

# News & Updates

For Our Valued Angel Investors



EVR COOL.COM

As we kick off 2026, we're excited to share momentum across customers, funding, product, and team.

## Customer & Product Momentum

We are excited to share that this past quarter we successfully completed high-ambient stress testing designed to simulate worst-case operating environments with Cutlite. This testing was conducted using a tented configuration that recirculated hot exhaust air back into our chiller with ambient temperatures pushing to 120 °F. Despite the extreme conditions, the EVR COOL Chiller maintained required laser cooling performance. The outcome was immediate and tangible. Cutlite retained the tested chiller for their showroom and requested an invoice on the spot. A second chiller has been requested for delivery in mid-February, destined for a customer installation.

Importantly, Cutlite is actively selling 50-60kW laser systems, which will rely on EVR COOL's 100k platform going forward. A formal forecasting and ordering process is now being established, positioning Cutlite as a recurring, programmatic customer.



## Complex Integration Solved, Transition Underway



We cleared a significant hurdle with Bystronic, a customer with complex machine-to-machine communication requirements.

We worked closely with the US based Bystronic team with minimal support from the parent OEM in Europe. We were able to successfully integrate our system with Bystronic's architecture which required custom development and reverse engineering of their laser control system. The EVR COOL chiller is now running reliably in production conditions.

Bystronic plans to transition future business to EVR COOL after their existing inventory of legacy chillers is depleted. This gives EVR COOL valuable time to finalize integration details while maintaining a clear path to long-term volume.

The guiding philosophy from the team throughout this effort is one that has been inevitable about EVR COOL since our beginning: failure is not an option. We're quicker and scrappier than our competitors and willing to deploy our energy into problem-solving and finding solutions against the odds. Thanks to Josh Roby and Zach Reinke for their work to get this done.



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## Sales Funnel Update

Mark Andy has been in our pipeline for over 9 months and last week sent in a PO for a test chiller. This is a critical first step in proving out our technology with new customers, and allows us to really demonstrate performance, technical support and service. Along with Mitsubishi, Cutlite, and Bystronic, Mark Andy is expected to be a key contributor to EVR COOL becoming cash-flow positive by mid-2026.

We're seeing additional commercial traction with TRC Welding out of Chattanooga, TN with a total of 3 chillers purchased to date. Josh Roby traveled to TRC in January to support the initial start up process, training for the TRC team, and commissioning of the chillers. TRC was very impressed with our chiller and after the visit requested us to quote another project for them. We anticipate TRC to be an ongoing customer purchasing 8-10 chillers per year.

Another follow-up meeting with Trumpf has led to Trumpf discussing EVR COOL chillers with their customers. There was even talk of an introduction into their strategic account, SpaceX. We will keep you updated on the progress made with large potential accounts like Trumpf as the year progresses.

At the end of last year we shared about our cross-country trek to install a chiller for JMAC at a medical facility in California, and that deployment was a win. The team went above and beyond to meet a tight deadline, and JMAC has since requested an updated timeline for our 100k units. The first 100k sample build is planned for this coming April, and we look forward to JMAC helping us get traction with this unit in the medical market.

Lastly, we quoted three 100k chillers to be used for hydroelectric turbine bearing cooling, and it confirms the demand for a multi-unit industrial application beyond lasers. We know that intensive energy consumption and power generation demands are increasing, and the use cases for our chillers is only expanding.

If you have a customer segment or industry vertical that you could connect us with, we'd love to hear from you! Connect with [sales@evrcool.com](mailto:sales@evrcool.com) to get a conversation started.



We have received about \$645k in chiller orders over the last 3 months from 9 different customers.

We have landed the OEM business with 2 large clients (MC Machinery & Cutlite) that represents about \$2M in annual business and will grow to \$4.5M by summer. We are working through 2 additional test programs with other OEM clients that we expect to represent an additional \$3.5M by summer.

Our current sales pipeline is about \$42M. Of that \$42M we expect to win about \$14M in the next 12mo.



**The first 4 Mitsubishi Chillers ready to go!**



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## Operations Update - New Hires

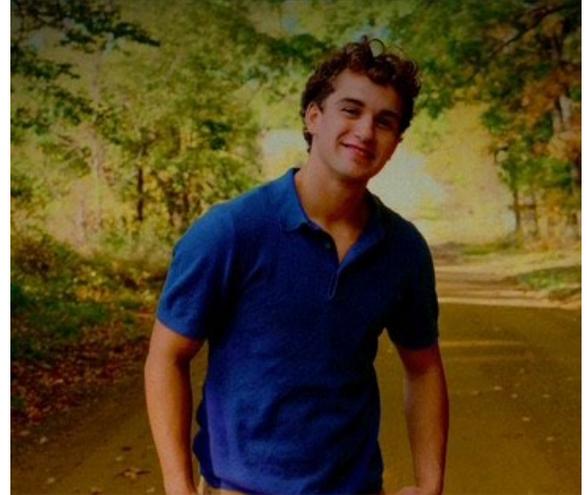
### Curtis Ratliff



A native of the Great Lakes region, Curt joined the EVRCool team in the fall of 2025. He brings a wealth of business knowledge and seasoned leadership skills forged through a distinguished 22-year career in the United States Marine Corps. Following his retirement from the military, Curt successfully transitioned into the private sector as a small business owner, owning and operating a Jet's Pizza franchise alongside his wife, Lizzy, a U.S. Coast Guard veteran.

Now settled in East Tennessee, Curt combines a disciplined work ethic with a remarkably positive attitude and a genuine passion for the outdoors. He is driven by the freedoms and values he spent two decades defending, and he approaches the future of EVRCool with the same excitement and dedication that defined his years of service. Whether he is navigating complex business challenges or raising his daughter in the heart of the Smokies, Curt is committed to excellence and the continued growth of the EVRCool team.

### Clay Adair



Clay Adair holds an Associate's degree and a certificate in Industrial Trades, along with certifications including EPA 608, OSHA 10 and 30, and forklift operation. With experience in residential HVAC, Clay is driven by a strong work ethic and a genuine passion for meaningful work. He believes in not just completing tasks but finding purpose and fulfillment in what he does. Clay is also committed to growth within EVRCool, aiming for a successful and long-term future with the company.

Outside of his professional life, Clay is deeply involved in community service, volunteering with disabled individuals and working with younger children. He values giving back and believes in making others feel valued and appreciated. This dedication to service reflects his belief in the importance of meaningful, purposeful work.

### Board of Directors

Two new voting members were formally added by shareholder vote: Scott Doudna, Program Management Director and Brian Palmer, Operations Director. Our current board sits at Jacob Swain, Josh Roby, Scott Doudna and Brian Palmer.

### Advisory Board (Launching February 2026)

Non-voting, separate from the corporate board Focused on strategic guidance, industry access and mentorship Designed as active "business consultants on retainer," not symbolic advisors



## Investor Spotlight

Tim and Sue invested in Round 1 and then again in Round 2 with some of their family. They live about halfway between MI and Knoxville and have been very gracious to let Josh Roby use their Air BnB several times when he has been traveling through and needed a place to stop for the night.

Sue and Tim Cameron met at church in Ithaca, NY, when they were freshmen at Cornell. They married after graduating and celebrate their 45th anniversary in June. They have four children and nineteen grandchildren.

Tim retired in August from Miami University (Ohio) where he served as Chair of the Department of Mechanical & Manufacturing Engineering and then as Associate Dean of the College of Engineering & Computing. After earning his PhD from Carnegie Mellon and working several years in industry, Tim started his academic career at Kettering University where he taught Josh Roby and Josh's future wife, Wendy. Tim moved to Virginia Commonwealth University and was able to acquire funding to entice Josh and Wendy to move to Richmond, VA, with a research fellowship to support Josh for his master's degree.

Sue has a Master's in Clinical Dietetics from Pitt and is a Registered Dietitian. She taught Nutrition at Miami University for several years and currently works with student athletes as an Instructional Learning Specialist. Sue has served on the board of the Oxford social services and food pantry. She also volunteers with a community group that seeks to provide food and shelter for the homeless. Previously, Sue homeschooled their four children who now keep Sue and Tim busy with ample grandparenting activities.

Sue and Tim live in Oxford, Ohio, and are active in Oxford Bible Fellowship Church. Their joy and hope are in Jesus and their ambition is to be pleasing to him.



## Funding & Strategic Capital

In February, we will be hosting an investor event in Josh's hometown of McBain, Michigan. This will bring together friends and local business owners to learn more about EVRCool and how our technology is revolutionizing process cooling with applications ranging from dairy to data centers. We have 2 more events planned for the West Michigan area. If you have friends and potential investors that would be interested in learning more, please reach out to Josh Roby, [jroby@evrcool.com](mailto:jroby@evrcool.com) for more specific event details.

## Capital Raised in Round 3

The State of Tennessee recently committed to invest up to \$250k in EVRCool, but the investment needs to be matched dollar for dollar by new investors. Help us secure these important funds and leverage this network for double the impact of your investment.

We have raised \$1.08M in round 3 with an additional \$700k in soft commitments.

