



FuelingAround™

Opportunity Document | Version 3.0

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Forget the gas station – we bring the fuel to your vehicle

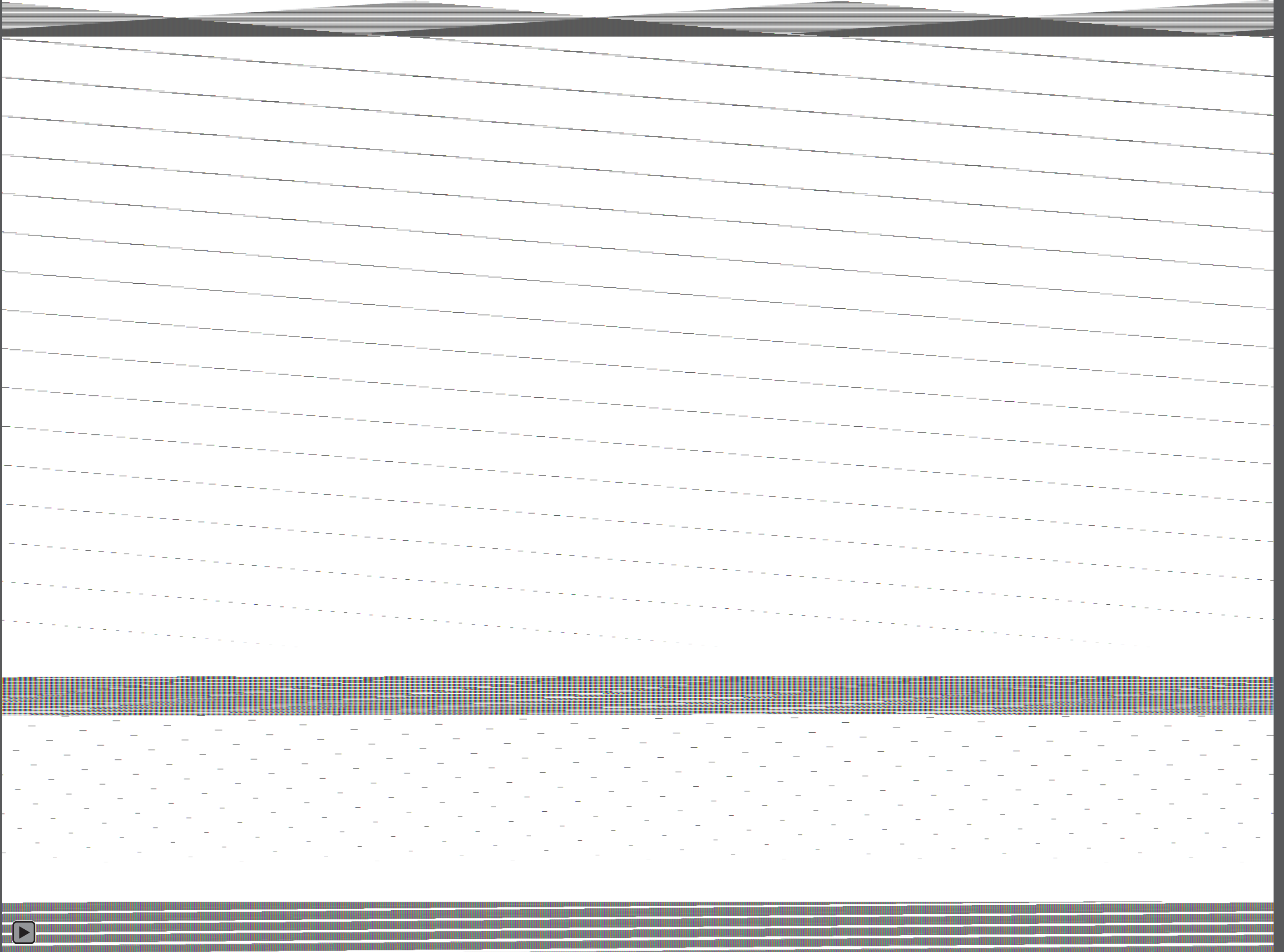
Whether it's **gas, propane, electricity** – decentralized fueling is happening and we are ready.

An IoT Play. Saving you precious time. Safer than doing it yourself. Better for the environment.

DISCLAIMER


Certain statements in this document constitute forward-looking statements. These statements relate to future events or our future financial performance, and can be identified by expressions such as “may”, “will”, “should”, “expect”, “plan”, “roadmap”, “anticipate”, “believe”, “estimate”, “predict”, “potential”, or “continue” or the negative of these and other such similar expressions. These statements are only predictions and involve known and unknown risks uncertainties and other factors that may cause our, or our industry’s actual results, levels of activity, performance or achievements expressed or implied by these forward-looking statements to change. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. Except as required by applicable laws, we do not intend to update any of the forward-looking statements to conform these statements to actual results.

This presentation is not, in whole or in part, intended to be an offering to solicit funds. It is intended for information purposes only. Investors should read the current financial statements of the company. Fueling Around Inc. is in the process of doing a fundraising only “the friend, family and business associates” exemption, “the accredited Investor” exemption and through the private issuer” exemption NI 45-103 Capital Raising Exemptions. Prospective investor should consult their professional advisers for advice prior to investing.



WHAT IS CREATING THIS OPPORTUNITY?


FuelingAround™



Reduced Access: Gas stations are becoming **harder to find in urban areas** because of the escalating costs of bricks and mortar businesses, real estate scarcity/zoning restrictions and environmental safety issues



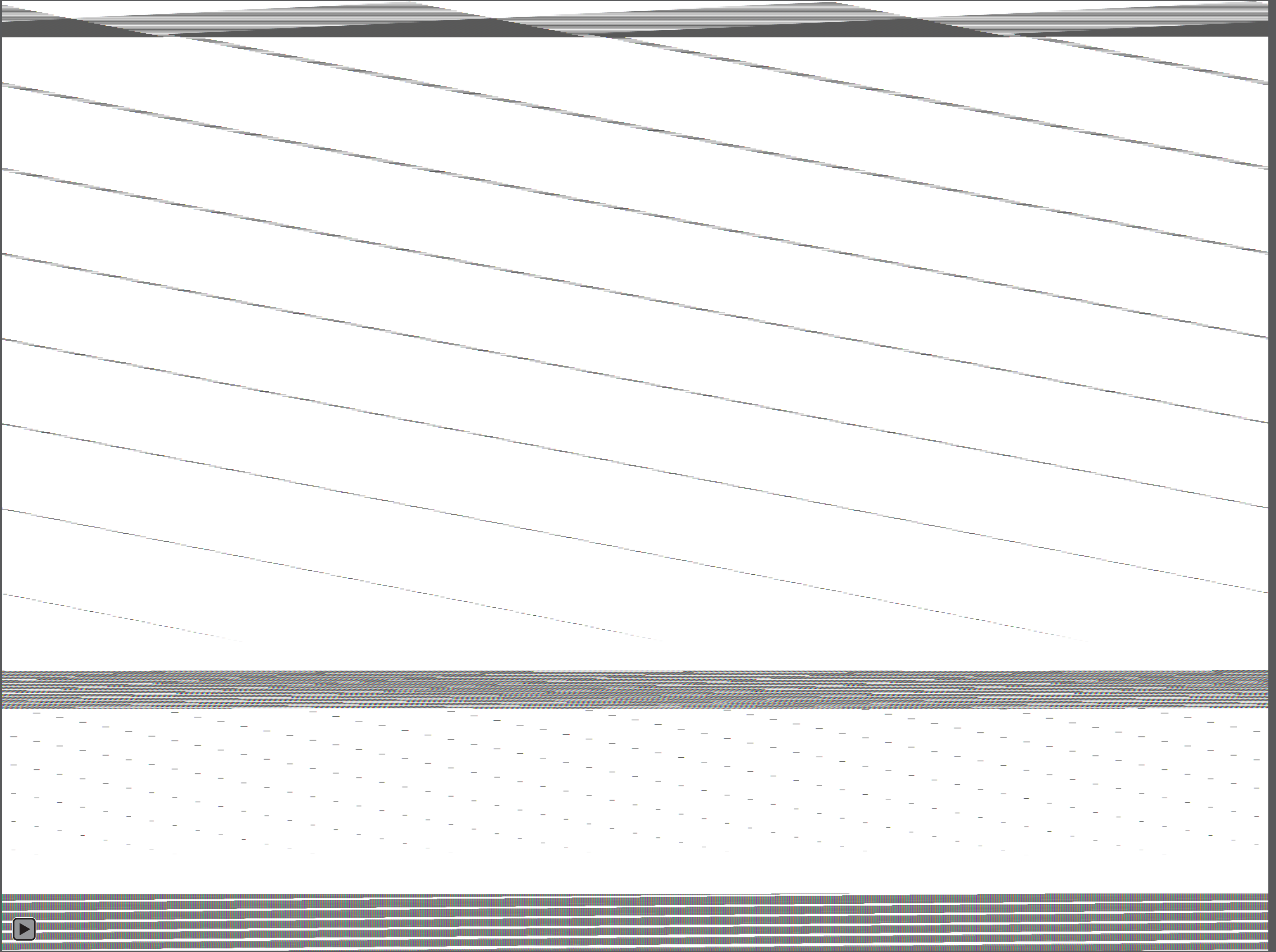
Surprising hidden costs to Fleets and Dealerships: Often **unknowingly losing margin-making incremental revenue** with hap-hazard, outdated fueling solutions



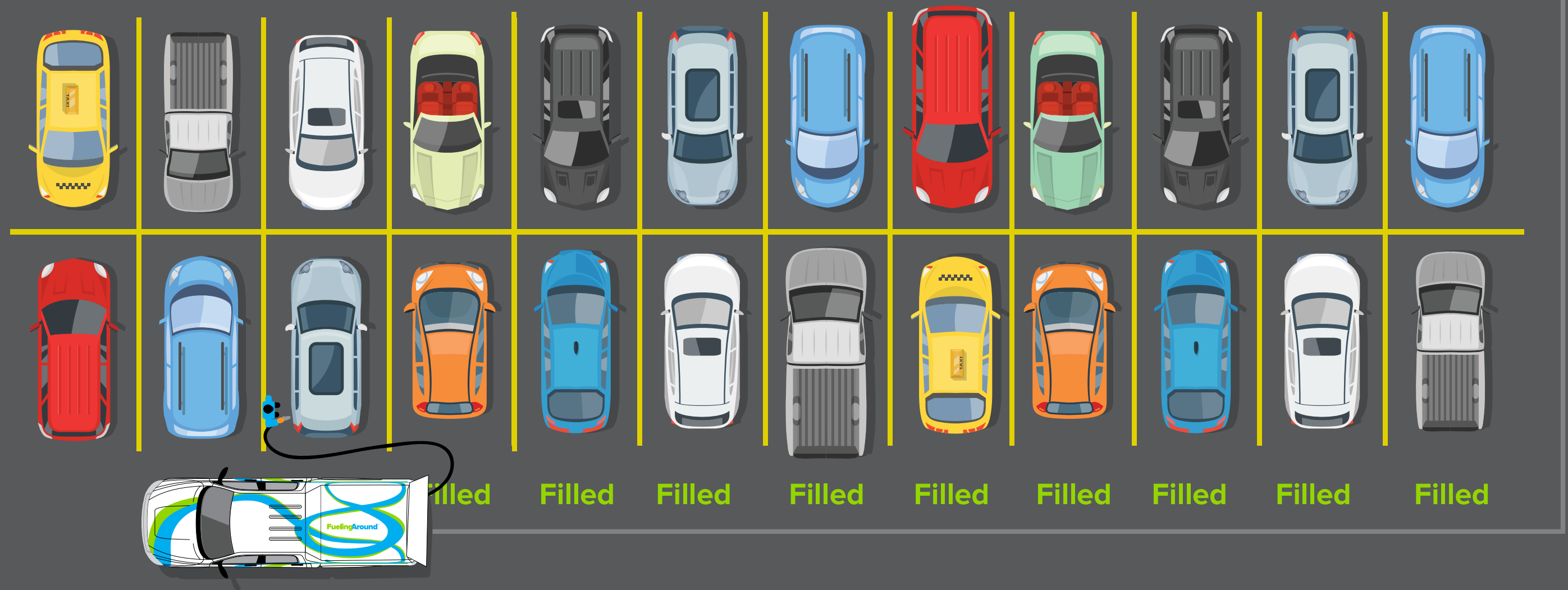
Making life easier: Filling any vehicle is an **unpleasant hassle** that no one really wants to spend time on and it would be worth a minor cost if someone would take it off most vehicle or fleet owner's hands



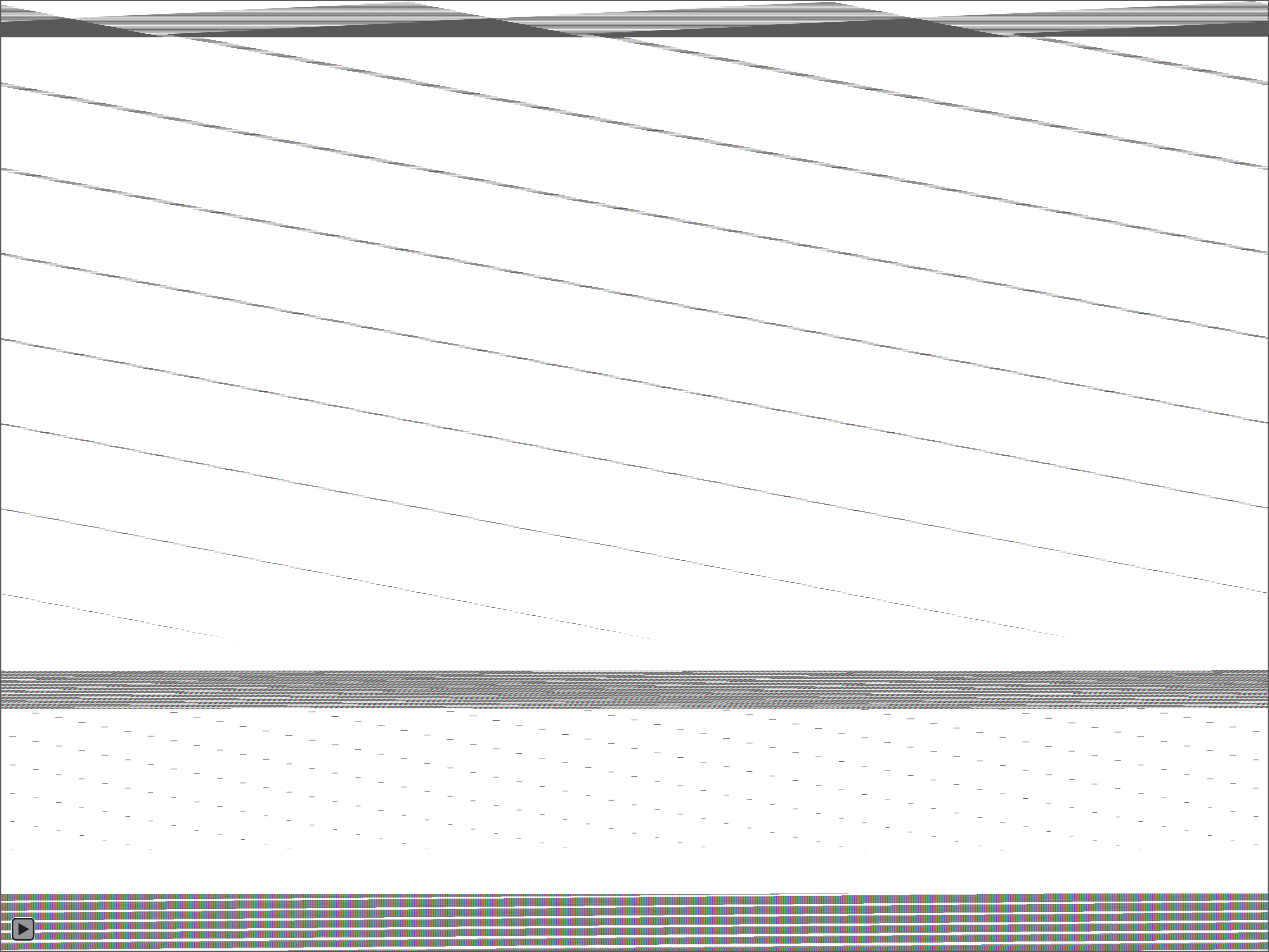
The pandemic and safety concerns: The pandemic is accelerating adoption of decentralized services in just about every facet of life



FuelingAround™

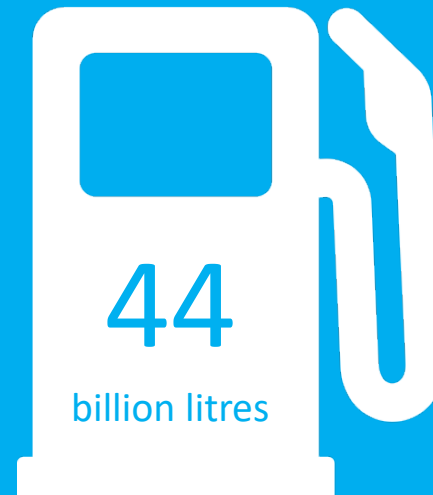


Welcome to the future of fueling
for fleets and anywhere cars park in larger numbers

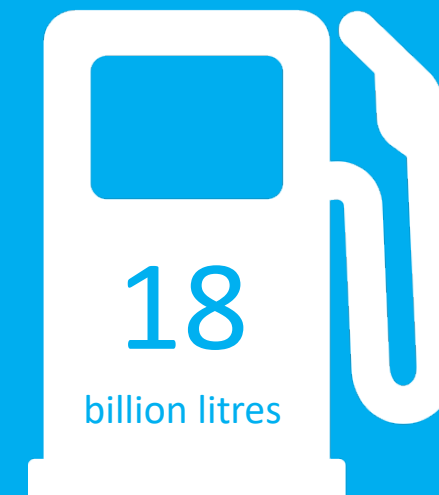


MOST SAY 2040

ANNUAL GASOLINE SALES



ANNUAL DIESEL SALES



Source: Statistics Canada, 2019

Fossil fuels are and will be the primary fuels that run the majority of our vehicles for the next 20 years.

Fueling our vehicles is still one of our largest personal essential costs.

<https://www.cbc.ca/radio/checkup/should-canada-make-the-switch-to-electric-cars-in-20-years-1.4225773>

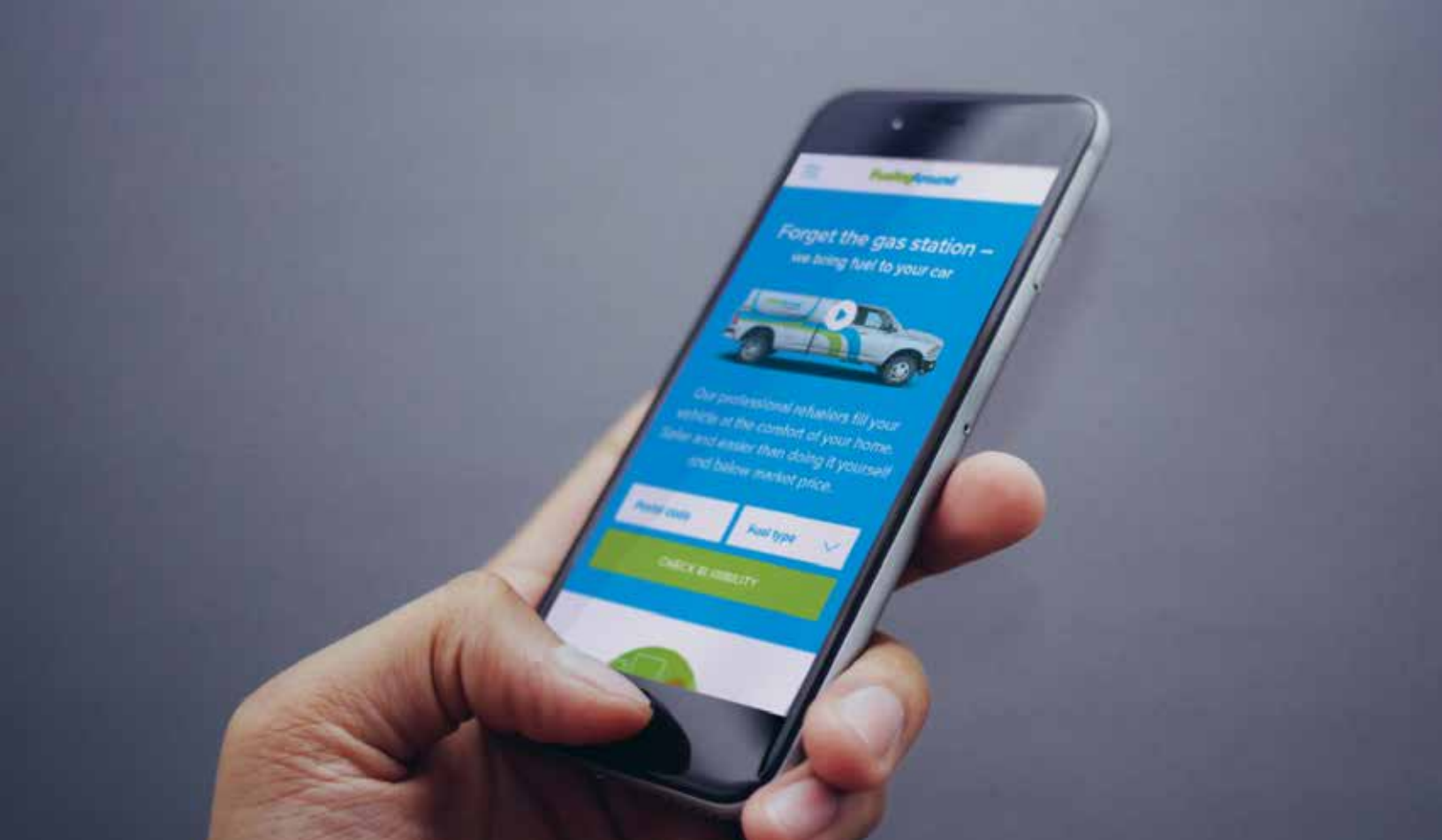
However, when it happens, FuelingAround is ready and **can easily adapt to a charging service that need.**



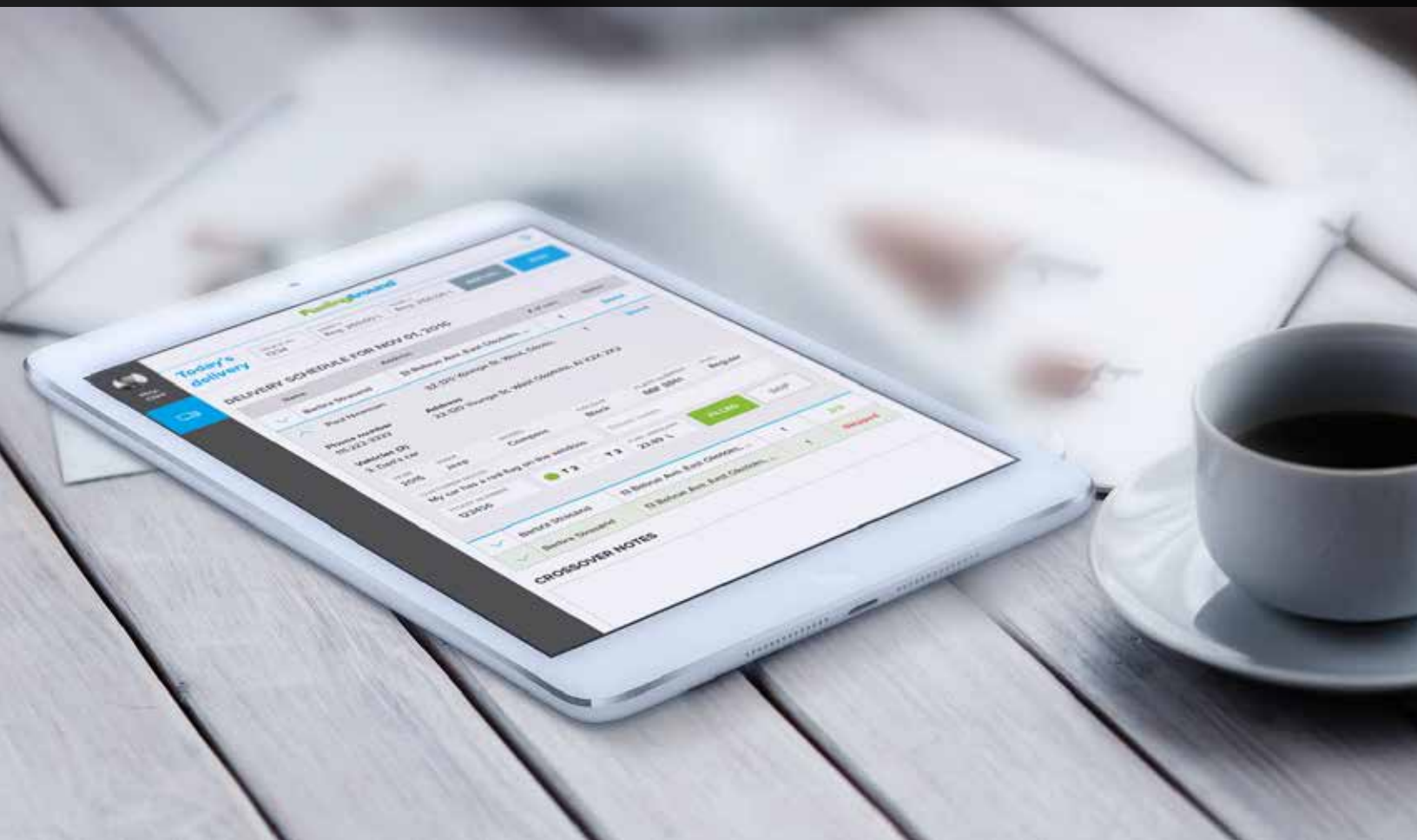
FuelingAround™



ChargingAround™

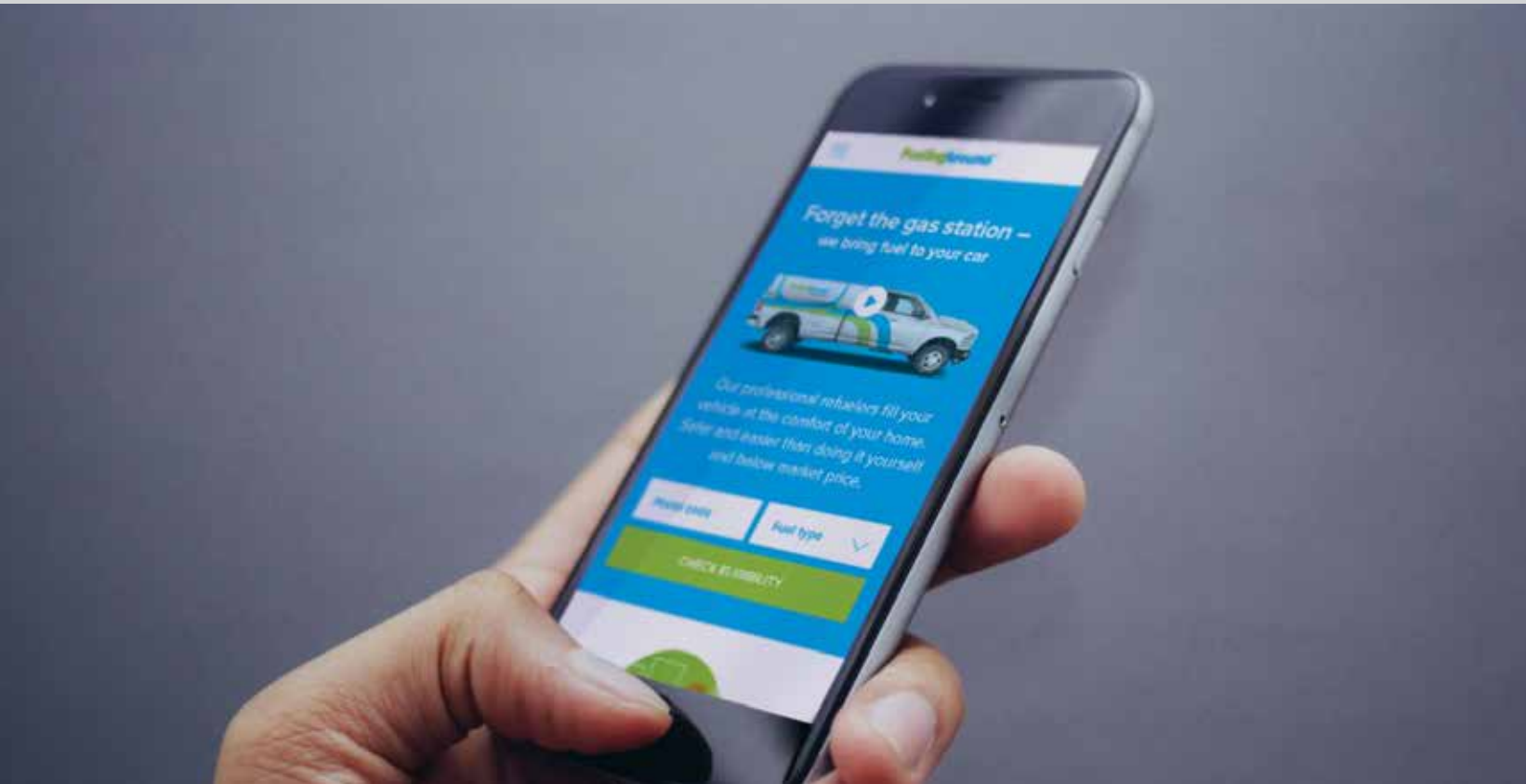


FuelingAround™ SOFTWARE



FuelingAround™ WEB-BASED APP IS 90% COMPLETE

CUSTOMER SITE	DRIVER SITE	ADMIN SITE	SYSTEM AUTOMATION
Dashboard Registration Personal Info Vehicles Payment Billing & Invoices Feedback Referral	Fuel Management Fuel Reconciliation Auto-routed Delivery List Start/End Day Rules Timecards	Subscription Management Truck Management Driver Management Zone Management Route Management Customer Details Reports and Analytics	Emails Payment Auto-Routing Route-Assignment Customer Registration Options Credits/Bonuses



The FuelingAround web-based mobile app will enable customers to request fuel top-ups directly to their location using geo-fencing.

The app has a driver/employee user interface that provides the location of the customer and job specific details, as well as the ability to manage customer billing.



FuelingAround™ HARDWARE

Currently deployed for as part of a pilot project in Okotoks & Calgary.

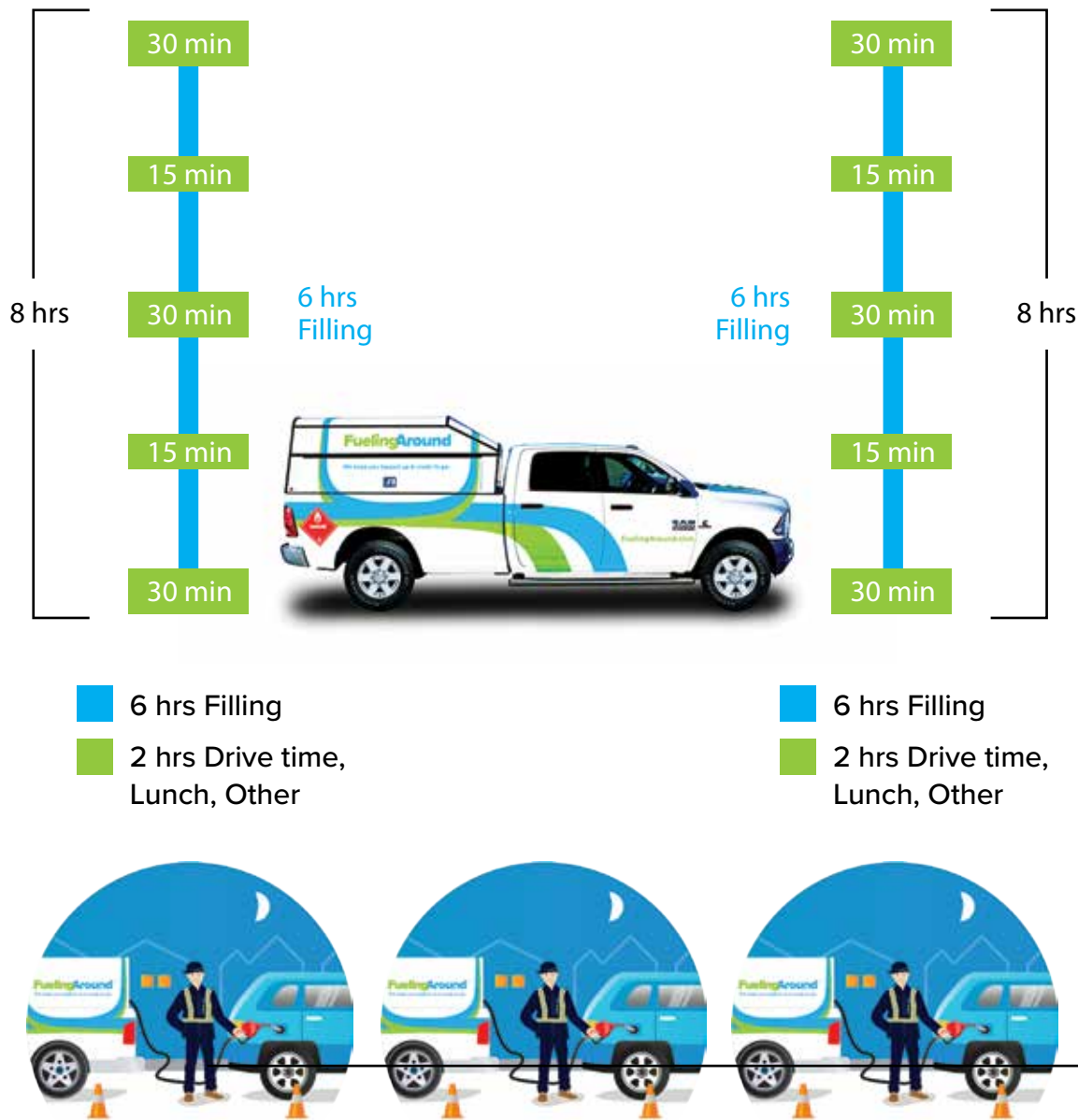
Primarily targeting B2B multi-vehicle parking lots providing a more economical, convenient mobile fueling service for fleets, auto groups and airport parking.



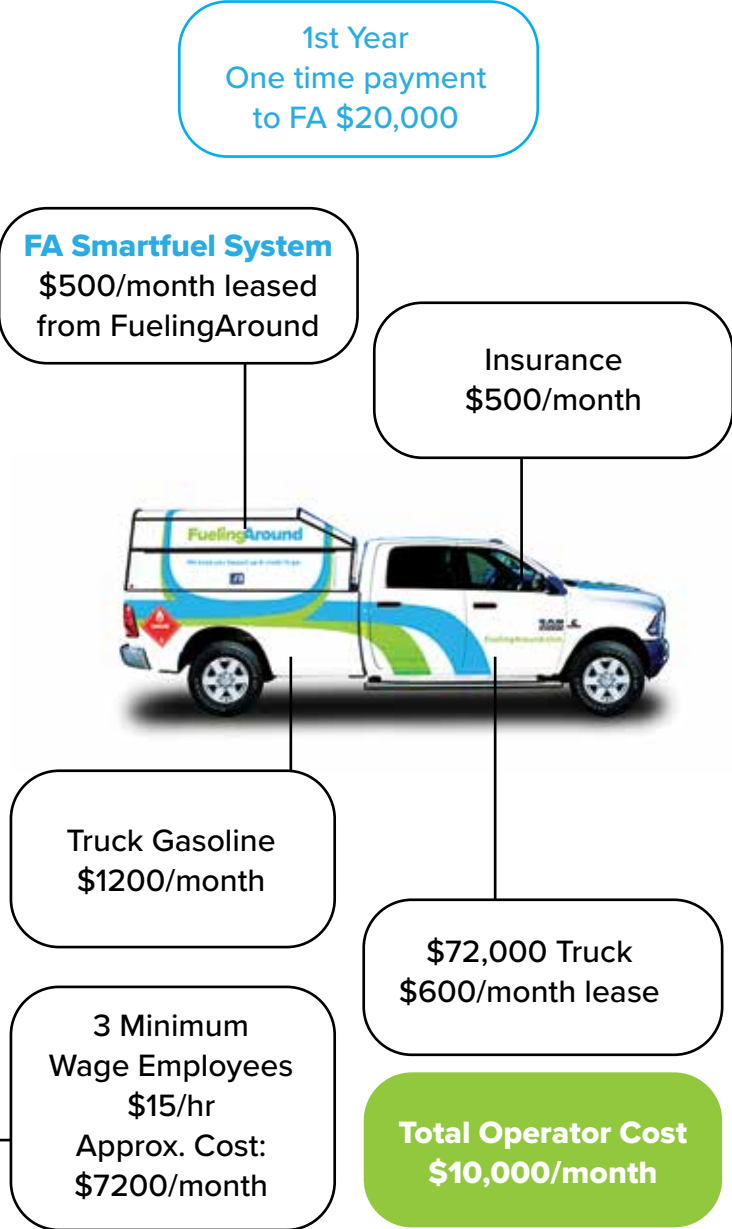
FuelingAround™ BUSINESS MODEL

FuelingAround Proprietary Platform

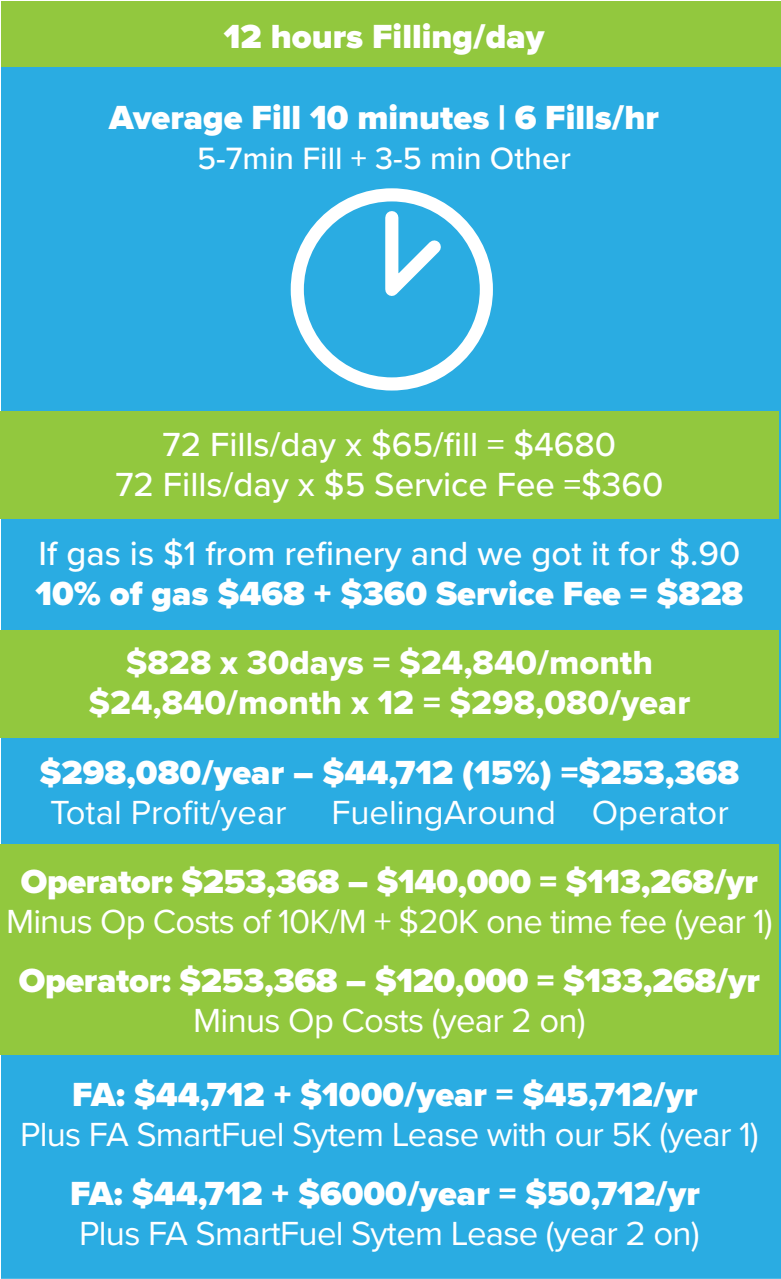
FuelingAround Filling Hours 2 shifts/day – 16hrs total



Individual Owner/Operator Costs



FuelingAround By The Numbers



\$50,712/truck/year x 240 Territories (1 truck/territory) = \$12,170,880/year | \$50,712/truck/year x 240 Territories (10 trucks/territory) = **\$121,708,800/year**

These numbers will be higher if we include our **surge pricing, rush charges** and when the **gas margin** is negotiated to be greater than the 10% example.

First year with new operator – **cost to FA \$25K** (minus operator 20K one time fee) **for FA Smartfuel System** (hardware/software/install), training, etc. Hardware built to last 25 years.

FuelingAround has a very similar business model similar to Booster in the U.S.

Booster is a fuel delivery service that like us, is focusing primarily on fleets and large parking lots – **but would have much higher overhead and hardcost – making it much less adaptable to change.**



GROWING IN A PANDEMIC

JULY 13, 2020:

Booster, a same-day fuel delivery service, has expanded to Washington, D.C.

The expansion comes as essential services experience a **significant increase in the need for contactless, clean mobile fuel on-demand (MFOD)** to meet pandemic requests.

Since the start of the COVID-19 pandemic, **Booster has experienced a 25 percent surge in fuel delivered to essential services**, such as parcel delivery and logistics, food delivery and distribution, construction, and cleaning companies”

www.worktruckonline.com/10121060/booster-fuels-expands-to-washington-d-c
July 13, 2020

REVENUE PER DAY FOUR YEARS IN

Booster was generating \$180,000 in revenue per day this past November; that number has surely increased since then

4-year-old company delivers **millions of gallons per month in 20 cities.**

Booster's model can also be used for alternative energy solutions.

www.geekwire.com/2019/gas-station-wheels-booster-fuels-raises-56m-expand-high-tech-mobile-fuel-delivery-service/

June 25, 2019

BOOSTER + UBER = FUELINGAROUND

FuelingAround IS Booster Fuels enhanced by an UBER Strategy

Unlike Booster Fuels we will not be the owners of FuelingAround vehicles and FuelingAround Mobile Fueling Systems Hardware or hiring great numbers of employees to be vehicle operators.

We will instead be using **innovative Leasing Partners** for our **FuelingAround Owner/Operator Program** where they will lease vehicles **with our technology-based, sensor-equipped, driver-safety, technology with compliant weights and measures monitoring and safe driving sensors** that will tie into our FA software.

With this we **greatly enhance our offering while reducing our risk** by partnering with companies who focus solely on leasing, service, insurance and have the experience and purchasing power in these areas.

- **Scalable and agile as a business** because there is no need for bricks and mortar stations, truck inventory, extensive salaried employees, etc.
- Trucks with 1,000 L and 4,000 L tanks provide fuel to a **niche not currently serviced because competition trucks are too big**
- **Our superior supply chain contacts and experience and agile technology** gives us access/contact for bulk rates for fuel and superior understanding of safe fueling practices and locations



TRENT OBRIGEWITSCH

FuelingAround Founder, CEO,
& Director

- **Pumped \$100M worth of fuel over the past 20 years**
- **Completed over \$80M in aviation logistics work**
- **Managed three major oil company airports**
- **Hired in 2017 to bring Okotoks Air Ranch Airport back up to Transport Canada Standards**

We are targeting business-to-business (B2B) opportunities where mass concentrations of parked vehicles are located and also business-to-consumer (B2C) via B2B partnerships.

FuelingAround provides regularly scheduled fueling plus on-demand fueling at an additional cost

B2B OPPORTUNITIES

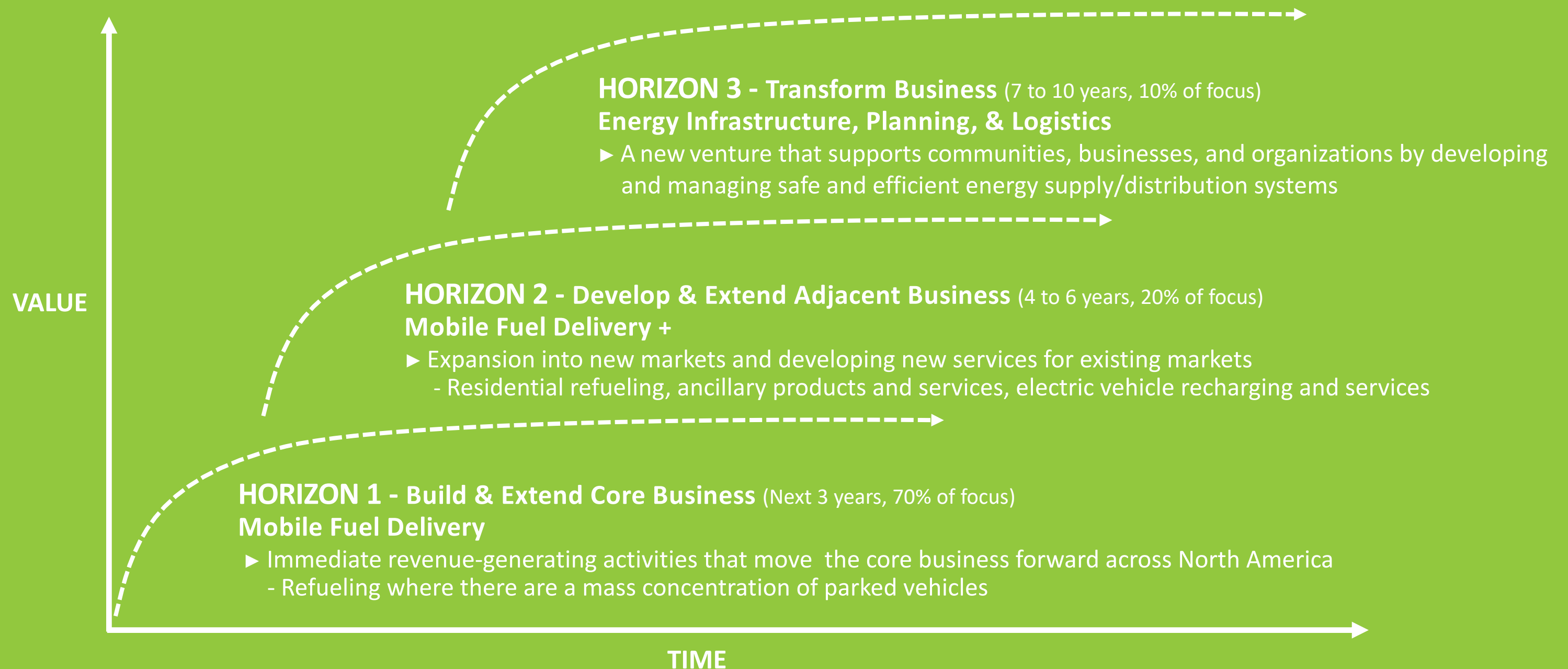
- Corporate fleets
- Government fleets
- Emergency services fleets
- Taxis and mobile app fleets
- Car dealerships
- Rental car companies

B2C PARTNERSHIP OPPORTUNITIES

- Employers with a large corporate campus
- Owners of commercial parking lots
- Municipal parking lots
- Malls, hotels, grocery stores, and restaurants
- Schools and universities
- Sport, entertainment, and event facilities

10 YEAR PLAN

Our objective is to build a profitable, resilient, and sustainable business that creates value for all stakeholders by simultaneously advancing 3 Horizons and optimizing our focus to generate controlled growth and continuous innovation.



STRONGER BRANDS ADD FINANCIAL VALUE TO YOUR COMPANY

So, we hired an agency to come up with our name and brand our next generation mobile fuel delivery service.

The Challenge: Come up with a name stands out and describes what we do. It needed be clever, current, timeless and help to create a buzz around this new service. It needed to sound simple, easy and approachable. AND... needs to have a social media edge and intrigue.

FuelingAroundTM

I GOT CAUGHT

FuelingAround

MY WIFE CAUGHT ME

FuelingAround



FuelingAround

**IF YOU'RE NOT
YOU SHOULD BE**

FuelingAround

**I LIKE DOING IT IN
THE MORNING**

FuelingAround

**I DO IT 2 OR 3 TIMES
A WEEK NOW**

FuelingAround



We have a long history of purchasing large quantities of fuel from refineries. We have the relationships. We know the business. We get solid margins.

IF FUEL IS \$1 WE CAN GENERALLY GET IT FOR \$.90 OR LESS WITH OUR PREFERRED PRICING

SOLID MARGINS

**WITH AN AVIATION FUELING BACKGROUND WE ARE ALREADY
SETTING A HIGHER STANDARD FOR OUR INDUSTRY**

**Working closely with the
Calgary Fire Department (CFD) FuelingAround
has become first approved mobile fueling
operation in Calgary**

In fact we are in the process of establishing a set of standards that can be used across Canada for the mobile fueling industry. This will allow us to work with government and our peers to ensure we can self-regulate our industry and establish superior standards, best practices as well as educating and ensuring public safety.

HIGHER STANDARDS

OTHER POTENTIAL REVENUE STREAMS

- **Advertisers** Data sales, advertising on App
- **Customers** Ancillary product markups
- **Licensees** Territories fees, royalties, equipment leasing
- **Logistics** Energy solutions for business
- **Remediation** Gas station clean up and conversion to FuelingAround

Customer acquisition will be made through strategic partnerships and pro-active sales efforts.

IMMEDIATE ROAD FORWARD

Capitalization of the company

- Offering Memorandum December 9, 2019 – November 20, 2020
 - Territory development
 - Building up operations
 - Getting app fully functional
 - Customer and partnership development
 - Sales and marketing initiatives
 - Profitability
 - Tech development


Continue to execute on our go-to-market strategy

To learn and refine our business model to sustainability scale across Canada and the U.S.

Continue to establish barriers to entry, specifically:

- Develop and maintain strong relationships with Fire Departments to set the highest standards in mobile fueling
- Develop the right strategic partnerships that create the best channels to acquire and retain customers

NRC-IRAP VISION: Be the first place where innovative Canadian firms go for support to develop their ideas into commercial success

- The **Industrial Research Assistance Program (IRAP)** and the **National Research Council of Canada (NRC)** have been involved with **the development of FuelingAround.**
 - The **IRAP-NRC** provide **advice, connections and funding** to help Canadian small businesses increase their innovation capacity and take their ideas to market.
 - They commissioned a **critical revenue optimization study** for FuelingAround, which **identified the “go to market” platforms** that are being executed.
 - Future **tech development, code maintenance, and grants for supervisors/fuel technicians** will be assessed and approved for IRAP/NRC involvement.
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Improving Operational Efficiency & Reducing Business Costs

“From my experience in aviation and managing a dealership, I thought a mobile fuel service could translate into the automotive world pretty well – it has exceeded my expectations. Using FuelingAround has been seamless, saving the business both time and money.”

Rory Wood

General Manager, Okotoks Ford Lincoln

FuelingAround™ TEAM



**Trent
Obrigewitsch**
Founder, CEO,
& Director

Vast experience
in aviation
management,
fuel supply, and
logistics



**Bertrand
Bruneau**
Director

CEO Marketing
Director at World
Financial Group
Insurance
Agency & WFG
Securities Inc.



**Michelle
Vant Erve**
Director

Interior Designer
& small business
owner



**John
St. Jean**
Director

National
Key Account
Manager for
Parmalat



**Cheryl
Warren**
Director

Senior Marketing
Director at World
Financial Group
Inc. & WFG
Securities Inc.



**Michael
Giles**
Director

Owner &
President of
Livello, a
construction
management
company

Key Advisors

Paul Bickert
Strategy & Governance

Margo McKee
Marketing & Branding

Andrew Thorne
Legal

FuelingAround™

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