



HUTCH

READY TO WORK

CANADA'S BEST ELD SOLUTION FOR TRUCKING

TO MEET THE URGENT COMPLIANCE MANDATE

Investor Presentation | January 2022

Traction



900+

Unique fleets
with over 2000
trucks & counting



100m

Miles logged
every month



1.3m+

Annual revenue



<1%

ELD malfunctions



20+

Years of logistics
& technology
experience

TRUSTED BY

NorthCoast
Trucking Ltd.

TMG
LOGISTICS INC.
QUALITY BEFORE QUANTITY

TRANSWORLD
XPRESS INC.

TRI-LINK
DISTRIBUTION | TRANSPORTATION | SYSTEMS

ProQuality
Transportation & Logistics



The Problem

BAD LOGS

For safety of truckers and everyone on the road, logistics companies are required to keep logs — ensuring drivers are getting the appropriate rest and downtime between shifts on the road.

Typically, these logs have been upheld by the honour system — inaccurate, inconsistent, dangerous.

The Urgency

ELD IS NEEDED NOW

In June 2022, a mandate enforcing certified Electronic Logging Device (ELD) use in all trucking activity in North America will be enacted affecting approximately 3 million truckers.

There are significant challenges associated with this mandate for trucking businesses including a steep learning curve, difficulty with hardware implementation, and finding a qualified 3rd party certified ELD provider.

This mandate was supposed to go in effect June 2021, but the entire industry was too far behind.

Only a limited number of ELD providers in Canada offer products with the correct third party certification. Most ELD solutions tend to be complicated and cumbersome to implement.

Solution



**The first certified ELD in Canada,
Hutch Systems brings
unprecedented clarity to any
truck fleet in North America.**

We allow operators to use their own hardware and data networks to implement our certified software or provide them with a turnkey, end-to-end complete ELD solution.



Ready to Work

**Hutch Systems makes it easy
to implement a certified solution**



Optimized for
small-medium fleets



15 minute
self-installation



Lower fleet
management costs



Pre-programmed ELDs



Low effort input,
maximum output



Android & iOS compatible



Business Model



CHANNEL SALES



B2B SALES ENABLEMENT
PREFERRED PRICING



MARKETING
DIRECT SALES



Operations
Center



Product
Management



Customer
Support

Owner Operator

Small Fleet

Medium Fleet

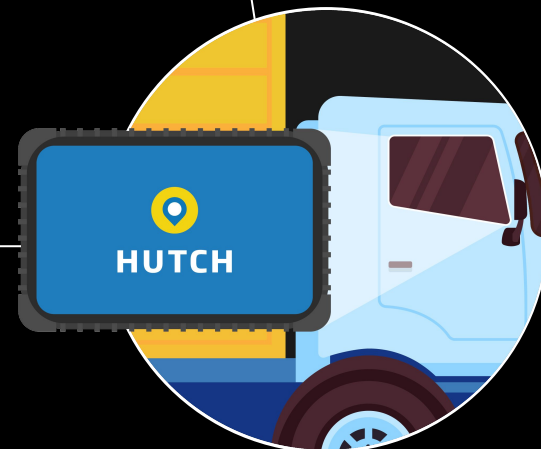


\$ Hutch ELD Subscription

\$\$ Hutch ELD Hardware

\$\$\$ Hutch Add-Ons

- Dash Cam
- Locator
- Protector



Landscape

A limited number of certification providers have been mandated by Transport Canada to bring ELD compliance to the trucking industry. Of these, FPInnovations was the first and most rigorous.



**275,000
Truckers**
just in Canada

Directly affected by
**ELD Certification Mandate
Enforcement (June 2022)**



FPInnovations

The first accredited
Certification Body for
ELDs in Canada



COMDriverTech

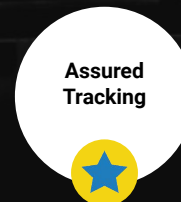


CSA Group

Certification Providers



Hutch Systems
first to get
certified



Certified Companies

Industry Comparables

GLOBAL TRUCKING INDUSTRY



\$2.7T
by 2026

CANADIAN TRUCKING INDUSTRY

\$39.55B CAD in 2021

GLOBAL FLEET MANAGEMENT SOFTWARE

\$59.08B by 2028



\$533.7M/year

ESTIMATED ANNUAL REVENUE



Sold to Verizon for **\$2.4B**



Acquired by Verizon



samsara

\$243.0M

REVENUE IN 2021

\$805M

RAISED IN 2021 IPO

\$930M

RAISED IN TOTAL FUNDING



\$153.9M

REVENUE IN 2021

\$417.3M

RAISED IN TOTAL FUNDING

1M

CUSTOMERS IN 2021

Hutch vs. the Industry

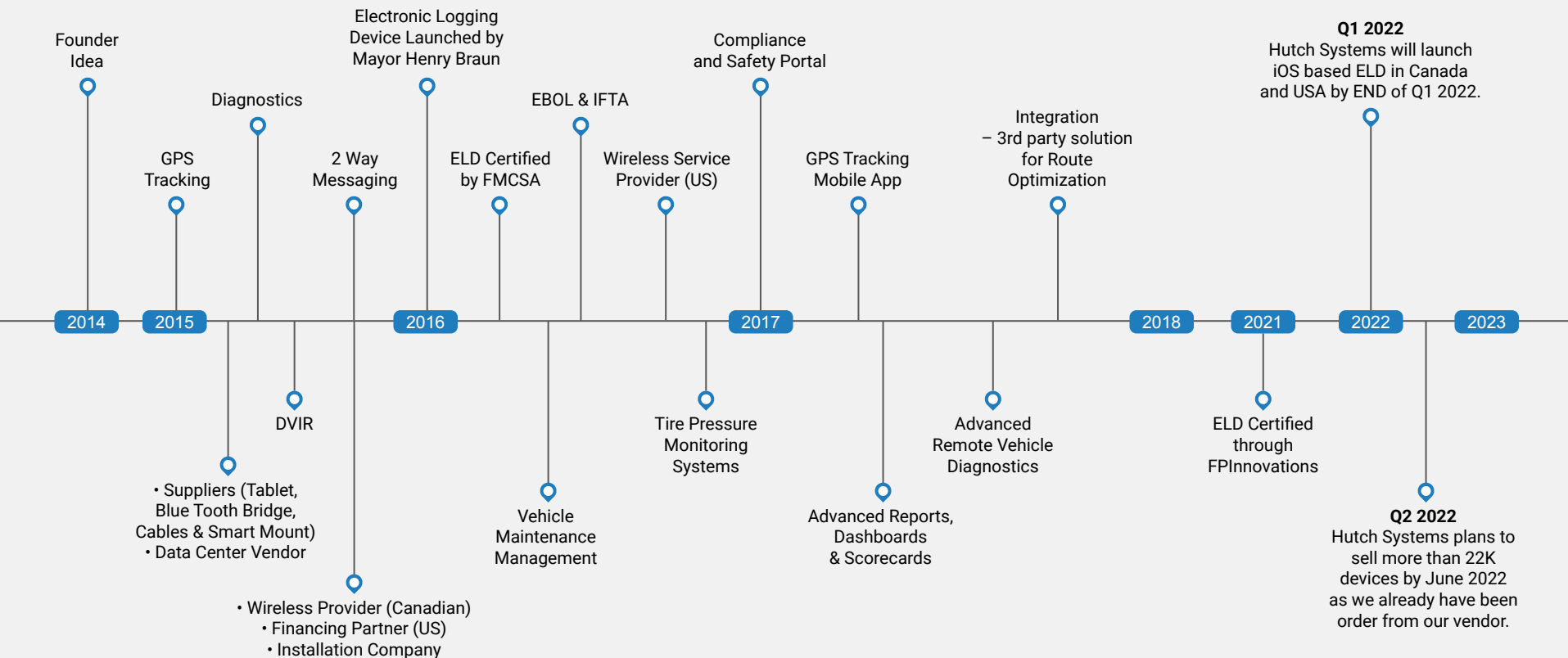
Key differentiators among small and medium size companies that make up 95% of the market.

CRITERIA	HUTCH SYSTEMS	Telogis / Omnitracs / Shaw Tracking / Peoplenet / Fleetmatics
Market focus	Small & mid size trucking companies	Large enterprise size trucking companies
Pricing	Affordable	High
Product design	Intuitive and simplified	Complex
Installation	Self install - takes 15 minutes	Difficult – installation takes up to 4-6 hours
Agility	Small, agile and creative team	Large bureaucratic organizations
Vehicle body modification	No modification required	Modification required – reduces vehicle resale value
Platform	Any android based device (iOS planned)	Runs on proprietary hardware

Go-to-Market Approach

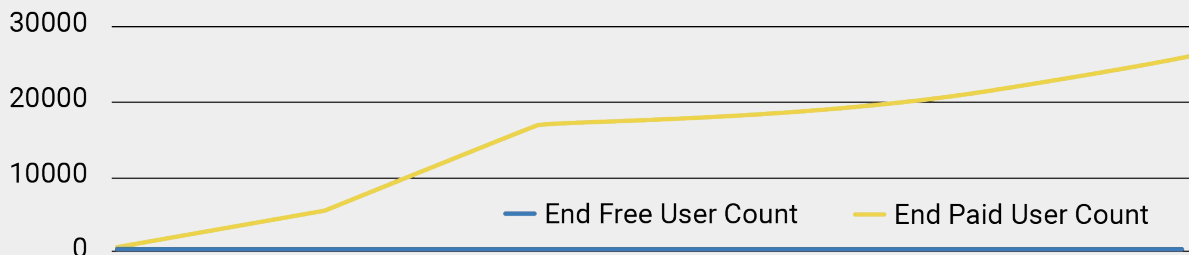


Research & Development Timeline



Financial Projections

Customer Acquisition



	2021	2022	2023	2024	2025
Revenue	\$1,728,390	\$6,314,836	\$9,615,938	\$10,755,743	\$12,985,951
COGS	\$0	\$253,971	\$372,482	\$406,676	\$477,783
Gross Profit	\$1,728,390	\$6,060,865	\$9,243,455	\$10,349,067	\$12,508,168
GP %	100%	96%	96%	96%	96%
S&M	\$149,988	\$814,575	\$1,005,742	\$1,005,742	\$1,017,029
S&M %	9%	13%	10%	9%	8%
G&A	\$267,384	\$298,558	\$311,392	\$311,392	\$321,891
G&A %	15%	5%	3%	3%	2%
R&D	\$306,000	\$654,337	\$720,304	\$720,304	\$756,319
R&D %	18%	10%	7%	7%	6%
Operational Costs	\$723,372	\$1,767,470	\$2,037,437	\$2,037,437	\$2,095,239
Total Expenses	\$723,372	\$2,021,441	\$2,409,920	\$2,444,114	\$2,573,022

Investment Requirements

Hutch Systems has made significant strides in the research and development of its hardware and software platform. Future growth will be contingent on investments into scaling activities — namely sales and marketing.

\$2 Million

50%

Marketing/Sales

25%

Sales Staff

10%

Support

10%

Engineers

5%

HR



Leadership Team



MONEY GHUMAN

CEO & Director

For the last 10 years Money has been fine tuning his abilities to build and run successful businesses. He realized early on that he has a passion for computer systems and developing companies so naturally, his position as CEO of Hutch Systems is the fit. He is committed to providing a solution to trucking companies that alleviates the stresses of time management and tracking.



GARY DHALIWAL

CTO & Founder

Gary founded Hutch Systems, leveraging 2 decades of experience in the trucking industry including successfully running a Trucking company, managing a Consulting business (that pioneered E-Audit applications) and helping clients meet the National Safety Code. He also trained drivers and safety personnel for both Canadian and US hours of service regulations.

THANK YOU

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