



SilverTip Marine Inc. Company Profile

Just as GPS revolutionized boating navigation, SilverTip Marine is dedicated to revolutionizing boat security. SilverTip Marine uses advanced technology to provide cost-effective security solutions specifically designed for the boating environment. SilverTip Marine's core product, the ESP 3000, notifies boat owners immediately when their boats are being stolen or invaded. Through real-time two-way communication, SilverTip Marine connects owners with their boats virtually anywhere in the world, on land or sea, 24 hours a day.

Company Milestones

The following are some of SilverTip Marine's significant milestones:

- February 2003: SilverTip Marine is founded.
- September 2003, SilverTip Marine commences field testing of its ESP 3000 product prototype in Vancouver
- February 4, 2004: Product officially launched at the Vancouver International Boat Show

Product Line

Customer Focus: New recreational boat buyers in Canada – Vessels 20' and up

SilverTip Marine provides a solution to actively fight boat and equipment theft and to increase a boat owner's chances of recovering their boat if it is stolen.

SilverTip Marine's boat security solution lets a boat owner see where their boat is from anywhere in the world. With the ESP 3000 they can track their boat on land or in the water.

The solution is unique to the recreational boating industry because it covers 3 big requirements for boaters that combined help them protect their assets and save money:

- Tracking in the event of theft
 - Immediate/ Anywhere: You are immediately notified in seconds if there's a problem, anywhere you are in the world
 - Active: You can directly query the status of your boat or find it instantly on a map yourself. This 2-way real-time connection capability is unique to the boating industry and unique to the security industry.
- On-board security – alerts you to intruders & protects your valuable equipment
- Status review - so you can stay on top of potential maintenance problems.

Leading-Edge Technology

SilverTip Marine has leveraged the latest technology to apply it to the needs of boaters through a combination of the following features not available through other boat security solution providers today:

- 2 way direct real-time wireless capability available from anywhere in the world.
- GSM/GPRS wireless communications platform
- Advanced sensors customized to the marine environment
- GPS satellite receiver with Geo-fencing capabilities
- User programmable features so you can customize your own system to the items you care about

The Industry Problem SilverTip Addresses

\$60Millions worth of boats and equipment are stolen in Canada each year and over 80% are not recovered. Here in British Columbia alone, 859 boats were stolen in the year 2000 worth approx. \$11 million dollars. One of the biggest challenges for many boaters today next to paying for their pleasure craft is preventing someone from stealing it or the valuable equipment onboard. A North Shore News article in November 2002 included this revealing quote: "We've never had such a rash of stolen vessels," said West Vancouver Police Department (WVPD) Sgt. Bob Fontaine. "We're stepping up patrols at marinas and we're urging owners and operators to be more vigilant."

Partners

SilverTip has sales distribution agreements in place with the following boat dealers in British Columbia:

Captain's Village Marina, Scotch Creek BC
Dockside Marine Centre, Kelowna BC

With agreements expected soon with several other prominent BC boat dealerships.

For further information, please contact:

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