

News & Updates

For Our Valued Investors



EVR COOL.COM

From Conversations to Contracts

October has been a month of traction and tangible progress across both sales and operations. With multiple OEM negotiations moving toward formal purchase orders, EVRCool's position in the laser cooling market is strengthening. Each new customer interaction reinforces our reputation for responsiveness, reliability and manufacturing excellence.

We are excited to announce that we have secured a 5-year deal with MC Machinery (Mitsubishi Laser) for the chillers on their 16 & 20kW laser platforms! This represents ~\$1M in annual revenue. MC has indicated they intend to move the rest of their chiller business, ~\$2.5M annually, to EVRCool once we demonstrate we can reliably supply the initial commitment. MC has also agreed to pay 50% at the time they place their chiller orders for the first year and their initial 8-unit PO will enable us to unlock non-dilutive PO-backed financing to help with variable material costs. This PO will also enable EVRCool to be eligible for its first federal \$1M SBA loan through a formal financial institution.

Meanwhile, competitors are watching. Bystronic, another of the top 6 laser manufacturers, has indicated plans to move their chiller business, ~\$2M annually, to EVRCool. We are building a 50k chiller that will be tested by Bystronic the first week of December. We expect Bystronic production to start early Q2-2026. We also have a review meeting with Cutlite's leadership team this week and expect to secure their business in early 2026, ~\$1M annually. Additionally, we are working through a detailed specification review with Mark Andy and believe we have a really good shot at securing their business. This customer alone represents an ~\$1.2M annual opportunity in the printing segment.



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Operational Readiness Leads to Recent Wins

Production activity continues to climb, supported by early material investments. Stocking up on components with long lead times has positioned the team to build up to 25 Mitsubishi chillers on demand and enough inventory to respond to unique, unplanned opportunities. This inventory preparedness, allowed EVRCool to ship 2 machines in October which will contribute \$50k in revenue expected in November. Our quick ability to execute is proving to be a differentiator.

A surprising milestone came with our first medical facility installation. A chiller bound for a California hospital roof was ordered, assembled and driven in a rental by EVRCool's friend, Duane Davis in under a week. What started as a Thursday inquiry, became a successful installation by the following Friday.

Another notable deployment is running at Jenmar Automation in Grand Rapids, Michigan where one EVRCOOL chiller now cools four lasers simultaneously. This doubled the efficiency of the incumbent setup.

Thanks to the team for going the extra mile!

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Strategic Positioning

Major competitors are seeing their market and margins shrink amid price hikes and service issues. EVRCool is winning work by doing the opposite: shortening lead times, improving service and serviceability, and maintaining profitability on every unit sold. Our low sales overhead is part of how we preserve both margin and agility in these early stages. The operational efficiencies are helping us grow more sustainably without the reliance a large, distributed network of independent sales reps.

Trade Shows & Brand Expansion

Following a strong Fabtech showing, momentum carried into Pack Expo in Las Vegas and MD&M Midwest in Minneapolis. Pack Expo generated 2 active quotes and multiple new inquiries. At MD&M, Mike Bell produced 15 solid leads, mostly from the medical and industrial automation sectors. This is an exciting signal that EVRCool's growing credibility goes beyond lasers.

Referrals from Fabtech are still producing inbound opportunities weeks later. This is a clear testament to our brand's staying power in customer conversations and online visibility. We're very proud of the brand recognition that is growing and need your help! You can rep EVRCool by wearing your favorite branded gear available for purchase on our website: [Home | EVRCool Apparel](#)



Cabinet Build Area Upgrade!



Our Newly revised floor plan has opened up roughly 900 sq feet of new production space. The cabinet build station now benefits from line-side storage of all sheet metal easily within reach to minimize wasted time and energy on the part of the production team. All side, rear and electrical box panels are no longer stored in separate rooms requiring time consuming material handling.



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Investment Update

EVRCool's fundraising efforts continue to progress positively. To date, we have \$550k processed and approximately \$1M soft-circled, including several pending investor confirmations. The team is currently raising \$3M total on a SAFE with a \$30M valuation cap, targeting closing this round by year-end.

Once the initial Mitsubishi order comes in, it will enable \$1M in SBA financing, providing powerful leverage for inventory expansion and production acceleration heading into 2026.

This month alone, Josh has met with 12 potential investors, pitched to the Woodward Angels, and has received referrals from several of you. In this next season, we need the capital to significantly scale up our operations to meet incoming demand of the \$38M pipeline. We are winning new business, and displacing competitors based on our speed, responsiveness and technological advancements in the industry and it all requires working capital. We are on course to be profitable by Q3 of 2026 and are at a critical point of growth.

If you are interested in learning more or know someone in your network who might be, please reach out to CEO, Josh Roby: jroby@evrcool.com.

Currently Raising
\$3 Million

On a SAFE with a
\$30 Million Valuation Cap

Investor Spotlight: Ray



This month's investor highlight goes to **Ray**, an 83-year-old entrepreneur and longtime friend of the EVRCool founding team. He has been an avid supporter and encourager and is a shining example of confidence in our mission. After a single phone conversation, Ray committed early on, later adding two follow-on commitments. A former Lear Corporation executive with a long career in IT and business ownership, including golf courses, Ray has become not just an investor, but a thoughtful advocate as well. He has a gift for remembering details and helping in meaningful ways. As we were preparing for our first Fabtech show 2 years ago, Ray had recalled it was in Orlando from an investor briefing and generously offered his timeshare for team lodging to offset the cost of this crucial debut of our chillers. His ongoing support financially and through his commitment to our team, underscores the trust and relational foundation that we are built on. Your connections, referrals, and the thoughtful ways you show up are how we got to where we are.

A huge thank you to Ray!



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