

ETIP Ocean Finance Webinar

Dutch Marine Energy Centre (DMEC)

TS62600-2
DESIGN
REQUIREMENTS

TS62600-201
TIDAL RESOURCE
ASSESSMENT

TS62600-30
ELECTRICAL POWER
QUALITY

TS62600-200
POWER
PERFORMANCE
ASSESSMENT

TS62600-40
UNDERWATER
ACOUSTICS

$$P = \frac{1}{2} \rho A v^3$$



Mehdi Faraji
Senior Investment Advisor

mehdi@dutchmarineenergy.com

About DMEC

Our Core Competencies



Insight: DMEC has gained valuable insight into the marine energy Sector.



Foresight: DMEC is in a prime position to identify investment opportunities with the highest potential.



Diverse Skillset: DMEC's team combines expertise in technology, finance, offshore and Environmental policy.



Global Network: DMEC has an extensive and global network encompassing all the main stakeholders in marine energy.

Our Vision



we believe that marine energy is a crucial driver for a carbon free global energy supply.

Our Mission



Accelerate the route to market for universal marine energy solutions.

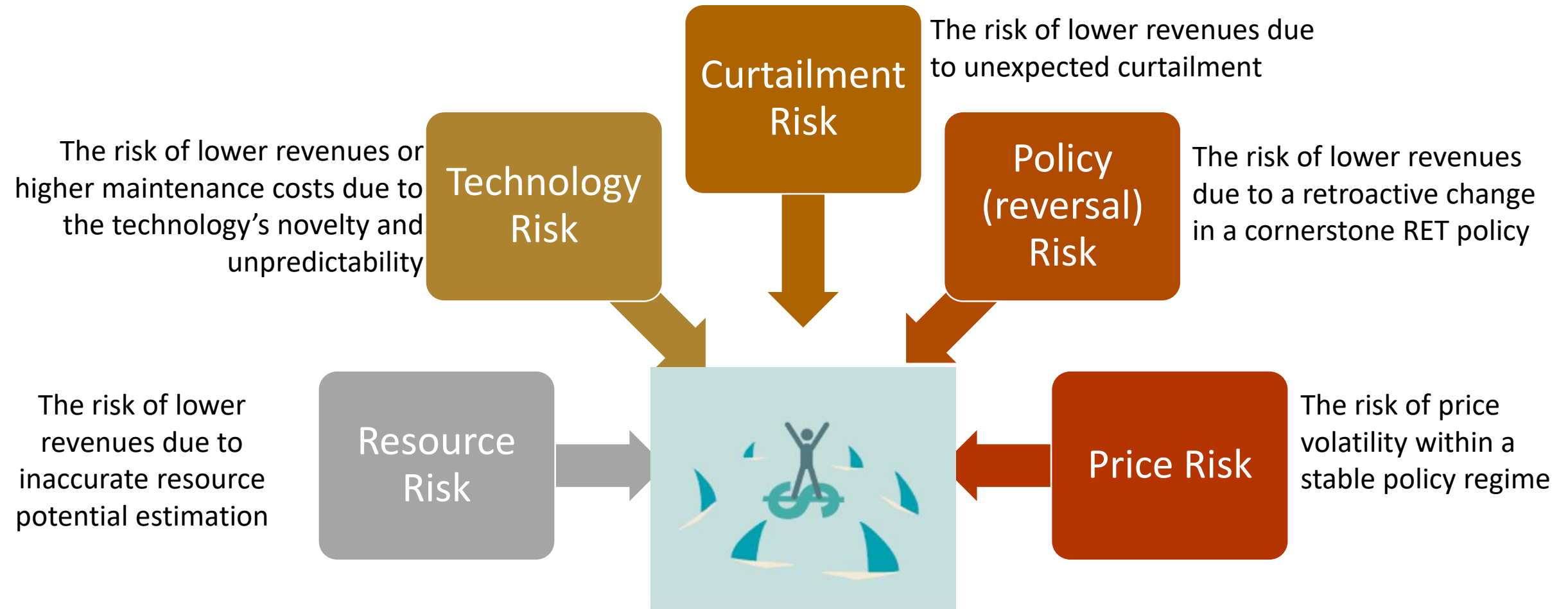
Attracting investors

to attract investors.....

**Know what THEY care to know
...not what you want to tell them.**

A decorative blue wave graphic is located at the bottom left of the slide, consisting of several overlapping, curved lines in shades of blue.

Risk from Investors' Perspective

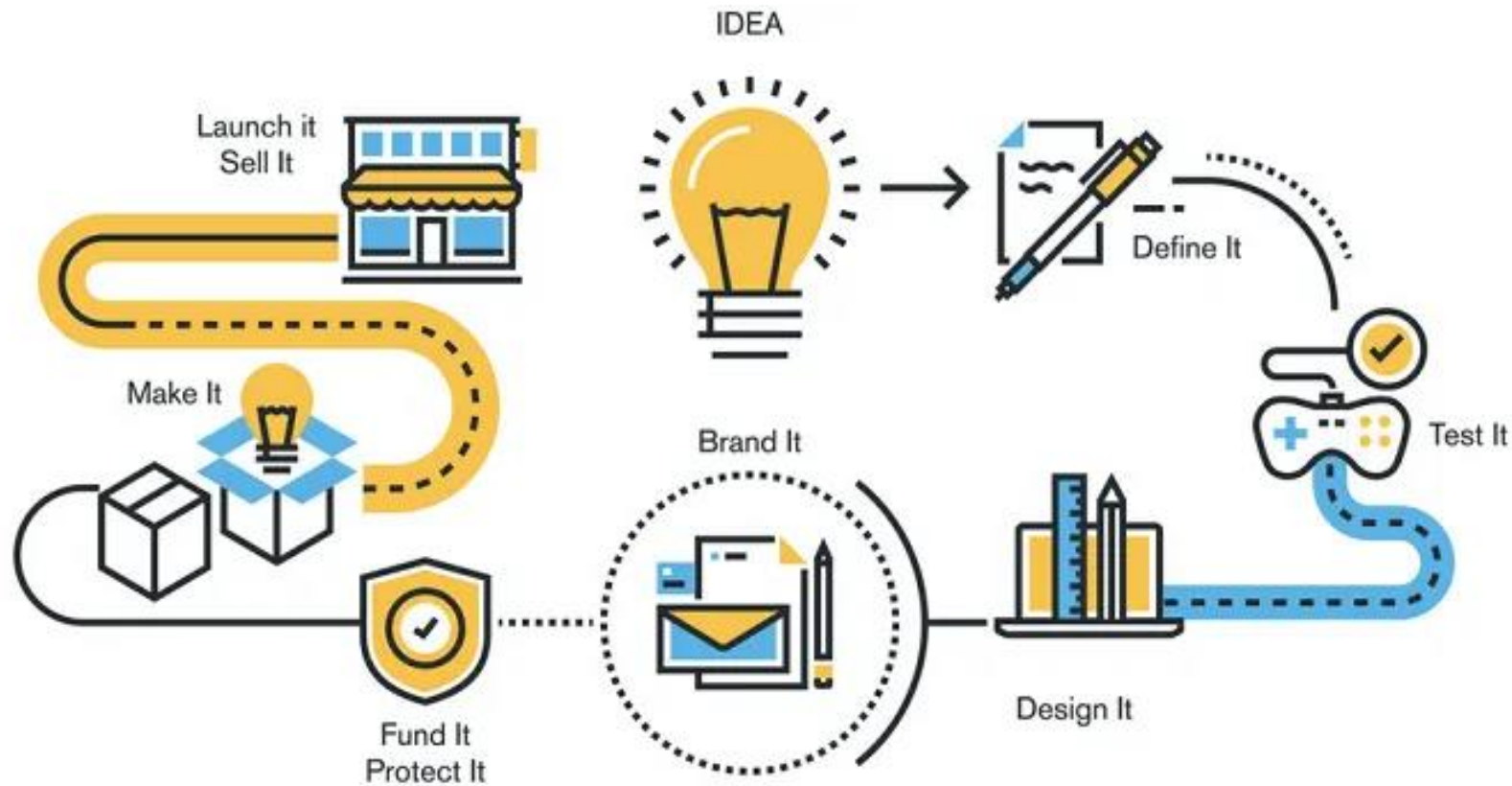


Risks linked to Marine Energy sector may be perceived as too high by investors

Becoming Investment worthy



The right approach before the right message



Need?
Clients?
Market?



Investors are looking for bankable solutions rather than a particular technology

The right message 1/2

**What you have determines
the type of capital you obtain
...not the other way around**

The right message 2/2

Sending
The right
message

Market – The need and market size.

Solution- Product, Core benefit, protectable Technology

Competitive Position – competitors & threat.

Business Strategy - How you plan to grow beyond launch

Financial Projections – Revenue model.

Management - Relevant experience

Exit Strategy - IPO/Acquisition (who?)

Final Message

- 1 Never hide behind technology. Use it to advance & enhance what you have.
 - 2 Investors want to meet YOU, not your technology.
 - 3 “scalability” of your business
 - 4 Raising money takes time. Start early. Go everywhere. Attend often. “See and be Seen”
 - 5 Relationships: You ARE judged by the company you keep. Get good advisors....they will be your best advocates.
 - 6 Be prepared. Always. Think on your feet.
-

Q&A





Your Partner in Marine Energy





Mehdi Faraji
Senior Investment Advisor

mehdi@dutchmarineenergy.com



 office@dutchmarineenergy.com  [DMEC_NL](https://twitter.com/DMEC_NL)

 www.dutchmarineenergy.com  Dutch Marine Energy Centre

