

clear**GRID**



presents

clear**FUEL**



**Aviation Fuel Network Project**

Airborne solutions for our future

Presented by

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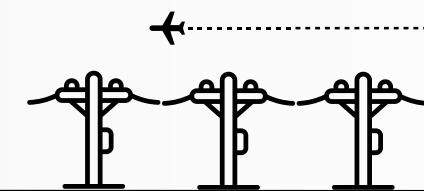


# About Us

clearGRID has transformed utility meter reading across North America, achieving remarkable success by delivering accurate, reliable, and cost-efficient data collection from the sky—helping the largest utility companies cut costs, streamline operations, and eliminate the need for ground access. With over 10,000 hours of aerial data collection and a reputation for precision and innovation, we've set a new benchmark in the industry with 100M reads captured each month! But as our operations grew, we ran into the same archaic roadblock that plagues nearly every aerial operator outside of major airlines: a broken, outdated fueling network. Fuel stations are few, inconsistent, and not built for modern aerial needs—creating a major bottleneck across the continent. That's why we've founded clearFUEL—to solve a problem no one else has, by building a smart, scalable fueling solution that meets the demands of today's aviation landscape.



- **Reliability - 100% client retention rate with a monthly service success rating of 99.96%.**
- **Reputation-We save clients hundreds of thousands each year and they refer to us as their "cash register"**
- **Bonuses-Vendor agnostic technology and long term contracts.**



# clearFUEL - Investment Thesis

We're raising \$15M to take over a high-demand, low-competition segment of aviation that must shift — fueling at small to mid-sized airports. Our fuel network is a reliable, easy-to-use solution for aviators. It generates immediate cash flow, scales rapidly, and positions us for market leadership. With an estimated \$627 million in market opportunity, and a 22% target IRR with continued profit share post-capital return, this is built to fly—and built to win.

# clearGRID - Our Success Story

An aviation-based industry leader using aerial sourced data to collect meter reading data and create right of way imaging.

Tailored for the utilities, energy, infrastructure and emergency response sectors.

- Reliability - 100% client retention, monthly services for the last 5 years with 99.96% reliability
- Clients are thrilled with clearGRID and refers to us as their "cash register". clearGRID collects the data and enters it directly into CRM systems for billing.
- Our clients have expressed their high satisfaction, one by extending their 5-year contract by another 3 years and increasing the rate by 30%.
- Our reliability is unparalleled. Clients highly recommend clearGRID to their counterparts, and have suggested new service lines to us more than once.
- Our services reduced 600,000km per year of driving which translates to \$300k annual savings for one client alone. With an average reduce personnel and operational costs by up to 30%.



**We have successfully reduced costs and headaches for our clients by helping them make better decisions with better data.**

# clearGRID – Aviation Based Solutions

## aeroRead

### Multi-modal Smart Meter Reading



- Contracts for over 1.4 M meters monthly in Canada and the US
- 100 M reads per month captured!
- Safe, efficient, cost-effective meter reading
- Vendor agnostic technology stack
- 99.5% - 100% read rates
- Manned flights at 2,000 – 10,000 feet above ground.



**Reliable, efficient, getting cars and staff off the road, single source from collection to CRM**

## aeRoW

### Aerial Image Mapping

- Currently mapping over 14,000km of pipeline annually from the air to 1 cm resolution
- Data is collected at significantly higher altitude than competing technologies resulting in safer, more efficient collections
- Hassle-free system mapping; online viewable anywhere, anytime
- Analysis and detection of problem areas with easy-to-read results formats
- Preventative monitoring, spotting unauthorized access, vegetation and erosion monitoring

**Safe, fast mapping combined with analyses for reliable anomaly detection**



## aeResponse

### Emergency Response

- Fast-response aerial support services providing data for use in disaster recovery.
- System-wide, RF-based, real-time and historical meter readings.
- Aerial imaging of utility and critical infrastructure pre- and post emergency event.
- Aerial reconnaissance and optional:
  - cathodic protection monitoring,
  - methane detection.
- Real-time information relays available.
- Short dispatch schedules

**Best of breed technologies give you triaging solutions when you need it most**



- Utilizes over 120 unique airports every year.
- 10 on staff pilots flying 3600 hours and over 600,000km every year, and 2 contracted flights schools
- clearGRID's name on a resume means an automatic interview with WestJet (Canadian international airline) as our pilots are recognized as outstanding by WestJet's Chief Pilot.

# clearGRID – Leadership and Key Contributors



- **Ellen Christopherson - CEO.** Master's degree in mechanical engineering; licensed pilot and glider instructor; consulted to the utility industry in five countries; expert on unmanned aircraft (drones).



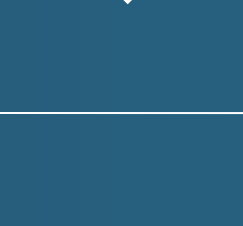
- **Ross Malme - Business Development USA.** Over 25 years of experience in the energy services and technology businesses; inventor of the first successful RF wireless automatic meter reading system in North America with over 90 million units deployed.



- **Kurt Menzies - VP Business Development.** More than 13 years experience in the technology industry and extensive experience with tech start-ups, including as an IBM partner.



- **Natalie Armitage - VP Finance and Logistics.** Chartered Accountant; Bachelor's of Science degree in mechanical engineering; 15 years experience in senior accounting roles. Specialization in logistics.



- **Nigel Whillier - Software Development.** Computer Systems Technologist; developed many custom technology solutions, including long-distance, fully automated systems for rail stations.

- **Perry Kundert - R&D/RF Specialist.** Computer scientist; radio frequency and communications expert; masterminds and implements command and control systems; developed entire control system for Enbridge pipelines worldwide.

- **Ron Hickman - Director of Maintenance Operations.** Transport Canada approved AME license with M1 and M2 rating; Member of the Board Committee of the Canadian Business Aviation Association; over 2 decades of aviation experience around the world (Canada, USA, Europe, Africa and Asia).

- **Don Bell - Advisor on Aviation Operations.** co-Founder of WestJet Airlines; former-COO of WestJet Airlines.

- **Andrew Bursey - Moev Auto Inc.** Specialized in bulk fuel transport and contracts. Has grown multiple trucking companies into major North American companies.



# clearFUEL - What We're Fixing: Archaic Fuel Systems

- We're bringing our innovation skillsets back to the aviation industry where our deep understanding of this problem has given us the motivation to invent an easy-to-use solution for aviation companies everywhere.
- Fuel is 10% of our current operational expenses. We deal with airport fuel stations- the good, the bad, and the ugly, daily.
- If you aren't a big airliner, finding reliable, easy to use fuel is a constant concern. This is problem that all North America aviators struggles with daily.
  - Fuel systems are cumbersome, unreliable and aging systems
  - Planes have long wait times for full serve, many which require calling ahead.
  - Incredibly the "Trust system" for billing is still employed in many locations today (write how much you owe on a clipboard) due to a lack of better options.
- While aviation has evolved, fueling lags with archaic systems, labor shortages, and unpredictable shutdowns. In a modern age of efficiency, this critical service has no real solution, until now.
- Fuel is bought in single tank volumes, so costs are high. Delivery isn't optimized as neighbouring airports compete.



**"I left the company credit card in the imprinter.. Don't do that!"**

**"I couldn't open the door to the pay terminal and had to fly to another airport for fuel!"**

**"I often have to call a friend because there's a "trick" to getting each pump to work. I wish they would just work reliably!"**

- Commercial pilots Justin, Steph, Mary

# clearFUEL - Fueling Failure Isn't a Risk—It's a Daily Battle

## Airport managers fuel-related challenges

- Fuel Supply Reliability – Ensuring a consistent and uninterrupted fuel supply, especially during peak travel season or unexpected disruptions.
- Cost Management – Fuel prices fluctuate due to global market conditions, making budgeting and cost control a constant challenge.
- Environmental Regulations – Airports must comply with strict environmental policies regarding fuel storage, emissions, and sustainability efforts
- Infrastructure Maintenance – Keeping fueling systems, pipelines, and storage tanks in optimal condition to prevent leaks or inefficiencies.
- Data Accuracy & Monitoring – Implementing fuel management systems to track consumption, prevent fraud, and improve efficiency.

## Aviation fuel risks include

- Fuel Quality Assurance: Ensuring the fuel meets stringent quality standards is critical. Poor-quality fuel can lead to engine failures and compromise safety.
- Supply Chain Disruptions: Natural disasters, political instability, or logistical challenges can interrupt fuel supply chains, affecting flight operations.
- Price Volatility: Fluctuations in global oil markets and geopolitical events can make fuel prices unpredictable, impacting costs.
- Environmental Concerns: Leaks or problems fueling lead to environmental issues that need to be remediated.

Providing Fuel Services at Airports is Painful

# clearFUEL – Game Changing Solution for Fueling

- “Cardlock” network for airports
  - Fleet fuel cards with member discounts
  - 24/7 fueling at small to midsize airports
  - Fully weather-proofed
  - Self-containment for environmental protection
  - Automated real-time fuel quality assurance and quantity tracking
  - Easy to use app for fuel purchasing
  - Drop-ship to site, only requires power hookup
  - Membership discounts
- Bulk fuel discounts that reduce our prices
  - Compete aggressively with current fuel systems
  - Minimize delivery costs with multiple locations
  - Multi-producer contracts
- Sole-source fuel provider at target airports and select aviation companies



clearFUEL maintains care, custody and control of all the equipment and commodity, providing ease of use and reliability for aviators.

**“Our system is a pain. Please take it over.”**

- Airport fuel owner Don

# Compelling Impacts

## Impacts for Airports

- Removes the capex burden
- Drives traffic to the airport (airports often receive subsidies or revenues based on how busy they are)
- Removes the headaches of managing systems that need constant attention

## Impacts for Aviators

- A smooth, easy to use solution
- Reliable convenience for aviators
- Avoids last minute flight changes due to fuel inavailability
- Shorter fuel stops

## Impacts for clearGRID

- Reduces current operations expenses by up to \$100k per year

# clearFUEL - Market Opportunity

- Canadian Airport Charts publication lists 498 airports.
- Of those, 60 meet our “easy yes” criteria based on need, competition and usage
- An additional 130 stations fit our criteria for high potential.
- After we help Canada, the USA is next, with a 10x bigger market opportunity
- At a minimum of \$300,000 in annual fuel revenue per station Canada is a market opportunity of \$57MM ARR and the USA is a \$570MM ARR opportunity
- Motor Gasoline Fuelling Station
  - Larger opportunities include: major airports and airlines, and government emergency and firefighting locations
  - Most smaller and regional airports do not offer



# clearFUEL - Use of Funds

- 15MM in funding for 20% IRR

## Use of Funds

- Site Development & CAPEX: \$9M for infrastructure, equipment, and installation
  - 10 sites in Year 1
  - 20 sites in Year 2
  - 30 sites in Year 3
  - Lead time for units is 8 - 18 weeks, scalable to tens of units at once.
  - Unit costs are \$250,000 and include complete installation costs.
- Operations & Marketing: \$2M to ensure seamless deployment and client acquisition
- Working Capital: \$4M to manage cash flows, unforeseen costs and capitalize on larger opportunities as they arise



# Thank You!



## Contact Us

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