

INVESTMENT OPPORTUNITY: DISRUPTIVE TRANSMISSION TECHNOLOGY FOR 11-19% FUEL & EMISSION SAVINGS IN TRANSPORT



MAZARO nv (Belgium) has developed a **disruptive transmission system** that makes **transport 11-19% more efficient**. The inventor and CTO of MAZARO, ir Filip De Maziere, is an expert in transmission engineering who has been dedicated since the nineties to the design of MAZARO's innovative technology, **demonstrating revolutionary test results**.

The company has two **granted patents** and two pending. It has generated **interest from large players** within the industry and is now **securing cooperation agreements** with two of them. Pilot systems are currently at their final R&D stages, preparing them for production and **market intro by 2022**. Suitable for a broad range of applications:



THE PRODUCT

The automotive transmission market is worth \pm **€130Bn** (100 M units) and **growing**. Current technologies have reached their limits of optimization; MAZARO's pioneering transmissions offer new, unrivalled opportunities:

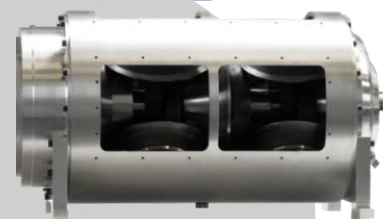
for combustion engine driven transport:

- ✓ **11-19% reduction** in fuel consumption
- 11-19% reduction** in emissions
- ✓ **10% less** manufacturing cost
- ✓ **4x faster** throttle response than a sportscar

for electric vehicles:

- ✓ **16.8% further driving: officially proven in Nissan e-truck**
- enhanced hill climbing and max speed increased by **50%**

RVT for
combustion
engine vehicles
(first prototype)



SVT for electric truck
and industrial drives



OFFICIAL TEST RESULTS OF SVT IN ELECTRIC NISSAN TRUCK

16.8% further
driving

50% higher
top speed

Changing ratio
without
efficiency drop

silent operation

compared to the current transmission systems

Enhanced
hill climbing



BUSINESS MODEL KEY ASPECTS

- ✓ **Key Partnerships** - contracts are being set up with established companies for production and commercialization. MAZARO recently obtained one LOI from a EU tractor manufacturer, one LOI for a Joint Venture from a Chinese company, one Purchase Order from a EU transmission manufacturer for a technical feasibility study;
- ✓ **High Margin Revenue Model** - deriving from strong IP that results in a highly technological solution;
- ✓ **Customers** - EU, US, Indian and Chinese truck, bus, forklift, tractor & car makers are considering cooperation;
- ✓ **R&D Division** - Mazaro constantly focuses on new designs and on applications into new segments.



FINANCIALS

P&L		2019	2020	2021	2022	2023	2024
Revenues from royalties	k€	0	0	520	1 983	8 330	12 570
Development expenses	k€	292	292	292	292	292	292
Personnel	k€	404	546	684	1 306	1 589	1 872
G&A	k€	100	100	100	100	100	100
EBITDA	k€	-796	-938	-555	286	6 350	10 306
EBITDA margin	%	0%	0%	-107%	14%	76%	82%
D&A	k€	328	328	528	528	528	492
EBIT	k€	-1 123	-1 265	-1 083	-242	5 822	9 814
Financial & transaction costs	k€	24	0	0	14	317	0
Profit before taxes	k€	-1 147	-1 265	-1 083	-256	5 504	9 814

Cash Flow		2019	2020	2021	2022	2023	2024
Revenues from royalties	k€	0	0	520	1 983	8 330	12 570
Patent fees & development costs	k€	572	392	1 392	392	392	392
Salaries	k€	404	546	684	1 306	1 589	1 872
Financial & transaction costs	k€	24	0	0	14	317	0
Total costs	k€	1 000	938	2 075	1 712	2 298	2 264
Net cash flow	k€	-1 000	-938	-1 555	255	5 670	9 688
Cumulated net cash flow	k€	-1 000	-1 937	-3 493	-3 238	2 432	12 120

INVESTMENT OPPORTUNITY

- **Today, solutions for drastic reduction of emissions and energy consumption are a hot topic**
- € 4.5 M was invested in MAZARO since its outset in 2008 with own capital, an external investor and funding
- The company won a **EU Horizon 2020 grant of € 2.07 M**, significantly reducing investment risk

MAZARO is now seeking an additional € 2.5 M to be invested in stages, to cover expenses till market launch
An extra 1 M€ will be needed for the serial transmission controller once serial production is signed.

ABOUT THE AUTHOR

Filip De Mazière has **25 years** of experience as **Chief Design Engineer of leading transmission manufacturers** DANA and HÖRBIGER/Tremec. He was **in charge of the execution** of numerous **successful projects** for some of the **world's leading OEMs** like McLaren, Ferrari, Liebherr, CNH.

He has **registered over 15 patents**; some are **still in active use** in the automotive leader's production. De Mazière left this leading role to **establish MAZARO**.

