

GREEN BOATS IN PRACTICE

Green Dream Boats Ltd.



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Yacht industry



Yacht industry – Polish perspective



Domestic boat production (units) - 2012

Country	Sailboats	Inboard/ sterndrive motor boats	Other rigid boats incl outboard motor boats	Inflatable boats 2,5m+ and 20kg +	Totals (excluding not known figures)
Poland	5 080	1 530	10 000	N/K	16 610
France	4 755	3 318	3 045	13 621	24 739
USA	4 300	29 530	459 500	24 300	517 630
Germany	1 196	1 050	N/K	N/K	2 246
UK	593	1 215	365	725	2 898
Denmark	572		5		577
Turkey	540	1 060	3 510	1 145	6 255
New Zealand	447	545	2 450	1 400	4 842
Italy	228	1 470	2 916	7 396	12 010
Japan	172	254	3 531	7 735	11 692
Argentina	165	265	6 804	940	8 174
Spain	63	1 262	N/K	255	1 580
Croatia	42	116	394	193	745
Finland	30	693	6 402	N/K	7 125
Czech Republic	29	N/K	516	N/K	545
Greece	11	73	2 999	585	3 668
Norway	5	1 750	2 850	100	4 705
Australia	N/K	N/K	N/K	N/K	N/K
Ireland	N/K	N/K	N/K	N/K	24
Netherlands	N/K	N/K	N/K	N/K	1 750
South Africa	N/K	N/K	N/K	N/K	1 300
Sweden	N/K	N/K	N/K	N/K	N/K
Switzerland	N/K	N/K	N/K	N/K	N/K

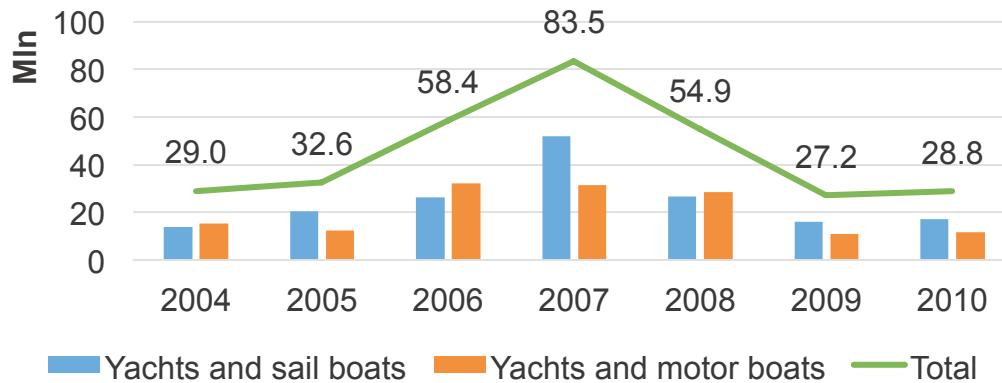
Some key facts

- The only category where USA is not number one is **sailboat production where Poland is on top of the list.**
- Poland is the **largest manufacturer of boats of length up to 10 meters, just after the USA.**
- Polish production is **focused on motor boats with outboard engines of length 6 to 10 meters.**

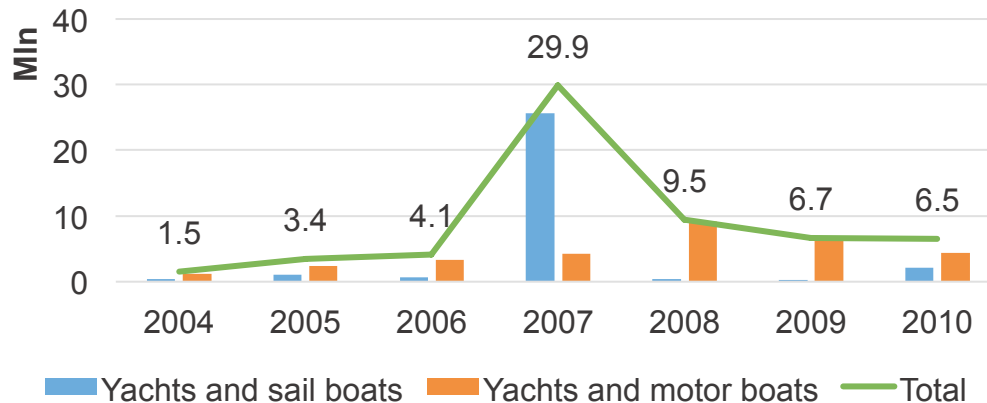
Source: Tommi Laaksonen „A MARKET ANALYSIS ON THE GLOBAL BOATING INDUSTRY„

Import vs Export

Value of exports expressed in EUR m in Poland



Value of import expressed in EUR m in Poland

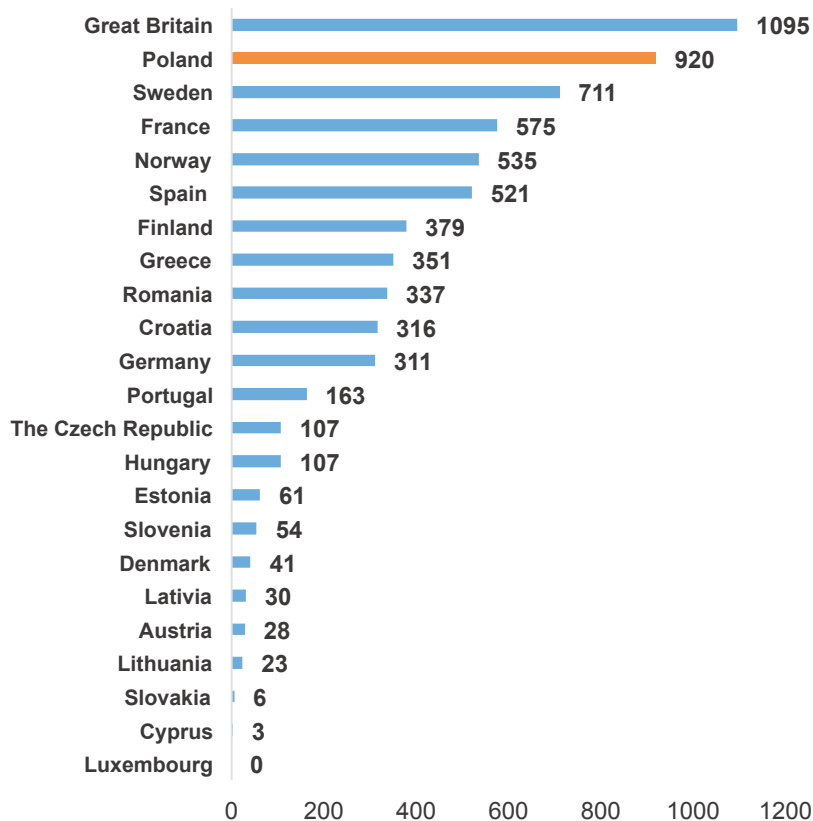


- **95%** of the production of yachts is addressed for export.
- The majority of yachts manufactured in Poland are bound for European states, **especially countries located in the Western part of Europe.**
- Yacht industry is one of the segments wherein many Polish brands can boast as **international luxury brands.**

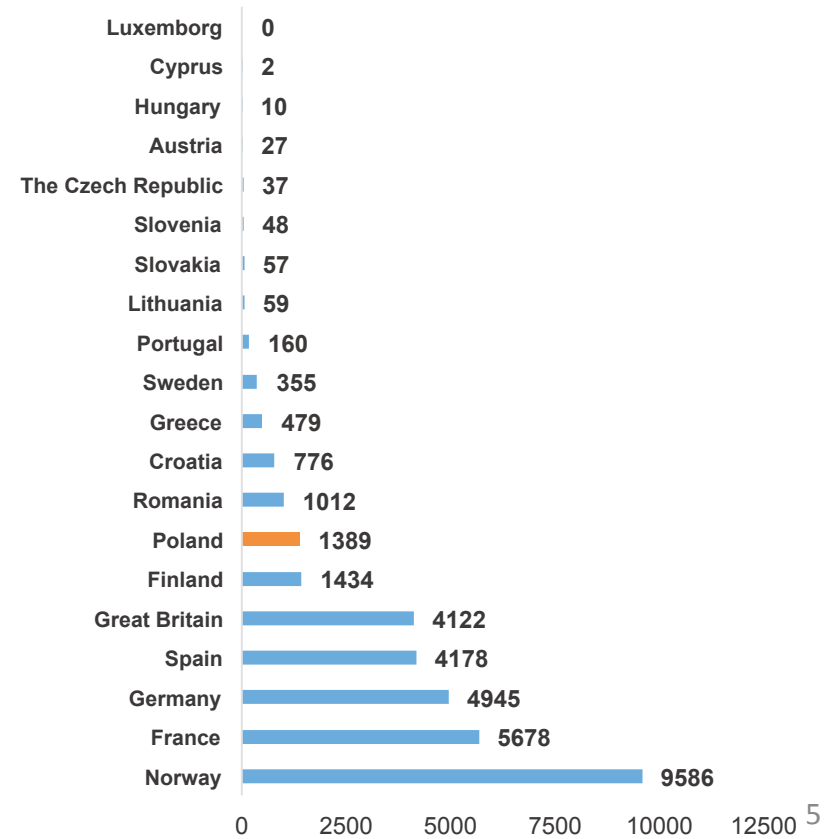
Yacht industry market in Europe

- **The number of companies** operating within the ship yard and yacht sector in **Poland is the second highest number in Europe**, just after Great Britain.
- Despite Poland has got a lot of companies that are operating in the ship yard and yacht industry sector, the income is not that high, as the others countries in Europe. It proves that the most companies are small.

The number of companies operating within the ship yard and yacht sector in Europe, in 2009



Income from the ship yard and yacht industry sector in Europe, in 2009 (expressed in millions of EUR)



Yacht market industry vs environment

- EU introducing new directives regarding the noise emission and pollution limits.
- The directives and official laws are supported by local laws on lower levels.
- In Poland and other European countries we observe an **increasing number of quiet zones**, forbidding usage of motor boats.
- Only in Poland the no. of new quiet zones has rapidly increased over the last decade:
 - ✓ 2002 - 7 new lakes
 - ✓ 2003 – 48 lakes
 - ✓ 2004 – 12 lakes
 - ✓ 2008 – 25 lakes
 - ✓ 2012 – 90 lakes (!)



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Green Dream Boats



Green Dream Boats – the company



Basic information about Green Dream Boats

- Location: Poland (North, Gdansk)
- Incorporated: 2014
- Ownership: privately held
- Workforce: ca. 50
- Projects: sollinEr – 100% solar catamaran
- Own shipyard located in Gdansk
- New modern production facility to be based in the Special Economic Zone (governmental tax support)

Our Location



SollinEr

What is sollinEr ?

- Catamaran
- Electric engine (@ 2kW & @ 4kW)
- Solar panels on the roof (1 kW)
- Modern design
- Customized interior
- Electric roof (8 sec.)
- Areas of exploitation:
 - ✓ Recreation & leisure
 - ✓ Charter business/tourism
 - ✓ Transportation
 - ✓ Recreational fishing
 - ✓ Yacht's tender boat
- Recommended for:
 - ✓ Lakes
 - ✓ Bays
 - ✓ Canals
 - ✓ Quiet zones



SollinEr – technical specification



620 cm
244 in

hull length

233 cm
92 in

hull width

45 cm
17 in

max draft

10 p.

crew limit

12 km/h
7.5 m/h

max speed @
2kW engine

16 km/h
10 m/h

max speed @
4kW engine

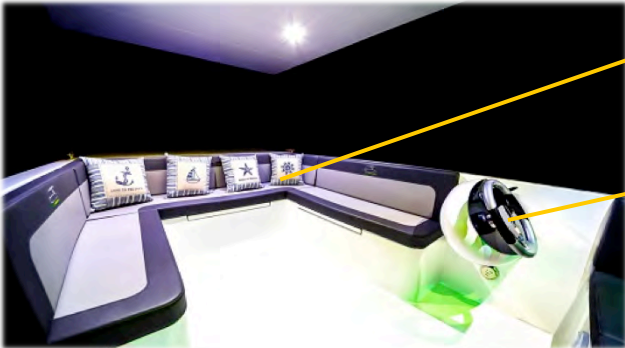
800 kg
1 764 lbs

weight

UNLIMITED

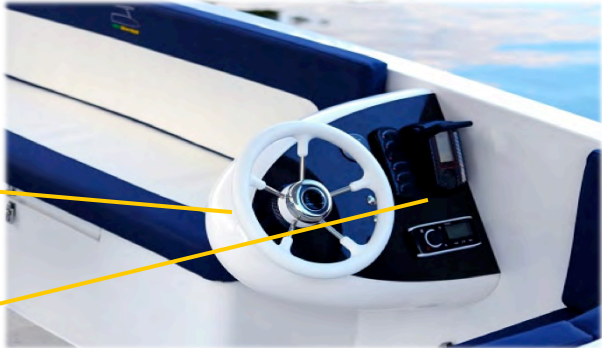
cruising range at
sunny day

SollinEr – how it works?



U-shape mattress in cockpit

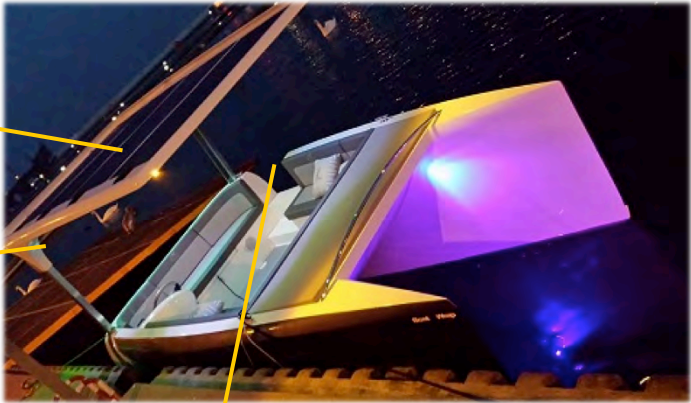
Steering system with steering wheel



Navigation cockpit



Foldable laminate hardtop bimini



Photovoltaic panels



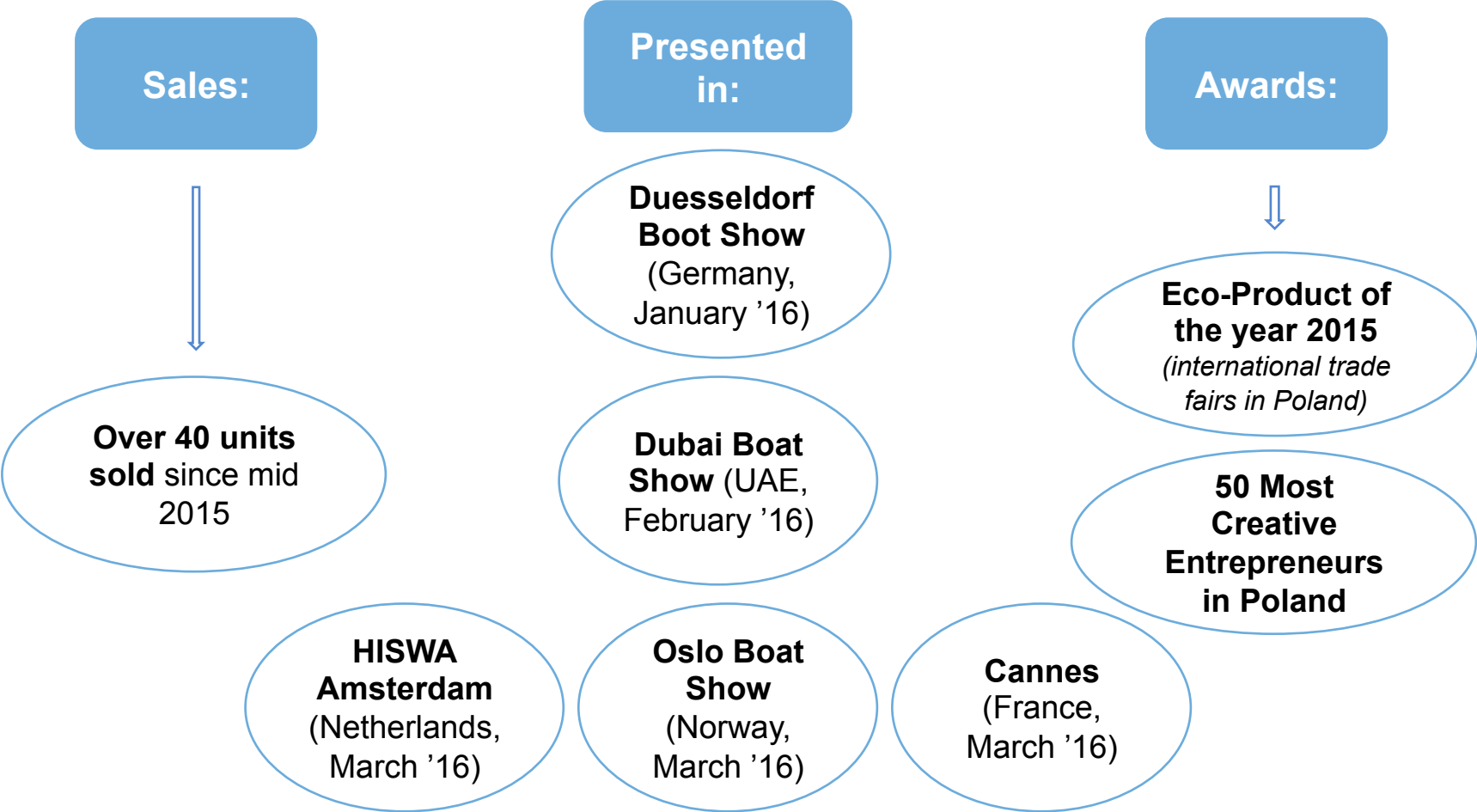
LED lights in cockpit

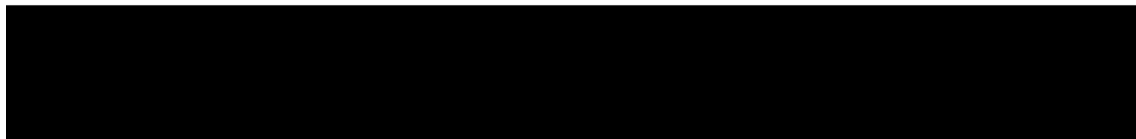
Side entrance lock

SollinEr - achievements

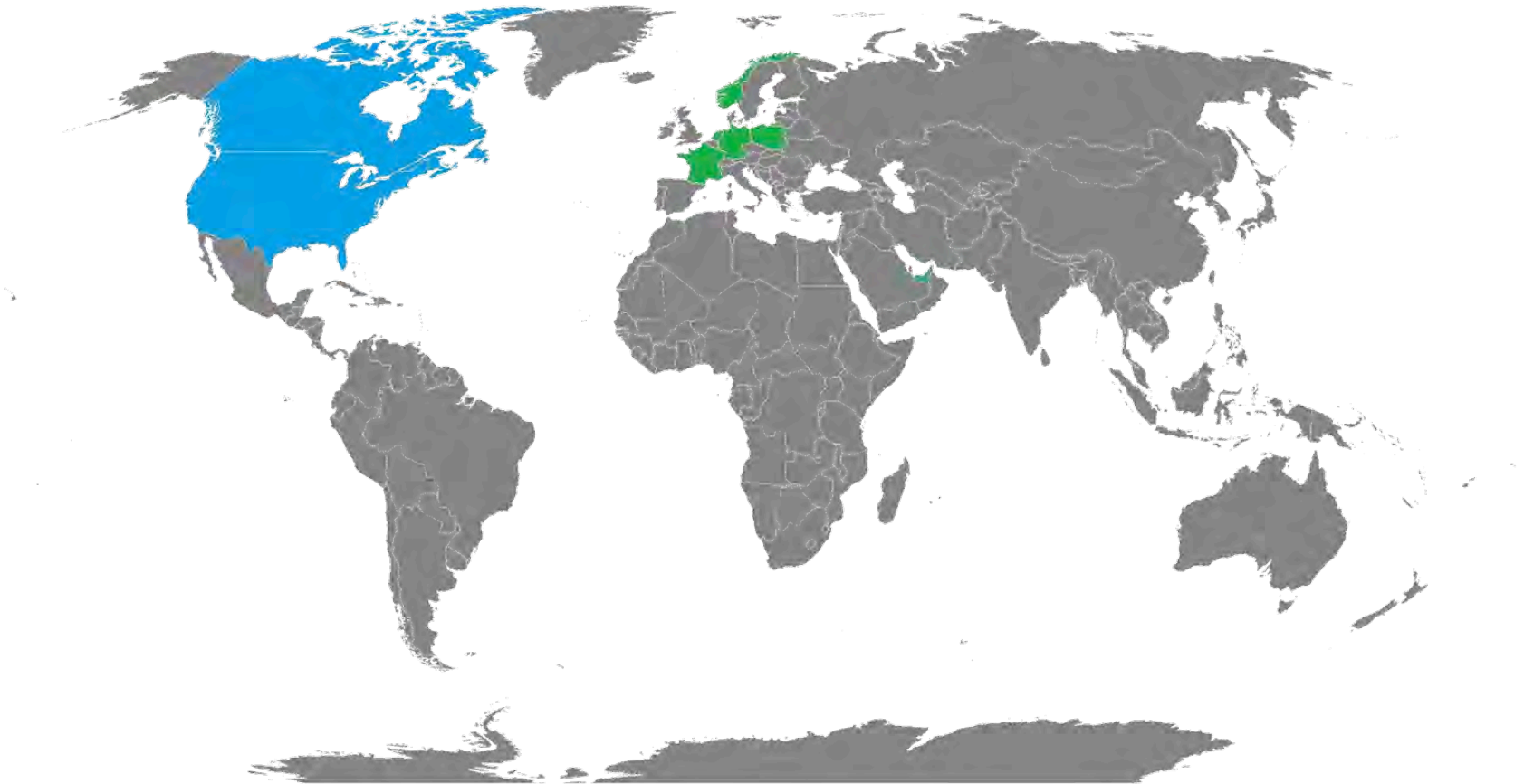


Where can you find sollinEr ?





Our geographical presence



- Countries where we already are
- Countries where we will be in near future

Lessons learnt – business perspective



Where are we?

- The maritime cruising industry is **only at the beginning of the eco (r)evolution**

What will drive the changes?

- The changes will be more importantly **caused by revised local laws** (e.g. increasing no. of quiet water zones, lower CO2 emission directives) **instead of organic innovative approach of manufacturers** (the demand does not enforce the supply – people prefer „traditional luxury”).
- The **development of more efficient technology** will be **the key driver for enhancing the eco (r)evolution** in the maritime market (*more efficient batteries and engines, new solar power technologies (e.g. perovskites)*)

What is really needed?

- The real eco revolution **will not happen until a real complex and self-efficient alternative in the maritime business arrives**, as Tesla in the motor industry (*same quality, same durability, same efficiency, same experience but eco*)