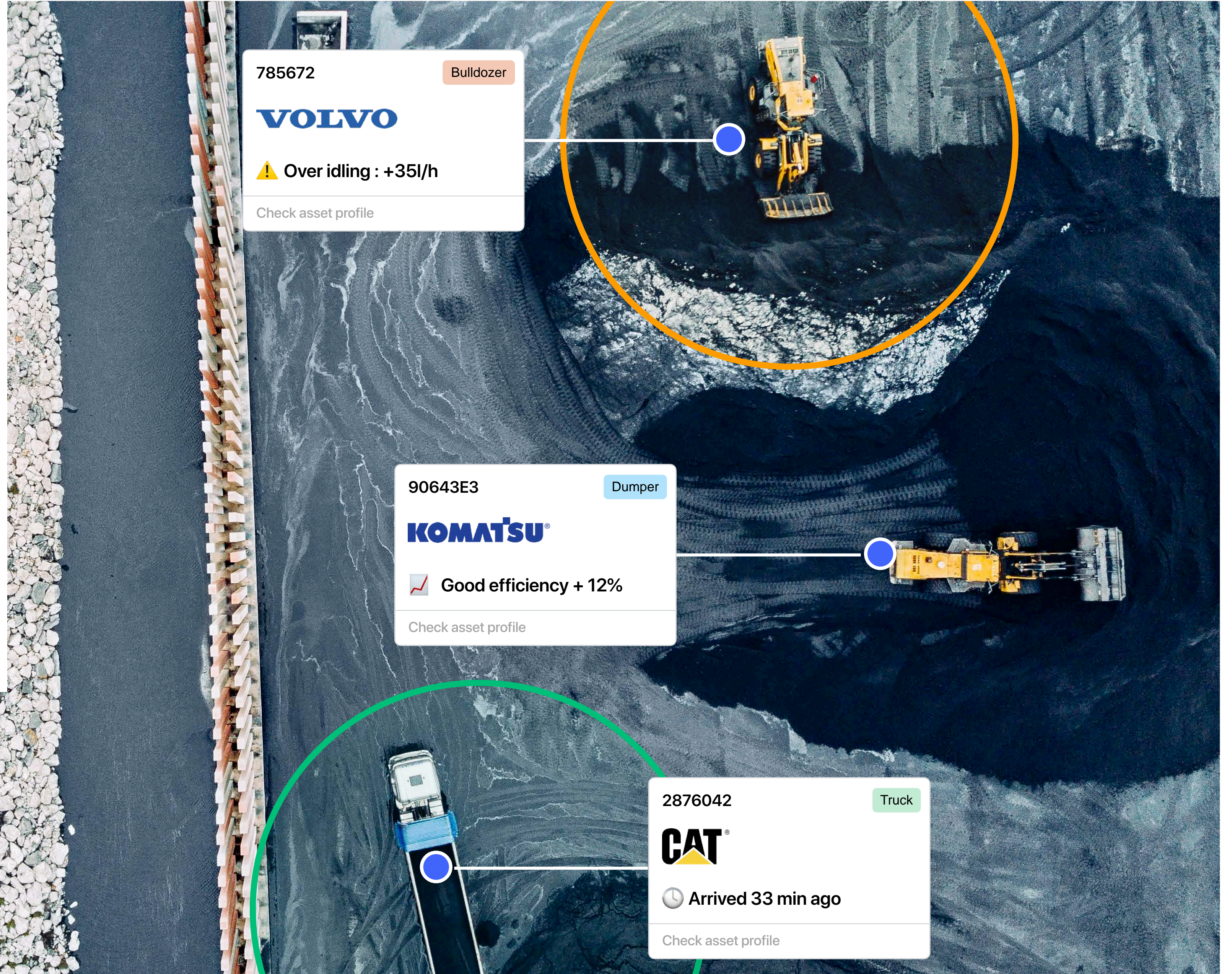




Hiboo helps industrial companies to **collect, unify** and **act** on their equipment data



The Issue

Productivity & digitization in construction

98%

Of megaprojects suffer cost overruns or delays

1%

Productivity growth for the past two decades

2nd to last

Place in McKinsey's digitisation index

A construction site at dusk or dawn, featuring several tall tower cranes and the silhouettes of buildings under construction against a dark, cloudy sky. The scene is dimly lit, with some lights visible on the cranes and buildings.

We now live in a data driven economy

With a new kind of competition

And a new kind of customer and shareholders expectations

**39% of global CO2 emissions
is made by industrial market month**



Our approach

To empower the digital transition

Our approach — To empower the digital transition

1. We collect all equipment data with the flip of a switch.



The Trimble logo, featuring a globe icon and the word "Trimble" in a sans-serif font, is centered on a dark grey rounded rectangle. A green toggle switch is positioned in the top right corner of the rectangle.

The GEOTAB logo, with "GEOTAB" in a bold sans-serif font and "management by measurement" in a smaller font below it, is centered on a dark grey rounded rectangle. A grey toggle switch is positioned in the top right corner of the rectangle.

The "RENAULT TRUCKS" logo in a bold sans-serif font is centered on a dark grey rounded rectangle. A green toggle switch is positioned in the top right corner of the rectangle.

The JCB logo, consisting of the letters "JCB" in a stylized, slanted font, is centered on a dark grey rounded rectangle. A green toggle switch is positioned in the top right corner of the rectangle.

The CAT logo, featuring the letters "CAT" in a bold sans-serif font with a stylized mountain peak above the "A", is centered on a dark grey rounded rectangle. A green toggle switch is positioned in the top right corner of the rectangle.

The "LIEBHERR" logo in a bold sans-serif font is centered on a dark grey rounded rectangle. A grey toggle switch is positioned in the top right corner of the rectangle.

The "HITACHI" logo in a bold sans-serif font is centered on a dark grey rounded rectangle. A green toggle switch is positioned in the top right corner of the rectangle.

The "KOMATSU" logo in a bold sans-serif font is centered on a dark grey rounded rectangle. A grey toggle switch is positioned in the top right corner of the rectangle.

The JOHN DEERE logo, featuring a leaping deer icon and the words "JOHN DEERE" in a sans-serif font, is centered on a dark grey rounded rectangle. A green toggle switch is positioned in the top right corner of the rectangle.

Our approach — To empower the digital transition

2. We guaranty the best data quality & decision making.



Comparing idle rate

Cleaning nam

Creating daily value

Updating status

789ERA Hydraulic Excavator
Cat - 330

Usage Performance Profil

2 500h Usage hours	46 106L Fuel used
37% Idle hours	0 Faults
2 500h Move	13 478 km Odometer
1 575h	18.44l /h

Cycle time ✓

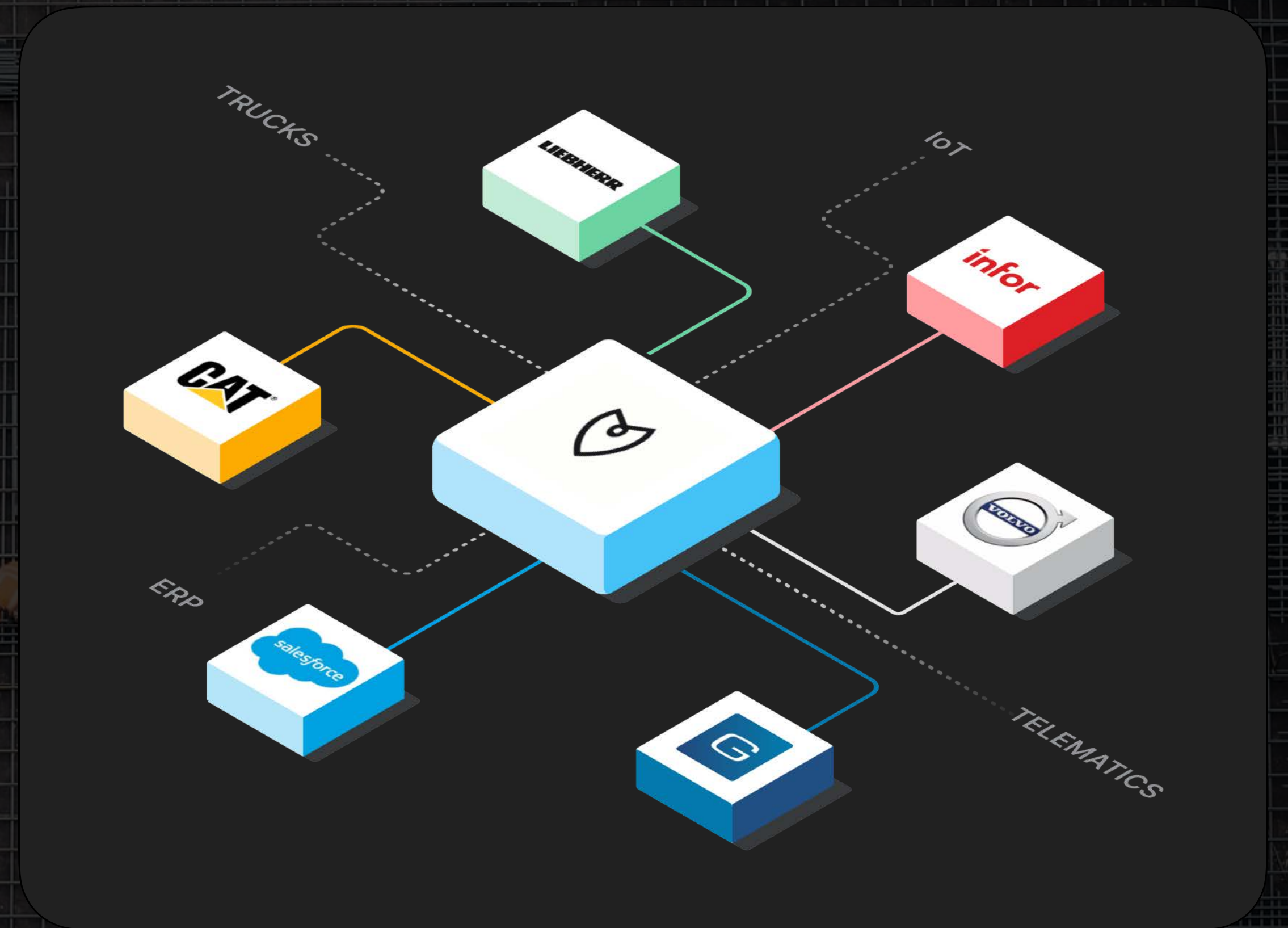
Fuel / hour ✓

idle rate ✗

Engine error ✓

Our approach — To empower the digital transition

3. We liberate the data and make it available for different systems.



Our solution

Help companies collect, unify, and act on their data.

HEAVY EQUIPMENT



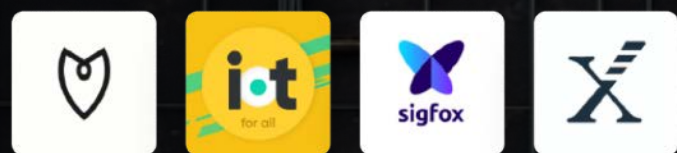
TELEMATIC SOLUTION



TRUCKS



IOT



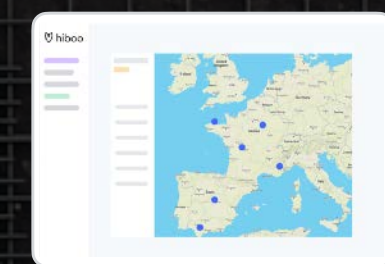
INTEGRATE



RAW DATA



VISUALISATION



1. Collect

2. Unify

3. Act



Our use cases

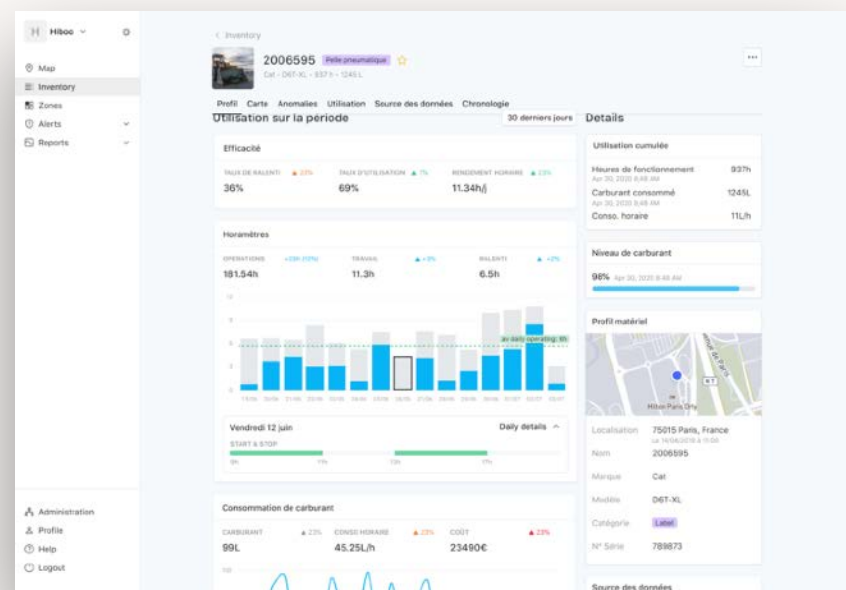
Built to empower every fleet

Our use cases — Built to empower every fleet

1. CONSTRUCTION



- Lower Idle rate
- Understand usage
- Reduce fuel
- ...

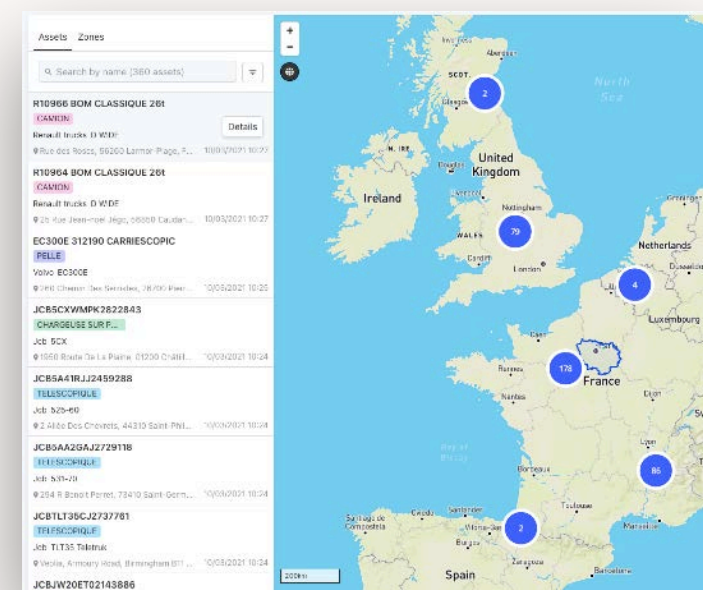


-9k€ / asset / year

2. WASTE



- Reduce CO2 emissions
- Optimize truck routes
- Audit waste cycle
- ...

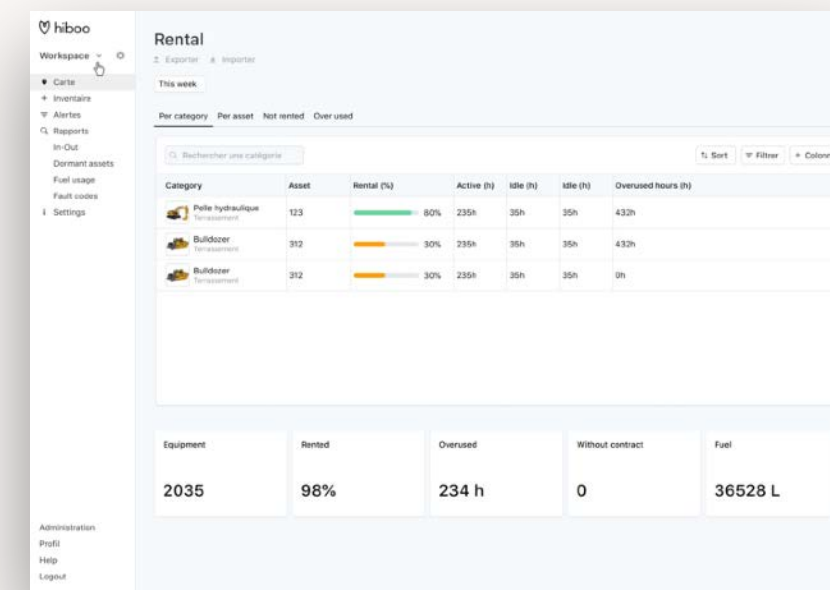


-2,6tn CO2 / asset / year

3. RENTAL



- Increase rental rate
- Track out of hours
- Trigger business alerts
- ...

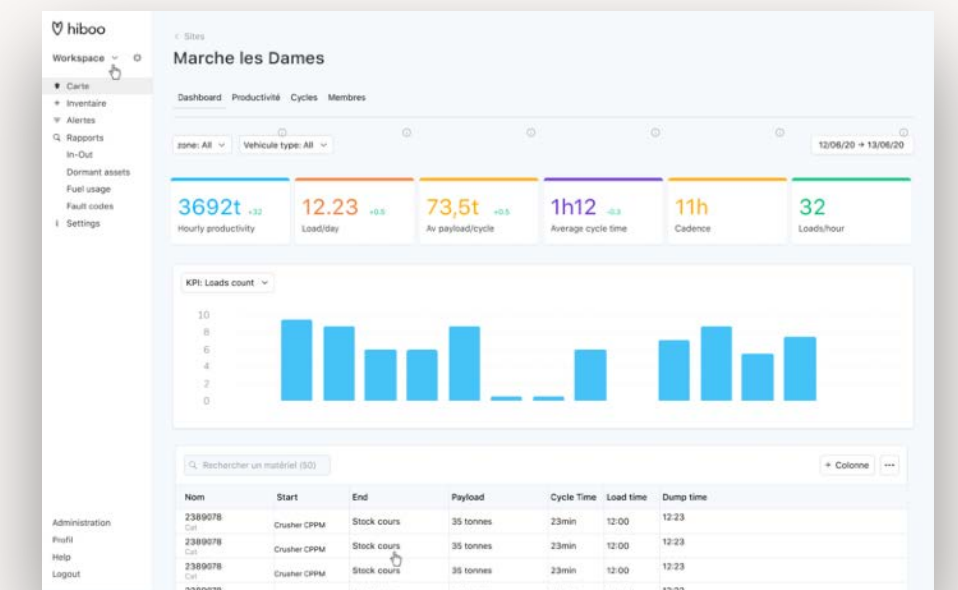


+ 15% rental rate / month

4. MINING



- Reduce cycle time
- Monitor speed
- Evaluate your productivity
- ...



+ 10% productivity

Impact

Hiboo help lead the way on the digital and **green** transition



Thierry Robert,
Head of fleet , NGE

« With the support of Hiboo, we've reduced our idle time rate from 32% to 26% in just six month»

Carbon footprint :
-2,6tn CO2 / asset / year
eq. -2 cars out of French fleet

Savings

Why would you choose **Hiboo** ?

- ▶ **Pilot your CO2 emissions** and dominate your Group objectives : **-2,6tn CO2/asset/year**
- ▶ Get unique **operational insights** : reduce idle rate and save **9k€/asset/year**
- ▶ **Reduce** your insurance costs : up to **50% per year**
- ▶ Save on **IT costs** : **0€ of project development costs**
- ▶ **Accelerate** your digital transition : get your data **today**

Our clients

Join industrial leaders who trust Hiboo



+ 15 000 machines

Connected by Hiboo

+ 3M messages

Processed per month

+ 50 countries

From which Hiboo collects data

About Hiboo

From our customer

Fleet directors, site manager and CEOs **love it**



« With the support of Hiboo, we've reduced our idle time rate from 32% to 26% in just six months »

Thierry Robert
Fleet Director, NGE Group



« Thanks to Hiboo, I can track my equipment location and detect unplanned activities. It is a huge time saver. »

David Demesure
Senior Business Manager, Engie



« Hiboo allows us to monitor idle hours by category of equipment, which is essential to optimize our productivity. »

Alain Bignon
Fleet Director, Vinci Terrassement

Big and SMB companies are interested

We have **inbound interest** from a growing number of companies that are sick of their data being lost, unused, locked-in...

- ▶ **Loxam** and **ENCO** want to change their pricing and CRM strategies thanks to real-time usage analysis of the machine.
- ▶ **Eiffage** wants to use our data collection system to enable a robust preventive maintenance plan in their Infor ERP.
- ▶ **Lhoist** and **Eramet** want to use our data processing to produce fleet productivity KPI (av. cycle time, av. payload / cycle, speed performance...)
- ▶ **Total** seeks to improve its fuel deliveries by knowing the position of the machines and the fuel level

Traction

We are growing quickly

+ 20% monthly asset growth

+ 2 data sources per month

15 500+

April 2021

78

January 2019

Our biggest strength

We're digital expert, data engineers & SaaS gurus



Clément Bénard
Founder, CEO



François Jacob
Founder, CFO



Charles Bénard
Founder, CPO



Adlen Afane
CTO

















After two years in industrial equipment analysis, we know the **tools, APIs and people**

We are a team of **16 talented people**, dedicated to our mission, to **build the product and a brand**








2021 is the year of our **acceleration** with the preparation of our next **fund raising** to accelerate our growth and put **fuel** in our engine, expected in **July 2021**

Sources Catalog

Heavy machines

 Bell AEMP 2.0	 Bomag AEMP 2.0	Caterpillar AEMP 1.2
 Caterpillar AEMP2.0	 Caterpillar VisionLink	 Doosan AEMP 2.0
 Dynapac AEMP 2.0	 Hitachi AEMP 1.2	 JCB AEMP 2.0
 John Deere AEMP 2.0	 Komatsu AEMP 2.0	 Komatsu's komtrax api
 Liebherr AEMP 2.0	 Novacom	 Volvo AEMP 1.2
 Volvo Caretrack	 Wirtgen AEMP 2.0	

Telematic solutions

 Geotab	 Masternaut	 Ocean
 Sure Track Matrix Telematics	 Sure Track Telematics AEMP1.2	 Trackunit
 Trackunit ISO 15143-3		

Trucks

Sources Catalog

Search sources by name

Heavy machines



- BELL Bell AEMP 1.2
- CATERPILLAR Caterpillar AEMP 1.2
- DYNAPAC Dynapac AEMP 1.2
- JOHN DEERE John Deere AEMP 1.2
- LIEBHERR Liebherr AEMP 1.2
- VOLVO Volvo AEMP 1.2
- caterpillar_caterpillar AEMP 1.2
- DOOSAN Doosan AEMP 2.0
- JCB 75 JCB AEMP 2.0
- KOMATSU Komatsu's komtrax api
- VOLVO Volvo AEMP 1.2

Telematic solutions

- Geotab
- Sure Track
- Trackunit ISO 15143-3
- Ocean
- Trackunit

Trucks

Connect to JCB AEMP 2.0

 ... 

Name *

* Identifies this source within your organization

Client secret

Username

Password

Assets Zones

Search by name (1742 assets)

- MT 3270**
Pickup
Geotab F-Series
Kitimat-Stikine C, British Columbia, Can... 13/10/2020 14:13
- NG 6082**
Buses
Geotab Transit
725 Hwy 37 Hwy, Terrace, British Colu... 13/10/2020 14:13
- NG 6060**
Buses
Geotab F-Series
Robinson Ridge Trail, Kitimat, British Co... 13/10/2020 14:13
- D321**
Tombereau articulé
Volvo A30
Gco - Cos, 67550 Eckwersheim, France 13/10/2020 14:13
- PA 9863**
Pickup
Geotab F-Series
Robinson Ridge Trail, Kitimat, British Co... 13/10/2020 14:12
- NH 7427**
Pickup
Geotab F-Series
2421 Kroyer Street, Kitimat-Stikine C, B... 13/10/2020 14:12
- NP 0259**
Heavy Duty
Geotab T8 Series
175 Dewberry Street, Kitimat, British Co... 13/10/2020 14:11
- MT 3226**
Pickup
Geotab F-Series
369 City Ctr, Kitimat, British Columbia ... 13/10/2020 14:11
- MT 3237**
Pickup
Geotab F-Series

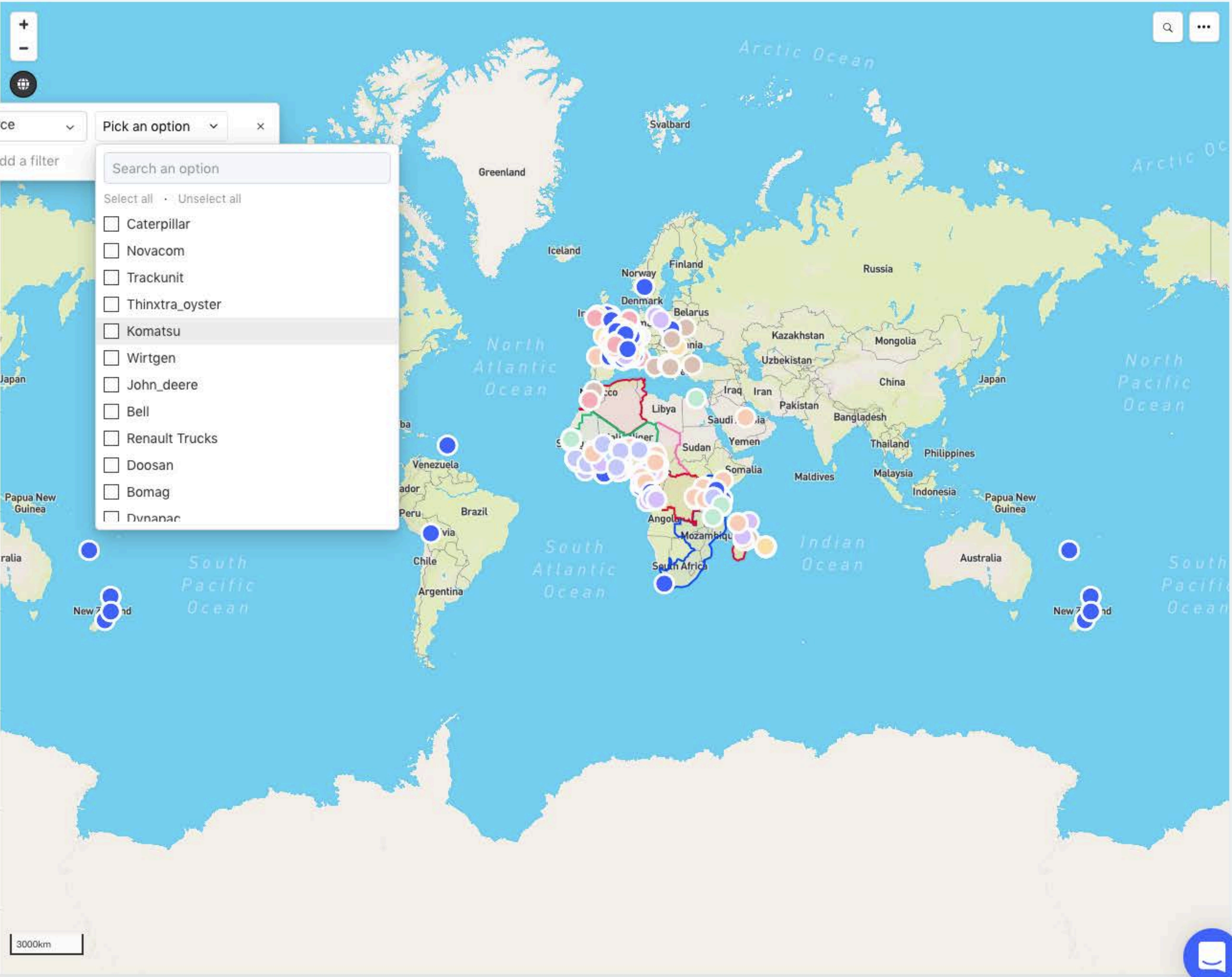
Source Pick an option

+ Add a filter

Search an option

Select all · Unselect all

- Caterpillar
- Novacom
- Trackunit
- Thinxtra_oyster
- Komatsu
- Wirtgen
- John_deere
- Bell
- Renault Trucks
- Doosan
- Bomag
- Dvnanar



Fleet Insights

Assets Zones

MT 3270

Pickup

Geotab F-Series

Kitimat-Stikine C, British Columbia

NG 6082

Buses

Geotab Transit

725 Hwy 37 Hwy, Terrace, British Columbia

NG 6060

Buses

Geotab F-Series

Robinson Ridge Trail, Kitimat, British Columbia

D321

Tombereau articulé

Volvo A30

Gco - Cos, 67550 Eckwersheim, France

PA 9863

Pickup

Geotab F-Series

Robinson Ridge Trail, Kitimat, British Columbia

NH 7427

Pickup

Geotab F-Series

2421 Kroyer Street, Kitimat-Stikine C, British Columbia

NP 0259

Heavy Duty

Geotab T8 Series

175 Dewberry Street, Kitimat, British Columbia

MT 3226

Pickup

Geotab F-Series

369 City Ctr, Kitimat, British Columbia

MT 3237

Pickup

Geotab F-Series

Asset usage

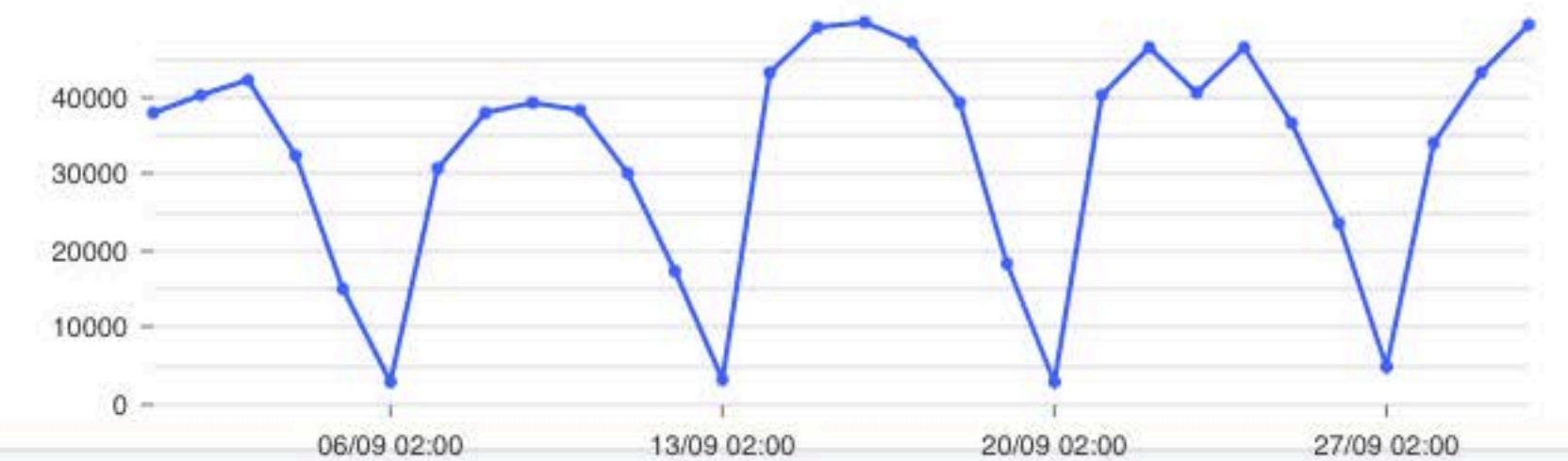
Export

09/01/2020 - 09/30/2020

Filter

Fuel used, idle time & distance

Fuel used: 983340 L
Total Idle Hours: 24576.2 H
Total distance: 324492 km



Fuel efficiency (average)

13.63 L/H

Liters used / Total hours of use

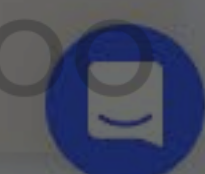
30.51 %

Idle percent

Search among 980 items

+ Column

Name	Model	Fuel used↓	Usage hours	Production Hours	Idle Hours	Idle percent	Hourly consum
D38879 Cat	349D2L	16 641.6 L	483h 0m	365h 9m	117h 51m	24.4 %	34.5 l
SE069 Cat	631G	8 605.7 L	146h 6m	138h 15m	7h 51m	5.4 %	58.9 l
D30023 Cat	349D2L	8 085.2 L	189h 56m	160h 20m	29h 36m	15.6 %	42.6 l
P468 Cat	349D2L	7 054.1 L	162h 29m	130h 38m	31h 51m	19.6 %	43.4 l
P412 Cat	349ELVG	7 009.2 L	134h 29m	115h 47m	18h 42m	13.9 %	52.1 l
P406 Volvo	EC380D	6 992.1 L	187h 18m	153h 13m	34h 4m	18.2 %	37.3 l
D48860 Cat	966L	6 593.7 L	378h 4m	293h 25m	84h 39m	22.4 %	17.4 l
P410 Volvo	EC380D	6 318.7 L	191h 0m	167h 31m	23h 28m	12.3 %	33.1 l
P415 Volvo	EC480D	6 127.5 L	148h 12m	122h 3m	26h 9m	17.6 %	41.4 l
D30025 Cat	349D2L	6 085.1 L	213h 44m	159h 26m	54h 18m	25.4 %	23.1 l
D81089 Cat	740	6 053.3 L	214h 31m	110h 13m	104h 18m	48.6 %	20.1 l



How do we make **money** ?

Starter Plan



Start now

Pro Plan



€ Per-Equipment / month

Enterprise Plan



Start now