

**INDUSTRY NEEDS AND OPPORTUNITIES
A DEVICE MANUFACTURERS PERSPECTIVE**

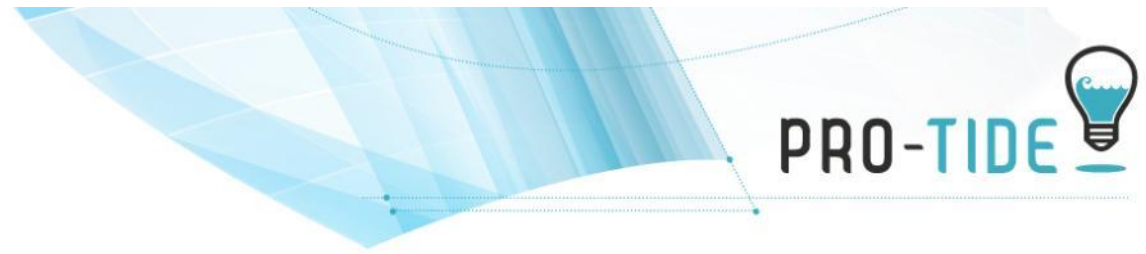
PRO-TIDE

Saunders Energy Limited

DOVER 30th September 2015

Our Critical Path

- The idea
- The Person or persons with Vision
- Limited Company formed 2011
- Patenting process
- Initial shares sold 2013



- UK (Tech Strat Board) Grant Application – refused x 2
- Design, build full size turbine test rig Q1 2014
(Compromise)
- Testing April to Dec 2014
- 2015 Commercial design and build and Protide
- Shares (2nd tranche) sold 2015
- Factory / Employees / Manufacturing / Marketing / Credit

Industry Assessment

- UK DECC – Sceptical that there is a need for Tidal
- Hydro dominated by high head business
- Subsidies being removed
- Complicated licensing / environment challenges
- Grant hunters –v- Commercial Potential
- Proof of performance
- Cash flow

Barriers to Entry

- Alternative large scale Solar / Wind lobby
- Commercial money seeking quick returns
- Environmental business – high cost
- Extremely high cost, complex projects – yet to fire
- Nuclear lobby
- Stamina!

Look at what we said in June

- Everything takes longer than you plan, even when you have doubled the timescales to begin with!
- Don't under estimate the ability of national and local planners to be nervous and not apply common sense.
- Have a strategic plan and ensure everything you do fits with that – don't get distracted.
- "For a successful technology, reality must take precedence over public relations, for nature cannot be fooled." Richard Feynman,

Engineer, NASA Challenger enquiry

Conclusions

- Tidal opportunities exist – if you know of one don't let it get away
- Tidal needs strong media – we need to work together
- Tidal requires investors – they need help to visualise the opportunity
- Tidal needs Political support – Governments (Local and National) need to be interested
- Tidal and Environment need to share a platform
- The right design / the right team / the right partnership are the ingredients for success – Saunders Energy Limited

PRO-TIDE PROJECT

Saunders Energy Limited with
Isle of Wight Council, Newport, Isle of Wight, UK

Dover – 30th September 2015

THANK YOU!