

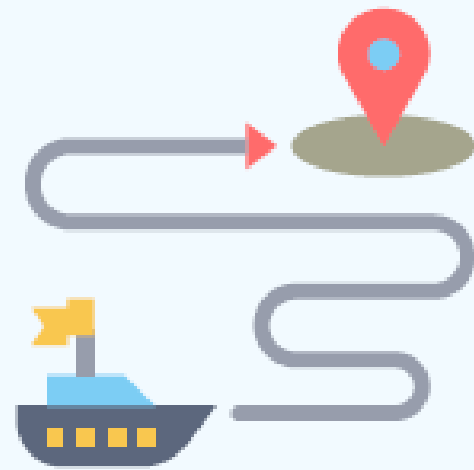
EMH SYSTEMS LTD

A Commitment To The Seas, An Asset To An Industry





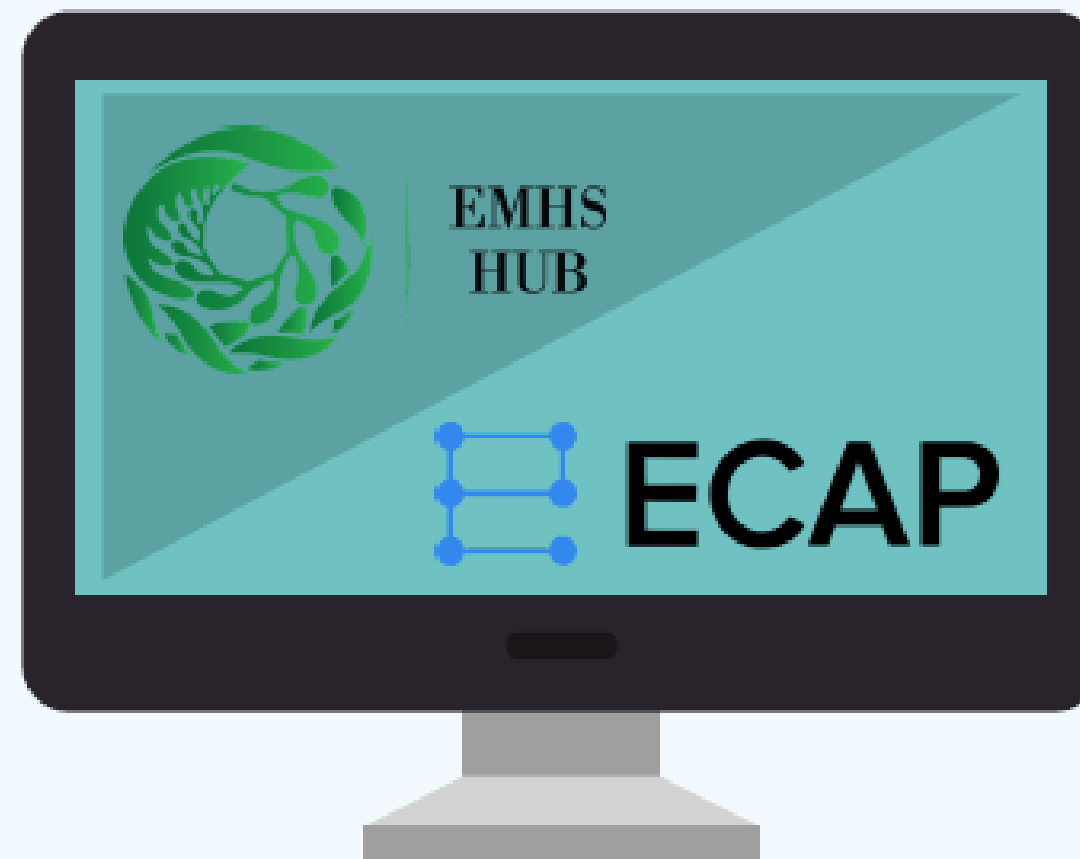
WHAT WE DO



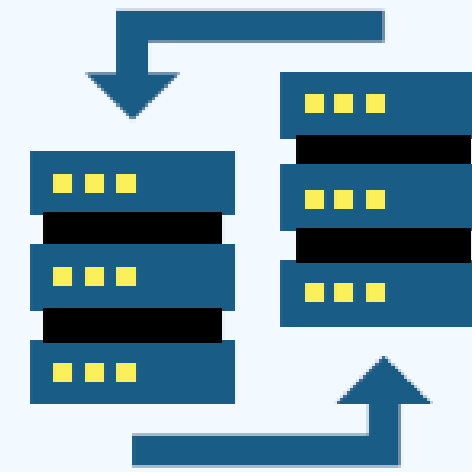
Route planning



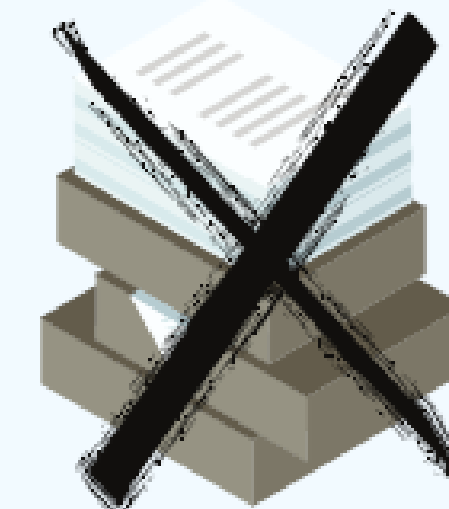
Fine reduction



ECAP



MEH



Less paperwork



THE PROBLEM

POLLUTION VIOLATIONS = HEAVY FINES

USD 80K	USD 1.5M	USD 20M
Global Cruise Lines Ltd	Portline Bulk International	Carnival Jun 2019 Fine
May 2019 Fine	Jun 2019 Fine	
USD 1.5M	USD 1.5M	USD 1.8M
FGL Moon Marshall Limited	Unix Line October 2019 Fine	Bernhard Schulte Ship management December 2019
October 2019 Fine		Fine

THE SOLUTION

EXPENSE
REDUCTION

USD 7M

RETURN OF
INVESTMENT

184%

INTERNAL RATE
OF RETURN

112%

EMHS
POTENTIAL
CLIENTS



THE SOLUTION

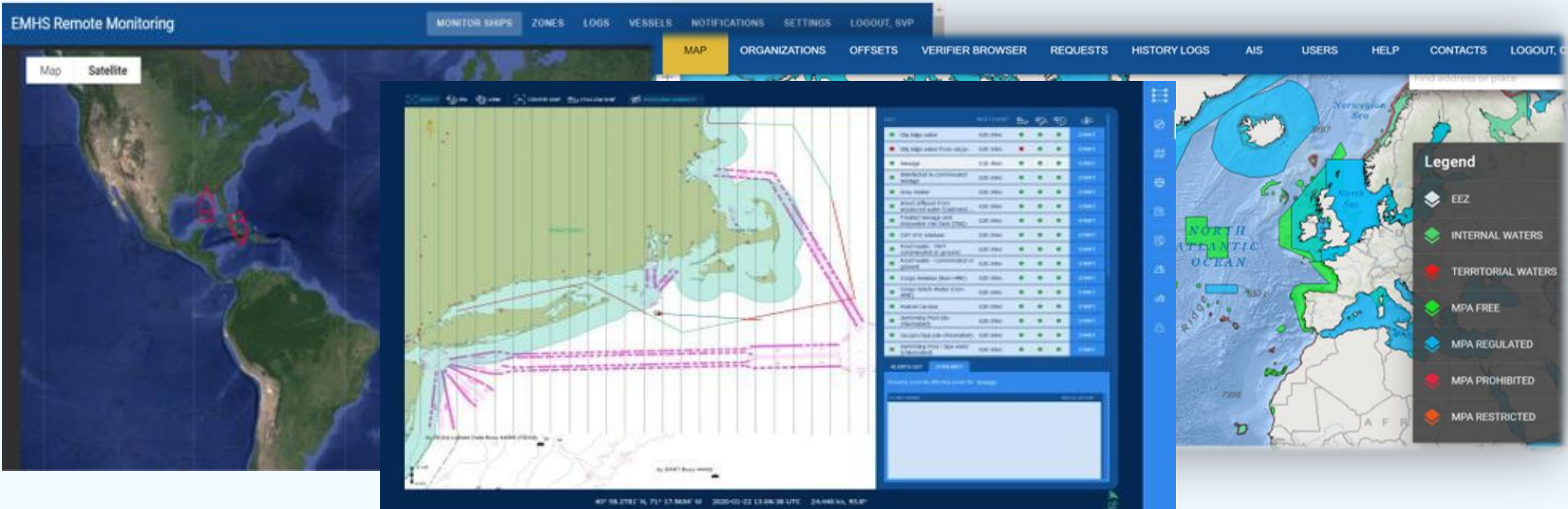




Chart
Integration



Route
Planning



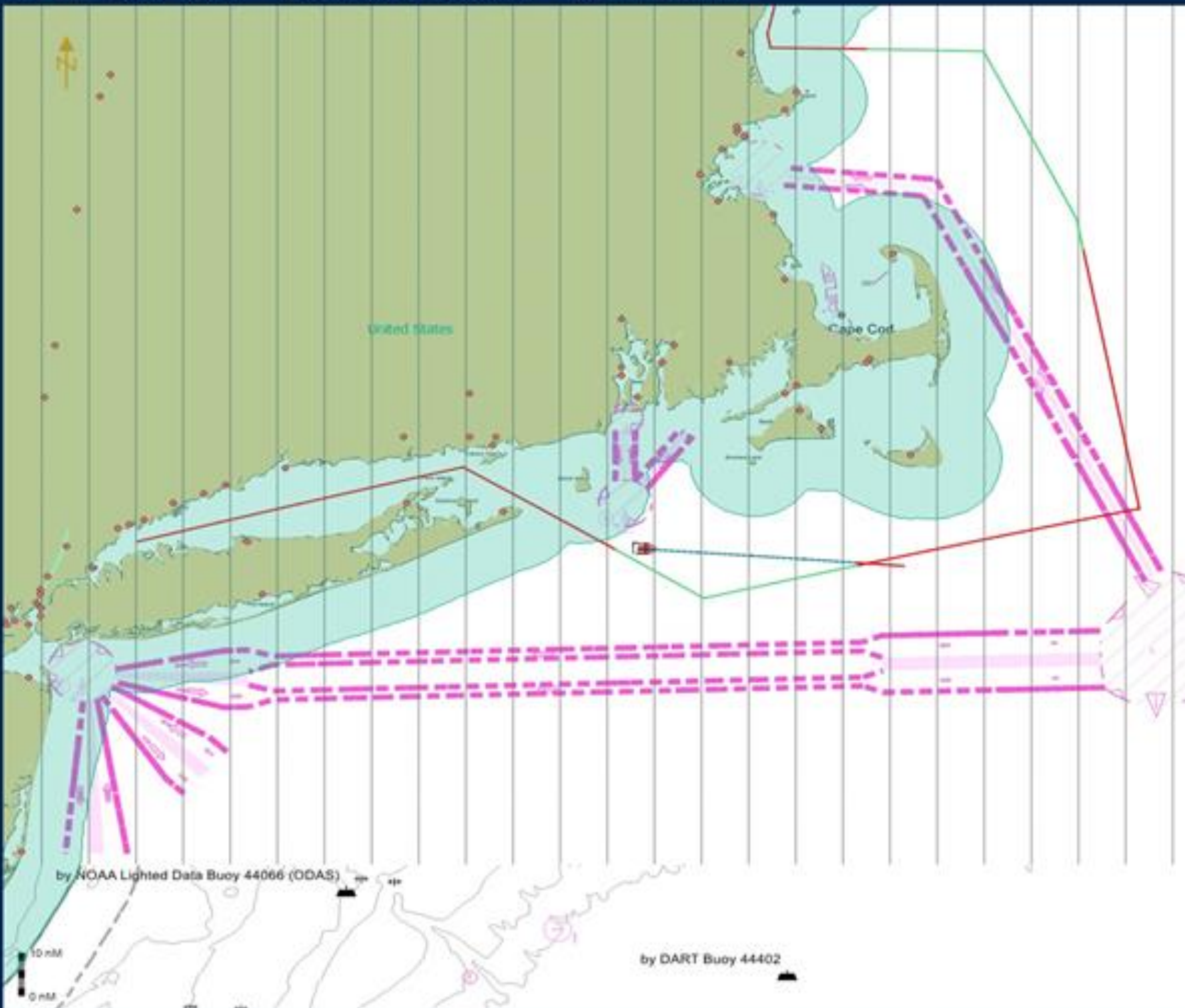
Monitoring
&
Mobility



Security



Data
Retention



EAO	NEXT EVENT				
● Oily bilge water	02h 09m	●	●	●	START
● Oily bilge water from cargo	02h 09m	●	●	●	START
● Sewage	01h 46m	●	●	●	START
● Disinfected & comminuted sewage	02h 09m	●	●	●	START
● Grey Water	02h 09m	●	●	●	START
● Direct Effluent from advanced water treatment ...	02h 09m	●	●	●	START
● Treated Sewage and Greywater mix tank (TSG)	02h 09m	●	●	●	START
● CAT XYZ residues	02h 09m	●	●	●	START
● Food waste - NOT comminuted or ground	02h 09m	●	●	●	START
● Food waste - comminuted or ground	02h 09m	●	●	●	START
● Cargo Residue (Non-HME)	02h 09m	●	●	●	START
● Cargo Wash Water (non-HME)	02h 09m	●	●	●	START
● Animal Carcass	02h 09m	●	●	●	START
● Swimming Pool (de-chlorinated)	02h 09m	●	●	●	START
● Jacuzzi /Spa (de-chlorinated)	02h 09m	●	●	●	START
● Swimming Pool / Spa water (chlorinated)	02h 09m	●	●	●	START

ALERTS LIST ZONE INFO

Showing currently affecting zones for: Sewage

ZONE NAME	REGULATION

KEY ADVANTAGES



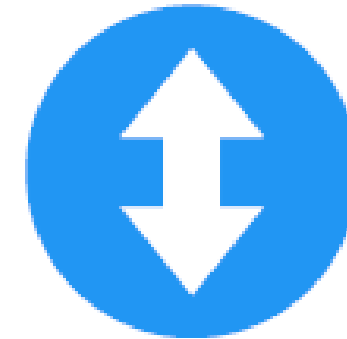
Type Approval
Certificate



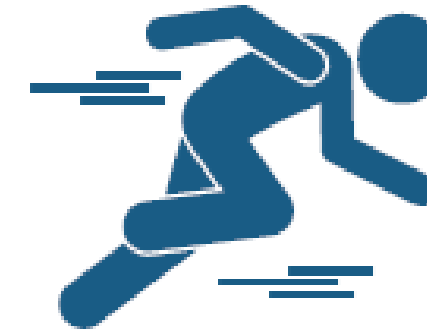
Data verification
certificate



Regulation
interpretation and
application



Process coverage –
from management to
onboard personnel



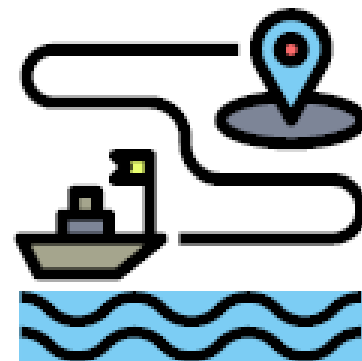
Dynamic
functionality



Helping companies to
address customer
demand to be eco-
responsible



Powerful tool
during audits



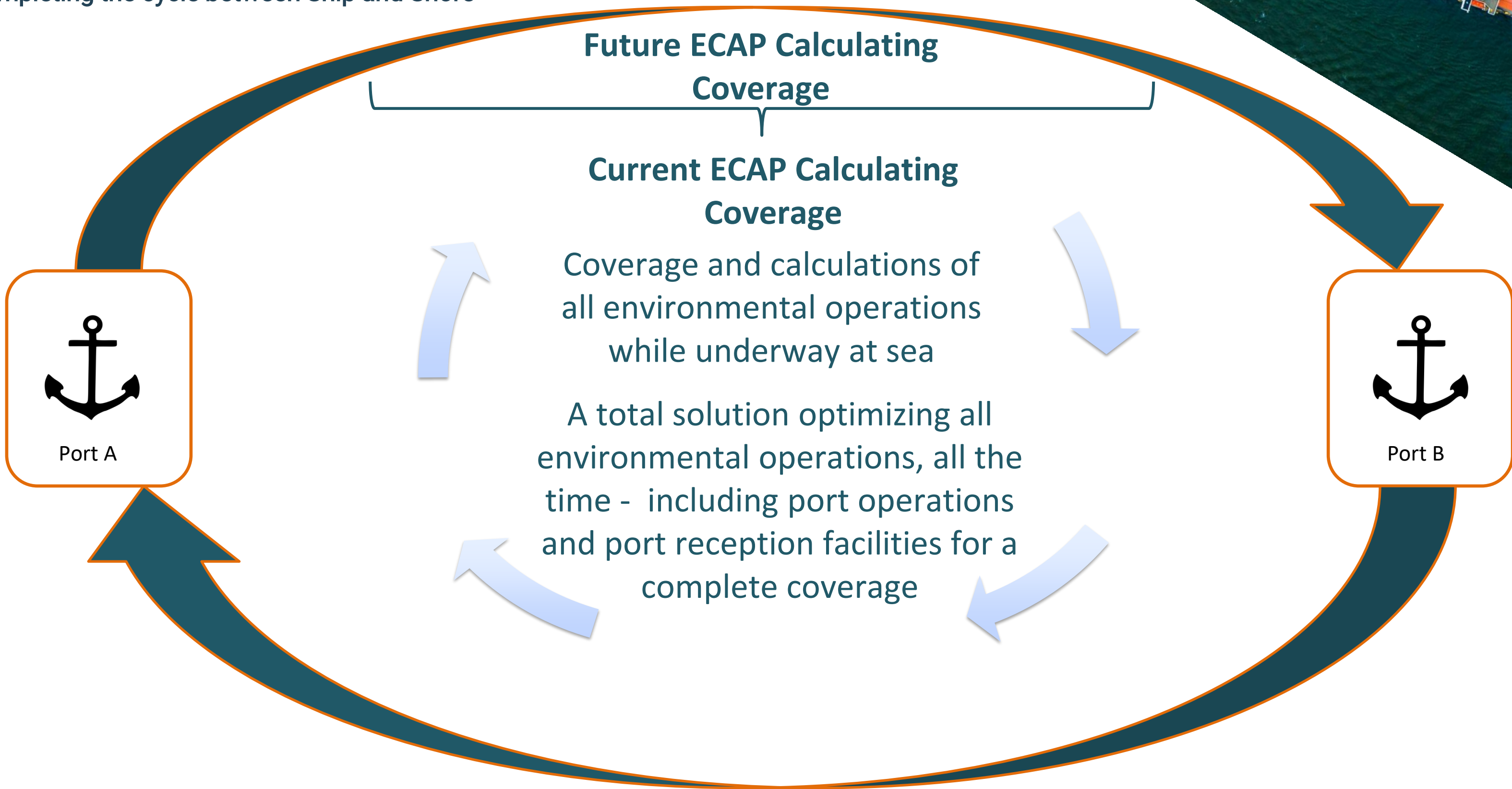
Provides the most
efficient route and
switchover locations



Full compliance
with environmental
regulations

Solution Scalability

Completing the cycle between Ship and Shore



Steaming Ahead

Stability and Fuel Efficiency

Finding the balance between environmental compliance with tank discharges and proper trim for optimal fuel efficiency and safety

Data Analytics

Collecting data on vessel movements and environmental operation has a profound effect on the way all vessels operate and how the seas will be regulated as a whole

Port Reception Facility Management

A dynamic plan for offloading waste based on cost, availability, and local regulation

Valve connection & automation

Combining ECAP technology with shipboard automation systems – automatically records and ensures compliance



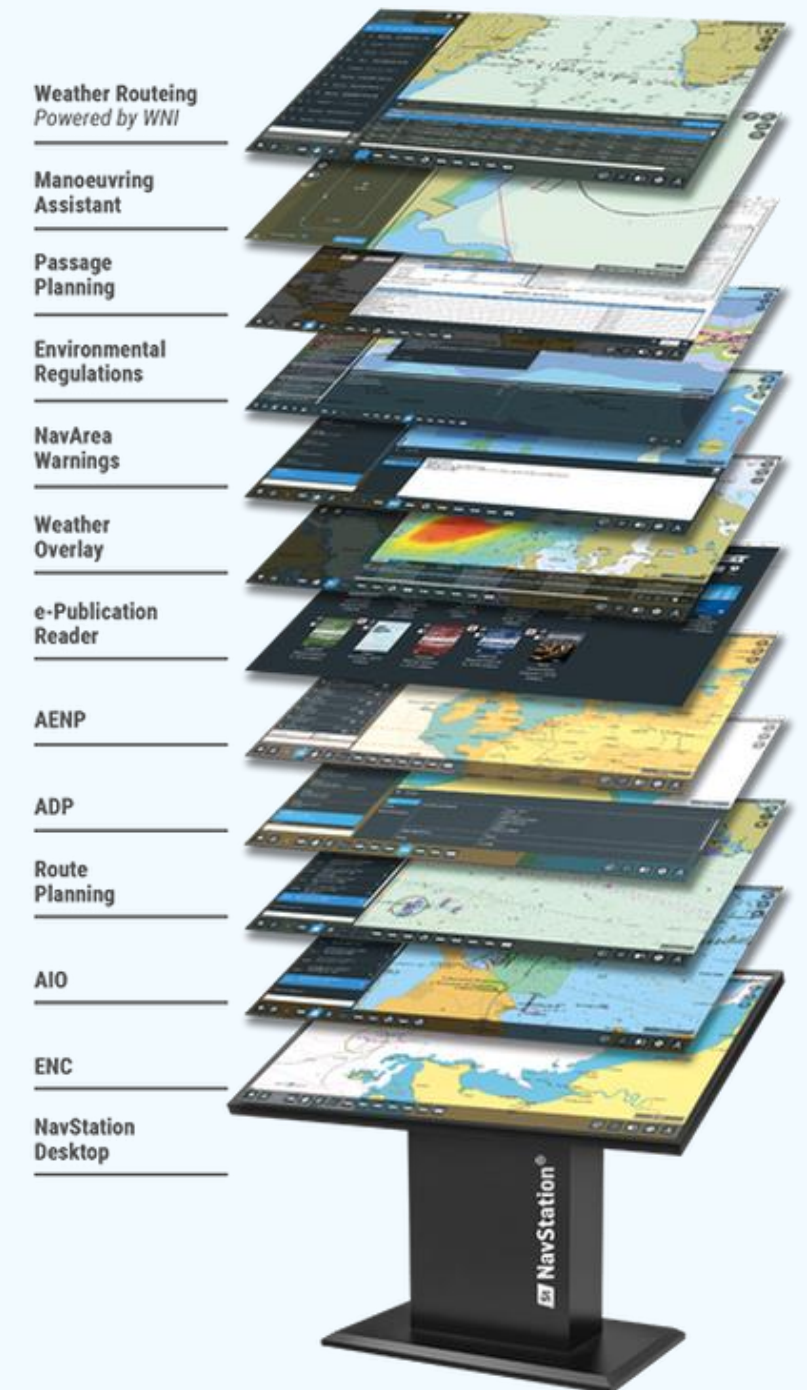
REVENUE MODEL

Direct

License sales & Annual upgrade and support fee



Integrated Annual SaaS subscriptions



Traction Timeline



University
MOUs



Sep 2019

Dec 2019



ABS Data Verification
Certificate

Pilot installation
with NCLH



Jan 2020

May 2020



BV Type-approval
certificate

Star Bulk Pilot
Order



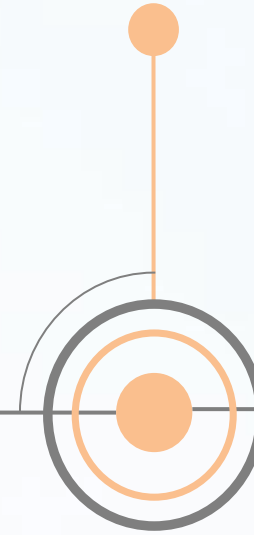
Jun 2020

Oct 2020



ChartWorld Service
Market Launch

ABS & CAIM
Integration



May 2021

Dec 2021



NCLH Fleet Deal

Next Integration
Partner



Jun 2022

Working Together

Technical Partners



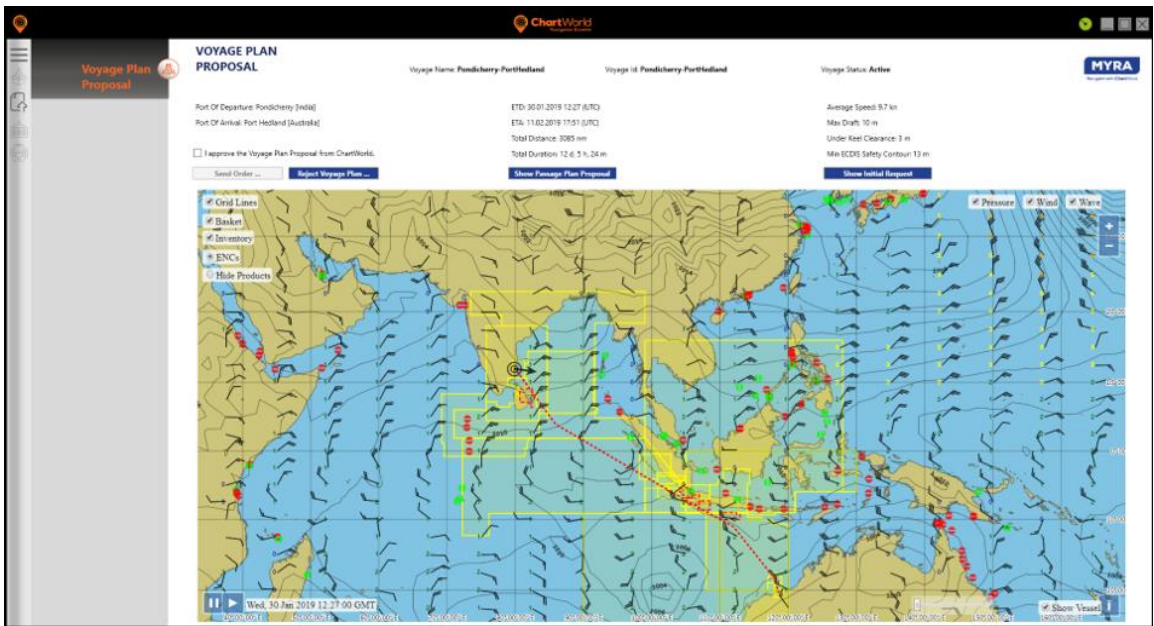
Clients & Interests



Signed long-term commercial agreements



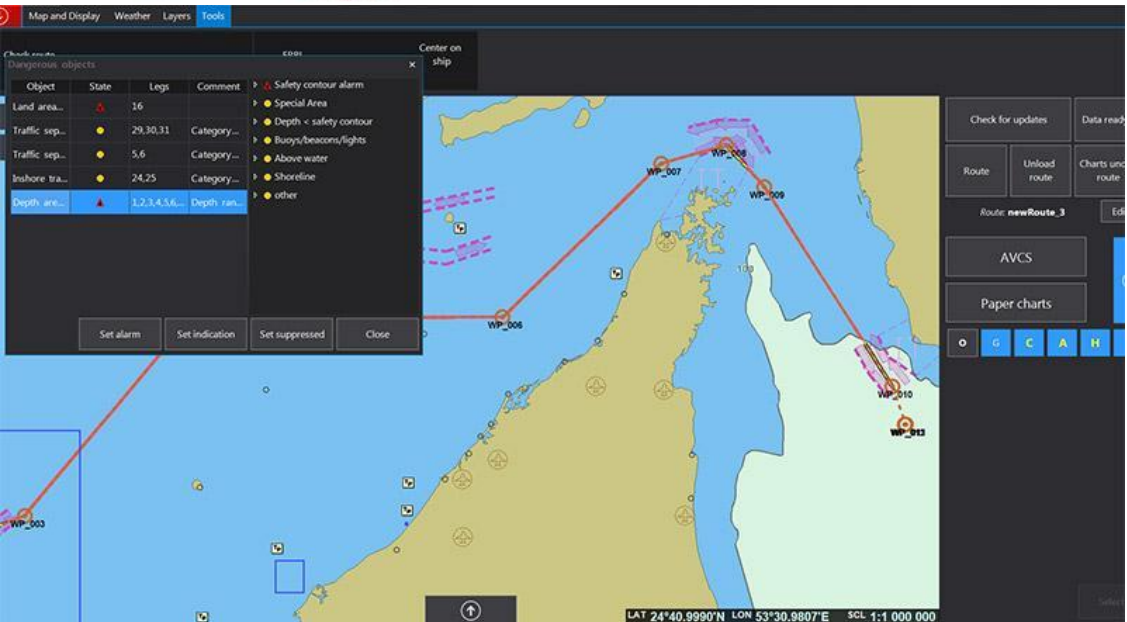
For EMHS supplied service in
Chartworld's MyRA platform



For EMHS supplied service in
ABS's My Digital Fleet platform

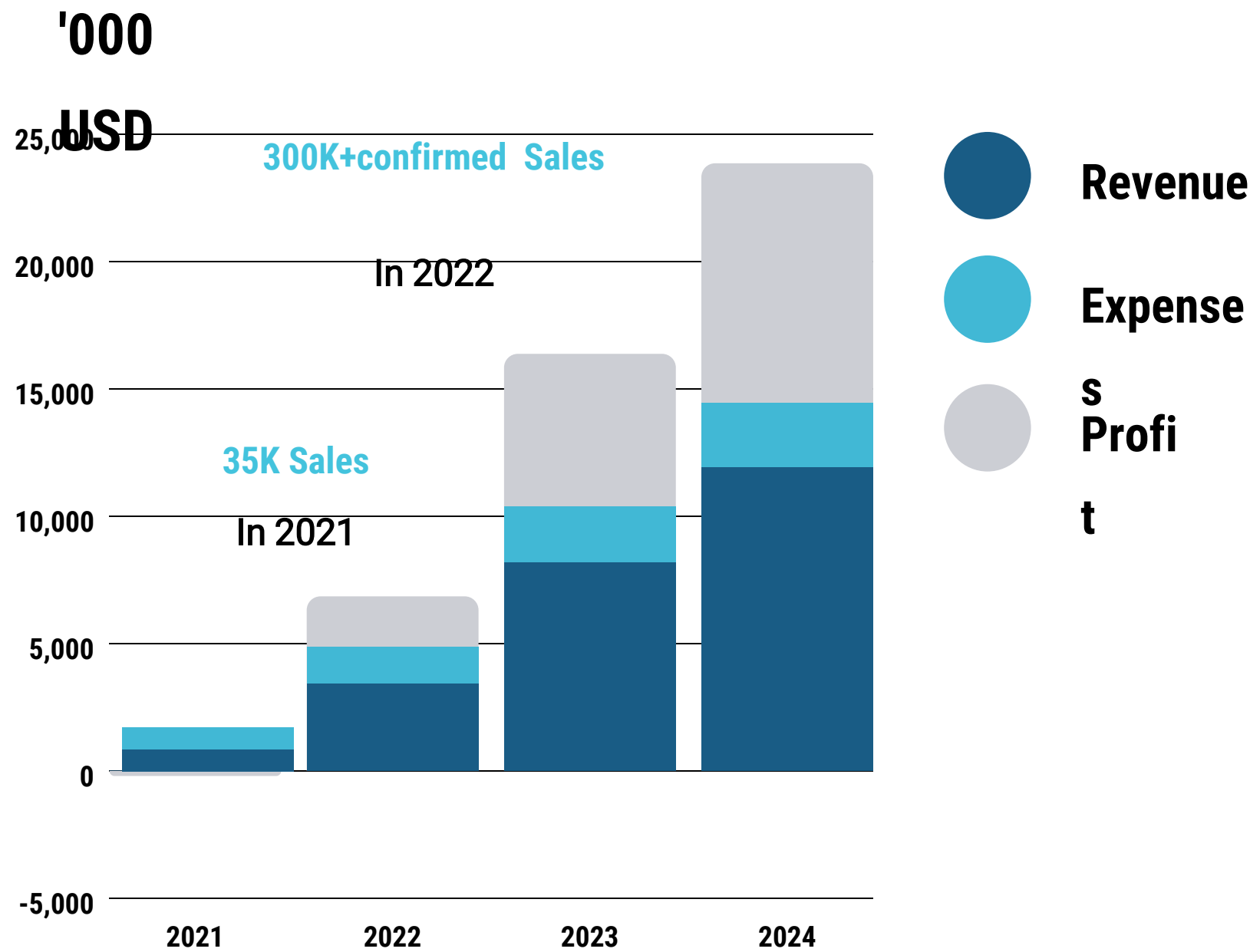


For EMHS supplied service in
CAIM's NaviGate platform





FINANCIAL PROJECTIONS



USD 9.5M

2025 Profit

131%

Revenue growth
2023

USD 2.5M

2022 revenue in ongoing
contract negotiations

CURRENT FUNDING ROUND

1.1M USD	2.2 M USD	350K+ USD	200+%
Funding round	Pre-money valuation*	Internally financed	3 year ROI

900+%

5 year ROI

INVESTMENT ALLOCATION

Support and Installation

teams

20.8%

Management

teams

19.6%

Miscellaneous

4.1%

Operational

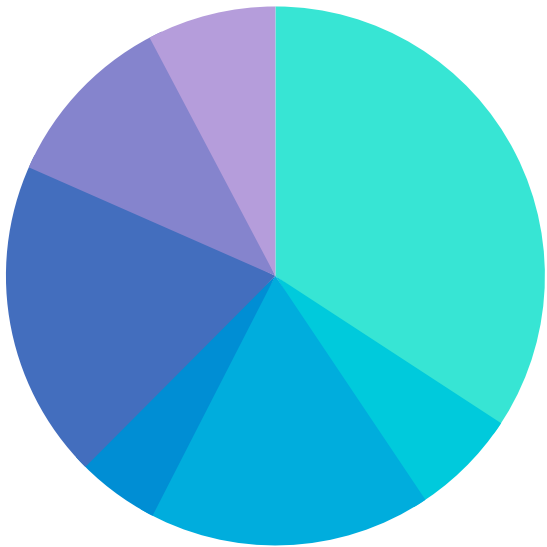
16.1%

Technical development &
Maintenance

31.9%

Sales and
Marketing

7.5%



*Valuation conducted by third party in Q4 2020.
New valuation pending.



NIKOLAY VASILEV

CCO

24 years industry experience,
Including 10 years as master, chief
officer – offshore industry



SIMEON IANCHEV

CTO

21 years software & robotics experience,
Including 10 years owner and managing
director of Sofia based software
development & robotics engineering
company

TEAM

The people behind this presentation



CHRISTOPHER NAGY

CEO

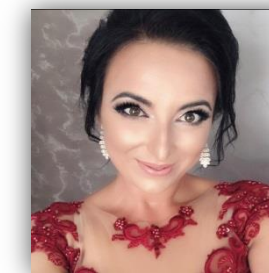
14 years industry experience,
Including corporate environmental
manager, 1st officer
environmental, 1st officer



YAVOR IVANOV

COO

22 years industry experience,
Including Chief officer, 1st officer, 2nd
officer – environmental



DEISLAVA VEZENKOVA

Legal Counsel

20 years experience
As expert attorney serving the needs of
corporate clients and foreign investments.
Specialized in Maritime law, as well as
business and corporate law



ANDREI STANEV

Operations Manager

8 Years as Business development and project
manager for Dutch software development
company, senior project manager in ship
building yard

EMH Systems Ltd.



Dynamic solutions for a dynamic industry

Thank You



esri

Emerging Business
Partner



QUESTIONS? COMMENTS?

LET US KNOW!

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EMAIL

office@emhsystems.com



MARKET

WORLD COMMERCIAL FLEET

90,000 vessels

46.67% growth since
2005

VESSELS >500GT

56,448 vessels

50.26% growth since
2005

OCEAN CRUISE VESSELS

450 vessels:

27 launched in 2019
13 launched in 2020
12 already scheduled
for 2021.

EMHS
POTENTIAL
CLIENTS



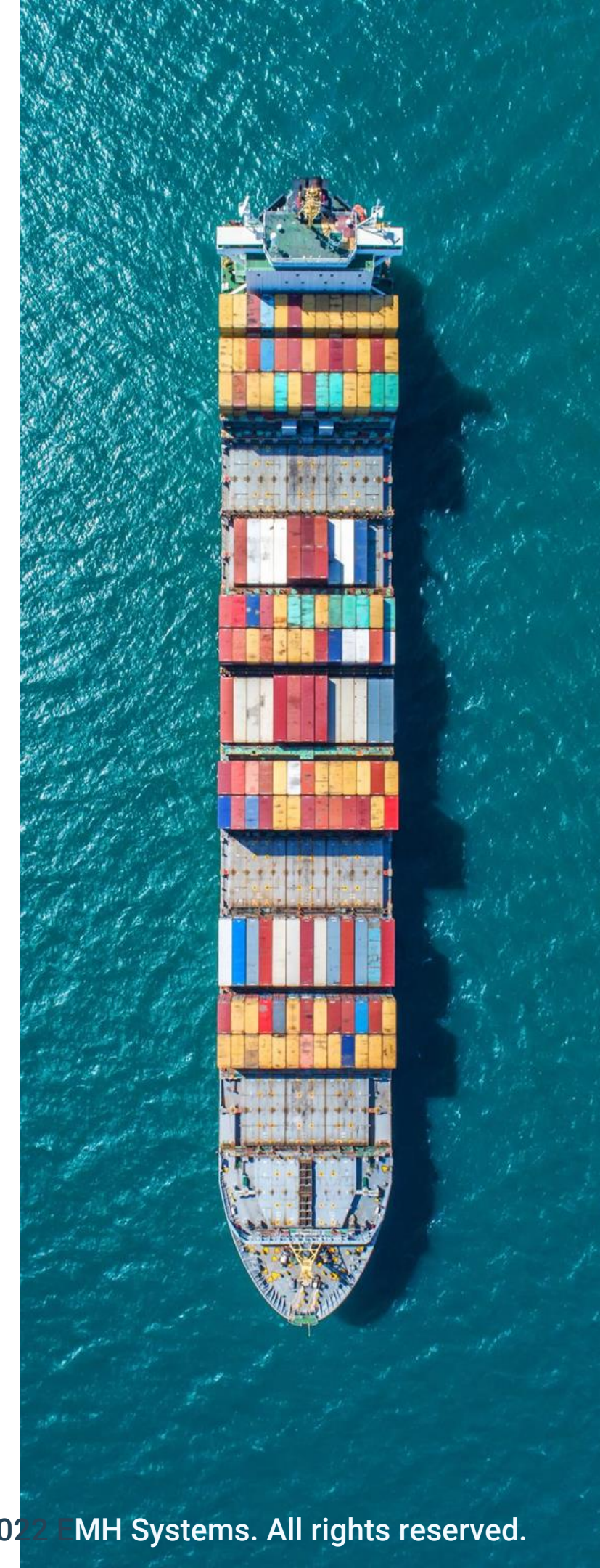
MARKET

EMHS POTENTIAL CLIENTS

- Ship companies
- Ship Agencies
- Insurance companies / P&I
- Ship organizations / Consultants

- Ship conglomerate and groups
- Maritime administrations
- Environmental agencies
- Technology / Navigational suppliers

**NEARLY EVERY INDUSTRY PLAYER WHICH DEALS WITH
REGULATION MANAGEMENT OR ENVIRONMENTAL ASPECTS**



COMPETITION

OneOcean
(Marine Position AB)

Est. 2010

:Revenue: 50M USD
(2020)

TOTAL MARINE SOLUTIONS

Est. 2000

Revenue: 46M USD

Product: EnviroManager (previously EnviroPilot)

- Embedded in OneOcean product line "PassageManager"
- Similar to ECAP with less features. A static informational only solution
- Exclusively marketed with PassageManager under OneOcean

Status:

Subsidiary of ChartCo Ltd as of 2017 (Estimated annual revenue of \$14M)

Extra:

Recently acquired by Chartco after previous successful license contracts.
Proof of successful exit strategy merging with marine tech leader

Product: Ocean Guardian

- Embedded in Marine Press's line "SeaPassage suite" since 2020. Offered standalone as well.
- Similar to ECAP with less features and less accurate data. A static informational only solution.

Status:

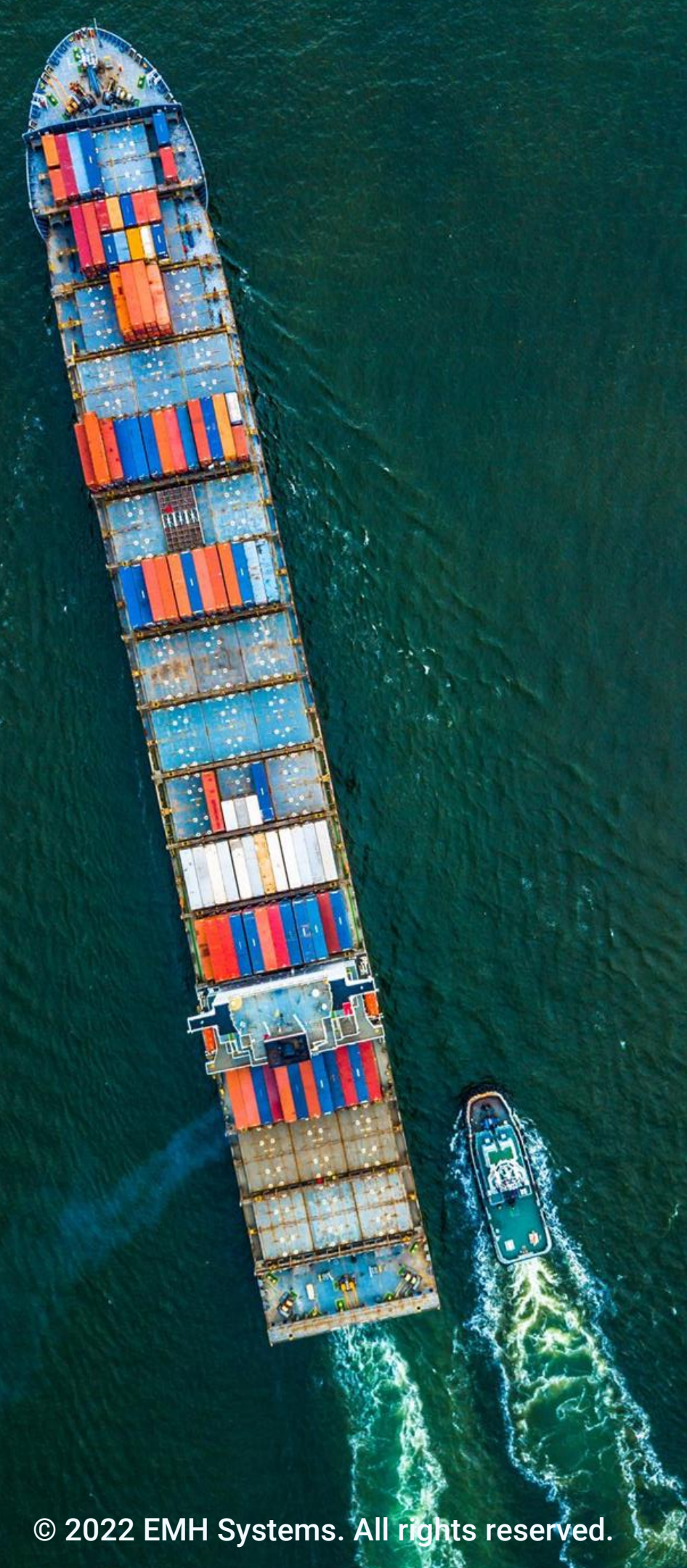
Independent Private

Extra:

Recently launched ocean guardian with positive feedback from industry for

the idea. Contract with Marine Press in June 2020. Proof of concept and

interest in industry. More recent negative feedback from shipowners.



API model details

API Integration Partner	Service	Price Model	Details	Notes	API Ready	Contract Signed	Potential vessel reach	2021-2025 Estimated Revenue
ChartWorld	ECI - Standalone	Voyage day - priced on a voyage to voyage basis	Service provided as an add-on to end users. All Revenues split 50/50 with ChartWorld	On average vessels have 20-22 voyage days a month	YES	YES	6000+	\$969,408
	ECI + Hub - Package	Unlimited ECI for 12 months with Hub account access	Service provided as an add-on to end users. All Revenues split 50/50 with ChartWorld		YES	YES		\$1,062,000
	Geo – MyFleet CIO+	TBD - Most likely priced in tiers based on fleet size	TBD		NO	NO		TBD
	EAO - ECDIS CIO+	Voyage day - priced on a voyage to voyage basis	Service provided as an add-on to end users. All Revenues split 50/50 with ChartWorld	On average vessels have 20-22 voyage days a month	NO	YES	30000+	\$7,405,200
ABS	EMHS Service - Plus Tier	vessel / year	EMHS service provided within ABS's My Digital Fleet solution (subscribed annual basis by end client) - Fee collected directly from ABS - ABS sets separate price for complete solution		YES	YES	12000+	\$1,668,000
	EMHS Service - Premium Tier	vessel / year		Premium service provided at minimal extra expense (possibly zero)	YES	YES		\$1,507,500
CAIM	ECAP EnvioModule	vessel / year	ECAP integrated within NaviGate back of bridge solution and ECDIS – fee collected directly from CAIM	All subscriptions up to 200 vessels	YES	YES	1500+	\$637,000
	ECAP EnviroModule200	vessel / year		All subscriptions over 200 + MSC special	YES	YES		\$1,423,600

