

DELPHISONIC A.S.

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Co-Founders, Management:

CEO, Ali ACUR

CMO, Gökhan ÇELEBİ

CTO, Mevlana DOVAN

CFO, Nurullah ACAR

Category: i.e. Smart Transportation, Big Data Solutions

Year Founded: 2016

Year participated in GCIP: 2017

Number of Employees: 5

Amount and Type of Financing Sought:

e.g. 100K investment from a Washington - based US investor

Funding Stage: Round A

Use of Funds: Global expansion for UK, Germany and US market, new hires, marketing

Business Description: Delphisonic enables railway operators to detect mechanical problems in advance & in real time to avoid catastrophic accidents, crashes, overturns or derailments. Main customer is railway operators or manufacturers.

Product/Market Fit: Our solution includes both Hardware and Software. Speed, temperature and vibration sensors are attached to mechanical systems and can predict when and where a problem will likely to occur and with a software engineers can monitor the health of the system. Beachhead segment is railway operators. By customer interviews, railway operators told us that there is huge cost-saving for them if they implemented this technology. Plus, there will be minimum disruption to services. Most importantly, our technology helps for life saving which we believe is the most important part of our business.

Business Model: We charge our customers based on the saving we made for them. We mainly use direct sales but with partnering with GE and Deloitte, we start utilizing their channels.

Customers/LOI: TCDD, SBB Rail Cargo of Switzerland, GE, MEY, UN RORO and many others.

Management: Our CEO and founder worked for Airbus and focused on condition monitoring, the tech we now utilize. CMO has MBA and has over 10 years of related experience, CTO has 2 startup failures. We need 2 computer engineers, 1 electrical engineers and 2 sales and marketing personnel

Technologies/Special Know-how: Patent Applications in both TR and US.

Markets: Railway industry in Turkey is 1B USD market and only for periodic maintenance. Our growth rate can be 120%. 2nd market is Maritime and growth rate is 70%. 3rd is assembly lines with a growth rate of 50%.

Competition: SKF, Bently Nevada are direct customers. Better of in terms of accessibility, affordability, tech superiority.

Funds Raised: 100K USD from an investor based in Washington, DC.

Financial Projections

\$, in thousands	2017	2018	2019	2020	2021
Revenue	700K EUR	1.1M EUR	2.5M EUR	16M EUR	66M EUR
EBIT	250K	460K EUR	1,05M EUR	5,3M EUR	30M EUR
Funding Needs	5M EUR	NA	NA	NA	250M EUR