LIVAQ

The company electrifying North America’s off-road government fleets.

David Medina Álvarez Founder & CEO
Detroit, Michigan · livaq@livaq.co · +1 313 410 4350 · livaq.co
Confidential · May 2026 · Shared under NDA

01 · THE PROBLEM

A large, structural problem now forced to change.

Off-highway fleets are expensive to run, dangerous to ride, and exposed to fuel costs an agency cannot control. A gas off-road vehicle costs roughly **$8,000 per unit each year** to operate. Across a typical 400-vehicle agency fleet, that is about **$3.2M every year** in fuel and service alone, before the cost of buying the vehicles.

That burden is rising and volatile. US fuel costs climbed sharply from 2025 into 2026 on supply disruption, with diesel forecast near $4.80 per gallon in 2026 against $3.66 in 2025, and remaining elevated through 2027. A gas fleet's budget is hostage to that volatility, while an electric fleet's cost per mile is stable and largely insulated. Safety compounds the cost: conventional ATVs are unstable at speed and on slopes, where most serious incidents happen, leaving agencies with real injury and liability exposure. Policy adds urgency on top of the economics, with 33 states now carrying dated ZEV fleet mandates, but the demand is financial first.

Yet off-road remains the one segment no incumbent has solved. The road is electrifying. The off-road fleet, the vehicles that patrol forests, parks, borders, and worksites, has been left behind. That gap, between a mandate that is binding and a market that has no credible electric option, is the opening.

WHY THIS IS INVESTABLE NOW

The mandate creates the window. The operating economics close the deal. A government fleet that converts saves roughly **$7,000 per unit each year** versus gas, which means the buyer is not paying a green premium; they are cutting their own operating budget. The demand is regulatory and financial at once.

02 · THE MARKET

A $25B market, electrifying from gas.

$25.3B	5 types	~$7K	≥70%
OFF-ROAD MARKET, 2025	ATV, SVS, KEI, AUTONOMY, LIMITED ED.	SAVINGS/UNIT/YR VS GAS	USA CONTENT · FEDERAL GATE

The off-road vehicle market is roughly $25B today (Mordor Intelligence). Livaq does not compete for a small electric slice of it. Just as electric vehicles are displacing internal-combustion cars across the whole automotive market rather than carving out a niche, Livaq is the electric entrant displacing gas across the full off-road market, from ATVs and the SVS to the KEI truck, autonomy, and limited-edition variants. The market we address is the gas fleet we replace.

The beachhead: government fleets

North America has roughly 50 US state-level natural-resource agencies, plus federal and provincial equivalents, with fleets averaging about 400 vehicles at roughly 15% annual replacement. Combined, that is thousands of units of replacement demand every year, from buyers who are mandated to electrify and who buy in multi-year, reference-driven cycles.

The federal layer, and the wall around it

US federal procurement increasingly requires ≥70% USA content. Below that threshold, the conversation does not start. This closes the segment to the low-cost Asia-heavy supply chains that would otherwise compete on sticker price, and rewards a company engineered, from the bill of materials up, to clear it.

03 · WHY LIVAQ

The company built to own the category.

Livaq is not a vehicle company. Fleets choose it for lower operating cost and safer vehicles, not the mandate alone. Beyond that, it is the company assembling the assets that compound after the first product ships: a specialized government channel, a modular platform that spans vehicle classes, recurring software against every connected unit, and a manufacturing architecture that unlocks federal procurement. The vehicle proves we can solve the problem. The company is built to keep solving it.

Three advantages that reinforce each other

- **Hyper-specialization in government fleets.** We serve one customer type, natural-resource and public-sector fleets, better than any generalist can. Procurement cycles, service expectations, regulatory dynamics: each deployment deepens a channel that money cannot shortcut. This is the primary moat.

- **A modular platform with recurring software.** One patent-pending propulsion stack carries many vehicle classes, and a fleet-management subscription rides on every connected unit. That converts a hardware company into a hardware-plus-software company, with durable recurring value beyond the sale.
- **Cross-border manufacturing for federal access.** The high-value control components, the BMS, motor controller, and VCU, are US-made. Battery integration in Mexico shifts country-of-origin under USMCA, and US final assembly clears the ≥70% federal threshold. A market-access lock competitors cannot replicate without rebuilding their supply chains.

> **THE DEFENSIBILITY, IN ONE LINE**
> A competitor can copy a vehicle. Copying a specialized government channel, a multi-class platform with installed-base software, and a federal-qualified manufacturing architecture, all at once, takes years they cannot buy back.

04 · STRATEGY

Where to play, and how the position compounds.

The customer cascade

- **Phase 1: State & provincial government fleets.** Natural-resource, forestry, parks, and public-safety agencies. Active today.
- **Phase 1.5: Federal procurement.** Gated by the ≥70% USA-content architecture; first pursuit in the near term.
- **Phase 2: Private commercial.** Eco-tourism, utilities, security, and agricultural operators with government-like requirements.
- **Phase 3: Direct-to-consumer.** Recreational riders, configurator-led, once the ecosystem and brand are established.

Why this sequence wins

Government agencies do not just buy vehicles; they build the operating ecosystem around them: charging, service, maintenance, and local proof. Tourism and commercial operators then accelerate that infrastructure and remove the friction that keeps end customers on gas. Each phase is funded by the one before it, and each deployment makes the next sale easier.

The first state contract is the hardest to win. The fiftieth, and the first federal award, is the easiest. Every deployment leaves behind operating data, service capacity, and procurement language the next buyer already recognizes. The moat widens with use.

05 · PLATFORM & PROOF

The platform is the asset. The EQUAD is the proof.

Livaq's long-term value lives in the platform, not any single model. The propulsion stack carries across vehicle classes, so each new product is a configuration of a proven architecture rather than a program from zero. The operating system is vehicle-agnostic and patent-pending: the LIVAQ platform, driven by its flagship product, the EQUAD.

LIVAQ OS: the recurring layer

Every gas fleet runs blind; a Livaq fleet runs connected and improves over time. The subscription delivers three things a fleet manager pays to keep: Protect (battery-health monitoring and failure prediction), Perform (configurable drive modes and efficiency gains the fleet keeps), and Operate (utilization, location, and the compliance reporting agencies are required to file). Data capture is built into the vehicle today; the always-connected telemetry that activates the live layer at scale is funded by this raise and monetized from Year 3, at roughly $75 per unit per month and ~85% gross margin. It scales to ~$18M ARR by Year 6, contributing on the order of **$178M of enterprise value** at a 10× SaaS multiple, on infrastructure already built.

The proof in the field

The EQUAD demonstrates the platform can be built and deployed. Its specifications are evidence of the advantage, not the pitch itself:

- **170+ mile range and 87 mph**, roughly four times the range of the closest electric rival, and faster than gas.
- **Safer by design**. Battery placement lowers the center of gravity and the chassis geometry keeps the vehicle planted on slopes and at speed, reducing the rollover risk behind most serious ATV incidents.
- **Fully waterproof (IP67)** for all-weather field use, and customer-serviceable through modular design.

THE FEDERAL LEVER, ENGINEERED IN

The EQUAD is engineered for federal access through a USMCA cross-border structure: the high-value control components, the BMS, motor controller, and VCU, are US-made; battery integration in Mexico shifts country-of-origin; and US final assembly clears the ≥70% USA-content threshold. **The architecture qualifies the vehicle for federal procurement, not the geography.**

THE SAVINGS CASE, AT AGENCY SCALE

Livaq cuts agency operating cost by up to $7,000 per unit each year. For a 400-vehicle fleet that is about **$2.8M saved annually, roughly $14M across a five-year fleet life**. The price premium over a gas unit is repaid inside the first year, from operating savings alone.

06 · FINANCIAL MODEL

Capital-efficient, with margins that compound.

Year	Units / yr	Revenue	Gross margin	Ending cash
Year 1	50	$1.2M	—	$9.3M
Year 2	510	$13.1M	19%	$7.2M
Year 3	1,700	$49.6M	27%	$22.6M
Year 4	4,000	$149.3M	31%	$59.9M
Year 5	6,000	$256.3M	34%	$132.3M
Year 6	**8,050**	**$377.7M**	**35%**	**$239.6M**
6-Yr Total	**20,310**	**$847M**	**—**	**—**

07 · TRACTION & THE RAISE

Already in the field. Raising to take the category.

Deployed and expanding

Concept to production in under three years. Units are in active service with the **State of Puebla**, a paying government customer, with a **50-unit follow-on order in negotiation** and a **500-unit LOI (~$10M) for 2027**. The **Michigan DNR** is a committed customer, with units expected. Real vehicles, real operating data, real forward demand.

The raise

The capital converts a proven product and a paying customer into a durable category position. It is deployed against four priorities:

- **Expand the government pipeline:** close the Puebla follow-on and 2027 LOI, deliver the DNR commitment, and package documented per-unit savings into the procurement motion.
- **Validate federal procurement:** external customs confirmation of ≥70% USA content and first federal RFP pursuit.
- **Extend the platform:** SVS, KEI truck, and limited-edition variants on the shared stack; constrained-environment autonomy in LIVAQ OS; adjacencies scoped in marine, military, agriculture, and retrofit.
- **Scale the software subscription:** the recurring, high-margin layer that drives enterprise value.

> Livaq leads with focused, capital-efficient execution against a problem that governments are now required to solve. The advantages of specialization, a modular software-enabled platform, and federal-qualified manufacturing are reinforcing and difficult to replicate.