

**TAL  
TECH**

**TalTech is looking for a CEO and co-founder for a new potential startup**

Preferred background of the CEO: business development in the field of biorobotics.

**HYDROMAST**

# Opportunity and conditions

TalTech annual budget for RD activities is 50M euros.

In order to take research to the market we need multifaceted great teams and therefore we are looking for CEOs for science based tech startups.

What you get: equity in the company which is based on years of research. Cap Table will be decided together with research partners. TalTech will get equity in the founding stage in the range of 5-10% for exchange of IP.

What we expect from the cofounder:

- describe the best possible product market fit
- personal contribution (time and/or money)
- capability to attract funding (personal and/or investors/grants)

**In order to apply for the cofounder position, finish the slides (feel free to add/modify slides) and return them to [mirjam.kert@taltech.ee](mailto:mirjam.kert@taltech.ee)**

In case current team members see you fit to be the potential CEO we will arrange a meeting and discuss potential co-founding possibility.

Questions: [mirjam.kert@taltech.ee](mailto:mirjam.kert@taltech.ee)

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# PROBLEM

MARKET GAP

## The Ocean Data Blind Spot.

Ports and Offshore Wind Farms need real-time data for safety, but current solutions are offline loggers or prohibitively expensive scientific gear.



**€15,000+**

COST PER UNIT (COMPETITORS)

Prevents scalable network deployment.

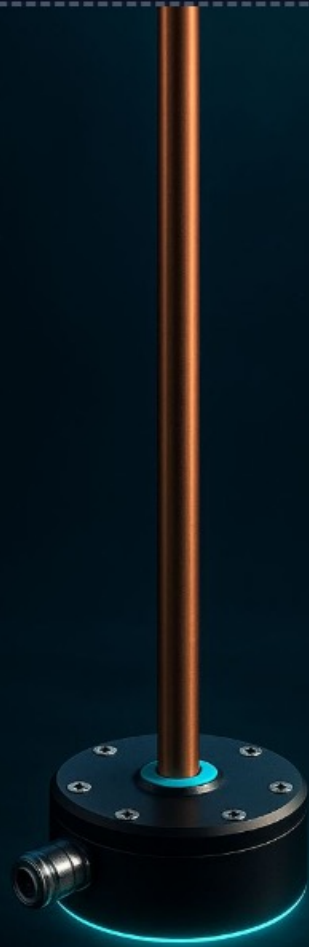


**Offline Data**

NO REAL-TIME DECISIONS

Data retrieval requires divers/boats.

# SOLUTION



## THE INNOVATION

# Hydromast Ecosystem

We replaced expensive acoustics with smart solid-state sensors connected to the cloud.



### 10x Cheaper

Drastic CAPEX reduction enables mass deployment in ports.



### Real-time IoT

Direct 4G/NB-IoT connection. Instant dashboard access.



### 1 Year Battery

Optimized power management for autonomous operation.



### Rugged Design

No moving parts to break. Resistant to biofouling.

# USECASE

USE CASE

## Smart Port Precision Docking

Saving time and fuel for large vessels.



### 1. Rapid Install

Attached to quay wall in 30 mins. No divers needed.



### 2. Live Stream

Current speed & direction sent to cloud instantly.



### 3. Decision

Captain views data on tablet. Safe docking executed.

# MARKET OPPORTUNITY

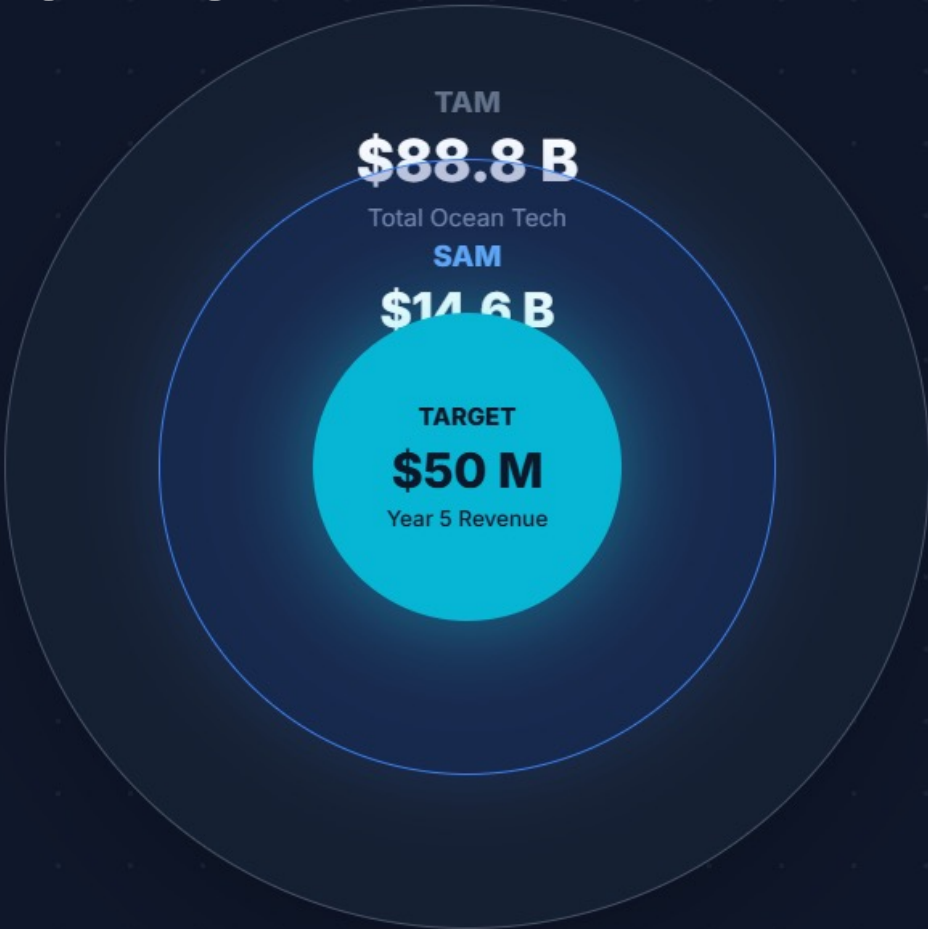
## MARKET TIMING

# A Massive Untapped Market

The digitization of the "Blue Economy" is just beginning, driven by climate change and logistics efficiency.

**CAGR: 29.8%**

**Global Scale**



# MARKET OPPORTUNITY

## 3 Key Vertical Markets



### Smart Ports

**\$14.6 B**

**Driver:** IMO regulations & Efficiency.

**Need:** Safe docking data to reduce wait times and accidents.



### Offshore Wind

**\$72.0 B**

**Driver:** Renewable energy boom.

**Need:** Precise "Weather Window" prediction to lower maintenance costs.



### Env. Science

**\$2.2 B**

**Driver:** EU Green Deal & MSFD.

**Need:** Dense coastal monitoring networks which are currently too expensive.

## CURRENT STATE

# TRL 8

System Complete & Qualified

STATUS

● **Commercial Ready**

### VALIDATION

#### **Technology Proven**

Hardware successfully tested in harsh Baltic Sea conditions. Data accuracy confirmed against reference devices.

### TRACTION

#### **Pilots Active**

3 ongoing pilots with local partners gathering live data every day. Feedback loop established.

### NEXT STEP

#### **Spin-off & Seed**

Incorporating company to accept first investment round and begin commercial sales.

FOUNDING TEAM

# Building the Future of Ocean Tech

Scientific excellence meets engineering execution.



**Asko Ristolainen**

**TECHNICAL LEAD**

Driving hardware design, sensor integration, and manufacturing strategy.



**Maarja Kruusmaa**

**SCIENTIFIC ADVISOR**

Professor of Biorobotics. Ensuring scientific rigor and R&D strategy.

● SUPPORTED BY TALTECH

# HYDROMAST

XXXX XXXXXXXX, potential CEO and CoFounder  
LinkedIn: [link](#)

# MARKET OPPORTUNITY (TAM, SAM, SOM)

INPUT BY POTENTIAL CEO

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**TAL  
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# COMMERCIALIZATION PLAN FROM LAB TO PRODUCT

INPUT BY POTENTIAL CEO

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**TAL  
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# **FINANCIAL PROJECTIONS: PATH TO MAXIMIZE STARTUP VALUE**

**INPUT BY POTENTIAL CEO**

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# VISION FOR FUTURE TEAM

INPUT BY POTENTIAL CEO

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# CONTRIBUTION

(TalTech will give options shares for the new co-founder, what is that you are willing to invest in terms of money, time and competencies and what are your expectations regarding option shares)

## INPUT BY POTENTIAL CEO

- I'm suitable to be the founding member ...
- My contribution can be (time, money, competencies, contacts etc)
- My expectations regarding option shares in startup founding stage is in the range of x-x%