

# MAKO ENERGY

## ABOUT MAKO ENERGY

Elemental Energy Technologies (EET) Ltd is an innovative Australian company which has developed the ultimate in renewable energy – predictability. EET's initial product is the MAKO Energy System, a modular electricity generator for tides, rivers or man-made channels. **MAKO converts the energy in free-flowing water into predictable renewable electricity.**

The MAKO is targeted at multiple profitable markets, from recapturing wasted energy in large industrial channels to reducing the 300 billion litres of diesel & oil consumed globally each year to produce electricity. Also, MAKO is positioning itself to participate in powering food processing and industry at sea - the emerging **“Blue Economy”**.

The MAKO is unique in deploying smaller modular turbines in arrays to produce exactly as much energy as is needed at a site. This means the MAKO can operate in shallow water close to shore – even in inland channels or canals – thus opening vast numbers of locations around the world.

Worldwide, millions of people remain disadvantaged because of limited or zero access to cost-effective and reliable electricity.

All current forms of renewable energy are intermittent and weather dependent. Polluting coal remains the backbone of centralised electricity grids and diesel gensets are a persistent source of power for off-grid locations. Solar PV has only around 15% efficiency and wind turbines produce their rated output only around 30% of the time – and both forms of renewable energy are weather dependent and therefore intermittent. The MAKO produces electricity that is predictable years in advance, and in constant flows is baseload!

## COMPANY HIGHLIGHTS AND COMPETITIVE ADVANTAGES

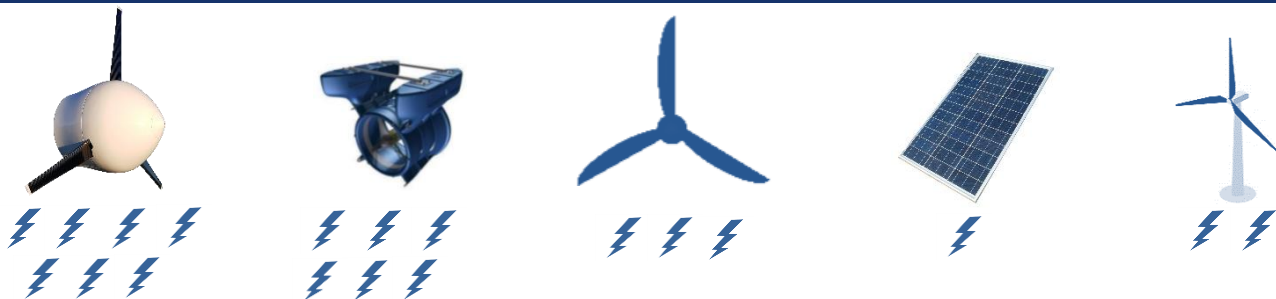
The MAKO is alone in producing **low-cost, constant baseload electricity** from constantly flowing water. Mako's launch customer **Origin Energy** has purchased the MAKO Energy System as an energy recapture device for the outlet cooling water channel at its Eraring Power Station (Lake Macquarie, AU).

MAKO Energy has featured in a mini-documentary screened by [CNN International](#) as part of their series, *The Global Energy Challenge*, sponsored by BP Energy.

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|-----------------------|---|--|
| ✓ SCALABLE SOLUTION   | ✓ NO COMPETITORS IN THE MARKET                            | ✓ 20M POTENTIAL BUSINESS PIPELINE      |
| ✓ PATENTED DESIGN     | ✓ PURCHASER PAYBACK PERIOD ON A MAKO UNIT IS ONLY 2 YEARS | ✓ CLEAN, PREDICTABLE, RENEWABLE ENERGY |
| ✓ PATENTED TECHNOLOGY |   |  |

## ENERGY COMPARISON

THE MAKO | SHROUDED TURBINE | LONG BLADE TURBINE | SOLAR POWER | WIND TURBINE



The MAKO can be deployed as a standalone source of electricity or can be linked together in larger arrays of multiple turbines to provide as much power as is required at a site. Also, the MAKO is designed to be integrated with other forms of renewables to form a mini-grid, targeting a reduction in diesel generator usage or grid reliance by coastal communities, businesses or islands. The scale and the patented design have been optimised for slower-flowing and shallower water – the majority of the world tides, rivers and canals.

**The MAKO produces renewable energy from a vast untapped resource – flowing water.**

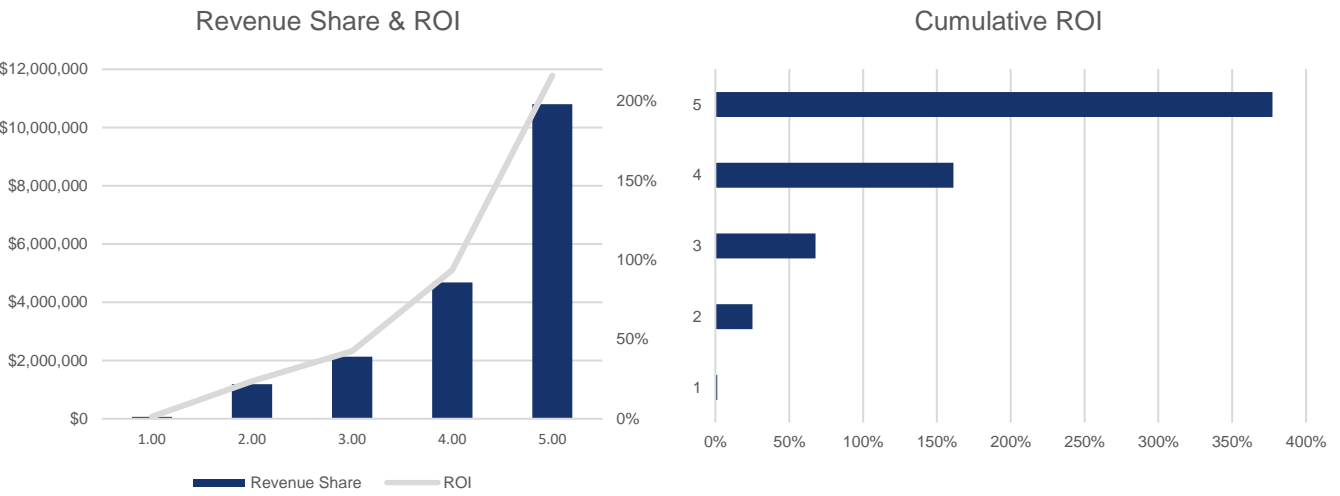
INVESTMENT OPPORTUNITY

MAKO ENERGY is seeking an investment of \$5M USD (plus over-subscriptions) which will be used to execute and expand its business development capabilities and convert existing interest in the MAKO Energy System into firm orders. Funding will allow establishment of business development offices in key regions, scale-up production and generate gross-margins sales.

EET is offering a Digital Revenue Share Security (DRSS) issued through London Derivatives Exchange (LDX). This Security guarantees a share of MAKO’s revenue in perpetuity as well as being tradable on LDX’s Digital Exchange.

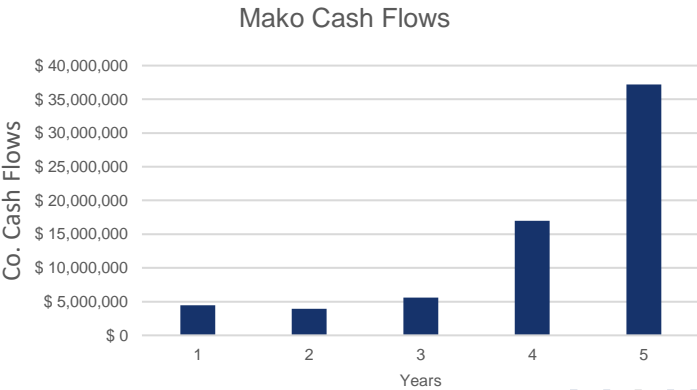
The DRSS is expected to yield an 10% distribution of annual revenue. The anticipated payback is 100% in 2 years and 11 months and 150% within 3 years and 6 months. A call option on all issued Securities is also proposed by MAKO which will become exercisable once the 150% payback has been achieved. The option price will be the higher of the then market price or the issue price of the Securities. Should the option be exercised by MAKO, all further rights to revenue share will cease.

Y/E Date	2021	2022	2023	2024	2025
Rev Projection USD (M)	\$670,000	\$11,855,453	\$21,330,285	\$46,764,422	\$107,985,359
Revenue Share USD	\$67,000	\$1,185,545	\$2,133,028	\$4,676,442	\$10,798,536
ROI	1.340%	23.711%	42.661%	93.529%	215.971%



MAKO ENERGY REMAINS CASH FLOW POSITIVE AFTER THE DISTRIBUTION OF THE REVENUE SHARE

	2021	2022	2023	2024	2025
Year End Cash Position	\$4,529,356	\$5,119,966	\$7,727,571	\$21,677,950	\$48,012,527
Revenue Share	\$67,000	\$1,185,545	\$2,133,028	\$4,676,442	\$10,798,536
Net Year End Cash Position	\$4,462,356	\$3,934,421	\$5,594,543	\$17,001,508	\$37,213,991



## MARKET PROBLEMS

Worldwide, there is a vast unmet demand for renewables. Despite massive investment by Governments, businesses and consumers – only a small proportion of electricity is produced from renewable sources and this is often produced at the wrong time of day for consumers. This is because of the intermittency of current renewables and as a result, millions of people remain disadvantaged because of limited or zero access to cost-effective and reliable electricity.

Because of the unreliability of renewable energy at present, polluting coal remains the backbone of centralised electricity grids and diesel gensets are a persistent source of power for off-grid locations. Solar PV has only around 15% efficiency and many wind farms produce their rated output around one-third of the time. The MAKO produces its rated power 40% of the time in tidal locations and 100% in constantly flowing canals or rivers.

## MARKET OPPORTUNITY

Energy is one of the largest markets in the world. The renewable energy share of this market is growing as a result of consumer preference and government regulations. **Free-Stream Hydro or Tidal Energy is the only commonly found renewable energy source which is 100% predictable.** Free-Stream Hydro turbines operate in a similar manner to wind turbines; however, water is 800 times denser than air. This means that tidal turbines based on wind turbine designs face significant cost and reliability challenges. EET's MAKO Energy System has been designed to operate cost-effectively in water, with shorter blades and a direct drive generator meaning it has only one moving part.

Transparency Market Research forecasts that the value of the global tidal and wave energy market will reach **\$11.3 Billion USD** in 2024. This Total Assessable Market (TAM) in the tidal energy segment is forecast to increase at a compound annual growth rate (CAGR) of 23.2% up until 2024.



**CANALS:** 100,000km of canals in India alone - potential MAKO revenue of \$280M USD



**TAILRACES:** Total of 2,400 large power stations globally - potential MAKO revenue of \$460M USD



**BRIDGES & PORTS:** 1,000+ suitable sites worldwide - potential MAKO revenue of \$250M USD



**ISLANDS & COMMUNITIES:** \$50B USD n/pa on diesel electricity in Asia - potential MAKO revenue \$940M USD



**EMERGING BLUE ECONOMY:** Aquaculture and ocean industry, a \$1.0Bn USD+ market

Mako has **3 KEY FEATURES** that other traditional energy sources do not:

- The MAKO can be attached to pylons or similar structures at or near bridges, wharves & sea-walls
- The MAKO can also be deployed in shallow water, excluded from many tidal resource assessments
- The MAKO has a patented design which enhances efficiency in slow flowing water, representing most tidal and canal resources worldwide.

## MAKO SOLUTIONS

The Mako provides **PREDICTABLE, CLEAN, RENEWABLE ENERGY** to businesses and communities alike currently producing electricity from expensive and inefficient diesel or other coal fired generators.



EFFICIENT | DEPENDABLE | VERSITILE | POWERFUL | COMPETATIVE

The MAKO is a purpose-designed product, capable of **mass production, simplistic deployment** and only requires **local maintenance**. Tidal energy has the benefit of **100% predictability**, combined with a tidal turbine that has been designed to operate in shallow canals and tailraces, for the first-time renewable energy is baseload.

## EXPANSION STRATEGY

The MAKO Energy System has global potential, inland as well as offshore. Based upon a purpose-designed, patented, unique design, EET is following a strategy to take advantage of the diverse market opportunity via a staged commercialisation path. Initially, this staged strategy will see the MAKO deployed at hydro dam sites and power stations. Wharfs and Bridges, coastal businesses and remote islands will then be targeted. Over time, the MAKO will be deployed in rivers in the USA and Europe as well as in remote locations providing electrical power to aquaculture and other businesses in the emerging Blue Economy.



## THE TEAM

The MAKO management team have experience in all the core areas including, **Accounting, Legal, Investment Banking, Government Program Administration and Project Management**. The Sydney based engineering team have experience in tidal energy turbine development and diverse backgrounds, previously working for General Motors Holden, United Space Alliance, Mercury Marine, Rud Aero, Virgin Racing F1 Team and Vpac.

### DOUGLAS HUNT | CHIEF EXECUTIVE OFFICER

Expertise in investment banking, corporate finance, legal & accounting as well as project management and team building. Formerly a chartered accountant at KPMG and division director at Macquarie Group.

### DR KENNETH BURNETT | CHAIRMAN

Expertise in strategic management and global product marketing and distribution. Most recently on the global board of a UK Top 20 listed company and consultant to various leading consumer brands.

### JARROD SINCLAIR | TECHNICAL DIRECTOR

Jarrold is an Aerospace Engineer, previously working at General Motors in high-performance computing. He was integral in designing the MAKO and is now focused on patenting and MAKO's IoT solution.

### RAVINDRAN (RAVIN) PALLANAPPIAN | REGIONAL DIRECTOR

Ravin is a marine engineer with extensive experience in tidal energy, previously leading research for several Japanese companies, led by ClassNK. Ravin, based in Singapore, focuses on BD in SE Asia.

### LUKE MURRAY | ENGINEERING DIRECTOR

Former Design Director at Atlantis Resources Ltd, leading tidal turbine developer. Luke is an Electrical engineer with vast experience in turbine deployment in Australia, Singapore and the UK.

### SHO MINAGAWA | PRESIDENT OF EET JAPAN

President of EET Japan and leading BD of MAKO. MBA from Booth School in US. Previously head of Japan business of global consumer product group and formerly with Sumitomo.

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