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Shop: <u>www.smartmark.si/shop</u>
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## Refinancing model through cost savings and renting

The calculation model is based on 4 SmartmotionPro (Smartmark) buoys with accessories

| Income from rentals of Smartmark and Smartmotion                                     | n Buoys       |   |
|--|---------------|---|
| See the Smartmotion refinancing model renta  | al            |   |
| Basis for calculating the "max": 50% of the available rental days. Income per Season | 19.456,50 €   |   |
| Basis for calculating the "min": 25% of the available rental days. Income per Season | 9.728,25€     |   |
| The average value of season income of the two sums:                                  | 19.808,25 €   |   |
| Cost savings on basic costs, as described above:                                     | 10.080,00 €   |   |
| Saving of Volunteer hours at Regatta Weekends:                                       | 480 h         |   |
| Total Savings and income in 1 year   |               | │ |
| Cost savings   | 10.080,00€    |   |
| Income of renting, with 35% of available days  | 9.728,25 €    |   |
| Total financial benefit in the first year  | 19.808,25 €   | , |
| Expenses of 4 Smartmerk buoys and equipment  | 42.802,00 €   |   |
| Remaining financing amount   | - 22.993,75 € |   |
| Total Savings and income in 2 years  |               |   |
| Cost savings   | 20.160,00 €   |   |
| Income of renting, with 35% of available days  | 19.456,50 €   |   |
| Total financial benefit after 2 years  | 39.616,50 €   |   |
| Expenses of 4 Smartmerk buoys and equipment  | 42.802,00 €   |   |
| Remaining financing amount   | - 3.185,50 €  |   |

All prices / costs / revenues are exclusive of VAT.

## Additional advantages with autonomous Smartmark Buoys

- Quick setting of regatta courses
- Adapt courses to wind shifts or change the length of the course in seconds at the touch of a button
- Precisely aligned courses.
- Set narrow gates, start lines or offset buoys precisely and without problems.
- Reduces the number of helpers required
- Buoy-laying boats are not required
- Interesting advertising buoys can be placed in front of promenades or other interesting positions during waiting times,
- Ecological, innovative and sustainable technology with a corresponding image
- No waiting times and precise courses for the participants