

THE INNOVATIVE RENTAL SYSTEM

HEIUKI
SUP&KAJAK **AUTOMAT**



heiuki.com

HOW DOES HEIUKI WORK

1.

BOOK ONLINE

SUP / KAYAK online
booking & payment



personal
locker



bookable via
cell phone



contactless
processing



high-quality
equipment



Selfservice



incl. paddle
and drybag

2.

OPEN TRAY

Open the compartment
by cell phone & remove material

3.

START PADDLING

Enjoy time by the water

THE ADVANTAGES WITH HEIUKI SHARE



Possible without start-up capital thanks to cost-efficient leasing (one-off investment also possible)



Marketing and customer acquisition is handled by HEIUKI



Fully functional booking system for automated processing provided by HEIUKI



Revenue share of net rental income > passive source of income



Predictable investment and fast turnover through existing customer base.

Rapid acquisition of new customers through target group-oriented marketing activities by HEIUKI



additional income from the HEIUKI network via the subscription model as well as events and courses during idle times



Customer service is handled by HEIUKI. This makes it perfect for part-time work or alongside your main business

SUP & KAJAK VENDING MACHINE

Self-sufficient, durable & fully automated

LARGE



DETAILS

Length: 4,45 m
Width: 2,20 m
Height: 2,40 m
Weight: 1.200 kg

Occupancy plan:

Variant 1:
- 10x SUP
- 2x Kajak

Variant 2:
- 14x SUP

Variant 3:
- 6x SUP
- 4x Kajak

Variant 4:
- 8x Kajak

SMALL



DETAILS

Length: 4,45 m
Width: 1,10 m
Height: 2,40 m
Weight: 700 kg

Occupancy plan:

Variant 1:
- 5 x SUP
- 1 x Kajak

Variant 2:
- 4x Kajak

Variant 3:
- 7x SUP

BEST PRACTICE

Based on data from the previous season (2024) Location: Hamburg Mühlenkamp SUP & kayak rental station: 2x SUP & kayak rental machines



x 2,273 bookings / season = € 49.005,- revenue (gross)



LUCRATIVE & SIMPLE BUSINESS MODEL

Profitability from **2 rentals per day in the season**

5% Low location costs

15% Investit in Equipment

30% Marketing budget, customer support, software

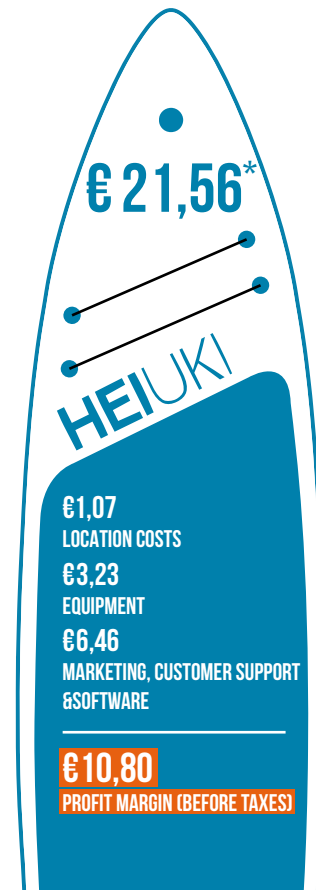
50% High profit margin

with an average of **10 rentals** per day

€ **3.300,-** Operating profit per month (before tax)

€ **10.780,-** Operating profit per season (100 days / season)

*Average shopping cart



BUSINESS MODELS

LICENSE PARTNER INVESTMENT

The license partner buys the vending machine.

Variant S:
from €14.900,-

Variant L:
from €19.900,-

*exkl. Rentalequipment & Transport

sample calculation:
Turnover: € 24.500,-
~1.136 bookings
70% Revenue share
Revenue p.Y.:

€17.150,-

LICENSE PARTNER LEASING

The license partner leases the machine.

Variant S:
€ 225,- p.M. (84 Months Term)

Variant L:
from € 300,- p.M. (84 Months Term)

*exkl. Rentalequipment & Transport

sample calculation:
Turnover: € 24.500,-
~1.136 bookings
70% Revenue share
Revenue p.Y.:

€17.150,-

LOCATION-PARTNER

The partner makes his space available.

Variant S:
€ 0,-

Variant L:
€ 0,-

sample calculation:
Turnover: € 24.500,-
~1.136 bookings
5% to 10% Revenue share
Revenue p.Y.:

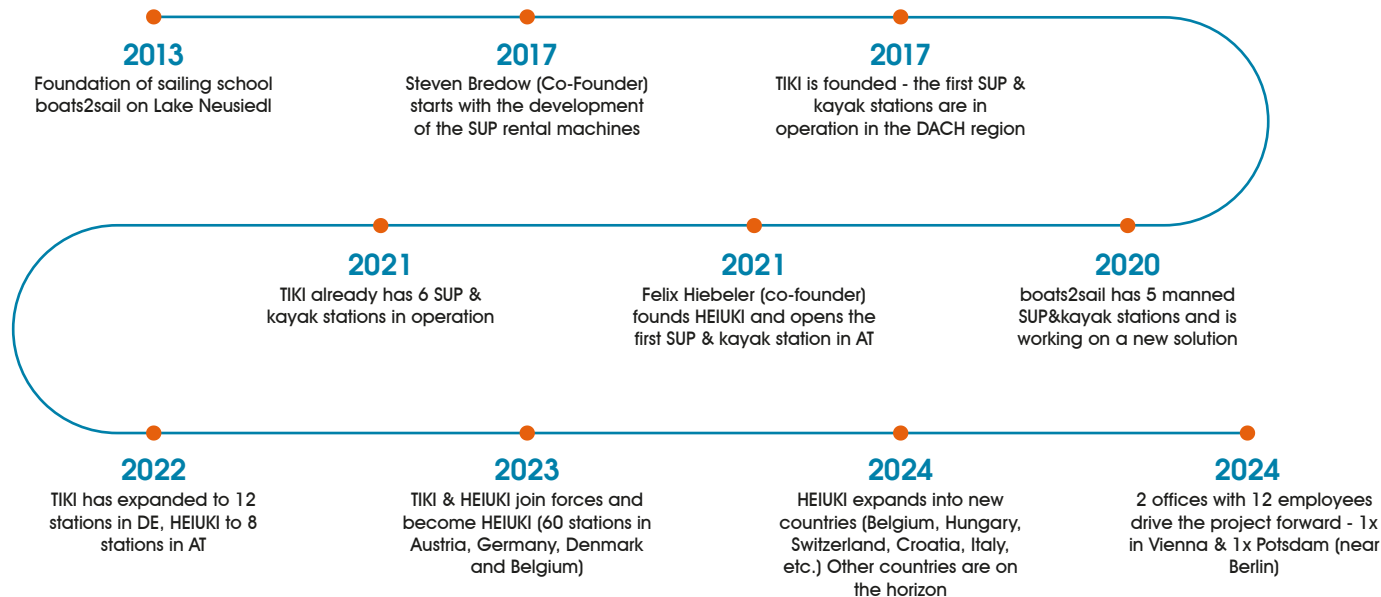
€ 1.225,- TO € 2.450,-

In addition, operation as a white label license partner is also possible.

HEIUKI VS. OTHER PROVIDERS

- | | |
|--|--|
| ✓ The rental process is automated by the customer | ✓ The rental process is automated by the customer |
| ✓ Customer service is handled by Heiuki | ✗ You have to take care of customer support yourself |
| ✓ Vending machine is delivered ready2go | ✗ The rental station must be set up by yourself |
| ✓ Completely self-sufficient thanks to integrated PV module | ✗ A power connection/supply is required for operation |
| ✓ Heiuki is an independent company and does not make any supplier specifications | ✗ It is specified which rental equipment must be purchased and how often it must be replaced |
| ✓ We have the same goal! We are both interested in generating rental revenue | ✗ Have the business model to sell boards & kayaks to their partners |
| ✓ The station can stand all year round and the material can remain stored in it | ✗ The station must be cleared in winter and the material winterized |
| ✓ The machine consists "almost" exclusively of non-ageing objects and materials. This makes it suitable for long-term use. | ✗ The station is made of sheet metal and fast-ageing materials |

THE STORY OF HEIUKI



THE PEOPLE BEHIND HEIUKI



FELIX

CO-FOUNDER & CEO



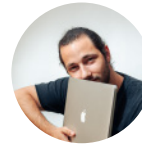
STEVEN

CO-FOUNDER & ENTWICKLUNG



THOMAS

CREATIVE DIRECTOR



PATRICK

SOFTWAREENTWICKLUNG



JULIA

SUPPORT & BUCHHALTUNG



DALY

SOCIAL MEDIA



PATRICK

MARKETING & SUPPORT



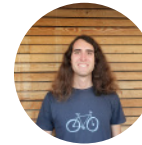
DOMINIK

SALES & SUPPORT



MARKUS

FINANCE



DANIEL

WEB DEVELOPMENT

HEIUKI, A COMPANY FROM AUSTRIA / GERMANY

The **HEIUKI SHARE** concepts offer a completely new opportunity for hotels, camping, gastronomy & leisure providers or sports enthusiasts looking for a lucrative project. With the self-sufficient rental system, developed in Vienna and produced in Brandenburg, we enable the tourism industry to offer an environmentally friendly and economically sustainable service. The rental machines are not only eye-catching but also easy, intuitive and contactless to operate, creating a whole new charm in the tourism region.

WHY HEIUKI

- Implemented by an Austrian / German company
- Low personnel costs
- Revitalization of the locations
- Increase in sales through a predictable investment
- Extended value creation possible (other sports)

CONTACT

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