

ADD VALUE S.R.L

Gruppo AVM

**Yacht producer, pioneer of the serial hybrid propelled Italian luxury super-yachts, specialized in the design and construction of exclusive pleasure craft with a strong focus on outstanding performance combined with low consumption and zero emission.**

**Short project description:** First step: replacement of minority shareholder of 33% with €1M by September 15<sup>th</sup>, 2020. Second step: successive capital increase up to €3.45M to complete the backlog.

**Some Financial Details:** revenue 2019 €19.8M, forecast 2020 €7.6M and 2021 \$43.8M, EBITDA<0 in 2019, but EBITDA>0 in 2020 with significant present pipeline.

**Financial Structure:** €1M by Add Value Club Deal through SPV Srl by September 15, 2020 and successive capital increase up to €3.45M through the same SPV. Minimum investment tranches of 50K with commitment not after September 15 and wires within 15 days after that.

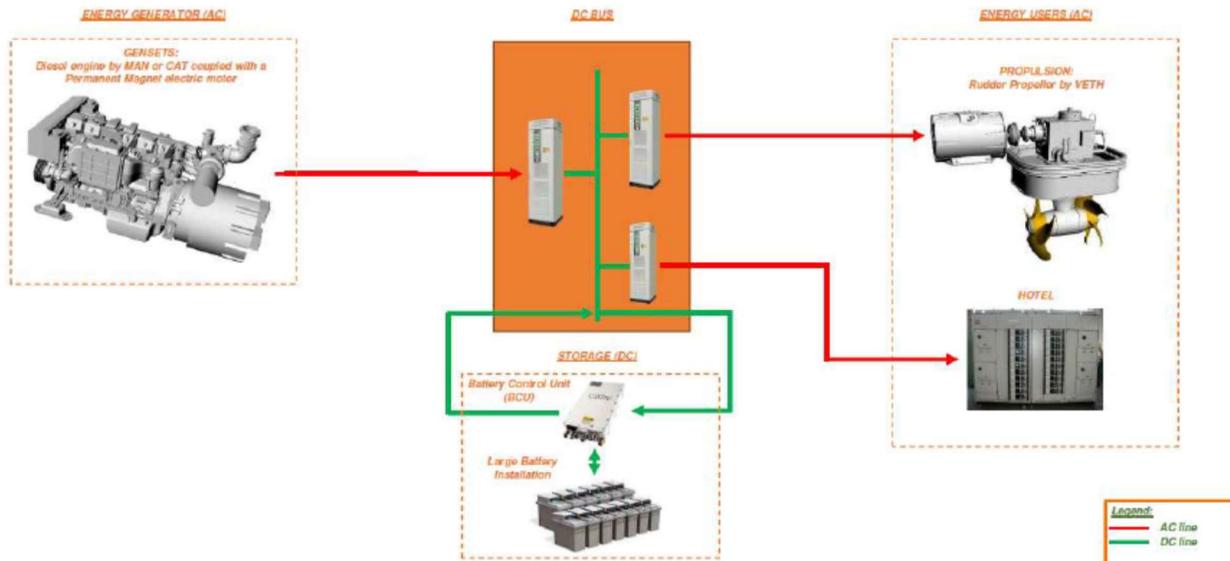
**Sector:** In strong demand for luxury yachts above 30mt, very fragmented and with high barriers of entry.

**Target exit:** 3x in 3 anni

**Business Model e Strategy:**

Serial hybrid propulsion system combined with a 544kWh Lithium polymer battery bank and Azimuthal pods guarantees hugely reduced fuel consumption and exceptionally low levels of noise and vibration. The traditional engine room has been replaced by a Power Generator Room, located where it suits better with the required layout and providing power through an electric cable unlike traditional propulsion systems, which have shafts. In fact, the generators room can be placed anywhere, allowing creating larger and more comfortable guest cabins located in the most stable part of the yacht. In addition to space gains, advantages are increased reliability, fuel efficiency (84 litres/hour at 10kts giving range of 4700nm or more), greater range, exceptionally lower noise and vibration levels (38dB under navigation in master cabin in ZEM Mode ). We provide from 544kWh up to 2MW batteries, covering an overnight stay or 8 hours at anchor.





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