

## *Wind-Do*

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### **Management:**

Francois (Frank) Gagnon eng.  
Founder

**Industry:** Greentech

**Number of employee:** 1

**Bank:** N/A

**Generating revenue:** No

**Profitable:** 2013

**Auditor:** N/A

**Amount of financing sought:** 18M\$ split  
over 15 months.

**Use of Funds:** Start-up

***First assumption:** The next Facebook or YouTube © will be a greentech. Some simple but significant technology improvement may lead a corporation to fast forward grow.*

**Business Description:** *Wind-Do* will essentially operate in the clean renewable energy market. We will create and continuously improve techniques that we will licence worldwide. We will produce goods for our local market and our factory will act as sale demonstrator, as field for our research and as incubator for our consulting staff.

**Summary of business Strategy:** We will first make things work at home. When we will be satisfy of our products, we will put emphasis on the diffusion of our success and we will use it to promote our services. We will take good care of our intellectual property, reminding that the quality of our services and our leadership will be stronger than law to enhanced our customers relationship.

**Products & Services:** We can separate the earliest products of *Wind-Do* in two categories: The wind turbines and the energy management system. Our wind turbines are based on a new way to harness energy from wind. This innovation allows building energy generator that is adapted to the location of the installation, for example in a living area, on cultivated land or over an existing building. The noise and the awkward movement of the wind turbine will be control or eliminate, making them acceptable for everybody, everywhere. Our energy management system will help to synchronize green energy production, that is random, with demand that have peaks that are predictable. As a major incentive, our energy management system allows the fabrication of electric car rechargeable in 5 minutes.

We will offer our services in three ways: We will produce and sell many components on our local market, we will widely diffuse our technologies in regards of royalties, and we will give consulting support to our customers. The fabrication will generate our first revenues. We will enhance our offer with accessories and installation devices. Our licensing services will include products development, fabrication process, factory implantation, accessories sourcing, installation procedure, marketing tools and financing expertise. Our consulting services will include training, turn key factory and particularly custom system specification, including large project quality control.

**Technologies / Special Know-How:** Our wind turbine concept is base on the principle that concentrating the air flow on the most effective part of the turbine will increase the efficiency of the apparatus. This concept lead to the fabrication of wind turbine where all moving parts are enclosed, this will virtually eliminate the noise and the disturbing movement. Simpler version will produce extremely competitive wind turbine adapted to wild live or high-rise building.

Our energy management system is base on standard batteries that can be produces with any kind of accumulation technology. Every battery will have their own capability that will be registered on mounted micro devise. The energy system will use every battery according to her capacity, for example charging or discharging speed, in regards to extend the live time of each one. Editing and continuous updating of the energy managing software will be the key to keep control of that technology.

**Second assumption:** *The green and renewable energy needs is not only a fashion or temporary market; the running out of fossil energy is real and the needs for alternative solutions will grow for the next century.*

**Market:** Using the cost of the giant wind turbine as a basis for our calculations, consider that 200,000 2MW generators will have to be installed every year for the next 50 years to substitute 40% of primary energy needs. Our business plan demonstrates how this is possible. This represents an annual investment of 1,200 billions dollars across the world.

We assess that in 10 years at least 40% of the 50 million new cars produced every year will be electric or rechargeable hybrids. As for the time being, our technology is the only one able to recharge electric vehicles in 5 minutes, we expect that by then at least 5 million cars will use our modular batteries system. To this we must add motorcycles, boats, small delivery trucks, and fix energy management systems for home, commercial and industrial use. We estimate that in 10 years there will be 7 millions end users of our energy management system that will require continuous software updates.

**Distribution channels:** We will not sale directly to end-users. For our local distribution, we will make commitment with entrepreneurs directly linked with their specific market. That could be for example some car dealers that will sell urban wind turbine as an option for electric car, or some foundation contractor that will be required to install our rural wind turbine. We will share this distribution channel knowledge with our licensed partner worldwide.

**Competition:** Our products are so innovative that we believe there will be very little if any direct competition at the beginning. If we achieve our leadership strategy, our goal will be to licensed potential competition. On a so vast market, corporations will be ready to spend millions dollars to have their parts. We will have to show them that the venture we propose will give them better and faster results, all this at lower cost.

**Outlook:** Predicting milestones events that are linked with funding are difficult. Even if funding is forecast to be spread over 15 months, uncertainly may force the management to delay some projects. Partial delivery of our products will open the door to alternatives solutions that can harm our international leadership position. We expect to be well known by the end of the second year, if not, our royalty's revenues for the years after may be less, even if overall profitability will remain very good.

### Financial Summary:

Project Stage	Current	Construction		Operations			
Projections (\$M CAN)		Year 1	Year 2	Year 3	Year 5	Year 7	Year 10
Gross revenues	0	0	1,5	17,7	118,6	219,1	345,8
Cost of goods sold	0	0	1,2	14,0	91,1	146,6	164,3
Gross margin*	0	0	0,3	3,7	27,5	72,5	181,5
Fixes expenses	0	0,9	1,6	2,0	2,2	2,4	2,7
R & D + Intellectual Property	0	4,3	2,9	0,5	0,5	0,5	0,5
Marketing	0	0,1	1,4	1,7	1,9	2,5	3,1
Net income (loss)**	0	(5,3)	(6,0)	(1,7)	14,5	39,7	106,3
Dividends	0	0	0	0	1,5	6,0	21,2

\* Note that gross margin ratio improve in time with the increase of revenues incoming from royalties.

\*\* After depreciation & taxes on benefit.

**Third assumption:** *Becoming a world leader always come from the vision of one, but cannot be done without significative investments.*

**Use of funds (\$M Can):**

	<b>First year</b>	<b>Second year</b>
Intellectual property	0,6	0,4
Development and prototypes	6,0	4,1
Tax return on R&D of first year	0	(2,4)
Marketing and communications	0,1	1,4
Equipments and installation	0,9	0,1
Building	0,8	0
Operations cost and financing	0,9	1,1
Liquidity		4,0
<b>Total use of fund:</b>		<b>18,0</b>

**Exit Strategy goals:** The corporation will need to build a vast factory within the 18<sup>th</sup> and the 36<sup>th</sup> months after its creation. This investment will be settle base on firm contracts for wind-turbines. This will allow the corporation to turn to public funding. At that time it will be easy for investors that wish to exit to rapidly do so, but perspectives at that moment should be so good that it is doubtful that anyone will wish to sell their shares, even if expected public funding will be at five time the original share cost.

**Extended presentation:**

- The complete demonstration of our project is available on our web site [www.wind-do.com](http://www.wind-do.com).
- It is highly recommended that you follow our investor tutorial that will guide you to set up documents in good reading order. This guide is available from our web site at [www.wind-do.com/web/PDF/tutorialapril2010.doc](http://www.wind-do.com/web/PDF/tutorialapril2010.doc)
- More details are available in a less formal arrangement from out FAQ from investors, also available from our web site at [www.wind-do.com/web/PDF/FAQ.pdf](http://www.wind-do.com/web/PDF/FAQ.pdf)