

dynaCERT expands into the FreightTech industry with new software offering

Decision to enter the FreightTech industry seen as an “evolution of services that fit very naturally with dynaCERT”

dynaCERT Inc. (TSX: DYA | OTCQX: DYFSF | FRA: DMJ) is best known for their Carbon Emission Reduction Technology (CERT) for use with diesel engines. Their flagship product is HydraGEN™, an electrolysis unit that produces H₂ and O₂ gases to optimize the diesel fuel burn, resulting in a 6-19% increase in fuel economy and a 50%+ reduction in emissions.

With most fleet and logistics companies now using software to monitor their fleet’s activities and performance, dynaCERT has added a new service option called HydraLytics™ to its proprietary suite of FreightTech software applications. The company sees this as a supplementary evolution of services that fit very naturally with *dynaCERT*’s fuel-saving and emission-saving know-how. HydraLytics™ not only monitors the standard variables but offers much more, especially in relation to fuel economy, driver performance, and greenhouse gas emissions monitoring. The new FreightTech solution reports the data in a simple and understandable mobile application, and provides recommendations for important fleet optimization such as fleet management, route planning, driver safety, and load management.

HydraLytics™ Telematics system is a win-win for both fleet operators and dynaCERT

dynaCERT’s HydraLytics™ measures fuel savings in real time. While it is designed to work with dynaCERT’s HydraGEN™, it will be available to all potential customers and not restricted to just HydraGEN™ users. In an announcement this

week dynaCERT explains how, in combination with dynaCERT's software developer Corsario Ltd. and its marketing arm GP LogiX Inc., it plans to greatly expand the scope of applications to respond to the growing industry needs of logistics companies, and the broader trucking management software ecosystem.

The new addition of HydraLytics™ is a big plus for fleet operators. It means they can better monitor more variables, especially those in relation to fuel efficiency and emissions. It is also a big win for dynaCERT, as HydraLytics™ users can see for themselves the value proposition of dynaCERT's products such as HydraGEN™. It also means a subscription service revenue stream for dynaCERT.

HydraLytics™

For End-User Verification

- With dynaCERT's HydraLytics™ Telematics system, end-users can view in "real time":
 - Visualize on their computers & phones:
 - Day-to day fuel savings
 - Reductions in Greenhouse Gas Emissions
 - Compare:
 - Fleet performance
 - Driver performance
- Not only is this convincing for all end-users, such as truck fleets, but it can be audited and does not rely on prior independent third-party validation
- HydraLytics™ proves to users the value proposition of DYA products



Source

Usually the biggest expense for fleet operators is fuel and labor. dynaCERT's HydraLytics™ allows operators to better monitor both fleet fuel efficiency and driver performance. Monitoring can be done live with real time data on either a PC or smartphone.

"The delivery of our solution is through a managed service,

where, not only is the raw data available to the user, but the software monitors industry-based Key Performance Indicators comparing real time data streams to industry averages and reporting areas of deficiency”, says dynaCERT. “Our FreightTech solution reports the data in an easy to use and easy to understand mobile application as well as providing recommendations on numerous matters such as fleet management, route planning, driver safety, and load management.”

Marketing of HydraLytica™ by GP LogiX Inc. is already gaining traction with a number of companies already utilizing the software platform. These include Day & Ross, Ottaway Motor Carriers, Drisco Carriers (based in the USA) and Stevens Brothers Trucking (based in the USA).

Several new deals for HydraGEN™

In the past two months dynaCERT has continued to successfully commercialize their HydraGEN™ technology. This includes:

- September 8, 2020 – A deal to equip diesel powered vehicles of the City of Woodstock (Ontario) with Carbon Emission Reduction Technology.
- August 31, 2020 – A JV with Alltrucks GmbH & Co. KG. Alltrucks intends to introduce and promote marketing, installation and servicing of dynaCERT’s HydraGEN™ product line to the established network of Alltrucks. Alltrucks offers a Pan-European workshop concept for maintaining and repairing commercial vehicles of all types and brands. Alltrucks has one of the largest workshop networks in Europe with 700 workshops in 12 countries.
- August 20, 2020 – dynaCERT receives purchase order to complement COVID-19 safety package for trucking industry.

dynaCERT also continues to commercialize their products with 25+ dealers globally, and is currently improving and expanding

their manufacturing facility to triple capacity.

dynaCERT's global business model



Global Business Model

\$60,000,000 of R&D and other expenditures over 16 years	Major Cap-Ex already expended
DYA sells assembled product	Product assembled by DYA in Toronto eventually Mexico, Germany, India
DYA's cost of production	50% of wholesale price
DYA profit margin	100%
Fast ROI price per unit (wholesale)	USD \$5,000
Low DYA overhead	
Global dealer network	Ensures local sales & service

Source

With about one billion diesel engines on the road, dynaCERT continues to evolve and grow new products that are both effective and in demand for the diesel trucking industry as it moves forward into a greener and more energy efficient future.

Great Lakes Graphite to get into the game earlier



The talk of late about batteries has been great for the graphite industry. The Tesla Powerwall batteries that Elon Musk wants to put into homes, to be powered by the sun, is being called the 'democratization of energy.'

These batteries need a great deal of graphite, yet there has been no graphite produced in North America since 1991. For this reason Great Lakes Graphite Inc. (TSXV: GLK), is bringing in graphite from Brazil to be processed at their facility in Matheson Ontario.

After announcing news about progress towards commercialization May 28th, the stock rose from \$0.10 to \$0.14 CAD by June 1st, on the TSXV, enough for a 50% gain in the month of May.

Graphite news has been everywhere lately, from Elon Musk, and the US Senate to numerous articles on InvestorIntel. The Lithium-Ion batteries that power Tesla's electric cars, & the Powerwall batteries need many minerals including graphite. And in the US Senate this past month, it was pointed out that though there is no domestic production of graphite, it is used by over 90 US companies. Since most graphite comes from China, like rare earths, the US is eager to foster a domestic industry of this critical, strategic, import-dependent mineral.

Great Lakes Graphite have several deposits of graphite in Ontario & Quebec, including at Lochaber Quebec, only 30km from Ottawa. But the news that pushed their stock up regards the processing of low-cost graphite from Brazil. Test samples of the material have been sent out to clients and they plan to have graphite for sale by the next quarter, or later this year according to a conversation I had with Corporate Marketing Officer Paul Ferguson. They also announced news June 1st that they have brought in new staff to facilitate the new

international side of their operations.

Before the May 28th news release the stock had been relatively even for months. It had been as low as \$0.07 CAD on May 20th, doubling to \$0.14 on June 1st, and was at \$0.12 on June 3rd. The majority of the 50% gain for the month coming in the last two days of trading would seem to indicate that investors feel the news about processing supply from Brazil is great news. It is certainly going to be faster that way than processing their own deposits.

This vertically integrated supply chain is a must in the race to be able to provide graphite in North America. Building a processing chain for raw materials from abroad allows Great Lakes Graphite to gain expertise while they develop capital to bring their own deposits online.

That graphite is being used in many new clean tech applications like solar powered batteries for homes, and having the case made for a domestic industry within the US government is good news for companies like Great Lakes Graphite. While there are many deposits of graphite throughout Canada and the US, the fact that it is currently import-dependent, mostly from one country is a dependence the US would like to end. Being able to process supply from other countries while they develop their own deposits, might allow Great Lakes Graphite to get into the game earlier than most.