



REMORA

Remora is a cost-effective hardware device and software platform that tracks fishing boats in the water to help governments control their maritime territory



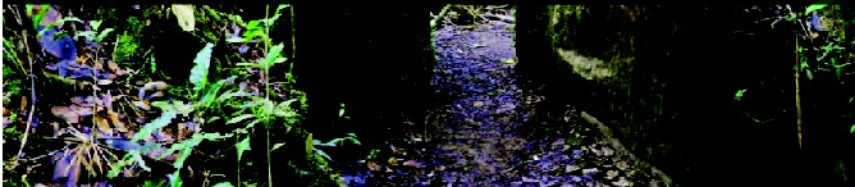
COSTA RICA



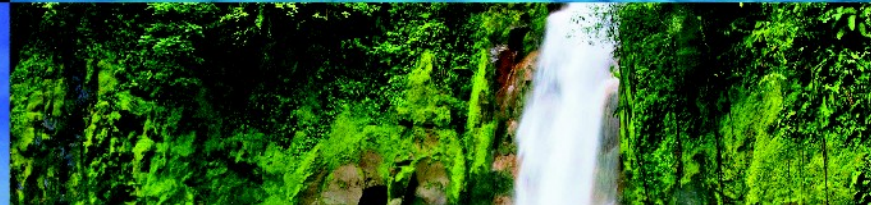
ECO-TOURISTIC DESTINATION



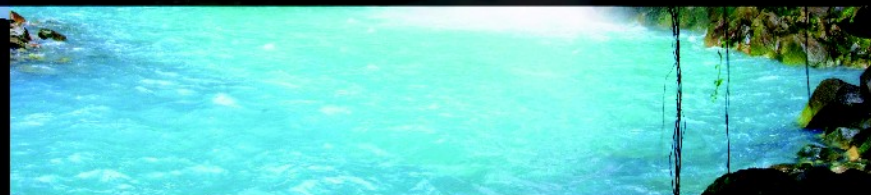
5% WORLD BIODIVERSITY



25% TERRITORY IS PROTECTED



99% RENEWABLE ENERGY



WINNER FRANCE
WORLD FESTIVAL OF
UNDERWATER PICTURES

WINNER PALM SPRINGS
INTL. FILM FESTIVAL

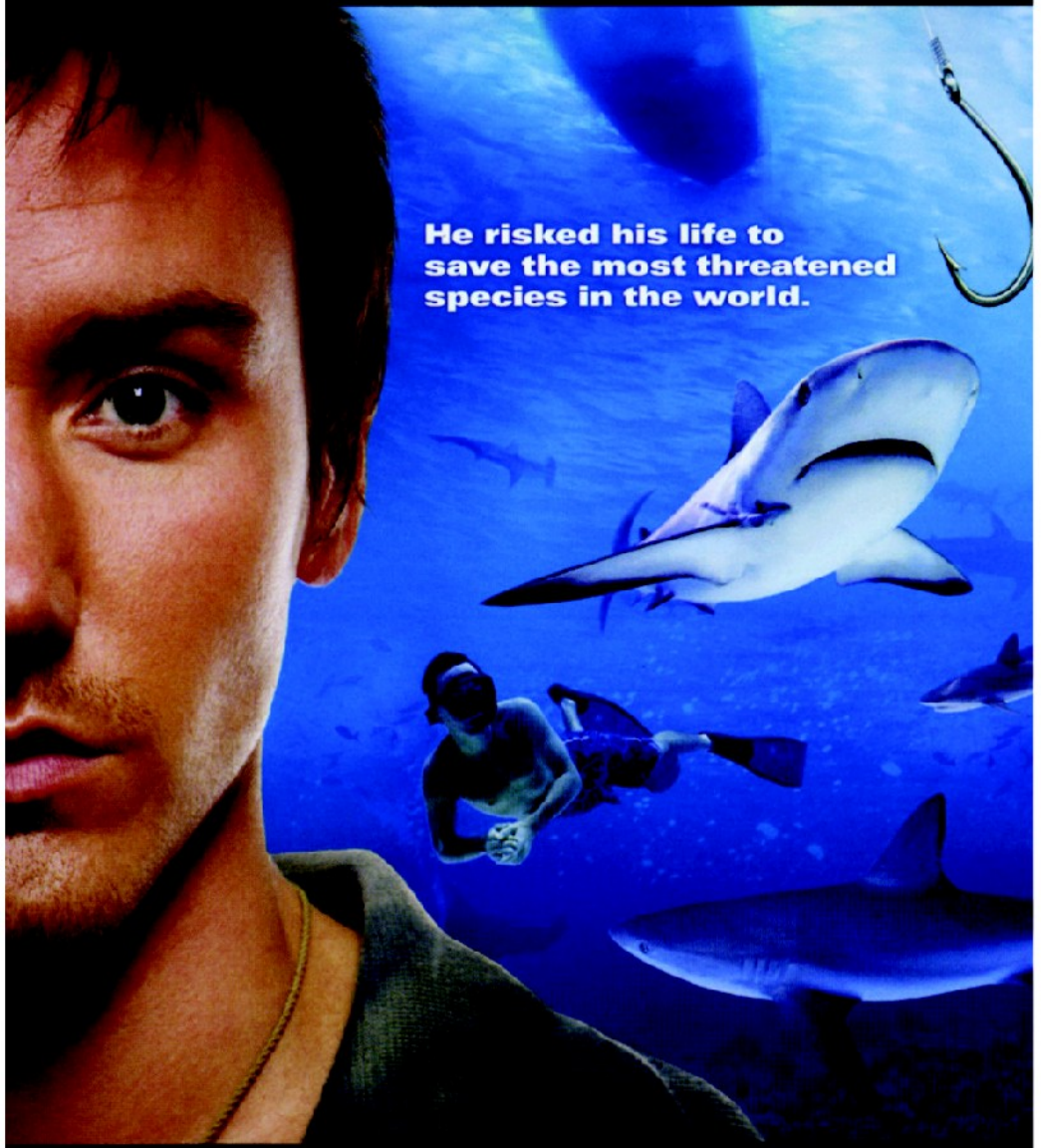
WINNER NEW YORK
GEN ART FILM FESTIVAL

WINNER TORONTO
INTL. FILM FESTIVAL

WINNER ATLANTIC
INTL. FILM FESTIVAL

WINNER OF 22 INTERNATIONAL AWARDS

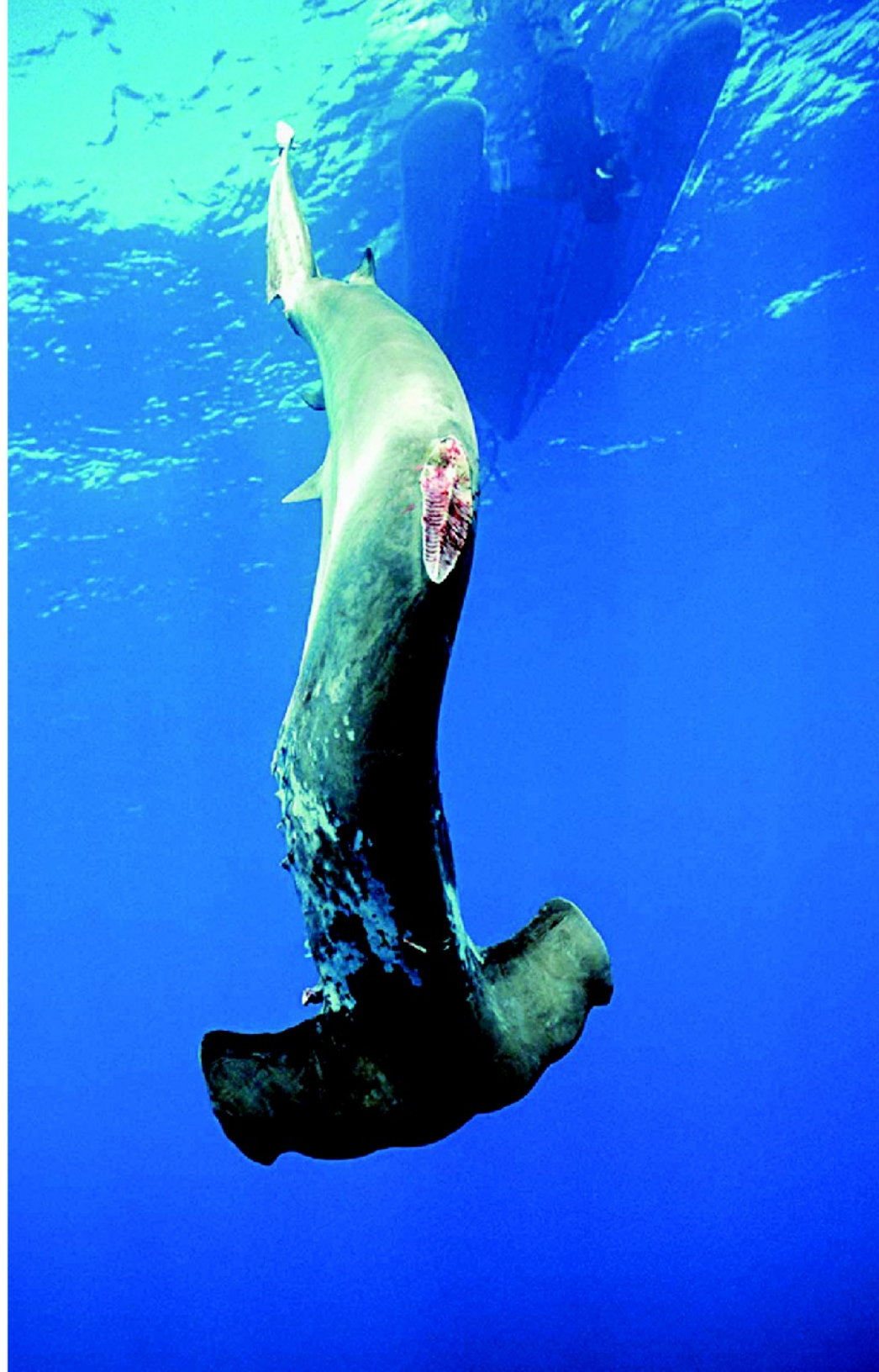
SHARKWATER



He risked his life to
save the most threatened
species in the world.

"AN EDGE-OF-YOUR-SEAT ENVIRONMENTAL THRILLER."

— Ron Foley MacDonald, ATLANTIC FILM FESTIVAL





Marine life

📷 Chasing the pirate fishermen of Cocos Island - in pictures



VO

The remote Pacific island is targeted by illegal fishing because of its extraordinarily rich ecosystem, the 'sharkest place on the planet'. The Guardian joined national park rangers on ocean patrol

Damian Carrington

🐦 @dpcarrington

Thursday 8 May 2014 12.00 BST

SUBSIDY??



GLOBAL FISHING SUBSIDIES



\$35
Billion Total

Source: Policy Department Structural and Cohesion Policies, 2013
European Parliament

FUEL SUBSIDY

World-Wide |  \$8Billion

EU |  \$1Billion

Costa Rica |  \$18Million

Monqabay Series: Indonesian Fisheries

Indonesian fisheries czar promises to end subsidized fuel scam

4 August 2016 | [Monqabay.com](#)

EU vote to curtail fishing subsidies for new fishing boats

Fishermen will be subject to strict limits on their catch and ban on discarding fish will gradually come into force

Too many boats chasing too few fish: subsidies need reform – Q&A with Aimee Gonzales of WWF

23 September 2016



In July, some 10 countries signed up to an UNCTAD-FAO-UNEP roadmap towards ending harmful fishing subsidies. Some non-governmental organizations also signed up, including the World Wide Fund for Nature (WWF). Aimee Gonzales, WWF's ecosystems goods and services manager, explains why the initiative is so important.

China's deep sea fishing industry relies on fuel subsidies

[English](#) | [Lao](#)

24.08.2016

[中文版本](#)



[comments](#)

China's distant water fleets would be bankrupt without top ups to pay for diesel, reports Feng Hao

NO TRACKING!?

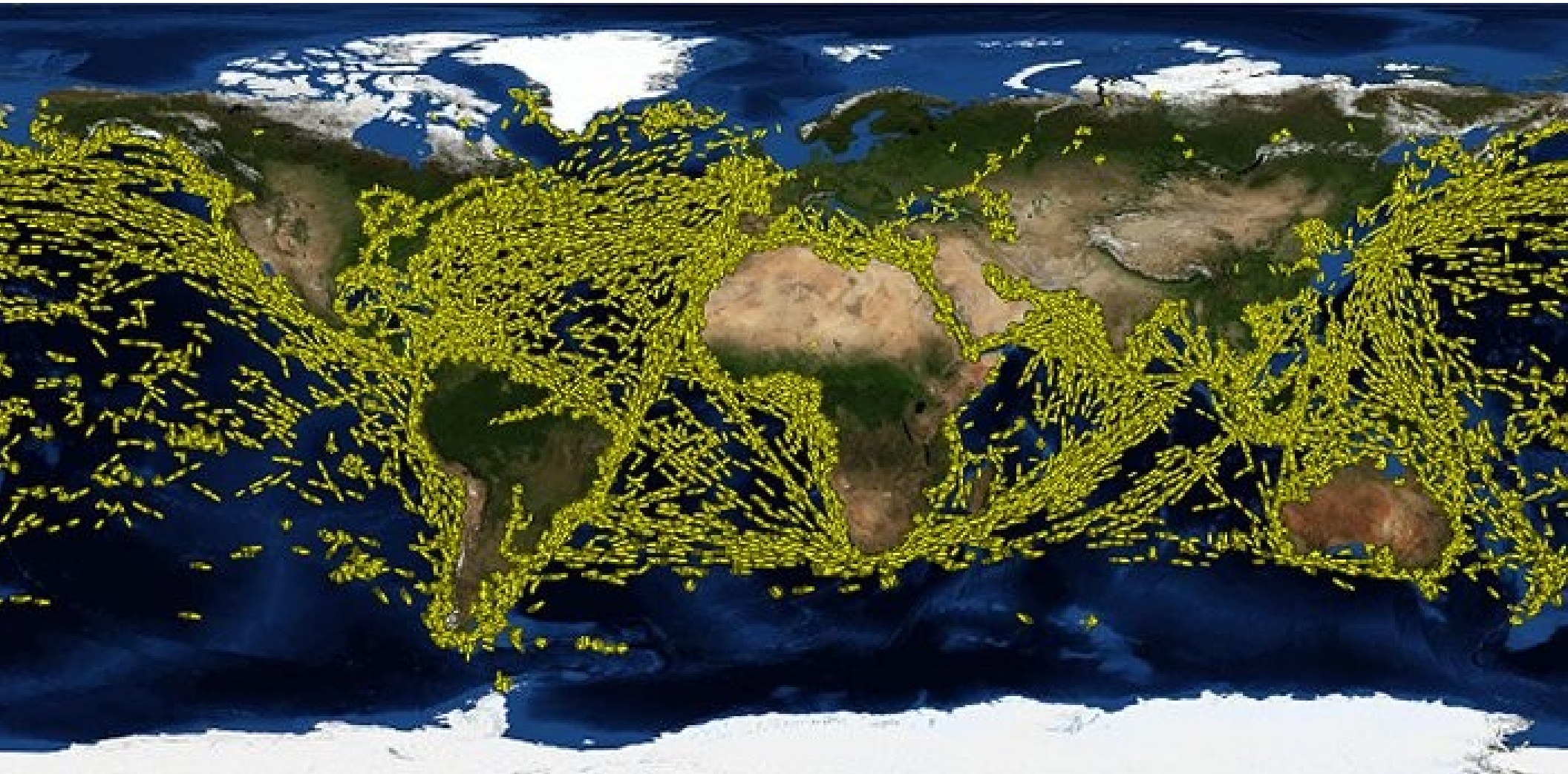
WHAT REGULATION EXIST OUT THERE



ONLY MANDATORY ON BOATS OVER
300GT FISHING CAPACITY

\$1500 AND UP

MANDATORY AIS

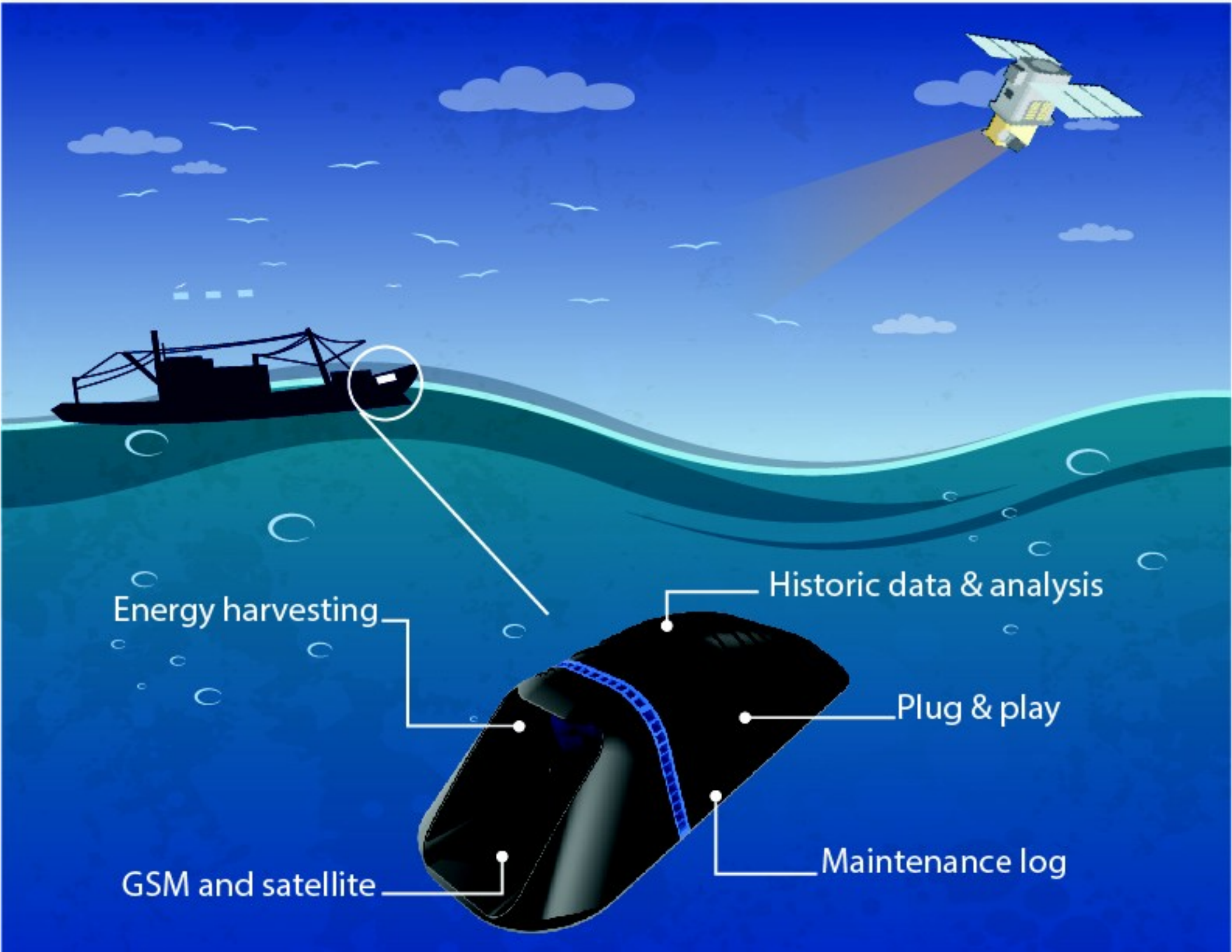




REMORA



WE FEED ON DATA FROM MOVING BOATS



Energy harvesting

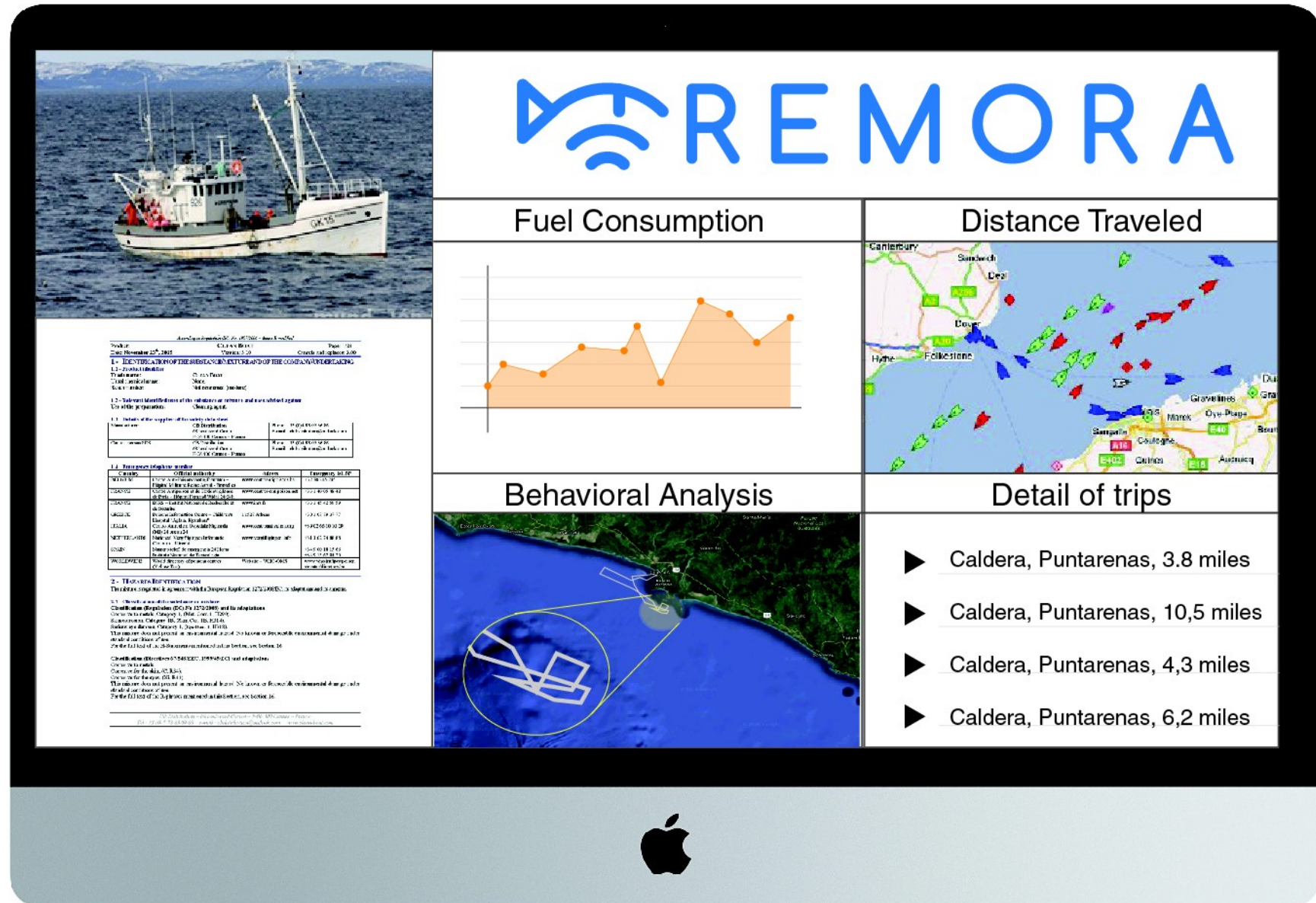
Historic data & analysis

Plug & play

GSM and satellite

Maintenance log

DASHBOARD FOR GOVERNMENTS



Bote Placa: XYZ-016

Km Recorridos: 254.68 Km

Motor: GM 85

Gasolina Consumida: 51.3 L

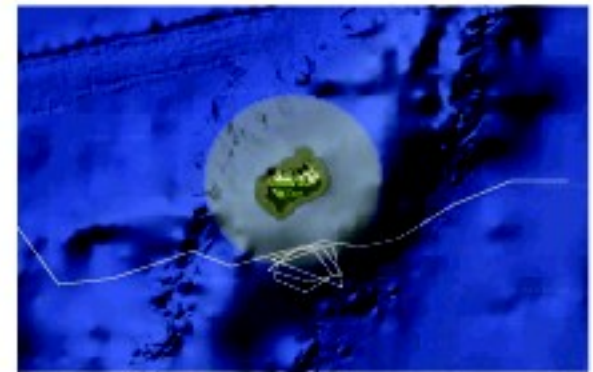
Comportamiento: Malicioso



MAXIMUM PRECISION
TRACKING



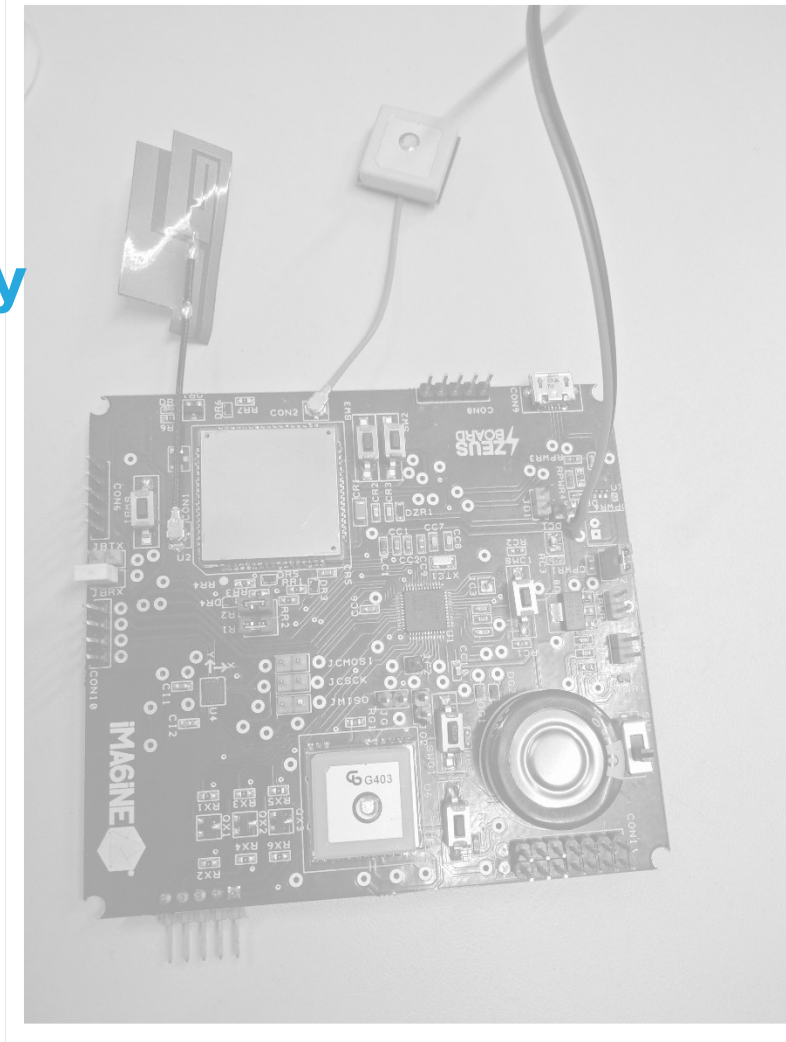
BEHAVIORAL ANALYSIS



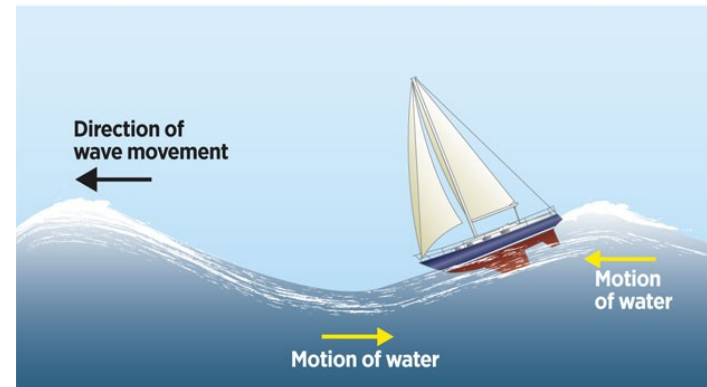
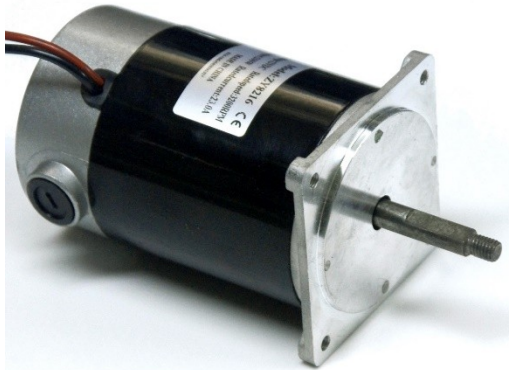
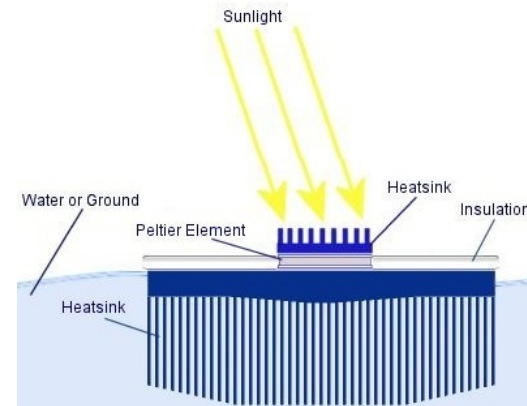
CONTROL ACCESS
TO PROTECTED AREAS

SPECIFICATIONS

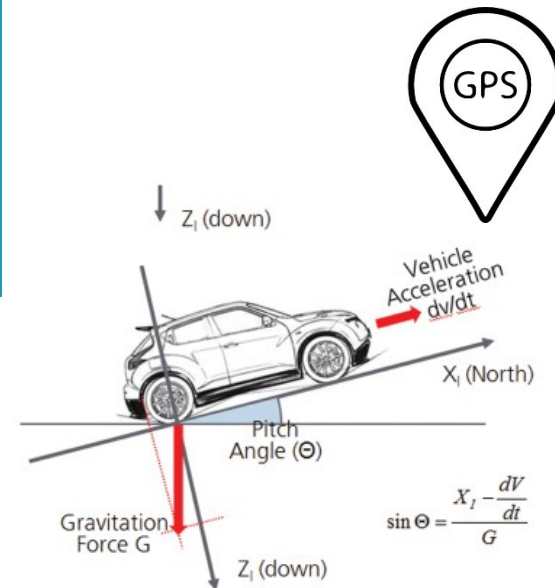
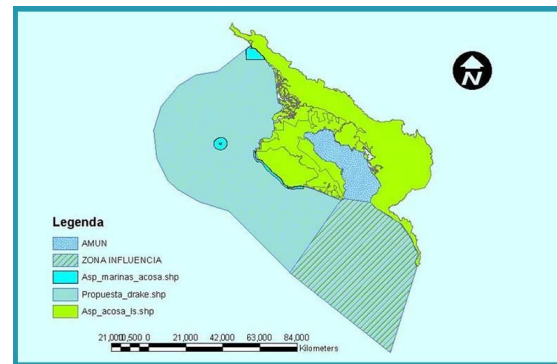
- **Atmel SAMD21 Arm Cortex M0+**
- **Cypress Semi.1 GB Flash Memory**
- **Up to 32 GB SD card memory**
- **SIMCOM808 GSM/GPS/GPRS**
- **Maestro Wireless A2235-H GPS**
- **nRF51822 - BLE 4.0**
- **Bosch BMI160 - 6 DOF IMU's**
- **NXP MAG3110 - 3 DOF**
- **T.I. TPS61021ADSGR Boost**
- **DC DC converter 3.3/3.7 VDC**
- **Super capacitor**
- **Extension port I2C/SPI/UART/CAN**



ENERGY SOURCE



FIRMWARE



GOVERNMENT 2 BIG PROBLEMS



fisherman
reselling gas

fishing in
protected areas

COOPERES 20
P205

B2G

BUSINESS 2 GOVERNMENT



Mandatory
installation of
REMORA



HOW WE MAKE MONEY LONG TERM CONTRACTS

WE TARGET

\$500 cost device per boat (1 time charge)

\$50 monthly cost of data reports per boat



+



COSTA RICA

WE ARE NEGOTIATING A 5 YEAR CONTRACT FOR

\$2.750.000 total

all subsidized boats

10% fuel saving | \$1,8 million per year in savings

ROI in less than 2 years!!



COSTA RICA

- Promotion of new Law on Fisheries and Aquaculture and modifications to the regulation of the fishing gear.
- Advocacy in support of the approved adoption of the Port State Measures Agreement, in 2015.
- Presentation of action of unconstitutionality, in 2014, against articles of the Fisheries Act that enabled the national fisheries institute (INCOPECA) to provide shrimp trawling licenses.
- Participation in the generation of the National Plan for Fisheries Development in Costa Rica, formalized in 2013.
- Support to the development of the Costa Rican National Policy of the Sea (October 9, 2013), towards marine spatial planning and sustainable management of the ocean.
- Provision of technical and legal content to the Project Bill for Aquatic Navigation, of 2013.
- Advisory participation in the Law to Reform the Costa Rican Institute of Fishing and Aquaculture (INCOPECA), of 2013, pending approval in Congress.
- Impulse to the Law for the Creation of the Water and Sea Rectory and of the Vice-Ministry of Water and Seas (2012).
- Technical and legal accompaniment for the Marine Areas Project Bill, of 2011.
- Promotion of the decree declaring waters within the territorial sea and the exclusive economic zone as a sanctuary for whales and dolphins (March 11, 2008).

PANAMÁ

- Promotion of Law 25 for the creation of the Ministry of Environment (2015), and for the formalization of the model created by MarViva for multisectoral control and surveillance, based on Inter-institutional Coordination Platforms, to be replicated in the marine territory nationwide.
- Advocacy actions for the approval of the National Plan of Action to prevent, deter and eliminate illegal, unreported and unregulated fishing in Panama (in process).
- Leadership for revocation of project bill to exclude the presentation of environmental impact studies in the development of projects, given the provisional suspension of the protected area status for Panama Bay Wildlife Refuge Wetland (Ramsar Site No. 1319) by the Third Chamber of the Supreme Court, and the resolution of the Aquatic Resources Authority (ARAP, in Spanish) reducing the fines for illegal logging (2013-2014).
- Promotion of Law 9 (March 2006) prohibiting shark finning and the extraction of conch and sea cucumbers.

PROVEN TRACK RECORD WE HAVE POLITICAL CONNECTIONS



Costa Rica expresident 2010-2014

HARDWARE.CO



HARDWARE.CO
Demo Day **Batch 5**

BATCH 5

Networking & Bee

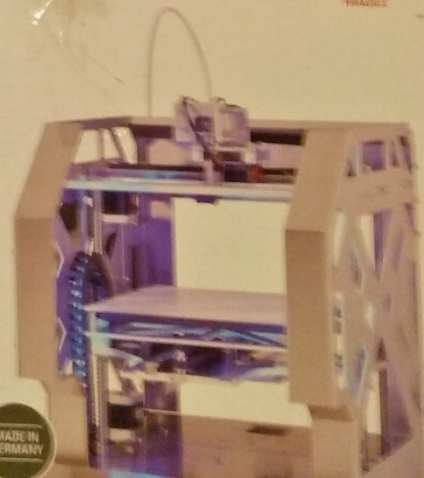


renkforce



RF1000

3D-Drucker
3D printer
Imprimante 3D
3D-printer
Stampante 3D
Drukarka 3D



MADE IN GERMANY

HARDWARE.CO



bṛnc

TRIP TO CHINA

Remora

betahaus



SHENZHEN

The Silicon Valley of hardware



5 YEARS WORKING TOGETHER

OUR TEAM IS OUR GREATEST STRENGTH



Mechatronics Business Industrial Design Electronics Software

WE LOOK FOR

We look for **\$200.000** investment.

We are planning to use this money in the following way:

\$ 35.000 Pilot testing with 50 prototypes.

\$ 50.000 Pass from a prototype to a DFM model with testing.

\$ 20.000 Company conformation and IP Protection

\$ 95.000 4 full time engineers for 1 year

CALL FOR ACTION

IF YOU LIKE FISH JOIN THE CAUSE!



CONTACTS

With marine NGOs
Impact investors

Corporations / Social Responsibility

iMAGiNE

