

Investment Opportunities

Electronics/Ship/Manufacture: Ship Repairment and Management Application

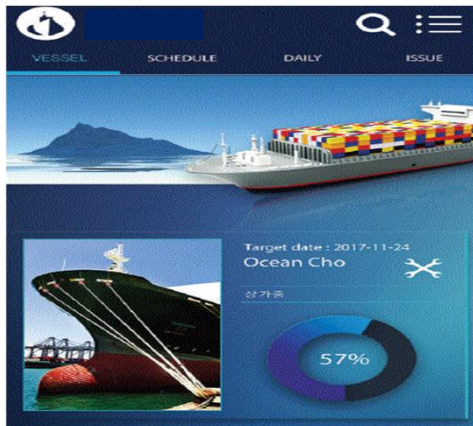


Investment Highlights

- **Steadily increasing demand for ships subject to periodic inspections:** All vessels must pass a regular inspection every 5 years and an interim inspection every 2.5 years. As old vessels (more than 20 years old) account for 53% of the vessels currently in operation, the demand for vessels subject to a regular inspection is significant. In 2009, Lloyd's Register projected that the number of vessels to be repaired would reach 30,000 in 2020. According to SMRC-CESA in 2010, the global ship repair service market was estimated to be over USD 20 billion, with Asia accounting for at least 50% and Europe about 35%.
- **Providing a real-time communication platform for efficient ship repair service:** As the global demand for ship repair service has recently increased, efficient communication methods are required among different ship repair service providers. In this context, our company aims to improve the globally increasing ship repair service market through real-time support service to facilitate communication between shipowners and ship superintendents, between ship repair yards and their partners, and between classification societies. To achieve that goal, our company will strive to develop a real-time communication platform to enhance the work efficiency of ship repair yards. Another aim is to realize the IMO-certified international standardization of a repair process through simultaneous sales around the world through the App Store.

Products and Services

Products and Technology



Ship repair schedule management app



Ship repair schedule screen

- **Major features of key technology:** Our ship repair/management app allows shipowners, ship superintendents, and customers to understand the process of ship repair services, thus helping ship repair yards and their subcontractors improve their work efficiency. For classification societies, they are given timely notifications of inspection schedules and issues so that they can efficiently establish and execute work plans, thereby preventing unnecessary waste of time and excess costs.
- **Competitiveness of key technology:** Our smartphone-based global ship repair service app developed as an ICT solution through convergence R&D is very accessible to the users. It also increases convenience that allows participants to communicate with each other in real time. In contrast to the existing enterprise messenger confined to the shared communication channel of a company, our self-developed app provides a real-time communication channel among participants from different companies with a common goal: ship repair. Thus, it has opened up a new market.

Potential Clients

- Domestic (B2G): Government offices (patrol ships of the Ministry of Public Safety and Security, fishery management ships of Fishery/Port Offices, etc).
- Overseas (B2B): Four major global ship repair yards (Damen Shipyard Repair (DSR) in Rotterdam, Netherlands / Blohm+Voss Repair in Hamburg, Germany / Jurong Shipyard Ltd. in Singapore / Dalian Ocean Ship Repair Co., Ltd. in Dalian, China)

Company Profile

Date of foundation	<ul style="list-style-type: none">August 1, 2016
Investment performance	<ul style="list-style-type: none">Attracted investment in cash worth KRW 20 million from KMOU's technology holding company in March 2017;Attracted a total of investment worth KRW 400 million from Angel Investment in November 2017, April 2018, November 2018, and April 2019 (KRW 100 million each)
Listed or unlisted	<ul style="list-style-type: none">Unlisted
Patents and certificates	<ul style="list-style-type: none">Applied for a patent for the real-time reporting and management of ship repair service processes in South Korea;Applied for a patent for a water level control system for an enclosed canal using a ballast and a method of moving ships using the same in South Korea

Financial Figures

(Unit: USD million)

Division	2016 (Unaudited)	2017 (Unaudited)	2018 (Unaudited)
Sales	0.02	0.26	0.42
Operating Income	(0.00)	(0.02)	(0.10)
EBITDA	(0.00)	0.08	0.11

Business Plans

(Unit: USD million)

Division	2019 (Forecast)	2020 (Forecast)	2021 (Forecast)
Sales	0.49	0.56	0.72
Capex	0.40	0.40	0.40
R&D Investment	0.18	0.18	0.18

- Sales plan:** Our plan is to achieve sales of USD 0.32 million in 2021 through the sale of the ship repair schedule management app. Chartered freight will serve as a new revenue source worth USD 0.19 million each year from 2019 and 2021. In addition, a sales of USD 0.21 million will be generated every year via SI consignment development service.
- Investment required:** To achieve the target sales, our company is planning to spend USD 0.04 million each year on basic working capital and invest USD 0.36 million each year in marketing to increase the number of ship repair schedule management app users. In addition, USD 0.18 million will be invested in R&D every year until 2021 to sustain app development and SI.

Investment Requirements

Investment Structure	<ul style="list-style-type: none">All available
Amount	<ul style="list-style-type: none">USD 0.6 million
Region	<ul style="list-style-type: none">All available

For a more detailed Teaser Memorandum and information, please contact the Project Manager below.
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