

Newsletter 01/2023 – Solar Powered E-Longtail Boat

The Solar Powered E-Longtail Boat has been handed over to an operator in Ayutthaya to start the one year long time test.

After short term tests have been done successfully, the project team was looking for a suitable operator to execute the long-term test of the boat under real conditions. Furthermore, meetings with potential investors to discuss business and financial models had to be done to achieve the last REPIC milestone.

Several meetings have taken place in July 2022 in Bangkok to discuss business and financial models as well as discussions with potential operators. Regarding business and financial models discussions with following 3 companies have been done.

- [south pole](#)
- [Energy Absolute PCL](#)
- [Banpu Next](#)

With Banpu next two physical meetings and several online meetings have taken place. On 21st July the Vice President, a Senior Manager and a Senior Engineer visited the Solar Powered E-Longtail Boat for a test ride and inspection.



The project also could be introduced to a delegation of the swiss embassy in Bangkok and the governor of Bangkok Mr. Chadchart Sittipunt, which was highly interested.



Regarding the business model, following conclusion could be taken. Private operators shy away from the investment since the costs to change to an electrical boat are too high compared to the payback time. Especially since in developing countries usually the available saving is relatively low, and the investment-horizons are rather a few months then years. And potential Investors are quenched to invest due to the many varieties of boats and use cases and therefore limited possibilities to offer a standardized solution.

To build electrical boats in higher quantities and proof the case in bigger scale, a strategical/political decision must lay the foundation, for example with the decision to announce that in certain areas only electrical boats are allowed. In Thailand a start could be at Maya Bay, a hotspot for tourists. Once this has been successfully implemented the range could be extended to Koh Phi Phi and possibly other island.

After intensive surge for a suitable operator, none of the big companies was able to commit. But we came across a small boat operator in Ayutthaya 1.5 hours north of Bangkok. The operator is at the moment operating a small long-tail boat in Ayutthaya, bringing school students and local people from Na Wang Market to places nearby. The operator K. Rome

Solar Powered E-Longtail Boat

visited our Solar Powered E-Longtail Boat and spent one day of running the boat with instructions given by Rolf Aeschbacher. With K. Rome an agreement could be done to operate the boat for one year in Ayutthaya.

The boat has been moved by a truck to a shipyard in Ayutthaya to overhaul the wood body, replace some damaged sections and repaint the body before it is given to K. Rome.





The Solar Powered E-Longtail Boat is at the shipyard in Ayutthaya ready to be overhauled. Where all the repairs should be finished until February 2023.





The handover papers of the Solar Powered E-Longtail Boat to operate it for one year could be signed on January 2023.



With a small ceremony the boat will be handed over to K. Rome in February 2023 for the operation of one year. The local government will be invited to the ceremony with some free rides for officials from various departments and government agencies.

Thank you to all project partners, which contributed to enable the execution of this project.



For any marketing activities, please contact/confirm with:

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