

New Era in Sustainable Naval Transportation

By **SEALENCE** spa S.B.

Full Presentation Deck

Feb 2025



SEALENCE awarded by **European Parliament** as one of the «**Top 50**» most innovative startup in EU

“

*Together with scientist Ernesto Benini,
we didn't just create a new electric propulsion.
We reimagined the very essence of boating.*

*It's not just about innovation.
It's not just about technology.*

*Gliding silently over the water is a pure emotion,
a deep connection with the sea,
a tribute to its beauty,
and...*

water is the only footprint you will leave

William

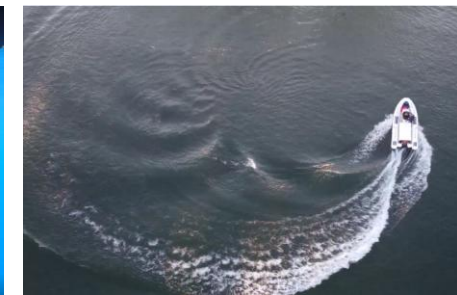
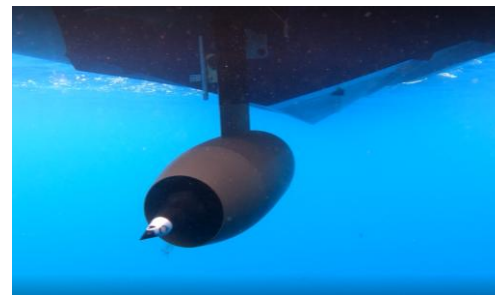
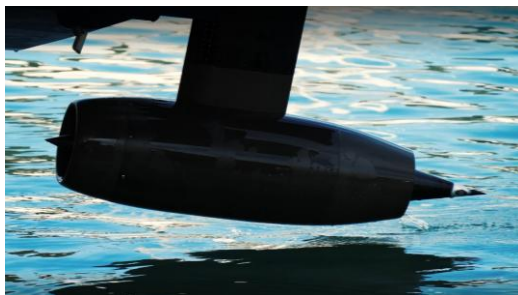
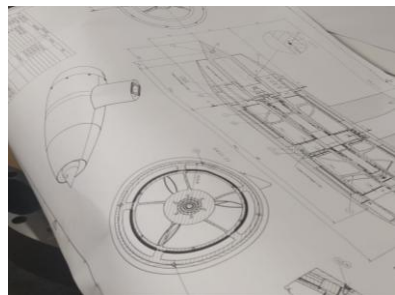
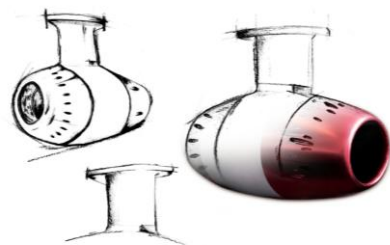
”

SEALENCE is now under due-diligence by
italian Institutional Investors
and by **European Investment Bank**
for a potential investment
(equity/grants/venture debt)



TO FOCUS

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



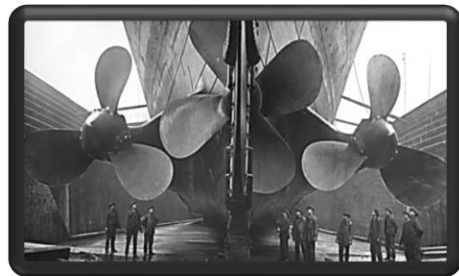


as
in aviation ...

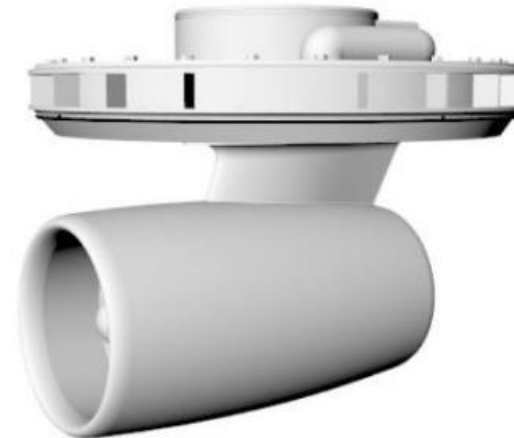


from **BLADE PROPELLER**

to **JET PROPULSION**

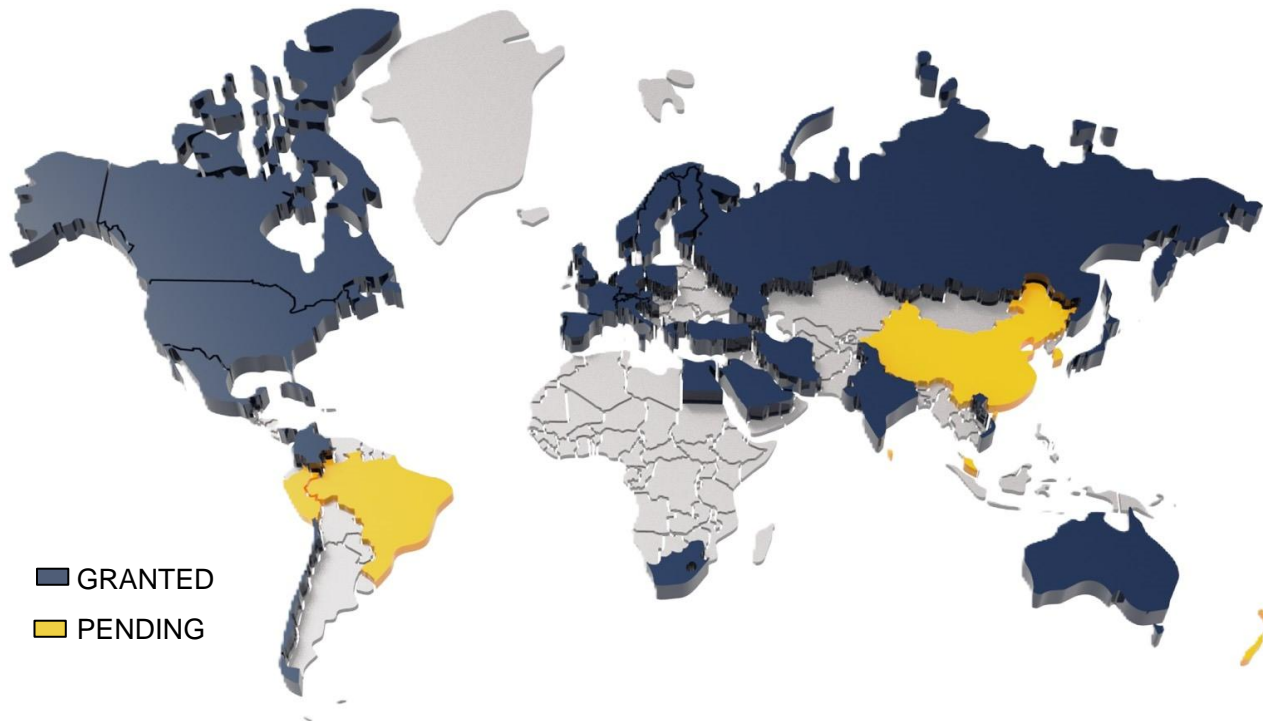


... also
in marine



SEALENCE's patent cover 51 countries worldwide: 46 already granted, 5 pending.

SEALENCE's co-Founder and Scientific Coordinator
cited within "World's top 2% scientists"
by Stanford University (2020-2024)



Prof. Ernesto Benini

Full Professor of Aircraft Engines

University of Padova

Author "DeepSpeed naval jet propulsion" patent



<https://patents.google.com/patent/EP3604117B1/en?assignee=Sealence&oq=Sealence>

CASE STUDY BASED ON REAL APPLICATION

 **DeepSpeed JET** compared to others propulsion system available on the market, in many cases, **grants up to +30% of efficiency**, over a wide speed range 

A **validated study conducted** for a major diesel propulsion manufacturer, **simulating the replacement of the propeller with a DeepSpeed jet** while keeping the diesel engine.

INPUT DATA :

**105 feets (32 meters),
155 Tons,
shaft line,
cruise speed 22 knots**



OUTPUT DATA :



η overall efficiency increase
+27.4 % at 22 knots
+30.9 % at 26 knots



-422 Kg/h at cruise speed
(-22% compared with gasoline set up)



-390 €/h at cruise speed
(-22% compared with gasoline set up)

RESULT :

**Annual extimated savings
with intensive use :**

Fuel: -1 M€ / Year
from 5 M€ to 4 M€

Co2: -1.100 Tons / Year
from 5.200 Tons to 4.100 Tons

The **technology** has been **validated through water tests since 2019**, based on thousands of hours of data from sensors on our lab boats and comparison tests with other propulsion systems.



SEALENCE LABORATORY BOATS !



MARKET POSITIONING: FEASIBILITY STUDIES PORTFOLIO

Many formalized **feasibility studies** are in progress in order to introduce SEALENCE's technology to a **wide range of applications**.

leisure



EXTENDED RANGE RIB

Lenght 16,7 mt
Range 280 Nm
Speed Max 47 Kn



EXTENDED RANGE RIB 11 METER

Lenght 11 mt
Range 200 Nm
Speed Max 50 Kn

ferries & commercial



TRIMARAN

Lenght 26 mt
Range 65 Nm
Speed Max 20 Kn



CATAMARAN

Lenght 16.5 mt
Range 60 Nm
Speed Max 28 Kn



FERRY

Lenght 30 mt
Range 60 Nm
Speed Max 20 Kn



12 METERS PAX FOILING VESSEL

Lenght 12 mt
Range 30 Nm
Speed Max 30 Kn

subsea



ROV SUBSEA FULL ELECTRIC

Deep: 3.000mt
8h operating time

Cruise Ships



BATTERY BANK

ENERGY MANAGEMENT SYSTEM

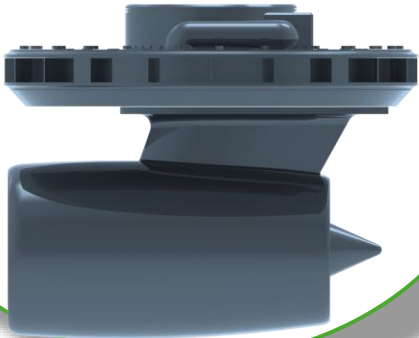
«Best» &
«Easy to Install»
electric
powertrain



Shipyards do not need specialist expertise to build electric boats and the whole system is plug-in.



Sustainable &
Efficient System



Includes DeepSpeed jets and all the most advanced on-board energy storage and generation technologies, as well as rapid recharge capabilities.

Smart
Software Interface



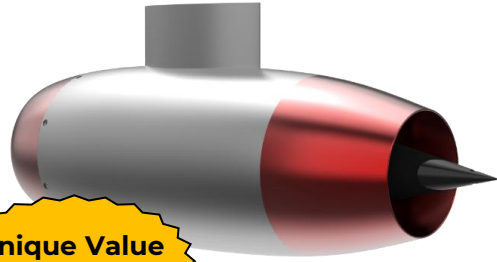
Hundreds of intelligent algorithms integrated in a Smart Software Interface provides advanced management features to enhance operational efficiency and reliability.

Modular
Plug Component



Modular architecture and plug-in connections allow flexibility in installation and adaptation to different requirements. The system simplifies integration for naval clients, minimizing technical complications and streamlining operations.

SEALENCE's value proposition is based on a proprietary stack of products designed to offer the best weight/performance/efficiency ratio. This allows us to electrify boats that are impossible for other players



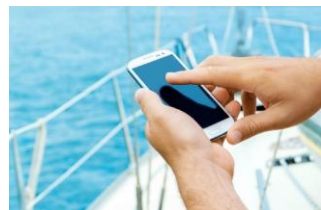
Electric Jet Propulsion

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

Unique Value Proposition

Smart powertrain system

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



Remote telemetry & Diagnostics

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

Best in Class Battery



SAFELi - NMC

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



Unique Selling Proposition

SOLID STATE

- ❖ 75 kWh in 320 kg
- ❖ Fireproof
- ❖ **High Energy Density**

Best in Class Range Extender

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



MARKET OVERVIEW

(the best technology at the perfect time)



Focus on sustainability, resource conservation, **and environmental impact has grown.**
Governments are setting rules for energy transition, and the market is increasingly investing in green and blue economies.



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



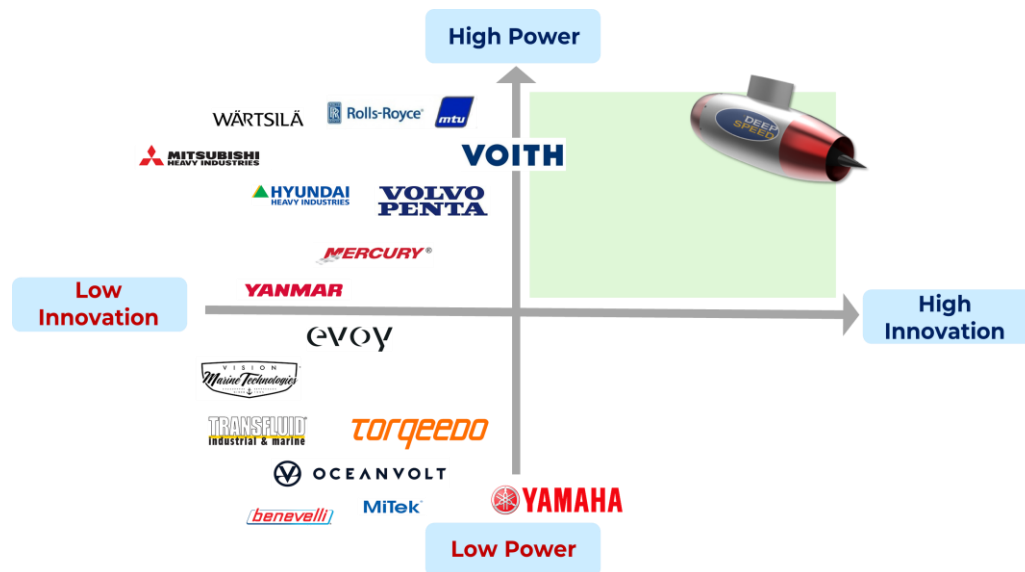
COMMERCIAL BOATING

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

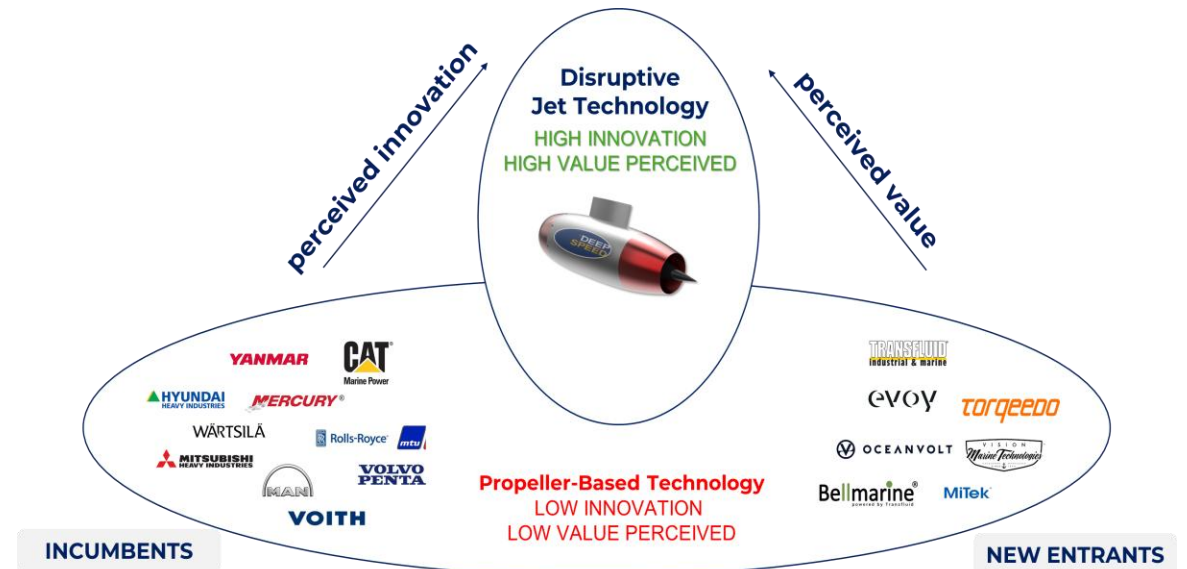
COMPETITORS & BRAND POSITIONING

SEALENCE is currently the **only player** in the **High Innovation + High Power** quadrant. **The jet solution**, compared to the propeller solution, **conveys a higher perceived value** to the Shipbuilder and to the end customer

POWER VS INNOVATION

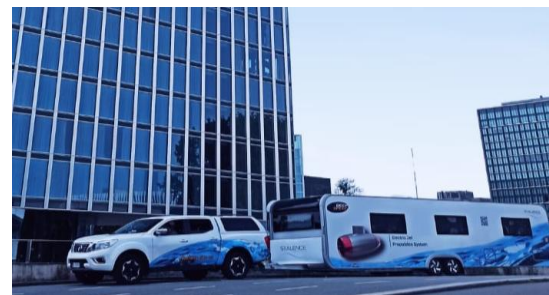


BRAND VS PERCEIVED VALUE



GoTo MARKET STRATEGY

(first "Fast GoTo Market" ... then "Growth")





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

Go-To Market phase



COMMERCIAL & TRANSPORT

Growth phase

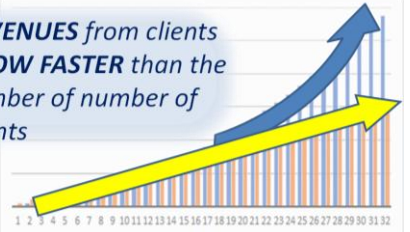
BUSINESS MODEL

Business Model TIER-1

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

OEM x Boat Models x Boats Sold x Powertrain value = EXPONENTIALLY REVENUES

REVENUES from clients GROW FASTER than the number of number of clients



INTERNATIONAL EXPANSION



STRATEGIC GROWTH



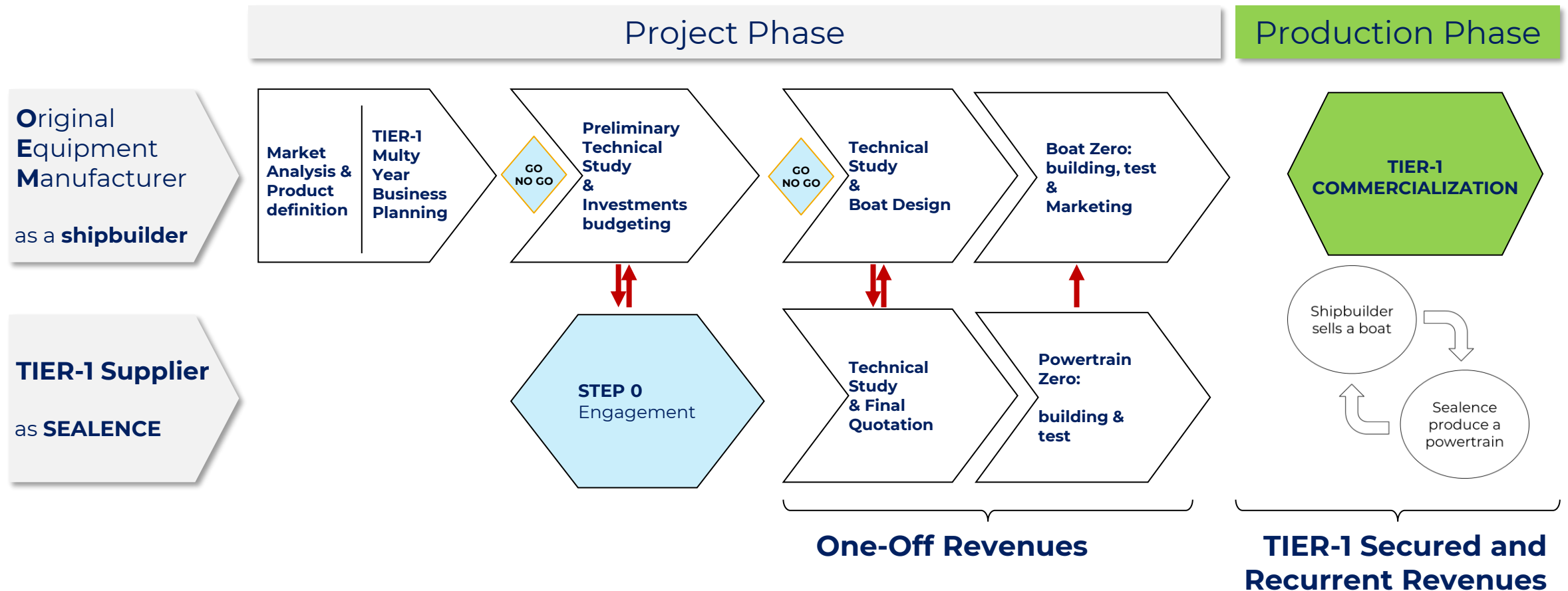
- Team up (with consolidated partners) to arrive earlier
- Focus on added value and use of existing networks (i.e. assistance ww network)

TIER-1 BUSINESS MODEL: PROCESS

A Tier-1 company like **Sealence** is a key supplier for **OEMs** (such as shipbuilders).

In the Tier-1 model, OEMs generate revenue during the project phase but, more significantly, they secure recurring revenues throughout the production phase.

Revenues are based on the multiple of **4 linear metrics**: = **OEM** x **Boat Models** x **TIER-1 Boats Sold** x **Powertrain value**



BRAND AWARENESS : PRESS & EXHIBITIONS

Dozens of publications are talking about us !

for further information **search for «DeepSpeed jet» on Google**

OPEN TEST
DECEMBER
2021



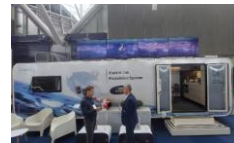
GENOA
INTERNATIONAL
BOAT SHOW
2019, 2020, 2021



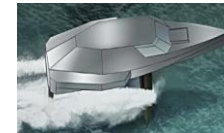
CES
LAS VEGAS
2022



ELECTRIC & HYBRID
MARINE EXPO
AMSTERDAM
2023, 2024, 2025



SEAFUTURE
LA SPEZIA
2021, 2023, 2025



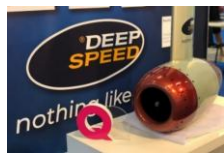
ELECTRIC BOAT
SHOW
MILAN 2022, 2023



MONACO ENERGY
BOAT CHALLENGE
2021, 2022, 2023,
2024, 2025



SEA TECHN
& DESIGN
CARRARA 2019, 2025



Fiera Nautica
Sardegna
Porto Rotondo
2024, 2025

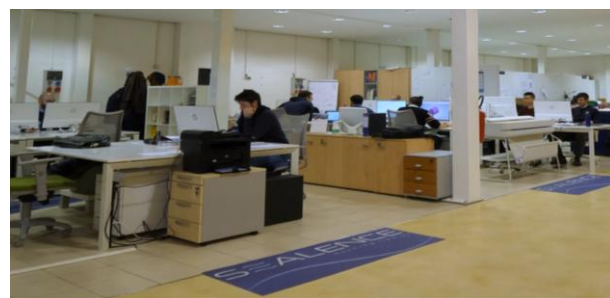


THE COMPANY



Video pitch

(A Winning Team)



MANAGEMENT TEAM

William Gobbo
SEALENCE CEO & Founder



Roberto Gregori
CFO



Marco Cassinelli
CTO



Davide Lusignani
CEO eDriveLAB



Andrea Santoni
Organization & Strategic Planning



Michele Straniero
International Operations



Francesco Cantando
Test Driver



Alessandro Lerro
Legal



BOARD OF DIRECTORS

William Gobbo



SEALENCE
CEO & Founder

Alberto Calvo



Luigi Buzzacchi



Maurizio Giudice



AMBASSADORS

François De Brabant



Prof. Ernesto Benini

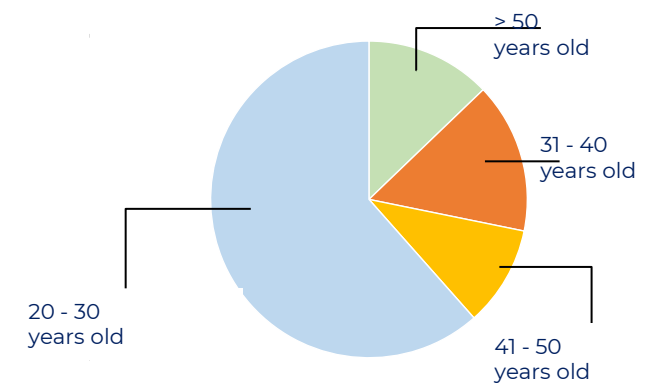
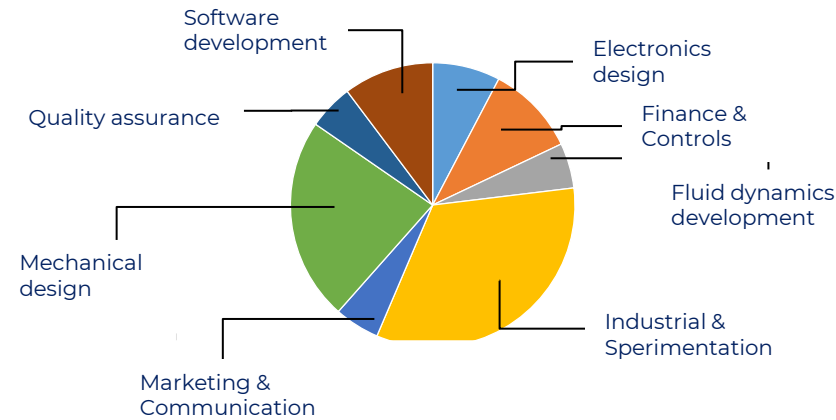
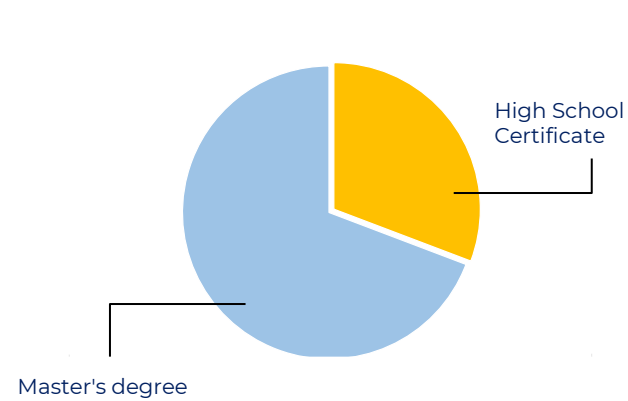


Maurizio Di Robilant



A WINNING TEAM

39 PROFESSIONALS



PARTNERSHIPS & COLLABORATIONS



**UNIVERSITÀ
DI PARMA**



UNIMORE
UNIVERSITÀ DEGLI STUDI DI
MODENA E REGGIO EMILIA



**UNIVERSITÀ
DEGLI STUDI
DI PADOVA**



**POLITECNICO
MILANO 1863**



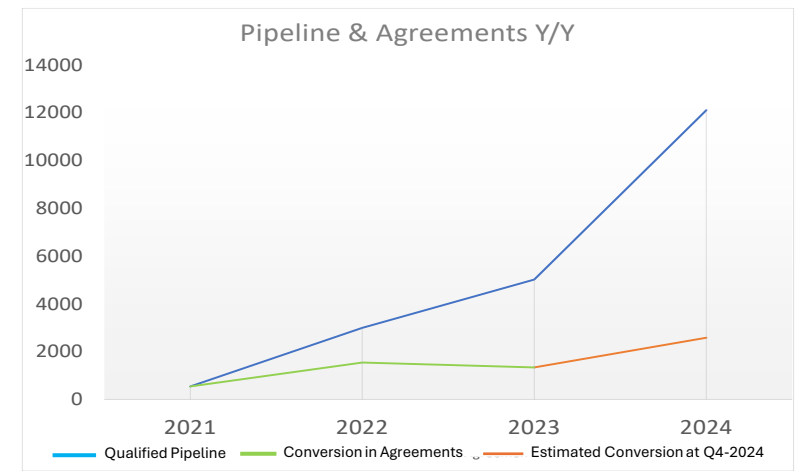
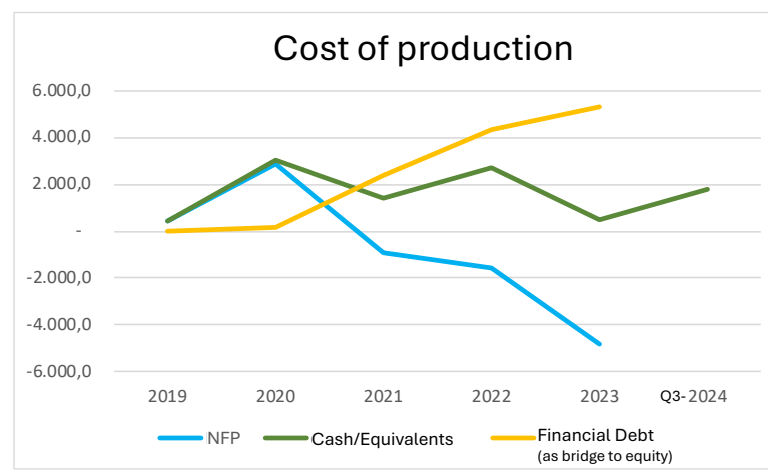
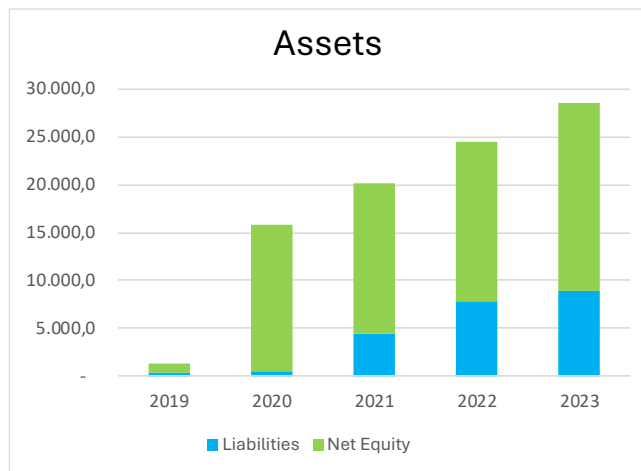
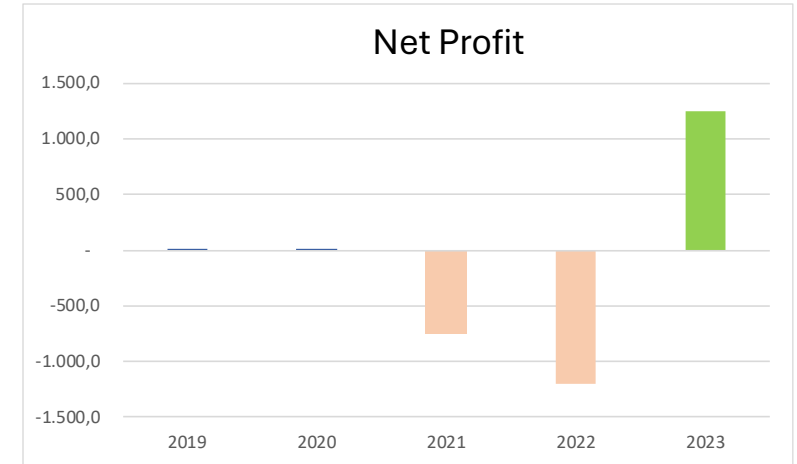
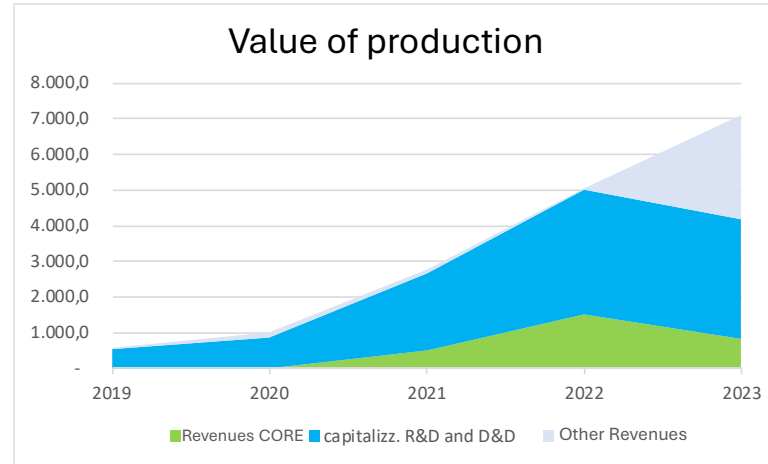
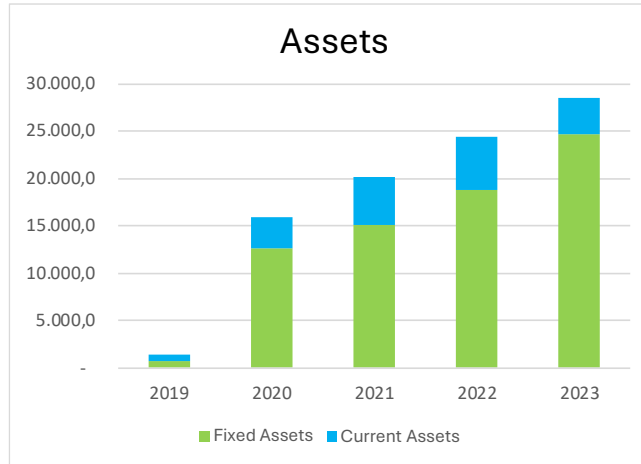
**National Research
Council of Italy**

BUSINESS & FINANCIAL OVERVIEW

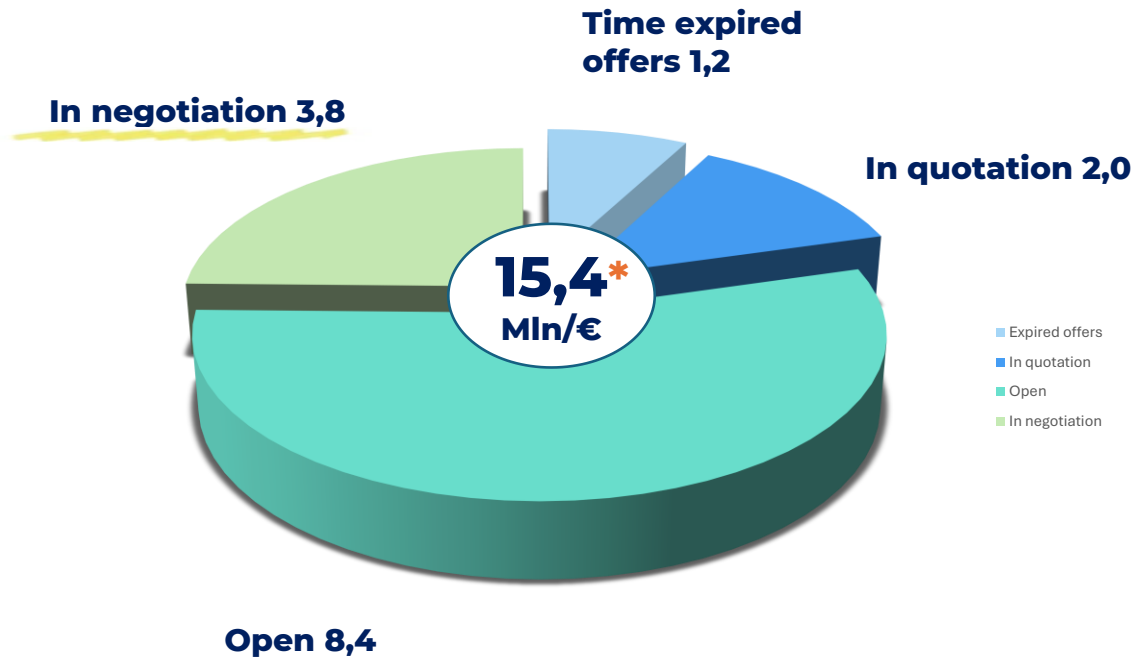


KEY INDICATORS

(x1.000 €)



Market interest in SEALENCE products is very strong and commercial **pipeline is growing steadily** and significantly, especially from the electric ferries sector.



- **All quotation are qualified**, i.e. they are issued **after a study carried out together with the customer** to define the feasibility of the vessel and the technical specifications.
- All quotations on which the customer no longer provides feedback are deleted after two weeks. **The pipeline therefore only represents 'alive' quotation**
- From starting commercialization, **we converted to order 4.987.629 M€**

BUSINESS PLAN 2024 – 2032: Agreements & Revenues

AGREEMENTS

Under 'check & review' by the board in Q4-2024

BUSINESS LINE	2024	2025	2026	2027	2028	2029	2030	2031	2032
Up to 24 mt	2.671.195	3.075.229	11.627.453	26.619.160	60.196.610	120.684.649	183.108.233	239.601.395	288.791.538
<i>Boat Zero - Project</i>	2.671.195	3.075.229	6.388.196	6.879.749	7.174.630	6.879.749	6.719.867	7.174.630	6.719.867
<i>TIER-1</i>	0	0	5.239.257	19.739.411	53.021.980	113.804.900	176.388.366	232.426.765	282.071.671
Over 24 mt	0	2.965.664	11.196.992	14.162.656	17.932.656	25.008.320	34.533.984	48.143.984	69.645.312
<i>TIER-1</i>	0	2.965.664	11.196.992	14.162.656	17.932.656	25.008.320	34.533.984	48.143.984	69.645.312
Patent licensing (> 36mt)	0	0	550.000	1.375.000	2.542.500	5.325.000	11.250.000	22.500.000	45.000.000
Products	0	0	2.248.864	11.962.638	26.006.633	37.358.929	53.596.999	70.291.313	81.056.226
<i>TIER-1</i>	0	0	2.248.864	11.962.638	26.006.633	37.358.929	53.596.999	70.291.313	81.056.226
Services & Maintenance	0	0	148.283	836.641	1.977.467	4.856.346	9.792.671	16.674.499	26.073.985
<i>Maintenance</i>	0	0	0	14.828	282.364	1.308.614	2.852.010	6.128.382	12.045.448
<i>Value-added Services (*)</i>	0	0	148.283	821.812	1.695.103	3.547.732	6.940.661	10.546.117	14.028.537
AGREEMENTS - Grand Total	2.671.195	6.040.893	25.771.592	54.956.095	108.655.866	193.233.244	292.281.887	397.211.191	510.567.062
Estimated Gross Margin	23%	27%	30%	36%	40%	43%	45%	47%	50%

REVENUES

BUSINESS LINE	2024	2025	2026	2027	2028	2029	2030	2031	2032
Up to 24 mt	1.376.344	2.873.212	5.402.707	20.383.965	44.095.860	113.201.610	182.051.971	239.787.672	301.317.201
<i>Boat Zero - Project</i>	1.376.344	2.873.212	4.092.893	6.584.817	7.715.164	7.027.190	6.799.808	6.947.249	6.947.249
<i>TIER-1</i>	0	0	1.309.814	13.799.148	36.380.695	106.174.420	175.252.162	232.840.423	294.369.952
Over 24 mt	0	741.416	5.023.496	11.938.408	16.539.768	24.519.040	38.404.648	52.925.961	67.925.206
<i>TIER-1</i>	0	741.416	5.023.496	11.938.408	16.539.768	24.519.040	38.404.648	52.925.961	67.925.206
Patent licensing (> 36mt)	0	0	550.000	1.375.000	2.542.500	5.325.000	11.250.000	22.500.000	45.000.000
Products	0	0	742.125	7.488.058	25.486.294	40.871.873	52.297.953	68.955.768	80.195.033
<i>TIER-1</i>	0	0	742.125	7.488.058	25.486.294	40.871.873	52.297.953	68.955.768	80.195.033
Services & Maintenance	0	0	148.283	836.641	1.977.467	4.856.346	9.792.671	16.674.499	26.073.985
<i>Maintenance</i>	0	0	0	14.828	282.364	1.308.614	2.852.010	6.128.382	12.045.448
<i>Value-added Services (*)</i>	0	0	148.283	821.812	1.695.103	3.547.732	6.940.661	10.546.117	14.028.537
REVENUES - Grand Total	1.376.344	3.614.628	11.866.611	42.022.072	90.641.889	188.773.868	293.797.243	400.843.901	520.511.425

SEALENCE
nothing like us



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investors@sealence.it

se@lence.info

