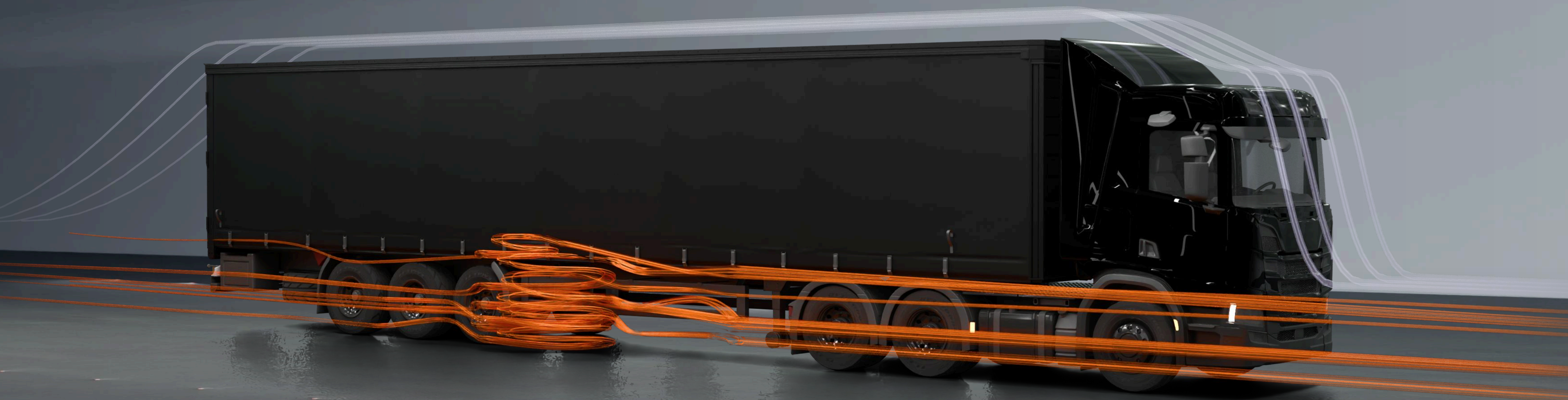


DYMAXA



*Efficiency solutions
for trucks*

Problem: semi-trucks waste a lot of energy
due to aerodynamic drag



50% of fuel is spent to overcome aerodynamic drag



High fuel
consumption



High CO₂
emissions



Short range
in EV-trucks

One of the proven solutions: aerodynamic trailer skirt

~80% adoption rate in U.S., Canada¹ and Australia

6-7% in fuel & emissions savings, ROI ~1 yr

3M+ skirts have been sold - \$4.5B made

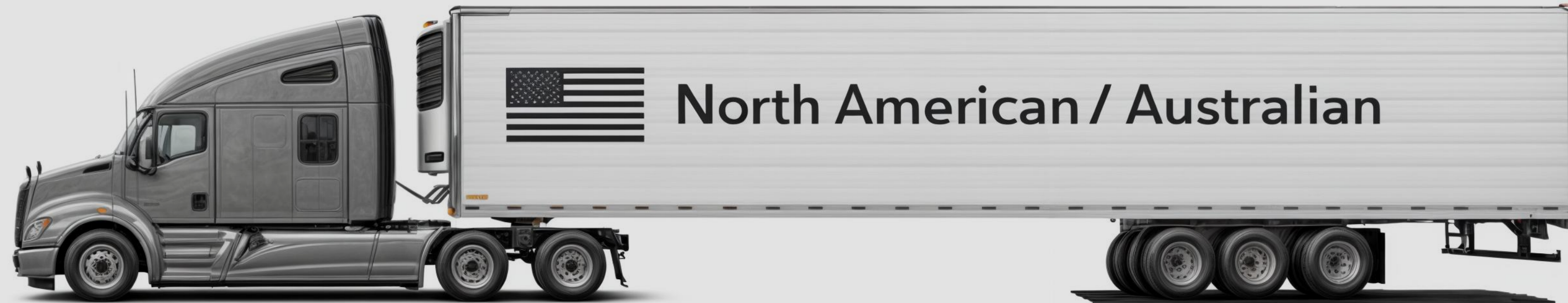
But not in Europe!



(1) - <https://www.pembina.org/reports/2021-03-trailer-fuel-saving-devices.pdf>

(2) - <https://www.trucks.com/2018/08/29/fleets-adopt-trailer-fuel-efficiency-tech>

American skirts **don't work** for europe, because **lateral protection devices (lpds)** are mandatory



No Lateral Protection Device (LPD) needed



Skirt is attached to trailer cross beams



LPD is mandatory



LPD prevents the installation of American skirts

Dymaxa has developed
A trailer skirt for the rest of the world



- Patent-pending: EUIPO has ruled 10 claims novel and patentable
- Reduces fuel & emissions in conventional trucks by 4-5%
- Increases the range of EV-trucks by 4-5%

Proven performance: demonstrated in pilot with Jost Group and ABInBev

Results (per truck per year):

4.9% – fuel & emissions reduction

€3500 – savings on diesel

8 months – ROI

→ **ABInBev is buying more**

→ Pasking contractors to try DYMAXA

The pilot:

26 trailers bought

100000+ km in controlled driving



Our market & traction

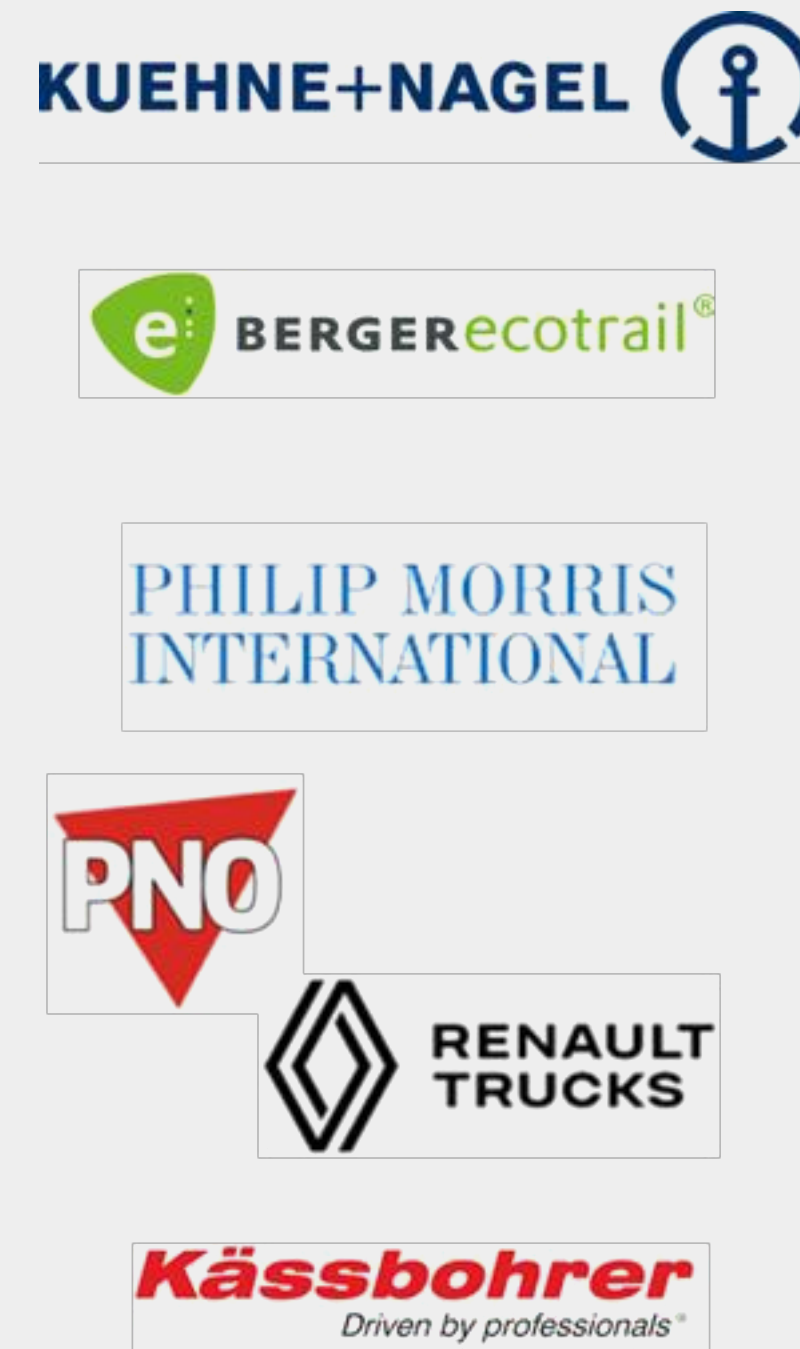


Biggest fleets and oems are our clients; sales are growing fast!

Negotiations



Contract alignment



Order made / LOI signed



Paying customer



Combined fleet
(# of trailers): 200,000 - 250,000 +
50,000 produced p.a.

5,000 +
50,000 produced p.a.

20,000+.

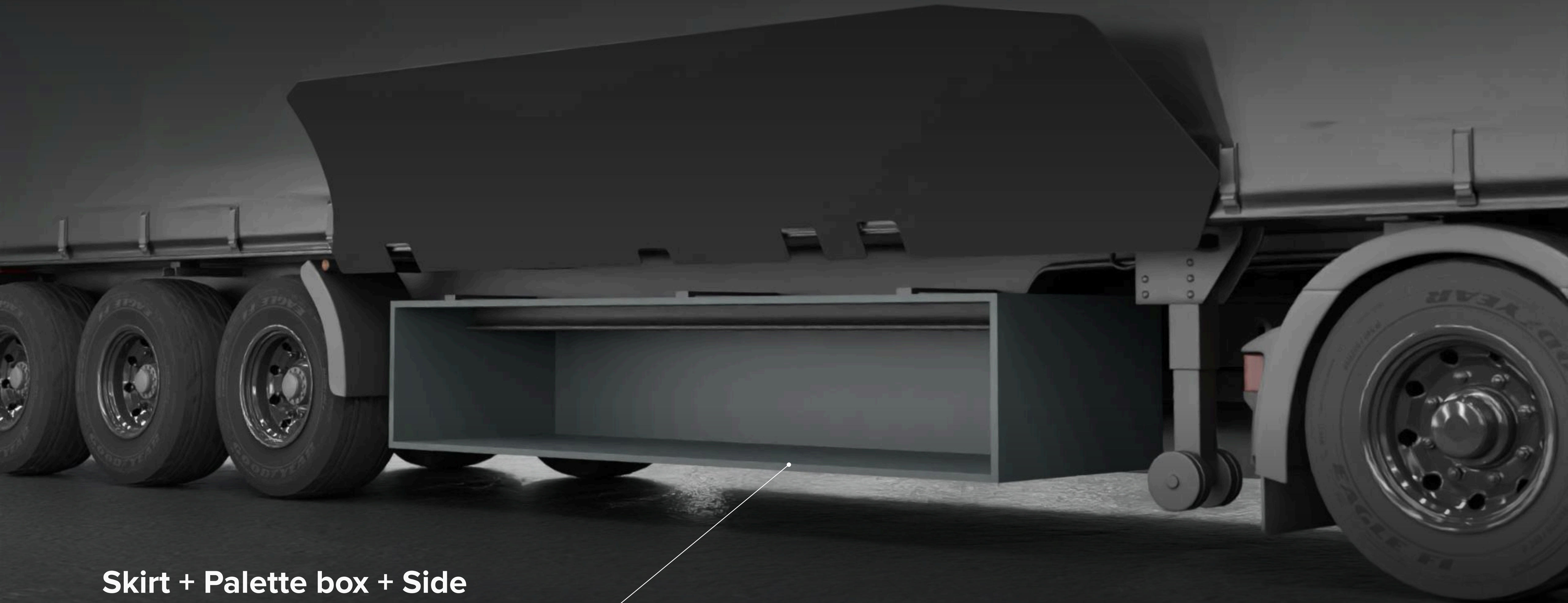
50,000+
70,000 produced p.a

**Solution 2 (in development):
Swappable battery support**

**Swappable Battery
Support for EV-trucks**





Solution 3 (in development): underbody system



**Skirt + Palette box + Side
protector + Spare wheel carrier**

Dymaxa solutions

Description		Target Markets	Target Markets
	Trailer skirt <ul style="list-style-type: none">- proven to reduce fuel & CO2 by 4-5%- patent-pending- In use by big brands in EU	Europe Asia Latin America Africa	commercially available
	Underbody System (OEM) <ul style="list-style-type: none">- a system that would unite all common trailer components into one, but cost less- reduces fuel & CO2 by 4-5%		
	Underbody with Box (OEM) <ul style="list-style-type: none">- for reefer trailers; with own palette box (storage)- reduces fuel & CO2 by 4-5%		 
	Trailer Tail <ul style="list-style-type: none">- reduces the wake behind a vehicle, thus reduces drag- reduces fuel & CO2 by 4-5%	Global (including U.S. and Canada)	
	Swappable battery support <ul style="list-style-type: none">- swappable battery support for EV-trucks- extends range, reduces average operational weight and energy consumption	Global (including U.S. and Canada)	

Market size

Europe

4M

Semi-trailers

70%

expected penetration for aero

€14B+

market size

50Mt

emissions reduction potential, p.a.

Rest of the World

20M

Semi-trailers

30%

expected penetration for aero

€30B+

market size

100Mt

emissions reduction potential, p.a.



Dymaxa team



Almaz Ayupov

Founder & CEO

BAIN & COMPANY

COLUMBIA UNIVERSITY



Sean Graham

Founder & CTO

Developed the most popular
trailer skirt in America

Successfully exited in 2014



Clemens Smola

Founder & COO

UCL

COLUMBIA UNIVERSITY



Tracy McNulty

Founder & CSO

Microsoft

amazon



Zoe Andersone

Head of Legal and Accounting

Founder of Allbusiness.lv, a law
firm specializing on corporate
law

Education in Transportation



Colin Bakker

Chief Sales Officer



Conservative financial projections; sales in europe alone could exceed 200m

in €	2024	2025	2026	2027	2028	2029
revenue	80,320	1,095,501	10,541,561	33,299,202	74,713,215	129,102,290
cogs	40,542	600,699	5,772,996	18,433,138	40,963,902	70,536,454
operating costs	145,388	970,014	9,239,712	25,646,781	53,123,993	88,056,366
ebitda	-110,068	121,513	1,101,849	7,152,421	20,489,222	39,145,924
units sold ²	42	500	5,669	17,908	37,155	61,142

(1) – 60-70% of the revenue is generated in Europe

(2) – trailer skirt, underbody system, skirt + palette box, trailer tail, swappable battery support for EV trucks

(3) – assumes 7% of all new trailers in Europe are equipped with Aerodymax skirts

This model assumes no major buyer emerges, with our sales of trailer skirts reaching 18.5k globally by 2028. However, our biggest client alone (an OEM) intends to be buying 55k side skirts by 2029, due to the new regulation.

Raised from 3 big angels in 2024, and stig



Paul Leishman

Founder & Pres of unicorn startup:



Ryan Grant Little

Angel investor with 25+ companies in portfolio



Thomas Rosenmayr

Famous Austrian angel-investor



Conservative financial projections; sales in europe alone could exceed 200m

Startup / Company	Acquirer	Price	Link
WABCO	ZF	\$7B	https://www.freightwaves.com/news/zf-completes-7-billion-takeover-of-wabco-holdings
LAYDON (a manufacturer of trailer skirts and other aero components)	WABCO	~\$70M	https://www.ttnews.com/articles/wabco-acquires-laydon-composites
TruckLabs	ConMet	~\$40M	https://www.fleetowner.com/emissions-efficiency/article/21277128/truckwings-maker-trucklabs-acquired-by-conmet
TRW Automotive	ZF Friedrichshafen	\$12.4B	https://www.trailer-bodybuilders.com/archive/article/21737582/freight-wing-joins-forces-with-ridge-corp
Haldex AB	SAF-Holland	\$322M	https://corporate.safholland.com/en/investor-relations/publications/announcements/ad-hoc-releases/08-06-2022
AT Dynamics (developed and manufactured a Trailer Tail)	STEMCO	\$30M	https://www.ccjdigital.com/business/article/14930891/stemco-acquires-atdynamics
SmartTrucks	Transtex, LLC	Undisclosed	https://www.truckinginfo.com/325702/transtex-in-talks-to-buy-smarttruck-trailer-aero-assets

DYMAXA

