



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

„We don't know what we don't know.”

Major General Hutchings, CEL 2023

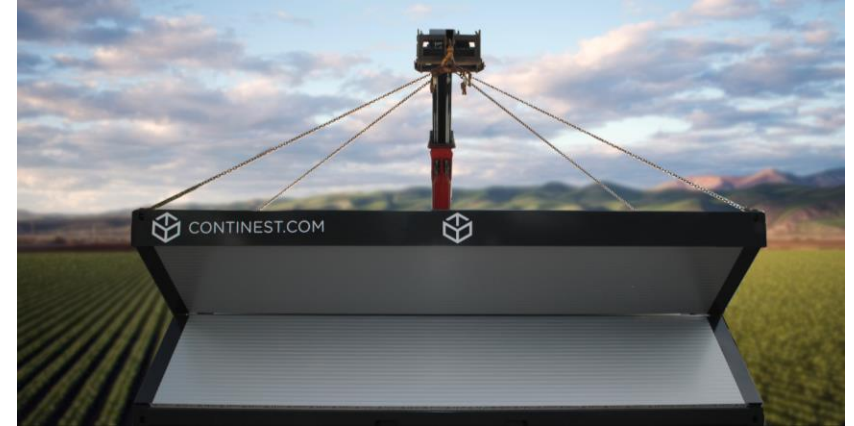


**On the road in the USA – 2023/2024**

# Advanced technology with proven track records

Continest Technologies Plc. offers foldable green tech container solutions. Thanks to foldability we cut **80% of the logistic burden** (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



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

Accommodations, TOC/C2/OPS rooms, isolated areas

## CN10 Standard


### Size (L × W × H):

Closed: 3000 × 2440 × 490 mm

Open: 3000 × 2440 × 2610 mm

**Weight:** 900 kg



 Scan the QR code to see the video



## CN20 Standard

### Size (L × W × H):

Closed: 6060 × 2440 × 540 mm

Open: 6060 × 2440 × 2750 mm

**Weight:** 1850 kg



# Feasibility of land, sea and air transport

## Cargo capacity calculation (pcs)

Lorry (24T)



# Global presence

Continestglobal markets

- Europe (Scandinavia, UK, CEE, Ukraine)
- North America (Canada, USA)
- Middle East (Israel)
- Gulf countries (KSA, UAE)
- Africa (Uganda)
- Australia

Prominent market partner countries

- United Kingdom (non-MIL)
- Scandinavia (Norway, Sweden, Denmark)

Production capability

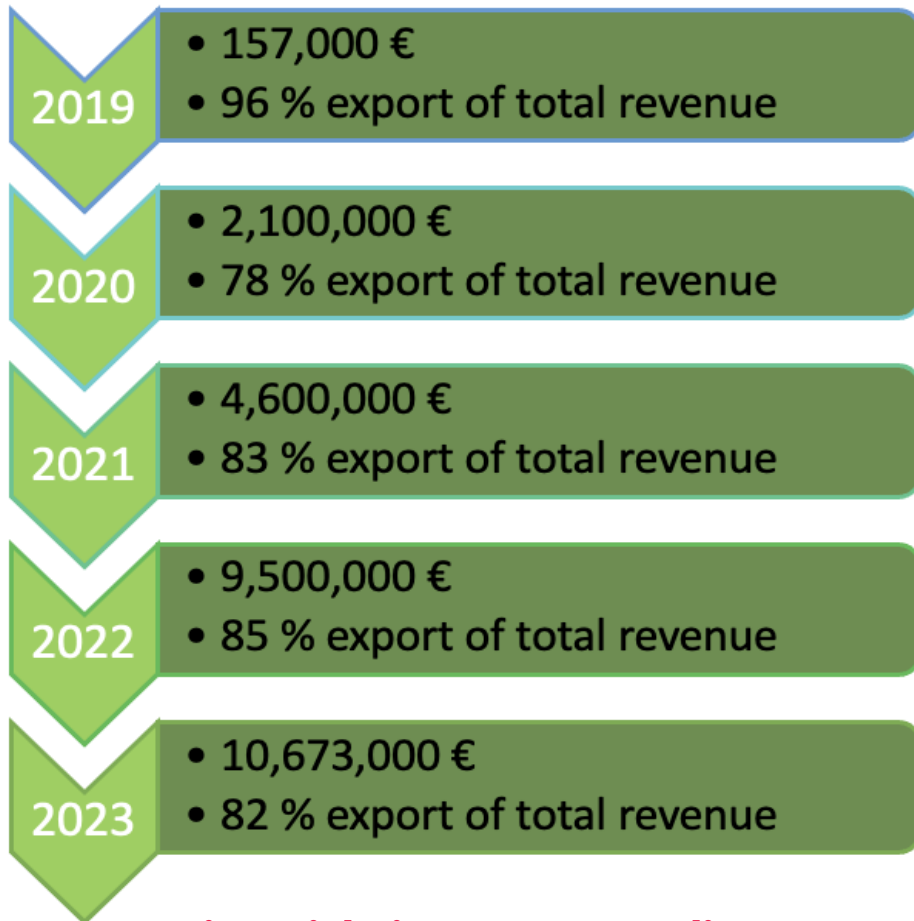
- Hungary
- United Arab Emirates – DUBAI
- USA (Q2 2024/Q4 2024)

Continest foldable containers are used in nearly 30 countries



Australia | Canada | Croatia | Czech Republic | Denmark | Finland | France | Georgia | Germany | Hungary | Israel  
Italy | Lithuania | Luxembourg | Norway | Poland | Romania | Saudi Arabia | Serbia | Singapore | Slovenia | South Korea  
Spain | Sweden | Switzerland | Uganda | Ukraine | United Arab Emirates | United Kingdom | USA

# Financials



**Financial Times Top 1000 list**  
**18th of fastest growing companies!**

# Manufacturing

2021 JANUARY - YEAR END 2022

## FACTORY 1

January 2021:  
manufacturing begins on 850 sqm  
»»» 4000 sqm  
  
100 units/month capacity at the end of 2022  
  
40 new employees hired in a year

## FACTORY 2

September 2022:  
capacity increases with additional 5000 sqm  
With factory2 total capacity increased to 10,000 sqm  
Automation, robots, industry 4.0  
Own painting plant, prototyping, custom manufacturing  
Goat: complete vertical integration  
(panel, window and door production)

**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**

# Continest USA 2021 - 2024



# Continest USA 2023

Year of explosive growth

**Sales, Rentals, Expos, Demos,  
Partners, national media coverage  
and more...**

## USA:

**Los Angeles**  
California

**Newport**  
Rhode Island

**Holly Ridge**  
North Carolina

**Portland**  
Oregon

**Maui**  
Hawaii

**Killington**  
Vermont

**Fort Leonard Wood**  
Missouri

**Fort Mill**  
South Carolina

**Anaheim**  
California

**Buffalo**  
New York

**New York City**  
New York

**Los Angeles**  
California

**Toronto**  
Canada

**Augusta**  
Georgia





# Continest USA 2023



## What worked

- ↘ Putting customer satisfaction as the top priority, and overdelivering on expectations has quickly gained us a national reputation
- ↘ **Achieved \$3.5M in annual revenue, reaching triple the level of projected revenue, with no funding**
- ↘ Developed numerous business relationships leading to a strong pipeline of direct sales and rental projects
- ↘ Had strong support from and synergy between EU and US entities
- ↘ Vastly improved logistical costs – second largest operating expense
- ↘ Were agile and adaptive to new opportunities
- ↘ **Cooperating with US and HUN diplomats**

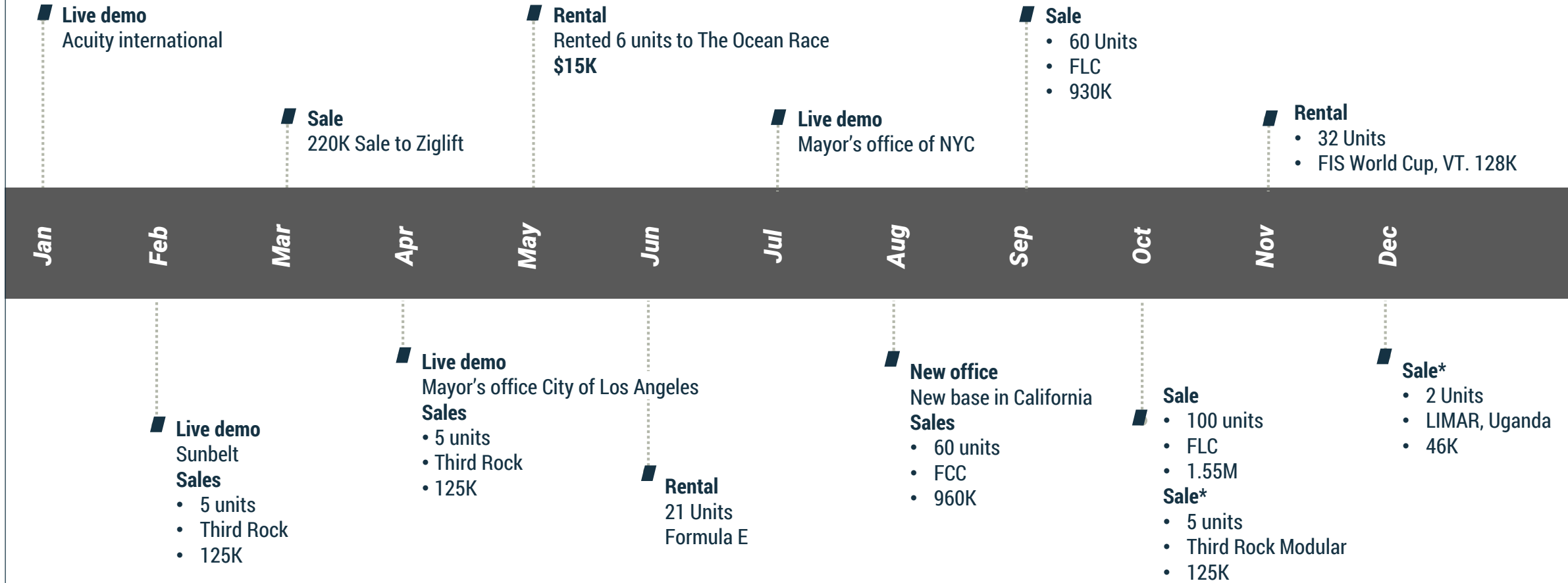


## Needs Improvement

- ↘ Business Development: need to systematically follow up with prior leads
- ↘ Need to better leverage existing CRM and efficiency systems like Hubspot and Slack
- ↘ Logistics: allocate more resources to coordinate and optimize costs
- ↘ Systematize communications with EU office (e.g. PO ordering system)
- ↘ Expand business development to web
- ↘ Increase profitability

2023

# Year of **explosive growth** month by month



# Continest USA 2023

## Media Presence



### News about Continest were broadcasted on:

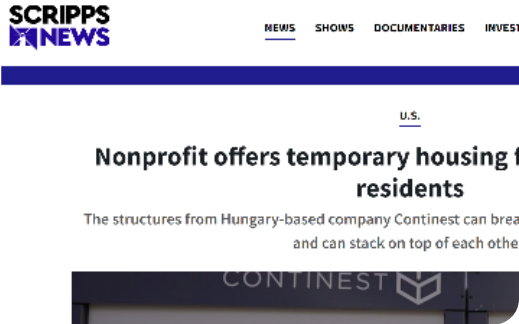
- ↳ 40+ National and local TV Stations including NBC, ABC, NPR
- ↳ Totaling 3+ Million viewers
- ↳ Creating a wave of business development activity
- ↳ Significantly improving Google search rank



Thursday, November 16, 2023 | Today's Paper | 78°

### HAWAII NEWS

## Modular-home village proposed for displaced Lahaina residents



# 2024 PLAN



CONTINEST®

# MARKET opportunity



## TAM

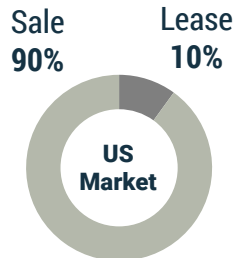
Global market for Modular Relocatable Structures

## Lease + Sale

## SAM

North American Market for Temporary infrastructure

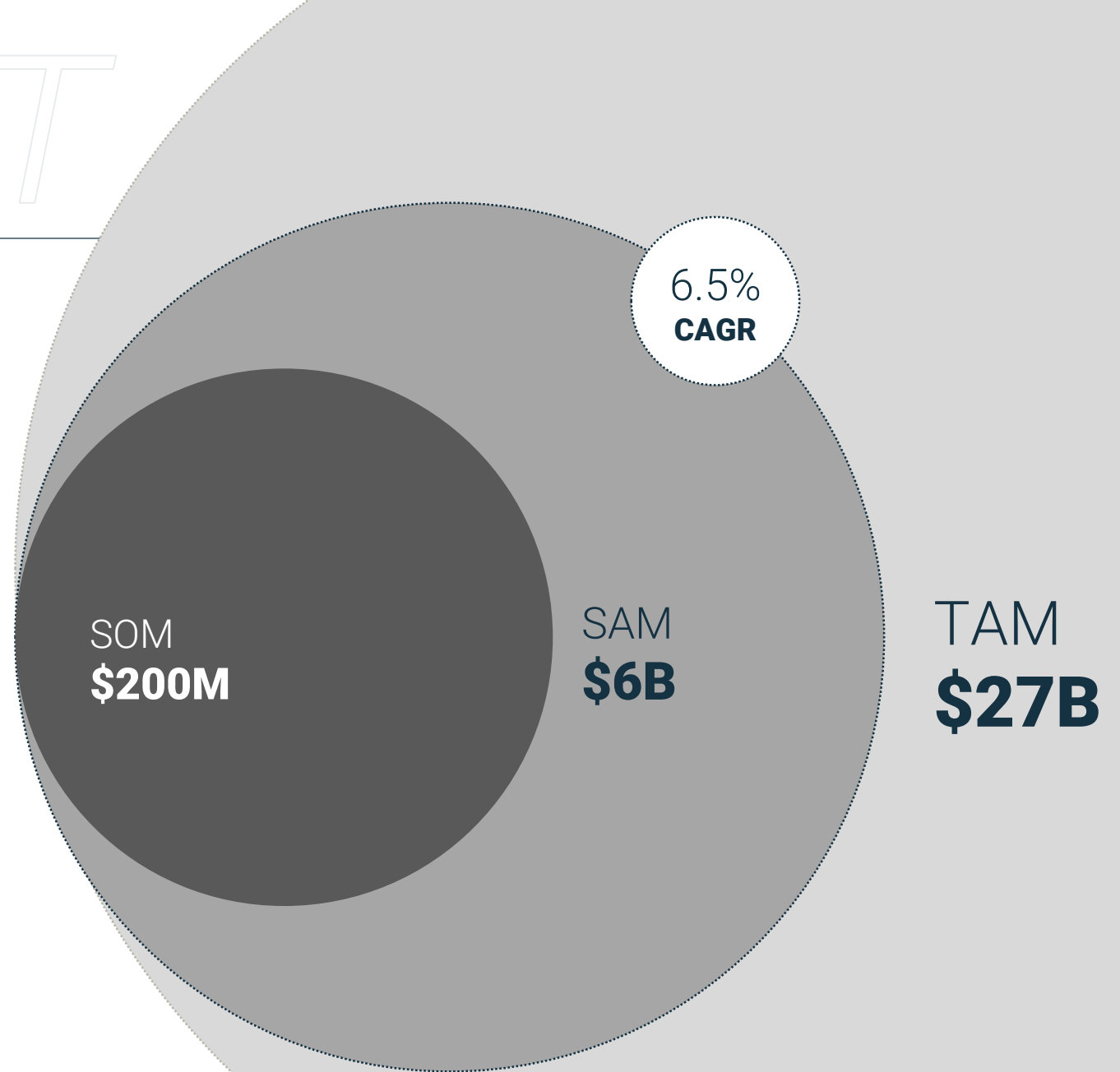
**Lease:** 1M units @ \$5,600/year  
**Sale:** 60K units @ \$20K/unit



## SOM

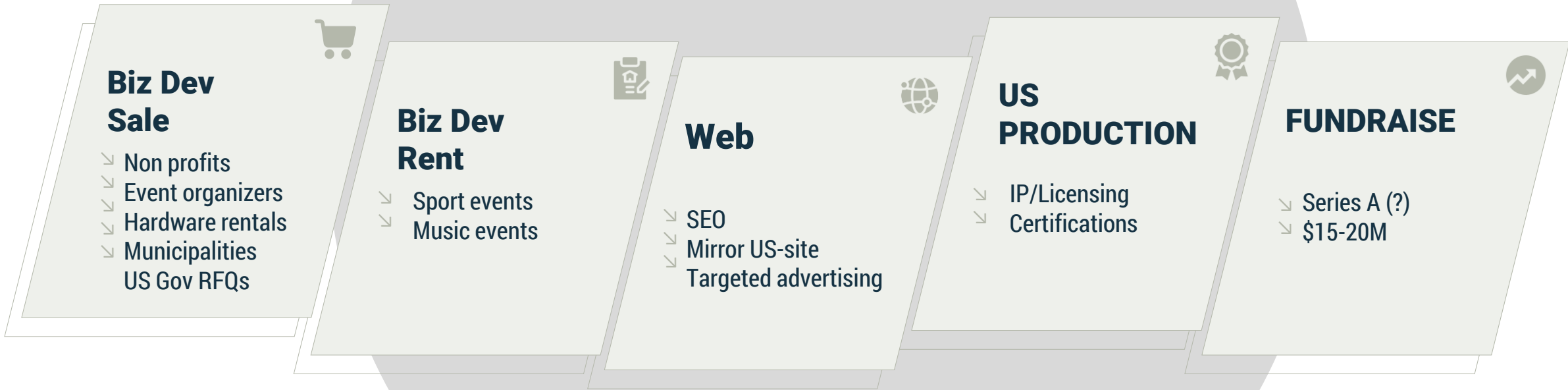
time horizon of 3 years

**Lease:** 3K units @ \$5,600/year  
**Sale:** 8K units @ \$22K/unit



Source: Grandviewresearch.com, Willscot's 10-K

# 2024 Priorities

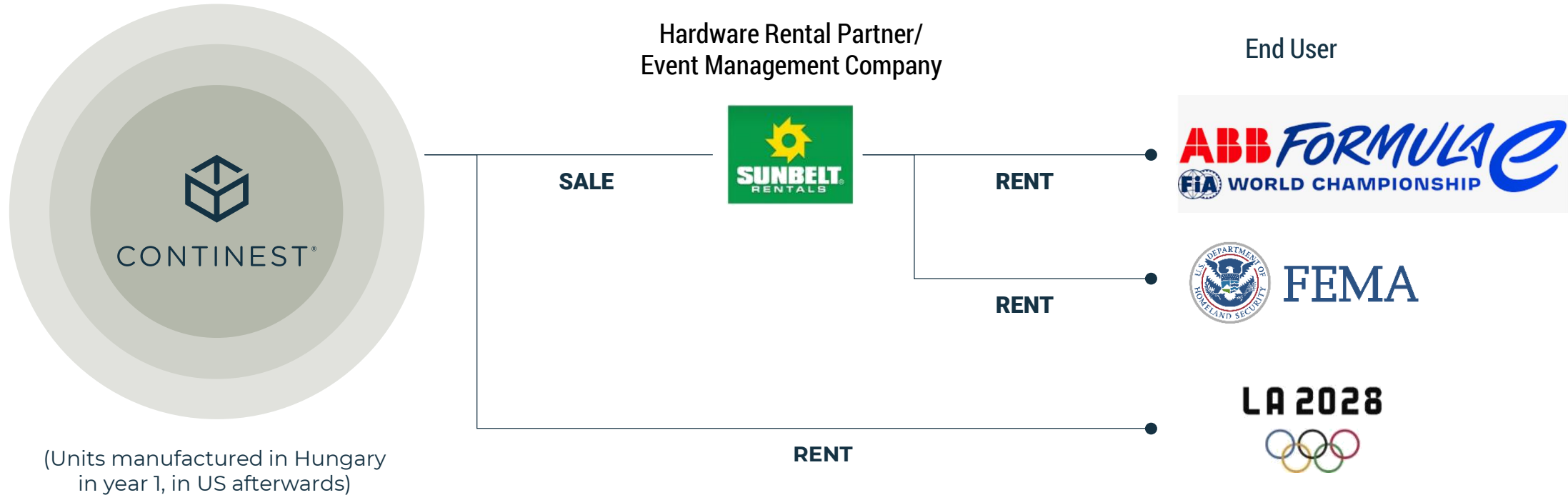


# PRIORITIES

# 2024 Achievements



# Business Model



	<b>01</b>	<b>02</b>	<b>03</b>
<b>BUSINESS MODEL</b>	<b>B2B – Direct Sale</b>	<b>Hybrid – Sale+Lease</b>	<b>B2C – Rent</b>
<b>PRICING (AVG)</b>	<b>\$25K+/unit</b>	<b>n/a</b>	<b>5,600/yr*</b>
<b>GROSS MARGIN</b>	<b>35-40%</b>	<b>45%</b>	<b>50%</b>
<b>YEAR DEPLOYED</b>	<b>0-1</b>	<b>1-4</b>	<b>4+</b>



# 2024 US production – own vs. contracted

## WHY

### **There is a significant advantage in localized manufacturing in the US**

- ↘ Advantage in bidding on the military and other governmental projects
- ↘ Increase in cost of production should be more than offset by savings on transportation
- ↘ “Made in USA” is a strong marketing differentiator
- ↘ Easier to attract investors
- ↘ Higher exit valuation of the company

## WHERE

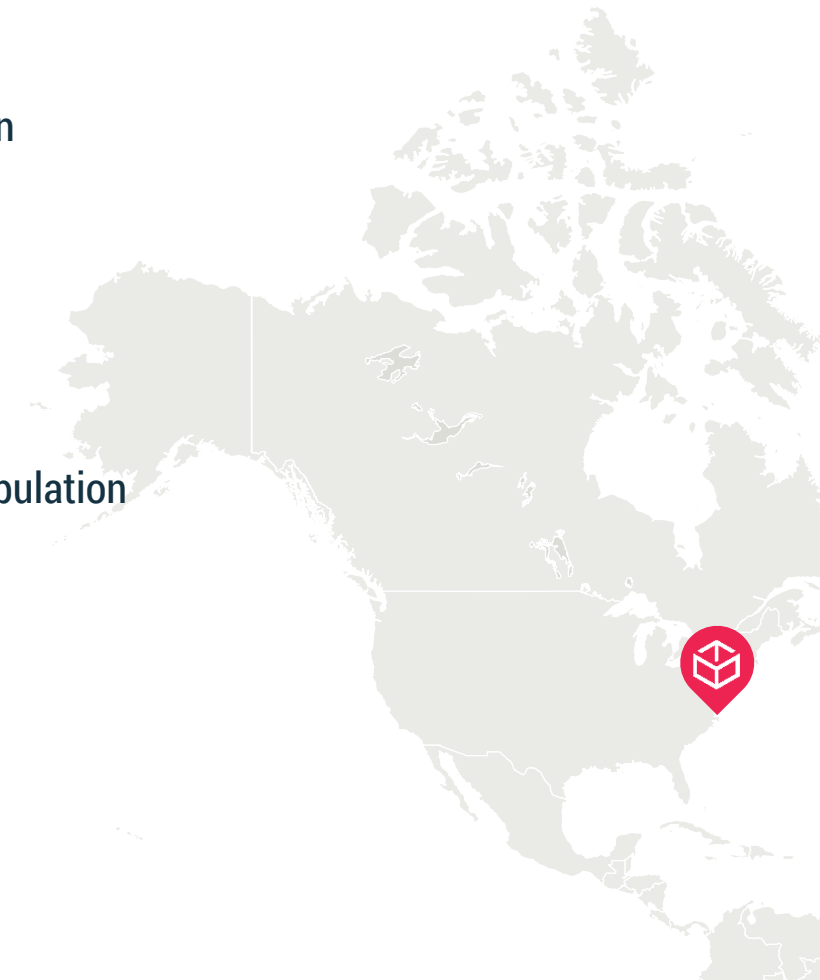
### **Mid South of US has significant advantage**

- ↘ Logistical – within 1.5. days of the 70% of the US population and 50% of Canadian population
- ↘ Favorable tax treatment
- ↘ Relatively lower labor cost
- ↘ Lower threshold of compliance and state regulations
- ↘ Potential States: Georgia, North Carolina, Virginia, Pennsylvania

## WHO

### **Gulfstream Steel and Supplies is one of the strong options**

- ↘ Existing relationship, having showed us massive support during last two years
- ↘ Advantageous location in North Carolina





**Thank you**  
for your attention!



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