Prospiant when you need to set up, get growing, prove profitability, and scale quickly, whether for fruits or vegetables — or both.

MAXIMUM YIELDS WITH A COMPLETE PRODUCE ECOSYSTEM

There's no such thing as a "one-size-fits-all" greenhouse project — not when you intend to:

- Grow your lettuce, tomatoes, cucumbers, sweet peppers, strawberries and other produce with lower operational costs, less water, and fewer fertilizers and pesticides
- Ensure your fruits and vegetables reach your customers at retail centers, groceries and restaurants at peak flavor and freshness
- Advance cultivar research and educate growers to expand the controlled environment agriculture (CEA) industry



WE WILL HELP YOUR BUSINESS GROW THE WAY YOU WANT TO GROW

There are many different methods to achieve optimal growing conditions in your controlled environment agriculture operation. So where do you start?

With Prospiant. Our people have succeeded at every aspect — design, installation, integration, operations, maintenance and expansion — over and over again.

Our produce-growing specialists can help you select the business model, structures, equipment and processes that are best for you.



COME TO US TO GO TO MARKET

Get industrial-strength knowledge and deep expertise from the largest U.S. provider of the complete fruits and vegetables ecosystem.

You're searching for a produce-growing technology partner who possesses the technical know-how to get your produce to market quickly **and** has achieved the financial strength and stability upon which you can rely today and for years to come.

You want to work with an authentic partner who:

- Listens to and understands your needs
- Oversees the lifecycle of your project
- Operates as a reliable partner and not just a vendor
- Offers tailored solutions
- Provides excellent technical support
- Enables you to become recognized as a produce industry leader
- Delivers projects on time to meet your planting schedule

You've found it. Say hello to Prospiant.



CULTIVATE YOUR OPPORTUNITY NOW

We provide custom solutions that are just right for any phase of your project; when you need it, we also can deliver a complete turnkey facility.

DESIGN

Design and Consultation Services

Advisory and support services, including:

- Architectural design
- Engineering
- Design and planning
- Budgeting
- Permitting

BUILD

Greenhouse Structures

Complete design, engineering, supply and construction services, including:

- General contracting
- Site preparation
- Main external structures
- Benches and tables
- Racks and trays
- Roof glazing
- Ventilation
- Light abatement

Growing Equipment

Critical equipment and systems enabling growing environments, including:

- Dehumidification
- Heating
- Irrigation and fertigation
- Shades and curtains
- Electricals and wiring
- Grow gutters
- Drain water recirculation

INTEGRATE

Controls and Zoning Systems

Software and hardware systems used to monitor and control growing environments, including:

- Automation and controls
- Air ventilation and recirculation
- Climate and environment
- Security and monitoring hardware and software
- Water disinfection
- Labor management
- Artificial lighting
- Sorting and packing equipment
- Administrative buildings
- Packhouse and bunkhouses

OPERATE

Operations and Maintenance

Products, services and equipment used in ongoing growing operations, including:

- Aftermarket parts
- Consumables
- Maintenance
- Emergency repair

MINDS FOR YOUR BUSINESS

From plant to market, we work alongside you and your team. We listen to your challenges and respond with agility, attention and care because we measure our success by how much we contribute to the growth of your business. That's what strong partners do.

That's Prospiant.

OUR HERITAGE


Our smarts, savvy, technologies and strategic thinking stand upon the foundation of our rigorously vetted, well-managed portfolio of industry-leading growing companies in the next decade's most consequential growth sectors. Our heritage brands and solutions include:

- **ThermoEnergy Solutions Inc.**, complete large-scale commercial greenhouse solutions, including design, engineering and installation of turnkey projects; founded in 1988
- **RBI (Rough Brothers Inc.)**, leading provider of climate-controlled structures and custom growing solutions for research, retail and commercial applications; founded in 1932
- **Nexus Greenhouse Systems**, leading commercial and cannabis greenhouse solutions provider; founded in 1967
- **Apeks Supercritical**, industry-leading CO₂ extraction technologies; founded in 2001
- **Delta Separations**, innovative ethanol and solventless extraction, recovery and distillation technologies; founded in 2015
- **Tetra**, commercial indoor cannabis cultivation systems





DESIGN



BUILD



INTEGRATE



OPERATE