## FINNCAT G2 INVESTOR BROCHURE

inncal

Version 2.0, Copyright © 2018, Finncat Oy

### SNOWMOBILE SEASON

- Highly seasonal use
- Seasonal production & sales
- Need for storage

### **ATV SEASON**

- Winter use highly limited
- Seasonal production & sales
- Need for storage







- Production, sales, aftersales etc. independent of seasons
- No need for seasonal storage





- 2 -

# Whenever, wherever...

you want to go off-road, the answer is

## Finncat G2

## WHAT IS IT?

Finncat is a lightweight All Terrain - All Seasons vehicle with two bending, steerable tracks.

Thanks to its unique concept, Finncat is extremely capable of moving in different and difficult conditions, such as deep snow, rugged forest, soft swamps, sand dunes or hard soil.

The vehicle isn't turned by braking the inner side track, but rather by bending both tracks. That makes it very gentle on the environment. You can drive over vulnerable moss without causing any harm to it.

If you need to get off the roads for any reason, in winter or summer or both, Finncat is for you.

Take a look!

### FOR PRO & FUN

Easy to drive, capable of going to unbelievably difficult terrains and back. Fast but safe in winter as well as summer!

Finncat is a new standard for moving off road with a vehicle. It has been developed for daily use by anyone whether you drive it for fun or work. Its structural features make it a natural load puller even in deep snow but we didn't need to make any compromises in terms of maneuverability. Finncat is a safe and high-performance partner for moving where other vehicles can't go.



### FINNCAT VS. COMPETITORS

#### STRUCTURE





#### Finncat

One or two tracks create a rectangular support. The whole surface pulls. Nothing drags against the terrain. A large surface area or footprint means low pressure against terrain. Track and skies create a triangular support. To create sufficient diagonal support, the skies are located far apart from each other. Skies are dragged against terrain. Ground pressure is greater than in Finncat.

There is no real All Season cross-country vehicle on the markets in Finncat's class. The only solution worth mentioning is an attached track system for ATV's. In those systems, wheels can be replaced with tracks. The track systems improve the usability of an ATV in wintertime, but their capabilities are very limited. With its benefits, Finncat is far ahead of all competitors.

#### **DRIVING ABILITIES**

Finncat vs. snowmobiles. The surface area of Finncat's track is typically 2-3 times bigger. That makes it much better for moving on soft snow. Dragging skies prevent snowmobile usage on all surfaces except snow. Finncat has no such limitation.

Finncat vs. ATV: The biggest problem with ATV's is the high pressure they exert on the ground. It makes an ATV a good mover in solid terrain, but this worsens as the terrain gets softer.

#### MANEUVERABILITY

Finncat vs. snowmobiles: A snowmobile is pulled by a track and steered by skies. Understeering or oversteering is caused when one of them has more traction. With Finncat, steering is more neutral and smooth in varying conditions.

Finncat vs. ATV: The principal maneuvering difference is caused by dimensions. An ATV is typically short and wide. Its center of mass is relatively high, so its longitudinal stability and hill climbing ability are weaker. In hard terrain conditions, a 4-wheel ATV is more agile than Finncat.

|                        | Finncat  | Snowmobile   | ATV  |  |
|------------------------|----------|--------------|--|--|
| Solid terrain (summer) | ★★★★     |              | $\bigstar \bigstar \bigstar \bigstar \bigstar$ |  |
| Wet swamp              | ★★★★     | *            | *  |  |
| Soft snow              | ★★★★★    | ★★★          | *  |  |
| Tamped snow            | ★★★★★    | ★★★★★        | ★★★★   |  |
| Steering diameter      | 8 m      | Variable     | 7 m  |  |
| Nature friendly        | ★★★★     | *            | <b>★ ★ ★</b>                                   |  |
| Top speed              | 100 km/h | 100-160 km/h | 45-90 km/h                                     |  |



 $\mathsf{ATV}$ 

Wheels create a rectangle support. Because of their high center of mass, ATV's must be wide. Their ground pressure is remarkably high.

## **TECHNICAL SPECIFICATIONS**

The first prototype was a high-end vehicle with two tracks, powerful engine, intelligent powertrain and electrical system. The first production model is to be a low-end (high-quality but low cost) version with basic technology only. These specifications are made for a low-end version of the next Finncat G2 model.

### FINNCAT G2 PRODUCTION SERIES 1

- One track 60cm x 462cm
- Simple and reliable air-cooled two-stroke engine with modern fuel injection, about 60hp
- 2-speed gearbox, manual shift, electric reverse
- Simple conventional wiring harness
- Self-supporting fiberglass body (later aluminum/plastic), steel/aluminum undercarriage
- Weight appr: 280kg

### MODEL RANGE AND CUSTOMERS

#### PRINCIPAL USER GROUPS

- Energy companies
- Military and border organizations
- Rescue organizations
- Reindeer husbandry
- Forestry and agriculture
- Skiing centers
- Private recreational users

All the users who need to go offroad gain benefit from Finncat G2.

For those, who need to move in varieting grounds and difficult places, Finncat G2 is definitely the only right vehicle.



The first production model will be a low-end version of Finncat G2. It is intended for professional users who primarily need a cross-country vehicle for moving out in nature all year round.

Later on, the model range will be expanded with a heavy-duty work Pro-model and Evo-version designed for recreational users.

## **PRODUCT PROTECTION**

The new Finncat is based on new technological solutions. The most essential solution is the track structure and its control method which makes it suitable for everyday use by average users. Also, safety and reliability are important structural features of the track. Finncat's new technology is protected by patent applications. After beginning daily operations, we will apply for a patent for the undercarriage technology. All future innovations will be protected in all significant market areas.

## **OPTIONAL EQUIPMENT**

### POWER ATTACHMENT

Finncat can be equipped with power take-off, which enables the use of several implemennts (like in tractors). Later on, this option makes it possible to develop Finncat's own range of attached tools. This will increase the usability of Finncat further on.

### TOOL ATTACHMENTS

Finncat's work model will be equipped with several tool options, such as a tow bar/hook for different trailers, load rack, plow, snow blower, winch, lawnmower etc.

### **FINNSLEIGH**

One of our visions for Finncat attachments is a trailer with driving tracks, the Finnsleigh. Professional users in particular have expressed their wishes for a trailer or sleigh which doesn't reduce the vehicle's ability to move. Finnsleigh will have modular and changeable bodies: transport cage, platform, human transportation cabin...





## MARKETS

### **CROSSCOUNTRY VEHICLE MARKETS**

ANNUAL SALES OF CROSS-COUNTRY VEHICLES TODAY



### TARGETED MARKET SEGMENTS

Finncat has some extra benefits in market potentiality:

- Steady level of business year-round
- Potential to create new markets within the customers, to whom the competitors cannot give much enough value



## **PRODUCT COST CALCULATIONS**

| COST PER UNIT        | THE FIRST PRODUCTION MODEL: FINNCAT G2 (LOW-END) |          |          |           |            |  |
|----------------------|--|----------|----------|-----------|------------|--|
|                      |  |          |          |           |            |  |
| Subject              | Proto  | 3 units  | 10 units | 100 units | 1000 units |  |
| Powertrain           | 5 575 €  | 3 960 €  | 3 408 €  | 2 273 €   | 1 840 €    |  |
| Undercarriage        | 3 100 €  | 2 350 €  | 1 215 €  | 800 €     | 703 €      |  |
| Tracks               | 1 000 €  | 800 €    | 550 €    | 400 €     | 360 €      |  |
| Instruments          | 2 395 €  | 1 685 €  | 1 020 €  | 645€      | 565 €      |  |
| Body                 | 2 020 €  | 1 250 €  | 790 €    | 485 €     | 395 €      |  |
| Base plate & chassis | 1 100 €  | 800 €    | 550 €    | 250 €     | 170 €      |  |
| Package & delivery   |  |          | 120 €    | 93€       | 83€        |  |
| Total                | 65 190 €   | 15 845 € | 8 804 €  | 5 696 €   | 4 666 €    |  |

Estimated selling price: 15 000€ (100 units annually)

### **BUSINESS MODEL**

TARGETED BUSINESS MODEL



### Finncat Oy, parent company

- Monitors the Group and communicates with joint ventures
- Holds the product rights Responsible for R&D
- Pilot production line serving the markets of Nordic Countries

> Owned by a local company and Finncat Ltd. (ownership ratio can vary according to local agreements) > Pays royalties and licencing fees to parent company as agreed R&D is guided by production and marketing data and customer feedback

#### Partners (Licenced manufacturers) Production

Sales, marketing and aftersales

