



# MOBILE, MODULAR & GREEN INFRASTRUCTURE SOLUTIONS

CN10 Standard



## Guidance on U.S. Market Entry

 [www.continest.com](http://www.continest.com)

# We are **Continest**

Evolutionary and crisis-resistant...

SUSTAINABLE DEPLOYABLE COMPETITIVE



## **Team**

Considered the most innovative logistics firm in Hungary. Raised 8M+ € since 2019.



## **Product**

Innovative, and ground-breaking product creating a new outlook to an industry with 60 years of stagnancy.



## **Company**

Resilient to fluctuating markets. Thriving by adjusting and modifying strategies to reinvent market needs. Presently, we operate as a developer with extensive manufacturing capabilities.



# Financials



# Manufacturing



**NATO Stock Number CN10: 5410-51-000-9513**

**NATO Stock Number CN20:5410-51-000-9514**

**NATO Stock Number CN Mobile Shooting Range:5410-51-000-9698**

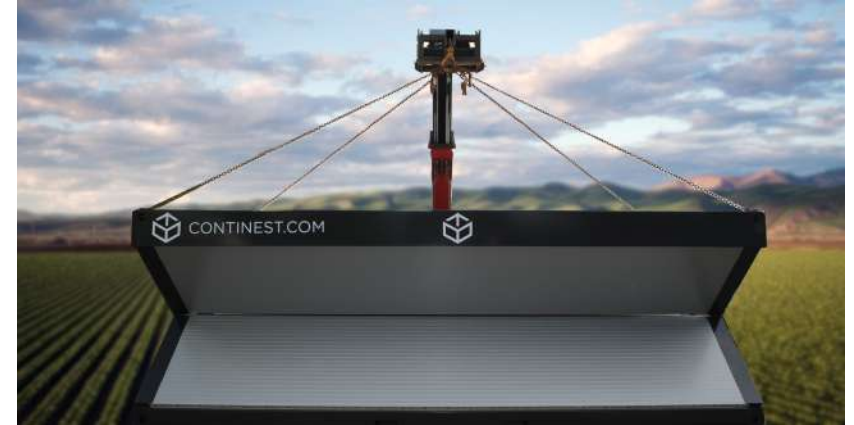
**NCAGE code: 2054V**

**UNGM #739156**

# Advanced technology with proven track record

Continest Technologies Plc. offers foldable green tech container solutions. Thanks to the foldability we decrease **80% of the logistic burden** (i.e., transport, storage) and the same amount of CO<sub>2</sub> emissions.

- **Mobile, scalable**  
and **modular**
- **Environmentally friendly**  
80% reduction of CO<sub>2</sub> emissions
- **Fast deployment**  
complete installation within few hours
- **High comfort**  
insulated units that can be cooled or heated
- **Cost efficiency**  
in transport & storage
- **Infrastructure**  
for relatively short-term needs in various locations



# Fast **deployment**



**Quick and easy set up and teardown**  
on levelled surface 5–10 minutes / container



**Staff needed**  
1 crew + 1 operator (forklift)



**Set up and teardown are easy**  
staff training is provided by Continest



**1-2 minutes**  
lifting

**2-3 minutes**  
stabilizing

**Ready**  
for operation

**5 minutes**  
teardown



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to see the video

[VIEW VIDEO](#)

# Base **products**



CN20 Standard



CN Retail Unit



CN10 Standard



Medical Units



# Feasibility of land **transport**



## Cargo capacity calculation

Lorry (24T)	CN10	CN20
	20/24 pcs	10 pcs



# Feasibility of **air transport**

## Cargo capacity calculation (pcs)

Airbus 330-200F



CN10

**67**  
pcs

CN20

**33**  
pcs

Boeing C17 Globemaster



CN10

**86**  
pcs

CN20

**43**  
pcs



# Manufacturing

JANUARY 2021

FACTORY 1

- January 2021: manufacturing begins:
  - 4.500 sqm
- 100 units/month capacity at the end of 2022
- 90 employees

JANUARY 2023

FACTORY 2

- September 2022: capacity increases with additional 5.500 sqm
- With Factory2 total capacity increased to 10,000 sqm
- Automation, Welding Robots, Industry 4.0
- Own painting plant, prototyping, custom manufacturing
- Goal: complete vertical integration (panel, window and door production)



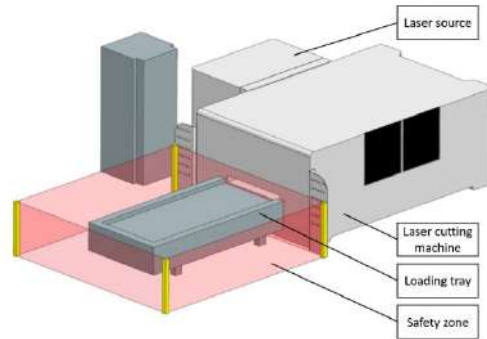
# Continest **factory**

- In-house engineering and manufacturing
- Prototyping and serial production
- International engineering and technological partners

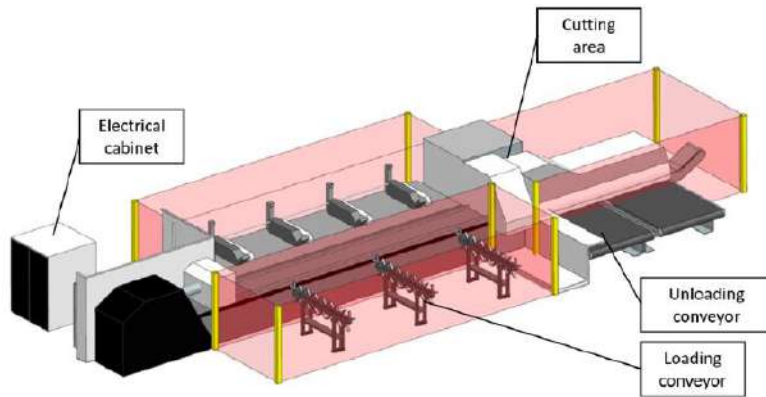
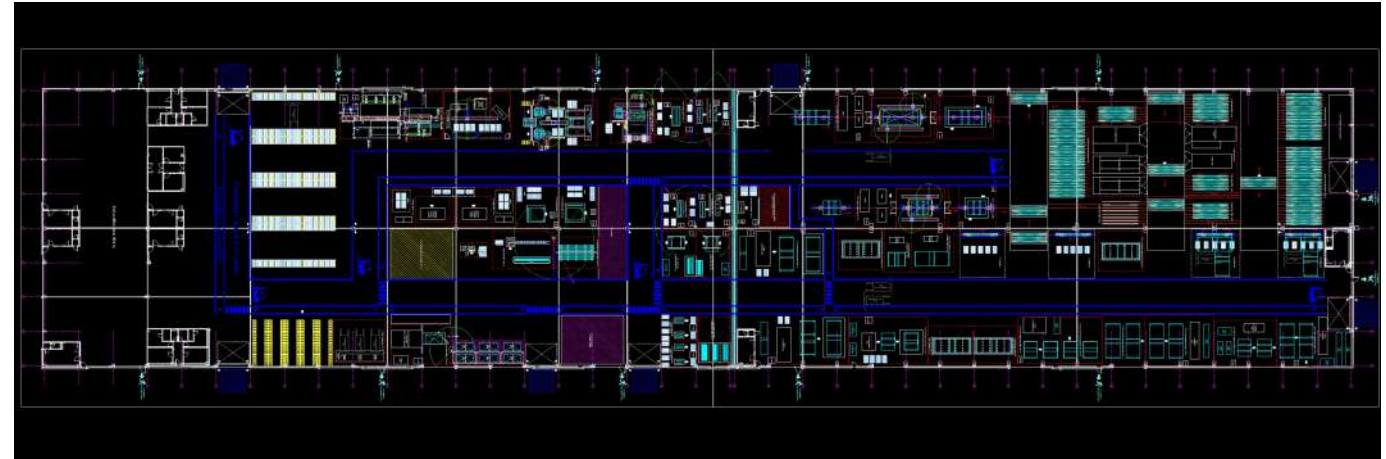


New machinery installed

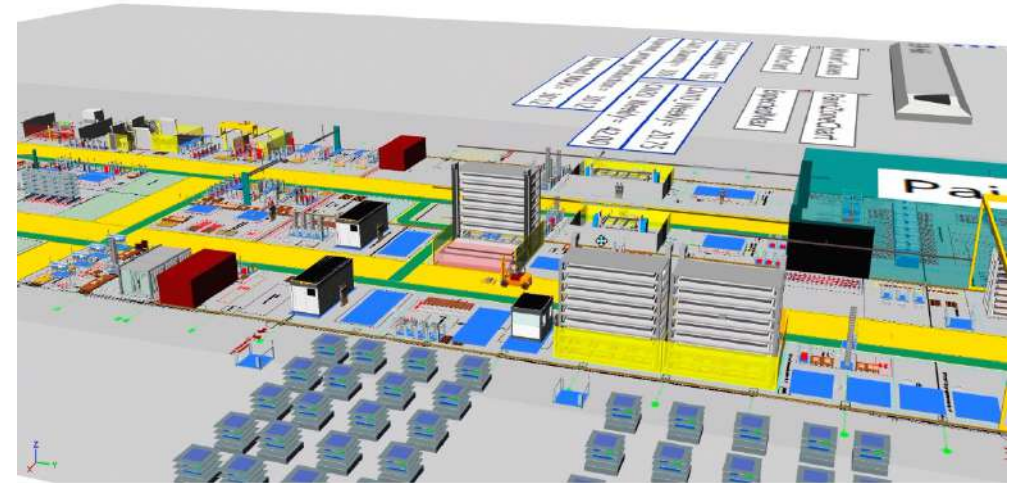
# Continest **Digital** Twin Factory



11. Figure Sheet laser cell isometric view



18. Figure Tube laser isometric view





# Continest **markets**

Continest foldable containers are used in nearly 20 countries

## Global Marketplace:

- Europe (e.g. Ukraine)
- North America (Canada, USA)
- Middle East (Israel, KSA)
- Gulf countries (GCC)
- Africa (Uganda)
- Asia (Singapore)

## Most important market partner countries:

- United Kingdom
- Scandinavia (Norway, Sweden, Denmark)
- Australia

## Production capacity

- Hungary
- United Arab Emirates – DUBAI (tech transfer)
- **USA (in progress)**



# European Procurement Forum – SelectUSA 2019

- In April, Continest introduced the company at the EU-UN joint event at the European Procurement Forum
- *SelectUSA Tech Pitch Awards – “Second Prize” (2019) – Washington D.C., USA;*



## European Procurement Forum



## US market

- Live events
- Government
- Corporations



FEMA



U.S. Customs and Border Protection



FLUOR

LIVE NATION



WASHINGTON, DC | JUNE 10-12, 2019

## Size

- 4.32 billion USD (EU & US)
- Saudi Coast Guard 2 000 units (20 million USD)
- Fluor Corp 5 000 units (50 million USD)

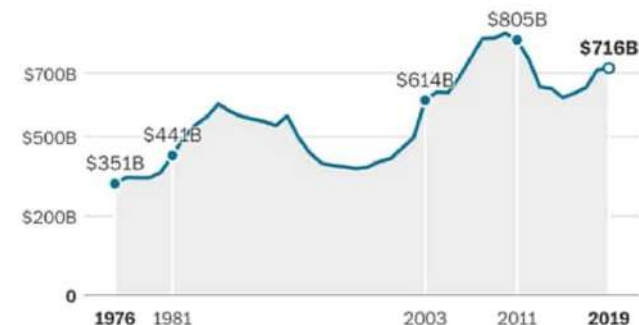
## Trends

- Shift from tents to containers, renewables and feasibility
- Sustainability & "Green" PR
- Placement: expos, fairs

## Market forces

- Growing defense procurement budgets (+ 2% GDP)
- Growing nr. of events where TIS are needed

U.S. military spending is higher than at any time other than the height of the Iraq war, adjusted for inflation



1976 was the earliest year with complete data. Includes the military's overseas contingency fund. Numbers in billions.

Source: Center for Strategic and International Studies

THE WASHINGTON POST



# SelectUSA 2022

**1st place** at the **SelectUSA** pitch competition in **Green Tech** category

Why SelectUSA was good for Continest?

- Up-to-date market information on existing opportunities
- Networking, PR
- Gathering further pitch experience



## CONTINEST Appoints Yan Pronin as CEO for its USA division

Los Angeles, California, 11/07/2022

We at Continest are pleased to announce that Yan Pronin has been appointed as a CEO for the company's United States division. An experienced business leader and strategic visionary, Yan will assume his responsibilities on 10/31/2022.



# Lessons learned

**„If you want to go to America you have to go to America“.**

Be aware of:

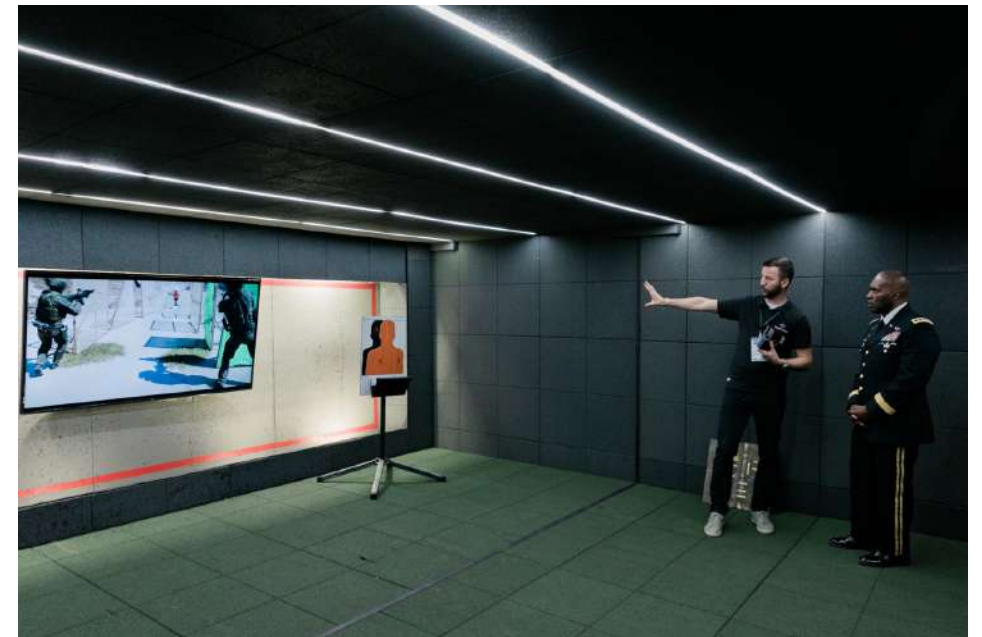
- Size of your addressable market (overwhelmingly big)
- Regulatory challenges (timeconsuming and expensive)
- Sales and after sales - local team and partners
- Cultural differences



UL Compliance

Pro's:

- Market size
- Pricing
- Openness to new solutions
- Entrepreneurial environment



GSOF Europe 2022



**Thank you**  
for your attention !

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# Appendix

# Standard products **CN10** & **CN20**

Accommodations, TOC/C2/OPS room, isolated area

## CN10 Standard

### Size (L x W x H):

Closed: 3000 x 2440 x 490 mm  
9.8 x 8 x 1.6 feet

Open: 3000 x 2440 x 2610 mm  
9.8 x 8 x 8.6 feet

**Weight:** 900 kg  
1984 pound



 Scan the QR code to see the video



## CN20 Standard

### Size (L x W x H):

Closed: 6060 x 2440 x 540 mm  
19.9 x 8 x 1.8 feet

Open: 6060 x 2440 x 2750 mm  
19.9 x 8 x 9 feet

**Weight:** 1800 kg  
3968 pound



# CN on site accomodation with sanitary addition

## CN Sanitary WetCell

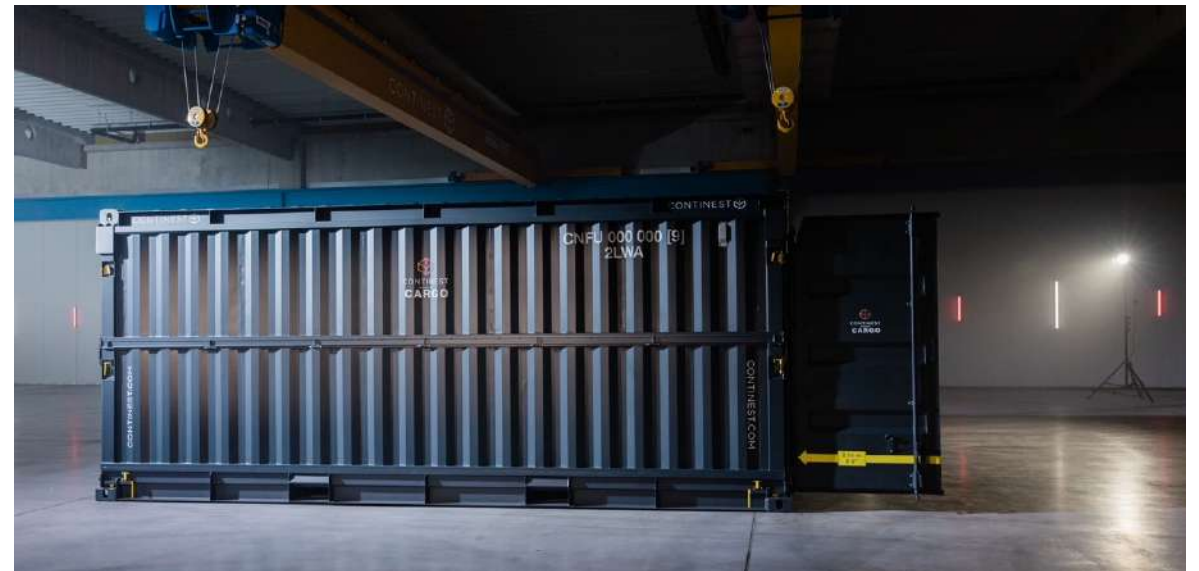
A **CN Sanitary WetCell** is equipped with a regular flush toilet, a sink and a shower. Furthermore, it comes with a heater to keep the unit warm, as well as with a tankless water heater to ensure 24/7 warm water availability.

**Fully equipped sanitary unit** can be connected to both CN10 & CN20 containers.



# CN Cargo

The next generation logistical solution



- 2 Pallet width, to match current industry standards;
- Sustainable technology with long-term economic benefits;
- Strong & durable;
- Setup in minutes, using basic equipment;
- Manufactured in the EU (Hungary);
- Certificate No. CNFU-2223 2023



# Health care

## PRODUCTS:

- Laboratory, with testing facility
- Inpatient ward
- Outpatient unit
- ROL 2 & ROL2+ facilities
- Field hospital
- Immunization station





# Humanitarian & Natural Disasters



## PRODUCT

Shelters, Education Units, Medical Units, Information Points, Warming Stations; etc.

## REFERENCES (2022 Q2, Q3)

Hungarian Order of Malta (H)  
Hungarian Interchurch Foundation (H)  
Hungarian Ministry of Foreign Affairs (H)  
World Health Organization (UN)  
George Pataki Leadership and Learning Center (USA)  
Hungarian American Coalition (USA)  
Carpathian Foundation (H)



# Schools & Kindergarten



PROJECT

Kindergarten (UA)

School extension (H)

REFERENCES (2022 Q2 - onwards)

Verőce School (H) – Verőce/Village

Borodyanka (UA) – Ministry of Foreign

Affairs and Hungarian Interchurch

Foundation

# Rapid Modular Solutions **for Ukraine**



APPEAL OF CONSCIENCE  
FOUNDATION



Continest Technologies Plc. can deliver instant modular solutions in the following areas:

- Safe schools
- Safe kindergartens
- Modular homes
- Temporary medical infrastructure



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*Mobile preschool  
Borodyanka (UA)*



Most of all, Continest has a proven track record in Ukraine with projects delivered within days and/or few weeks after agreements.



# Mobile Preschool – Borodyanka (UA)

Modular unit based kindergarten was built near the playground of the destroyed building (Borodyanka/Ukraine).


Build up time: 5 days/4 person

The kindergarten consists of the following:

4 Activity rooms, Dining room,

Kitchen, 2 Sanitary blocks, Changing room, Laundry



 Scan the QR code to see the video

PRODUCT

**CN20 standard (23 units)**

**CN container corridor**

**Children's sanitary container**

**Office container**

# Energy and Logistic **Crisis**

CN Hybrid



# CN Hybrid – Tactical shelters

Partial to Fully Self-Sufficient Energy Supply

**This new CN Hybrid container has the ability to use several external power sources like**

- Solar power from the attached PV panel
- External power generator
- Built in batteries

**As well as from the normal power grid**

- 50–70% less fuel consumption of gensets
- 80% reduction of generator maintenance

