

News & Updates

For Our Valued Angel Investors



EVR COOL.COM

Rev'ed Up!

Happy June EVRCool Family!

As you'll read, we at EVRCool continue to get more enthusiastic and energetic about bringing our product portfolio to a market that needs it! You'll read about a rapidly growing sales pipeline, a diligent push toward full production readiness, growth of the EVRCool support team, and the latest around our investment and financial position. But first and foremost, EVRCool is official a post-revenue company! This means we've sold, delivered, and have been paid for process chillers!



“Success requires first expending 10 units of effort to produce one unit of results. Your momentum will then produce 10 units of results with each unit of effort.” – Charles J. Givens

You'll remember from our last investor update that we had sold a couple of units to Mitsubishi, and those units have since been built and delivered. We've also installed the unit at Ohio State to continue our field testing and integration with Mitsubishi products. As you'll see in our sales pipeline, this will pay dividends for us as we run into end user customers that have Mitsubishi product on-site.

EVRCool has used these initial wins to make some top end moves to further bolster our sales & marketing pipeline:

We have invested in a year's subscription to a service called Fusable by EDA. This is effectively a live database of financing transactions across the country related to products we might supply chillers for. Having this data is vital because it ensures that the companies we're reaching out to are companies that could use our product, making all our outbound sales efforts more effective.

EVRCool has also finalized contract frameworks for sales reps. This opens a door for us to bring on sales effort in the form of 100% commission-based sales. We can look to engage with key territories through local reps that are incentivized to sell our chillers and propagate our brand throughout the country.

View Marketing has been a key partner since our launch, providing spot marketing support and helping EVRCool develop key assets (like the template for the newsletter!). In the past, we've engaged with them as we've needed specific tasks completed but have recently made the move to partner on a monthly retainer model. This will allow for more strategic marketing efforts, which will ultimately increase the amount of qualified inbound sales leads for us. We'll be working with them over the next few months to further build out the website, improve our SEO positioning, and properly acknowledge EVRCool's presence at events like FABTECH 2025.



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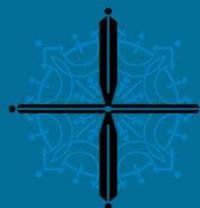
Sales Funnel Update

There's a lot happening right now with the sales funnel, which is exactly where we want to be.

Covering some specifics:

- Since our last newsletter, we've been communicating with Trumpf HQ, and are discussing product matchups and pricing with them.
- We had an in-person visit with Amada lasers and are currently providing them pricing information, another positive meeting with a major laser producer!
- We met last week with Bystronic, and their VP of Operations had this to say near the end of our meeting to his colleagues: "Lets shortcut this process and just get their chiller in here now for testing". If you're keeping track at home that means we currently have positive traction with 5 of the top 6 laser cutting system manufacturers in the world! These relationships will take time to foster, but this is a great situation for us to be working from!
- We've also had healthy initial conversations with Cincinnati Inc. They are exploring the procurement of a test unit to do some internal testing with EVRCool Chillers.
- We've provided a quote to SW Machines as well, who would potentially be a large OEM user of our 10kW Chillers.
- Outside of the laser cutting space, we've had some positive initial meetings with the Siemens Healthineers team, who would be using our chillers on medical equipment. The medical industry was a little deeper on our roadmap, but initial conversations picked up good momentum and we plan to continue developing a relationship there.
- We've also met now with Mark Andy, who is a large producer of printing equipment. They are interested to get quoting information and potentially a test unit from us as well.

Overall, there's continues to be growing relationships and strong demand to see a better chiller in the marketplace. We're looking forward to closing a few of these large OEM clients!



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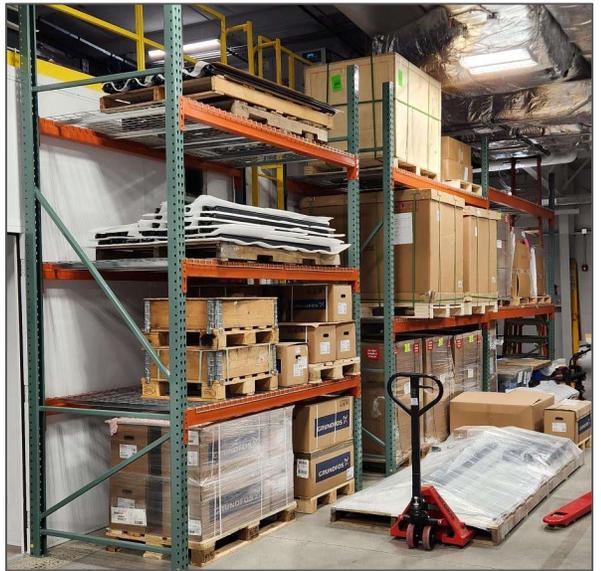
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Operations Update

EVRCool continues to prepare for at-rate production as we build out the sales funnel. We have made purchases of long-lead time items so that we're ready to build 50kW units as orders come in. We've also done a lot of work to prep the facility for material flow, assembly stations, and inventory management. See some sample images of the current state of the space!



Robbie Sullivan has been helping the EVRCool team as a fractional Director of Sales & Marketing!

Robbie, along with being a very early investor in EVRCool, has also been a helping hand in getting product development support set up for us.

Robbie has a lot of experience working with startups and has founded 2 endeavors to support early-stage businesses in product development and capital readiness.

He's been working to help EVRCool with a focus on sales pipeline and process, as well as engaging in early marketing strategy.



Help People Find EVRCool!

We're working strategically with our marketing partner, View Marketing, to go after opportunities to improve our online presence. The end goal is to increase the number of inbound sales opportunities we see. One way you can help is to follow us on LinkedIn, and comment or tag our company name anytime it's appropriate. All these online touchpoints help us show up first for anyone that might be out searching for a process chiller solution.

We have some exciting things that will be posted on our LinkedIn soon, but below you will see an example of a recent feature we were given in Teknovation. We're really excited that the community is starting to recognize the value that EVRCool will bring to the chiller market!



Big news from the EVRCOOL team!

We're excited to share that EVRCOOL was recently featured in [teknovation.biz](#) : ...more



spotlight on EVRCOOL

EVR COOL chillers featured in Teknovation.biz

evrcool.com/news-and-insights/teknovation

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Angel Round 2 Update



Above you'll see the latest regarding our Angel Round 2 that is currently open: as of today, we have ~\$1.4 million committed (and mostly delivered) of our \$1.5 million target. We appreciate your continued support and understand it is what has kept the doors open in our early phases of business. If you have any further interest, or know someone who might, please feel free to direct them our way.

EVRCool has also been diligently exploring other paths financially to make sure we always have options on how to move the business forward. These options will give us choices based on how fast we need to scale to meet the market. A few things we're working on:

- Professional angel networks
- SBA Loan Exploration
- SBIR Funding Application

We will keep our investment updated as these items progress, but we feel confident in our financial positioning for the future!

