

About the Appointed Partners and Accompanying Quotes

S/N	About the Partners	Quotes
1	<p><u>Innoport Pte. Ltd</u> Innoport is the corporate venture capital arm of the Schulte Group, investing in innovative and high-potential early-stage startups. A member of the Schulte Group, Innoport can provide startups with expertise, market access and pilot opportunities in addition to funding. The Schulte Group is a world-leading family-owned ship owner and ship manager with over 135 years of expertise in the maritime industry. Overall, the Group employs 18,000 seafarers and 1,800 people on shore, owns 90 vessels and manages over 600 vessels globally.</p>	<p>“Innoport is excited to join forces with SEEDS Capital to drive forward the maritime startup and innovation ecosystem in Singapore. As part of the Schulte Group, Innoport is well positioned to support startups in their validation and growth phases. We aim to work with startups on product development, testing, facilitating pilot projects as well as becoming their customer or partner. Due to its structure, the maritime industry will require more collaboration to digitalise effectively – together with SEEDS Capital our efforts will be accelerated and we look forward to a fruitful cooperation!” said Mr Haymon Sinapius, Investment Manager, Innoport Pte. Ltd.</p>
2	<p><u>KSL Maritime Ventures Limited (“KMV”)</u> KMV is the wholly owned venture capital unit of Kuok (Singapore) Limited dedicated to the incubation and commercial success of maritime technology startups.</p> <p><u>Kuok (Singapore) Limited</u> Kuok (Singapore) Limited (“KSL”) is an investment holding company with interests in maritime activities, agri-solutions, property and equity investments in various listed companies. KSL was founded in 1948 and has since grown into a Group with a multi-billion asset base. KSL shares common heritage with two other holding companies, namely Kerry Holdings Limited in Hong Kong</p>	<p>“KSL Maritime Ventures look forward to partnering SEEDS Capital and MPA in developing Singapore as the world’s foremost maritime tech hub,” said Mr Tho Leong Chye, Director, KSL Maritime Ventures.</p>

	<p>and Kuok Brothers in Malaysia, in that they were all founded by the Kuok family.</p> <p>Through its core maritime companies: PACC Offshore Services Holdings (“POSH”), Pacific Carriers Limited (“PCL”), and PaxOcean Group; KSL serves the maritime value chain from offshore support and accommodation vessels, installation and maintenance of subsea assets, shipping and transportation solutions, construction of newbuilding, repairs and conversion of marine assets.</p> <p>Commonly referred to as “Kuok Group” in Southeast Asia and “Kerry Group” in Northeast Asia, the “Kuok Group” is one of Asia’s most diversified and dynamic multi-national conglomerate with investments in commodities, hospitality, logistics, real estate and shipping & shipping related businesses, amongst others.</p> <p>Visit www.kuoksingapore.com.sg for more information.</p>	
3	<p><u>PSA unboXed Pte. Ltd.</u></p> <p>PSA unboXed is the external innovation and venture capital arm of PSA International (“PSA”), a leading global port operator with over 50 coastal, rail and inland terminals in 19 countries. As the partner of choice in the global supply chain, PSA is “The World’s Port of Call”. Established in 2016, PSA unboXed seeks to nurture technology and innovation from startups globally with a focus on logistics, ports and maritime. Drawing on the deep expertise and experience from a diverse global team, PSA unboXed collaborates</p>	<p>“This co-investment reinforces our strategic commitment to bolster the maritime eco-system, and be alongside in its digitisation efforts. We are glad to support maritime start-ups in their growth journey, by providing them with access to additional capital and industry know-how. PSA unboXed looks forward to more collaborations in the future with start-ups eager to testbed their innovative solutions and technologies in Singapore’s maritime environment,” said Mr Elton Fong, Vice President of PSA unboXed.</p>

	with start-ups actively through product trials, incubation, deployment and investment activities.	
4	<p><u>Rainmaking</u></p> <p>Rainmaking is one of the world's leading corporate innovation and venture development firms with 12 offices around the world. We create, accelerate, and scale new business, solving problems with the world's leading corporations. In the last 13 years, Rainmaking launched 29 ventures worth over \$2bn in value, including one of the world's most active global investors and accelerators, Startupbootcamp. Since 2006, Startupbootcamp has invested in over 800 startups that went on to raise more than \$1bn.</p> <p>Rainmaking has partnered with Fortune500 companies including IKEA, VISA, Airbus, Engie, HSBC and Jaguar. We are also a proud member of the UN Global Compact, driving major initiatives on a broad spectrum of social and environmental impact issues.</p>	<p>"Rainmaking has built and accelerated 800+ tech ventures to date and is running 20+ accelerator programs globally. This includes a maritime and transport focused platform with key focus areas such as decarbonisation, resilience, AI and deep tech. Rainmaking has designed a new investment and venture studio vehicle in Singapore and will, with partners, co-invest into leading tech startups from its global ecosystem of 50,000+ tech startups and ventures. This partnership is expanding and Rainmaking invites anyone interested to reach out and explore synergies," said Mr Michael Pomerleau, Partner, Rainmaking.</p>
5	<p><u>ShipsFocus</u></p> <p>ShipsFocus is a digital solution & startup factory dedicated for maritime commerce, helping the industry transit onto the digital operating system with its developed & proven frameworks for innovation & adoption.</p> <p><u>Quest Ventures</u></p> <p>Quest Ventures is a leading venture fund for companies that have scalability and replicability in large internet communities. Since</p>	<p>"We are delighted to be an appointed investment partner with SEEDS Capital in driving digitalisation and innovation in the maritime-tech industry. This is the first such fund managed with industry domain expertise, direct maritime operating experience, and strong corporate and investment networks. We identify product-market fit confidently with our understanding of Asia and the intricate man-&-machine balance in maritime solutions. We look forward to working with startups to scale and generating strong investment returns. We are excited with the partnership and look forward to contributing our part in transforming the</p>

	2011, Quest Ventures has focused on an overarching 'digital economy' strategy across Asia.	maritime industry," said Mr Chua Chye Poh, CEO of ShipsFocus, and Venture Partner at Quest Ventures.
6	<p><u>TecPier</u></p> <p>TecPier is a venture capital investor in early-stage maritime and supply chain technology startups. It actively supports its portfolio companies with market access, fundraising and mentoring. TecPier has a clear focus on digital business models that have the potential to transform the shipping and supply chain industries.</p>	<p>"TecPier is excited to partner with SEEDS Capital. Singapore has succeeded in nurturing a thriving maritime tech ecosystem. We see great potential to invest in diverse, ambitious teams that reshape the global shipping and supply chain industry. Our focus is on smart, data-driven solutions to improve the efficiency, transparency and resilience of ship management, operations and maintenance, port management and supply chains," said Mr Tim Reinsch, Managing Partner, TecPier.</p>