

## Market Data

<b>Vision Marine Technologies Inc.</b>	
<b>NASDAQ: VMAR</b>	
Industry	Technology
Price	\$7.00
52 Week Range	\$5.91 - 17.90
Market Cap	\$56.28M
Shares Out.	8.04M
Free Float	3.48M
Cash (mrq)	\$23.89M
Total Debt (mrq)	\$1.25M
Avg. Vol (90 Day)	47.85K
<i>As of</i>	
<i>October 26, 2021</i>	
<a href="http://visionmarinetechologies.com">visionmarinetechologies.com</a>	

## Company Overview

Vision Marine Technologies, Inc.'s business mandate is to change and be a contributing factor in fighting the problem of waterway pollution by disrupting the legacy boating industry with electric power, contributing to zero pollution, zero emission, and a noiseless environment. Their flagship outboard powertrain ("E-Motion") is the first fully electric outboard powertrain system that combines an advanced battery pack, inverter, and high efficiency motor with proprietary union assembly between the transmission and the electric motor design and extensive control software.

Vision Marine's E-Motion technologies used in this powertrain system are designed to improve the efficiency of the outboard powertrain and, as a result, increase range and performance. Vision continues to design, innovate, manufacture, and sell their handcrafted, high performance, environmentally friendly, electric powerboats to recreational customers, and OEMs. The design and technology applied to their boats results in far greater and enhanced performance, higher speeds, and longer range. Simply stated, a smoother ride and a safer and enhanced user experience than a traditional ICE motorboat.

## Product Offering

State-of-the-art designs make the new E-Motion 180E the most technically advanced electric outboard on the market today. This is the world's first 180hp outboard motor designed with a complete propulsion package, including throttle control and monitor.





## Value Proposition

Vision Marine is the distributor and manufacturer of the world’s fastest electric boat powertrain, the only one capable of reaching 60mph. The company’s ground-breaking E-Motion powertrain is the only truly disruptive series production high powered electric outboard system for watercraft available in the market today. Vision Marine’s partnership with The Limestone Boating Company provides it with a leading technological advantage as its moves to establish itself as the leader in transitioning the recreational boating industry to electric Powertrains. The focus of the U.S. Environmental Protection Agency on cleaning up U.S. waterways is driving significant demand for electric boats and powertrains. The fact that Vision Marine has the only electric boats certified by the European Conformity, the United States Coast Guard and the Canadian Coast Guard gives them another important competitive advantage.

Outboard engine sales in the U.S. reached a record level, increasing for the ninth consecutive year, in 2020. Outboard sales were up 17.6% year-over-year in 2020, reaching 329,500 units, the highest annual sales total since 2000, according to the National Marine Manufacturers Association (NMMA). According to BlueWeave Research, the global electric boat market is expected to reach \$18 billion in 2026, up from \$8.3 billion in 2019, growing at a CAGR of 11.7%. In 2020, despite the COVID pandemic, growth continued and, in fact, accelerated due to increased consumer demand of “staycations” and family safety. Despite the pandemic, Vision has over 1,100 LOI’s (“Letters of Interest”) from OEM (“Original Equipment Manufacturer”) customers and are moving quickly to convert the LOI’s to orders. Vision Marine has an enormous opportunity to be a leader in the global recreational boating market which is expected to reach \$63B by 2026.

## Investment Highlights

- Addressing a \$2.9B Market Opportunity, Expected to Grow to \$17B BY 2026
- Signed contract with The Limestone Boating Company, valued at \$2M USD, in plans to scale its electricboat footprint using its disruptive E-Motion best-in-class powertrain technology
- Expanded into large addressable market opportunity for electric boat rentals through acquisition of EBRental in June 2021
- Executed a Manufacture and Supply Agreement with Linamar Corporation for mass production of the fully electric outboard motor, E-Motion
- Poised to capitalize on the substantial and increasingly legislated move to Green Energy
- First-to-market launching the world’s first fully electric 180hp outboard motor
- Certified by the European Conformity, U.S Coast Guard and the Canadian Coast Guard
- Disruptive and innovative proprietary IP and technology: continuously demonstrated capacity to develop groundbreaking products through R&D
- Management Experience: Founders have extensive experience in offshore power boating
- Unique experience, production capability, and diverse product offering allowing for successful operation inthe recreational electric powerboat market

## Leadership Team

**Alexandre Mongeon**  
*CEO and Director*

- Over 25 years of experience in the boating industry with a background in electricity
- Oversees the design, manufacturing, and production of the E-Motion technology and electric boats
- Founder and Owner of Lido Marina Village Electric Boat Rental, Newport Beach, California. Luxury club and e-boat rentals.

**Patrick Bobby**  
*COO and Director*

- Over 30 years of entrepreneur experience in operating and managing businesses.
- Imported high performance boats into Canada alongside Alexandre Mongeon.
- Co-Founder of Vision Marine Technologies

**Xavier Montagne**  
*Chief Technology Officer*

- CEO and Senior Engineer with MAC Engineering, responsible for electronic architecture design, product selection, integration, fine tuning, optimization, and overall performance.
- Prior to MAC Engineering, Mr. Montagne was senior designer for Foresee Power, Panasonic, and Saft in Europe, designing low and high voltage battery management systems.

**Kulwant Sandher**  
*Chief Financial Officer*

- Over 25 years of experience in business and finance
- Leadership positions in a variety of public and private companies
- NASDAQ IPO experience
- Chartered Professional Accountant