

Cost-saving model

Smartmotion buoys compared to conventional buoys

Here is a cost model for conventional (anchor) buoys, calculated according to costs by average market prices. **This is a calculation for costs per day!**

Amount	Object / Deployment	Cost per unit	Total costs
2	Buoy tender boats - Daily rental	300,00 €	600,00 €
2	Fuel per boat / day	70,00 €	140,00 €
5	Crew of the boats - Meal costs	10,00 €	50,00 €
1	Loss of conventional buoy harness	50,00 €	50,00 €
Basic costs per regatta day			840,00 €

All prices / costs / revenues are exclusive of VAT.

Regatta Costs per year (season) with 4 weekends			
weekends	Object / Deployment	Cost per unit	Total costs / season
4	Basic costs per regatta weekend (3 days)	2.520,00 €	10.080,00 €
4	Volunteer hours per Regatta Weekend 120 h	120 h	480 h

All prices / costs / revenues are exclusive of VAT.

Standard market rental prices for the boats have been used in this calculation, as these are clearly defined. If your club has its own boats, after all the costs have been taken into account - such as insurance, taxes, boat storage, amortization, maintenance/service,

Required volunteer hours

The number of volunteer hours required should not be underestimated, as buoy-laying is one of the most demanding, injury-prone and toughest activities for volunteers. As a result, it has become increasingly difficult to motivate the necessary volunteers for this tasks.

Smartmotion Buoys

Financing requirements

Smartmotion autonomous buoy = 8.990,00 €/pc.	
4 x Buoys	35.960,00 €
1 Boat Marker Box	2.490,00 €
4x Pro aluminum slip trolley (589,00 €/pc.)	2.356,00 €
4x Customized fabric cover (499,00 €/pc.)	1.996,00 €
Inflatable tube (bumper), Inflatable marker (cone) and Chargers are included!	
Final financing amount 42.802,00 €	

All prices / costs / revenues are exclusive of VAT.

Company

Smartmotion d.o.o.
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 Trg 1 - 2310 Slovenska Bistrica - Slovenia

Company Data

Registration number:
 9566066000
 VAT-ID No.: 29657377

Business

Management
 Managing Director:
 Bernard Halej

Bank Account

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Refinancing for your Smartmotion SmartPro (or Smartmark) buoys through rental

Smartmotion operates a hire platform for its customers. As a Smartmotion customer, you can rent out your buoys without any effort or risk. Smartmotion manages your buoys, takes bookings, settles accounts with the hirer, organises transport, insures the buoys for the hire period, provides a replacement buoy for the repair period in the event of damage, repairs any damage and settles the claim financially with the insurance company and the hirer. Smartmotion receives a commission of 15% of the hire price for its services.

Calculation of the return on investment, based on the rental of 1 SmartPro (or Smartmark) buoy

Calculation: The hire price for one day per buoy is 119.00 euros, but as the hire price is reduced for longer hire periods, we calculate with an average value of 109.00 euros per buoy and per day.

Main rental season: 8 Months = 35 weeks

Renting days: 3 Days / week (Friday - Sunday)

Total possible rental days: 105 Days / Season

Calculation maximum renting 50% (own use, rent gaps)	52,5 Days
Rental income / buoy / day	109,00 €
Total seasonal rental income	5.722,50 €
Smartmotion commission 15%	858,38 €
Rental income for the buoy owner / buoy / season	4.864,13 €

All prices / costs / revenues are exclusive of VAT.

Calculation minimum renting 25% (own use, rent gaps)	26,25 Days
Rental income / buoy / day	109,00 €
Total seasonal rental income	2.861,25 €
Smartmotion commission 15%	429,19 €
Rental income for the buoy owner / buoy / season	2.432,06 €

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The number of days the buoys can be rented varies depending on the geographical location (duration of the season) and how often the buoys are used for personal use. We use the minimum rental rate of 25% for all calculations, as experience has shown that this value can be safely achieved even with a short season and frequent personal use.

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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 Buoys	
See the Smartmotion refinancing model rental	
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 Smartmark 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 Smartmark 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

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