

Port, Shipping & Maritime Logistics Technology Innovation

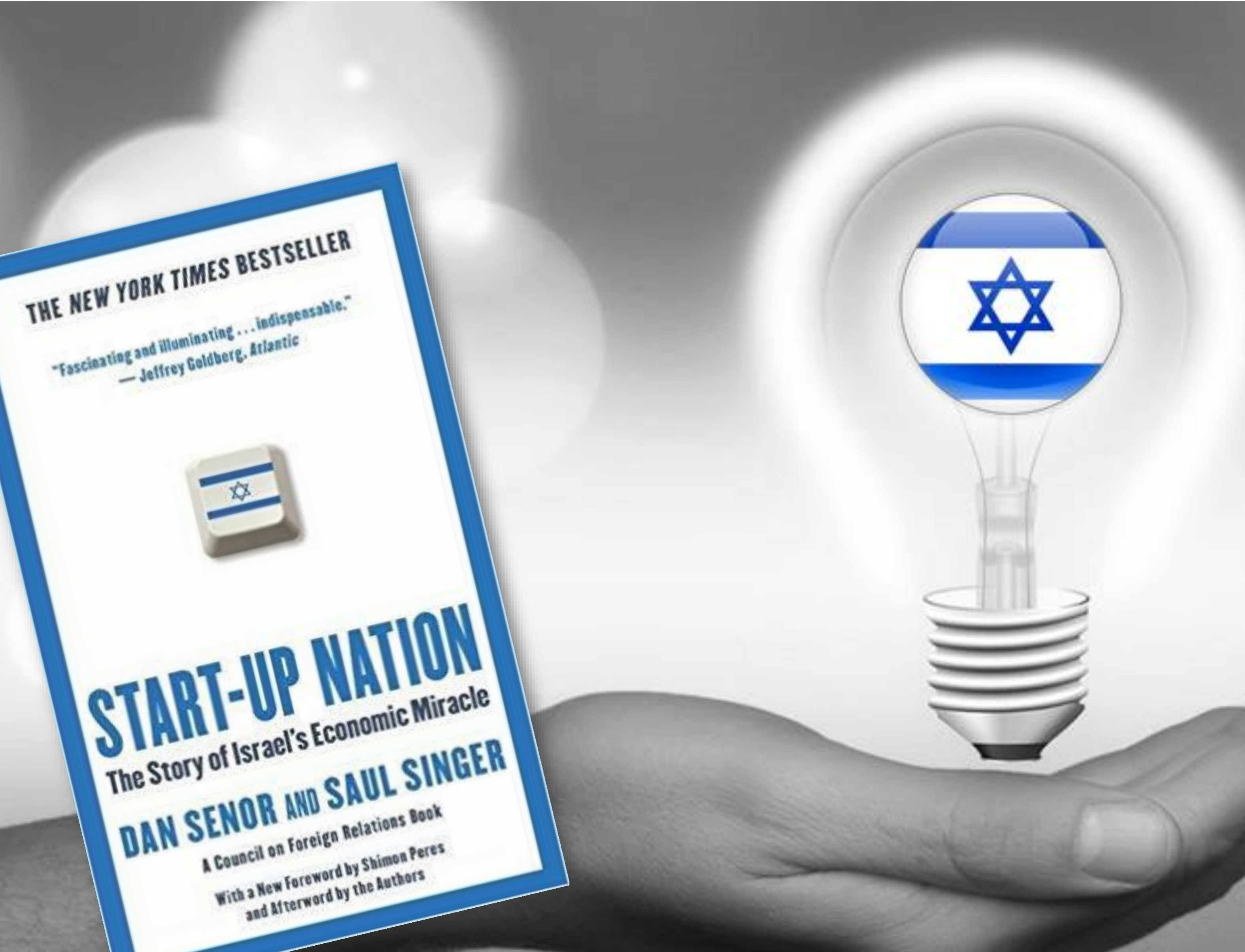
WHY HERE, WHY NOW & HOW

THE DOCK
THE MARITIME INNOVATION PORT OF CALL

Maritime Sector undergoes a Digital Revolution



Israel - the StartUp Nation has a lot to offer

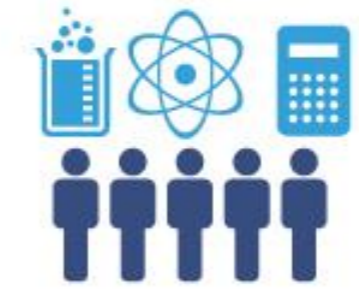


MOST INNOVATIVE CITY
#2 TEL AVIV
#1 SILICON VALLEY

HIGHEST NUMBER
NASDAQ
AFTER THE US AND CHINA

THE MOST SCIENTISTS & ENGINEERS
IN THE WORKFORCE
IN THE WORLD

LARGEST NUMBER
OF STARTUP COMPANIES
IN THE WORLD



MULTINATIONAL CORPORATIONS
MAJOR R&D CENTRES

#4 PATENTS GRANTED
PER CAPITA





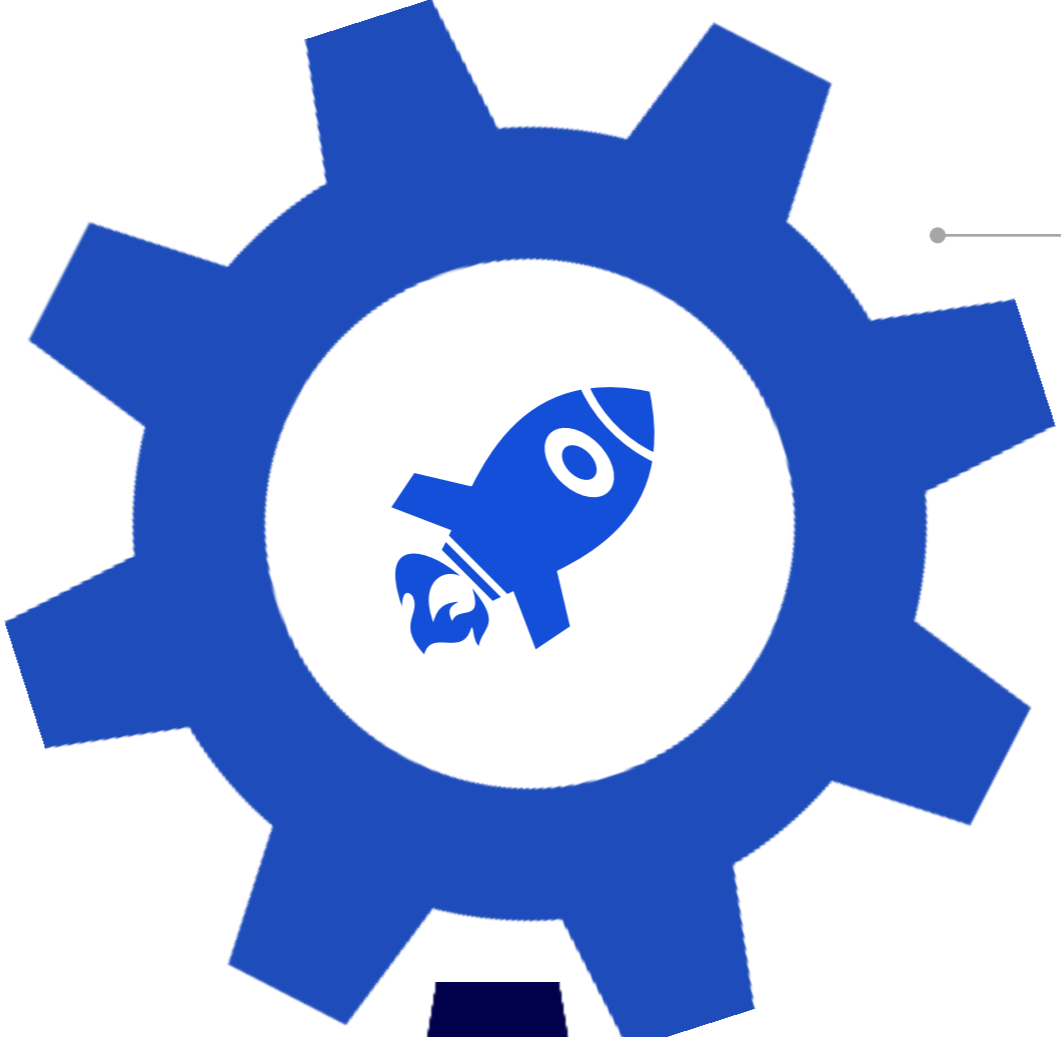
THE DOCK

THE MARITIME INNOVATION PORT OF CALL

Our Vision

**Leverage Israel's Technology
Assets to Benefit the
Port, Shipping and Maritime
Logistics Sectors**

Our Stakeholders



ENTREPRENEURS

Seed investment, market acceleration, strong GTM focus through Corporate Partners

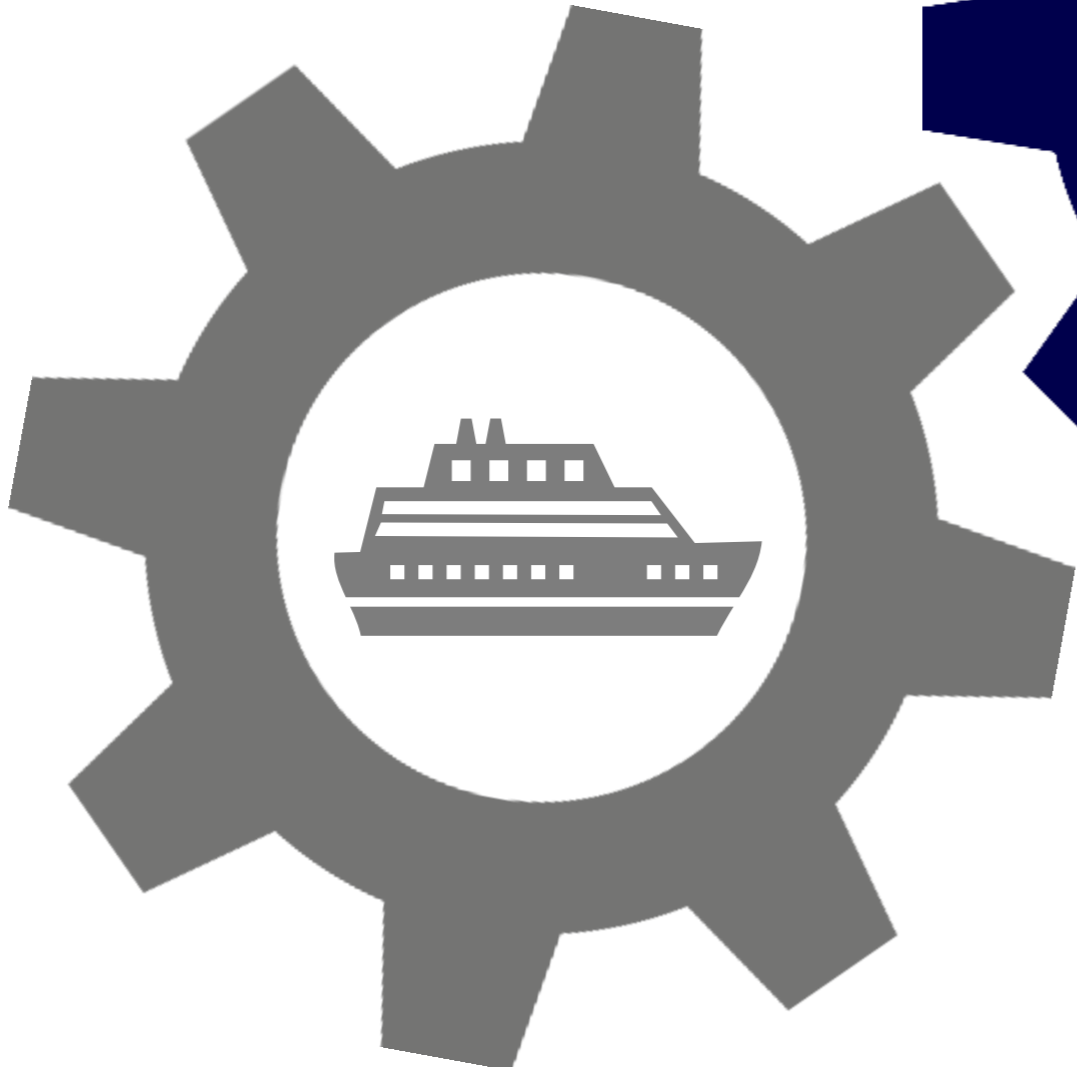
CORPORATE PARTNERS

Visibility to “Open innovation” and follow-up activity (beta, pilot, design partner, investment)



INVESTORS

Financial return and follow up investments



GOVERNMENT



ACADEMY



Entrepreneurs

PORTfolio Startups – Wave¹

(Acceleration Program June – October 2018)



Mapping “Physical” Assets



Marina Management



The D&B of Importers



The “LinkedIn” of Freight Forwarder



Customs Documents AI



Smart Containers



Autonomous Vessel

....selected out of more than 150 applications

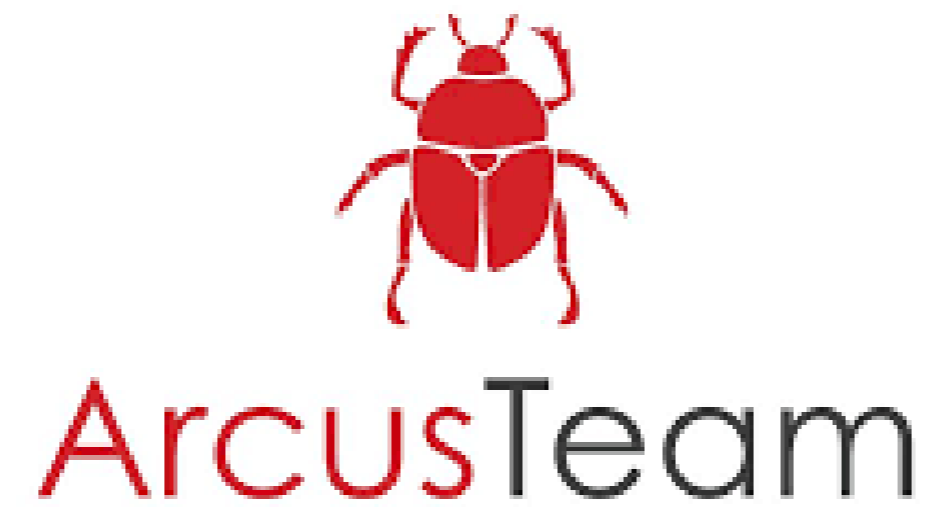
What did we have on Wave1?

- 100+ meetings with industry leaders
- 10+ pitching events
- 6 pilots / beta sites with corporate partners
- 4 side-by-side investments alongside theDOCK Navigator fund
- 1 mentor joins as COO in a PORTfolio startup
- 1 Demo Day with 70+ VC's, corporate ventures and strategic partners.
- 4 startups in advanced follow-on investment processes



PORTfolio Startups – Wave²

(Acceleration Program March – June 2019)



Port Infrastructure Data Analytics

Cyber Security for IoT

Electronic Bill of Lading

....selected out of 100 applications



Corporate Partners

Global Network of World Leading Partners

Strategic Partners



Network



Driven By Challenges



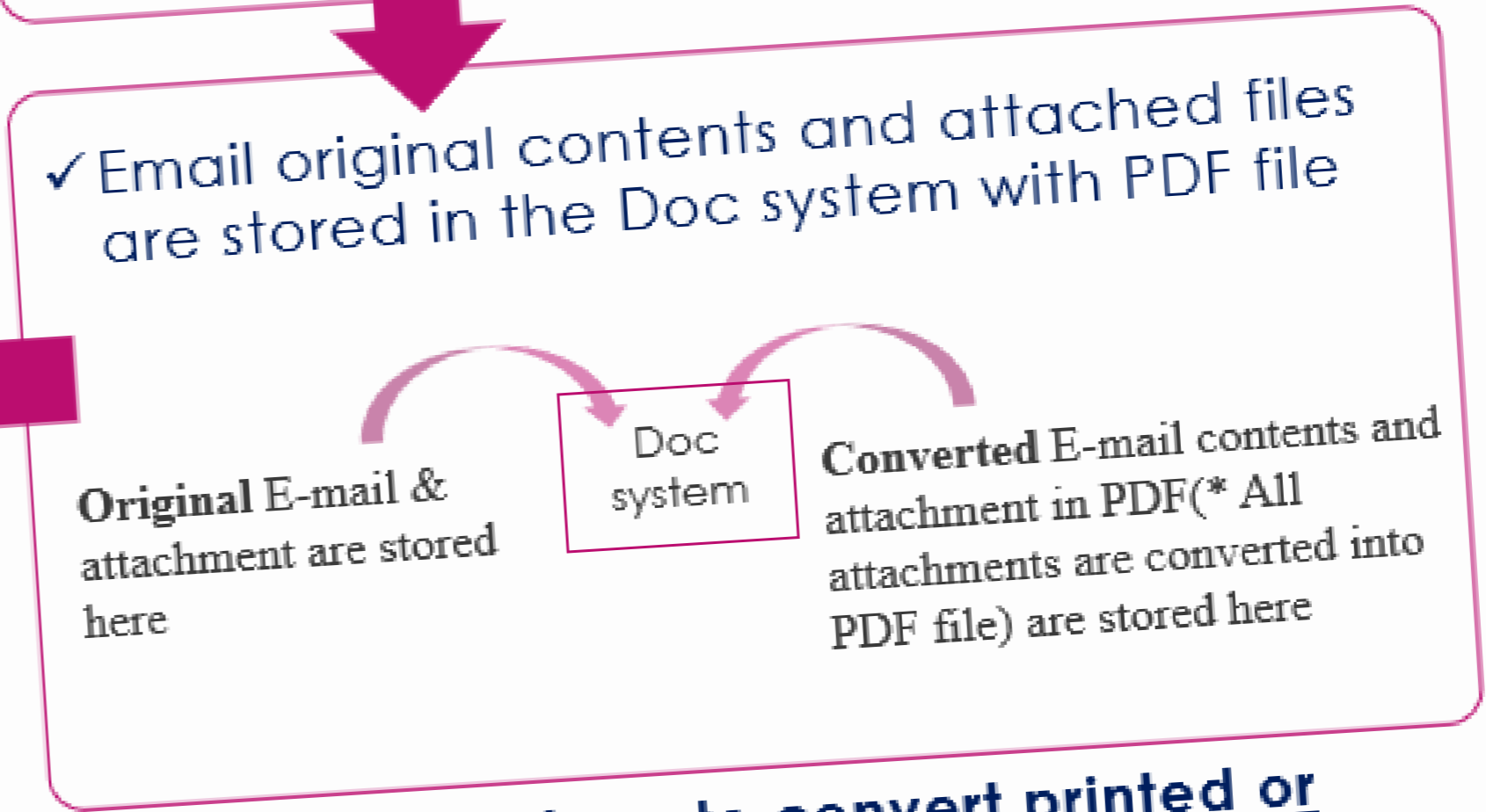
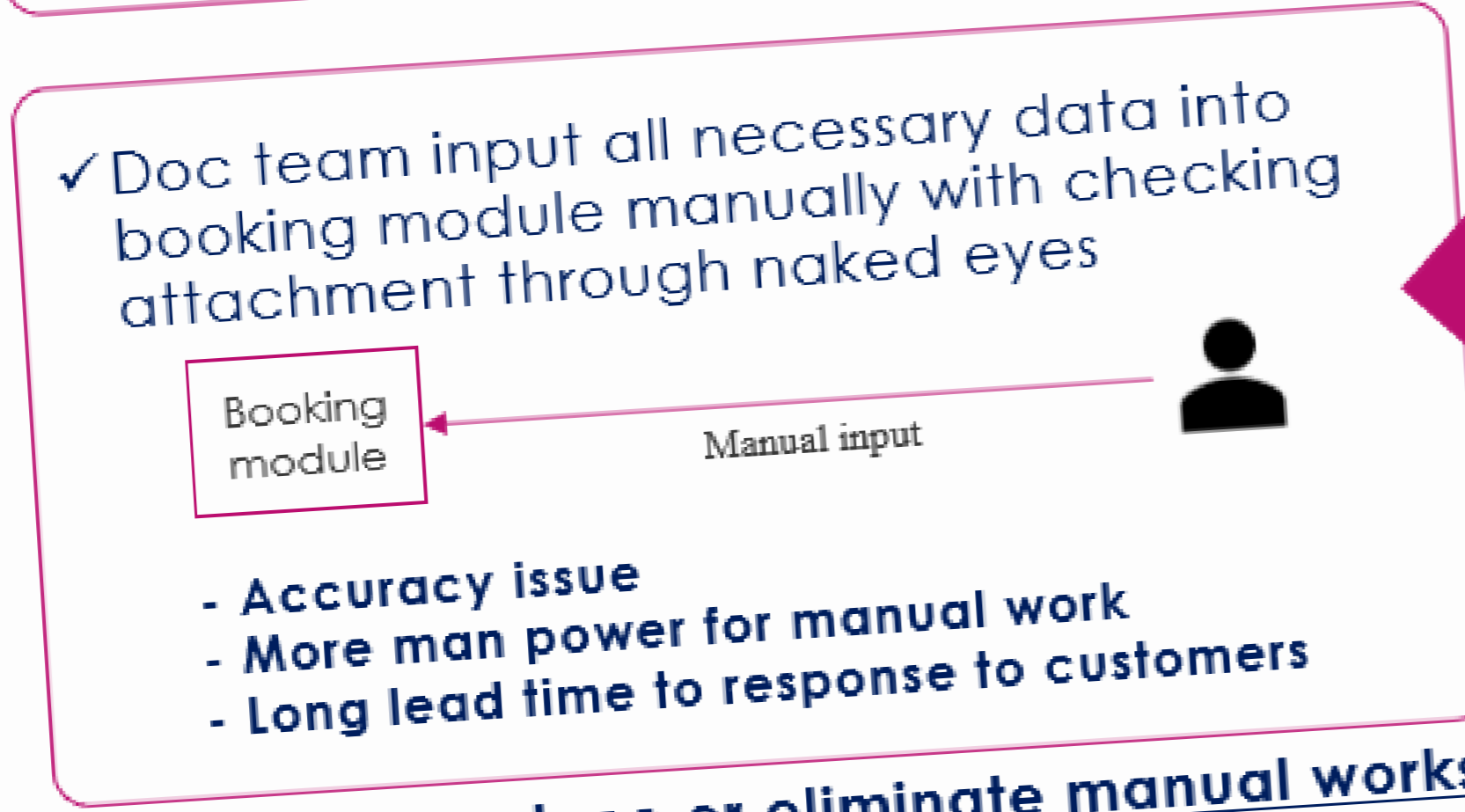
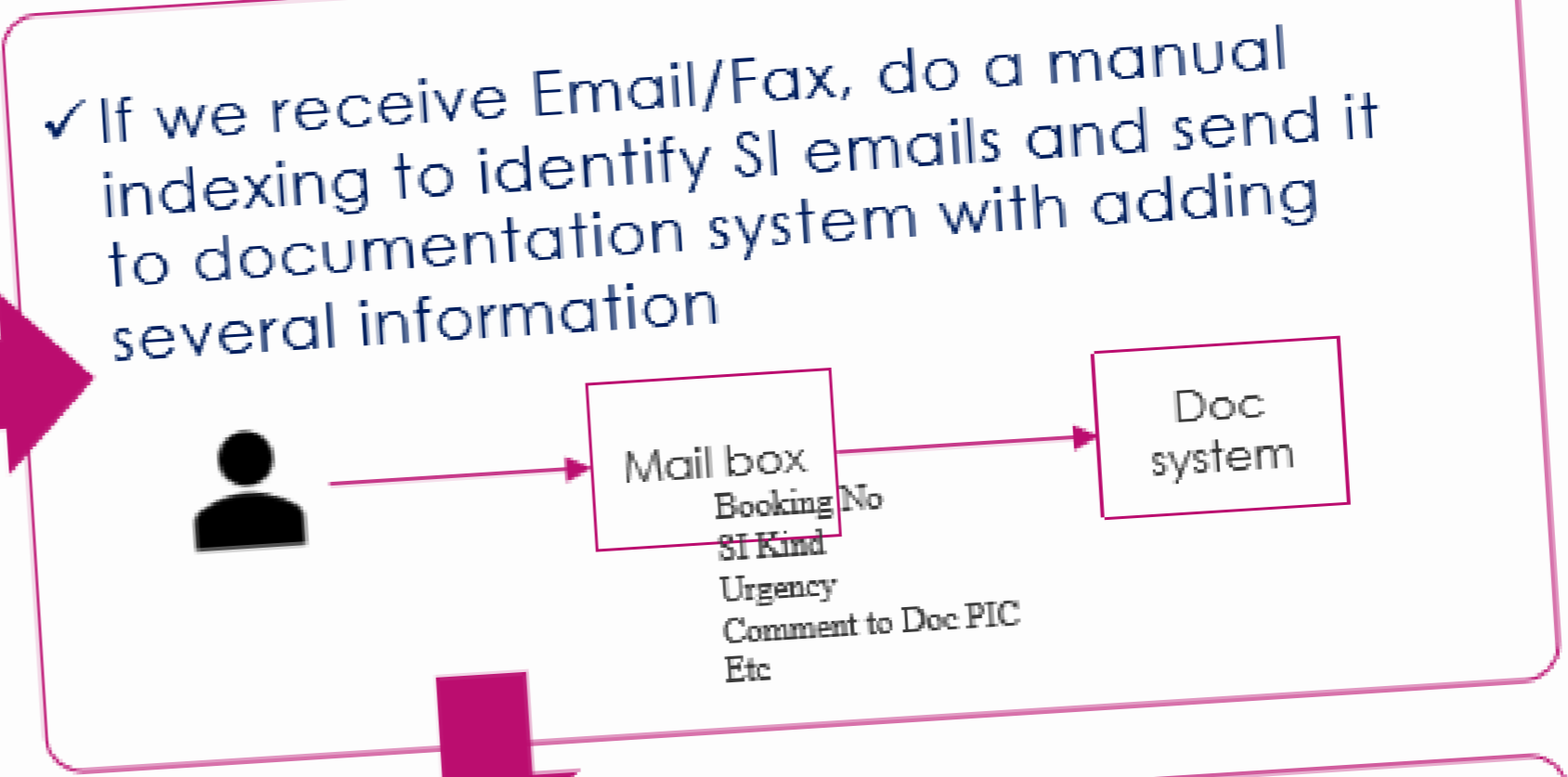
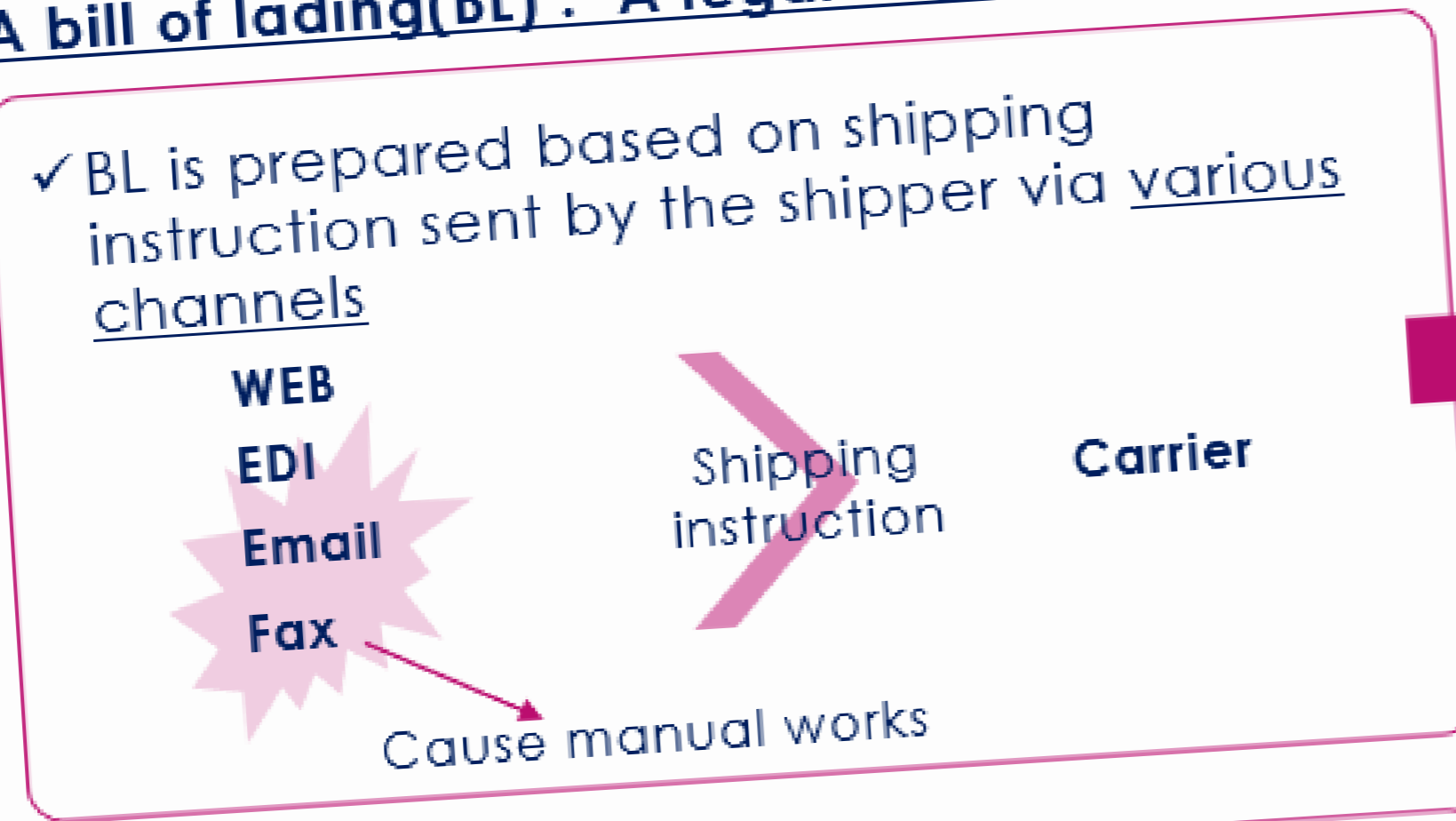
2. Ship cost

6. Documentation Efficiency

A bill of lading(BL) : A legal document which shows the detail description of the goods

Why ship is not

- Internet and
- High retro (work)
- Ship is covered
- **This bottle**



How can we reduce or eliminate manual works by using IT technology to convert printed or written text to computed data with minimum error ratio?



condition
port stay and etc.



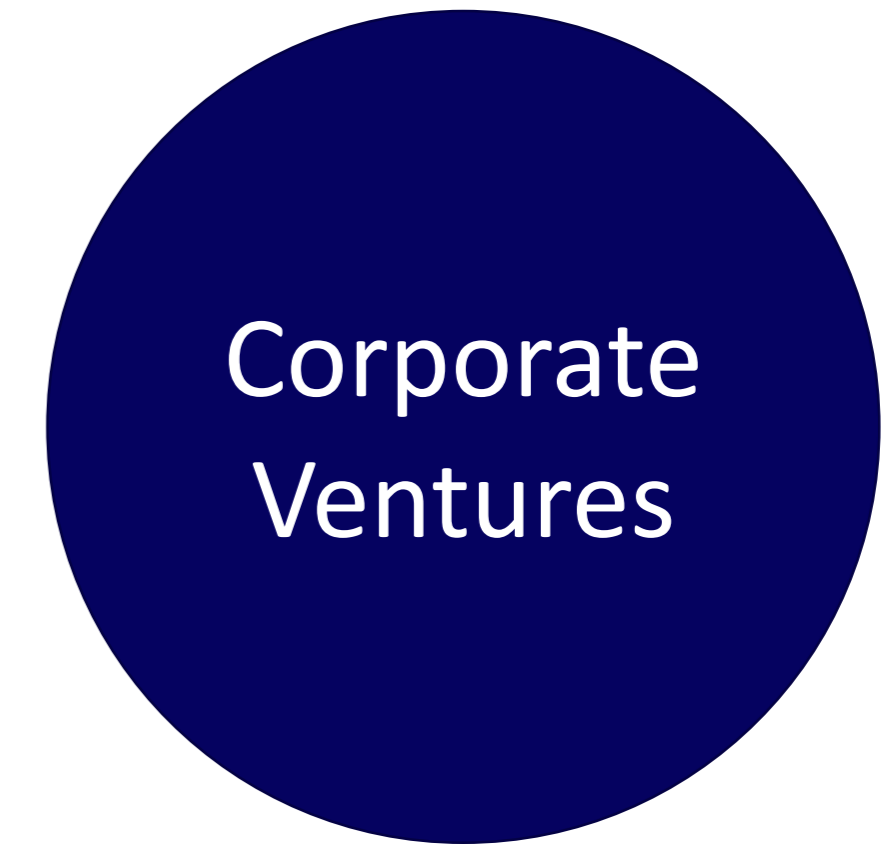
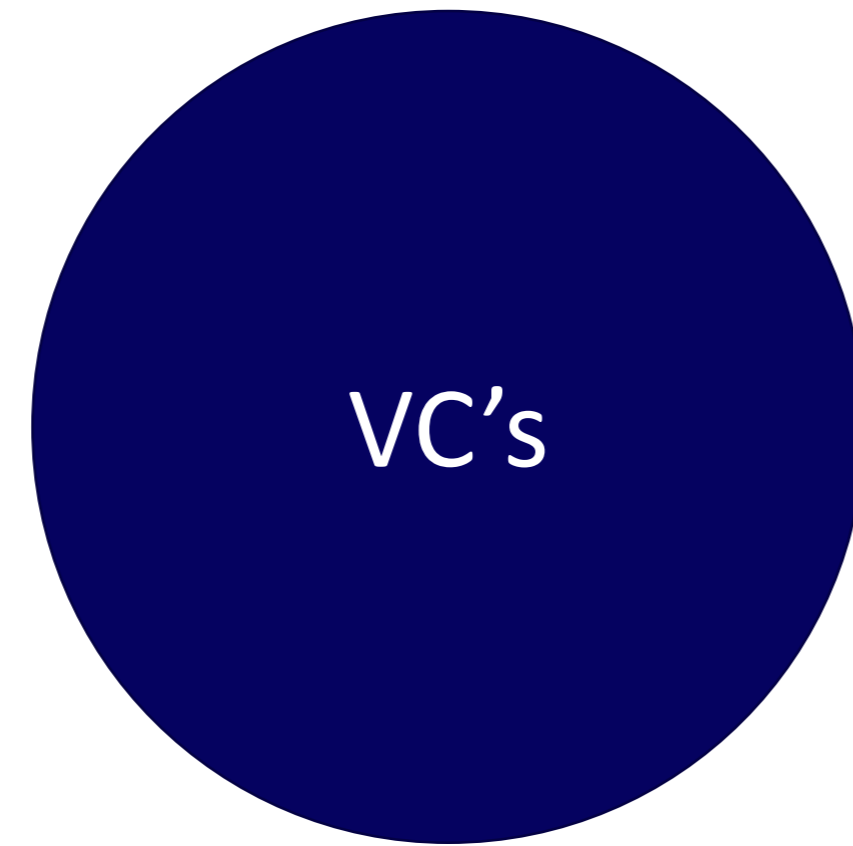


Investors

Access to Funding Resources



Seed investment
(up to \$100k)

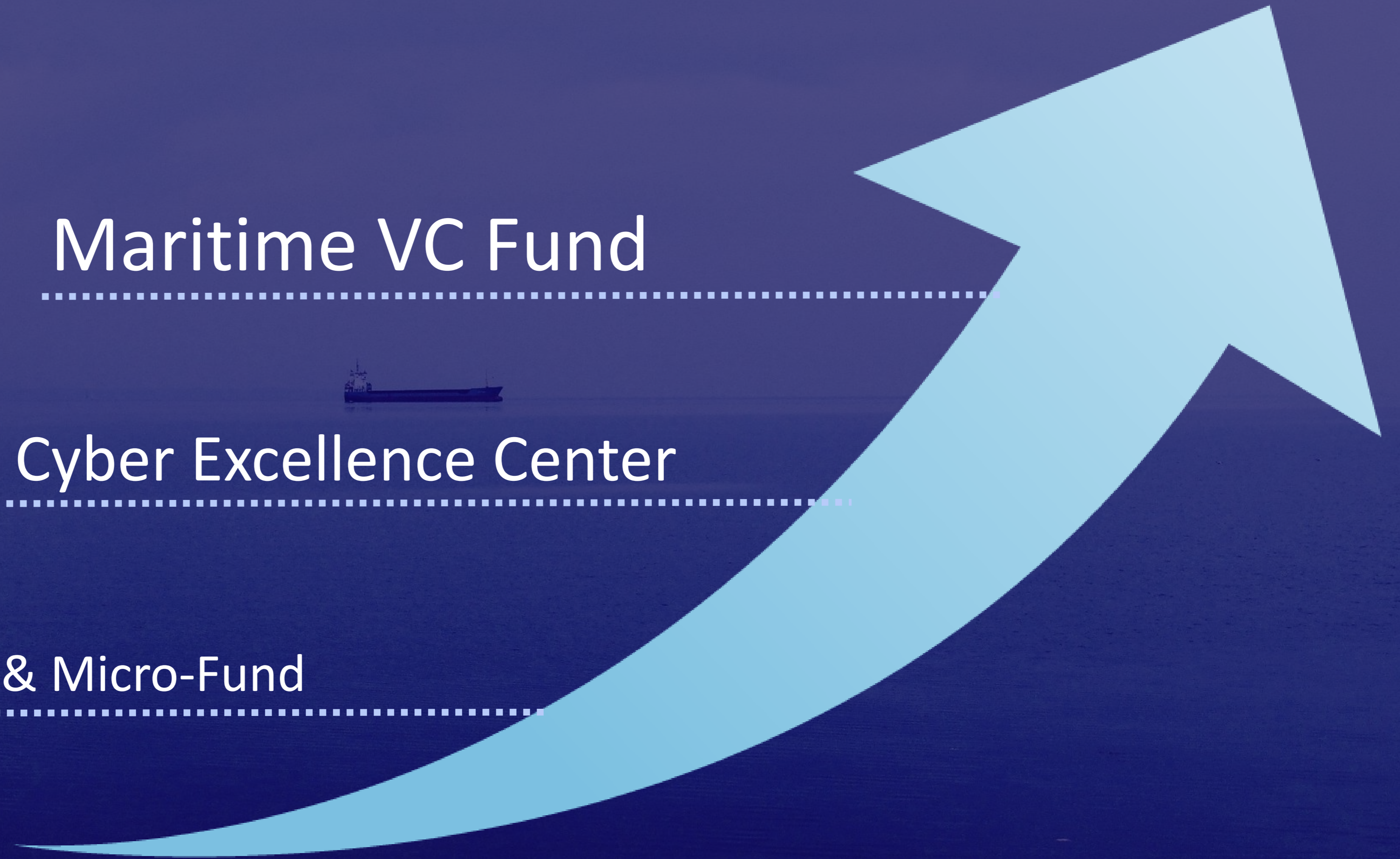


theDOCK's Roadmap – Phased Approach

Maritime VC Fund

Maritime Cyber Excellence Center

Maritime Accelerator & Micro-Fund



Ecosystem is Heating Up



Technology on the Water Pitch Night (Apr 26, 2018)





Smart Mobility Summit (October 2018)



Moderator:
Hanna Hannan, Founder & CEO
at the Dock Innovation Hub
hannan@thedockinnovation.com

 Ran Merkazy VP Product & Service Innovation	 Johanna Fraki Innovation Director	 Elton Fong Vice President	 Costantino Baldissara Commercial, Logistics & Operations Director
			





Roundtable: Navigate to the Future (Oct.30, 2018)





Wave1 Demo Day (October 2018)

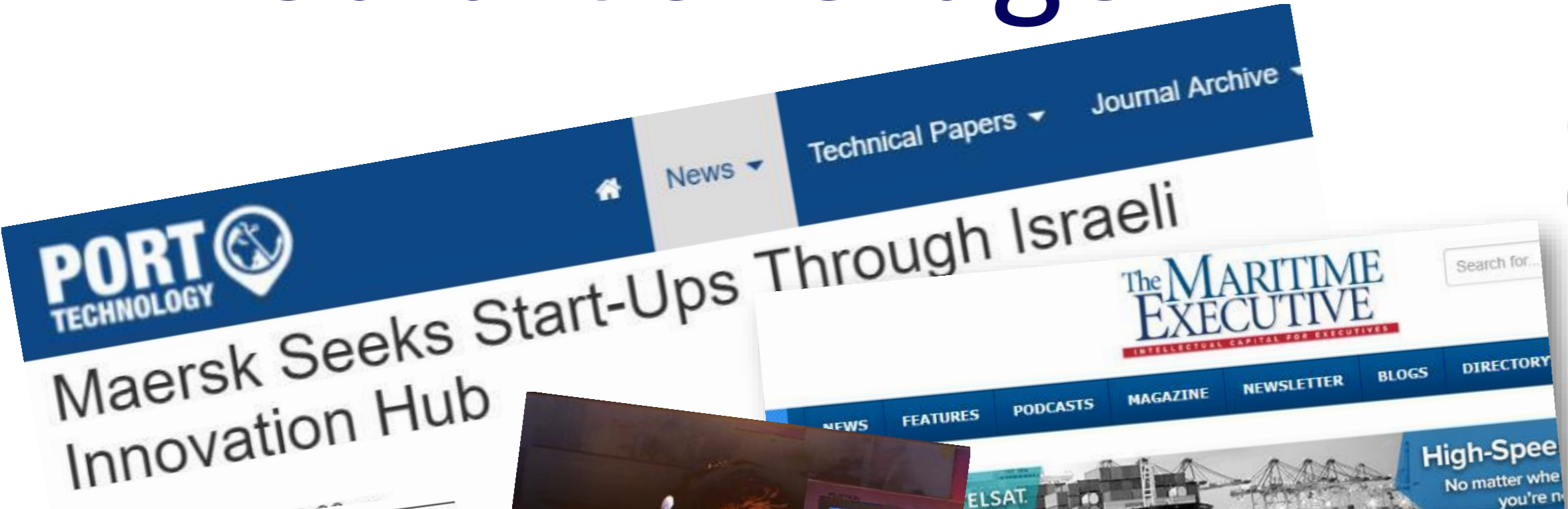
Media Coverage



Danish Shipping Conglomerate Maersk Teams Up With Israel-Based Accelerator TheDOCK

The four-month acceleration program offers participating startups a seed investment of up to \$100K, office space, mentoring and networking opportunities

Tofi Stoler 15:36 12.03.18



Partners with theDOCK to Seek Innovative Startup Potential



Start-up hub makes Israel its port of call for maritime innovation

By ESTAN HALON
Cybersecurity, agritech, digital health and autonomous vehicles have all put Israel on the map as a global innovation center in recent years.
Now, two former Israel Navy command-ers are riding the wave of innovation to transform the Jewish state into the port of call for global maritime technology.
Combining decades of maritime passion and hi-tech experience, Hannan Carmeli and Nir Gartzman founded theDOCK in early 2017, with the aim of leveraging Israel's technology assets to benefit the lucrative port, maritime and logistics sectors.
"This is a multi-trillion dollar business when you take into account the entire logistic value chain," Carmeli told The Jerusalem Post at theDOCK's Haifa headquarters where, together with marketing head Noa Schuman, they seem to be mak-

containers, autonomous vessels, marina management and customs clearance. The hub is now open for applications for a four-month acceleration program due to start next month.
"We are tracking the number of companies in Israel that have the potential to play in the sector," said Carmeli. "When we started two years ago, there were maybe seven companies. Now there are 37 and, in early 2019, we hope to exceed 50 companies operating in the field. This is important for us as we need that as deal-flow for our investments."
In addition to carrying out in-depth screening and due diligence during the accelerator application process, theDOCK works with industry partners to ensure that there is real interest in the startups being offered by start-ups prior to acceptance.
Among the 120 start-ups ev-

Maritime startup accelerator puts down anchor in Haifa

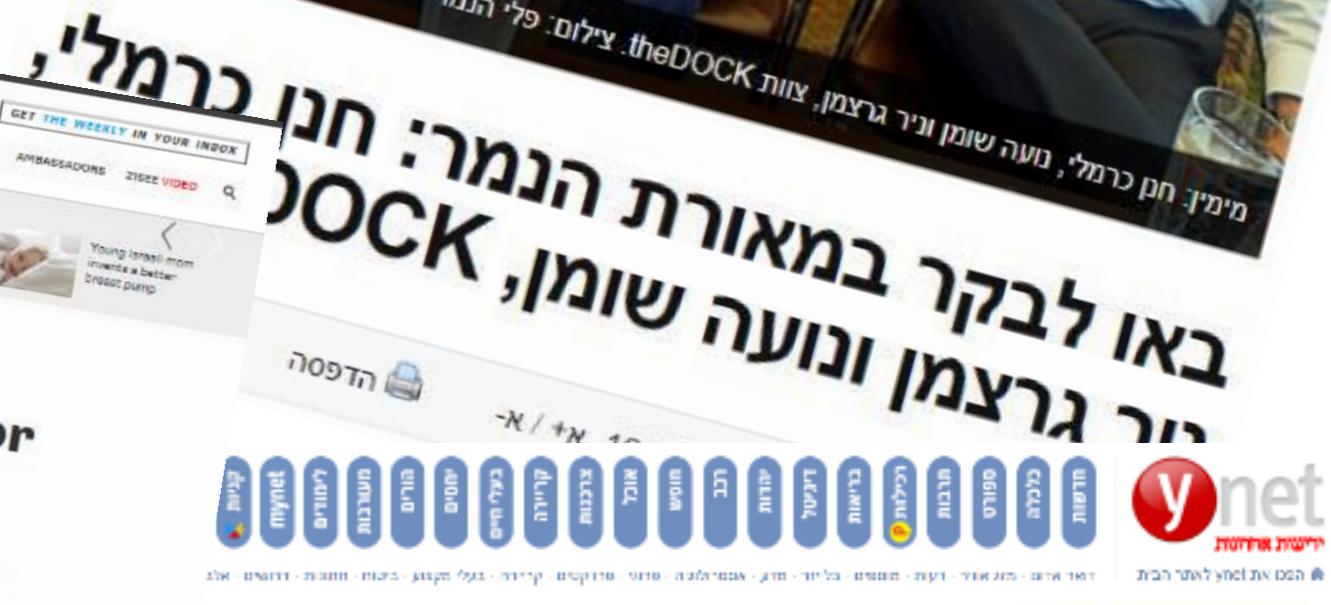


HUB FOR ISRAELI MARITIME INNOVATION AND STARTUPS

THE STARTUP NATION IS WELL-KNOWN FOR PLENTY OF BREAKTHROUGH TECHNOLOGIES IN EVERY TECHNOLOGY SECTOR, YET, THE MARITIME TECHNOLOGY REMAINED UNTOUCHED. HAIFA IS AN



שארלוט סלנטה, תומס הוגארד, חנן כרמלי



חותמים ומאתרים
בבית שגרירת דנמרק בישראל התקיים טקס חתימת שיתוף הפעולה בין theDOCK הישראלית לחברה הדנית MAERSK, במסגרתו אתר theDOCK עבור מארסק סטרטאפים ורעיונות חדשניים בתחום הלוגיסטיקה וההובלה הימית. נכחו: השגרירה שארלוט סלנטה, תומס הוגארד - מקרן ההשקעות של MAERSK, והיום ומנכ"ל חנן כרמלי.

Deal Flow (Israel) and Transactions in the Sector

Corporate Partners:



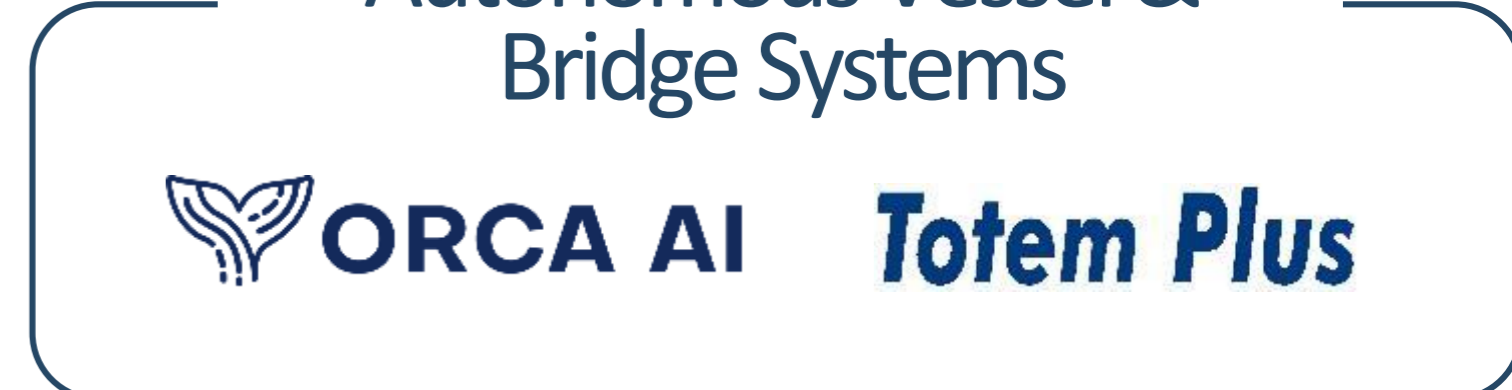
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Israeli Maritime, Ports & Logistics
Startups Chart (Oct.2018)

Logistics & Transport Value Chain



Autonomous Vessel & Bridge Systems



Environment & Safety



IoT – Maritime 4.0



Operational Optimization & Insurance



Cybersecurity & HLS

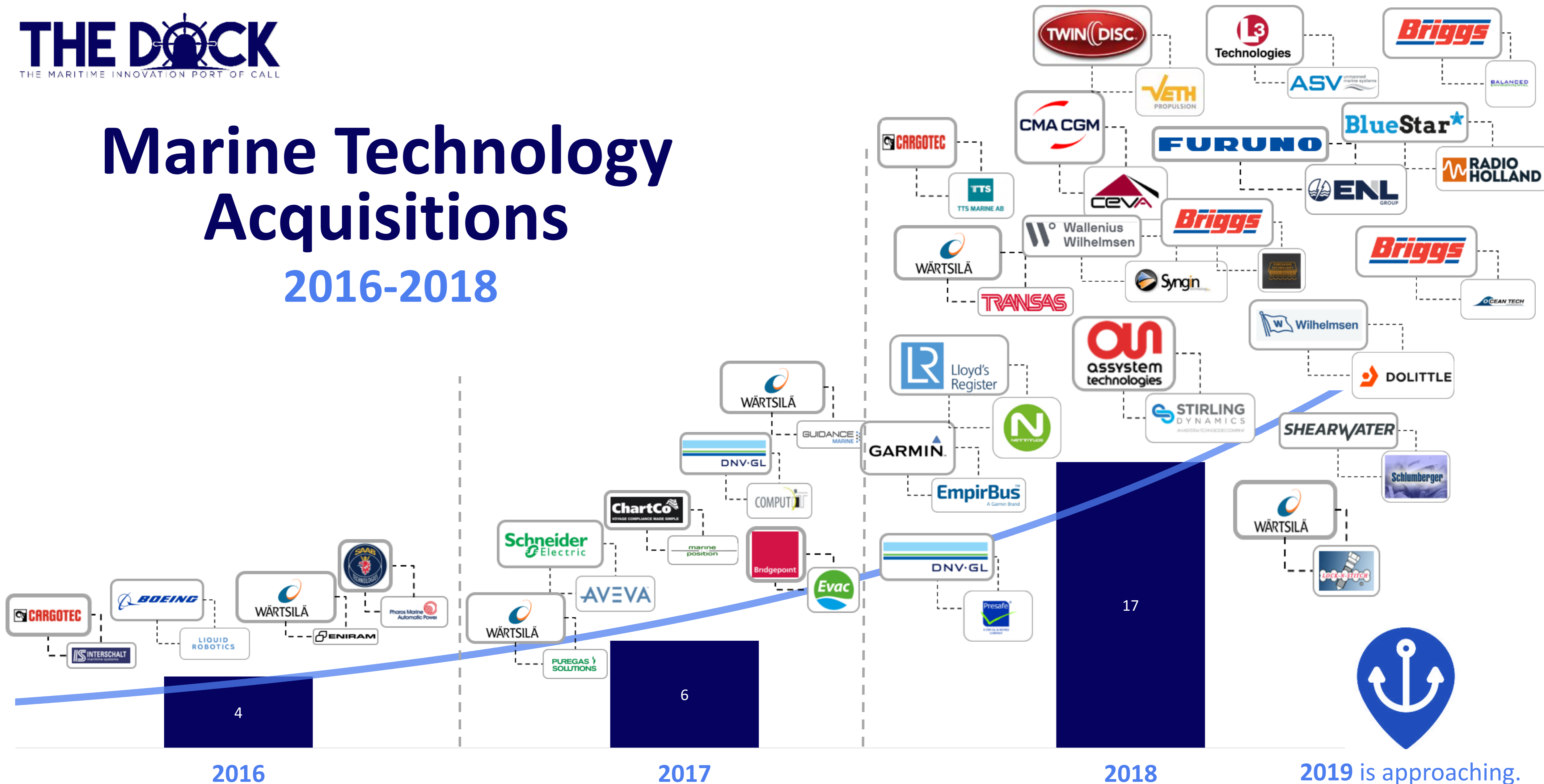


Leisure (Cruise, Yacht, Marinas)



Marine Technology Acquisitions

2016-2018



Core Team



Nir Gartzman
Founder & COO



Noa Schuman
Head of Marketing & Community



Hannan Carmeli
Founder & CEO





Join us

in Making Israel
the Startup Nation
for the Maritime Sector

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