Appendix 2:

Fact Sheet:

Conversion of Electric -Tricycles on the Philippines

Table of Contents

1. Summary

In the Philippines the Tricycles are the main means of persons transport.

More than 1,000,000 registered tricycles are powered by 2- or 4-stroke internal combustion engines. The exhaust gases pollute cities, villages and the environment. The enormous consumption of gasoline and oil also pollutes natural resources.

2. Business Idea

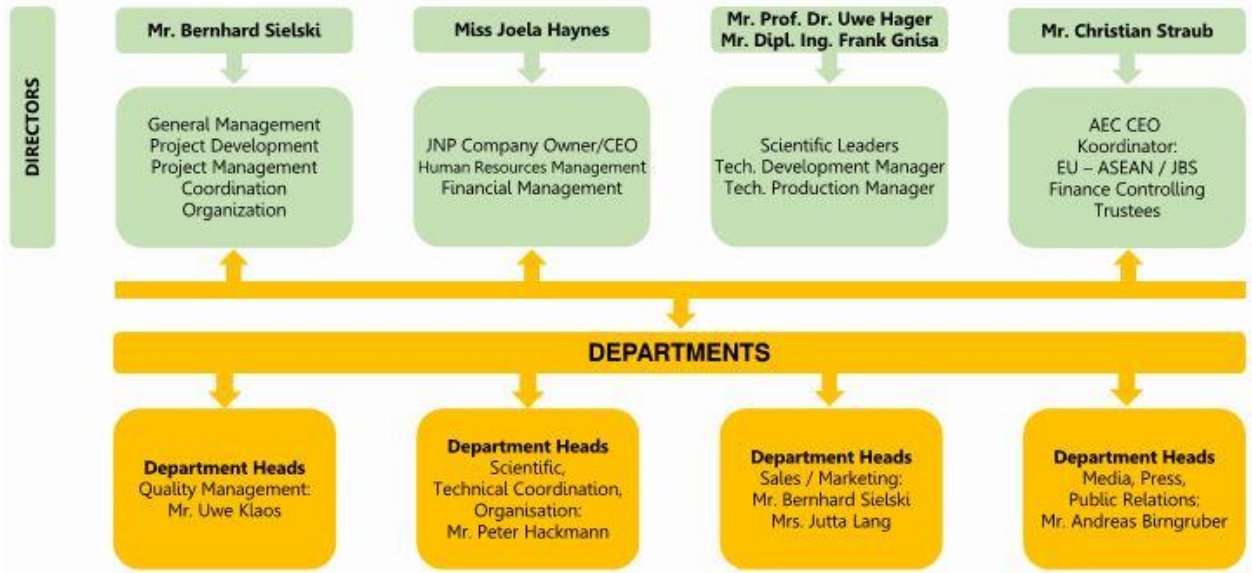
Conversion of the existing tricycles into electric tricycles with PV-roof

- Removal of the combustion engine
- Removal of the fuel tank
- Removal of the throttle lever
- Installation of an electric motor
- Installing a new throttle lever
- Mounting the PV modules
- Installation of all wiring systems

Establishment of road safety:

Since a contractual cooperation with TÜV Süd (Manila office) is planned, this E-Cycle will be the first vehicle in the entire ASEAN countries to bear a TÜV badge (unique selling proposition).

3. The Competence Team



JOEBERSIE CONSULTANCY & TRADING SDN. BHD. - Kuala Lumpur/Malaysia:

Mr. Bernhard Sielski
German entrepreneur, 10 years permanent self-employed in the Philippines. Former advisor to the former Costa Rican government in the health sector; former advisor to the former Philippine government in tourism and infrastructure development. Advisor to the Philippine coconut farmers and coconut farmer associations; main idea provider and developer for this project. Responsible for initiating business, negotiations with the Philippine Local Government, negotiations with international partners, contracts and project development.

Mr. Christian Straub
Shareholder/CEO **AEC UG Germany**, Finance Controlling – Trustee, German-European distribution.

Miss Joela Haynes
Studied electrical engineering, managing director of the production company **JNP** in the Philippines, responsible for the management of **JNP** production, as well as negotiation and personnel management.

Mr. Prof. Dr. Uwe Hager
Scientific director, alternative energies in the low-tech and low-cost area.

Mr. Dipl. Ing. Frank Gnisa
Technical manager new developments, patents, coordinator knowledge transfer.

Jhoellas Native Products, production company Philippinen:

Miss Joela Haynes
Managing director/owner, studied electrical engineering, responsible for production management, negotiations and personnel management.

Mr. Candido P. Sombilon
Manager, studied law. Director of CPMPC - Coconut Farmers Association in Ciabu-Baybay City, President of the Teachers Association of Makinhas National High School, Mayor of Ciabu-Baybay City, responsible for project management and personnel planning and negotiation.

Mr. Carlos P. Vegas
Coordinator, certified lieutenant at sea (merchant shipping), local mayor of Baybay City, organisation manager, responsible for negotiation and management, maintaining contacts with companies and associations.

Mr. Eduard Sanque
Technical manager, studied engineer, marketing manager, responsible for maintaining contacts with administration and mayors, organisation and execution of events, safety officer for the plantation and production.

Miss Zelle Haynes
Accountant, responsible for accounting, insurance, taxes, finance and payroll.

ASEAN – EU Consulting UG, Deutschland:

Mr. Christian Straub
Shareholder & CEO, Managing Director, Finance and Capital Manager, German-European Sales.

Mr. Bernhard Sielski
Shareholder.

4. Legal Certainty

Unfortunately, there is no legal certainty for foreign investors and entrepreneurs in the Philippines. The law only allows a company to be founded according to the 60/40 regulation (60% Philippine company share / 40% foreign company share).

However, in order to establish legal certainty, a further company is needed in the South-East Asian region.

Mr. Sielski and Miss Haynes therefore founded **Joebersie Consultancy and Trading SDN.BHD.** (abbreviation: **JBS SDN.BHD.**) February 2015 in Kuala Lumpur Malaysia.

As a director with Philippine citizenship, Mrs. Haynes (owner of the Philippine production company JNP), according to Philippine law, all owners of the Philippine production company may transfer to **JBS SDN.BHD.** as security.

JBS SDN.BHD. is therefore the main company and owner of the entire coconut sugar project in the Philippines with full control over all payments, revenues, quality management and worldwide distribution.

Mr. Sielski acts in the Philippines (as a foreigner) "only" as a consultant with an employee contract at the Philippine production company.

Mr. Sielski is again a shareholder of the **AEC UG Germany** with a cooperation of **JBS SDN.BHD.**

5. Production Steps

Within approx. 3 hours an existing tricycle is removed from all components in connection with the combustion engine.

The components required for the electric drive, including the batteries and PV modules, are installed in a further approx. 4-5 hours.

One master, two previously trained Filipino mechanics and an assistant can convert one tricycle per day.

6. Unique Characteristic

- So far no competitors in the professional conversion for electric tricycles.
- Simple technology (low-tech), therefore easy maintenance and care. No special workshops required.
- Affordable costs for Filipinos (low-cost). Micro-financing is possible in cooperation with Landbank Philippines.
- Conservation of resources by using existing material: "from old to new".
- Permanent quality inspections by German quality management.
- Introduction of the TÜV sticker by TÜV-Süd-Philippines
- First technically tested vehicle in all ASEAN countries.
- Own quality seal.

7. Marketing, Distribution

All Philippine media as well as regional and national politicians will be invited to the market launch.

In the first 2 years, the conversion service is limited to the regional region with approx. 3.500 tricycles.

With increasing demand and higher sales, further conversions are planned.

8. Project Realization

To be able to start the first professionally organized production, investments of **120.000 €** are necessary.

The production facility is completed within 2 months and is then immediately ready for operation.

9. Investment Requirements

Conversion of Tricycles to Electric Tricycles on the Philippines

Investment Requirements			
Rental of production facility 1 year			
300	qm à	10,00 €	**3.000 €**
Preparation			
architect			1.000 €
building permit			500 €
urbanisation			1.000 €
fence			2.000 €
Subtotal 1			**4.500 €**
Expansion of production plant			
1	workshop		3.000 €
1	warehouse		500 €
1	common room		500 €
1	showroom		500 €
Subtotal 2			**4.500 €**
Equipment / Tools			
1	shielding gas welding unit		400 €
1	angle grinder		50 €
2	assembly stands		50 €
2	suspension devices		50 €
	small tools		150 €
1	compressor		200 €
Subtotal 3			**900 €**
Material			
300	electric motors	60 €	18.000 €
300	controller	35 €	10.500 €
300	throttle lever	20 €	6.000 €
1200	lead gel battery	20 €	24.000 €
300	converters	5 €	1.500 €
300	PV moduls	60 €	18.000 €
300	lacquers / colours	5 €	1.500 €
	small tools		1.000 €
Subtotal 4			**80.500 €**
Personnel costs per year			
1	master mechanic	1.000 €	
2	workers	300 €	
1	helper	100 €	
12	total per month	1.400 €	16.800 €
Subtotal 5		pro Jahr	**16.800 €**
Running costs per year			
electricity, water, waste water			600 €
sales, marketing			1.500 €
internet, telephones			600 €
lawyer, permits			100 €
reserves			7.000 €
Subtotal 6		per year	**9.800 €**
Total			**120.000 €**
Required Capital Investment			**120.000 €**

10. Expenditure - Income Calculation

The construction and furnishing of the production facility is planned to take 2 months.

The investment is calculated for 1 year. The first income is generated immediately after the first working day.

For the first and second year only 300 rebuilt tricycles are used as a basis.

The production costs amount to 400 € per tricycle.

The selling price is calculated with 750 €.

11. Investment Opportunities: 6 years duration

6 years term:
1 year Repayment free.
The loan repayment (redemption) starts from the 2nd year and was fixed at € 2,000 per month.
After 6 years the loan debt is repaid.
The interest rate for **6** years is **5.5%** p.a. of the investment total.

12. Profit Calculation

Operating costs per year / 1. – 3. year			
Material			
300	electric motors	60 €	18.000 €
300	controller	35 €	10.500 €
300	throttle lever	20 €	6.000 €
1200	lead gel battery	20 €	24.000 €
300	converters	5 €	1.500 €
300	PV moduls	60 €	18.000 €
300	lacquers / colours	5 €	1.500 €
	small tools		1.000 €
Subtotal			**80.500 €**
Personnel costs per year			
1	master mechanic	1.000 €	
2	workers	300 €	
1	helper	100 €	
12	total per month	1.400 €	16.800 €
Subtotal		per year	**16.800 €**
Running costs per year			
electricity, water, waste water			600 €
sales, marketing			1.500 €
internet, telephones			600 €
lawyer, permits			100 €
redemption			57.500 €
Subtotal		per year	**60.300 €**
Total			**157.600 €**

Income per year	
1. - 3. year	
selling price	
750 € / each	225.000 €
operating costs	157.600 €
Profit	**67.400 €**

Operating costs per year / 1. – 3. year			
Material			
300	electric motors	60 €	18.000 €
300	controller	35 €	10.500 €
300	throttle lever	20 €	6.000 €
1200	lead gel battery	20 €	24.000 €
300	converters	5 €	1.500 €
300	PV moduls	60 €	18.000 €
300	lacquers / colours	5 €	1.500 €
	small tools		1.000 €
Subtotal			**80.500 €**
Personnel costs per year			
1	master mechanic	1.000 €	

2	workers	300 €	
1	helper	100 €	
12	total per month	1.400 €	16.800 €
Subtotal		per year	**16.800 €**
Running costs per year			
electricity, water, waste water			600 €
sales, marketing			1.500 €
internet, telephones			600 €
lawyer, permits			100 €
redemption			23.000 €
Subtotal		per year	**25.800 €**
Total			**123.100 €**

Income per year	
1. - 6. year	
selling price	
750 € / each	225.000 €
operating costs	123.100 €
Profit	**101.900 €**

13. Return of Invest

6 years Term

Return p.a. 6 years term				
investment total			**120.000 €**	**total**
Renturn p.a.		**5,5%**	**6.600 €**	**39.600 €**
Share per	**10.000 €**	**5,5%**	**550 €**	**2.750 €**

14. Conclusion

With our current portfolio, we not only give many people access to sustainably produced products, but also create many new, permanent jobs in the region.

At the same time, we assume responsibility for actions that offer system-relevant benefits due to the consideration of social, ethical and ecological aspects and go far beyond the fulfilment of our investors' investment goals. On the other hand, our investors benefit from a proven investment process and a convincing return.

If you are interested in investing in this worldwide unique project with a good return on investment, please contact
Mr. Bernhard Sielski.

Skype: asean-experten
WhatsApp: +60 10 543 6330

Email: sielski@jbs-asean.eu

created:

Bernhard Sielski
JBS 1. Director / AEC Shareholder
B-5-8 PLAZA MONT KIARA
MONT KIARA
50480 KUALA LUMPUR / MALAYSIA
Phone: ++60 -032-726 2633
Mobile: ++60 – 010-543 6330

Email: sielski@jbs-asean.eu sielski@asean-eu.de
Home: www.jbs-asean.eu www.asean-eu.de

01/05/2019