

## Overview - Problem and Solution

Did you know that each outboard motor used by millions of professional fishing and water taxi boats globally emits as much CO<sub>2</sub>e as 20 cars? It adds up to a total of 0.5Gigatons of greenhouse gases per year.

Our mission at **gempacs** is to reduce those emissions with our integrated marine electrification solution: we create the charging infrastructure in the ports, the IoT software and make new or convert existing boats to 100% electric. 3<sup>rd</sup>-party microloans make the transition affordable also for poor boat owners, generating for them cost savings from electricity up to 80% on opex and ROI>200%, while riding sustainable boats with no compromise on range.



Our initial target is Indonesia: we can scale up by geography and market segments, incl. leisure.

Our approach is applicable to millions of boats globally.

## Market

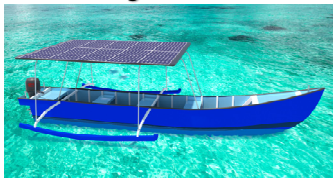
The Marine Electric Mobility market is now where the electric mobility market was 15 years ago. Electric outboard motors will take over the current outboards market over the next 15 years. Overall, this is a \$100bn+ Total Addressable Market. There are 1,300,000 suitable-for-conversion fishing and water taxi boats in Indonesia, one of the world's largest national markets.

## Go To Market

We are a B2B business: our customers are development investors, local governments and, ultimately, professional boat owners. We target them through institutional counterparts and local co-operatives to maximise efficiencies and market penetration.

## Product

We convert existing boats (or assemble new ones) to 100% electric by retrofitting motors and PV roofs, adding batteries and electronics and restoring the hulls. We also install and operate charging stations in the ports, with the IoT software to make the system work.



## Business Model

We generate 2 main revenue streams:

- one-off: electric conversion kit or new boat sale
- recurring: energy and SaaS sales (incl. geo-localization)

## Traction in Indonesia

- 5 working electric boat prototypes in the water
- 1 charging station
- MoUs signed with local partners
- Potential orders for 500+ boats awaited



## Industry and Competition

Existing competitors focus on electric motors or electric luxury boats for leisure use in Europe or North America.

Competition to electrify fishing boats and water taxis in emerging markets is very limited due to cost, lack of charging infrastructure and technological restrictions.

## Competitive Advantage

Our Unique Selling Proposition is centred around our full stack integrated approach with boats, port charging infrastructure and the IoT/AI software.

As a cost-efficient alternative, we can convert motors into 100% electric by retrofitting the internal parts.

By obtaining microloans through local institutions, the boat owners do not pay upfront for transitioning to electricity while achieving higher disposable income, convenience and autonomy.

We are asset-light and do not retain ownership of neither boats nor manufacturing assets.

## Team

An expert core team with solid, extensive international track record in automotive, energy, naval, telecoms, real estate, mechanical engineering and manufacturing.

## Fundraising

This capital injection will allow us to operate from at least 2 ports, sell 100+ conversion kits and generate \$1.5M+ in sales in the first 18 months in Indonesia.

We are seeking SAFE, convertible note or equity investment from angels, institutional investors and/or family offices, all ideally contributing with contacts and partnerships too.

We obtained SEIS/EIS Advance Assurance from HMRC.

## Expansion Strategy

Our roadmap includes Philippines and Thailand but we can be opportunistic in the geographic approach.

Future potential includes expansion into other segments (e.g. leisure), production of energy to charge our infrastructure and 3D-printing of hulls with hydrofoils.

Exit will be through outright sale to incumbents, private equity investors or even an IPO in 5-7 years.