

**Field: Hydrofoils, Electric, Zero-Emission**



MobyFly was founded by Sue Putallaz and Anders Bringdal, and later joined by Ricardo Bencatel, Anthony Girardin and Thomas Putallaz. MobyFly's mission is to design, develop and build the most technologically advanced, zero-emission, mass transit hydrofoil boats in the world. We deliver to operators a cost-effective, sustainable transport system that through regular hardware and software updates will only ever become better over time. MobyFly's team has a demonstrated track record with hydrofoil boats — including achieving several speed sailing records on water — and has proven ability to deliver on their objectives. MobyFly will be at the forefront of 21st century mass transportation, designing and delivering fast, efficient, zero-emission hydrofoil boats that will change waterborne travel forever. MobyFly hydrofoil boats are fast, transporting anywhere from 12 to 300 passengers comfortably above the waves at speeds in excess of 70 km/h. They will be extremely efficient, requiring up to 70% less energy than current diesel ferries. They will be future proof, receiving our regular hardware and software updates that mean they are always cutting-edge and (as current battery and hydrogen technology improves) perform with ever greater efficiency. Above all, MobyFly hydrofoil boats are absolutely and completely emission free.

### Problems in society and proposed solutions

The International Maritime Organization (IMO) global agreement (signed in 2018) committed to cutting total shipping greenhouse gas (GHG) emissions by at least 50% by 2050 (compared to 2008 the baseline). However, the EU considers this goal too timid and has much higher ambitions: they aim to cut ALL transport emissions by at least 90% by the same date. By harnessing the existing natural infrastructure of rivers, lakes and coastal waterways, MobyFly will provide a viable, practical and flexible zero-emission mass transportation solution for cities all over the world. Waterways are an abundant, natural infrastructure that don't need to be built or paid for, they just need to be protected and maintained. Our hydrofoil boats are a practical, viable means of providing efficient, zero-emission mass transportation in the time of climate change.

### Strength of your company/ products

- MobyFly's Software with a proven and reliable flight control system
- MobyFly are fast hydrofoil boats, transporting up to 300 passengers comfortably above the waves at speeds in excess of 70 km/h. The boats are extremely efficient, requiring up to 70% less energy than current diesel ferries
- MobyFly has an experienced team with a demonstrated track record with Hydrofoils and a proven ability to deliver from the Americas' Cup to the boat industry.

### Business model

MobyFly business model is similar to car Original Equipment Manufacturers (OEM). MobyFly designs the boats, develops and integrates the core subsystems, like the foiling control system, the retractable foil-propulsion units, the battery swapping interfaces, acquires other subsystems from specialized partner manufacturers, like the batteries and the powertrain, subcontracts and supervises the production and assembly of the boat structure, subcontracts the subsystems assembly in the boat, performs the tuning and validation tests, sells the boats to the clients and provides close technical support services to the clients throughout the boat life-cycle (including upgrades). When possible, we licence the boat structure production and assembly to shipyards in the country we are delivering the boats to. MobyFly's revenue comes mainly from:  
 Sale of boats / Sale of parts and systems (including the battery swap system) / Cloud and software adherence  
 Maintenance and upgrades / Carbon credit paid by industries that cannot decarbonize their activities  
 Electrical grid balancing services (with the battery swap platform)

### Objectives participating in Hack Osaka Business Meeting

- MobyFly is now starting the round A funding to finance the commercialization of the 10 meter prototype hydrofoil boat and the delivery of the 18 meter boats that have been already signed.
- Find local partners to develop our products and company. Japan is a global leader in design, manufacturing and innovation, we are excited to find local partners to join us in this quest.

<b>Year of founding</b>	2020
<b>Web</b>	<a href="https://mobyfly.com/">https://mobyfly.com/</a>
<b>Location</b>	Collonges, Switzerland
<b>Funding</b>	USD 1.4M
<b>Experience in global market</b>	France, Switzerland, Portugal
<b>Availability in Japanese</b>	×