

Alligator AG

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Alligator AG - Electromobility of the future

Alligator AG is an innovative company in the up-and-coming e-mobility semitrailer tractor industry, **TAM 3.36 billion / year [1]**. Our system is a bridge to unused energy sources. Mobility is changing and with our scalable product we have the right technology at the right time.

Vision

The word "alligator" is used in over 100 different languages and is, so to speak, an international standard. We are working on achieving exactly the same with our technology.

Problem

In order to exploit the full potential of electrically powered tractor units, energy and data networks must extend across the entire vehicle. Our patented media interface is the first technical solution that makes it possible to tap into these networks across an entire tractor unit.

Corporate structure: Alligator AG emerged from Schacher-Hydraulik AG and is an independent legal entity that ensures a clear separation of risks and responsibilities and enables precise accounting. Our entrepreneurial independence allows us to maintain our own culture and vision. The proximity to Schacher-Hydraulik AG offers uncomplicated access to infrastructure. Investors can acquire significant shares with a low capital investment, which offers attractive investment opportunities. A complete spin-off is possible at any time.

Business model

Thanks to the unique technological advantages, we draw attention to our product.

Central strategic elements in our retail business model:

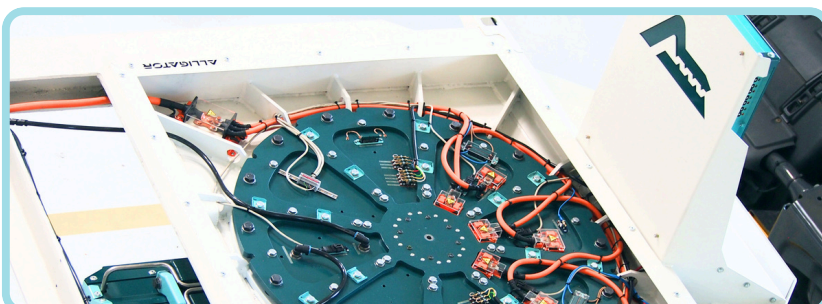
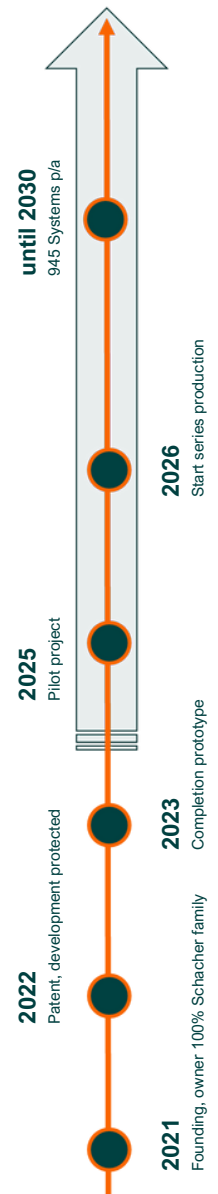
- Utilization of online sales channels
- Provision of comprehensive installation and service documentation
- Online store for spare parts

Not part of our strategy:

- Use of offline sales channels
- Installation and service business
- Project-specific engineering

Until the realization of a small series, system integrators are our main customers. As soon as our technology is established, we will increasingly find our customer segment among truck and trailer manufacturers.

[1] limited to CH, EU, USA, CN (calculations based on PwC study, *The dawn of electrified trucking*)



"Only those who move forward boldly and invest in innovation can shape the future of mobility."

Michael Schacher, Alligator AG

Market

The market, which is currently still relatively small, is experiencing strong growth. In Europe, more than 60,000 new e-tractor units are expected to be registered per year by 2030 and more than 200,000 by 2040 [1]. Each of these vehicles can use our system to increase energy efficiency. Our forecast envisages a Europe-wide market share of 1.5% by 2030, which corresponds to around 945 systems sold p/a - these sales will enable us to generate an estimated annual turnover of CHF 12 million at sales prices based on the automatic media interfaces for diesel vehicles.

Financials

The **pilot and demonstration project** planned for 2024 will enable us to showcase the functionality of our product in a practical application. The next financing round will secure the capital needed to implement this project. The costs for the entire project are estimated to be CHF 1.8 million. We are currently planning the exact financing, with project partners and potential subsidies playing a central role.

Team



Michael Schacher
Product Design & Software



Damian Schacher
Mechanical & Electrical Engineering



Laurin Escher
Business Development & Marketing

Scaling - CHF 12 million Turnover p/a

Pilot and demonstration project: The upcoming pilot and demonstration project is the next decisive milestone on the road to success. Once it has been successfully completed, new opportunities for raising capital will be open to us.

Growth market: We are working on becoming globally active in a growing industry. Our scaling strategy aims to create an established standard with our technology on a global level. With our extensive expertise in automation and industrial manufacturing, we are confident in achieving a timely scaling. Our focus is on continuing to operate the company, and an exit is not planned.

Staff expansion: To support our growth, we will expand our team with qualified engineers to ensure that we can meet increasing customer requirements.

Production: With a lean product range combined with automated production, our products achieve a high level of quality even in large series. In this way, manufacturing costs can be reduced over time.

USP / Competition

Clutch systems for diesel vehicles	✗	✗	✗	✓	✗
E-Trailers	✓	✗	✗	✗	✓
Alligator System	✓	✓	✓	✓	✓