

You Decide: Global Aquaculture Innovation Award Finalists Make Their Pitch, Sponsored by Skretting

- **CRISTIÁN MORENO**, MNL GROUP / FUTERPENOL
- **MIHIR PERSHAD**, VAKSEA
- **ZACH STEIN**, OSMO SYSTEMS / OSMOBOT



Osmo Systems

Zach is a serial entrepreneur from San Francisco, with a background in urban agriculture. Osmo Systems' original mission was to use optical sensing technology to allow hydroponic farmers to monitor their water quality online. In late 2016, the company started receiving interest from finfish and shrimp farmers. The company led the effort to educate Silicon Valley venture capitalists about opportunities in aquaculture and raised a significant seed round from top investors in 2017.

ZACH
STEIN
CEO
CO-FOUNDER

Osmobot

Cutting edge water
quality sensor
technology:

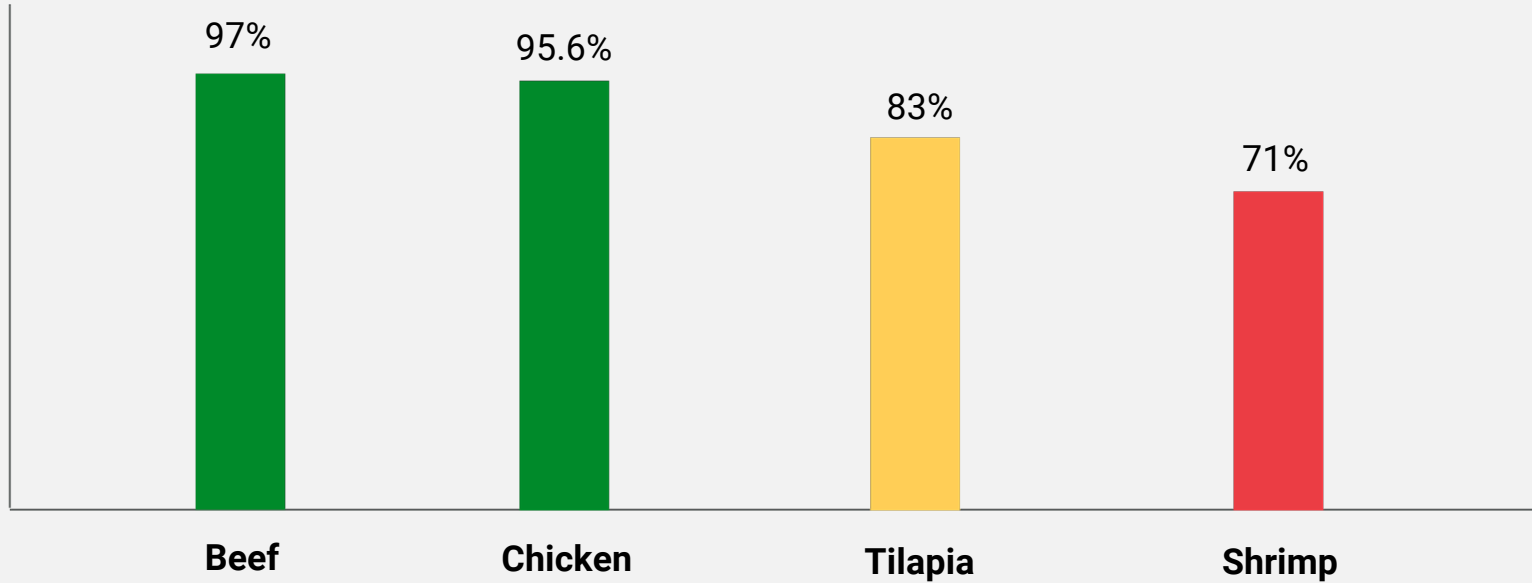
100% built for
outdoor aquaculture

www.osmobot.com

Zach Stein - CEO



Average Survival Rates



Poultry



Shrimp



**To achieve predictable yields,
farmers need better tools to collect data.**

The High Cost of Manual Monitoring

USDA Case Study: US Catfish Industry in 2005



Monitoring is Still Manual Because:



Too expensive



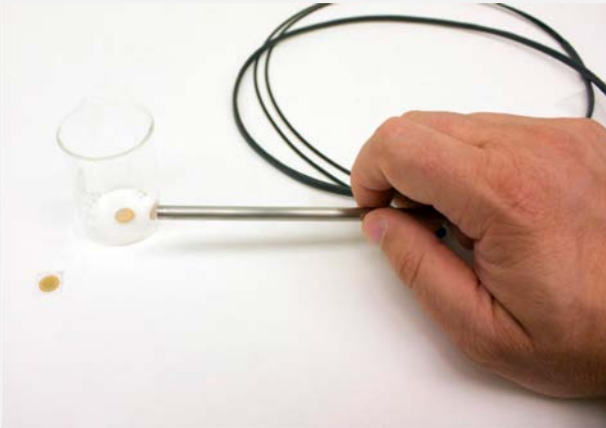
Too difficult to
keep calibrated/clean



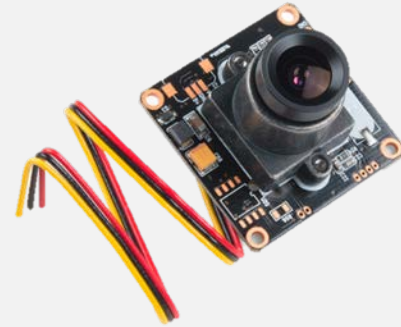
Innovation at the Sensor Level

Osmobot: Combination of two cutting edge sensor technologies

Optical Sensing



Computer Vision



A Sensor Designed for the Pond

Cartridges, Not Probes

No more recalibration! Osmobot tells you when to replace the optical cartridge and clean the sensor

One Sensor, All Key Parameters

Dissolved oxygen, pH, NH₃ (ammonia), and temperature

Affordable Package

90% less than equivalent monitoring systems today



Silicon Valley Software

Simple Farm Management

Live and historical data from one pond to your entire operation

24/7 Notifications

Get alerts and alarms to avoid disaster

Advanced Analytics

Computer vision and deep learning allow the system to improve over time



Osmobot's Evolution

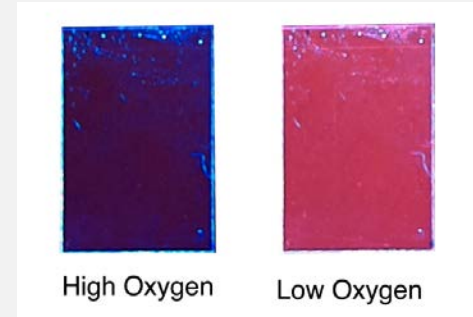
Merging Optical Sensing with Computer Vision



Developed multi-parameter
sensor algorithms



Improved mechanical
designs



Implement
computer vision

...2017

2018

2019...

The Path to Predictability Begins with Data

Zach Stein

CEO – Osmo Systems

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Pilots coming to Ecuador in 2019