

PLATYPUS
CRAFT 



THE FUTURE OF YACHTING
IS UNDERWATER





PLATYPUS

CRAFT

THE DIVING SHIP

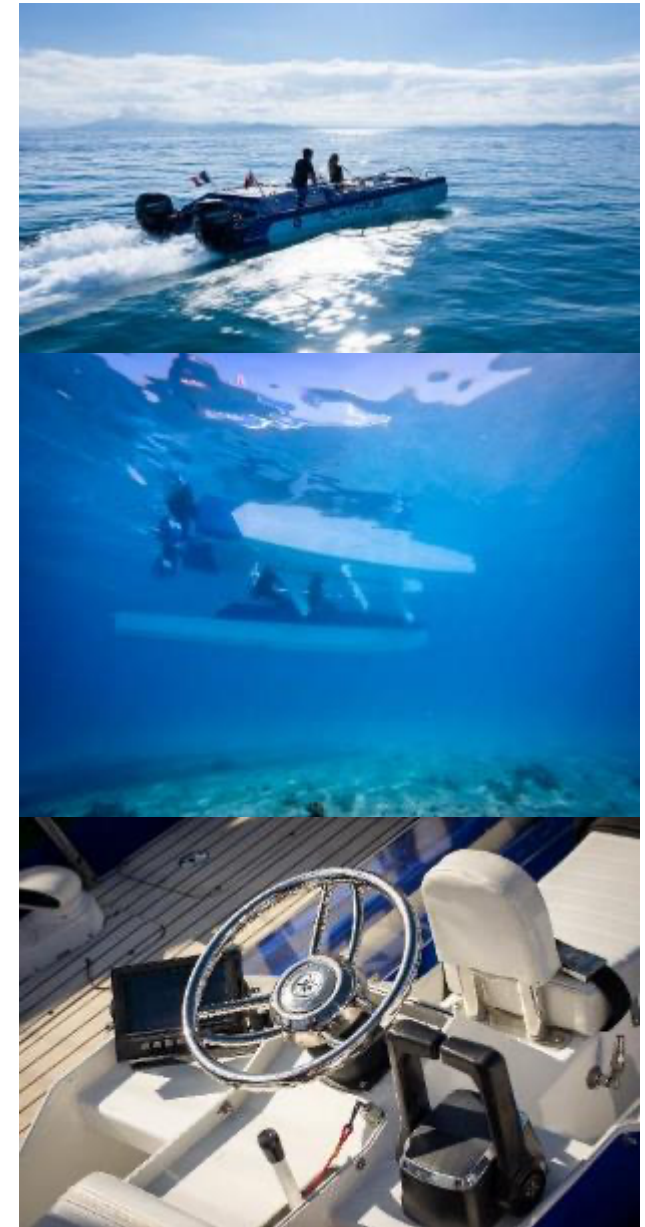
CLICK ON THE PIX TO LAUNCH VIDEO

EXECUTIVE SUMMARY

BUSINESS OVERVIEW



- Platypus Craft is a **French company** specializing in the design and marketing of innovative marine vehicles that can navigate on or under water
- The main innovation is based on an **international patent** of a multihull machine that can evolve indiscriminately on water or under water by moving its central part from a high to low position in order to be on or below the surface.
- This innovation covers 3 main markets and applications:
 - **tourism market** for dive centers or resorts.
 - **Yachting**, it is a 2 in 1 product, both tender -annex- and toy -entertainment toy.
 - **Environment**: the concept to combat pollution by macro waste of the oceans by detecting and collecting waste such as plastic and nets.
- The company is founded in 2012 by **François- Alexandre Bertrand**, creator of the Platypus concept, He has been for 7 years in the change management and strategy consulting and has resigned after 8 years of his position as executive director of the Women's Forum for the Economy & Society to focus exclusively on the development of his company (since January 2019)



HISTORY OF THE PROJECT

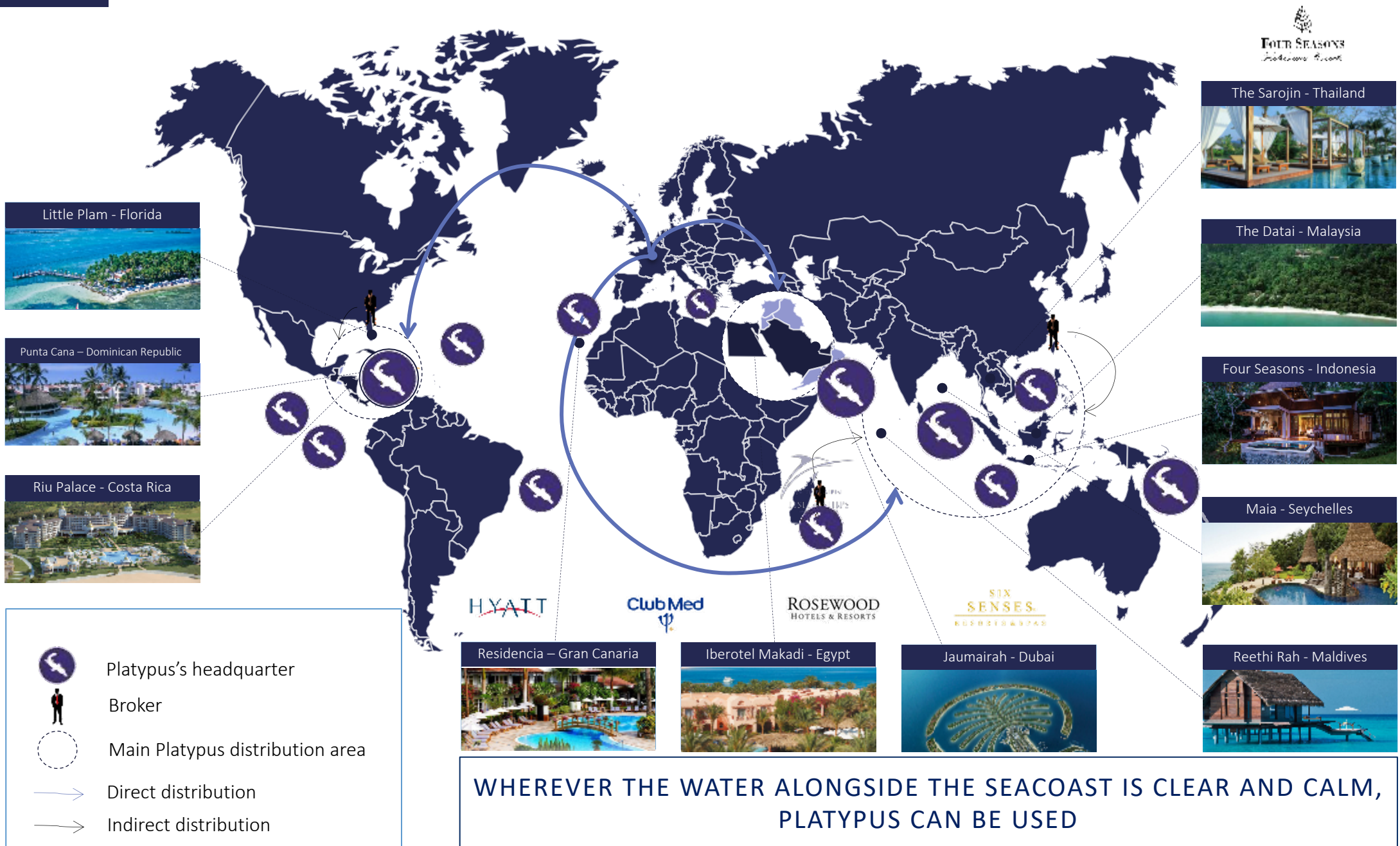
MILESTONES








- 2009: idea & patent
- 2012:
 - Creation of SAS Platypus craft
 - 1° fund raising
- 2013:
 - Prototype launched on the water
- 2016:
 - Partnership with CDO Innov and VPLP Design
 - Prototype is refitted & fully operational
 - Labellization pole mer « innovative project of the year 2016»
 - Support of ADEME for a grant of 200 K EUR
- 2018:
 - Exhibition pre series version at the diving show Paris
- 2019
 - Noumea expedition of the first Platypus
 - Announcement of the 3° fundraising of Platypus craft SAS



MARKET OVERVIEW OF THE POTENTIAL AREAS



-  Platypus's headquarter
-  Broker
-  Main Platypus distribution area
-  Direct distribution
-  Indirect distribution

WHEREVER THE WATER ALONGSIDE THE SEACOAST IS CLEAR AND CALM, PLATYPUS CAN BE USED

APPLICATIONS

TOURISM AND LEISURE



- As a pioneer of the semi-submersible world, platypus creates a strong craze for diving clubs and resorts that see the product as a **source of income** as an extraordinary communication tool.
- The Platypus is designed to be used in strong sea conditions on the surface so that it **can join all the diving spots** of a given place.
- In addition to the onshore market, **cruise ships** are also interested in the Platypus Lagoon Explorer. To this end, from the beginning, the platypus Lagoon Explorer had a limited height to be able to fit into the holds of these floating buildings

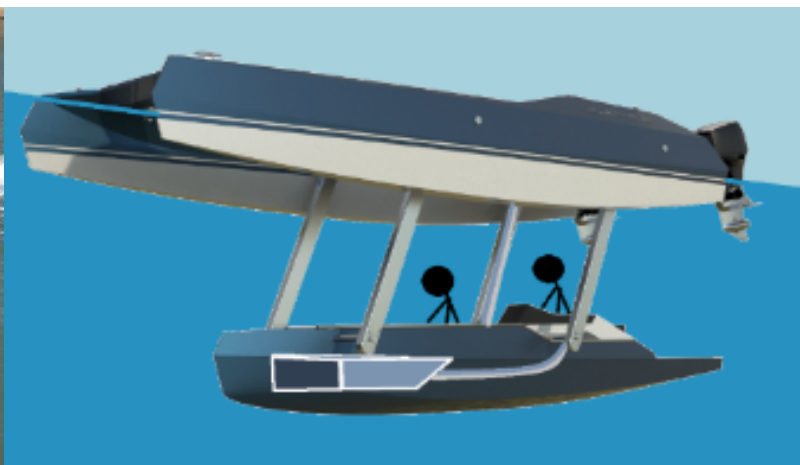


APPLICATIONS

ENVIRONMENTAL MONITORING AND ACTION



- Maritime conservation organizations such as UNESCO, the Cousteau Association and national research institutes are aware of marine degradation, rising temperatures and rising sea levels. There is a growing awareness of the need to monitor and protect marine ecosystems
- Most seabed turns out to be in a deplorable state due to pollution from **plastic macrowaste** (bottles, plastic bags, etc.). And others such as drift lines
- Platypus can be used as a **cleaning platform** up to 10 m deep, these versions will be equipped with pumping and storage systems, the machine then becoming an extraordinary tool to detect, geolocate and collect the waste they floating, submerged or resting at the bottom of the water. We call this project BLUE PLATYPUS.



APPLICATIONS

YACHTING



- The luxury market is booming, and so is the yachting market and its derivatives, the so-called tender annexes and the "toys" for the rich, especially the pocket submarines, commonly known as "toys"
- If this market explodes, it is limited by 3 factors:
 - Unbridled competition on tenders, almost all boat builders and yachts are in this very buoyant market, the **differentiating factors** are therefore crucial
 - A strong **usage limit for toys**: having a submersible creates difficulties such as launching, piloting - it takes special skills to use them - and the limit
 - Finally **the limit of space** on a boat as big as it is strong, it takes room for tender and toy not to mention the means of lifting and storage duplicated with all that this generates in terms of cost, maintenance ...
- A yachting version called **SWORDFISH** of the platypus with **great design** capable of **great performance** with **electric power** and **comfort** on the water (the trimaran design gives it immense stability) combined with its **semi submersible capability for 6 people** would make this craft **the perfect toy of the rich**, not to mention its james bond side



APPLICATIONS

OTHER APPLICATIONS



Disabled people diving

Platypus is a secure and easy-to-use platform that allows people with disabilities to dive safely and easily independently. Specific characteristics will be developed to adapt to various handicaps. The platform has already been designed to ensure such applications



Professional work underwater

- 90% of underwater work takes place in shallow waters: aquaculture, monitoring and maintenance of underwater energy and industrial facilities
- Nowadays, diving workers do not easily realize these underwater operations. Platypus offers an ideal working platform to facilitate the realization of many types of work



PLATYPUS BOAT

CURRENT BOAT TECHNICAL FEATURES



LAGOON EXPLORER will be an evolution of the existing BLUE OCEAN version (picture below) and represents the epitome of the original Platypus concept, this version has all characteristics & equipment to match a resort or leisure expectations. She can offer to their customer the enjoyment of a surface ship boarding 6 people safely water or underwater. Factory Outlet price excl. VAT: 245 000 EUR excl. VAT

- *Fiber glass trimaran 7,77m length on 2, 50m width*
 - *Suits in container (40 ")*
 - *Suits road transportation (trailers)*
- *2 engine options:*
 - *Gas engine - 150 HP (option 200HP)*
 - *2 * 75 HP outboard engine*
 - *Electric Engine - 20 KW*
 - *2 * 10 KW outboard engine (Torqeedo)*
- *6 pax*
 - *1 pilot*
 - *5 Passengers*
- *Surface speed*
 - *Max 25 knots (electric 12 knots)*
 - *Cruise 17 knots (electric 5 knots)*
- *Underwater speed*
 - *Max 5 knots (electric 5 knots)*
 - *Cruise 3 knots (electric 5 knots)*
- *A digital Periscope to visualize the surface in diving mode*
 - *waterproof screen*
 - *4 surface cameras*
- *Autonomous breathing systems*
 - *2 hookahs provide continuous fresh air supply*
 - *6 regulators (option: facial mask & communication)*
- *All detailing for recreational use*
 - *Complete waterproof dashboard*
 - *Varnished epoxy paint*
 - *Boat hardware complete*
 - *Saddlery : pilot and passenger seats, wedge and seat belts*
 - *Propeller cages*
 - *Handshower and radio*
 - *Soft Sail cover*
- **Naval Architect: VPLP design**



PLATYPUS IS A UNIQUE CONCEPT BENCHMARK ON OUR 3 MARKETS



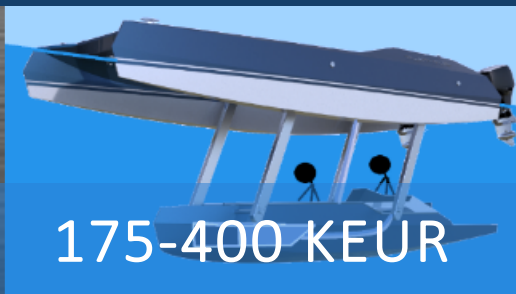
YACHTING



TOURISM



ENVIRNONMENT



PLATYPUS IS MAYBE THE BEST CONCEPT

STRENGTHS AND WEAKNESSES



STRENGTHS

- + Unique hybrid concept
- + Safety, reliability, ease of maintenance
- + Accessible, versatile, no skills required
- + Underwater sailing in open water
- + Excellent stability in boat mode (trimaran)
- + Great performance in boat mode
- + Ecological and silent (with electric engine)

WEAKNESSES

- Underwater sailing in rough water
- Hybrid (less good performance and capabilities than a "normal" boat)



BUSINESS OVERVIEW

SITUATION TO DATE



- 1 customer delivered on May 1, 2019 to Nouméa, in case of success of the boat and fundraising, he wants to buy 2 more units.
- 7 letters of intent distributed as follows:
 - leisure (3-5 units)
 - **Dune:** wants to acquire an electric platypus for the underwater museum of the Bay of Catalans in Marseille and another for the coves with double use, leisure in the summer, environment in the winter. Two units.
 - **Seafari:** interested in acquiring a platypus in Columbus Island, their main customer being Club Med. 1 unit.
 - Yachting, (1-3 units)
 - CLS, yacht broker in Monaco, considers platypus to have a strong dimension in yachting. No unit planned at the moment, looking.
 - Yacht Investors, A Yacht Broker in Dubai, considers that an important market exists for the Platypus in Dubai and has strong expressions of interest from its customers. 2 units in 2020
 - environment (2 units)
 - Veolia validates that platypus is a solution to environmental problems of pollution of the coastal coast by macro waste along the coastal coast. Two units.



Sebastien Charbonnier

Founder Seascope, Noumea, *customer*

Je suis très fier d'être propriétaire du premier Platypus de série, c'est un navire qui allie beauté, fiabilité et polyvalence, en effet je peux orienter mon activité aussi bien vers le tourisme que vers des actions de surveillance et de nettoyage du littoral côtier. Il permet également de proposer mes excursions aux personnes à mobilité réduite.

Côté navigation en surface il est rapide, stable et confortable quant au mode sous-marin c'est tout simplement génial, avec des sensations identiques à la plongée mais avec un sentiment de sécurité en plus.

Je remercie François Alexandre Bertrand qui a su prendre le temps (10 ans) pour réaliser un navire innovant et adaptable aux besoins et envies de chaque client.



Julien Stein

Executive Director Seafari, *future customer*

We are enthusiast to consider a platypus in Columbus Island in order to offer to our customers a new type of underwater excursion to our clients, an easy access to the underwater Realm and let our client try Scuba diving in a fun an easy way.

We consider that this would be a unique and original service to our clients, a possibility to join environmental project such as Reef Surveys. Personally, the most important purpose for Platypus would be to use the Platypus as a survey vessel for conservation project (Reef Survey, clean up, ...)

MANAGEMENT

FOUNDER



François-Alexandre Bertrand, nicknamed « FAB », founder & CEO. 44, ESCE business School, 7 years in consulting industry as managing Director, 8 years executive director Women's Forum for the Economy & Society.

Serial entrepreneur, FAB is the founder & CEO of the Ghost Screen Company, Taloma Consulting and is writing a novel published early 2021.

Renowned for his professionalism, his creativity and his capacity to gather great people on various projects, FAB is totally involved since the very start in Platypus Craft, convinced that the future of boat is under water.

He has the idea of Platypus concept in 2009 as he was diving on the Great Barrier Reef, Australia, a country that gives the name "Platypus" to the concept and the company as the mammal Platypus is weird, amphibious and sympathetic.



PARTNERS & STRATEGIC COMMITTEE



PARTNERS

Alain Grandjean,

CEO L2 Concept and Factory
Unit & President of PACA
Entrepreneurs network

Design & Engineering



Cyril Thabart,

CEO ISAL CDO Innov

Mechanic & hydraulics



Marc Van Peteghem,

co founder VPLP Design

Naval architecture



STRATEGIC COMMITTEE

Julien Stein, chief operation officer Seafari
Inc, future customer of Platypus Craft for
Club Med Resorts



Ludovic Savariello, executive coach, expert in
diving & business management. He is FAB's
coach.



Steeve Hans, CEO Dune Group, future
customer of Platypus Craft for Red Sea &
Marseille diving club



Jacques Rougerie, submarine world architect
& innovator.



Alain Dinis, virtual reality underwater
systems expert, founder of Virtual Dive

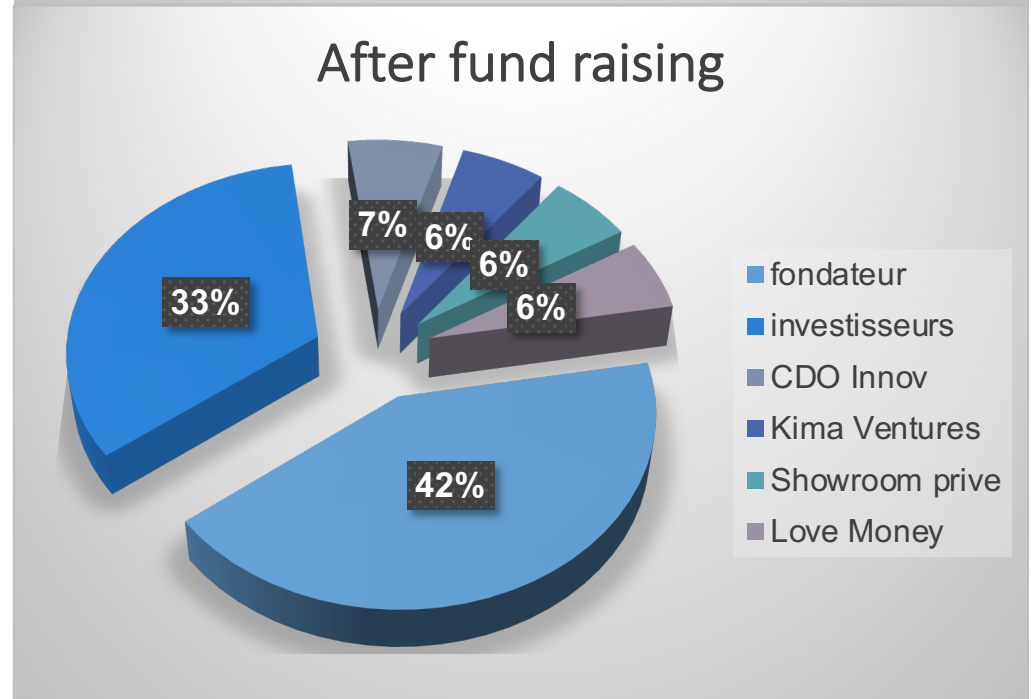
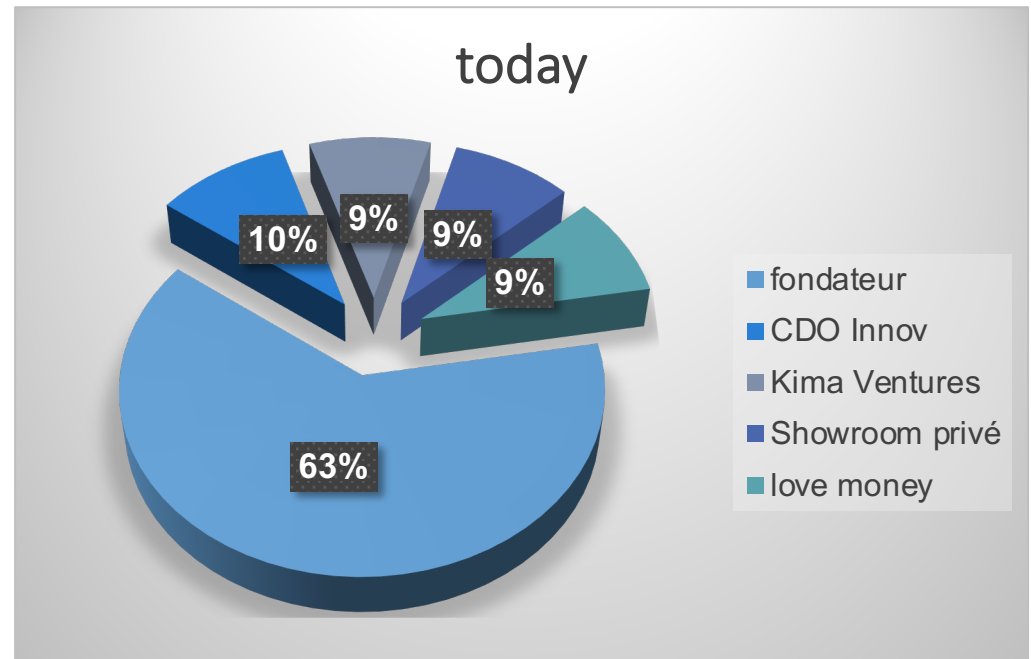


FUND RAISING

KEY ELEMENTS

CAPITAL

- Last estimated value EUR 1.1M at the 2nd fundraiser in 2016 (entry into the capital of CDO Innov for 110K EUR for 10%)
- Current estimated valuation of EUR 2M taking into account:
 - Developed and built series version (EUR 450K invested)
 - First customer charged and delivered Technical and regulatory issues lifted
 - Reappropriation of the project within the platypus Craft structure
 - Incorporation of the founder's associated current account into the fundraiser (EUR 100K)
 - New projects developed:
 - Remora Craft
 - Swordfish...
- Amount searched: EUR 1M
- Additional available amounts EUR 1.5 to 2 M
 - Credit BPI 500K EUR
 - Bank credit 500K to EUR 1M Eligible Miscellaneous Grants 500 KEUR
- 5-year target:
 - The founder wants to recover the majority of the capital by share buyback and return to 60%*
 - Having a capital mainly composed by trading and industrial partners



GOALS 2021

- 5 firm orders
- > 1 million Euro turnover
- three employees
- Strengthening intellectual property
- Full range
- First Platypus in operation (including Noumea)
- Media impact



INVESTMENTS 1900 K EUR

- Naval architect & engineering VPLP / CDO / other firms, 500 K EUR
 - Optimization of the current platform 150 K EUR
 - Design of the range of models 350 K EUR
- marketing & communication 150K EUR
- Sales & business development 300K EUR
- Law & intellectual protection 150 K EUR
- Others 700K EUR
 - Office, workshop, bacj office 120 K EUR
 - Finance & administration 80 K EUR
 - Salaries 500 K EUR



STRATEGY

LONG TERM (1/2)



GOALS

2022 15 orders
3,2 millions euros revenue

2023 30 orders + 1 Swordfish
12 millions euros revenue

+5 YEARS

100 orders/ year + 5 SWORDFISH
> 35 millions euros revenue



OTHERS

- 20 direct jobs created
- 30 indirect jobs
- Positive export product for image (very media)
- Unique product in the world
- Patented product still for 11 years (2030)
- Proven environmental application

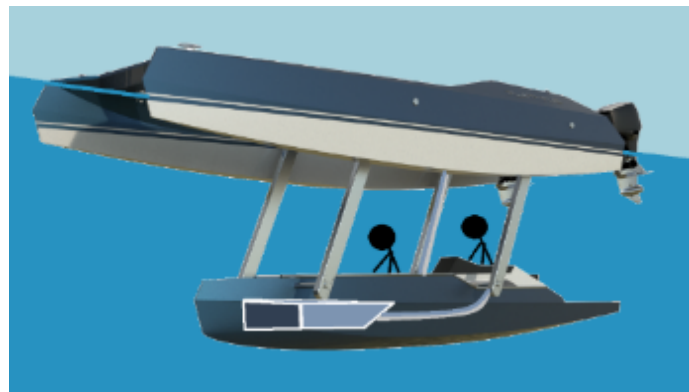
STRATEGY

LONG TERM (2/2)



STRATEGY OF DEVELOPMENT

- Range of products under the brand "Platypus Craft" based on a one and only platform :
 - 1 single platform first perfectly optimized to cover a multitude of uses, then quickly and optionally a speed hull, more expensive but supporting high power, in order to offer a complete range based on this unique platform that captures the main market
 - Low cost version for B2B & professional purpose, approx.. 185 KEUR
 - Resort & Diving club version for tourism, approx. 250 000 EUR HT
 - Pleasence market for persons, approx. 285 000 EUR HT
 - Environment version, based on the pro version (low cost) plus specific equipment to detect, geolocalize, collect and store the trash, approx. 300 000 EUR HT
 - 2 brands will distribute the Platypus, "**Platypus craft**" for B2B market, leisure, pro & environment, "**Platypus yacht**" for individuals and yachting.
 - **Platypus Yacht** will distribute the Swordfish model on the yachting market.



PARTNERS



DESIGN & MANUFACTURING



NAVAL ARCHITECTURE



FRAME



DESIGN & HULL

DRIVE

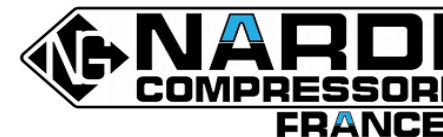


GAS



ELECTRIC

DIVING

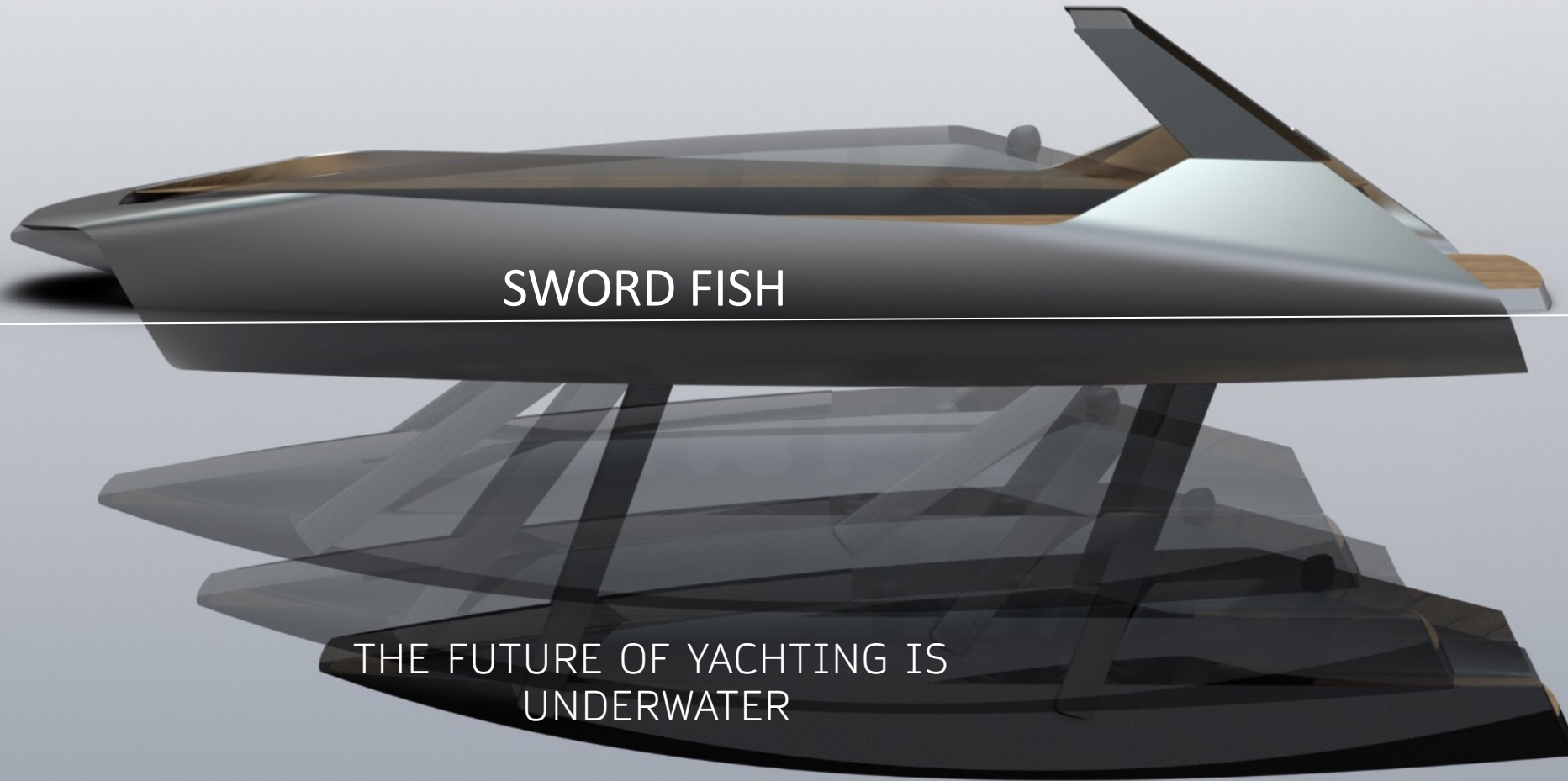




APPENDIX

HIGH-POTENTIAL PROJECTS

SWORDFISH (1/6)



SWORD FISH

THE FUTURE OF YACHTING IS
UNDERWATER



HIGH-POTENTIAL PROJECTS

SWORDFISH (2/6)



A REVOLUTION IN TENDER WORLD IS COMING...

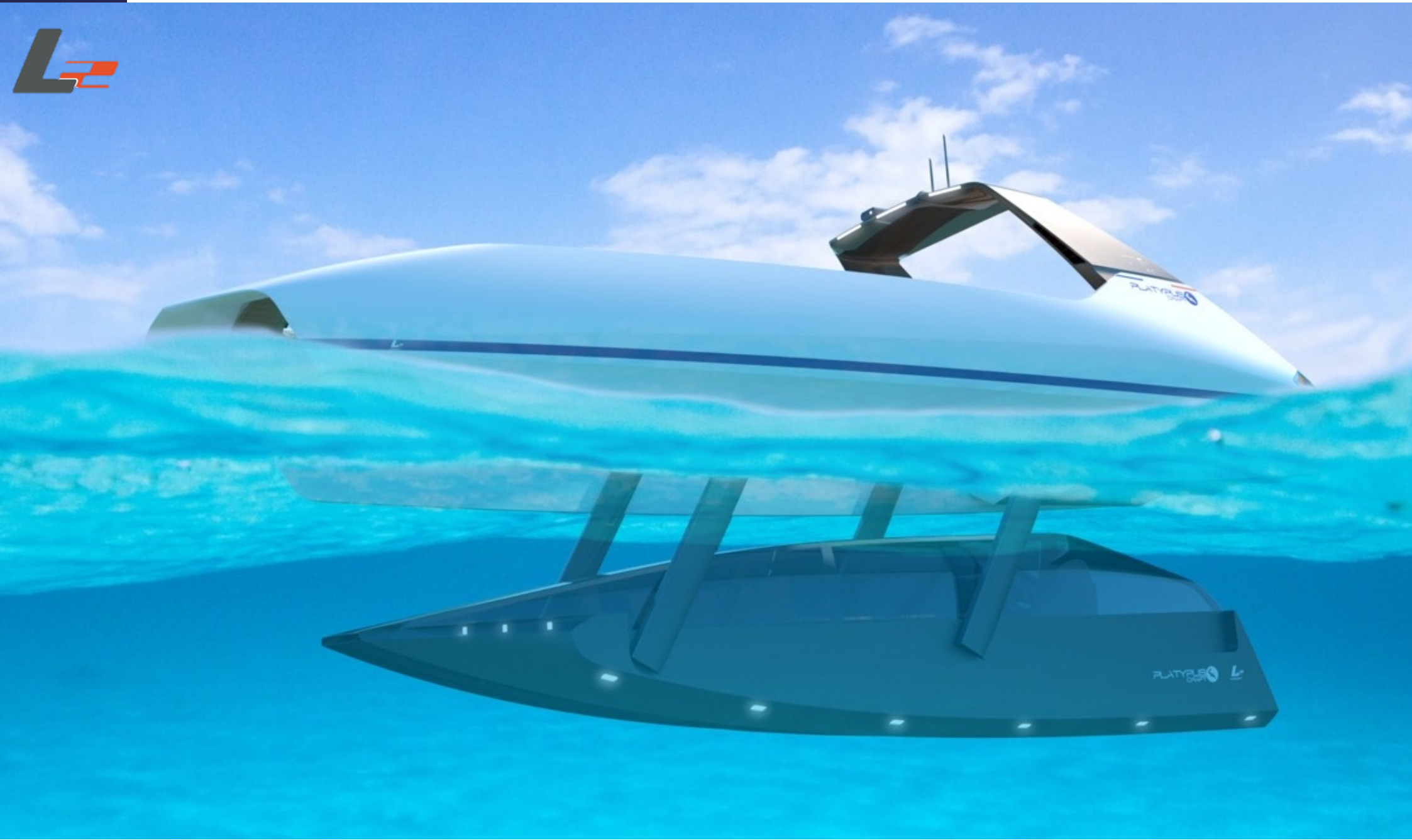
60 knots
10 pax

Full Carbon
Hybrid Power

Wave breaker
Disruptive design

HIGH-POTENTIAL PROJECTS

SWORDFISH (3/6)



HIGH-POTENTIAL PROJECTS

SWORDFISH (4/6)



HIGH-POTENTIAL PROJECTS

SWORDFISH (6/6)



HIGH-POTENTIAL PROJECTS

REMORA CRAFT (1/3)



REMORA: the first mobile shipyard

- REMORA is a watercraft concept covered by the Platypus patent. It is a semi-submersible platform, mobile and integrated with all professional working systems to perform professional in-water boat maintenance
- REMORA workers can perform quick in-water actions (without dry-docking): check-up, cleaning or light hull repairs
- Thanks to its patented concept, REMORA provides to dockyards nan innovative, economical and eco-friendly alternative for their operations : **a mobile shipyard**

More than 24 million boats over the sea in the world

- Boat repair and maintenance is a huge potential market estimated at 24 millions boats with a growth of 600 000 new domestic boats per year
- Thanks to its mobility, REMORA offers an alternative to the 4 880 dry-dock shipyards located in 23 different nations



HIGH-POTENTIAL PROJECTS

REMORA CRAFT CONCEPT(2/3)



1



THE SHIPYARD RECEIVES A REQUIREMENT FROM A SHIP FOR A MAINTENANCE BY THE SEA, REMORA IS LAUNCHED AND NAVIGATES TO THE SHIP WHICH AVOIDS ANY LAND-SHIPYARD RESERVATION AND OPERATIONS. THE REMORA WILL BE DECLINED IN A COMPLETE RANGE, FROM 8 TO 25 METERS

2



ONCE CLOSE TO THE SHIP, REMORA IS DEVELOPING ITS SEMI SUBMERSIBLE CAPACITY: A CENTRAL PLATFORM MAINTAINED ABOVE THE SURFACE IS TOPPLED FROM REAR TO FRONT IN ORDER TO BE POSITIONED UNDER THE SURFACE AT A DEPTH THAT VARIES FROM 3 TO 5 METERS DEPENDING THE SIZE OF THE REMORA

3



ONCE UNDERWATER, REMORA WILL MOVE IN ORDER TO POSITION THE PLATFORM UNDER THE SHIP. AFTER A FIRST STEP FOR SECURING THE BOARDING OF REMORA TO THE SHIP, A TEAM OF DIVERS GO DOWN ON THE PLATFORM AND DO A FIRST AUDIT OF THE SHIP'S HULL. IF POSSIBLE, THEY WILL THEN PROCEED TO CLEAN THE HULL AND DO MAINTENANCE OPERATIONS

HIGH-POTENTIAL PROJECTS

REMORA CRAFT CONCEPT (3/3)



High Pressure jet



Mechanical Brush



Cavit cleaner



One the biggest benefits of the Remora is that it will use the amazing quantity of tools and innovations developed for underwater work: The Remora is the mobile platform, the tools and equipment's are just waiting their platform !



You want to know more? Click on the pictures !

Technically, the Remora project is a challenge regarding the structure, a challenge raised by our naval VPLP. But regarding the cleaning tools and ecological equipment all is available from existing suppliers.

Robot



Suction Dredge



All-in-One!



APPENDIX

PRESS PREVIEW (+500 ARTICLES JULY 2020)



«Ballades sous-marines pour tous»
Emission de Solutions- [France 2](#)



« ...This silent eco-submersible (electric charge) has a bright future» - [Paris Match](#)



Aux Sables, un prototype de jet-ski sous-marin



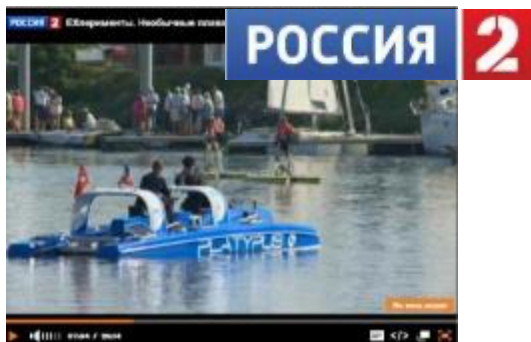
« In « les Sables-d'Olonne », a prototype of submarine jet ski»

[Ouest France](#)

Platypus Swordfish, a semi-submersible luxury tender



NEW ATLAS above/below Platypus watercraftes from dream to reality



«Go boating head underwater with Platypus»-
[Le Figaro](#)



Faire du catamaran la tête sous l'eau avec Platypus



Mardi 12 décembre 2017 à 22h28
Mots clés : Salon Nautique, Plongée, Innovation
Par [Figaro nautisme](#)

Le Platypus est présenté en ce moment au Salon Nautique de Paris puis en janvier au Salon de la Plongée, toujours Porte de Versailles. C'est un catamaran qui permet de plonger à un mètre de profondeur.



confidential Platypus Craft

PLATYPUS



CRAFT



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