“Bridge” Between Corporates and Start-ups and Lessons Learned From Synergetic Engagements

Nir Gartzman, Funding Partner,

THE DOCK
THE MARITIME INNOVATION PORT OF CALL
Navigator Fund
Y/Y Growth of Technology M&A's in the Maritime Sector

theDOCK has the inside track
THE DOCK
THE MARITIME INNOVATION PORT OF CALL
-- Main Stakeholders

CORPORATE PARTNERS
- Leading industry organizations

INVESTORS
- theDOCK Navigator fund LP’s
- Network of VCs

ENTREPRENEURS
- early stage startups

GOVERNMENT

ACADEMY
We Tie the Knot

Harness World Class Innovative Technologies to Benefit the Port, Shipping and Maritime Logistics Sectors
Business Areas of Disruption in the Industry

- Supply Chain
- Vessel Operation / Autonomous Shipping
- Port Optimization and Automation
- Environment / Fuel Efficiency
- Safety
- Cybersecurity, HLS
Relevant Technologies: Israel’s Strength

- Blockchain, BI, AI
- AI, Machine Learning, AR, VR, BI, Cyber
- Deep Learning, IoT, Drones, Robotics
- Data Analysis, IoT
- AR, VR, Robotics
- Cybersecurity, Drones
Engagement with UPS – towards Pilot that evolve into Commercial Agreement
theDOCK Mentor joins as COO.

Pilot with Kirby Corp. in the US
“From Ports to Inland Shipping”

Access to bridge simulator in Israel. (By TRANSAS/Wartsila)
Pilot with business partners (Kirby, Liberty)

Pilot with DSV Israel

IoT Cyber Platform- With our Maritime Background
Engagements with PSA and Liberty towards POC

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theDOCK Core Team

Nir Gartzman
Founder & COO

Noa Schuman
CMO

Hannan Carmeli
Founder & CEO
Join us in Sailing Towards A Better Maritime World

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Growing Global Maritime Deal Flow, in Search for Funding

Increasing Number of Maritime Technology Hubs

22+ technology hubs WW, each graduating ~10-15 startups annually

Annual rate of 200-300 investment opportunities

Target of 2-3 investments annually
Israel’s Growing Maritime-Tech Startups Landscape
(August 2019)

Logistics & Transport Value Chain
- FAST
- AiDock
- WAVE
- REFRESHIT
- LADINGO
- STARGO
- LogChain
- SHARESHIPPER
- TRUCNET
- Truckly
- Bringo
- GearEye
- NEO
- Tomindo

IoT – Maritime
4.0
- LOGINNO
- CONTGUARD
- STARCOS
- 3DSignals
- CaseSsense
- Cartasense
- BT9
- AUGURY

Leisure (Cruise, Yacht, Marinas)
- Pick a Pier
- Cruit
- ROUTIER
- SeeVoov
- RightHear
- Dolphin Vision
- swimsee
- LYNXIGHT
- econet
- ZOHAR CLEANTECH

Operational Optimization & InsurTech
- Tiditan
- DOCK TECH
- WINDWARD
- TrueNorth
- HYPERMARINE
- OptiVector
- TRACETECH

Autonomous Vessel & Equipment
- ORCA AI
- TotemPlus
- INTSITE

Cyber & HLS
- ArcusTeam
- REGULUS
- InfinitiDome
- NaviDome
- CYDOME

Environment & Safety
- RODMARINE
- ECOconcrete
- AQUA HD
- SeaLarTec

Corporate Partners:
- WARTSILA
- CARGOTEC
- thyssenkrupp
- UNBOXED
- MABERK
- DSV

* The chart comprises of “pure-play” maritime startups as well as “maritime-related” startups

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SICS - Smart Israel Chemicals for Sustainability
Timeline

- Initial closing and start of investments – Q1 2020
- Strategic investors commitment
- Final closing – mid 2020
- End of investment Period – mid 2023
- Term of fund – 7 years (plus 2 x 1-year options)
Investment Committee
-- Experts in Maritime and Innovation

Hannan Carmeli
Co-Founder & CEO
theDOCK

Nir Gartzman
Co-Founder & COO
theDOCK

Jesper Praestensgaard
Shipping Executive

Yigal Jacoby
Serial Early Stage Investor

Omri Dagul
Executive VP,
Ray Shipping

theDOCK
Francisco Partners
private equity
Israel Innovation
Authority
ClickSoftware
Navy officer, Israeli
Navy

theDOCK
Johnson & Johnson
Better Place
Mano Maritime
Chief Engineer, Israeli
Navy

NYSHEX
Nordic Transportation
Group
Hapag Lloyd
Maersk

Allot Communications
LiveU
GM Network
Management
Armon

Ray Shipping
Dockport Ltd.
Rear Admiral,
Israeli Navy
Why Invest in theDOCK Navigator II Fund

- Already actively investing (Navigator I), with a proven business model
- First mover advantage, neutral platform
- Strong brand, riding Israel’s Startup Nation ecosystem and credentials
- Already identified target investments (hit the ground running)

Seasoned leadership with vast high tech experience and passion towards maritime sector
**Fund Strategy**

- **Revenue generating** companies (early growth)
- **IT/ICT** (software-related with deep IP assets) startups – such as AI, Data Analytics, cybersecurity, AR/VR, IoT, and the like
- **Ports, Shipping** and **Maritime Logistics** as a strategic market (not necessarily the startups’ main focus)
- ~50% of the fund to be invested in the **first 3 years**, keeping the balance for **follow-on investments** in high-performance startups
- **Lead investor** or **co-investor**, along with VC / CVC / leading private investors
- 5%-10% reserved for promising **early stage startups** admitted to theDOCK’s acceleration program (similar to Navigator I)