



***K-help***

**Pitch Deck**

***Seed Round Funding***

***for prospective VC investors @ year 1***



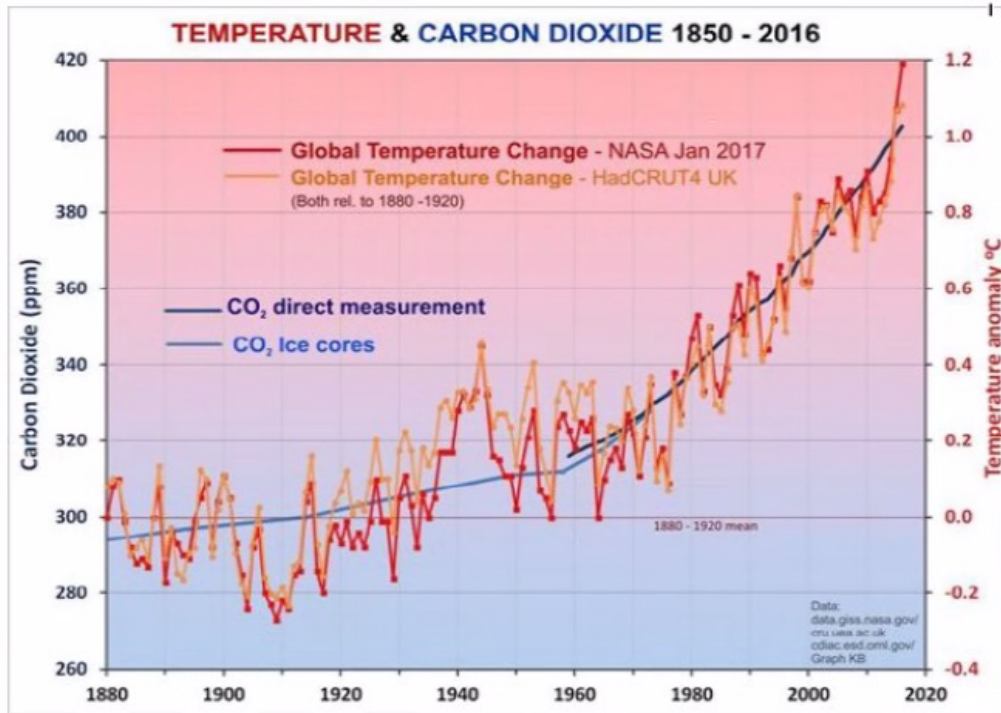
# ***K-help***

***Carbon Direct Removal technology  
inspired by Nature, and Nature preserving***



# The Problem

Human mankind emits every year 51 Gton of CO<sub>2</sub>, which is the main cause of global climate crisis.



# ***The Solution***

***Carbon dioxide removal (CDR) is a process in which  $\text{CO}_2$  is removed from the atmosphere and sequestered for long periods of time***

**Carbon removal 'unavoidable' as climate change alarm bells ring**

Expensive technology in the spotlight as polluters fail to prevent catastrophic warming


Financial Times

***The International Panel on Climate Change (IPCC) estimates the need to remove ~10 Gton of net  $\text{CO}_2$  per year by the year 2050 in order to keep global temperature rise under 1.5 or 2°C***




# Our Solution

a CDR technology using kelps (brown algae) to capture and store CO<sub>2</sub>



The best Kelps seeds are grown in Lab

Photo credit: Sea Forest.



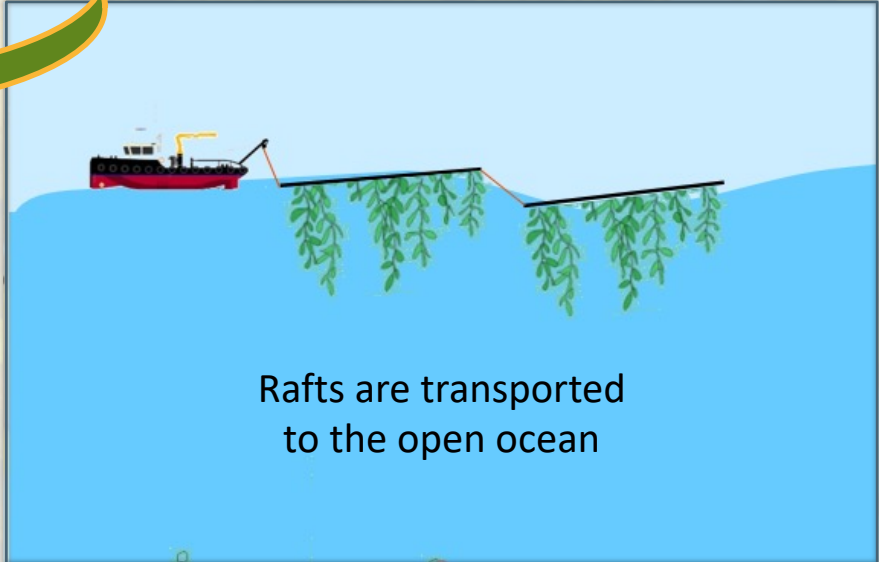
Kelps are farmed along the coast where they capture CO<sub>2</sub> via photosynthesis

(Korean seaweed farms, Credits: Internet, Alamy)



Kelps sink

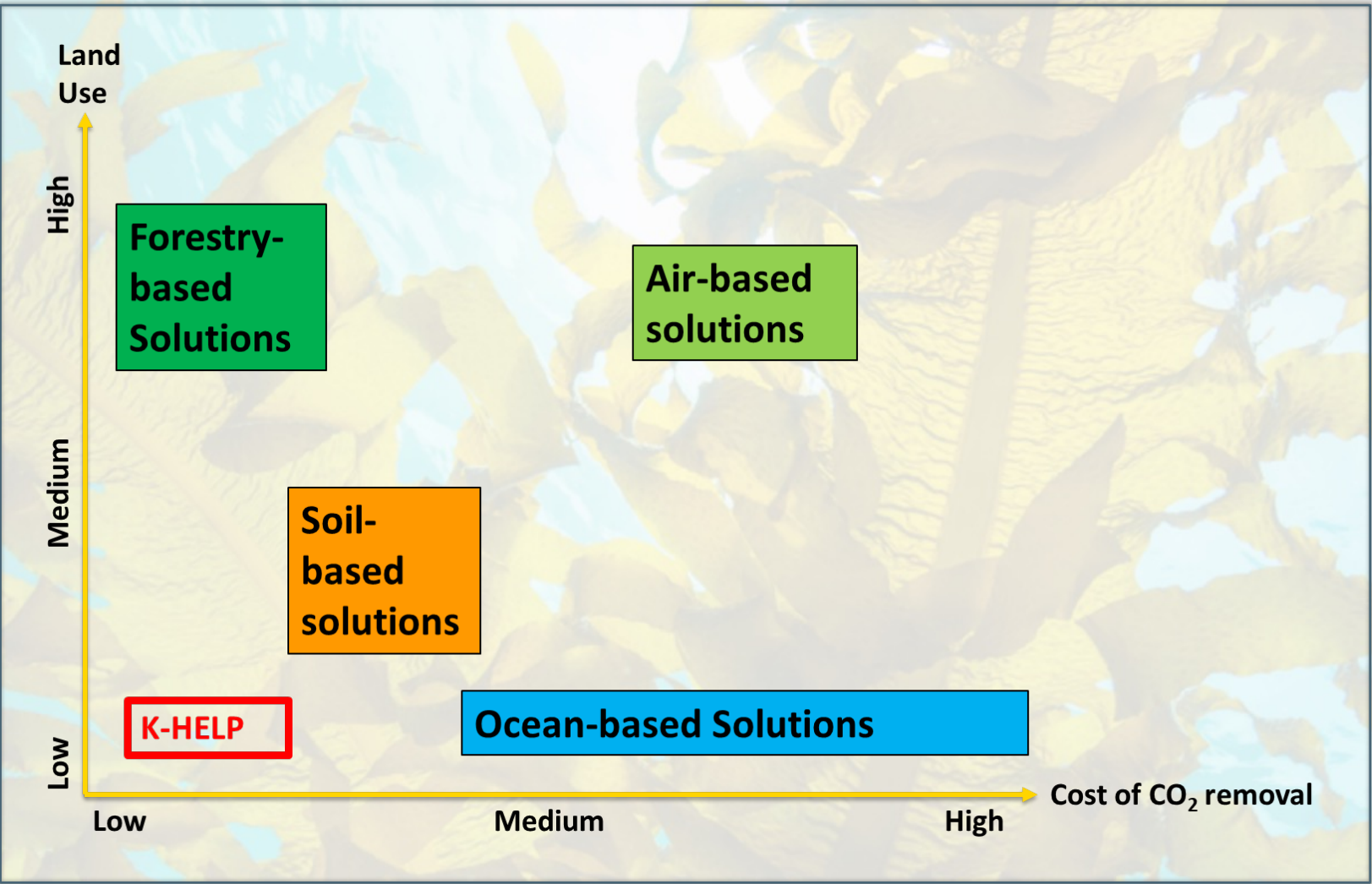
**Carbon** is sequestered in the deep ocean for centuries



Rafts are transported to the open ocean

# K-help | Competitive landscape within CDR

K-Help is the only low-cost, land-preserving technology in the growing **Blue Ocean** field of CDR.





# K-help | Market Size

*Seaweed farming and sinking can support up to 1 Gton of CO<sub>2</sub> removal @ 2050, so K-help has a target market of 10B\$\*.*

*If we consider all the CDR technologies, the total addressable market @ 2050 is as huge as ~\$4 Trillions.*

\* Assuming \$10/ ton CO<sub>2</sub> removed

# K-help | Timeline

*Aggressive plan to de-risk and scale-up*

**ACHIEVED**



test  
Kelps idea



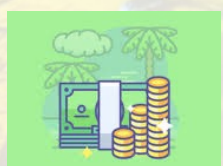
Build and test  
farm at sea



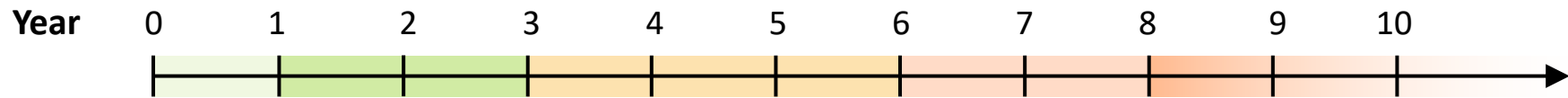
Demonstrate  
plant scalability



Achieve scale with  
partners



Capitalise  
and grow services



Phase: Pre-Seed

Concept

Pilot

Demo

Growth

Raise: Pre-Seed

Seed

Series A

Series B

\$0.6 M

\$7 M

\$25 M

\$130 M

CO<sub>2</sub> removed (ton/year):

1'000

100'000

1'000'000

Milestone:

Grow kelps in  
controlled  
environment

Fully functional Lab  
& 1 Km<sup>2</sup> farm at sea

50+50 Km<sup>2</sup> farms  
at sea

1'000 Km<sup>2</sup> farm  
at sea



# K-help | Partners

*We identified the right partners to support us*

## Investors:

-  eni
-  Shell
-  Rio Tinto

## Carbon Credit buyers:

-  Amazon
-  BHP
-  Telstra

## Engineering and Construction:

-  Wire Rope Au.
-  Foamex Au.




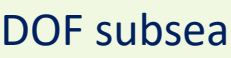

## R&D:

-  University of TAS
-  MB-CRC

## Institutions:

-  WA government
-  TAS government
-  ASSA

## Marine&Subsea:

-  DOF
-  DOF subsea
-  ARMAS INCAT

# K-help | Financials *(see financial tables in backup for details)*

## **REVENUE STREAMS:**

- **Carbon Credits sale:** *already started at year 0; expected to grow up to 1M carbon credits @ year 8 at 70\$ each.*
- **Feasibility and engineering studies:** *to be started immediately as consulting service to be offered to prospective clients*
- **Seeds sales** *(to be investigated from year 8).*

## **PROJECTIONS:**

*We expect to have a **positive margin at year 8** and to grow at good pace thereafter (10% the first year, 26% the second year)*

	<b>Year 8</b>	<b>Year 9</b>	<b>Year 10</b>
<b>Revenue [\$]</b>	76,600,000	82,080,000	89,870,000
<b>Gross Profit [\$]</b>	51,433,395	54,924,328	61,257,387
<b>Operating Profit [\$]</b>	16,968,018	18,734,177	23,543,634
<b>Operating Margin</b>	22.2%	22.8%	26.2%
<b>Net Income [\$]</b>	11,877,612	13,113,924	16,480,544
<b>Net Margin</b>	15.5%	16.0%	18.3%

## **EXIT STRATEGY**

- *Go Public (through IPO or, less likely, SPAC)*
- *Be bought by a big company (possibly a major investor in Series A)*



# K-help | The Team

*Two Co-founders, four additional positions to fill in the short term*



## **Andrea Binda, CEO and Co-Founder**

Leader in Oil&Gas, Resources and Environment with 15+ years' experience in Operations and New Projects. Advocate and facilitator of the Energy Transition in Australia.



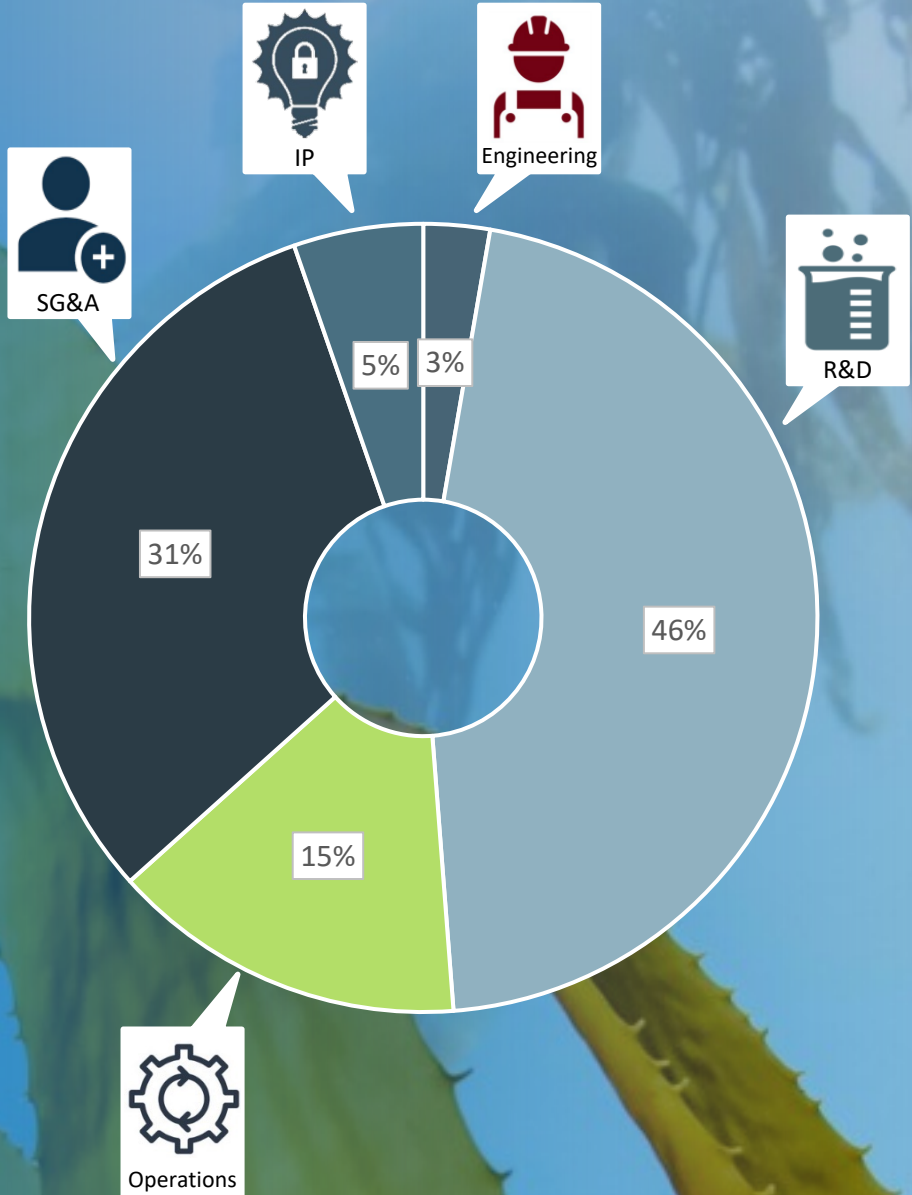
## **Alfonso Amendola, COO and Co-Founder**

Energy professional with 10+ years' experience in R&D. Investor in many Clean-tech start-ups. Inventor of patented technologies in the Digital domain currently used by Energy companies.

### **Short term hires:**

- **Marine Biologist, CTO:** *Head of Laboratories, responsible to develop the best algae to farm*
- **Business Development, Marketing:** *responsible to develop our clients portfolio, mainly aiming at big companies*
- **Sea Operations, Commodore:** *responsible to operate the first ships and farms, then managing the fleet of ships*
- **Head of Monitoring and Sensing:** *responsible to develop instruments to monitor the algae and data management*

***\$7 M Seed  
Raise to develop  
our Lab and a  
1 Km<sup>2</sup> farm at sea***





The background of the slide features a close-up, low-angle shot of bright yellow seaweed, likely Sargassum, floating on a clear, light blue body of water. The sunlight filters through the water, creating a shimmering, dappled light effect on the seaweed and the surface. The overall mood is bright and natural.

***BACKUP  
slides***

# K-help | Financials

## Positive Net Income by year 8

### Income Statement:

Income Statement											
Account	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Revenue	2,000	300,000	500,000	4,900,000	4,500,000	5,100,000	38,000,000	41,000,000	76,600,000	82,080,000	89,870,000
COGS	80,820	177,500	335,525	1,760,600	1,975,972	2,532,096	20,271,004	19,488,076	25,166,605	27,155,672	28,612,613
<b>Gross Profit</b>	<b>(78,820)</b>	<b>122,500</b>	<b>164,475</b>	<b>3,139,400</b>	<b>2,524,028</b>	<b>2,567,904</b>	<b>17,728,996</b>	<b>21,511,924</b>	<b>51,433,395</b>	<b>54,924,328</b>	<b>61,257,387</b>
Operating Expenses	105,000	1,375,000	1,793,750	3,561,500	4,751,638	5,637,432	10,260,017	13,796,488	18,762,617	20,287,391	21,647,353
<b>EBITDA</b>	<b>(183,820)</b>	<b>(1,252,500)</b>	<b>(1,629,275)</b>	<b>(422,100)</b>	<b>(2,227,609)</b>	<b>(3,069,528)</b>	<b>7,468,979</b>	<b>7,715,436</b>	<b>32,670,778</b>	<b>34,636,937</b>	<b>39,610,034</b>
Depreciation Expense	36,360	170,760	232,760	1,752,760	1,852,760	1,902,760	15,352,760	15,502,760	15,702,760	15,902,760	16,066,400
<b>EBIT</b>	<b>(220,180)</b>	<b>(1,423,260)</b>	<b>(1,862,035)</b>	<b>(2,174,860)</b>	<b>(4,080,369)</b>	<b>(4,972,288)</b>	<b>(7,883,781)</b>	<b>(7,787,324)</b>	<b>16,968,018</b>	<b>18,734,177</b>	<b>23,543,634</b>
Taxes									5,090,405	5,620,253	7,063,090
<b>Net Income</b>	<b>(220,180)</b>	<b>(1,423,260)</b>	<b>(1,862,035)</b>	<b>(2,174,860)</b>	<b>(4,080,369)</b>	<b>(4,972,288)</b>	<b>(7,883,781)</b>	<b>(7,787,324)</b>	<b>11,877,612</b>	<b>13,113,924</b>	<b>16,480,544</b>

### Balance Sheet:

Balance Sheet											
Account	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Assets</b>											
Cash	52,580	4,456,080	2,206,805	11,584,705	8,357,096	4,787,567	7,756,546	13,971,982	39,552,354	66,569,039	97,115,982
Inventory	-	-	-	-	-	-	-	-	-	-	-
PP&E	363,600	1,707,600	2,327,600	17,527,600	18,527,600	19,027,600	153,527,600	155,027,600	157,027,600	159,027,600	161,027,600
Accumulated Depreciation	(36,360)	(207,120)	(439,880)	(2,192,640)	(4,045,400)	(5,948,160)	(21,300,920)	(36,803,680)	(52,506,440)	(68,409,200)	(84,475,600)
<b>Total Assets</b>	<b>379,820</b>	<b>5,956,560</b>	<b>4,094,525</b>	<b>26,919,665</b>	<b>22,839,296</b>	<b>17,867,007</b>	<b>139,983,226</b>	<b>132,195,902</b>	<b>144,073,514</b>	<b>157,187,439</b>	<b>173,667,982</b>
<b>Liabilities &amp; Equity</b>											
Paid-in Capital	600,000	7,600,000	7,600,000	32,600,000	32,600,000	32,600,000	162,600,000	162,600,000	162,600,000	162,600,000	162,600,000
Retained Earnings	(220,180)	(1,643,440)	(3,505,475)	(5,680,335)	(9,760,704)	(14,732,993)	(22,616,774)	(30,404,098)	(18,526,486)	(5,412,561)	11,067,982
<b>Total Liabilities &amp; Equity</b>	<b>379,820</b>	<b>5,956,560</b>	<b>4,094,525</b>	<b>26,919,665</b>	<b>22,839,296</b>	<b>17,867,007</b>	<b>139,983,226</b>	<b>132,195,902</b>	<b>144,073,514</b>	<b>157,187,439</b>	<b>173,667,982</b>

### Cash Flow Statement:

Cash Flow Statement											
Account	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Net Income	(220,180)	(1,423,260)	(1,862,035)	(2,174,860)	(4,080,369)	(4,972,288)	(7,883,781)	(7,787,324)	11,877,612	13,113,924	16,480,544
Depreciation	36,360	170,760	232,760	1,752,760	1,852,760	1,902,760	15,352,760	15,502,760	15,702,760	15,902,760	16,066,400
Change in Inventory	-	-	-	-	-	-	-	-	-	-	-
<b>Total Operating Cash Flows</b>	<b>(183,820)</b>	<b>(1,252,500)</b>	<b>(1,629,275)</b>	<b>(422,100)</b>	<b>(2,227,609)</b>	<b>(3,069,528)</b>	<b>7,468,979</b>	<b>7,715,436</b>	<b>27,580,372</b>	<b>29,016,684</b>	<b>32,546,944</b>
Purchase of PP&E	(363,600)	(1,344,000)	(620,000)	(15,200,000)	(1,000,000)	(500,000)	(134,500,000)	(1,500,000)	(2,000,000)	(2,000,000)	(2,000,000)
<b>Total Investing Cash Flows</b>	<b>(363,600)</b>	<b>(1,344,000)</b>	<b>(620,000)</b>	<b>(15,200,000)</b>	<b>(1,000,000)</b>	<b>(500,000)</b>	<b>(134,500,000)</b>	<b>(1,500,000)</b>	<b>(2,000,000)</b>	<b>(2,000,000)</b>	<b>(2,000,000)</b>
Increase in Paid in Capital	600,000	7,000,000	-	25,000,000	-	-	130,000,000	-	-	-	-
<b>Total Financing Cash Flows</b>	<b>600,000</b>	<b>7,000,000</b>	<b>-</b>	<b>25,000,000</b>	<b>-</b>	<b>-</b>	<b>130,000,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Cash Flows</b>	<b>52,580</b>	<b>4,403,500</b>	<b>(2,249,275)</b>	<b>9,377,900</b>	<b>(3,227,609)</b>	<b>(3,569,528)</b>	<b>2,968,979</b>	<b>6,215,436</b>	<b>25,580,372</b>	<b>27,016,684</b>	<b>30,546,944</b>
Beginning Cash	-	52,580	4,456,080	2,206,805	11,584,705	8,357,096	4,787,567	7,756,546	13,971,982	39,552,354	66,569,039
<b>Ending Cash</b>	<b>52,580</b>	<b>4,456,080</b>	<b>2,206,805</b>	<b>11,584,705</b>	<b>8,357,096</b>	<b>4,787,567</b>	<b>7,756,546</b>	<b>13,971,982</b>	<b>39,552,354</b>	<b>66,569,039</b>	<b>97,115,982</b>



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