

A SAFA ENERGY VENTURE

Energy Efficiency Center

Energy intelligence for Mexico's oil and gas sector: volumetric monitoring, efficiency optimization, and loss prevention.



The Opportunity

Mexico's fuel-integrity gap is among the largest in the world, across both physical product loss and fiscal leakage.

MX\$23.5B

PEMEX volumetric losses in 2025;
independent estimates reach MX\$123B

MX\$200B

estimated annual fiscal gap from
misdeclared imported fuel (SAT)

35-40%

of the national fuel market is unverified or
adulterated

Two Problems, One Market

Physical loss

10,591 illegal pipeline taps in 2025, one every 50 minutes.
Epicenter: the Tula-Tlahuelilpan corridor in Hidalgo.
Downstream, fleets lose fuel to siphoning and receipt fraud.

Fiscal loss (huachicol fiscal)

Imported fuel misdeclared at customs as untaxed lubricants or additives to dodge the IEPS excise. The larger, quieter loss to the public purse.

The Saudi Technology Bridge

We transfer field-tested Middle Eastern energy technology to the Mexican market.

- **Proven foundations:** intelligent IoT, acoustic sensing, molecular marking and AI platforms validated by Saudi Aramco, KAUST and PetroApp.
- **Presence in Dhahran** aligned with Saudi Vision 2030 and IKTVA tech-transfer guidelines.
- **Adapted to Mexico:** its corridors, its regulation, its operators, not an off-the-shelf import.

What We Are

An energy intelligence platform that secures fuel supply chains end to end.

- **AI and big-data analytics** with real-time dashboards across the supply chain.
- **Volumetric monitoring and loss prevention** from the refinery to the vehicle tank.
- **Founded on PEMEX operating experience**, headquartered in Mexico City, expanding to the Middle East.

SOLUTION 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)

REVENUE Hardware lease, per-vehicle SaaS, and a fractional fintech float fee per transaction.

SOLUTION STREAM 02

National Fuel Marking & Fiscal Recovery

Forensic molecular markers that turn every legal litre into a chemical tax stamp.

78%

adulteration cut (Ghana)

up to 15x

program ROI

~MX\$156B

recoverable per year

REVENUE Build-operate, a recurring per-litre marking fee, near-zero state capex.

SOLUTION STREAM 03

Pipeline Integrity Monitoring

Turn the dark fibre already buried beside the pipeline into a 24/7 tap-detection network.

1 tap / 50 min

Mexico, today

100 km

monitored per interrogator

<1%

of pipeline cost, 10-yr TCO

REVENUE Monitoring-as-a-Service with a recurring monthly per-kilometre fee.

SOLUTION STREAM 04

Aerial & Satellite Surveillance

Orbital radar and autonomous drones over 60,000 km of pipeline, see the dig before the breach.

60,000 km

network under ASEA

80%

inspection-efficiency gain

Pre-breach

SAR detects digging early

REVENUE Asset-light Monitoring-as-a-Service, per-asset or per-kilometre subscription.

SOLUTION STREAM 05

AI Fuel Efficiency & Route Optimization

Cut the single largest fleet cost, legitimate fuel burn, with machine learning.

15-20%

fuel-cost reduction

90%

faster rerouting (HERE)

R2>0.92

KAUST fuel-design AI

REVENUE Per-vehicle SaaS, savings-share, and enterprise licensing for refiners.

Proof in the Field

PetroApp (Saudi)

Cash discrepancies eliminated across 500,000 vehicles and 5,000 stations in four countries.

Ghana

National fuel marking cut adulteration 78% with a 5 to 15x return on investment.

Saudi Aramco

DFOS plus AI predictive maintenance deployed across more than 15,000 km of pipeline.

Nigeria, Niger Delta

Surveillance cut theft to near-zero in monitored zones; output rebounded 1.1 to 1.8M bpd.

Business Model & ROI

- **Capital-efficient:** shifts clients from heavy upfront capex to predictable, manageable opex.
- **Rapid payback:** Fleet Fuel Integrity returns within 2 to 3 months.
- **High lifetime value:** hardware lock-in plus high-margin recurring SaaS, low churn across a large market.

Go-To-Market Sequence

Phase 1 · Lowest risk

Fleet & Route Optimization

Launch in the formal B2B private sector with minimal infrastructure. Revenue from week one.

Phase 2 · Asset-light

Surveillance & Pipeline

Introduce monitoring on targeted, high-priority corridors to reduce field-security risk for operators.

Phase 3 · State partnership

National Fuel Marking

Scale to government adoption with a near-zero capex, self-funding marking program.

LET'S BUILD THIS

Strategic Asks & Next Steps

- Pilot programs and platform demonstrations for logistics operators and private energy firms.
- Strategic partnerships with technology integrators and sector leaders.
- Meet our operations team at ADIPEC 2026, Abu Dhabi, November 2 to 5.