



REVENUE STREAM 01

# Fleet Fuel Integrity

Cashless, tamper-proof refuelling for private commercial fleets, the fastest, lowest-risk path to revenue.

**15-25%**

fuel-cost cut, first quarter

**2-3 mo**

payback period

**500K+**

vehicles proven (PetroApp)

## THE OPPORTUNITY

Mexico's fuel-theft crisis runs to MX\$23.5B in reported PEMEX losses for 2025 (independent estimates reach MX\$123B), and an estimated 35-40% of the national fuel market is adulterated or of unverified origin. At the commercial-fleet level the bleed is downstream and constant: **siphoning** from parked trucks, **receipt fraud** (drivers invoicing more fuel than they buy), and **fuel-card misuse**.

## THE SOLUTION

- **RFID / Automatic Vehicle Identification:** a tamper-proof tag on the fuel inlet talks to a reader on the nozzle, the pump dispenses only into the authorised vehicle, and stops instantly if removed.
- **Capacitive tank sensors:**  $\pm 1\%$  level accuracy, reporting every 30 seconds to catch the sudden drops that signal siphoning.
- **Refuelling geofences + smart-station POS:** fuel can only be bought at authorised locations, with the digital receipt reconciled against the exact volume entering the tank.
- **CAN-bus edge-AI:** reads true engine consumption and balances it against refuelled volume, when the math fails, it pinpoints the exact trip segment where fuel went missing.

## PROOF IN THE FIELD

### IPTech telematics

15-25% fuel-cost reduction within the first quarter of deployment.

### PetroApp (Saudi)

Cash-fraud eliminated across 500,000 vehicles, 10,000 clients, 5,000+ stations in 4 countries; raised \$50M to scale.

### Intangles AI

2-10% fuel reduction plus 75% fewer breakdowns and up to 30% higher asset availability.

### Gilbarco Veeder-Root

AVI security baseline deployed on 7,500,000+ vehicles worldwide.

## MEXICO APPLICATION

Securing pipelines in the field carries significant security and capital risk. Fleet Fuel Integrity instead targets the **formal private B2B sector**, where logistics operators are actively seeking cost control. It operates entirely within the formal economy, needs minimal infrastructure capex, and reduces demand for illicit fuel by keeping unverified product out of corporate supply chains.

## REVENUE MODEL

- Hardware install / lease (capacitive sensors, CAN-bus dongles, RFID inlet tags).
- Per-vehicle monthly SaaS for the analytics dashboard, AI reconciliation and real-time alerts.
- Fintech float fee: a fractional charge on each cashless fuel transaction processed through the wallet.

## PROJECTED ROI

Eliminating 15-25% of fuel waste delivers a verified **2-3 month payback** on hardware and software. Hardware lock-in plus high-margin recurring SaaS produces low churn and high lifetime value across a vast, underserved Mexican logistics market.