# INVESTOR PRESENTATION

A Pure Play Bluetech Robotics Company



DEC 2021

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Just in the Gulf of Mexico and the North Sea, there is enough energy infrastructure to circle the earth, two and half times. There is an increasing pace of offshore renewable energy installations with billions more planned. Fighting climate change will require large amounts of time spent at sea and working subsurface. Worldwide ocean security needs are accelerating supporting defense missions and port management applications. Much of this will be explored, installed, maintained, operated, serviced, repaired, and decommissioned with underwater robots.

However, heavy asset topside infrastructure including \$100,000 per day support vessels and scores of people onsite required to operate these legacy machines are no longer viable. Too costly and constraining, these items must be removed and with them the long tether that bring these current systems to life with power and data. We can no longer afford the cost of this style of operation, the environmental impact, or the safety risk to the personnel. We must change the way we perform these ocean services.





# **CURRENT OFFERING HAS DRAWBACKS**

Vessels in UK will pay a **50% fuel tax** by 2030 and 100% by 2035

Emits up to 70MT CO<sub>2</sub> / day

Maintenance-heavy umbilicals

Antiquated machines with little to no advanced technology Risks the safety of scores of people offshore

#### Up to \$100K/day

Vessel could be the size of a football field

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robotics

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Leaky hydraulics are a recordable incident at even small level of spills and leaks

**Representative incumbent technology and industry** 

# WE CAN AND MUST DO BETTER FOR EMERGING INDUSTRIES





Disrupt the ocean industry with tetherless, autonomous robots from surface to seabed at a cost reduction of over 50% and almost a total reduction of the GHG emissions.

# **TRANSACTION SUMMARY**





# **CLEANTECH ACQUISITION CORPORATION**



**ELI SPIRO** Chief Executive Officer



23+ years of experience in capital markets.

Chief Executive Officer of Axxcess Capital Partners where he has closed over \$1.5Bn of transactions since inception.

Involved in numerous transactions in the clean energy space, including in his role as President of Axxcess Energy Group.

Prior experience includes Vice President in the Financial Institutions Group at Goldman Sachs, and Managing Director & National Sales Manager at GE Commercial Finance.

B.As York University: LLB / MBA Schulich School of Business in Toronto



**RICHARD FITZGERALD** Chief Financial Officer Sesen Vimmunome

35+ years of experience in progressive finance & capital markets.

Operations leadership experience in both public and private companies, predominately within the life sciences industry.

Prior experience includes Chief Financial Officer at Immunome Inc., Sesen Bio, and PAVmed Inc., as well as, senior financial positions at TechPrecision on Inc., Nucleonics Inc. (sold to Alnylam Pharmaceuticals Inc.). and Exelon Corporation.

B.S. Bucknell University.



LOUIS BUFFALINO Chief Operating Officer Member of Board of Directors



30+ years of experience in real estate services, project and development services, facility services and capital markets. Independent Board Member for Blink Charging Company (NASDAQ: BLNK).

Senior Vice President at Cushman & Wakefield's (NYSE: CWK) in New York.

Prior experience includes Senior Vice President at JLL and First Vice President at CBRE. B.A. Providence College.



ANKUR DHANUKA Chief Technology Officer



10 years of experience in the Energy sector, specifically nuclear, solar. wind and biomass energy. Clean energy technology and policy expert at Harvard University's Belfer Center. Leading feasibility assessment of electric vehicles, renewables, storage and carbon-capture to achieve 5GT+ CO2e emissions reduction. Prior experience as Manager for Indian Oil Corporation Limited.

B.E. Birla Institute of Technology



# NAUTICUS EXECUTIVE TEAM

Proven management team in commercializing technology, global management, and ocean related services and technology development



NICOLAUS RADFORD Founder, Chairman, President & CEO

20+ year robotics veteran and former robotics leader at NASA and Oceaneering Led the team to put the first humanoid robot, Robonaut, on the International Space Station Led other pioneering and flagship efforts at NASA in spaceflight and defense robotics Recipient of NASA's Outstanding Leadership Medal, one of NASA's most prestigious honors



DR. REG BERKA Co-founder & COO

45+ year engineering and management career covering both public and private sectors
20 years at NASA in both technical and management spanning Space Shuttle and Space Station
Founder and President of SaaS company from startup to global cloud-based market leader
Deployed in over 50 countries worldwide
30 years in management in organizations from private to public Fortune 500
Adjunct professor in Mechanical Engineering and Engineering Management



### **TODD NEWELL** SVP of Business Development

30+ years of industrial automation and robotics experience Former technology executive at Oceaneering commercializing technologies for the Blue Economy Led a worldwide organization located in 8 countries Pioneer in the manufacturing automation renaissance in early '90s Led technology to commercial products across multiple industries: automotive aerospace & defense electronics, medical devices, and offshore robotics



SEAN HALPIN SVP of Products & Services

20+ year career in Tech Startups, Energy, and Government

Formed and led subsea services for 3 startups, initially growing each to \$50mm/year Managed \$~3bn dollar Energy projects as a founder of INTEC Engineering's Geoscience group Former Senior Management responsible for all commercial verticals in Liquid Robotics Former founding member of AUVSI maritime advocacy committee



# A HIGH GROWTH, BLUE-TECH ROBOTICS AS A SERVICE COMPANY

Forbes



RaaS business model using proprietary cloud software platform - the latest advancements in AI/ML, perception, and autonomous control for robots deployed in the ocean domain.



STINGER

POSITIONED TO BE THE LEADER IN MARITIME AUTONOMY AND ROBOTICS FOR THE ENERGY TRANSITION.

Source: Management estimates. Nauticus Business Plan. UNC CIE. CB Insights. Various marketing reports. OECD

### **Market Opportunity**

The emerging \$30bn bluetech robotics, services, and data markets are fragmented and ripe for disruption.

## **Energy Transition**

The \$2.5Tn blue economy is currently going through a blue robotics transformation.

### Disruptive Technology

Applying spaceflight robotics technologies to the maritime and subsea domains.

### Autonomy

First subsea product to deploy robust machine intelligence and autonomous behaviors for dexterous manipulation.

### World-class Team

Developed by ex-NASA engineers & roboticists coupled with industry experts from ocean and energy sectors.

### Platforms

Tetherless electric robots displacing hydraulic ones that are operated from large vessels with significant GHG emissions.

Nauticus provides 21st century ocean robotic technologies to **combat climate change and the global impact on the world's marine environment**. Our purpose-built, interconnected product ecosystem of both surface and subsea robots is wrapped in our autonomous software platform that **affords our robots real machine intelligence**, not just automation. This approach is leading the industry's transformation to an economically efficient and environmentally sustainable model. We built our technology and product portfolio with a clear vision: there might be seven seas, but there's only one planet and we're all in this together.

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Nauticus' principals leverage experience in a ~\$100mm spaceflight robotics portfolio toward ocean robotics

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## **KEY INVESTMENT HIGHLIGHTS**

Preeminent, bluetech robotics company leading the industry in sustainability

### Market Opportunity

The blue economy is currently going through a robotic transformation

- \$2.5 trillion/year ocean economy (5% of the global GDP)
- Estimated value of key ocean assets is several trillion dollars

The emerging **\$30bn** ocean robotics, bluetech, and ocean data and services markets are ripe for technological disruption

#### **Energy Transition Value Proposition**

Scalable, highly profitable roboticsas-a-service business model Reduces the carbon footprint and displaces vessels used in energy, telecom, aquaculture, mining and other industries – the equivalence of 5mm cars per year Eliminates hydraulic fluids spilled in the ocean; fully electric platforms Makes services safer by reducing human presence in unsafe offshore conditions

#### **Disruptive Technology**

**Developed by ex-NASA engineers** with over a hundred million dollars of combined R&D investment over decades **Technology validated** via both investments and contracts underwritten by large market players

#### Financial Highlights

Visible revenue pipeline creates **predictable growth** with strong unit economics Near cash flow neutral business, at an inflection point of significant growth

Valuation at a significant discount to recent public technology and robotics transactions

World-class team of subject-matter experts highly motivated to replace the marine service industry with cloud-connected robots for intervention and data collection services Strategic Board of Advisors include renowned leaders from academia, industry and defense



"The global Blue Economy will grow faster than the general economy, almost doubling by 2030..."

"...business-as-usual growth of economic activities in the ocean is not an option for the future"

0.E.C.D.





Good and services from coastal and marine environments amount to about **\$2.5 trillion** each year.



More than **90%** of international commerce is transported by sea.



Marine economy in 2018 grew faster than U.S. overall

American [marine] economy worth nearly **\$373 billion** 

Aquaculture is growing at the rate of 6.6% annually

The average **growth of marine biotechnologies** (for the pharmaceuticals, etc.) industries is about **10%** a year.

## The Blue Economy

The Blue Economy refers to sustainable use of ocean resources in order to fuel economic growth, improve livelihoods, support coastal communities, mitigate climate risks and safeguard the health of the ocean ecosystems.

**Blue Robotics** is the evolving and growing robotic products and services that support these markets in a sustainable way.

The World Wide Fund for Nature estimates that **two-thirds of the ocean's** value relies on healthy conditions and that this value is deteriorating rapidly because of climate change and the way industries are exploiting the ocean's products. This undermines the ocean's role as a climate regulator and carbon sink, which are key to supporting future economic growth and the well-being of billions of people.



# THE BLUE ACCELERATION REQUIRES A ROBOTICS REVOLUTION

Renewable energy production, aquaculture, telecommunications, data collection services, minerals supply, port management, GHG reduction, and offshore safety are key drivers of opportunity



#### European targets of renewable ocean energy production of 600GW by 2050 require exponential growth

Global Offshore Wind will grow 22% a year from **23GW to 94GW** by 2026

Fatality rate of 15.9 per 100,000 workers. **Five times worse** than any other job in the US<sup>1</sup>

**2mm people deployed offshore** in each year in oil & gas alone.

80bn tons of fish are caught each year - **3x the mass of every person in the United States.** 

At present rates, the edible fish stocks will be **depleted in 40 years** 

The seabed beneath international waters contain more valuable minerals **than all the continents** combined

Demand for rare earth materials is projected to reach 315,000 tons in 2030, **driven by increasing uptake in green technologies.** 

#### The Blue Acceleration:

Global trends in (A) marine aquaculture production; (B) deep offshore hydrocarbon production, including gas, crude oil, and natural gas liquids below 125 m; (C) total area of seabed under mining contract in areas beyond national jurisdiction; (D) cumulative contracted seawater desalination capacity; (E) accumulated number of marine genetic sequences associated with a patent with international protection; (F) accumulated number of casts added to the World Ocean Database; (G) container port traffic measured in Twenty-Foot Equivalent Units (TEU); (H) total length of submarine fiber optic cables; (I) number of cruise passengers; (J) cumulative offshore wind energy capacity installed; (K) total marine area protected; (L) total area of claimed extended continental shelf.

## **DISRUPTABLE TARGET MARKET**





Renewables

s D

Defense



0-0

Offshore Data Centers & Telecomm

Subsea Mining

Oceanographic & Science Missions

Oil & Gas



Port Security &

Management

Aquaculture



ENERGY

Today, manned service vessels are used to service the offshore

toward surface & subsea robotics

to be supervised and operated

energy sectors. Mega-trend

from shore.





Growing need for persistent robotic presence in ports and harbors to monitor ship traffic and costal impacts.

## AQUACULTURE



Current operations for sea-based aquaculture farms are highly dependent on manual labor and divers. Autonomous robotics systems and remotely controlled operations are growing in need for the rapid increase in global fish farming.

## OCEAN DEFENSE



Multi-role UUVs that can travel large distances and gather information, have high maneuverability, and an ability to intervene. Desire to increase standoff distance of the warfighter.



# Revolutionary technology 20 years in the making



## A SUPERVISED AUTONOMY SOFTWARE ECOSYSTEM

Olympic Arm & Intelligent ROVs

# nauticus software suite

Aquanaut fleet

Hydronaut ASV Fleet

X-naut fleet

An all-encompassing software suite for subsea sensing & manipulation, supervised autonomous behaviors, survey, search & recovery, and manual interventions.

This software unifies all Nauticus' products into a single control architecture and communications middleware, enabling multi-agent interaction and mission planning. 3<sup>rd</sup> party partners

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# **AQUANAUT PLATFORM OVERVIEW**

Aquanaut has an ROV and AUV mode built into one electric platform using the latest in autonomous manipulation and inspection technologies.

### **INSPECTION MODE** Intelligent mission planning



Electric subsea vehicle with 100kWhr Li-ion battery and 200km range and long work endurance Advanced perception head with **structured light**, **stereo cameras**, and multiple **3D sonars** imagers

# **INTERVENTION MODE** Supervised autonomous manipulation Two deployable electric work-class manipulators Force sensing for strong yet delicate operations



# **CURRENT AND TARGET CUSTOMERS**

High demand for fully electric and autonomous systems to help reduce emissions and control costs for ocean market activities

## **MARKET SEGMENTS**



## **KEY AND TARGET PARTNERS AND TARGET CLIENT BASE**



## COMMERCIAL

Existing and newly constructed energy fields will utilize robotics to transit long distances and perform inspection and manipulation tasks in several related vertical industries.

## GOVERNMENT

Subsea robots and drones are increasing rapidly in use and especially ones that serve multi-mission roles. Ports have identified a need for persistent robotic presence to monitor the continuous ship traffic and climate impacts.

- Nauticus & International Port finalizing Aquanaut for port security and general operations
- Clean vessel company issued purchase orders for Hydronauts & Aquanauts & operational services contract
- Several supermajors placing orders for a FEED studies; conducting subsea corrosion mapping without large vessels using Aquanaut and Hydronaut
- Major wind operators signal demand to execute near to shore inspections offshore wind without vessels
- Partnering with large energy technology company to win resident Aquanaut for large operator; conduct field inspections without service vessels

- Negotiating agreement with large windfarm engineering firm to use Hydronaut & Aquanaut for the emerging deepwater wind & subsea data center markets
- Large services company ordering study: How Hydronaut & Aquanaut can assist in subsea construction
- International Supermajor proposing the Hydronaut/Aquanaut solution through regional partners
- Significant defense industry partnership around Aquanaut and related technologies
- Nauticus Software Suite license agreements being negotiated and finalized for mulit-year subscriptions



# **LEADING MARINE ROBOTICS AUTONOMY**

Aquanaut without umbilical Aquanaut with manipulation Aquanaut with more power

Aquanaut & Hydronaut

- $\rightarrow$  large vessel can be eliminated
- $n \rightarrow$  can execute 80% more work
  - $\rightarrow$  can travel 3X farther
  - $\rightarrow$  can execute multiday campaigns



# IMMEDIATE OPPORTUNITY OFFSHORE WIND





2020 Offshore Europe : 25GW from **5,310 Turbines** 2030 Offshore US Targets : 30 GW from **7500 Turbines** 



# IMMEDIATE OPPORTUNITY OIL & GAS

Worldwide Offshore O&G Asset Base

9,118 | 843

1,078 | 10,660 | 2,260

Offshore O&G Immediate need:

Longer term needs:

# of Trees

Km of Flowline Km of Riser

50 Aquanauts 50 Aquanauts

248 4,103



Source: Nauticus Business Plan. Management Estimates. 2.5hrs/tree, 1.5kph/flowline, 4hrs/riser. Higher estimates al inclusive of other 0&G market subsets

# **SECURITY AND DEFENSE**

Top 20 of the major ports worldwide

Worldwide Port Applications: 50 Aquanauts

Worldwide Defense: 100 Aquanauts or similar subsea platform technologies



- - -

Source: Nauticus Business Plan. Management Estimates. 800 Major ports worldwide. Worldwide US & Foreign Military Sales Es





# EMERGING AND GROWTH MARKETS

**Data Centers** 

**Autonomous Shipping** 

Aquaculture

Telecommunications

Subsea Mining

Biotechnology





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# HYDRONAUT FLEET AND TECHNOLOGY EXTENSIBILITY IN EMERGING MARKETS

Hydronaut will extend to larger fleet classes such as Hydronaut Cargo and Technology Packages for Autonomous Shipping Partnerships



## **Market Outlook**

The global autonomous ships market size is estimated to be USD 5.8 billion in 2020 and is projected to reach USD 14.2 billion by 2030, at a CAGR of 9.3% from 2020 to 2030. Some of the major factors driving this market include the increasing investments in autonomous projects, development of next-generation of autonomous vessels, increasing demand for situational awareness vessels.



- Technology packages from Hydronaut like fusion algorithms, perception, GPS, and cameras. Helps predicts behaviors of other vessels in the vicinity.
- Autonomous navigation, remote monitoring, and cloud-based fleet management.
- Mitigate human error in congested waters



## Hydronaut Cargo class



# **COMPETITIVE LANDSCAPE**

Representative taxonomy of ocean robotics landscape. Aquanaut can operate as both an AUV and untethered ROV from an autonomous surface vessel





# **ROBOTICS AS-A-SERVICE MODEL**

## **KEY FINANCIAL METRICS**

\$25-40k/day REVENUE **200 days/year** 

\$5-8mm

ANNUAL REVENUE \$3-5mm ANNUAL OPERATING INCOME

**\$4-7mm** CAPEX

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Source: Nauticus Business Plan. Management Estimates.

## **RAAS BUSINESS MODEL CAUSES MARGINS TO INCREASE OVER TIME**









## **TRANSACTION STRUCTURE DETAIL**

#### TRANSACTION STRUCTURE

The transaction is expected to close in Q2 2022

Post-closing, the combined company will be listed on the Nasdaq as KITT

#### VALUATION

Pre-money Equity Value \$300mm, Pro Forma Equity Value \$561mm<sup>2</sup> (assuming no redemption, \$73mm PIPE<sup>2</sup>) and Pro Forma Enterprise Value of \$377mm

Implies attractive entry multiples of 4.0x 2023 Revenue and 12.2x 2023 EBITDA; 1.9x 2024 Revenue and 3.4x 2024 EBITDA

Proceeds from the transaction will be used to capitalize the balance sheet with \$222mm in cash<sup>2</sup>, which will be used to accelerate the growth of the business from its base plan

#### CAPITAL STRUCTURE

The transaction will be funded by a combination of \$174mm cash held in trust and \$73mm<sup>2</sup> in PIPE proceeds through issuance of common shares and convertible notes<sup>1</sup>

All-primary transaction; existing Nauticus shareholders are rolling 100% of their equity and will own  ${\sim}53\%$  of the pro forma equity at closing

Nauticus' shareholders are anchoring the PIPE with significant additional investment

Additional earnouts in the form of \$75mm in equity to align incentives between management and investors

- o 50% earned at \$15.00/share anytime after closing and before the 5-year anniversary
- o 25% earned at \$17.50/share anytime after closing and before the 5-year anniversary
- 25% earned at \$20/share after the 1-year anniversary of closing but before the 5-year anniversary

#### SOURCES AND USES 2

(\$ in millions)								
Transaction Sources	Transaction Uses							
Nauticus Equity Rollover	\$300	Stock to existing Nauticus shareholders	\$300					
Cash from SPAC	\$174	Capital required to execute business plan	\$50					
Rights to SPAC	\$9	Rights to SPAC	\$9					
Cash from PIPE (common)	\$35	Surplus cash on balance sheet	\$172					
Cash from PIPE (convertible notes)	\$38	Founder shares	\$43					
Founder Shares	\$43	Estimated Transaction Expense	\$25					
Total Sources	\$599	Total Uses	\$599					

The transaction will fully fund Nauticus's business plan, and provide an additional \$172 million of cash to the balance sheet - leaving ample room to accelerate growth

#### PRO FORMA VALUATION AND OWNERSHIP<sup>2</sup>

(\$ in millions)

Pro	Forma	Valuation	

Pro Forma Enterprise Value	\$377
ess: cash to balance sheet	(222)
Plus convertible notes	38
Pro Forma Equity Value	\$561
Pro forma shares outstanding (mm)	56.1
Share Price	\$10.00

Ownership	
Nauticus Equity Rollover	53%
Shares to SPAC	33%
Shares to PIPE	6%
Shares to SPAC sponsor	8%



Notes: 1. Convertible Notes issued at 25% conversion premium to common stock; 6% interest (with PIK option at a 10% discount); warrants at \$20/share

2. PIPE includes \$35.3mm common shares and \$37.5mm convertible notes



## **PUBLIC COMPARABLE UNIVERSE FOR NAUTICUS**



- ✓ Most comparable from a business model standpoint (RaaS)
- ✓ Similar growth trajectory
- More hard-tech and less software/AI focused compared to Nauticus
- ✓ Comparable broad mega trends on automation
- Not direct competitors
- Lower growth, established companies
- ✓ Disruptors in their industries with significant first-mover advantage
- Unrelated end markets
- Larger scale and brand recognition
- Expanding industry driven by technological adoption
- ✓ Similar growth trajectory
- End markets primarily mobility
- Higher capital intensity
- Expanding industry driven by technological adoption
- ✓ Similar growth trajectory
- Majority of companies are pre-revenue and EBITDA-negative



## **OPERATIONAL BENCHMARKING**



Notes: Companies with significantly negative 2024E EBITDA margins were excluded: Canoo (-19%), Lilium (-365%), QuantumScape (-2,219%) Revenue CAGR is 2021-2024 when all data points in the range are available. In cases where all data points are not available, the companies were removed from the data set ESS Tech. Revenue CAGR of 555% is shown at the highest point (250%) of X-axis

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## **VALUATION BENCHMARKING: EV / EBITDA**



Source: Capital IQ, SEC filings and company disclosures; Nauticus projected figures per internal forecast

Notes: Market data as of November 15, 2021

ET/CT= Recent Energy Transition & Clean-Tech de-SPACs, R&A= Robotics & Automation, DCC= Disruptive Category Creators, AE/AP= Recent All-Electric Autonomous Platforms de-SPACs

<sup>1</sup> Based on Nauticus enterprise value of \$377mm at \$10/share

 $^2\,$  In 2023, only one of the four companies (ESS Tech) in the ET/CT category have a positive EBITDA and it is negligible to the point that it implies an EV/EBITDA multiple of 877.5x



# **VALUATION BENCHMARKING: EV / REVENUE**



Source: Capital IQ, SEC filings and company disclosures; Nauticus projected figures per internal forecast

Notes: Market data as of November 15, 2021

ET/CT= Recent Energy Transition & Clean-Tech de-SPACs, R&A= Robotics & Automation, DCC= Disruptive Category Creators, AE/AP= Recent All-Electric Autonomous Platforms de-SPACs

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<sup>1</sup> Based on Nauticus enterprise value of \$377mm at \$10/share

# **ENTERPRISE VALUE SENSITIVITIES** (\$ in millions)



## **SELECTED PUBLIC COMPARABLE COMPANIES**

(\$ in millions, except per share val	Share	%	Equity	Ent.																				
	price as of	52-week	Value	Value	EV / EBITDA					EV / Revenue					Revenue Growth					EBITDA margin				
Company	11/15/2021	high	(\$mm)	(\$mm)	CY'22E	CY'23E	CY'24E	CY'25E	CY'26E	CY'22E	CY'23E	CY'24E	CY'25E	CY'26E	CY'22E	CY'23E	CY'24E	CY'25E	CY'26E	CY'22E	CY'23E	CY'24E	CY'25E	CY'26E
Nauticus Robotics	\$10.00	n/a	561	377	1503.9x	12.2x	3.4x	1.3x	0.7x	16.1x	4.0x	1.9x	0.7x	0.5x	131%	303%	114%	155%	55%	1%	33%	55%	56%	64%
<b>Robotics &amp; Automation</b>																								
Keyence	¥71,490.00	94%	152,170	144,041	37.4x	33.6x	29.6x	26.0x	n/a	21.1x	19.1x	17.1x	15.2x	13.8x	12%	11%	12%	12%	10%	56%	57%	58%	59%	n/a
Intuitive Surgical	\$353.56	96%	126,305	122,221	44.0x	39.0x	33.9x	31.7x	28.6x	19.0x	16.7x	14.6x	13.5x	13.2x	14%	14%	14%	8%	2%	43%	43%	43%	43%	46%
ABB	CHF 32.24	93%	69,703	73,360	14.0x	12.9x	10.9x	10.4x	n/a	2.4x	2.3x	2.2x	2.2x	2.2x	5%	5%	6%	1%	(1)%	17%	18%	20%	21%	n/a
Fanuc	¥23,595.00	79%	39,723	34,491	14.5x	13.9x	13.2x	13.4x	n/a	4.9x	4.9x	4.7x	4.5x	4.1x	13%	(1)%	6%	4%	9%	34%	36%	36%	34%	n/a
Hexagon	SEK 136.80	90%	42,080	44,404	21.4x	19.8x	16.5x	14.9x	n/a	8.1x	7.6x	6.9x	6.0x	n/a	11%	7%	10%	14%	n/a	38%	38%	42%	40%	n/a
Rockwell Automation	\$335.06	95%	38,861	42,896	23.6x	21.5x	19.8x	18.0x	n/a	5.1x	4.9x	4.7x	4.5x	4.3x	16%	4%	4%	5%	4%	22%	23%	24%	25%	n/a
Ametek	\$140.09	98%	32,406	34,877	19.7x	18.7x	n/a	n/a	n/a	5.8x	5.5x	n/a	n/a	n/a	9%	5%	n/a	n/a	n/a	29%	30%	n/a	n/a	n/a
Cognex	\$83.16	82%	14,703	14,337	37.0x	30.9x	29.0x	26.2x	n/a	12.6x	11.1x	10.1x	8.8x	n/a	12%	14%	10%	14%	n/a	34%	36%	35%	34%	n/a
Teledyne	\$443.84	95%	20,707	24,759	18.9x	17.6x	17.0x	16.0x	n/a	4.5x	4.3x	4.0x	3.8x	n/a	19%	6%	6%	5%	n/a	24%	24%	24%	24%	n/a
Siasun	CNY 10.20	71%	2,477	2,516	74.3x	51.5x	n/a	n/a	n/a	4.3x	3.9x	n/a	n/a	n/a	17%	11%	n/a	n/a	n/a	6%	7%	n/a	n/a	n/a
	Mean	89%	53,914	53,790	30.5x	25.9x	21.2x	19.6x	28.6x	8.8x	8.0x	8.0x	7.3x	7.5x	13%	7%	8%	8%	5%	30%	31%	35%	35%	46%
	Median	93%	39,292	38,886	22.5x	20.6x	18.4x	17.0x	28.6x	5.5x	5.2x	5.8x	5.3x	4.3x	13%	6%	8%	7%	4%	32%	33%	35%	34%	46%
Disruptive Category Creat	ors																							
Tesla	\$1,013.39	81%	1,019,895	1,015,399	65.7x	47.7x	35.8x	28.7x	23.3x	14.3x	11.3x	9.5x	8.0x	4.5x	39%	27%	19%	19%	77%	22%	24%	26%	28%	19%
Uber	\$43.61	68%	84,609	89,686	59.7x	24.2x	14.9x	10.2x	9.3x	3.6x	2.9x	2.4x	2.1x	1.6x	46%	26%	19%	15%	33%	6%	12%	16%	20%	17%
Autodesk	\$326.39	95%	71,757	72,917	35.7x	29.0x	24.0x	21.1x	19.1x	14.0x	12.2x	10.7x	9.5x	8.6x	19%	15%	14%	13%	11%	39%	42%	45%	45%	45%
Palantir	\$23.41	52%	46,933	44,662	81.0x	60.0x	n/a	n/a	n/a	22.6x	17.5x	n/a	n/a	n/a	29%	29%	n/a	n/a	n/a	28%	29%	n/a	n/a	n/a
Sunrun	\$57.96	57%	11,998	19,286	negative	940.4x	108.8x	61.2x	n/a	10.6x	9.3x	8.2x	7.4x	n/a	15%	15%	14%	10%	n/a	(5)%	1%	8%	12%	n/a
C3.ai	\$48.28	26%	5,026	3,931	negative	negative	n/a	n/a	n/a	12.8x	9.8x	5.0x	3.3x	2.5x	35%	30%	98%	51%	32%	(33)%	(21)%	n/a	n/a	n/a
Proto Labs	\$58.30	20%	1,608	1,532	16.1x	10.7x	n/a	n/a	n/a	2.9x	2.6x	n/a	n/a	n/a	9%	12%	n/a	n/a	n/a	18%	24%	n/a	n/a	n/a
	Mean	57%	177,404	178,202	51.6x	185.4x	45.9x	30.3x	17.2x	11.6x	9.4x	7.1x	6.1x	4.3x	27%	22%	33%	22%	38%	11%	16%	24%	26%	27%
	Median	57%	46,933	44,662	59.7x	38.4x	29.9x	24.9x	19.1x	12.8x	9.8x	8.2x	7.4x	3.5x	29%	26%	19%	15%	33%	18%	24%	21%	24%	19%
<b>Recent All-Electric Autono</b>	mous Platforn	ns de-SPA	Cs (Current T	rading)																				
Faraday Future	\$9.11	44%	2,955	5,041	negative	negative	33.2x	3.9x	n/a	17.2x	2.0x	0.8x	0.3x	n/a	n/a	768%	134%	148%	n/a	(185)%	(18)%	3%	9%	n/a
Canoo	\$8.45	34%	2,016	1,616	negative	negative	negative	176.3x	10.0x	30.9x	2.4x	1.2x	0.8x	0.6x	n/a	1,170%	96%	54%	41%	(649)%	(58)%	(19)%	0%	6%
Velodyne Lidar	\$6.83	22%	1,342	1,036	negative	negative	23.8x	n/a	n/a	10.9x	5.7x	2.5x	n/a	n/a	46%	91%	130%	n/a	n/a	(107)%	(43)%	10%	n/a	n/a
Ouster	\$7.58	43%	1,301	1,092	negative	negative	negative	10.1x	n/a	12.5x	4.6x	2.7x	1.2x	n/a	163%	169%	70%	134%	n/a	(83)%	(17)%	(6)%	12%	n/a
Innoviz	\$6.00	34%	802	480	negative	negative	34.3x	2.9x	n/a	22.7x	7.8x	2.2x	0.9x	n/a	165%	190%	260%	149%	n/a	(412)%	(120)%	6%	30%	n/a
Arrival	\$13.52	36%	8,388	8,120	negative	65.2x	10.2x	2.8x	n/a	80.7x	6.3x	2.6x	0.7x	n/a	n/a	1,190%	142%	283%	n/a	(165)%	10%	25%	24%	n/a
Lilium	\$9.75	63%	2,766	2,706	negative	negative	negative	negative	63.8x	n/a	n/a	38.3x	4.1x	1.3x	n/a	n/a	n/a	841%	207%	negative	negative	(365)%	(32)%	2%
Luminar	\$21.99	46%	7,904	7,399	negative	negative	916.8x	30.5x	n/a	186.8x	56.3x	18.5x	9.3x	7.6x	27%	232%	204%	99%	23%	(390)%	(99)%	2%	31%	n/a
Proterra	\$12.51	40%	2,731	2,122	negative	276.5x	11.2x	3.9x	n/a	5.1x	2.9x	1.5x	0.8x	n/a	72%	77%	97%	77%	n/a	(16)%	1%	13%	21%	n/a
	Mean	40%	3,356	3,290	n/a	170.9x	171.6x	32.9x	36.9x	45.8x	11.0x	7.8x	2.3x	3.2x	94%	486%	142%	223%	90%	(251)%	(43)%	(37)%	12%	4%
	Median	40%	2,731	2,122	n/a	170.9x	28.5x	3.9x	36.9x	19.9x	5.2x	2.5x	0.8x	1.3x	72%	211%	132%	141%	41%	(175)%	(31)%	3%	16%	4%
Recent Energy Transition a	and Clean-Tech	h de-SPAC	s (Current Tra	ding)																				
EVGo	\$16.19	67%	4.283	3.788	negative	negative	56.6x	21.4x	11.4x	67.4x	24.9x	11.2x	6.5x	3.9x	166%	171%	122%	71%	67%	(94)%	(5)%	20%	31%	34%
ESS Tech	\$15.26	53%	2,061	1,755	negative	877.5x	13.4x	4.9x	2.4x	45.6x	5.8x	2.3x	1.1x	0.7x	1,309%	690%	152%	105%	55%	(112)%	1%	17%	23%	30%
Chargepoint	\$26.93	54%	8.750	8.156	negative	negative	negative	87.5x	24.0x	22.1x	13.4x	8.7x	6.7x	5.5x	60%	65%	55%	30%	21%	(43)%	(19)%	(1)%	8%	23%
QuantumScape	\$40.58	31%	17.149	15.675	negative	negative	negative	negative	negative	n/a	n/a	1544.3x	449.8x	66.0x	n/a	n/a	n/a	243%	582%	negative	negative	(2.219)%	(602)%	(52)%
	Mean	51%	8.061	7.344	n/a	877.5x	35.0x	37.9x	12.6x	45.0x	14.7x	391.6x	116.0x	19.0x	512%	309%	110%	112%	181%	(83)%	(8)%	(546)%	(135)%	9%
	Median	54%	6.516	5.972	n/a	877.5x	35.0x	21.4x	11.4x	45.6x	13.4x	9.9x	6.6x	4.7x	166%	171%	122%	88%	61%	(94)%	(5)%	8%	15%	27%
Recent Pure Play Rass do	SPACs (Curror	t Trading	.,	.,																				
Sarcos Robotics	\$8.70	74%	1 107	960	negative	negative	33 Ox	3.6x	1.6x	154 8v	25.8×	7.2x	1 9x	1 0x	12%	501%	255%	279%	96%	(657)%	(80)%	22%	52%	59%
Berkshire Grev	\$6.59	49%	1 514	1 310	negative	negative	n/a	n/a	n/a	12 7	5.8v	2.7x	1.3A	n/a	112%	119%	117%	26%	n/a	(105)%	(36)%	n/a	n/a	n/a
benkinne orey	Mean	61%	1 255	1 125	n/a	n/a	33.0v	3.64	1.6	83.84	15.8	5.0v	1.47	1.0v	62%	310%	186%	182%	96%	(381)%	(58)%	22%	52%	59%
	Median	61%	1.355	1,135	n/a	n/a	33.0x	3.6x	1.6x	83.8x	15.8x	5.0x	1.7x	1.0x	62%	310%	186%	182%	96%	(381)%	(58)%	22%	52%	59%

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# **FEEDBACK AND TESTIMONIALS**

Fortune 500 companies have validated Nauticus' approach. Example feedback:

"Nauticus' products such as Aquanaut and electric manipulators are viewed within [X] as technological developments 'ahead of the curve' of technology availability, breaking new ground in vision and operation. These technologies fully support [X]'s vision toward full automation, remote control and eventual unmanned operations -with all the benefits that delivers, such as lowering CO2, risk, economics while also presenting exciting new areas of technology and 'ways of working' that will facilitate recruitment and retention Major X of a new generation of personnel. Such remotely operated systems support both Oil & Gas infrastructure IMR, but also renewables and are hence of great interest to [X] as we also transition. Deployment of underwater vehicles such as the Aquanaut that offer greater functionality than a simple suite of geophysical sensors, aligns with our vision statement how such operations may be conducted." "This [Aquanaut] technology is an enabler. It's an enabler for unlocking new ways of working, transforming the way we're working and, not least, reducing  $CO_2$  footprint and increasing competitiveness on the Norwegian Continental Shelf and internationally. We can move more of the task onshore, move people onshore closer to their homes." Major Y "Drones in general and underwater drones especially, are very important to us when it comes to achieving our goals. It is vital to work safely and to be able to reduce staff at our facilities and work more efficiently, as well as reducing our carbon footprint." "[Z]'s vision for the future of subsea operations includes autonomous solutions for inspection and maintenance. An AUV/ROV that Major Z can perform its tasks without the need for an umbilical would be a great advancement and could gain a huge market on subsea IMR segment. The objective is to eliminate the need of a manned surface vessel (high cost, gas emission, ...), and any solution that complies with this goal is achieving our vision for the future on subsea operations. "



## **STRATEGIC ADVISORS**



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