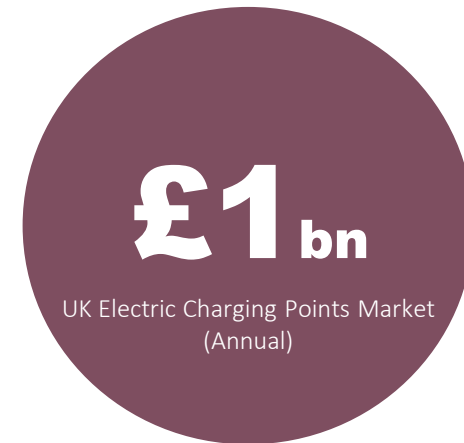


# Investment Opportunity

Project Name: Astrapi

Sector: Electric Vehicle Charging

Forster Chase Ventures is a business accelerator and incubator that partners with fast-growing start-ups to take them to the next level. Our strength is in our network of Blue-Chip C-Level NEDs that will help the companies formulate and implement tried and tested growth strategies.



## WHY WE'VE PARTNERED WITH THEM

- They have built an existing network of c.100 electric charging points across UK and UK off-shore territories which are all assets generating monthly recurring revenue.
- Electric Charging Points (CP) is a high growth industry and one that all landowners with connections to automotive transport need to consider in time for 2030 which is when the UK will ban the sale of petrol and diesel vehicles.
- Multiple sources of income including margins on sale of electricity, installation, ops and maintenance and consultancy.
- Varied business model but typically company owns the charging points which remain an asset on the balance sheet.
- Consolidation in the market is inevitable prior to 2030 and has already started.

## COMPANY VISION

- **MISSION:** To provide electric charging points to destinations outside the main urbanized areas where there is considerable demand.
- **OPPORTUNITY:** The UK market for the installation of Electric Charging Points is estimated at £1 billion per year.

## CURRENT TRACTION

- **SALES:** Annual Recurring Revenue of c. £120k, projected 7 figures in 2022.
- **PIPELINE:** Additional 300+ CP tendering or in pipeline with Local Authorities, Home Builders, Sports Centres, etc.
- **ACQUISITION:** Company has made their first acquisition and integration of a regional Electric Charging Point operator.
- **STATISTICS:** Each Electric Charging Point breaks even in year 2 and starts generating profit in year 3.
- **FINANCING:** Has been self-funded by the directors to date, total investment between £1-1.5m.
- **RECOGNITION:** By the Office for Zero Emission Vehicles, the Low Carbon Partnership, Green Energy awards among others.

## GROWTH PLAN

- Projected sales of £37m by Dec 2031, EBITDA of £14M.
- 75% of Investment will be for installation of new Charging Point assets and 25% used for of sales staff and entering new markets in the UK and abroad.

## Partners



## Recognition



**Contact: Chris Grove, Founding Partner**  
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In order to obtain the Investor Deck, please register your interest by sending an email to [esthergrove@forsterchase.com](mailto:esthergrove@forsterchase.com).