

A new era for naval transportation from leisure boating to commercial shipping



SEALENCE
nothing like us

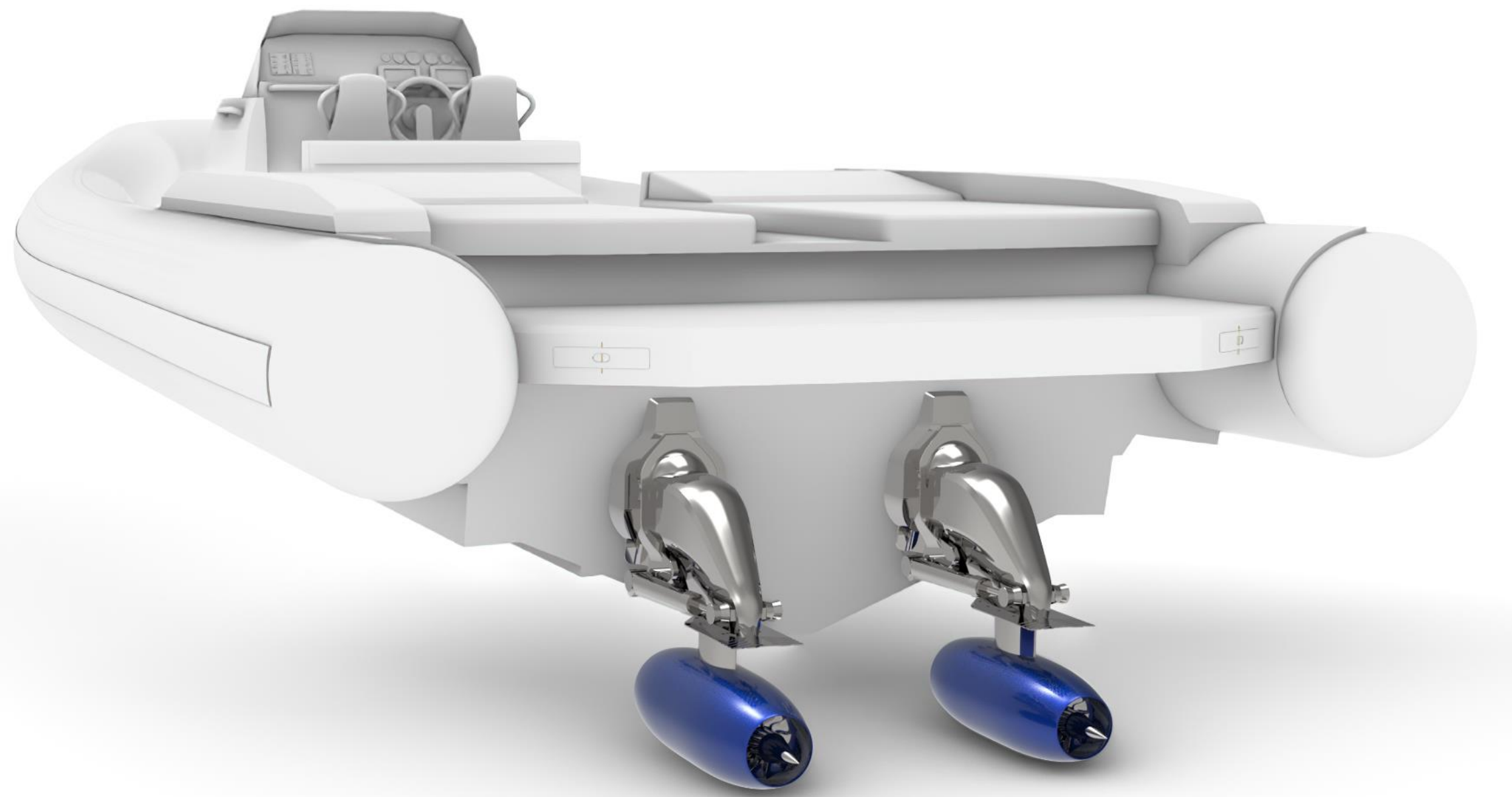
a TIER-1 Company



DISRUPTIVE DEEPTech GREEN

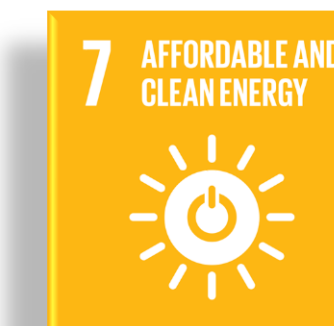
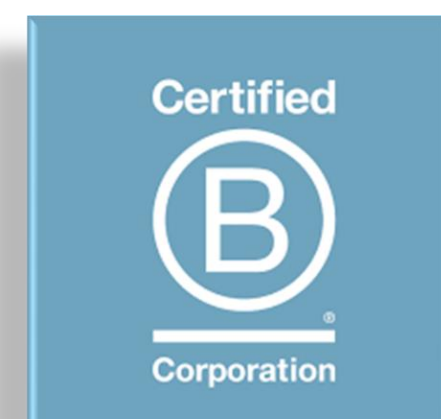
Presentation Deck

water is the only footprint you will leave behind



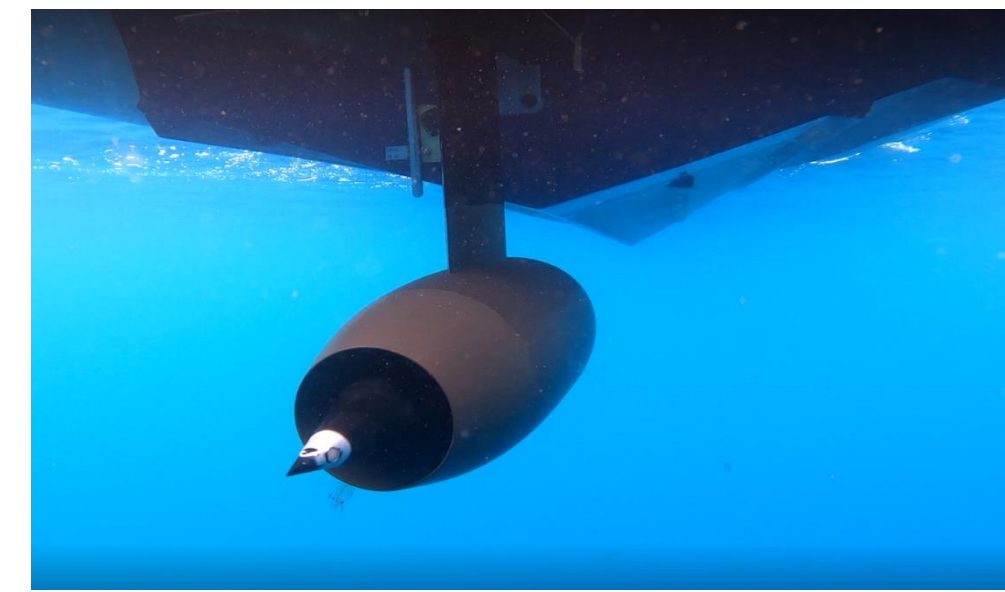
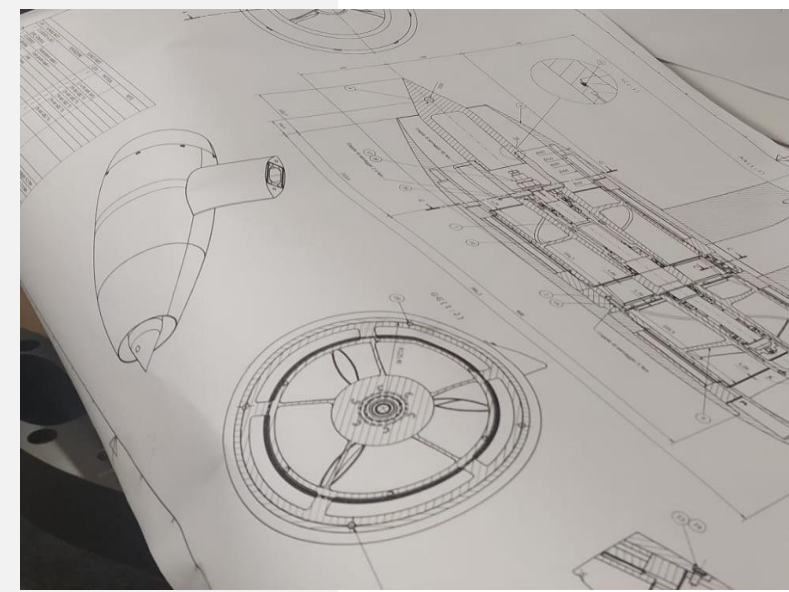
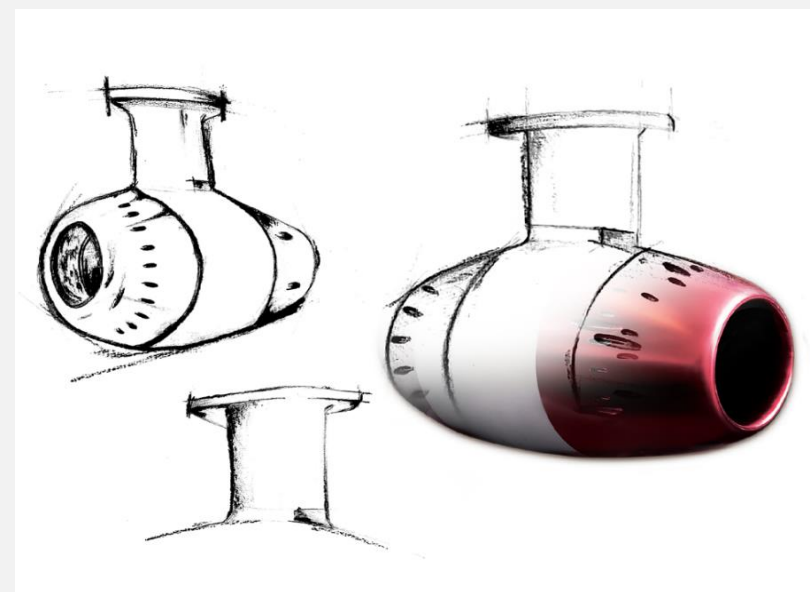
“ We have developed the most efficient naval propulsion that has ever been conceived ”

C. Hiron



FOCUS

(DeepSpeed, the incredible Jet Propulsion ... and Electric)

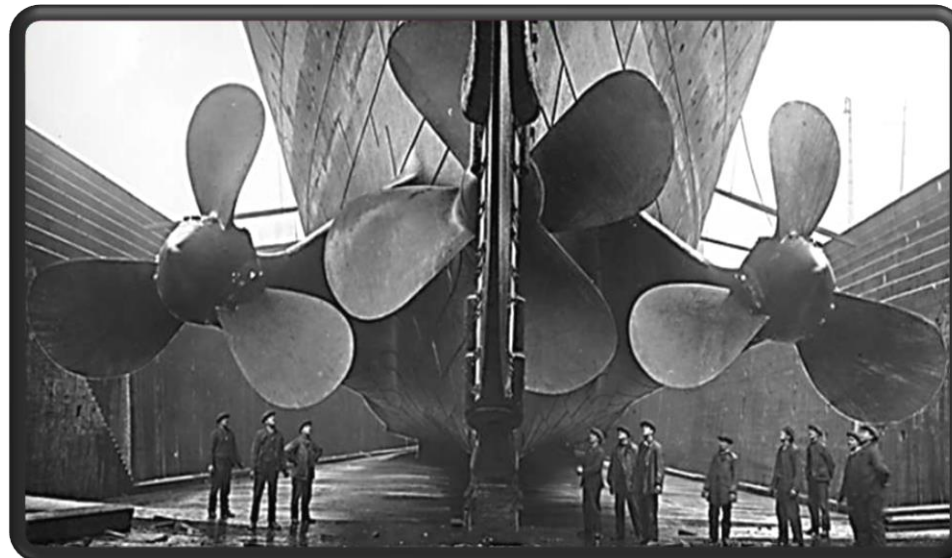


FROM BLADE PROPELLER ...

... TO JET PROPULSION



**as in
aviation...**



**...also in
marine**



SEALENCE's patent cover 51 countries worldwide: in 38 of these countries the patent has granted, the remaining 13 are pending.



MARINE PROPULSIONS SYSTEM COMPARISON

DeepSpeed propulsion is **totally different from any other propulsion** available on the market.

Propellers

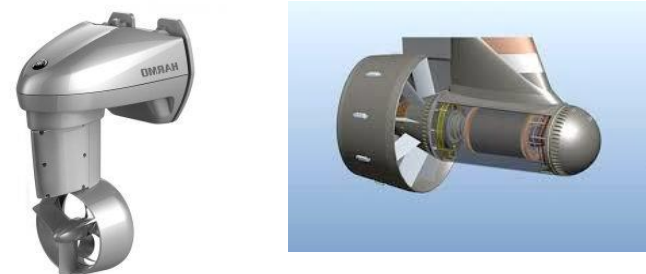


Surface propellers



- Arneson
- Top System
- Sharrow Marine

Ducted Propellers

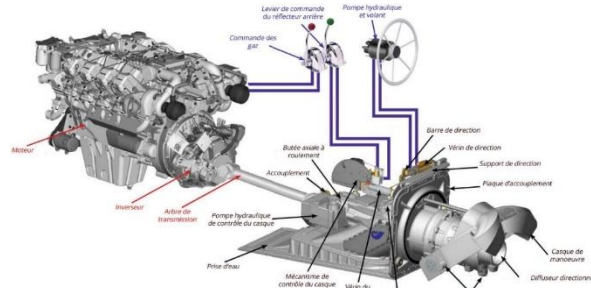


Rim Drive Thrusters



- Voith
- Kort
- Yamaha

Inboard Hydrojet & Waterjet



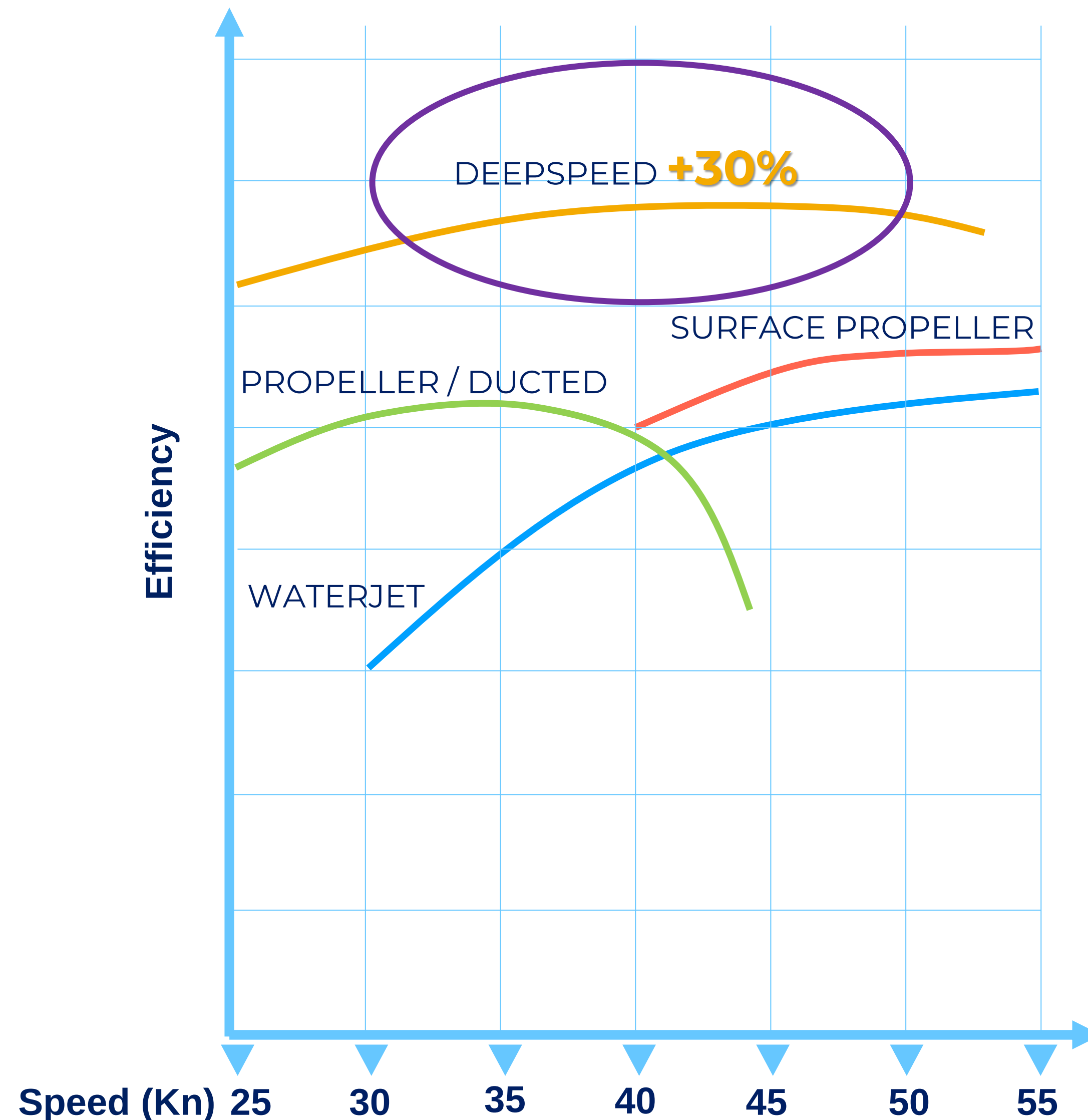
- Hamilton HydroJet
- Kamewa HydroJet
- Castoldi HydroJet



- The **unique features** of the DeepSpeed propulsion system means **there is nothing comparable** on the market
- energy **efficiency** significantly **higher** than all other propulsion systems
- uniqueness allowed Sealence to obtain **full patent protection** registered and granted **worldwide**

DEEPSPEED JET UNIQUE FEATURES: EFFICIENCY

DeepSpeed JET, compared to all others propulsion system available on the market, **grants a +30% of efficiency**, in a **flat curve of operation**.



Efficiency Map

DEEPSPEED JET UNIQUE FEATURES: VERSATILITY

Compared with existing propulsions systems, **DeepSpeed JET** covers a wide range of naval applications



Application Map

TECHNOLOGY VALIDATION

The **technology has been validated** through water tests conducted since 2019. The validation is based on **thousands of hours of telemetry** collected through **hundreds of sensors** on our **laboratory boats** and **water comparison test with other existing propulsion.**

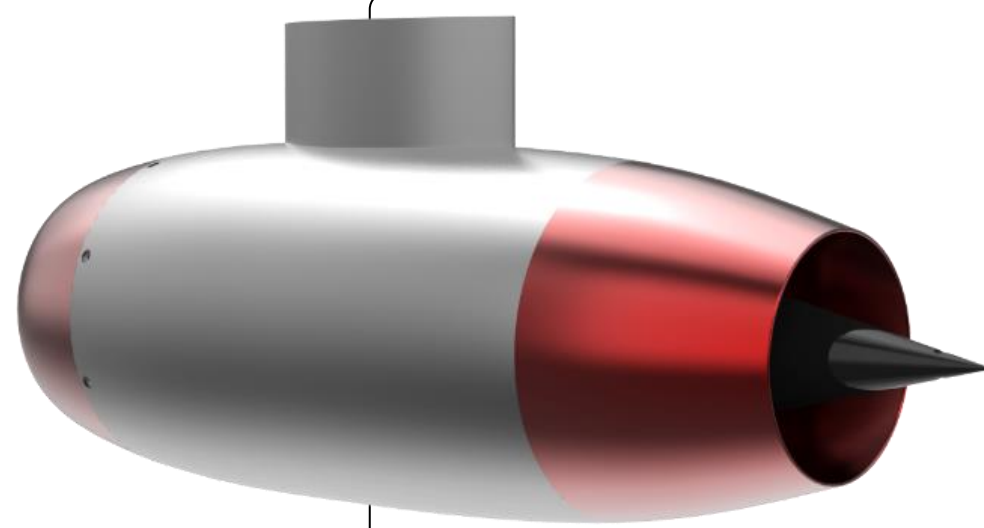


SEALENCE LABORATORY BOATS !



OUR VALUE PROPOSITION

SEALENCE's value proposition is a **unique, powerful, and efficient** full stack **modular propulsion platform** that allows our customer to easily **avoid integration problems**.



Electric Jet Propulsion

- ❖ from 200 to 1.000 kW power
- ❖ **Fast boat up to 60 knots**
- ❖ Boat size 12 – 24 meters



Best in Class Battery

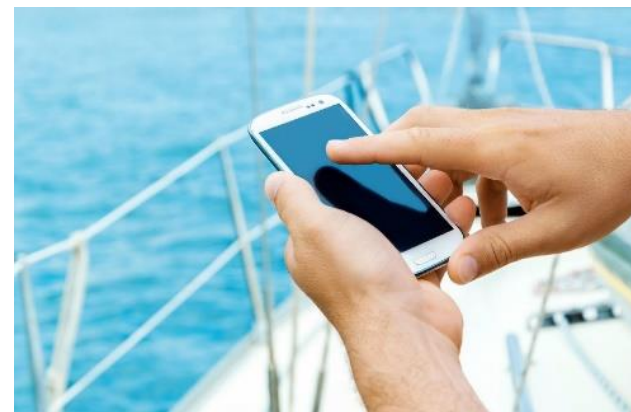
- ❖ 83 kWh in 550 kg
- ❖ Fireproof
- ❖ **12 minute recharge time**
(from 20% to 80%)

Smart powertrain system

- ❖ All Integrate components
- ❖ **Plug & Play modular system**
- ❖ Multiple Security Layer



Remote informations & Diagnostics



- ❖ WW realtime telemetry
- ❖ **Predictive diagnostic**
- ❖ OTA Software / Firmware upgrade

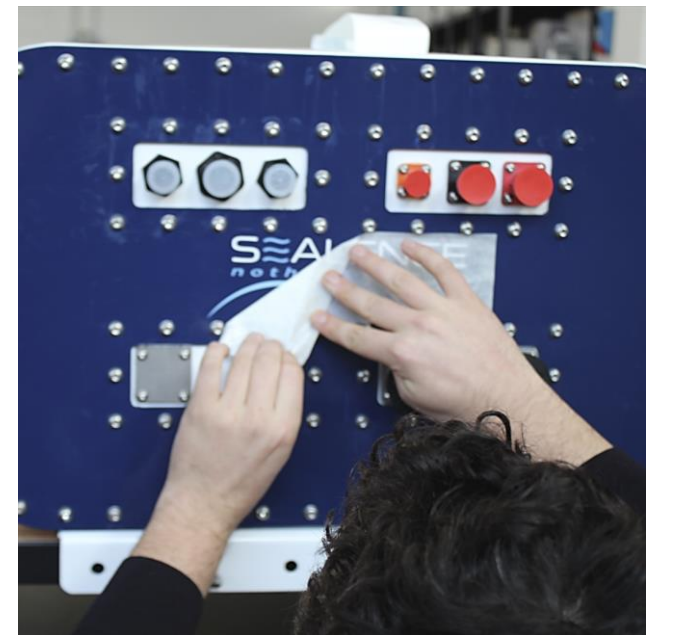
Best in Class Range Extender

- ❖ 180 kW VDC
- ❖ **BI-Fuel Diesel / Hydrogen**
- ❖ 600 kg



MARKET OVERVIEW

(the best technology at the perfect time)



Over recent decades the **global scenario has drastically changed** in terms of attention to sustainability, the preservation of natural resources and environmental impact. Governments are **setting rules to drive the energy transition**. The market is becoming ever more interested in and prepared for, the investment in innovation and **green and blue economy**.



EU LEGISLATIVE PUSH TO SUSTAINABLE ENERGY TRANSITION



RAISING PEOPLE'S AWARENESS TOWARDS MORE SUSTAINABLE BEHAVIOURS AND SOLUTIONS



ECONOMIC AND GEO POLITICAL CONTEXT DRIVING TOWARDS ENERGY EFFICIENCY SOLUTIONS



RECREATIONAL BOATING

DeepSpeed will facilitate the adoption of electric propulsions on high-end superyachts



COMMERCIAL BOATING

DeepSpeed will enable large hybrid ships to save tons of fuel, to halve emissions and to comply with emission regulations

MACROECONOMIC SCENARIO

The macroeconomics scenario shows a **huge increase of volumes** of the global boats market. The **electric segment** (i.e. propulsion and boats) **has steadily expanded** and is expected to keep growing over next years.

Traditional Propulsion

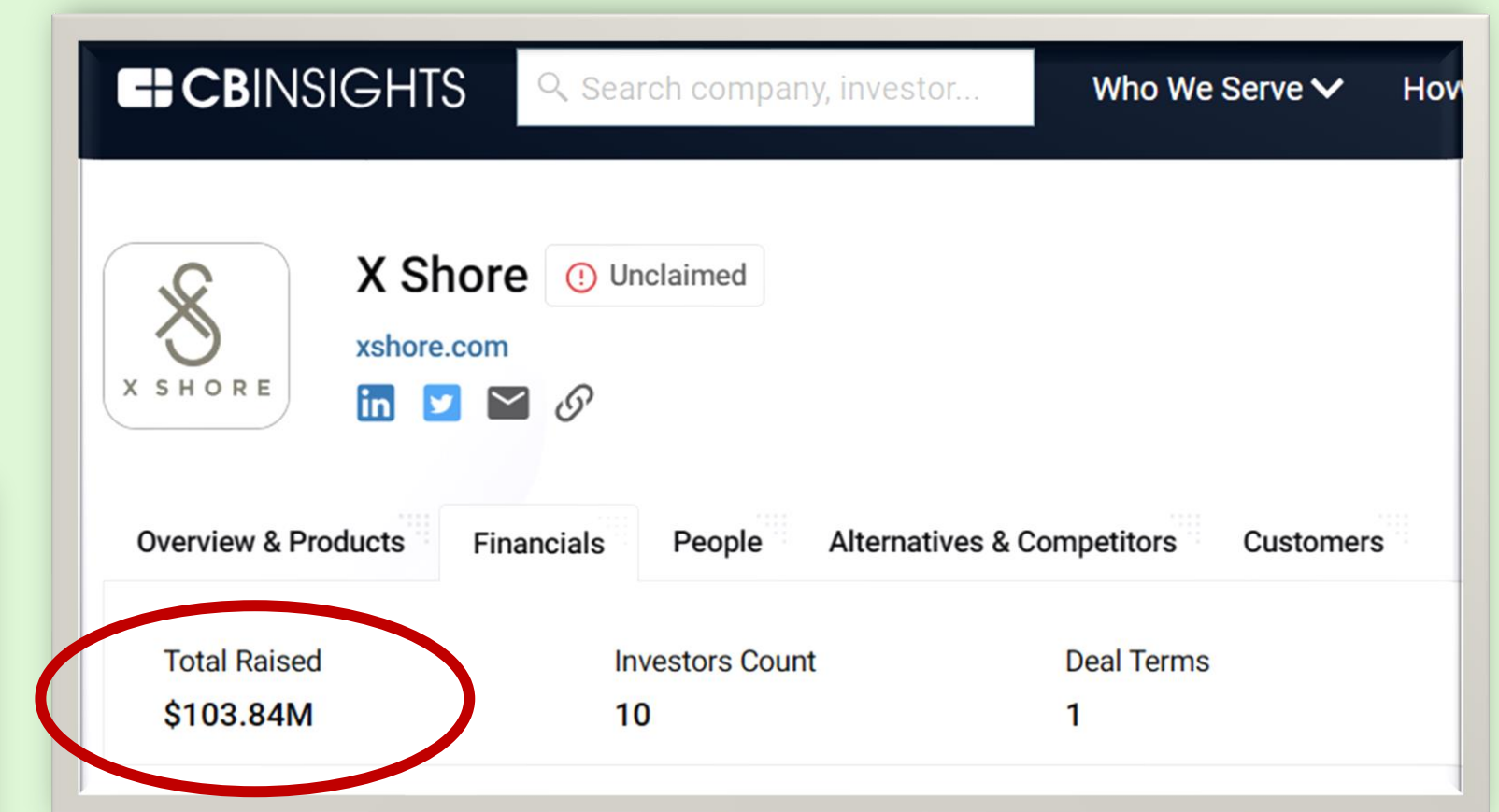
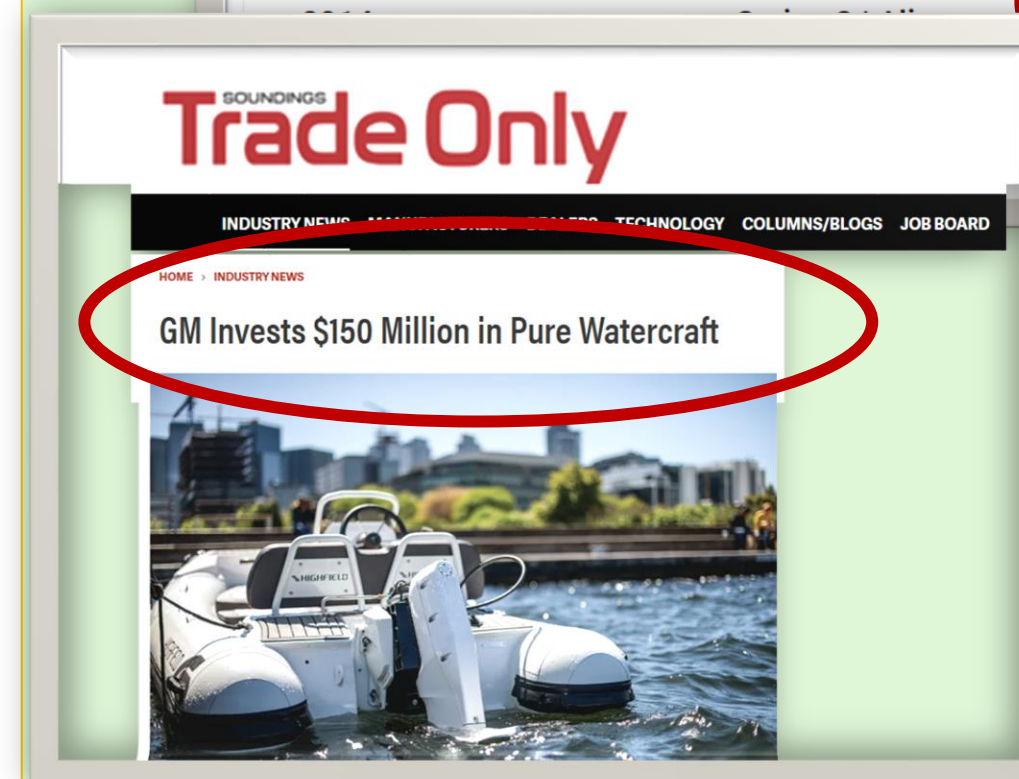
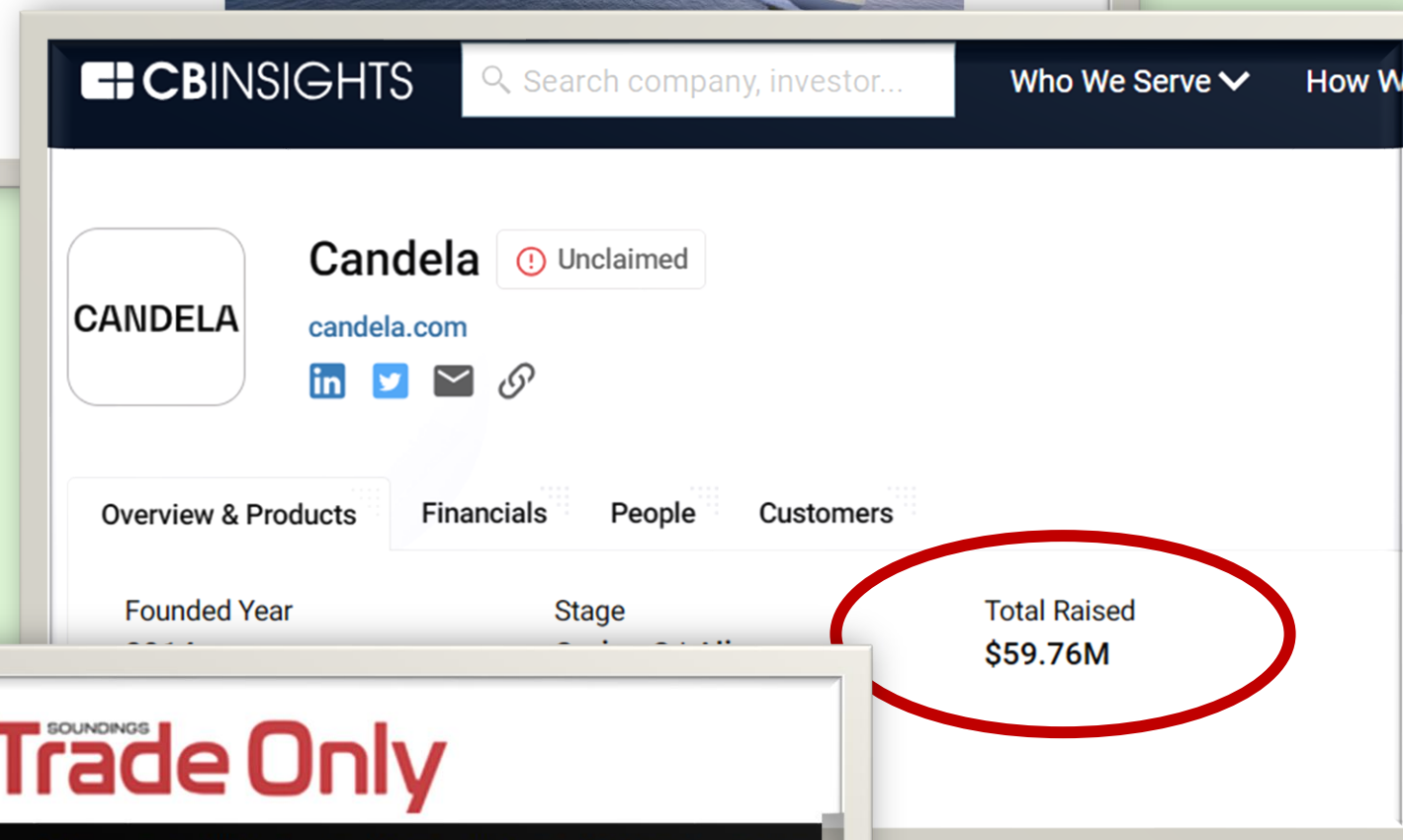
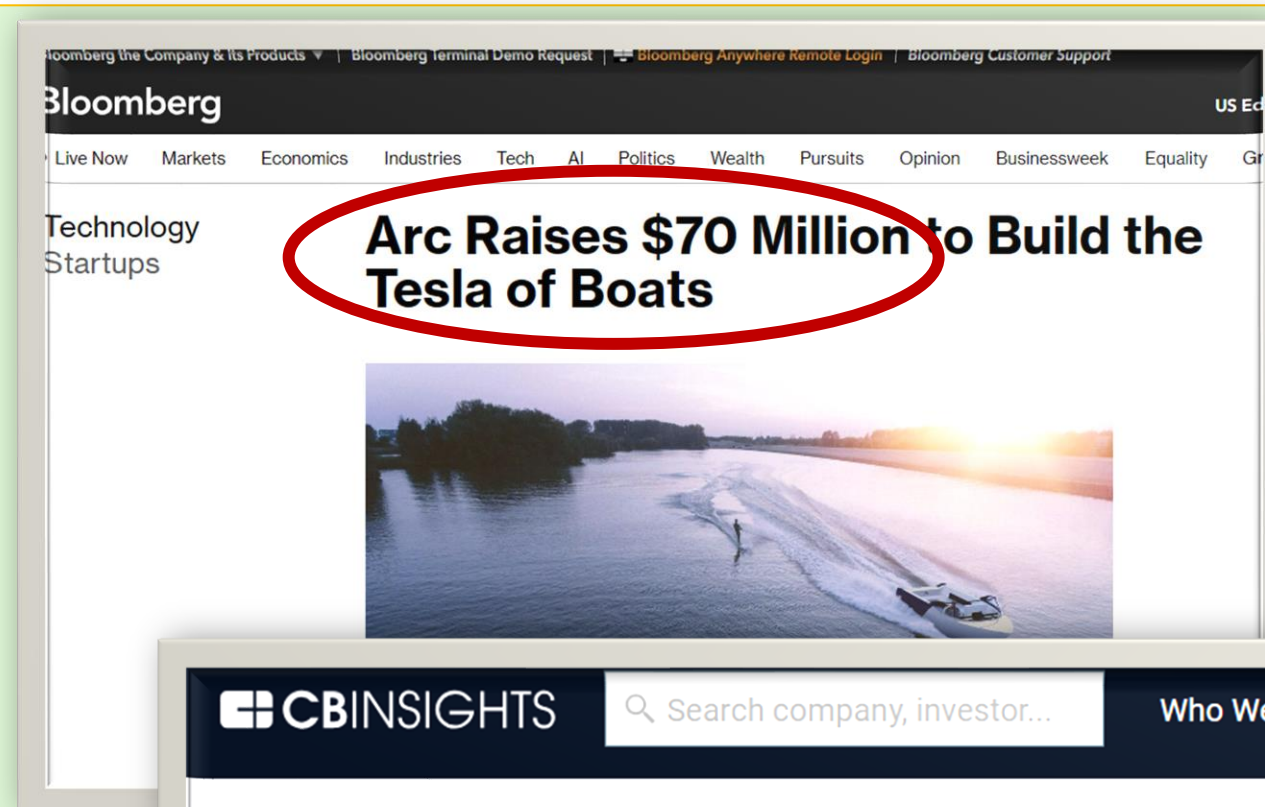
**VOLVO
PENTA**



Revenues = **+30% Y/Y**

- Traditional Luxury Yachting has surpassed 28 Billions/€ worldwide
- The world nautical market is constantly growing with new records reached in 2022
- Italy represents 50% of global luxury yachting

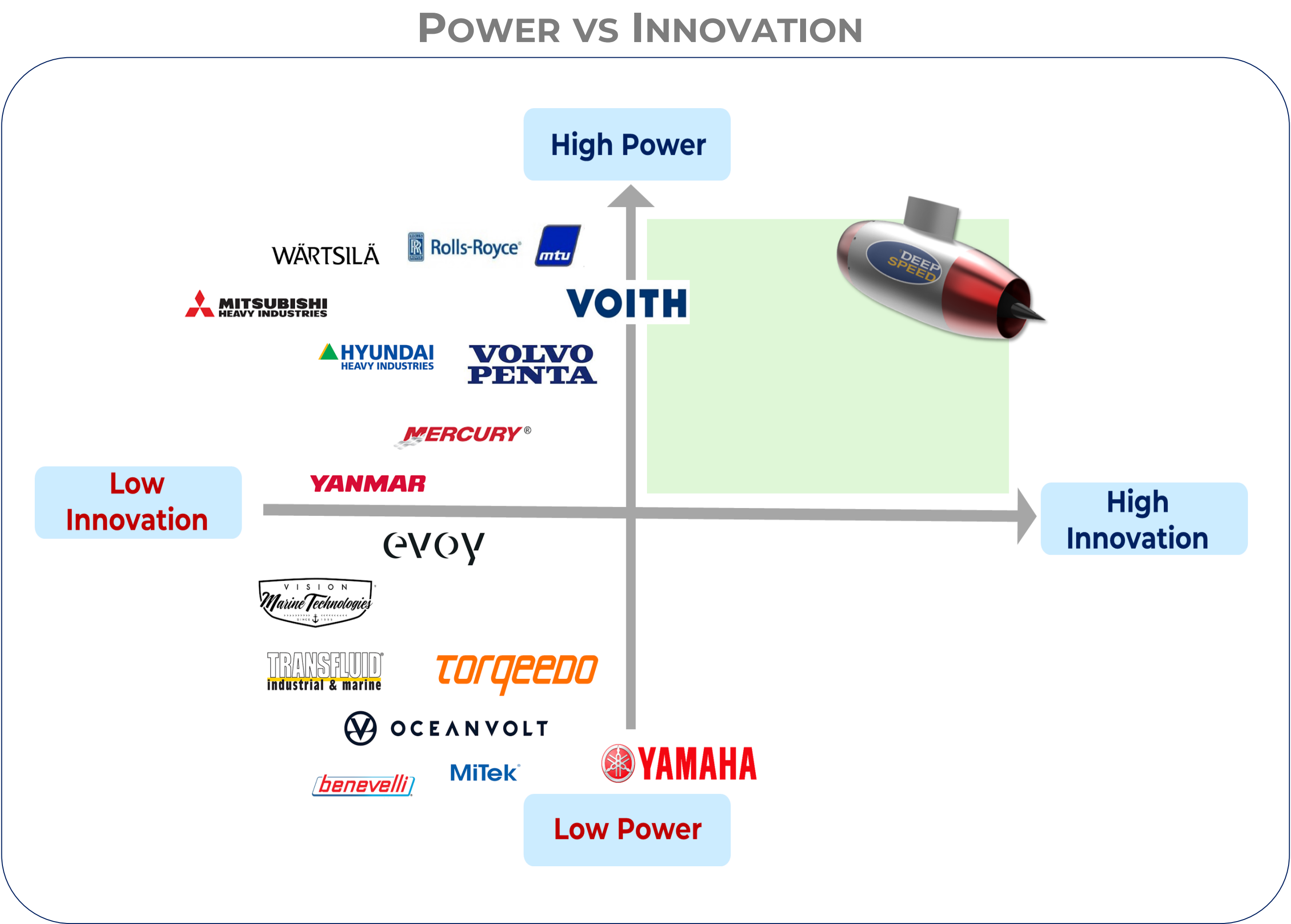
Electric Propulsion



- ✓ The electric boating sector is booming and raise many investments from the capital market.
- ✓ Growing trend is expected to continue over the next years

COMPETITORS & BRAND POSITIONING

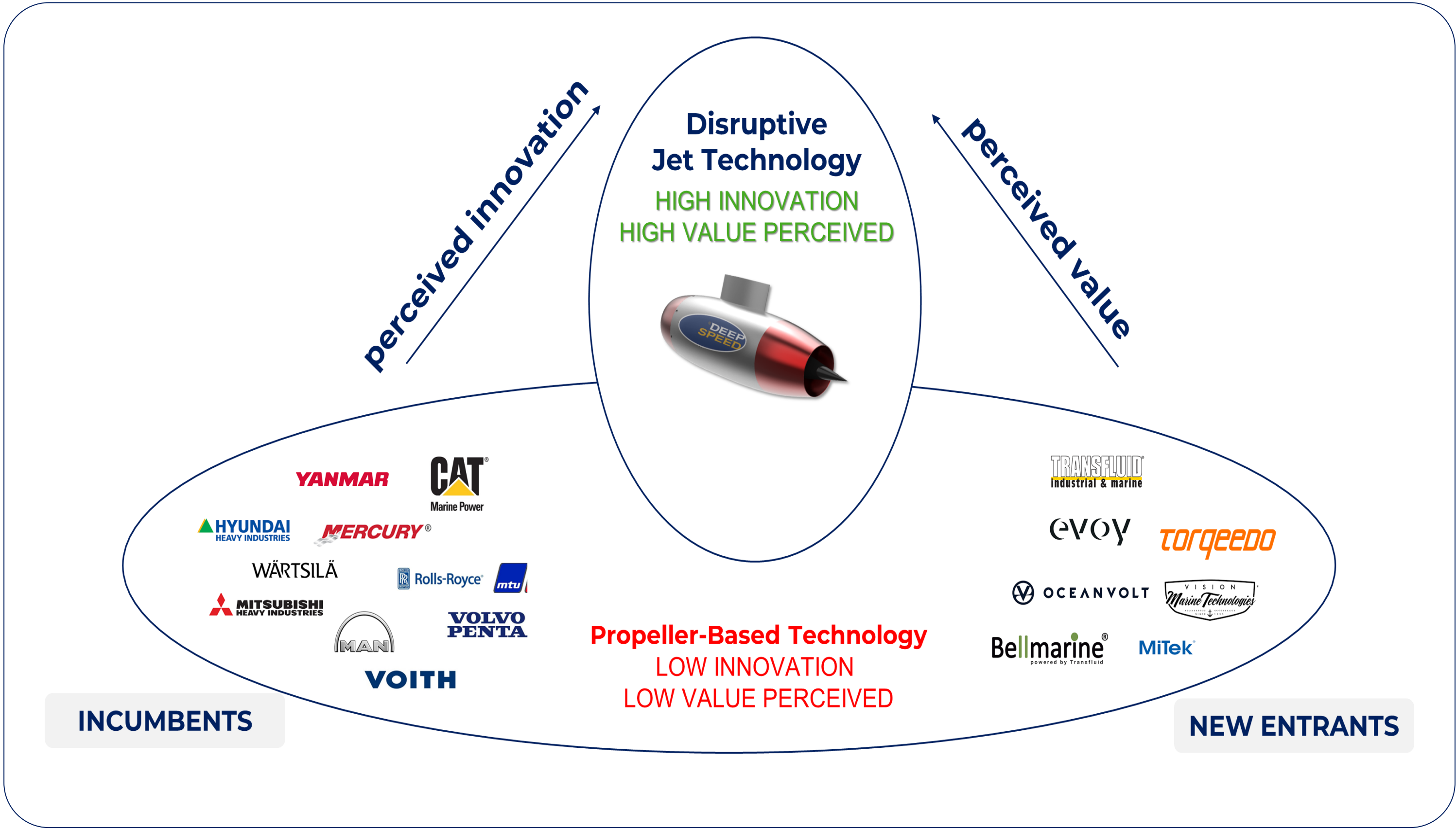
SEALENCE is currently the **only player** in the **High Innovation plus High Power** quadrant.



COMPETITORS & BRAND POSITIONING

The SEALENCE brand is perceived as a totally new proposition in the marine sector and the shape of the jet itself well represents the idea of **high performances and innovation**.
And that's true !

BRAND VS PERCEIVED VALUE



GoTo MARKET STRATEGY

(first "Fast GoTo Market"

... then "Growth")



STRATEGIC PILLARS

SEALENCE's strategy is divided into two phases:

- a) **'Fast GoTo Market'** focusing on the fastest and most effective ways to introduce our innovative propulsion on market.
- b) **'Growth'** developing our range of products, reaching other target markets, growing revenue, developing and expanding the team.

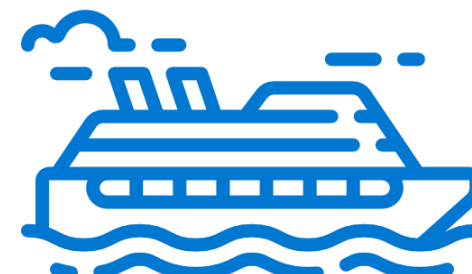
TARGET MARKET



PREMIUM LEISURE BOAT >39ft

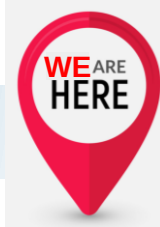


SUPER YACHTING



COMMERCIAL & TRANSPORT

Go-To Market
BP phase



Growth
BP Phase

BUSINESS MODEL

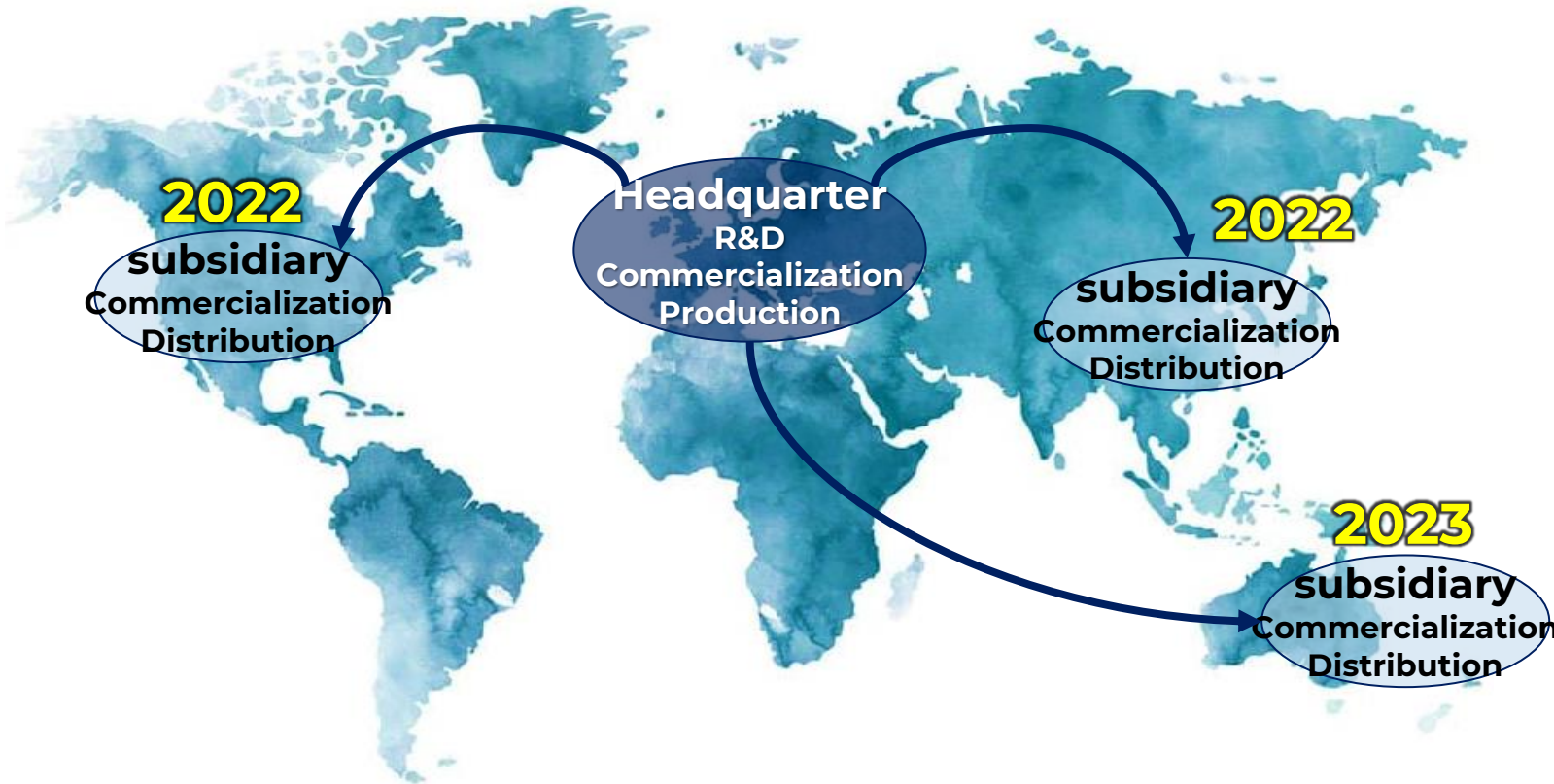
Business Model TIER-1

SEALENCE, TIER-1 Company, generates **Exponentially Revenues** based on the multiple of 4 linear metrics :

$$\text{OEM} \times \text{Boat Models} \times \text{Boats Sold} \times \text{Powertrain value} = \text{EXPONENTIALLY REVENUES}$$



INTERNATIONAL EXPANSION



STRATEGYC GROWTH

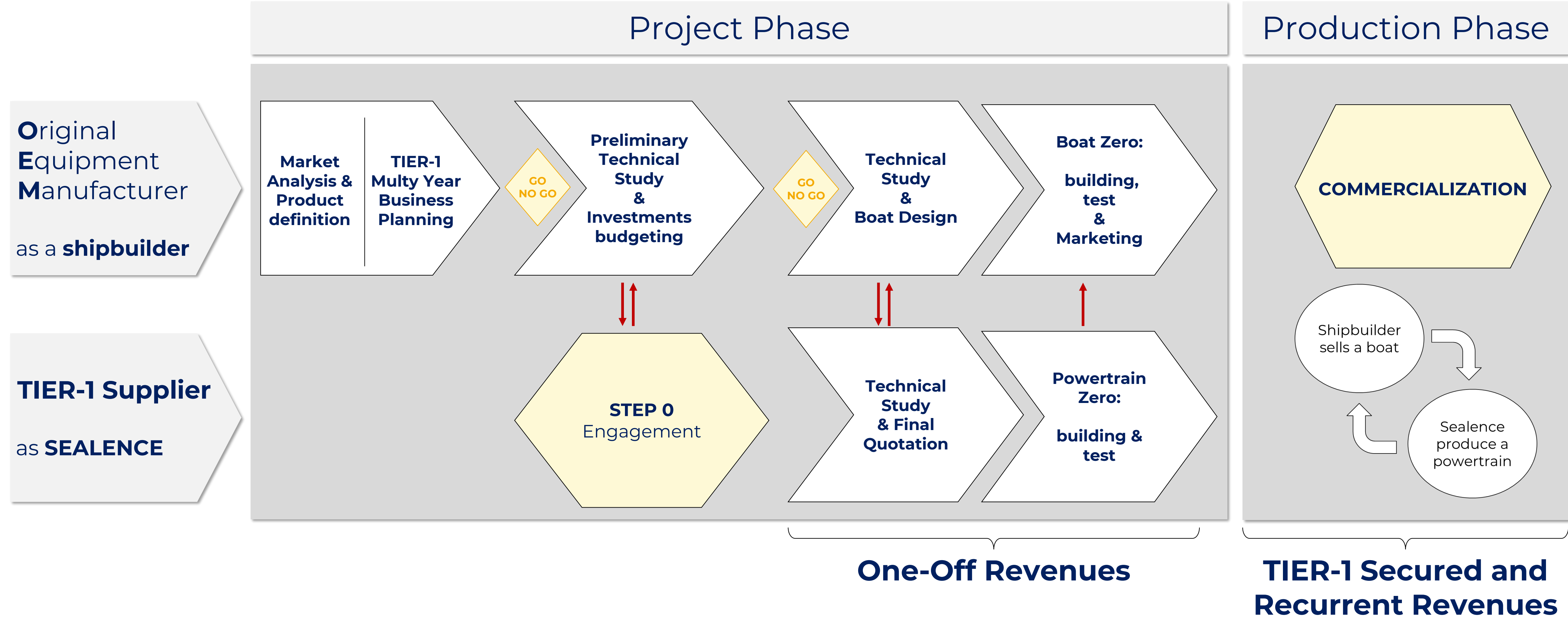


- Team up (with consolidated partners) to arrive earlier
- Focus on added value and use of existing networks (i.e. assistance ww network)

TIER-1 BUSINESS MODEL: PROCESS

A **TIER-1 Company** (as Sealence) is the most important member in the supply chain of an **OEM** - Original Equipment Manufacturer (as a Shipbuilder).

In the **TIER-1 business model**, when an OEM starts a project, it generates some revenues in the project phase, but more importantly it generates **Secured and Recurring Revenues Over Time** in the **Production Phase**.

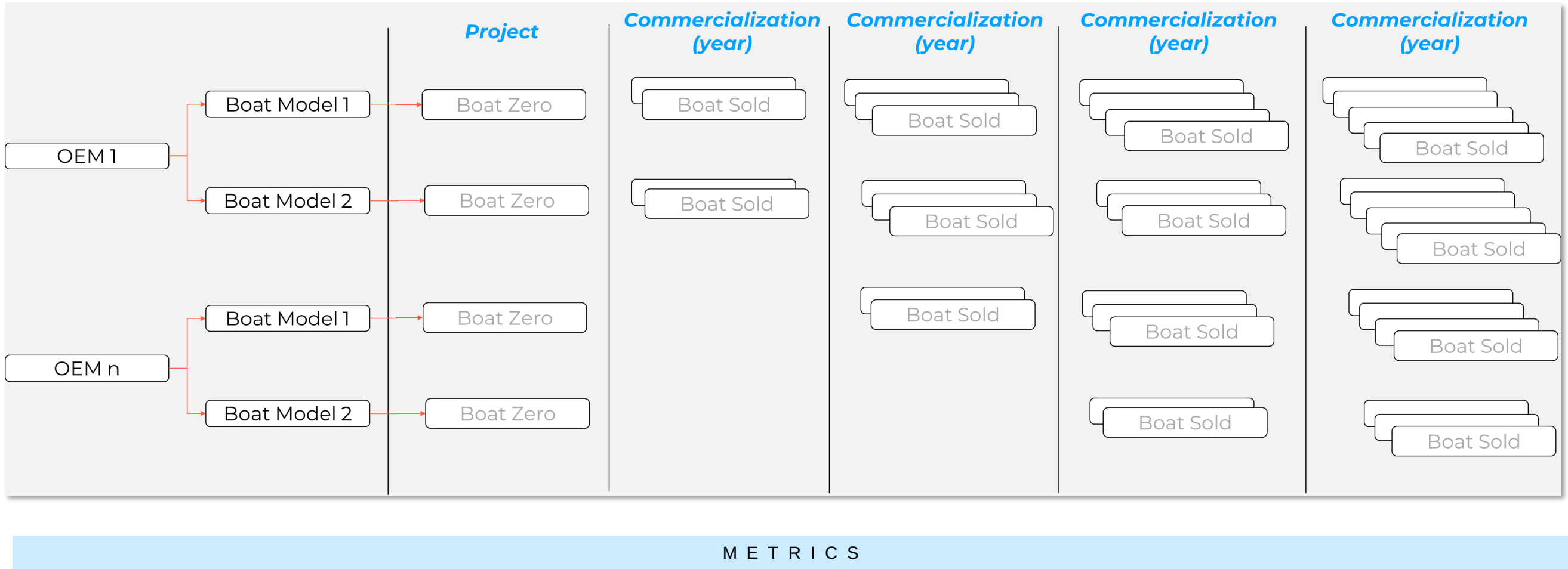


TIER-1 BUSINESS MODEL: METRICS

When the project phases is ended and starts the commercialization, a **TIER-1 Company** generates **Exponentially Revenues** based on the multiple of **4 linear metrics**:

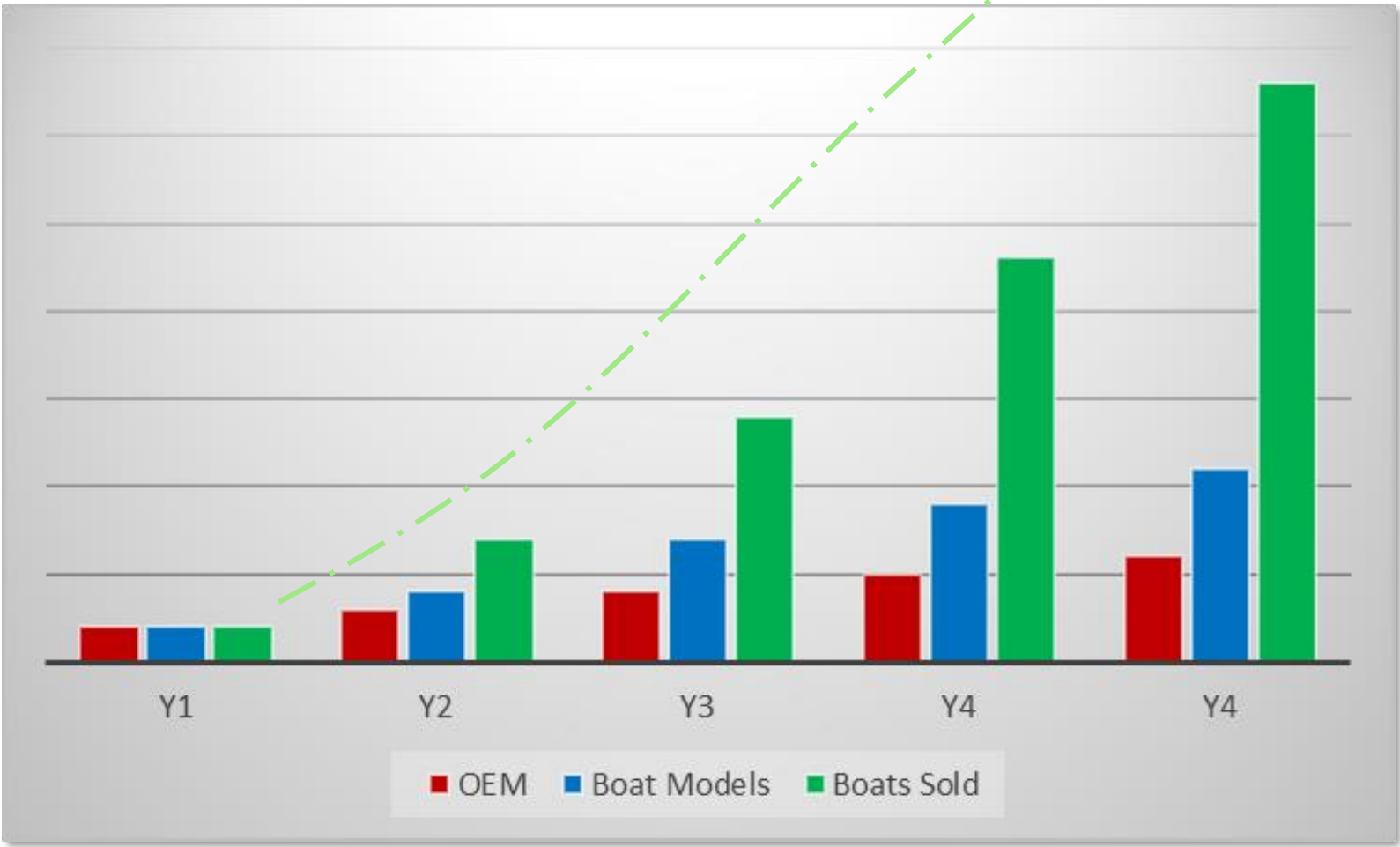
OEM × **Boat Models** × **TIER-1 Boats Sold** × **Powertrain value**

Mainly strategic metric to measure the success of a **TIER-1 Company** is the **Numbers of OEM as Customers**, then the **Boat Models**



OEM Customers **Boat Models** **TIER-1 Boats Sold** in a period
(TIER-1 Secured and Recurrent Orders)

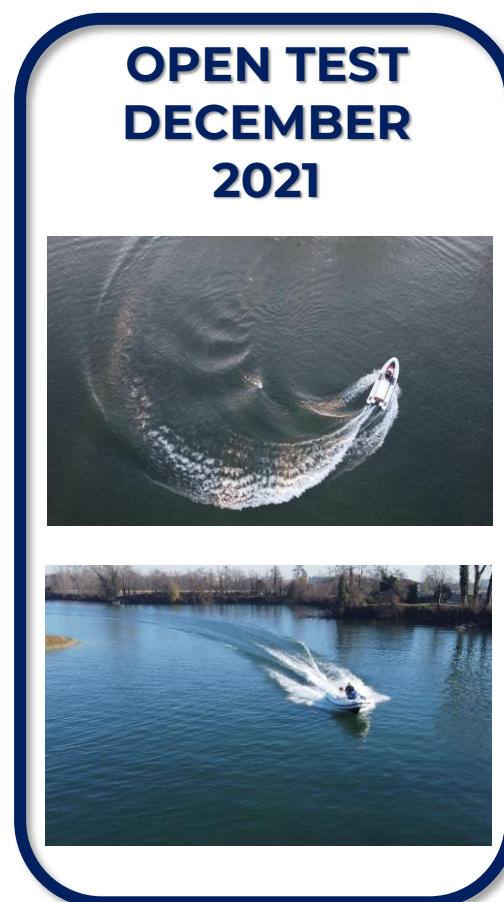
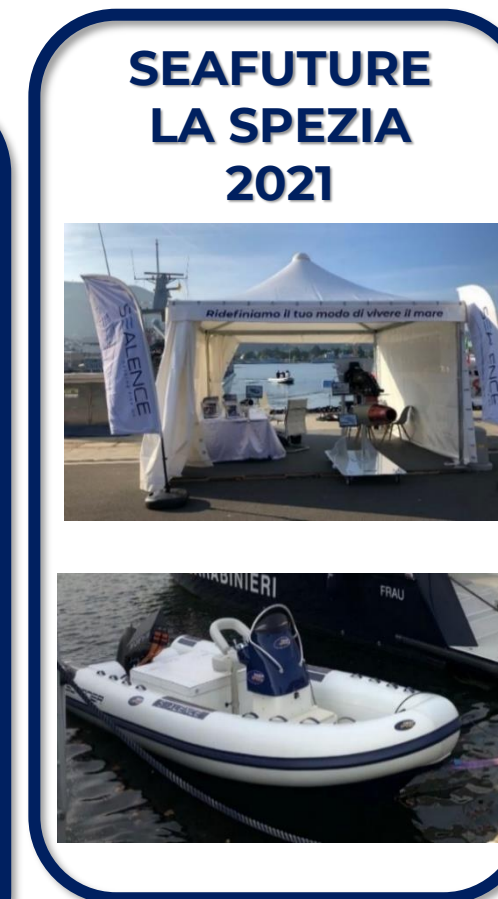
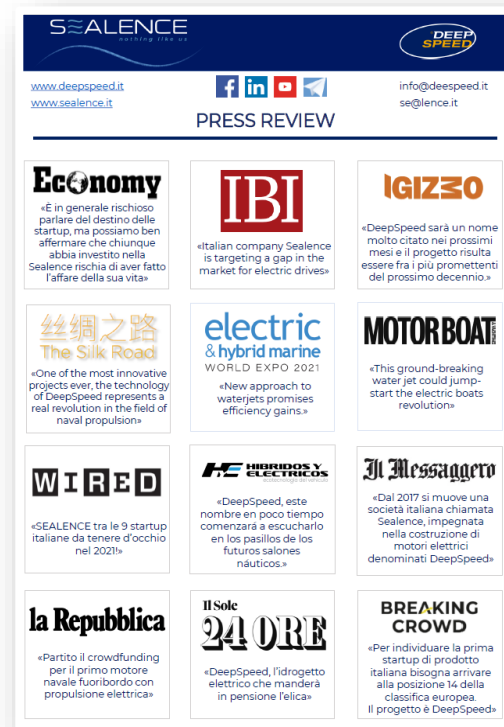
Revenues will be a **result**



Revenues are exponentially
Boat Models × **TIER-1 Boats Sold** × **Powertrain value**

BRAND AWARENESS : PRESS & EXHIBITIONS

More than 75+ publications are talking about us !
For further information search for «DeepSpeed jet» on Google



THE COMPANY

Video pitch

(A Winning Team)



MANAGEMENT TEAM

William Gobbo
SEALENCE CEO & Founder



Prof. Ernesto Benini
Scientific Director



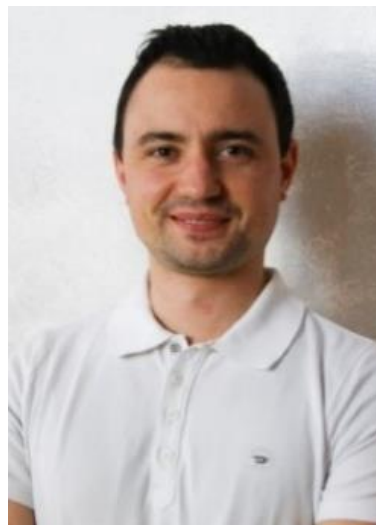
Roberto Gregori
CFO



Marco Cassinelli
CTO



Davide Lusignani
CEO eDriveLAB



Andrea Santoni
Organization & Strategic Planning



Michele Straniero
International Operations



Francesco Cantando
Test Driver



BOARD OF DIRECTORS

William Gobbo



Alessandro Lerro



Domenico Larizza



Alberto Calvo



François De Brabant



Roberto Pillitteri



Maurizio Di Robilant



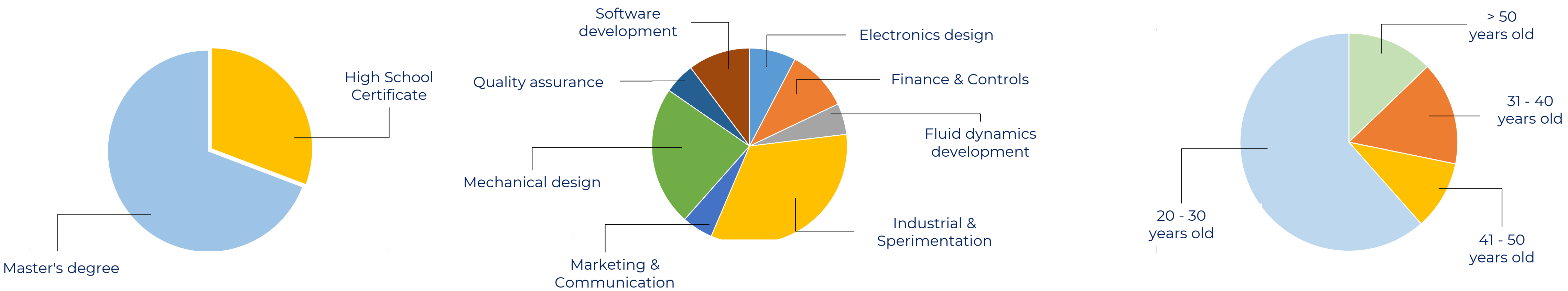
Prof. Ernesto Benini



AMBASSADORS

A WINNING TEAM

39 PROFESSIONALS



PARTNERSHIPS & COLLABORATIONS





thank you



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