

Reminders

1. **Remember:** this is a complex robot in a cannabis-focused space, there will be many doubters and many critical of the technology. Further, it is a beta-robot, still in development-- approx 10 months from production. Many at these conferences are expecting a full product-- we do not yet have that!
 - a. Please respond politely and patiently with all individuals, even the critics
 - b. Please defer to the FAQs below, or defer to me for answers to any questions
 - c. Remind the individual that this product is still in development AND his or her feedback could be very valuable. Offer to take down their number and email.
2. **Remember:** We currently trim wet cannabis. We have built the algorithm for dry cannabis as well and will focus on a dry trimmer after we have perfected this version.
3. **Remember:** We would like to compare apples to apples, that is *hand-trimming* vs. *robotic trimming* NOT machine trimming (it does not produce hand-trim quality results, and significantly damages the trichomes).
4. **Remember:** Use the 'Product Datasheet' to tout the 'Benefits' of robotic trimming, and to reference the statistics, such as speed (*1.2-2.0 pounds per hour per team of 6 robots, 1 operator*).
5. **Remember,** although we trim wet cannabis, the statistic and rate of trim is in reference to trimmed and dried, final product.

FAQs

- How much does it cost?
 - **Targeting a cost competitive with hand trimming, with an end cost of just \$20-\$30 per pound**
- When will it be ready?
 - **In Q4 2019 for production**
- How fast can it trim?
 - Compared to human
 - **Currently 1 times a human.**
 - **Production goal: 2x-3x human**
 - Compared to a tumbler machine
 - **This is like comparing apples to oranges because a machine trimmer requires additional labor before and after the trim due to it's semi-manual nature. Thus, we only compare apples to apples, such as hand trimming.**
- Can I invest?
 - **If you are an accredited investor, you are welcome to speak with Jon.**
- How much have you raised?
 - **Please speak to Jon for financials.**
- Why did you start this? What is blooms story?
 - **Bloom was incorporated in April of 2016. The story starts in 2015 when Jon built his first prototype in his apartment. Having worked in agricultural**

robotics before, the task of automating a harvesting process was not new to him. A show called 'Cannabis INC' on CNBC opened his eyes to the arduous process of trimming cannabis.

- There is no way it is better than hand trimming- this sucks!
 - **We believe our solution is currently 90% as accurate as a human, with the potential of 97% accuracy as a result of the parent algorithm's current level.**
- How does it work?
 - **Machine learning-- specifically, supervised machine learning. 6,000 images of cannabis were programmed into the dataset to train the algorithm.**
- Why has it taken so long?
 - **Due to the complex nature of robotics, and the development of cutting edge machine-learning algorithms, our product requires a significant development cycle. Additionally, we want to accomplish the task with as much efficiency and accuracy as possible when the equipment is released to production.**
- I want to get involved, how do I?
 - **Cultivators can get on our pre-sale and beta-test list. Please see our sign-up form. If you are an accredited investor, we welcome you to speak with our CEO, Jon.**
- Where are you in the process?
 - **We are currently beta-testing, with our first client to receive a unit in December.**
- How many people are working on this?
 - **We have a team of 3 full-time and 4 part-time employees.**
- Are there any similar products or competition?
 - **In parallel industries, such as strawberry harvesting, there are robotic solutions available. Currently, the only other solution, which is not fully automated like ours, are tumblers such as the 'Twister' and the 'GreenBroz'.**
- Is this in operation anywhere? If so, how is it doing?
 - **We are currently deploying to Revolutionary Clinics in Massachusetts. Operation is expected to begin in December.**
- What do growers have to say?
 - **Current reviewers of the trimmed product can rarely discern the difference between hand-trimmed and robo-trimmed flower.**
- What do consumers have to say?
 - **See above.**
- How long have you been working on this project?
 - **Bloom was incorporated in April, 2016. The idea has been in progress since late 2015.**
- How many people you need to operate the ~~machine~~ **ROBOT**?
 - **One individual can operate up to 6 robots at a time.**
- Will you rent or lease this?

- **Yes we do plan to rent and lease the equipment. Current pricing is not know.**
- We want one- how do I buy or lease one?
 - **See above.**
- I want to buy your stock!
 - **We are currently privately held. Please see Jon for accredited investor opportunities.**
- Is this as fast as it will go?
 - **No-- we are expecting to increase speeds 2-3 times as fast as current testing.**
- How much can you load in?
 - **Currently, we expect the equipment to handle conveyors with 8-12 branch capacities.**
- Do you need special training to work it?
 - **Training for the Bloom system is minimal -- approximately 2-3 days of training is necessary to become a 'robot operator'**
- What happens if we buy it and it breaks?
 - **The system comes with a one-year warranty. Afterward, a service plan is available to keep the robots running 24 hours a day.**
- Will someone come to train staff and fix it it breaks?
 - **Yes, Bloom Automation has technicians available to make site-visits.**
- How long will one machine last?
 - **Each robot is built to last at least 5-8 years with appropriate maintenance.**
- What is our return on investment and how quick will we see it?
 - **Given a 6-robot team and one human operator, customer can expect to see a return on investment in under 12 months**
- What is your valuation?
 - **Please see Jon for more information regarding investing and financials.**
- When will series a start?
 - **Please see Jon for more information regarding investing and financials.**
- How much are you planning on raising?
 - **Please see Jon for more information regarding investing and financials.**
- How many test clients do you have? Do you need more?
 - **We currently have over 10 test clients, and we do have openings on our waitlist.**
- What are the major hurdles left?
 - **We are seeking to increase speed to 3 times that of the current system, and increase accuracy to remove each and every leaf and crow's feet.**
- What was the hardest part?
 - **Developing a proficient and instantaneous algorithm to segment and identify each part of the plant.**
- Do you have a patent?
 - **Yes, we are patent pending currently.**