

Angel Investor & Venture Capital Brief

The Circle Ellipse Engine

This is not a Software or Al pitch

The Circle Ellipse Engine is a real product with high margins and long-term value

All materials and parts are produced in USA

Robert Grisar
Founder & President



Presentation Overview & Roadmap

- Financial Overview
- Product Circle Ellipse Engine
- Example: High Potential Market
- Go to Market Strategy
- Revenue Streams
- Competition
- Barriers to Entry
- Major Advantages CE Engine Entry
- Use of Proceeds
- Milestones Accomplished & Planned
- Detail Planning, Execution & Tracking
- Management Team
- Quick Review
- Summary



Financial Overview (\$K)

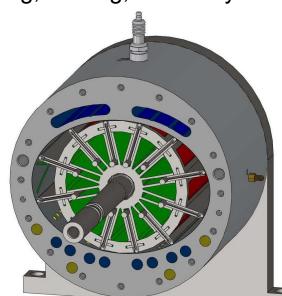
	Year-1	Year-2	Year-3	Year-4	Year-5
Revenue	0	0	400	4,000	40,000
Expense	250	400	400	2,000	20,000
Net Income	-250	-400	0	2,000	20,000



Product - Circle Ellipse Engine

The Circle Ellipse Engine is Compact, Lightweight, and easily scaled from a small lawn mower size to an extreme large container ship size. Its design leverages Lessons Learned from the Mazda - Wankel Engine Development, and addresses all issues of lubrication, cooling, sealing, thermodynamics, and mechanical interfaces.

The Engine is shown with end plate removed.
Pseudo color is used to highlight functions: cooling water (blue), air intake & exhaust (yellow), lubrication (green), & combustion (red)



Only five major unique parts:
Housing, Rotor, End Plates,
Vanes, and Drive Shaft. The
engine's small size, weight and
cost are possible by elimination of
pistons, intake and exhaust
valves, rocker arms, lifters, cam
shaft, crank shaft, journal
bearings, and timing chains.

- > Only 5 major parts; less than 50 unique parts, including commercial items
- > Produces same power as reciprocating engine at half the RPM
- Smaller, lighter, vibration free, high margins
- Solves shortcomings of earlier Rotary Engines



Example: High Potential Market

- More than 1 million diesel engines are produced annually in the US
- Diesel engines used for transportation agriculture construction & mining
- Population of US commercial Diesel trucks is over 15 million vehicles
- The annual engine rebuilds and replacements exceeds 250,000 units
- New truck engine replacement costs \$40,000 to \$50,000
- Engine overhaul ranges from \$20,000 to \$40,000
- Plus installation labor of 15 to 30 hours at average \$125/hour
- Same horsepower Circle Ellipse Engine price is half, \$20,000 to \$25,000, with 100% margin
- Potentially just 1% of the annual replacement market, 2,500 engines, is worth more than \$40,000,000
- A detailed business plan is available that documents the cost and schedule to fabricate, test, certify and market the Circle Ellipse Engine



Example: High Potential Market

Consider the value of installing a replacement engine in a used truck:

- Replacing an engine is a great way to extend a vehicle's life, without the more significant expense of buying a new vehicle
- As an example, consider a Mack Truck with an E7 engine.
 - ➤ Produced from 1989 to 2005
 - ➤ Original vehicle price more than \$200,000 (in 2005 dollars)
 - ➤ Known for durability in dump trucks, fire engines and refuse vehicles
 - ➤ Rated 325 to 500 horsepower
 - ➤ Offered with 1,200 to 1,800 lb-ft torque
- Very few original engines available for rebuild or replacement
- Equivalent Circle Ellipse Engine price less than \$25,000

AND replacing an engine in an older truck does not require meeting current Federal regulations for emission standards.



Example: High Potential Market



Dump Trucks

- More than 145,000 dump trucks in daily use
- Approximately 25% are more than 20 years old
- New dump trucks cost between \$100K to over \$180K depending on size and options



Fire Engines

- Over 69,000 fire engine pumpers + 7,000 aerial apparatus + 76,000 fire suppression
- Approximately 19% are between 20-29 years old + 13% at least 30 years old
- New fire engines cost between \$500K to over \$1M depending on type & customization



Refuse Vehicles

- Approximately 179,000 in service daily
- About 25% are 20 years old or older
- New garbage trucks cost between \$150K-\$500K depending on model, size & features



Go to Market Strategy

Build Demonstration Prototype Engine

- Design is Complete and Validated
- Initial CNC Suppliers Selected
- Fabricate, Assemble, Test, & Certify Working Engine
- Market: Brochures, Web, Social Media, Trade Shows, Direct Contact

Initially Leverage Suppliers

- Decision: Use Vendors for Initial Phases
- Later phases evaluated for cost & risk

Build 10 Marketing Engines

- Needed for durability and reliability tests
- Establishes Learning Curve for future Costs & Tooling
- Contact fleet operators for dump trucks and refuse vehicles

Produce Lot I, 100 Units

- Generate Revenue with high margins
- Establish Position in Competitive Marketplace
- Contact larger cities with aged fire engines



Revenue Streams (\$M)

	`	Years after Certification			
	<u>Year-1</u>	Year-2	Year-3	Year-4	
Production Lot Planned Units	Pre-Cert *10	Lot 1 **100	Lot 2 **1,000	Lot 3 10,000	
Diesel Engines New Diesel Installs	Test Only TBD	0.4	4.0	40.0	
Gasoline Engines Other applications	TBD TBD				
TOTAL REVENUE	0.0	0.4	4.0	40.0	

For qualification testing, demonstration, marketing.

^{**} Since all production is driven by industry standard 3D CNC code, we will qualify multiple sources for manufacturing growth.



Competition

- No known companies in our planned market space
 - Closest company doing anything similar was Mazda
 - ➤ Mazda produced 800,000+ for its RX-7s through its implementation of the Wankel Rotary Engine
 - ➤ Unfortunately, engine had significant issues with oil consumption & generation of pollutants,
 - > Production terminated 2002
- No other company has implemented anything like the Circle Ellipse Engine (USPTO Patent No. 10,570,739
- Required years to rethink the requirements & solve all design challenges sealing, friction, thermodynamics, cooling, lubrication
- Patented solution is simple & easily translates into CNC code



Barriers to Entry

- Reciprocating Engines Perfected over 100+ years
 - ➤ Already Exist in Every Platform Application
 - > Favored as Low Risk Selection
 - ➤ Well-Established Sales, Distribution & Repair Capabilities
 - > Proven performance assures 20+ years operation
- Rotary engines are associated with risk
 - ➤ Only Mazda Implemented a successful Wankel Engine
 - ➤ Withdrew from Marketplace 2002 due to EPA issues
- Circle Ellipse Engine is an Unknown



Major Advantages – CE Engine Entry

- Only 5 major parts
- < 50 unique parts including commercial hardware</p>
- No pistons, camshaft, chains, valves, valve lifters, rocker arms, connecting rods, or wrist pins.
- Size & weight are significantly reduced almost 2/3 when compared to a reciprocating engine of similar horsepower
- Operates at half the RPM of equivalent reciprocating engine
- Designed for 500,000 1,000,000 operating hours before maintenance seal replacement, coating refresh
- Ideal for any application where size, weight and cost are paramount



Use of Proceeds (\$K)

Initial Funding Round - Prototype		
Payroll	\$	100
Overhead	\$	20
Capital equipment, hardware & software	\$	10
Subcontracts	\$	75
Legal & other professional fees	\$	0
Travel	\$	25
Accounts Payable	\$	0
Marketing & public relations	\$	20
Total		250



Milestones Accomplished & Planned

Seek Angel & Venture Capital Funding	2 months
Receive \$250K seed money Financing	4 months
Order CNC Services, Commercial Parts	5 months
Receive Fabricated Parts, Assemble, Test	8 months
Certification	11 months
Develop Marketing/Sales Documentation	12 months
Seek / Receive Second Round Financing	13 months
Fabricate 10 LRIP Engines	17 months
Seek / Receive Third Round Financing	24 months
Fabricate 100 LOT 1 Engines	28 months
Break-Even & Very Profitable	36 months



Detail Planning, Execution & Tracking

Company

- Distributes Drawing Packages to Fabrication Sources
- Receives/Reviews Vendor Quotations
- Conducts Site Surveys/Related Travel as appropriate
- Awards Prototype Fabrication Orders

Vendor

Provides Material Certifications for Verification

Company

- Orders Catalog Items bearings, springs, screws, etc
- Conducts In-Process Inspections/Related Travel
- Receives Catalog Items, inspects, forwards to Assembler
- Updates Drawings & Models, as Necessary

Assembler

- Assembles Prototype Engine (Witnessed)
- Verifies Fitment (Witnessed)
- Verifies Static Sealing (Witnessed)

Company

- Reworks design & parts to address shortcomings
- Updates Drawings & Models as Necessary

Test Vendor (Witnessed Actions)

- Conducts Pressurized Lubrication Oil Flow
- Disassemble & Checks for Leakage
- Verifies Pressurized Cooling Flow
- Disassembles & Checks for Leakage

Test Vendor (Witnessed Actions)

- Conducts Spin Test (Witnessed)
- Disassembles/Checks-Scraping, Gouging, Wear
- Makes Adjustments as Necessary
- Measures Friction Loss

Company

Compares Measured Force Required versus Ideal

Test Vendor

- Makes Directed Adjustments as Necessary (Witnessed)
- Conducts Compression Test (Witnessed)

Company

Compares Measured Compression versus Ideal

Test Vendor

Make Adjustments as Necessary (Witnessed)

Engine Transferred to Test Facility for Certification Testing Dynamometer Vendor

- Mounts/Connects Engine for Testing (Witnessed)
- Prepares Independent Certification Report

Company

- Prepares Documentation
- Develop Specification Sheets/Brochures
- Present Engine brochures/specs to prospective clients
- Weekly Reports to Investors
- Monthly Financial / Progress Reports to Investors



Management Team

- Founder & President, Robert Grisar, & only employee
- 30+ years experience with reciprocating internal combustion engines & U.S.
 Weapon System propulsion
- Consultant to RadMax Technologies, Inc, Subsidiary of Reg Technologies, Inc., a public company formerly trading on the TSX exchange as REGRF
- Served as Board Member, VP Engineering, Patent Holder
- Awarded several US, Canadian, & EU patents for RadMax engine
- Prepared & delivered technical & management briefings to dozens of high-level executives at major engine manufacturing companies
- Prior, founder & president of the Military Parts Reinvention Network (MILPARTS), dedicated to support our War Fighters, without limit



Quick Review

Financial Overview

\$40M revenue in Y4, \$20M net income

Products

Engine is Scalable & supports multiple applications

Markets

Initially, replacement engines; later new installs

Customer Strategy

Fabricate & Demonstrate Working Prototype

Revenue Streams

Sales to installers

Competition

None

Barriers to Entry

Unknown ... advertise, educate, demonstrate

Use of Proceeds

Complete prototype fabrication, assembly, test

Management Team

Sole Proprietorship, leveraging subcontractors

Milestones

Demonstration prototype engine & certification

Investment

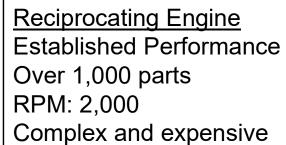
\$1.0M (3 rounds) from knowledgeable investors



Summary











Mazda Rotary Engine Requires Rebuild at 50,000 mi. Over 400 parts RPM: 6,000 (central hub) Could not meet EPA requirements





Circle Ellipse Engine
Less than 50 parts (5 unique)
Average RPM: 1,000
Reduced Size, Weight & Cost
Replacement Engines do not
need EPA certification



Questions / Feedback

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