

E.C.D.  
AUTOMOTIVE DESIGN



Nasdaq ECDA

INVESTOR PRESENTATION

APRIL 2025

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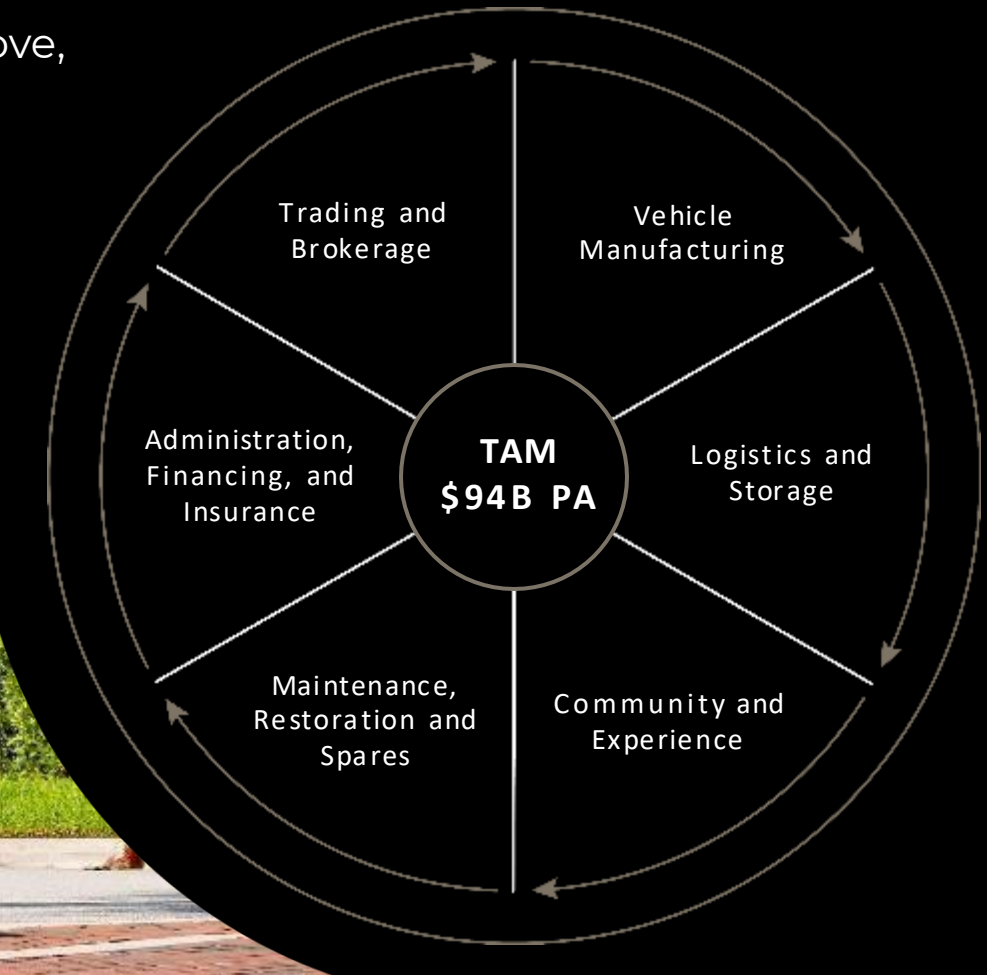
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# THE CLASSIC CAR ECOSYSTEM TAM

The Classic Car Owner Desires a One Stop White Glove,  
Trusted & All Encompassing Automotive Partner  
Through The Duration Of Ownership

"A THRIVING AND EVOLVING  
MARKET PLACE FOR CARS."  
- MCKINSEY



# BUSINESS OVERVIEW





# ECD Automotive Design

## A MICROCAP FERRARI

ECD Automotive Design where luxury immersion creates automotive elegance

- Brand commands premium price and enhances margin through customization
- Disrupting the luxury automotive space with Ritz Carlton white glove service and luxury retail experiences
- No Capex needed to get to cash flow positivity
- Roll-up opportunity in highly fragmented classic car ecosystem
- Additional opportunities within the classic car space leverage ECD brand and provide recurring revenue with high margins



\$340k  
ASP

30%+<sup>1</sup>  
Gross  
Margins

+650  
Total  
Builds

\$100M+  
Lifetime  
Revenue

**\$94B market  
opportunity<sup>2</sup>**

**Path to \$300M in  
annual revenue**

# Blending the best of Mom & Pop Builders, Ferrari & Ritz Carlton

## “Luxury Immersion Creates Automotive Excellence”



- Mechanic- Centric
- Low Efficiency
- Questionable Delivery
- 1 of 1 custom



- Brand- Centric
- 1 of 500 Builds
- Engineering Excellence



THE RITZ-CARLTON

- Client- Centric
- White Glove Service
- Retention Focused Through Experience



=

**E.C.D.**  
AUTOMOTIVE DESIGN

=

- Client- Centric
- White Glove Service
- 1 of 1 customs
- Reliable Delivery with 100% transparency
- Engineering Excellence
- Retention Focused through Experience

# CLIENT CENTRIC FOCUS

## IMMERSIVE DESIGN EXPERIENCE

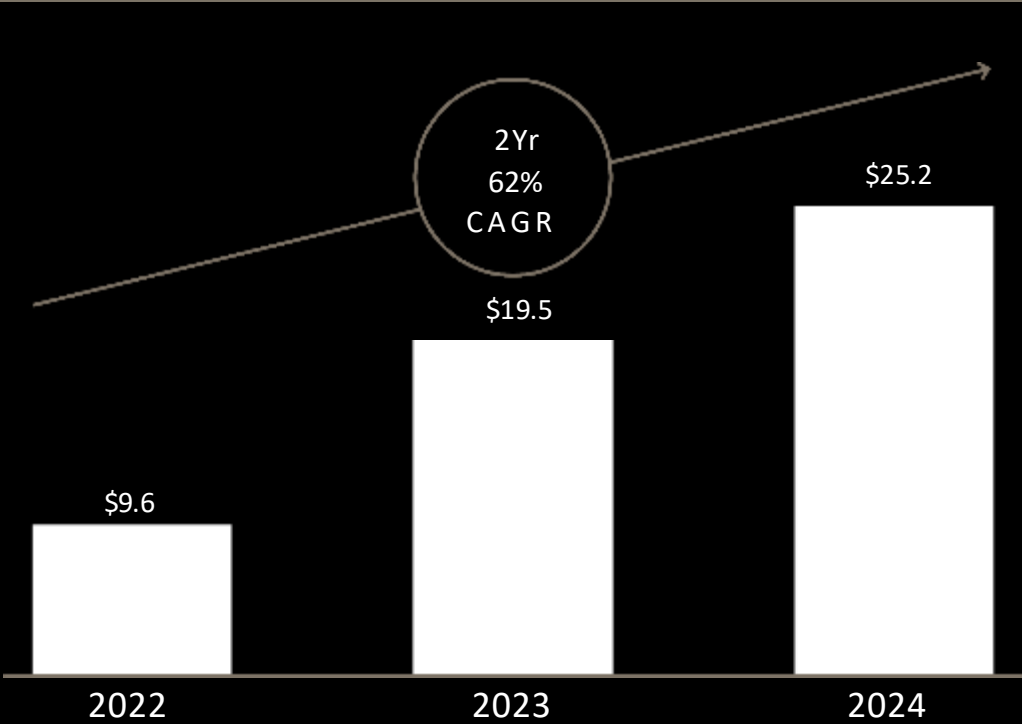
- Luxury hospitality within classic vehicle sales
- True one-of-one vehicle for each client
- Over 2 million customization options
- White glove service includes
  - ✓ Concierge team
  - ✓ 3D renderings of your build
  - ✓ Weekly progress updates
  - ✓ Live camera feeds
- \$80,000 average upgrades drive margin enhancing unit economics



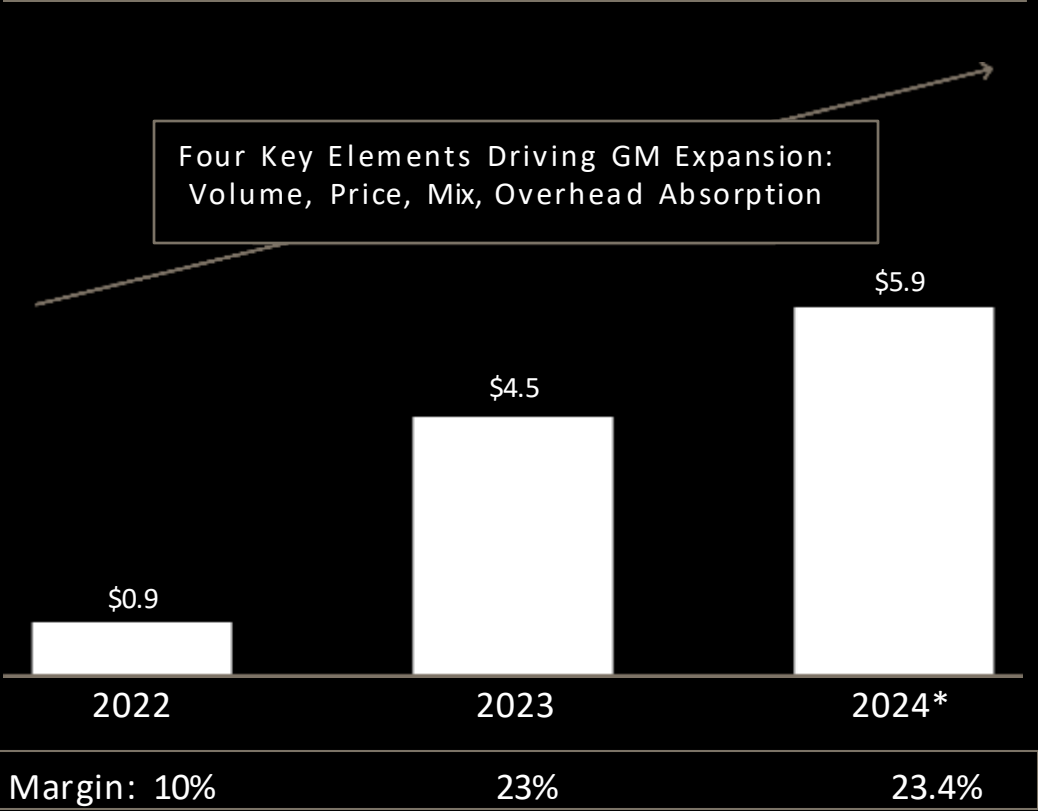
# KEY FINANCIAL HIGHLIGHTS

## HISTORICAL REVENUE AND MARGINS

Revenue (\$M)



Gross Margin (\$M and %)



\*2024 includes a non-cash write off overhead allocation



# ORGANIC PATH TO \$75M REVENUE

## 30%+ GROSS MARGINS



### NORTH LINE

SUV Vehicles

•# Units PA: 64 - \$22.4m

•ASP: \$350k



### SOUTH LINE

Retail/Stock Vehicles

•# Units PA: 64 - \$18.8m

•ASP: \$295k



### EAST LINE

Classic American Sports Cars

•# Units PA: 64 - \$21.8m

•ASP: \$340k



### Boutique Vehicles

E-Type / Porsche

•# Units PA: 24 - \$12.6m

•ASP: \$525k



# M&A /LICENSING ACTIVITY TO DATE

## Blackbridge Motors

- Increase factory utilization and enhance margins at luxury price point
- Consolidates Defender Market in a capital-efficient manner
- IP, branding and top-of-funnel marketing support



## Black Dog Traders

- Adds branded Toyota FJ SUVs
- Further expands total addressable market
- Increases margins



## Brand New Muscle Car

- Adds Ford Mustangs and other American Muscle Cars
- Unit economics similar to current ECD vehicles. Other AMC products to come
- Broadens audience with licensing opportunities





# E.C.D. NEW SALES CHANNEL RETAIL OPERATIONS

## Where Ritz Carlton service meets immersive customization

- New orders & available now sales
- Touch, feel, design & drive
- Immersive Luxury Experience
- Vehicles are the hero & not expensive fit out costs
- Ritz Carlton white glove service



Ten Easy St  
– Nantucket, MA



One Drivers Club  
– West Palm Beach, FL





# ECD CUSTOMER AND COMPETITOR LOCATIONS

650

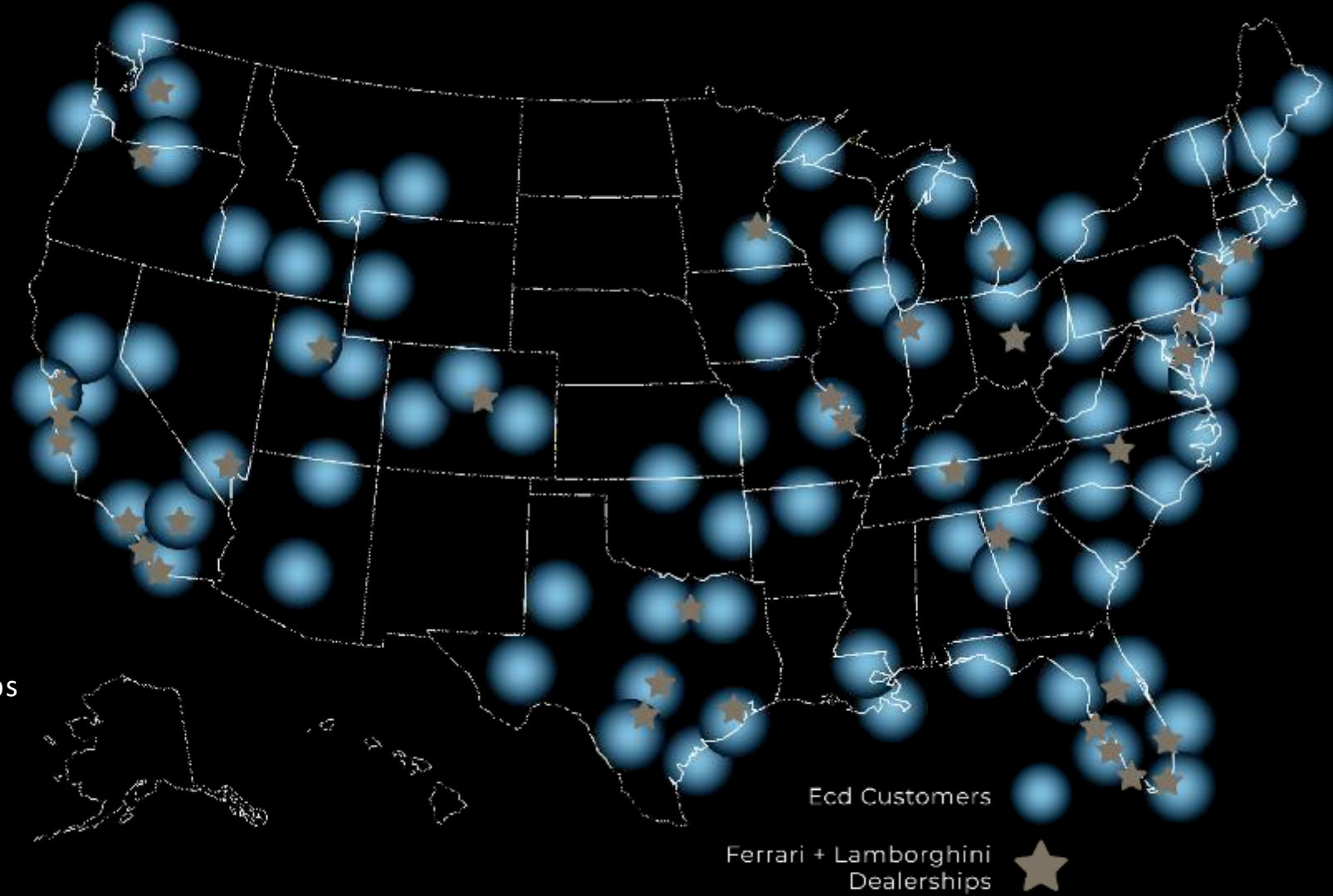
ECD Customers

43

Ferrari Dealerships

41

Lamborghini Dealerships



# SALES SCENARIOS

## WITHIN RETAIL LOCATIONS

### READY TO PURCHASE

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Buy Available New Inventory

- Enhance cash flow

### NEW CUSTOM BUILD

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Order New Custom Build

- Drive backlog

### USED INVENTORY

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Buy Used Inventory

- Net margin gain

# INVESTMENT HIGHLIGHTS

**\$100M of lifetime  
revenue**

**Disciplined capital  
allocators**

**\$94B market  
opportunity**

**Path to \$300M in  
annual revenue**

**Experienced  
management team  
/ high insider  
ownership**

- Compelling roll-up potential in the highly fragmented classic car ecosystem
- Disrupting the luxury automotive space with customization, white glove service and luxury retail experiences
  - Organic opportunity to fill existing factory without need for additional capex
  - Additional business opportunities provide recurring revenue and high margins



A green Land Rover Defender is shown from a side-rear perspective, driving through a deep, muddy rut in a dirt road. The vehicle has a spare tire mounted on its roof rack and a silver metal rack on top. The background consists of a dense forest with tall, thin trees and some undergrowth. The overall scene is dimly lit, suggesting a forest environment.

CREATE IT, BUILD IT, LIVE IT.

THANK  
YOU

ANY QUESTIONS?

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