

Investing in disruptive sectors, NASDAQ listed Ideanomics continues to expand its EV investment portfolio

Investors are increasingly aware that we have an electric vehicle boom unfolding this decade. 2021 electric car sales are on track to increase about 100% from 3.2 million in 2020 to a forecast 6-6.5 million in 2021. Of course, some electric car companies already have huge market caps such as Tesla (NASDAQ: TSLA) on US\$1.019 trillion, BYD Co (OTC: BYDDF) US\$108 billion, Rivian (NASDAQ: RIVN) US\$92 billion, and Lucid Group (NASDAQ: LCID) US\$78 billion. The last two are relatively new IPOs with almost no income in 2021.

What if I told you that there was an investment company that held significant positions in 9 different electric mobility related companies and 3 capital/fintech related companies with forecast 2021 revenues of US\$120 million, forecast to rise to US\$200 million in 2023. Plus its market cap is well under one billion US dollars. Actually its market cap is US\$676 million, or ~3.4x forecast 2023 revenues.

The company is Ideanomics Inc. (NASDAQ: IDEX). Ideanomics is a global investment company focused on investing in disruptive companies such as those driving the adoption of electric vehicles and fintech services innovation.

In addition to owning significant percentages in 9 electric **mobility** related companies, Ideanomics also has ownership in 3 **capital** (fintech/financial services) companies. Ideanomics' latest acquisitions include 100% of VIA Motors International

and increasing from 20% to 70% of Energica Motor Company.

Ideanomics Mobility

In electric mobility Ideanomics works to assist commercial fleets in vehicle procurement, EV financing, mobility services, charging infrastructure (including wireless charging), and energy management. Ideanomics 9 electric mobility related investments/companies are:

- **Medici Motor Works** aims to develop the North American specialty vehicle and pick-up truck market.
- **Wireless Advanced Vehicle Electrification Inc. (WAVE)** develops inductive charging solutions for medium and heavy-duty vehicles in the U.S. Ideanomics acquired 100% of WAVE in early 2021.
- **Ideanomics China (formerly Mobile Energy Global, "MEG")**, (100% owned) provides group purchasing discounts on commercial electric vehicles, EV batteries and electricity as well as financing and charging solutions in China.
- **Treeletrik** is an approved EV manufacturer and distributor for Malaysia. Treeletrik plans to drive ASEAN commercial EV sales leveraging Chinese & Korean OEM partners for manufacturing. Ideanomics bought 51% of Treeletrik in 2019.
- **Solectrac** develops and sells electric tractors and is based in California, USA. Ideanomics bought a 14.7% investment in Solectrac which was later increased to 22%.
- **Energica Motor Company** is an Italian manufacturer and distributor of high performance 100% battery-powered electric motorcycles. Ideanomics acquired 20% and more recently agreed to increase this to 70%. More details [here](#). Energica recently announced additional U.S. dealers in their network expansion across the USA. Energica is growing rapidly with 91% sales growth in 2020, and continued growth in 2021. Consumer demand

remains high, and dealers already have a backlog of pre-orders.

- **SilkEV** offers Italian engineering and design services.
- **US Hybrid** – Announced in May 2021, Ideanomics acquired 100% of US Hybrid, a company that has pioneered clean transportation technologies for more than 20 years. US Hybrid offers proven zero-emission powertrain components for electric, hybrid and fuel cell medium and heavy-duty municipality vehicles, commercial trucks, buses, and specialty vehicles throughout the world.
- **VIA Motors International Inc.** – Announced in August 2021, a 100% acquisition of VIA Motors by Ideanomics for a base transaction price of US\$450 million via an all-stock transaction. VIA Motors is headquartered in Orem, Utah. VIA designs, manufactures and markets electric commercial vehicles, with superior life-cycle economics, for use across a broad cross-section of the global fleet customer base. VIA utilizes a scalable and flexible electric skateboard platform for Class 2, 3, 4 and 5 vans and trucks, along with a modular body approach that enables a capital-light single design for its platforms, drive systems and vehicle models.

Ideanomics Capital

This division focuses on fintech disruption and financial services. Ideanomics 3 investments are:

- **Timios Holding Corp.** – A leading title and settlement solutions provider based in California USA with operations in 44 U.S states. Ideanomics acquired 100% of Timios Holdings Corp. in 2020.
- **Technology Metal Market (TM2)** – A London-based digital commodity issuance and trading platform for technology metals, including those used for EV battery production, energy storage systems, and solar cells.
- **JUSTLY Markets** (formerly Delaware Board of Trade Holdings Inc.) is an equity crowdfunding platform for

investors that focuses beyond profit and dividends. It thinks about how the investments made today shape the future of our planet. JUSTLY connects engaged investors and passionate founders who care about 'social responsibility' and building thriving businesses. JUSTLY recently partnered with Invest Green to provide insights and clean technology investment opportunities. More details [here](#).

Ideanomics Q3 2021 results announced in November highlight the progress the Company is making. Apart from the new acquisition of VIA Motors, and the increased stake to 70% in Energica, the Q3 result highlights were:

- "Revenues for the quarter ended September 30, 2021, were \$27.0 million and gross profit of \$4.5 million.
- \$256.9 million cash at quarter end providing a deep pool of capital for investment in Ideanomics Mobility & Capital business units.
- Aaron Gillmore (former BYD and Tesla executive) appointed as CEO of WAVE.
- Mani Iyer (former CEO of Mahindra Agriculture Americas) appointed as CEO of Solectrac.
- WAVE received order from AVTA for vehicle-side charging equipment for 28 buses.
- US Hybrid delivered EV power electronics components to several OEMs, including CAT, Pratt & Miller, FEV, and Nova Bus, as well as several powertrain kits for battery electric street sweepers deployed nation-wide.
- Ideanomics China delivered 652 vehicles, with a large order backlog due to supply chain constraints, and entered into agreements to secure first access to thousands of new electric vehicles as they roll off assembly lines.
- WAVE made substantial progress toward final testing of 125kW and 500kW wireless charging systems, which will broaden WAVE's market reach to additional applications.

- US Hybrid moved to new larger facility to support greater scale of innovation and manufacturing
- Treeletrik moved to a new office and assembly plant to support manufacturing and delivery of its orders.”

Ideanomics CEO, Alf Poor, commented: “This quarter was highlighted by two very important strategic planned acquisitions of VIA Motors and Energica **both scheduled to close in the first quarter**... The integration of these two companies provides Ideanomics with full OEM capabilities across vehicle types, and positions Ideanomics as one of the only full-service, turnkey, offerings in the market today.”

Closing remarks

Ideanomics really is becoming a powerful force both with their EV related businesses and their capital/financial services businesses.

Certainly, Ideanomics is not an easy company to fully comprehend with just so much going on. Despite this the revenue growth and numbers paint a picture of a growing enterprise. The recent stock price pullback means the stock now trades on only ~3.4x forecast 2023 revenues. That compares to the more flashy EV companies with multiples often over 10x.

It looks like a very good time to take a second look at Ideanomics Inc.

A blockchain based data management platform that puts

the #trust in sustainable food supplies

Sustainable food systems (also known as 'ethical food supply') are those that deliver food security and nutrition for all without compromising economic, social, and environmental issues. This means farmers, processors, retailers, and consumers all play a part to ensure food becomes a sustainable resource. The goal is to ensure sustainable food is produced using methods that protect the environment and the welfare of the people producing them.

The global ethical food market is expected to grow from \$542.84 billion in 2020 to \$727.86 billion in 2025, at a CAGR of 6%.

Today's company has developed a blockchain-based platform to monitor and encourage food to be sustainably produced and to bring trust and transparency into the agri-food industry supply chain.

The company is TrustBIX Inc. (TSXV: TBIX | OTCQB: TBIXF). TrustBIX has two platforms – One is called BIX which stands for 'Business InfoXchange', and the other platform is called 'ViewTrak'.

BIX

BIX is designed to create trust without compromising privacy through innovative, blockchain-derived use of technology and data. Essentially it traces food from farm 'Gate to Plate®' to ensure that the food is sustainably produced.

TrustBIX describes some examples of their business by stating:

"TrustBIX provides information services via the BIX platform to Cargill as part of their ongoing

sustainable–sourcing program for their customers like McDonald’s Canada. The BIX platform has over 1,500 producers registered and who track cattle as part of Strategic Sourcing through Cargill for McDonald’s Canada and other restaurants. Since 2014, over 6 million animals worth an estimated \$21 billion at retail have been tracked in the system.”

Food retailers and quality producers both benefit as the public is informed that their product is verified to come from operations that meet sustainable standards. Consumers and the environment also benefit by receiving a sustainable food product with a traceable source.

ViewTrak

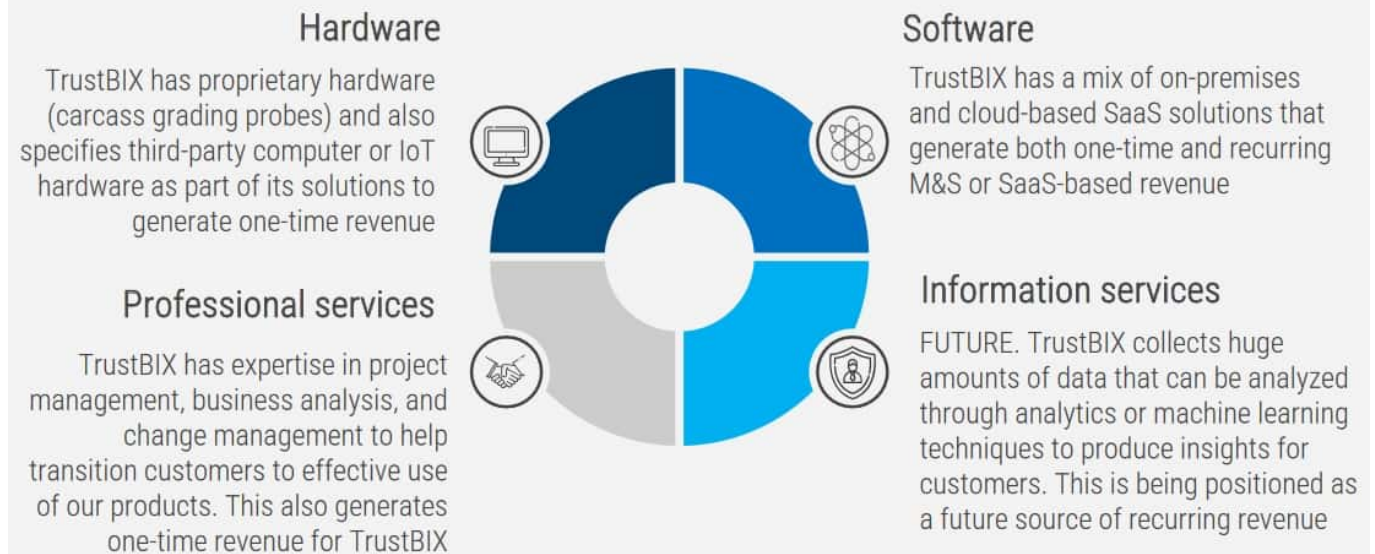
TrustBIX’s other platform is ViewTrak. It is operated by TrustBIX’s 100% owned subsidiary, ViewTrak Technologies Inc. ViewTrak provides a suite of hardware and software solutions to the livestock industry in Canada, the United States, Mexico, and China. TrustBIX says that ViewTrak has an 80% and 30% share respectively in the Canadian and US Live Cattle Auction Market software automation space. TrustBIX states: “Through our Pork Probes business, we have customers in Canada, Mexico, and China, including the WH Group, the world’s largest pork processor. Millions of pig carcasses have been quality graded using our probes.”

TrustBIX’s business model derives revenue from four sources

TrustBIX’s vision/business model is described as “a world where we trust more, waste less, and reward sustainable behavior, and we deliver on this vision through a business model that combines hardware, professional services, and software solutions, from Gate to Plate ®.”

BUSINESS MODEL

TrustBIX's business model derives revenue from solutions that consist of four elements



Source: TrustBIX company presentation

Latest news

TrustBIX's latest news involves enhancements to the BIX Platform for multiple agricultural sectors, ViewTrak Technologies commercialization success with three new modules for auction software, positive feedback from its test-market exports of traceable authentic Angus beef to Hong Kong, and signing of a contract to develop traceability protocol with the Biomass Quality Network of Canada.

Added to the above was the recent approval for trading on the OTCQB in the United States, under the ticker "TBIXF".

TrustBIX's blockchain technology is working to create trust and sustainability in the food supply chain



IMAGINE A WORLD WHERE WE... REWARD SUSTAINABLE BEHAVIOUR



Source: TrustBIX company presentation

Closing remarks

TrustBIX's business of ensuring food sustainability and trustworthy labeling is set to grow strongly in the decade ahead as more consumers demand a more sustainable, ethical, and traceable food supply chain.

In 2020 TrustBIX's revenue grew to ~C\$2 million and looks likely to grow with the trend in the years ahead. TrustBIX trades on a market cap of C\$5.4 million, so it is still very early days if investors would like to get on board this new trend. Stay tuned.

Datable Technology's revenue growth is accelerating as it provides consumer data

analytics to top tier global brands

In the 21st Century 'data is the new gold'. That is because artificial intelligence, AI, algorithms, which detect consumer interests from the analysis of online searches, have become so sophisticated that it makes sense to only market your product or service to those that have an observed interest in them. In my case, for example, I have an interest in buying an electric car. This means that whenever I am on Google, Facebook, or any number of other sites, my PC or smartphone can be programmed to automatically insert electric car ads in front of me. Companies know to do this because they have mined the data from my previous searches and web page visits and analyzed it with AI.

With the above in mind, you can see why companies that provide advertisers with great first party data (i.e.: direct from the customer) can have a great business. In fact, data-driven organizations are 23 times more likely to acquire customers than their peers. One emerging company that does just that is Datable Technology Corporation (TSXV: DAC | OTCQB: TTMZF).

Datable Technology has developed a proprietary, **mobile-based consumer marketing platform** with an innovative subscription service (SaaS model) **that allows brands to access first-party data and detailed analytics**, leading to enhanced consumer engagement and optimized marketing strategies. The Company's PLATFORM³ incorporates proprietary technology to monetize the consumer data, including demographics and purchasing behavior, by sending consumers targeted offers by email and text messages. The PLATFORM³ encourages consumer engagement and loyalty via the use of rewards.

Data is the new gold

THE GROWING IMPORTANCE OF DATA

In today's market, sophisticated consumers and businesses expect personalization in the communications they receive—personalization achieved through the aggregation and analysis of data. This data allows brands to gain key insights into their audiences specific tastes and buying patterns and optimize their marketing efforts accordingly.

Data-driven organizations are **23 times** more likely to acquire customers than their peers.



61%

of people expect brands to tailor experiences based on personal preferences.



92%

of leading marketers believe using first-party data to continuously build an understanding of what people want is critical to growth.

Source: Datable Technology company presentation

Datable Technology has been operating since 2014 and serves a growing number of the world's largest consumer goods companies, including over 50 valuable brands such as Universal, General Mills, Unilever, Red Bull, Molson Coors, Toro, P&G, and Kimberly-Clark.

In terms of growth Datable Technology is growing both via organic growth and through acquisitions. A recently announced acquisition was of Adjoy, Inc. (Dabbl). Datable technology stated: "This agreement was designed to leverage Dabbl's large community of consumers (encompassing over 1.3 million downloads) and first-party data relationships and to accelerate consumer participation in the marketing programs that leading consumer brands launch on **PLATFORM³**."

Datable Technology financials

On November 24, Datable Technology announced some great Q3 results (in Canadian dollars), including:

- **"Revenue for three months ended September 30, 2021,**

increased by 91% to \$ 827,283 and revenue for the nine months ended September 30, 2021 increased by 73% to \$ 2,147,543, compared with the same periods in 2020, due to an overall increase in average contract value, project deliveries and transactional orders with higher demands in the quarter from both new and returning customers.

- Deferred revenue as of September 30, 2021 increased by 140% to \$1,979,095 compared to \$816,495 in the same period in 2020. Deferred revenue accounts for services that have been contracted and paid for by customers that will be delivered and recognized as revenues in subsequent periods.
- Datable currently has approximately \$5 million in contracted revenue for 2021 and future periods, of which **about 57% (approximately \$3 million) is expected to be recognized as revenue in 2021.**"

2019 revenue was C\$1.56 million and 2020 revenue was C\$1.97 million. Based on the quoted figures above it is looking like 2021 revenue will potentially reach at least C\$3 million, which would be about a 50% increase in revenue on 2020. This would mean revenue growth is now accelerating significantly. Certainly, the YTD revenue growth of 73% is very encouraging. The Company is not yet profitable.

Datable Technology's CEO, Robert Craig, stated (re the Q3 results): "We had a significant growth in the first nine months of 2021 despite logistics challenges due to the COVID-19 pandemic and expect growth to accelerate as we add senior salespeople to our team, and the world and consumers open up later in 2021 and into 2022. We believe that the acquisition of Dabbl will position us to accelerate growth with an improved product and scaled up team to serve our growing customer base of world's leading consumer brands."

Why invest in Datable Technology Corporation?

First-party data solutions are necessary for engaging today's consumers: Datable Technology's disruptive SaaS platform provides the infrastructure; data collection and analysis; and monetization brands need in this explosive market.



Best-in-class product



76.2% CAGR Bookings Growth between 2018-2020; 2020 bookings growth 132%



Growing customer base of Fortune 500 customers



\$4.4 million in contracts signed including \$2.9M for 2021 and \$1.5M for 2022, compared to \$1.9 million revenue in 2020



Increased revenue every year of operations- Q2 2021 revenue increased by 89% compared to Q2 2020



90% license renewal rate

Source: Datable Technology company presentation

Closing remarks

Datable Technology is having a very good 2021 with 2021 revenues on track for at least 50% growth over 2020. 2022 contracts already of ~C\$2 million suggest 2022 will also be another solid year.

Datable Technology Corporation trades on a market cap of C\$9.7 million, or only ~3.2x, my conservative estimate for 2021, sales of C\$3 million. One to watch in a rapidly growing specialized market, data analytics.

Zentek is well positioned to commercialize several revolutionary nanotech graphene health products in

2022

Zentek Ltd. (TSXV: ZEN) (formerly ZEN Graphene Solutions Ltd.) is a trail blazing company in the world of nanotechnology and graphene, particularly in the healthcare sector. That is because not only does it make its own graphene but Zen has also partnered with other companies to expand the uses of graphene in areas such as (graphene coated) masks clothing, and other PPE, as well as COVID-19 rapid saliva tests, graphene colloidal antiviral/bacterial/fungal detection, and, hopefully, improved air purifiers, and air conditioning systems using graphene filtration.

Zentek summarizes this by saying that “Nanotechnology and graphene have the potential to protect against pathogens, detect and treat disease, clean our water, make building materials stronger and produce cleaner energy. With almost limitless potential to improve people’s lives, we are uniquely positioned to create significant value through our next-generation healthcare solutions and beyond.”

Zentek is currently focusing on commercializing into health care prevention, detection, and treatment

zentek

IP development and commercialization company focused on next-gen, nanotechnology-enabled healthcare solutions

Development pipeline is robust with opportunities in three primary verticals:



ZENGuard™ for PPE & indoor air quality markets



Aptamer-based rapid detection for numerous pathogens



Antimicrobial compound as a therapeutic and healthcare product

Source: Zentek Company presentation

Zentek's vision is for a healthier and safer world through nanotechnology, and its mission is to develop innovative nanotechnologies, with their partners, that improve people's lives. What a great basis to grow a company from.

Zentek's stock price has risen 281% over the past year after more than quadrupling the year before. From the March 1, 2020 low of C\$0.30 the stock **has risen a whopping 20.7x**, now sitting at C\$6.20. Tesla and some junior lithium stocks are the only stocks I know that have achieved a 20x return in the past 2 years. This puts Zentek up there with the most elite performers on the stock market in recent times.

What's next for Zentek

- **A Nasdaq listing** – On October 13, 2021, Zentek (then ZEN Graphene Solutions) announced that it has submitted an application to list its common stock on The Nasdaq Capital Market® (“Nasdaq”) and that it has retained Donohoe Advisory Associates, LLC, to assist with the listing process. That process is ongoing with no listing date yet announced.
- **ZENGuard™ international patent application to complete soon.** ZENGuard™ is a graphene-silver ‘coating’ with 99% antimicrobial activity, including against COVID-19. Zentek is commercializing ZENGuard™ with mask manufacturer, Trebor Rx, to produce masks, filters and gloves. ZENGuard™ is Health Canada approved. Zentek's coating can also be used on all types of personal protective equipment including masks, gloves, clothes, and shields to reduce the spread of pathogens including COVID-19. Similar products can be used in air purification systems. There is also the potential (if approved) to use similar compounds as pharmaceutical products against infectious diseases.

- **Zentek's Pathogen Detection Technology (aptamer-enabled) initially for COVID-19 to be launched by Q1, 2022.** Zentek has the worldwide exclusive rights to commercialize a rapid, saliva-based COVID-19 antigen testing technology. The key differentiating factor here is that the test can detect much lower quantities of virus compared to other tests, thereby being able to potentially detect low viral loads at the early stages of infection when the patient may be asymptomatic. The test is exceptionally accurate (similar to current PCR tests), saliva-based, affordable, scalable and provides results in under 10 minutes. The test still requires final Health Canada and FDA approval. Zentek recently announced the development of an improved aptamer with a higher binding affinity for the COVID-19 Delta variant as well as reduced result production time of the aptamer-based sensor from 18 hours to 30 minutes with more consistent results. Zentek also announced this month that it "has been selected as one of three technologies for phase 1 of the Innovation Solutions Canada (ISC) challenge to develop a portable detection device for SARS-CoV-2 in wastewater. ZEN has received a \$148,000 award from ISC to develop its first prototype."

Zentek CEO, Greg Fenton, recently stated: "In collaboration with our partners, including Dr. Li and his entire McMaster team, **we have made tremendous progress advancing our aptamer-based rapid detection platform toward commercialization.** A key aspect of the technology is its adaptability through the production of new aptamers to detect different pathogens leveraging the existing platform – and the process of building out this aptamer and disease-detection library is well underway with our colleagues at McMaster."

ZENGuard™ has enormous potential to scale up from current capacity of coatings for 32 million masks per month to a potential ~800 million masks per month by Q1, 2022



Note: Season flu and tuberculosis visuals for illustration purposes only and have not yet been tested

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Source: Zentek Company presentation

Closing remarks

Zentek has come a long way in the past 2 years with enormous technological progress in its graphene based nanotechnology products with a renewed health focus to prevent, detect, and, hopefully, soon treat pathogens, including COVID-19. This has been achieved via a number of collaborations, partnerships, patents, and approval by regulatory bodies.

The result of all these efforts should now start to show in 2022 as Zentek's commercial rollout of its innovative nanotech graphene products gains speed, led by its revolutionary ZENGuard™ coating and the company's rapidly advancing Pathogen Detection Technology collaboration.

Zentek trades on a market cap of C\$551 million and continues to outperform the market.

Disclosure: The author is long ZEN Graphene Solutions (TSXV: ZEN).

Greg Fenton on the significant medical market interest in Zentek's ZENGuard™ nanotech coatings, plus its new carbon-based icephobic coating

In a recent InvestorIntel interview, Tracy Weslosky spoke with Greg Fenton, CEO and Director of Zentek Ltd. (TSXV: ZEN) about Zentek's new icephobic coating to reduce ice accretion on surfaces, and about the significant market interest in their ZENGuard™ coating following its Health Canada approval.

In this InvestorIntel interview, which may also be viewed on YouTube (click here to subscribe to the InvestorIntel Channel), Greg Fenton said that the company's recent change of name from ZEN Graphene Solutions Ltd. to Zentek Ltd. reflects its evolution from a mining company to a technology company, developing intellectual properties. Having recently applied for an up listing to the Nasdaq, Greg said that Zentek is primarily focused on nanotechnology-enabled healthcare solutions, and continues to develop intellectual properties for other industries as well.

To watch the full interview, click here.

About Zentek Ltd.

Zentek is a nanotechnology company developing and commercializing next-gen healthcare solutions in the areas of

prevention, detection and treatment. Zentek is currently focused on commercializing ZENGuard™, a patent-pending coating with 99% antimicrobial activity, including against COVID-19, and the potential to use similar coatings as pharmaceutical products against infectious diseases. The company also has an exclusive agreement to be the global commercializing partner for a newly developed, highly scalable, aptamer-based, rapid pathogen detection technology.

To learn more about Zentek Ltd., [click here](#).

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If you have any questions surrounding the content of this interview, please email info@investorintel.com.

Kim Oishi on Datable's consumer marketing technology used by some of the world's biggest brands

In a recent InvestorIntel interview, Tracy Weslosky spoke with Kim Oishi, Executive Chairman of Datable Technology Corporation (TSXV: DAC | OTCQB: TTMZF) about Datable's partnership with Dabbl and about its integrated consumer marketing programs with Universal and Coca-Cola.

In this InvestorIntel interview, which may also be viewed on YouTube ([click here to subscribe to the InvestorIntel Channel](#)), Kim Oishi highlighted the increasing pushback from regulators and consumers to prevent non-permissible uses of data and explained how Datable stands out by getting permission from and rewarding consumers who share their data. Kim went on to say that Datable's technology platform is scalable, secure, and stable, which has allowed it to become a big part of marketing programs for some of the world's biggest brands.

To watch the full interview, [click here](#).

About Datable Technology Corporation

Datable has developed a proprietary, mobile-based consumer marketing platform – **PLATFORM³** – that is sold to global Consumer Packaged Goods (CPG) companies and consumer brands. **PLATFORM³** is delivered as a subscription service (Software as a Service model) and used by CPG companies to engage consumers, reward purchases and collect valuable consumer data. **PLATFORM³** incorporates proprietary technology to monetize the consumer data, including demographics and purchasing behavior, by sending consumers targeted offers by email and text messages. For more information, visit datablecorp.com.

To learn more about Datable Technology Corporation, [click here](#).

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dynaCERT wins during COP26 with renewed support for its emissions reduction technology

Whether it be COP26 or the recent company news, 'emissions reduction' company dynaCERT Inc. (TSX: DYA | OTCQX: DYFSF | FRA: DMJ) stock price leaped 42.86% higher on the Toronto Stock Exchange yesterday. Since the COP26 conference began on October 31 the stock has moved up from C\$0.22 to C\$0.40, for a 82% gain the past 3 days. Now that's impressive!

Of course InvestorIntel readers may not be surprised, as we published "dynaCERT's Carbon Emissions Reduction Technology

(CERT) is revved and ready, as the world eyes the upcoming UN Climate Change Conference in Glasgow for updates on emissions reductions commitments” back on September 2, 2021.

dynaCERT (TSX: DYA) was up 42.86% yesterday

dynaCERT Inc. (DYA.TO)

Toronto - Toronto Real Time Price. Currency in CAD

0.4000 **+0.1200 (+42.86%)**

At close: 3:59PM EDT

1D **5D** 1M 6M YTD 1Y 5Y Max   Full screen



Source: Yahoo Finance

On November 1, 2021, dynaCERT announced that their distributor CarbonKleen has reported “Sofina will expand their installation of *dynaCERT*’s Technology from four (4) HydraGEN™ Technology units to twenty (20) units, with a goal of using *dynaCERT*’s patented technology to improve the efficiency and reduce harmful emissions of diesel-powered engines.” Sofina Foods will be installing this technology as part of

their ongoing commitment to continuously improving the environmental impact of their operations and products.

Sofina Foods Inc. is a Canadian based manufacturer of processed animal products. Sofina is privately owned and dedicated to providing great tasting, high quality food products for retail and food service. Sofina acquired Lilydale in a C\$130 million deal in 2010 and Santa Maria Foods ULC (an importer and distributor of specialty Italian brands) in 2012.

dynaCERT President & CEO, Jim Payne, stated: “*dynaCERT* congratulates the entire team at Sofina Foods for taking important steps towards contributing to Sustainability as it relates to Climate Change. *dynaCERT* applauds both KarbonKleen and Sofina Foods for their uncompromising commitment to innovative technologies that reduce emissions in internal combustion engines. Our patented HydraGEN™ Technology and HydraLyctica™ software is well-suited for Sofina Foods and is a testimony of their rising efforts in contributing to solutions to Climate Change....”

Could the Sofina deal lead to a windfall of new customers for dynaCERT

Certainly 2021 has seen many announcements of companies wanting to go green and reduce their emissions. While not every business can afford or justify buying new electric vehicles, millions of global businesses can afford to install dynaCERT's HydraGEN™ emission reduction system on their existing combustion vehicles or generators, especially those using diesel. That's because the system can be retrofitted and as well as reducing emissions it improves fuel efficiency. Furthermore, the HydraLyctica™ software allows companies to see on their computers or cell phones exactly how much CO2 they are generating for any particular truck or diesel engine. A win-win for the Company and also for dynaCERT.

HydraGEN™ Technology delivers less emissions and improved fuel

efficiency

HydraGEN™ Technology

- C\$70 million already invested
- 17 years of R&D to commercialization
- Continued & expanded R&D for new models in expanded R&D facilities
- Results in:
 - > More power
 - > Better torque
 - < Less fuel consumption and
 - < Less CO₂, CO, and NOx
- For internal combustion engines

Source: dynaCERT company presentation

dynaCERT's extensive global distribution for its products

dynaCERT has numerous collaborations and partnerships, including **45 qualified agents and dealers operating in 44 countries** worldwide, with a potential market size of one billion vehicles. In particular, polluting large heavy vehicles (trucks, buses, mining vehicles etc) running on diesel are prime potential beneficiaries. Fleets can also benefit by reducing emissions and saving on fuel costs.

Some examples of dynaCERT's agents/dealers/alliances include KarbonKleen (mentioned above), 6TAVADA LDA (Portugal), SSiE (Canada), ESAMETAL S.r.l. (Italy), SIMMAX Power Generation (Canada), Simply Green Ltd (Canada), GridFix, (Australia), and ACR Industrial Supplies (Colombia and Peru).

dynaCERT's potential global market for its products is enormous (includes 1 billion existing combustion engine

vehicles and millions of trucks)

Market Size

- **Total ICE Market**
 - 1 billion internal combustion engines operate world-wide
 - 100 million new internal combustion engines built world-wide every year
- **HG2 Market Estimate**
 - 20 million in North America
 - 40 million in Europe
 - 55 million in South Asia
 - 20 million in South America
- **Europe**
 - 145 million trucks
- **North America**
 - 711,000 trucking companies relying on 3.5 million drivers
 - 15.5 million class 8 trucks
 - 36 million trucks registered for business
- **South America & India**
 - 210 million trucks

Source: dynaCERT company presentation

More about dynaCERT

dynaCERT's patented technology (HydraGEN™ system and HydraLytics™ software) creates hydrogen and oxygen on-demand through a unique patented electrolysis system and supplies these gases through the air intake of internal combustion engines to enhance combustion, resulting in lower carbon emissions and greater fuel efficiency. dynaCERT's technology is designed for use with many types and sizes of diesel engines used in on-road vehicles, reefer trailers, off-road construction, power generation, mining and forestry equipment, marine vessels and railroad locomotives.

Closing remarks

The COP26 climate change conference on now in Glasgow has been highlighting the need to take urgent action to save our planet. The recent example of Sofina Foods purchasing dynaCERT's emissions reduction technology is just one small

example of how change can happen.

dynaCERT's technology was 17 years in the making with C\$70 million invested, all leading up to now. The Company trades on a market cap of C\$152 million which gives an opportunity for further gains should more of the 1 billion combustion engine owners decide to reduce emissions. Let's hope COP26 is just the beginning of an avalanche of new purchases for dynaCERT's products and we can move towards a cleaner world.