

ZULU PODS™



Mission

Zulu Pods is committed to providing high quality, innovative lubrication delivery solutions that radically simplify mechanical systems architecture to **reduce weight, cost, complexity and improve performance.**

Founding Team



Rob Sladen
Co-Founder
CEO



Daniella Sladen Co-
Founder CTO



Todd M. Currier, P.E., PhD Co-
Founder
CSO



Troy Cunningham
Co-Founder President



Joe Cunningham Co-
Founder
CRO



Our Engineering Experience



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Co-Founder/CEO



Cameron Gholami
VP, Business Development



Jay Ferrante
R&D Director



Daniella Sladen
Co-Founder/CTO



Emily Hebert
Mechanical Engineer



Brian Tassone
Machinist & Toolmaker



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Robotics Engineer



Priya Gavini
Engineering Intern



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Lubrication Expert



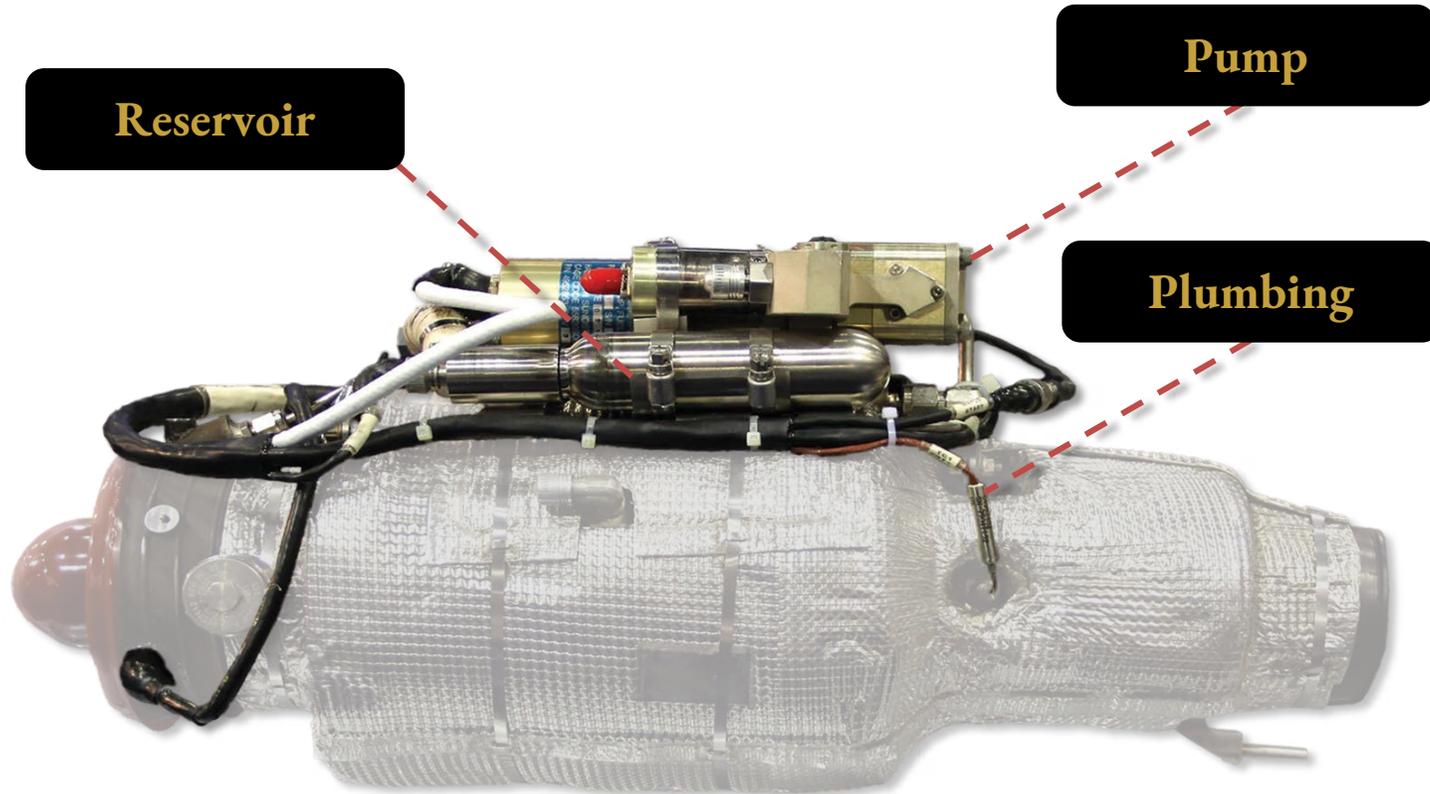
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Associates Tribology Expert



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Technical Fellow



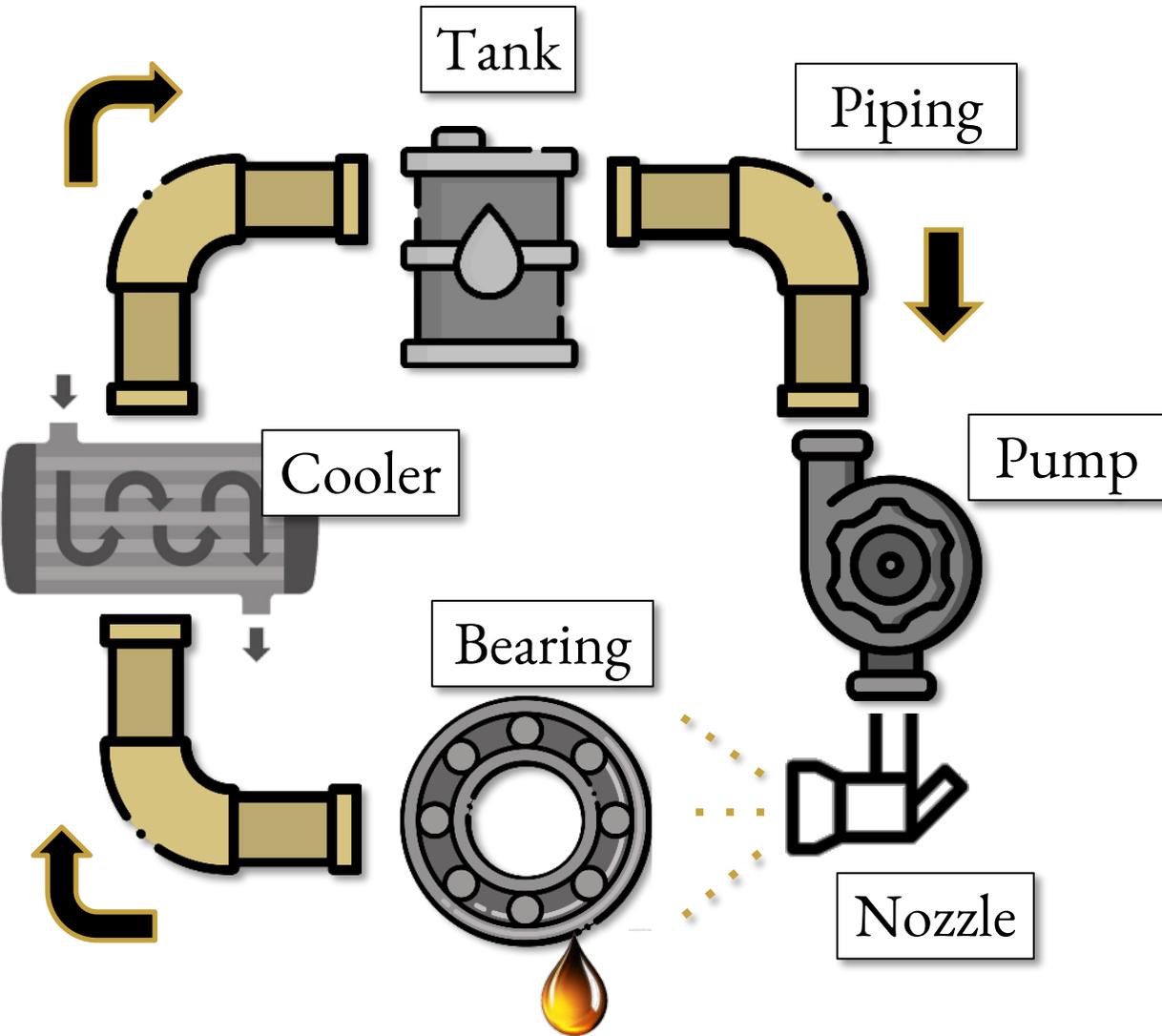
Problem Origin



Traditional System Design Approach

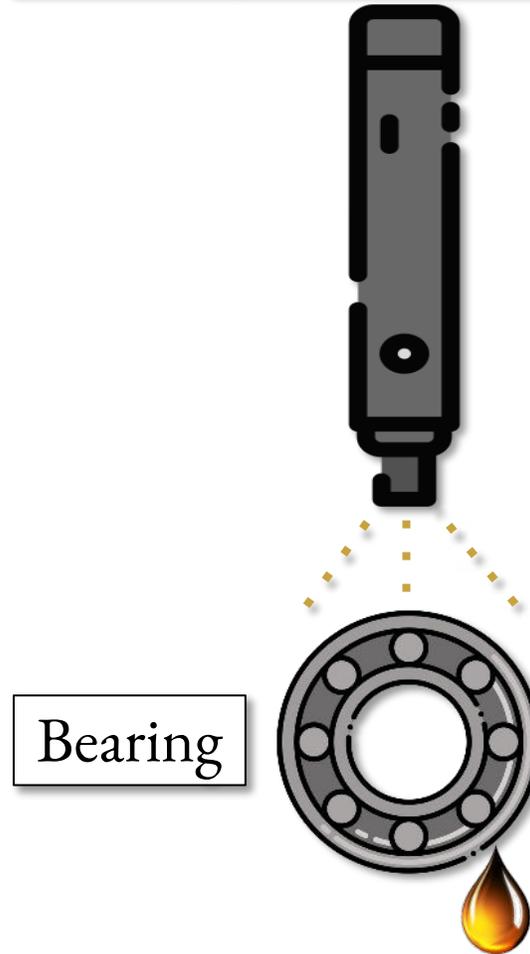
Solution

Turn this...



Into this.

Packaged Oil Delivery System

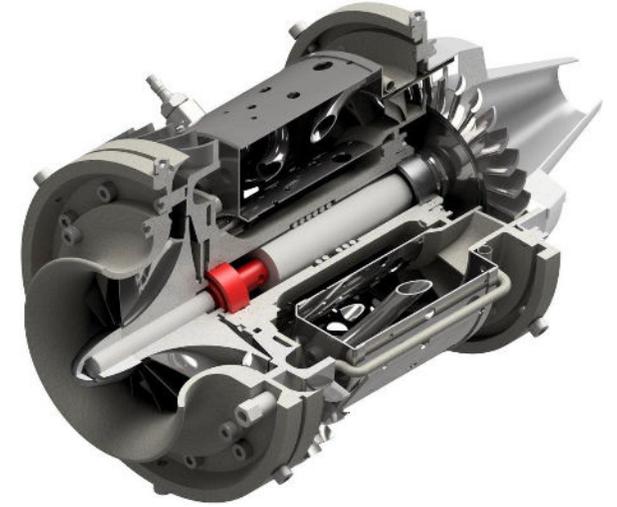


Our Product – The ZPod™

Helicopter Gearboxes



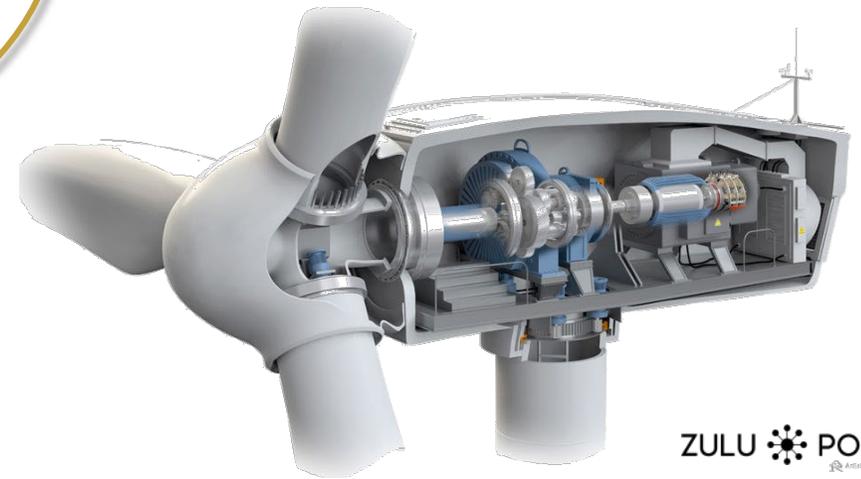
Jet Engines



Ground Vehicles



Wind Turbines



Intellectual Property

Zulu Pods retains a robust portfolio of novel and innovative engineering IP.

PATENT/TRADEMARK	PATENT NO.:	PRIORITY DATE
Centralized Oil Distribution System	17/116,872	Issued: 9/21/2021
Packaged Oil Delivery for Short Term Lubrication Smart System for Oil Delivery	17/576,196	Issued: 4/25/2023
Decentralized Emergency Lubrication System	17576607	Filed: 1/14/2022
Packaged Oil Delivery with Integral Flow Restrictor	17572325	Filed: 1/10/2022
Engine Shaft Oil Dispenser	17750534	Filed: 5/23/2022
Annular and Fan Turbine Disc Oil Dispenser	17887421	Filed: 8/13/2022
Bearing Compartment Cooling Fins	17887421	Filed: 8/13/2022
Zulu Pods® Trademark	97833770	Filed: 3/10/2023
ZPods® Trademark	97833745	Filed: 3/10/2023

US01125274B1

(12) **United States Patent**
Sladen et al.

(10) Patent No.: **US 11,125,274 B1**
(45) Date of Patent: **Sep. 21, 2021**

(54) **CENTRALIZED OIL DISTRIBUTION SYSTEM**

(71) Applicant: **Zulu Pods, Inc.**, Miami, FL (US)

(72) Inventors: **Daniella Sladen**, North Lauderdale, FL (US); **Troy P. Cunningham**, Miami, FL (US)

(*) Notice: Subject to any disclaimer, the term of this patent is extended or adjusted under 35 U.S.C. 154(b) by 0 days.

(21) Appl. No.: 17/016,872

(22) Filed: **Dec. 9, 2020**

(51) Int. Cl. **F16C 33/06** (2006.01)
F16N 9/02 (2006.01)
F16C 4/02 (2006.01)
F16N 7/02 (2006.01)
B64D 27/19 (2006.01)

(52) U.S. Cl. **F16C 33/6681** (2013.01); **F16C 3/02** (2013.01); **F16N 7/02** (2013.01); **F16N 9/02** (2013.01); **B64D 27/19** (2013.01); **F16C 33/0602** (2013.01); **F16C 33/0603** (2013.01); **F16N 22/10/14** (2013.01)

(58) Field of Classification Search
CPC F16N 22/10/14; F16N 7/02; F16N 9/02; F16C 33/0601; F16C 33/06; F16C 33/66
See application file for complete search history.

20 Claims, 9 Drawing Sheets

US011635134B1

(12) **United States Patent**
Currier et al.

(10) Patent No.: **US 11,635,134 B1**
(45) Date of Patent: **Apr. 25, 2023**

(54) **PACKAGED OIL DELIVERY FOR SHORT TERM LUBRICATION**

(71) Applicant: **Zulu Pods, Inc.**, Davis, FL (US)

(72) Inventors: **Todd M. Currier**, Davis, FL (US); **Robert Sladen**, Davis, FL (US)

(*) Notice: Subject to any disclaimer, the term of this patent is extended or adjusted under 35 U.S.C. 154(b) by 0 days.

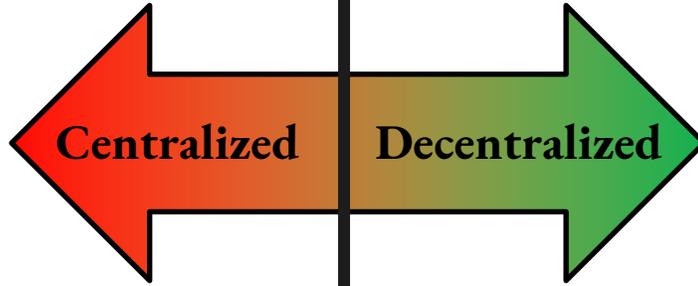
(21) Appl. No.: 17/576,196

(22) Filed: **Jan. 14, 2022**

(51) Int. Cl. **F16H 57/00** (2010.01)
F02C 7/06 (2006.01)

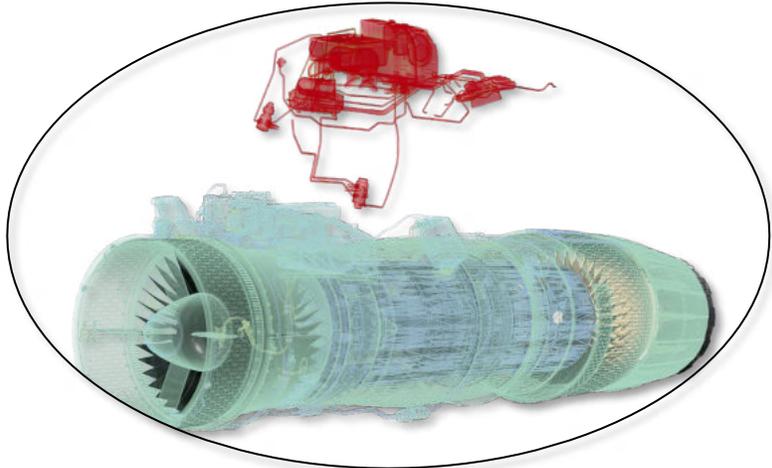
(52) U.S. Cl. **F16H 57/042** (2013.01); **F16H 57/043** (2013.01); **F16H 57/044** (2013.01); **F16H 57/045** (2013.01); **F16H 57/046** (2013.01); **F16H 57/047** (2013.01); **F16H 57/048** (2013.01); **F16H 57/049** (2013.01); **F16H 57/050** (2013.01); **F16H 57/051** (2013.01); **F16H 57/052** (2013.01); **F16H 57/053** (2013.01); **F16H 57/054** (2013.01); **F16H 57/055** (2013.01); **F16H 57/056** (2013.01); **F16H 57/057** (2013.01); **F16H 57/058** (2013.01); **F16H 57/059** (2013.01); **F16H 57/060** (2013.01); **F16H 57/061** (2013.01); **F16H 57/062** (2013.01); **F16H 57/063** (2013.01); **F16H 57/064** (2013.01); **F16H 57/065** (2013.01); **F16H 57/066** (2013.01); **F16H 57/067** (2013.01); **F16H 57/068** (2013.01); **F16H 57/069** (2013.01); **F16H 57/070** (2013.01); **F16H 57/071** (2013.01); **F16H 57/072** (2013.01); **F16H 57/073** (2013.01); **F16H 57/074** (2013.01); **F16H 57/075** (2013.01); **F16H 57/076** (2013.01); **F16H 57/077** (2013.01); **F16H 57/078** (2013.01); 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**F16H 57/459** (2013.0

Centralized vs. Decentralized Design



“Spider Web” Between Source and Delivery

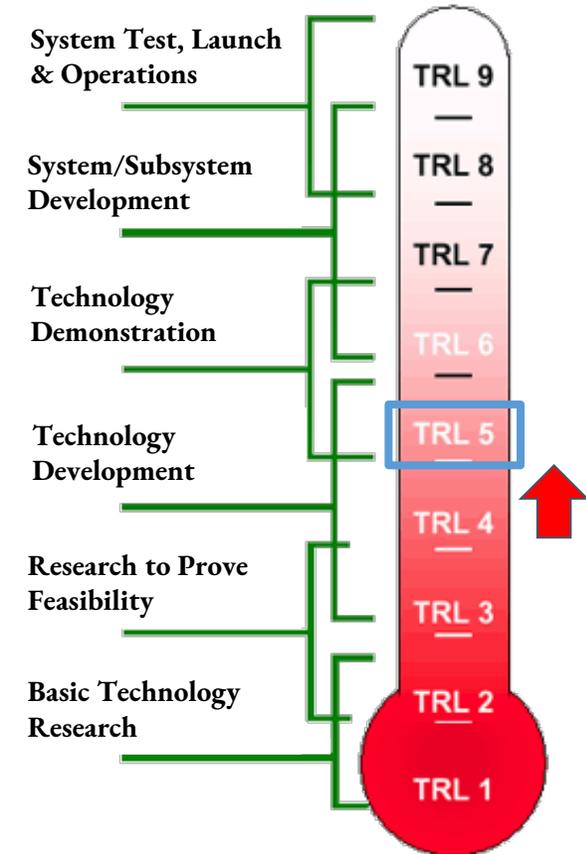
Modular, Dedicated Supply & Delivery



Product & Application Validation



Hardware **failure** and **performance degradation** from a simulated loss of lubrication event was **mitigated** by a product delivering minimum lubrication over time - increasing technology maturation to **TRL 5**.



How Commercialization Works in the Military

Three main components for military commercialization:

- Application Necessity
 - Prime Defense Contractor Interest & Participation
- Possessing a novel, scalable, and economical technology

When the conditions above are met, the Military funds the entire product development and transition into a commercial product at scale.

Total Addressable US Market – Flight Vehicles

2022 TAM

\$1.8B

2029 TAM

\$15.6B

Primary Lubrication Systems

Expendable Jet Engines
(One Time Use)

Missiles

Decoys

Limited Life Jet Engines
(Several Uses)

UAVs



2022 TAM

\$4.9B

2029 TAM

\$10B

Auxiliary Emergency Oil Systems

Traditional Jet Engines
(Bearing Compartment)

Fixed Wing
Aircraft

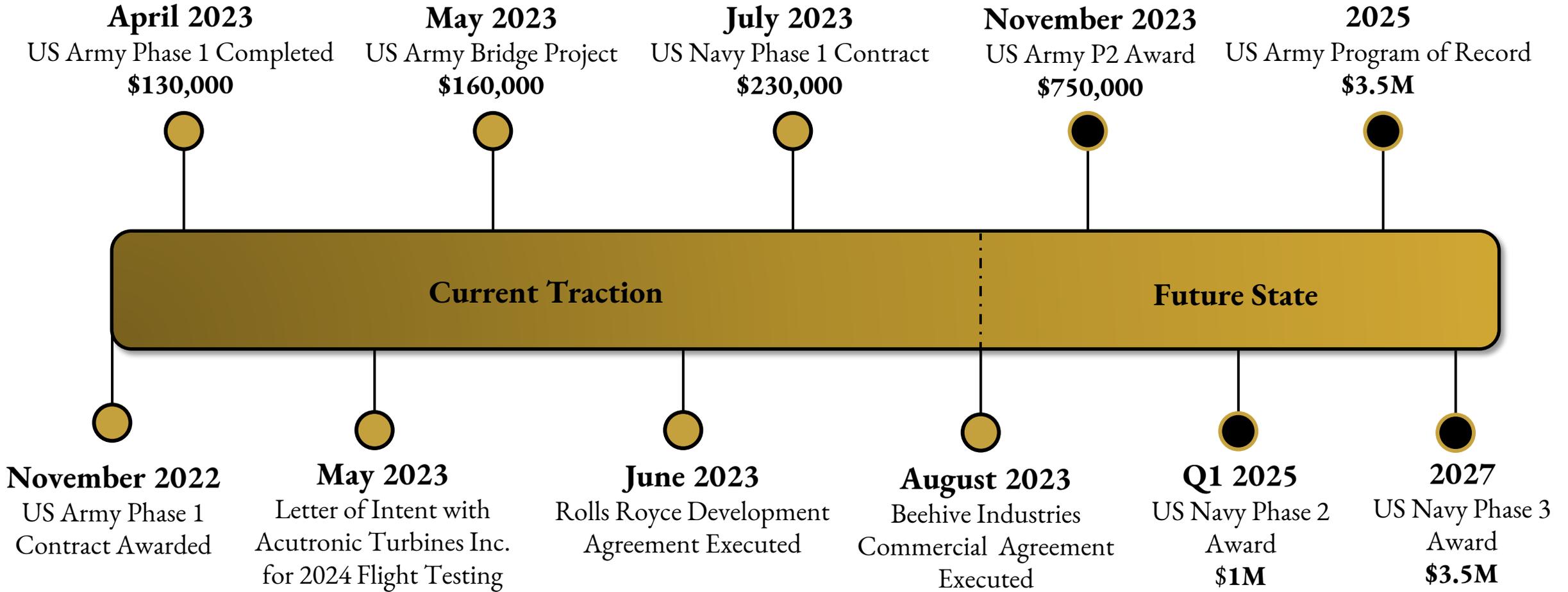
Transmission Systems
(Gearboxes)

Military
Helicopters

Commercial
Helicopters



Outlook – Flight Vehicles



Why Ground Vehicles?

The US Army Ground Vehicle Systems Center (GVSC) has invested \$9M in a new mobility research initiative in partnership with Michigan State University focusing on the development of new technologies that enhance survivability for the next generation of autonomous ground vehicles.

This closely resembles the US Army Aviation and Missile Center (AvMC) contract structure via FirePoint Innovations at Wichita State University.

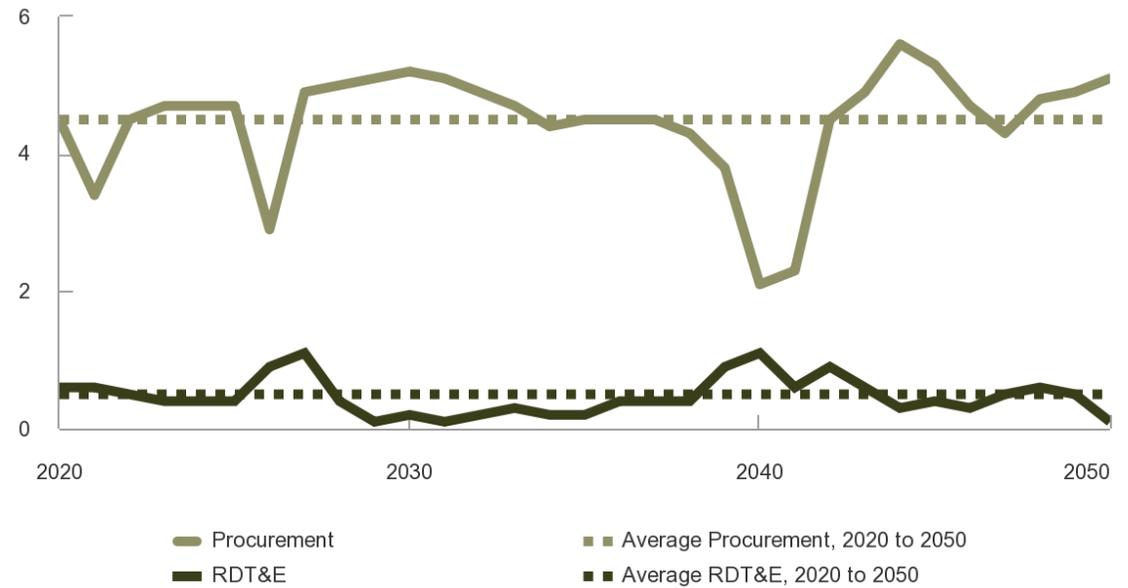
Projected Army Spending – Ground Vehicles

\$5.0B/yr
2023-2050

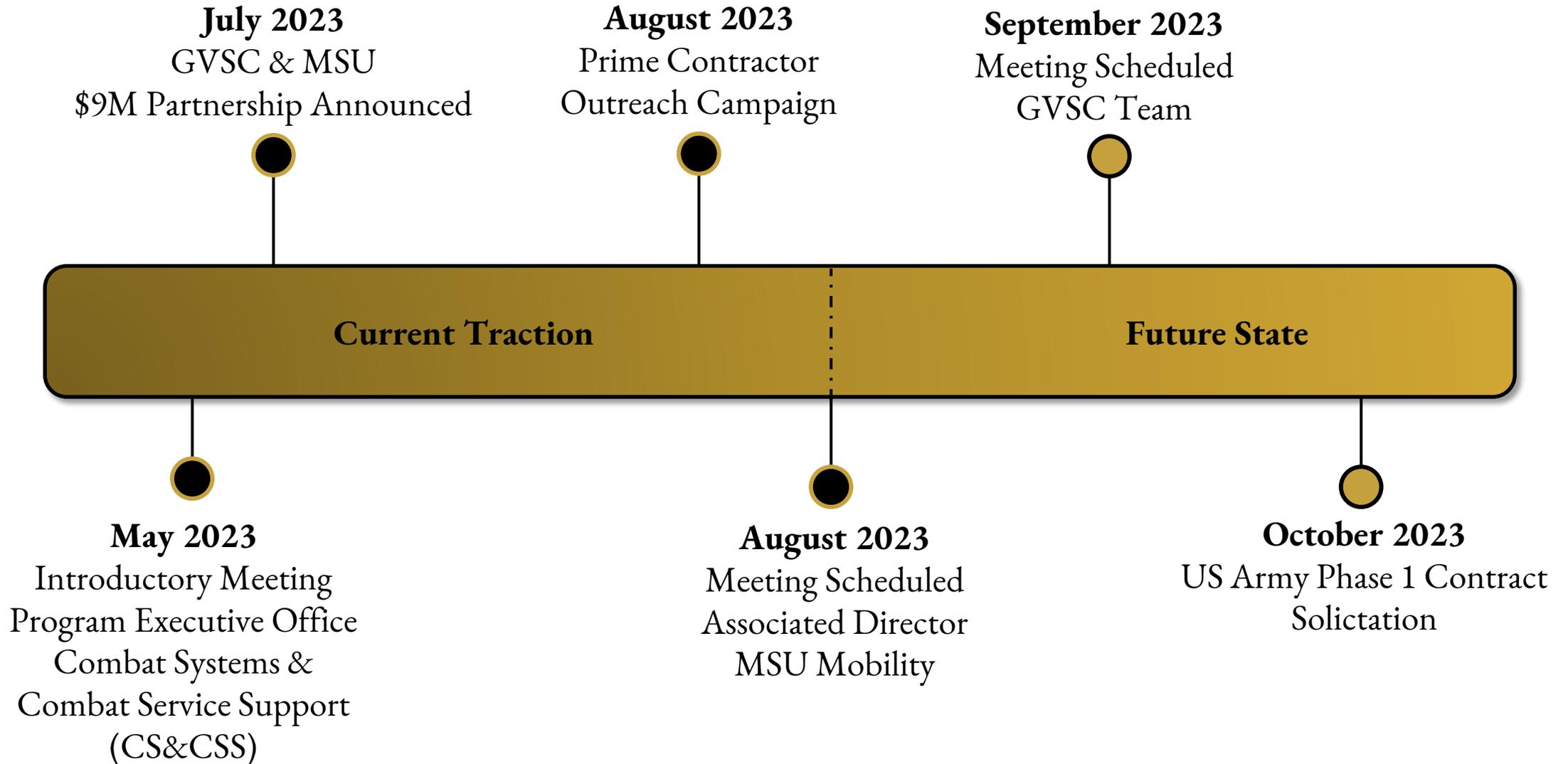
Total acquisition costs for the Army's ground combat vehicles are projected to average about \$5 billion per year (in 2020 dollars) through 2050—\$4.5 billion for procurement and \$0.5 billion for RDT&E

Projected Acquisition Costs for Army Ground Combat Vehicles, 2020 to 2050

Billions of 2020 Dollars



Outlook – Ground Vehicles



Why Wind Turbines?

Siemens Energy recently warned quality problems at its wind turbine unit would take years to fix – issues that could cost more than 1 billion euros – having to fix flaws in rotor blades and bearings that could cause damage and potential catastrophic failure. This is a growing problem in the broader industry.

“

“Even though it should be clear to everyone, I would like to emphasize again how bitter this is for all of us”

- Christian Bruch, Siemens Energy CEO

Total Addressable Market (Global) – Wind Turbines

2023 TAM



2030 TAM



Applications include reduced maintenance burden and cost for wind turbine gearboxes.

Outlook – Wind Turbines

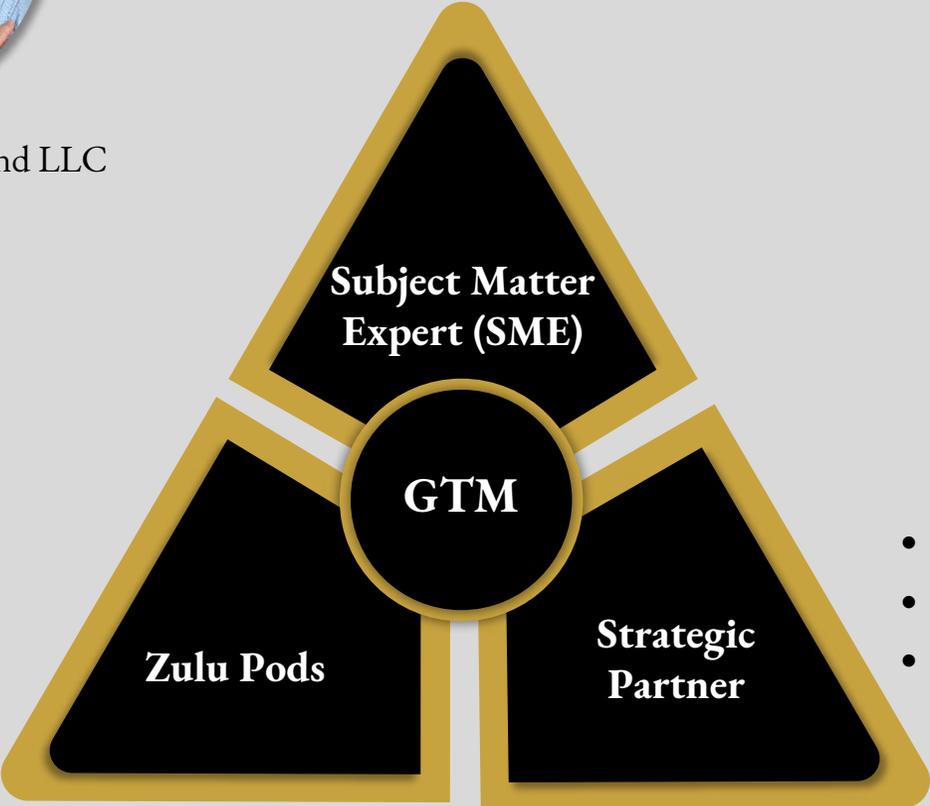


Kurt Goodwin, Goodwind LLC

- Support Engineering Development
 - Support Marketing
- Engage with existing network



- Product Development & Marketing
- Business Development Campaigns
- Grant Writing Support



- Non-Dilutive Funding Opportunities
- Grant Writing Expertise
- Operations/Manufacturing Support

Unit Economics



Cost <\$3K

Auxiliary Emergency Oil Systems

**\$7.5K
Price**

**60%
Margin**

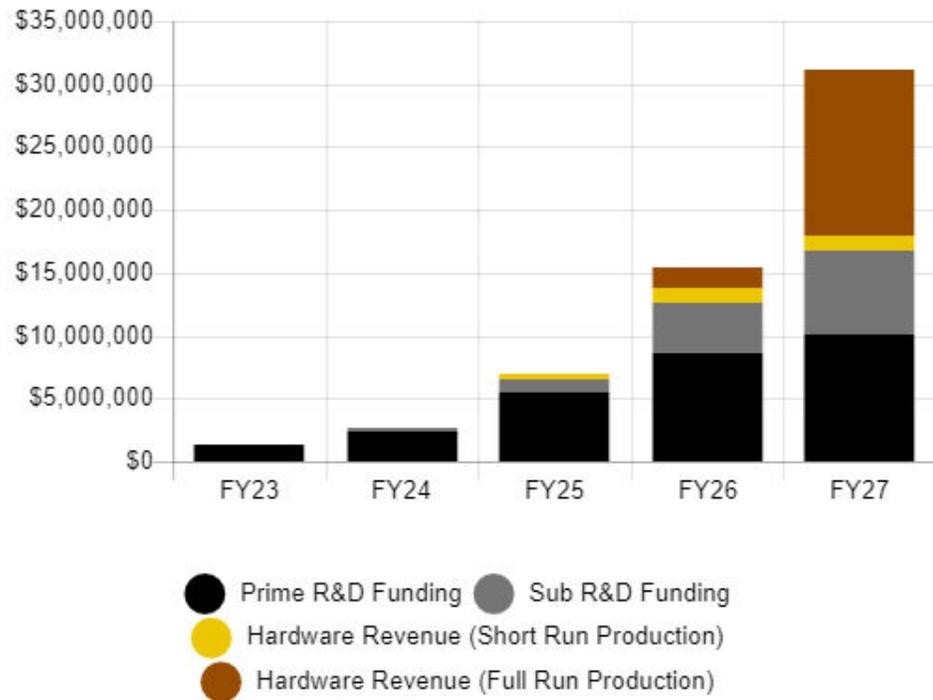
Primary Lubrication Systems

**\$5K
Price**

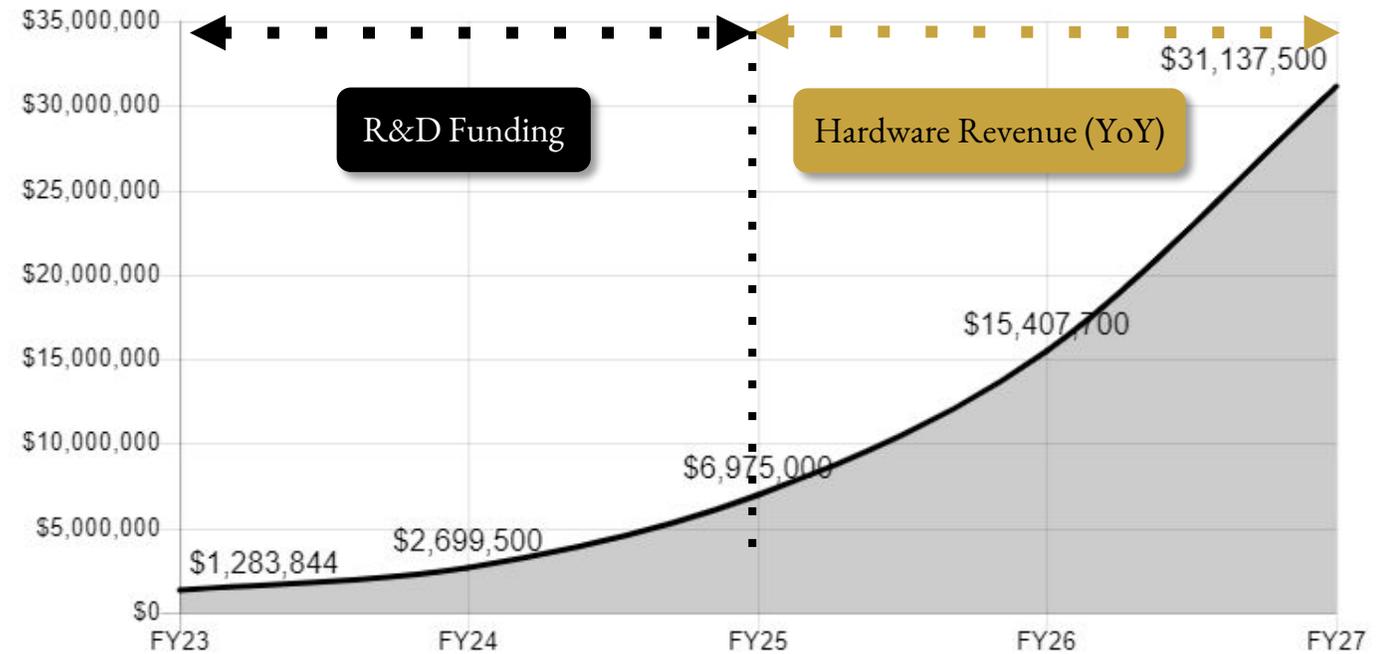
**40%
Margin**

Revenue Projections

Projected Signed Contracts - Type



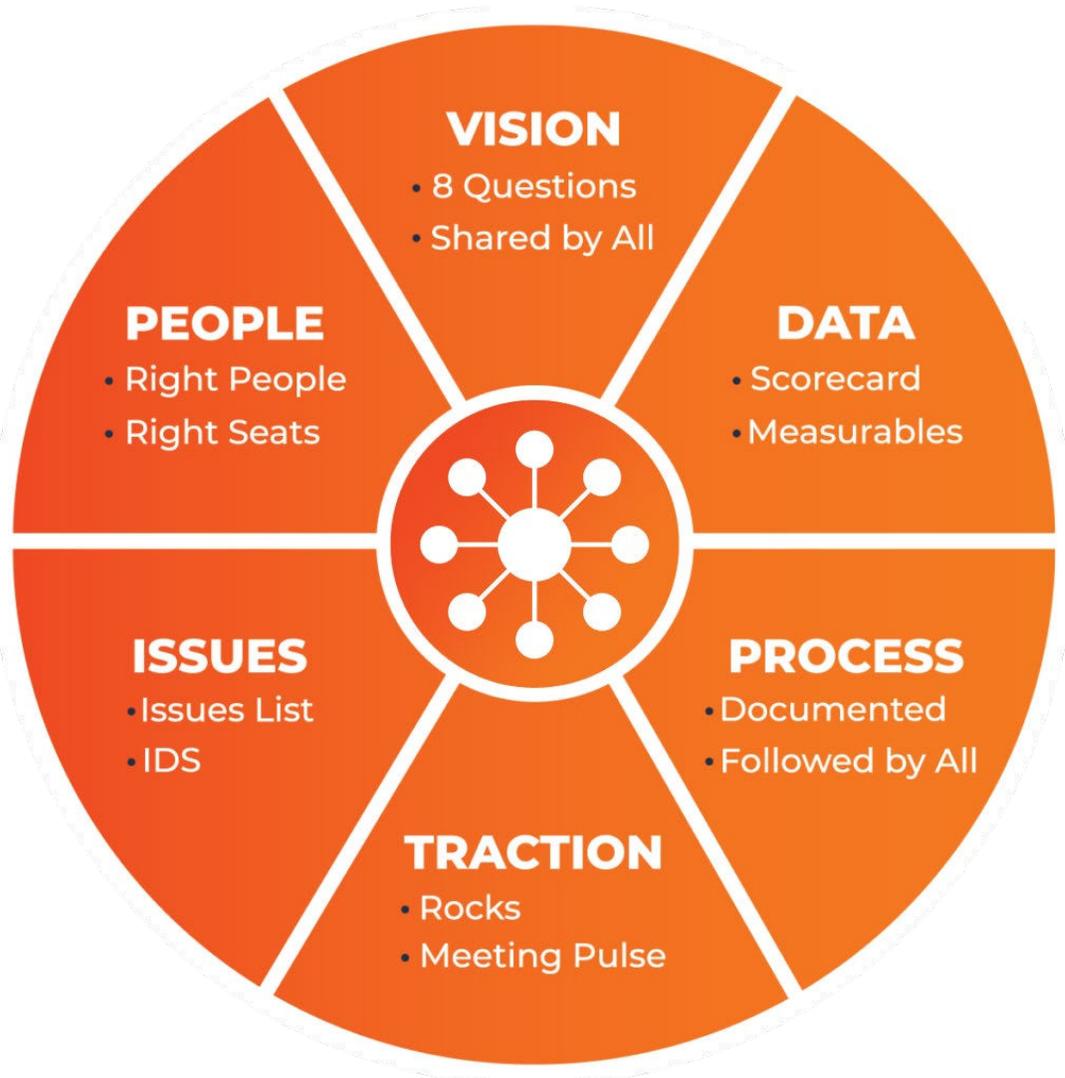
Projected Signed Contracts - Total



Key Takeaway: Revenue figures shown above are weighted (based on confidence) and do not contemplate opportunities present within both ground vehicle and wind turbine markets.

Entrepreneurial Operating System

EOS provides a systematic but flexible framework to ensure that every member of our team understands who we are, where we're going, and how we're getting there.



Adam Smedresman	Complete Detailed Design and drawings and oversee manufacturing of Rolls Royce HSR	Execute remainder of FirePoint Bridge work and lead documentation	Finalize Technology Roadmap	Complete pending patent work. Promote creativity and invention.	
Alex Cowley (aka CS)	Implement a new expense system	Finish switching bank accounts	Complete 2022 Taxes	Setup Stock Option Program	Determine path forward for reconciling investments and owner equity
Alex Jez	Identify and gain traction with at least one new commercial market outside of defense and aerospace	Execute ground vehicle outreach campaign and engage with all identified OEM's	Get hardware and drawings from Beehive and Acutronic	Create processes and procedures to measure manufacturing output (internal and customer), customer job organization, and identify bottlenecks	
Brian Tassone	Create processes and procedures to measure manufacturing output (internal and customer), customer job organization, and identify bottlenecks				
Daniella Sladen	Implement cyber security training campaign and roll out for employees to complete first training by Q4	Install Sentinel One (vulnerability scanning) on all ZP issued computers	Implement 3 new ideas to help increase diversity or inclusivity	Apply to 1 grant	
David Foster	Submit M212 Grant whitepaper for review by Farhad Vazehgoo	Implement People Analyzer	Establish Accountability Chart and apply GWC	Finalize new hire onboarding processes	
Jay Ferrante	Build working prototype for Acutronic.	Finalize strategy, instrumentation, and conduct manufacturing review for new HSR	create robust and reliable HSR control and measurement system	Min - Lube Sensitivity Testing Complete	
Rob Sladen	Close the seed round	A commerical partnership established in new market	2 business development SMEs established	Apply to Venture Atlanta Pitch Competition (~500k investment)	
Todd Currier	Establish Rotating Pod TRL 5	Apply to 2 More Grants	Identify 2 Future Products/Technology Areas to Focus on	Hand Deliver Fuel/Oil Pod to Acutronic	Establish Strong Working Relationship with the Navy
Joe Cunningham III	\$500K funded to Seed Round	1 institutional capital investment			Propose Collaborations to

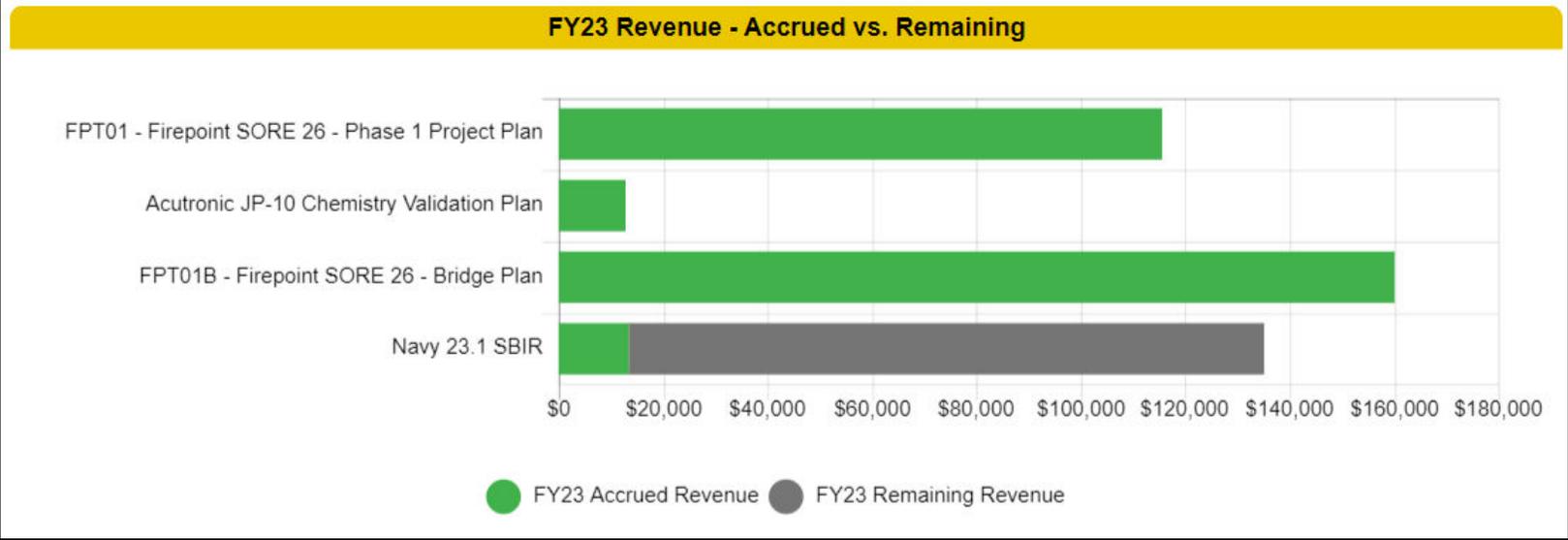
Entrepreneurial Operating System

VISION

		3-YEAR PICTURE
CORE VALUES	<ol style="list-style-type: none"> 1: Integrity 2: Extreme Ownership 3: Servant Leadership 4: Exceeding Expectations 5: Optimistic Visionaries 	Future Date: 12/31/2026 Revenue: \$24M Profit: \$11M Measurables: 50 employees, 15 contracts, 3 sectors
CORE FOCUS	<p>Purpose/Cause/Passion: Providing high quality, innovative lubrication delivery solutions to the Aerospace and Defense market that radically simplify short-duration engine architecture to reduce weight, cost, and complexity while improving performance.</p> <p>Our Niche: Distributed lubrication delivery for primary (attributable) and backup/emergency applications.</p>	What Does It Look Like? * Manufacturing capability in house * Corp hq established * R&D facility expanded / changed * Diversified revenue sources * Sector specific expertise
10-YEAR TARGET	Publicly traded with annual revenue of \$500M. Valuation: \$1.5B	
MARKETING STRATEGY	<p>Target Market / "The List": Aerospace and defense.</p> <p>Three Uniques</p> <ol style="list-style-type: none"> 1: We disrupt the status quo. 2: We have a customer centric culture. 3: We drive innovation with urgency. 	

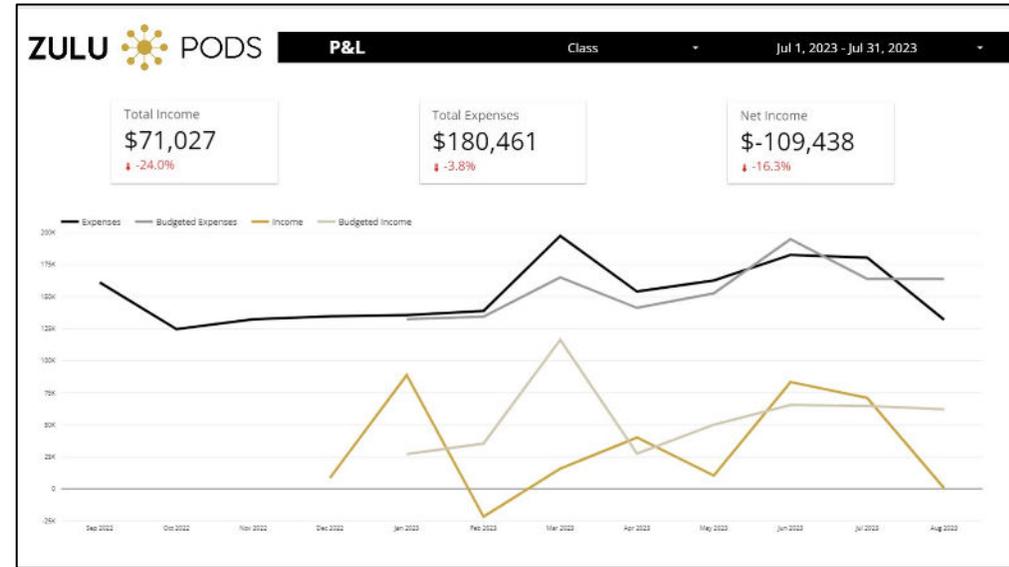
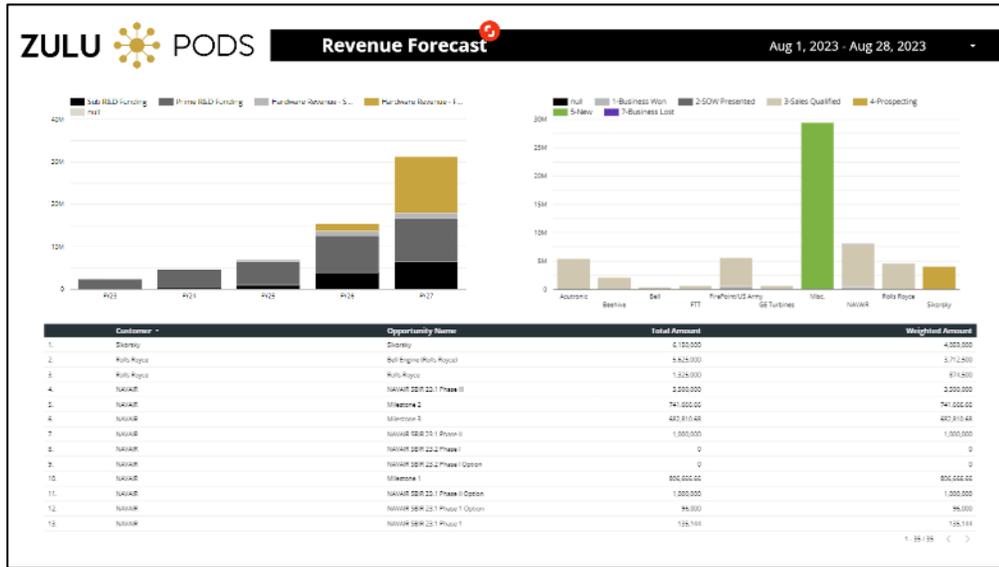
Project Engineering & Management

Done	Type	Task Name	% Complete	Schedule Status	Start Date	End Date	Duration	Q2			Q3		
								Apr	May	Jun	Jul	Aug	Sep
<input type="checkbox"/>	Project	FPT01B - Firepoint SORE 26 - Bridge Plan	100%	Complete	May 1, 2023	Aug 25, 2023	85d						
<input checked="" type="checkbox"/>	Phase	Stage 1 - Static Pod Development	100%	Complete	May 1, 2023	Aug 25, 2023	85d						
<input checked="" type="checkbox"/>	Deliverable	1.1 Development of Pod Prototype	100%	Complete	Jun 2, 2023	Aug 25, 2023	61d						
<input checked="" type="checkbox"/>	Task	1.1.1 Design and Manufacturing	100%	Complete	Jun 2, 2023	Aug 2, 2023	44d						
<input checked="" type="checkbox"/>	Invoice	Invoice	100%	Complete	Jun 2, 2023	Aug 2, 2023	44d						
<input checked="" type="checkbox"/>	Subtask	Pulse width modulation testing	100%	Complete	Jun 2, 2023	Jun 2, 2023	1d						
<input checked="" type="checkbox"/>	Step	Experimenting with bang bang controller	100%	Complete	Jun 2, 2023	Jun 2, 2023	1d						
<input checked="" type="checkbox"/>	Step	Closed loop bang bang controller	100%	Complete	Jun 2, 2023	Jun 2, 2023	1d						
<input type="checkbox"/>	Task	1.1.2 Flow Testing											
<input type="checkbox"/>	Subtask	HSR of Static Pod											
<input type="checkbox"/>	Subtask	Min Flow Sensitivity Testing											
<input checked="" type="checkbox"/>	Step	Replace reflective surface on HSR											
<input checked="" type="checkbox"/>	Step	Follow up with MFG of Holifax S											
<input checked="" type="checkbox"/>	Step	Test holifax with new power box											
<input checked="" type="checkbox"/>	Step	Investigate other speed sensors											
<input type="checkbox"/>	Step	Inline porous media testing											
<input type="checkbox"/>	Task	1.1.3 Milestone - Summary Present Static Pod Prototype											
<input type="checkbox"/>	Deliverable	1.2 Flow Restrictor Improvements											



Systematic project management process that captures discrete engineering effort, rolling up to executive financial reporting.

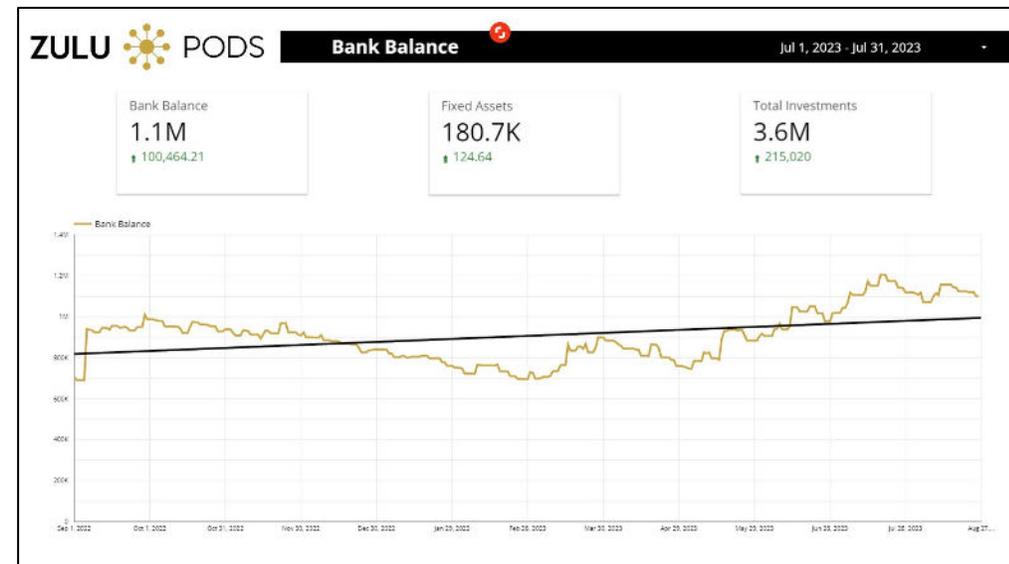
Executive Reporting/Dashboard



ZULU PODS Balance Sheet

Jul 1, 2023 - Jul 31, 2023

Assets		Liabilities & Equity	
Current Assets		Liabilities	
Cash	1,119,638	Accounts Payable - (A/P)	2,228
Accounts Receivable - (A/R)	154,330	Credit Cards	48,947
Unbilled Revenue	-45,466	Other Current Liabilities	3,822
Prepaid Expenses	9,290	Long Term Liabilities	-
Inventory	0	Total Liabilities	54,997
Total Current Assets	1,240,590	Equity	
Fixed Assets		Owner's Investment	3,609,720
Tools/Equipment	72,392	Retained Earnings	-1,379,734
Computers	14,581	Net Income	-863,717
Patents	93,704	Total Equity	1,366,269
Total Fixed Assets	180,677	Total Liabilities & Equity	1,421,266
Total Assets	1,421,266		



Exit Strategy

Acquisition

The Mergers And Acquisitions (M&A) in Aerospace And Defense Market size is estimated at USD 175.36 billion in 2023, and is expected to reach USD 311.40 billion by 2028*



Year	Exit Value (8x Revenue)
2025	\$66M
2026	\$192M
2027	\$363M

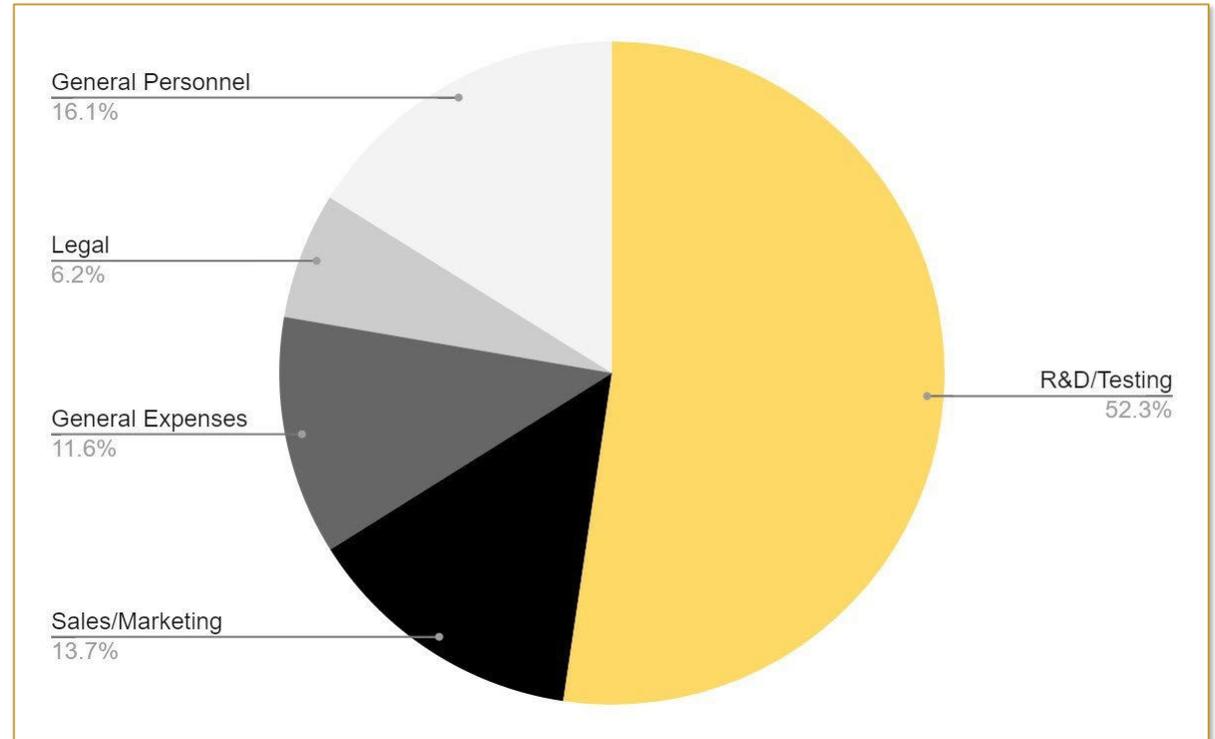
* From <https://www.mordorintelligence.com/industry-reports/mergers-and-acquisitions-in-aerospace->

Capital Raise

\$3M Seed Round

- Currently raising priced equity round at a \$25M pre-money valuation
- \$800K funded
- Potential strategic partnership with an A&D contract manufacturing company in NY state

\$2.9M Raised to Date through F&F



Thank You!

The projections included in this deck are based on assumptions that Zulu Pods believes are reasonable as of the date of the materials in which the projections are contained. The financial projections included in this presentation reflect numerous estimates and assumptions with respect to general business, economic, industry, regulatory, market and financial conditions and trends and other future events including significant uncertainties and contingencies, as well as matters specific to Zulu's business, all of which are difficult to predict and many of which are beyond Zulu's control. As a result, there can be no assurance that the projected results will be realized or that actual results will not be significantly higher or lower than projected. In addition, the financial projections cover multiple years, and you should know that forecasted financial information, by its nature, becomes subject to greater uncertainty with each successive year. These financial projections are subjective in many respects and thus are susceptible to multiple interpretations and periodic revisions based on actual experience and business developments. There will be differences between actual and projected results, and actual results may be materially greater or materially less than those contained in the final projections. The financial projections have not been examined, compiled, reviewed or audited by Zulu's accountants and, consequently, the accountants assume no responsibility for the financial projections.

This slide does not contain technical data

Zulu Pods Proprietary