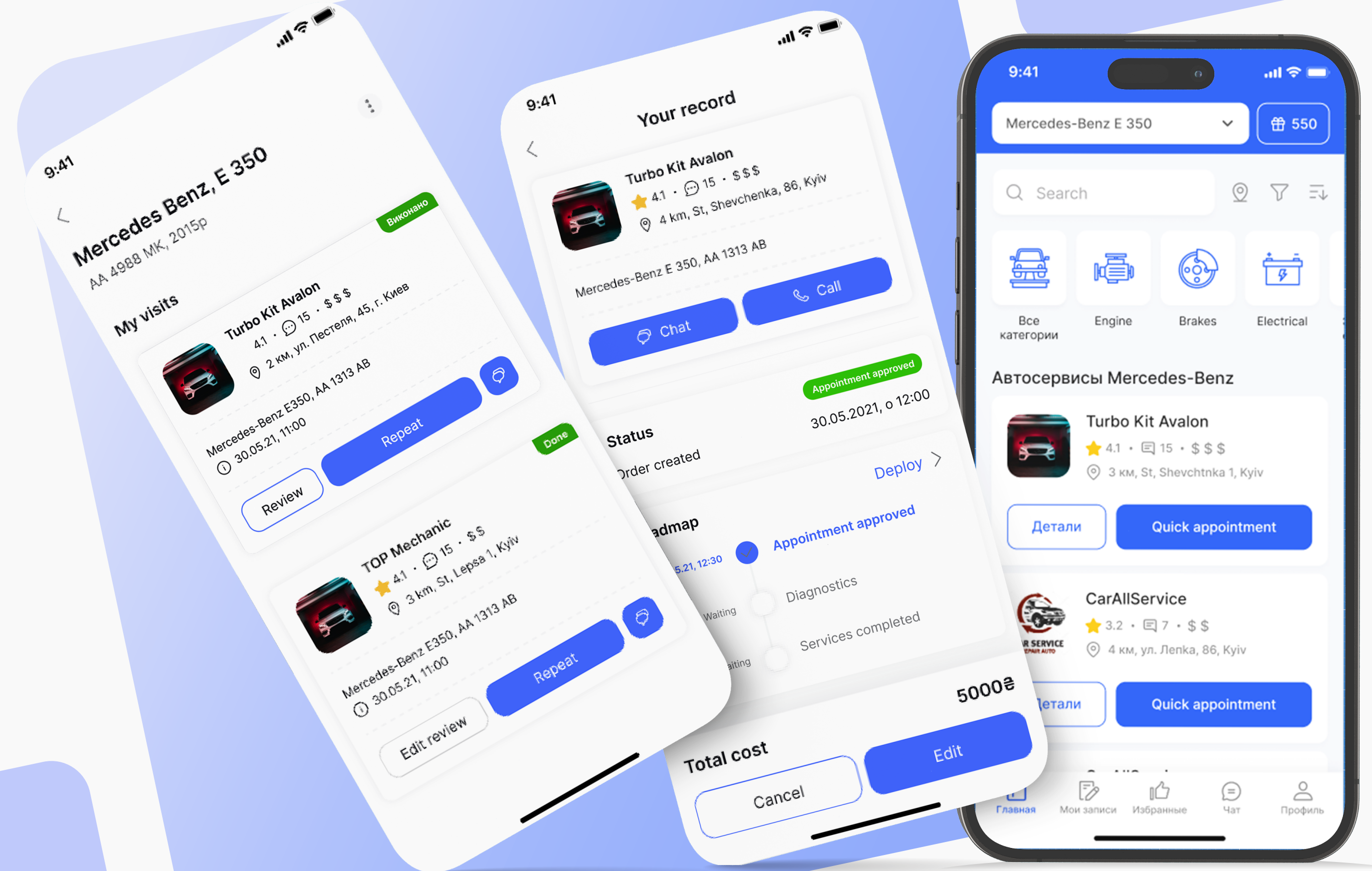




How FixIQ is changing the world of car service

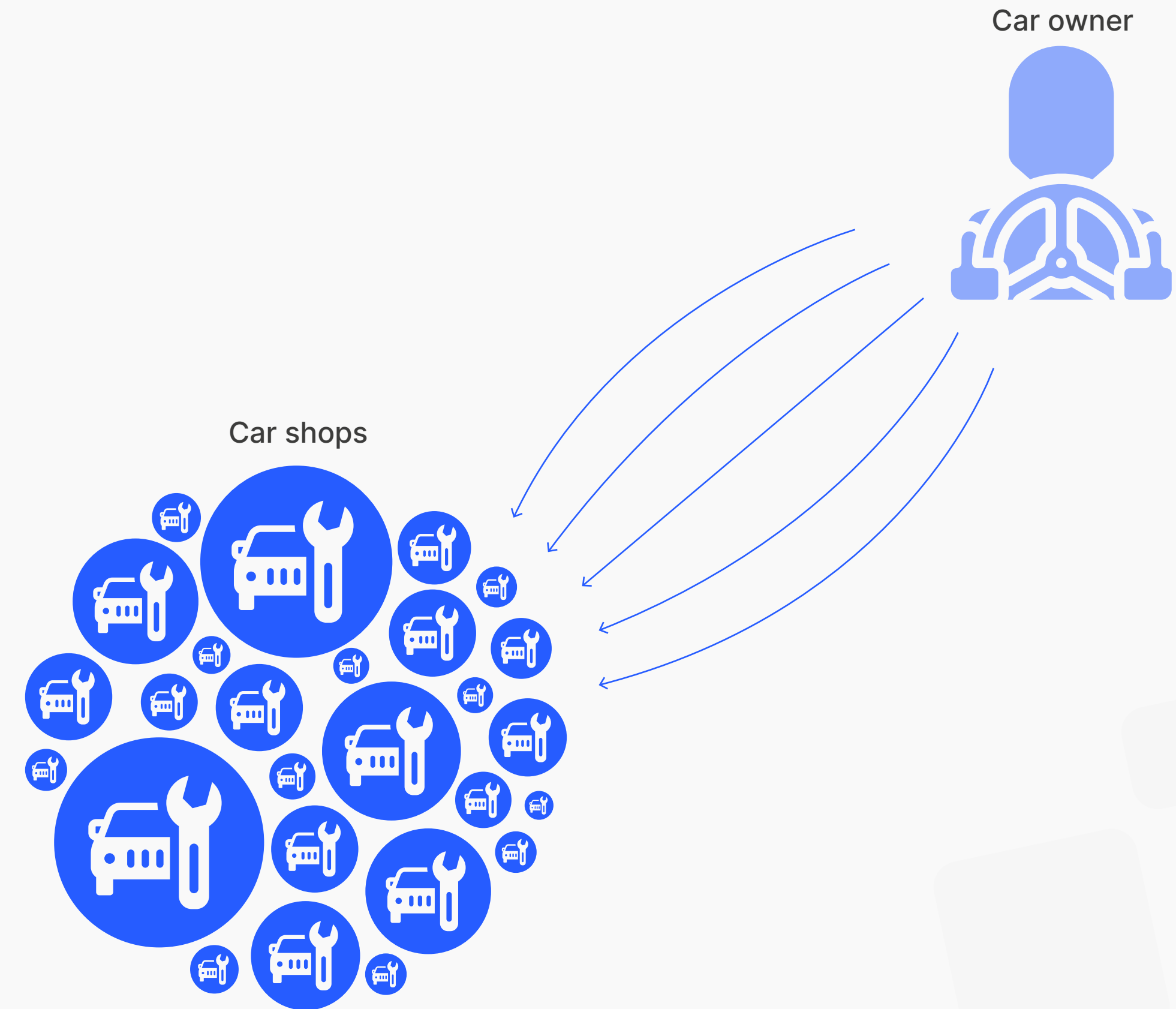


Car owners' problem after the warranty ends

Car owners are accustomed to using digital technology in their daily lives. Booking a hotel room, buying tickets and goods, and ordering a taxi online, in two clicks, with ApplePay/GooglePay payment. Understanding the order's status, what is happening with the order now, and what will happen next.

At the same time, for car maintenance, you need to:

1. Find car service contacts
2. Make sure they work at the right time
3. Make an appointment
4. Be constantly on the phone to understand how the repair is going on
5. Be uncertain that repairs will be done on time
6. There is no credit for services, so expensive repairs are often delayed



Car Service problems

About 60% of car services are small companies, up to 5 people, where the owner is directly engaged in customer service, ordering spare parts, accounting for goods, distributing and controlling work, and performing part of the repair tasks.

Eventually:

- No time to manage the business so it goes out of control
- Poor quality of service leads to low prices
- There is no way to control the workload of specialists timely
- Employees who usually receive % of the work done quit due to low wages
- The company constantly faces cash gaps
- There is no money left for advertising and sales managers
- Installing CRM/ERP requires a lot of money to buy and set up



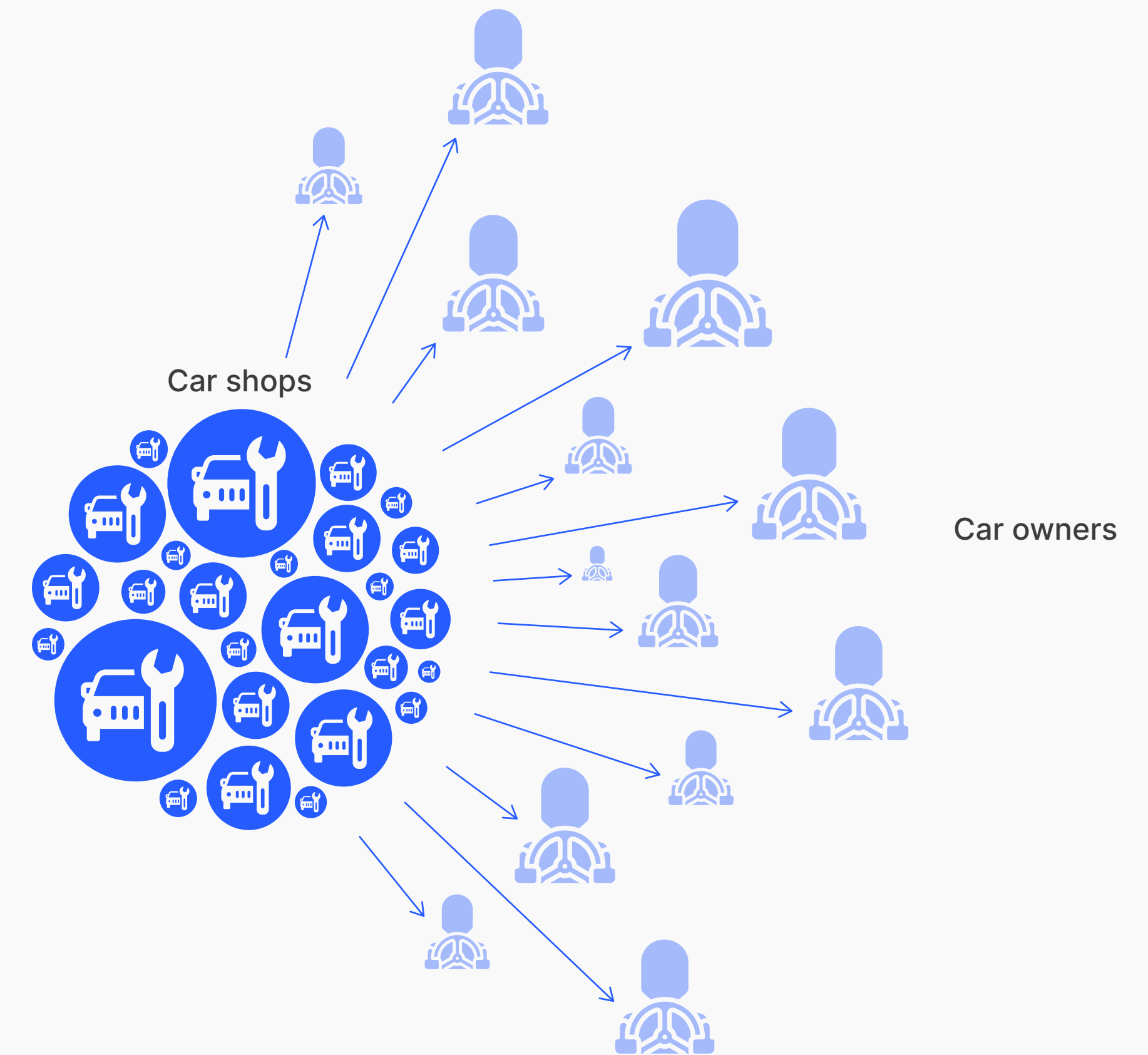
It goes round and round, and the owner earns the least in the company. Frequently, businesses close

Car Service problems

The average car service spends between \$300 and \$1500 on advertising for one local shop in an attempt to secure the required load.

Wherein:

- Small and micro businesses, which account for up to 70% of the market, cannot afford even \$300, and for a smaller amount, it is impossible to hire a specialist and pay a monthly advertising budget;
- It is almost impossible to flexibly advertise services that require workload right in the coming days;
- Advertising requires taking money from the business without guaranteeing the number of calls from customers.



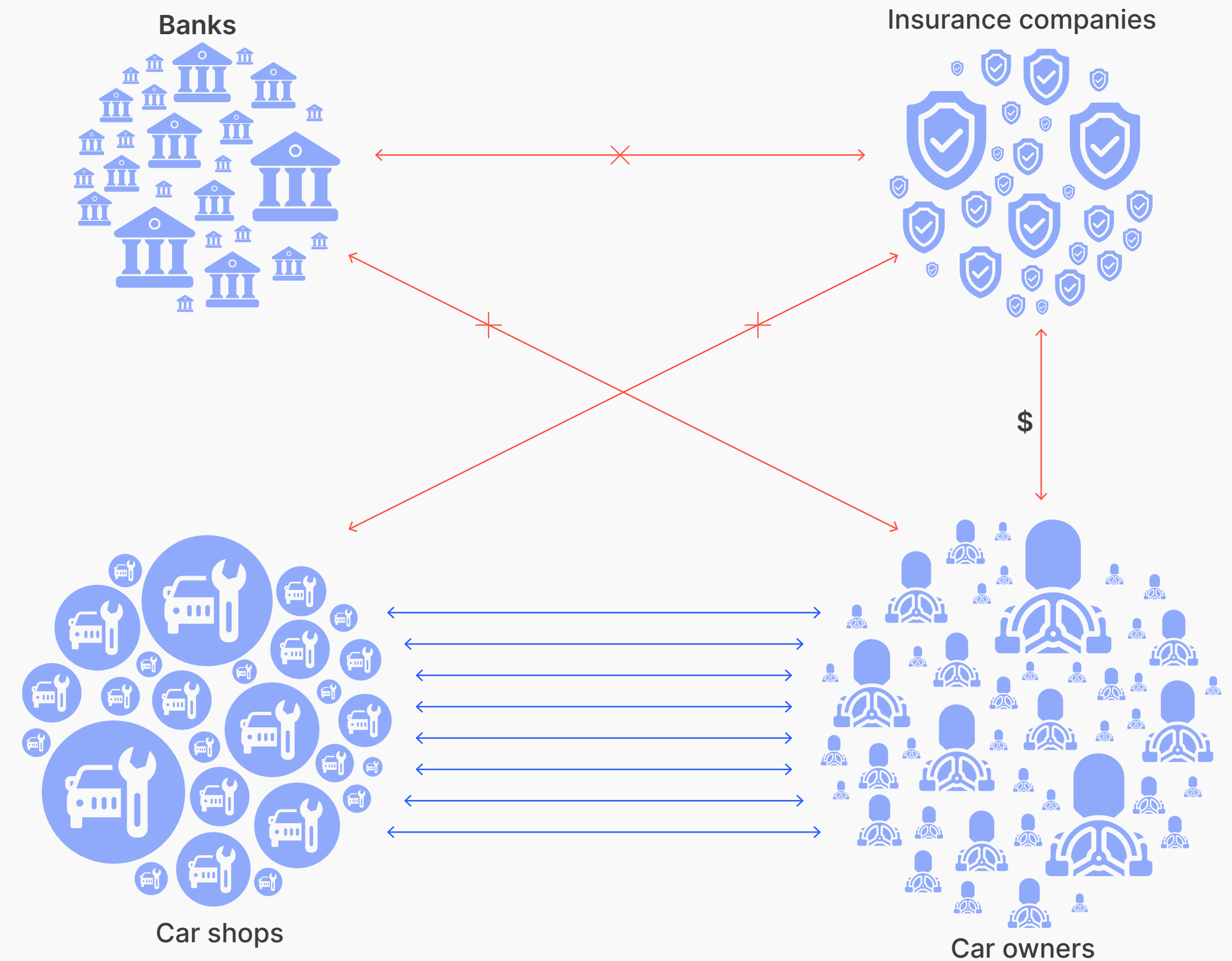
Advertising a car service

As a result, 70% of car services simply do not spend money on advertising, although they are able to pay from \$30 to \$200.

Problems of insurance companies and banks

Insurance companies spend substantial marketing budgets to attract customers and sell them auto insurance.

Banks would like to lend for car repairs but cannot use algorithms to determine the service provider's and borrower's reality and reliability.



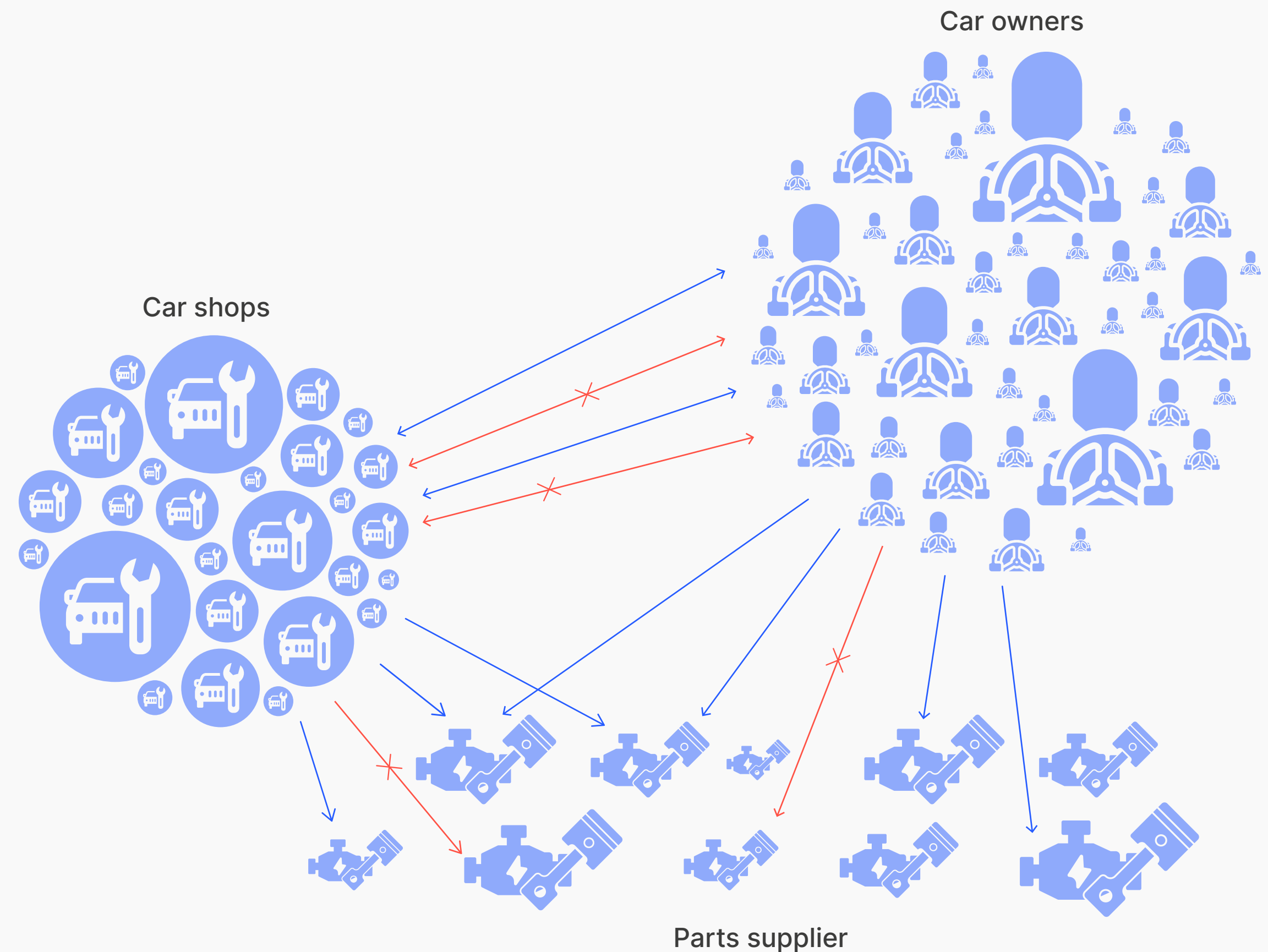
This sphere needs an intermediary who would digitize service providers and car owners, becoming a guarantor in the providing digital portraits. Who will also take on distributing insurance and lending services, reducing advertising budgets, and increasing the profits of such players.

Problems of buying spare parts

Most car services do not have a warehouse of spare parts but buy goods to repair a particular car. Each country usually has up to 10 large suppliers of car goods and thousands of small ones, such as disassembly stores, small importers, and car services.

Searching for parts by a car service representative can take up to 30 minutes if large suppliers do not have the necessary parts. This requires dozens of calls, searching through various sites on the Internet, and tracking the delivery. And that's just to service one car.

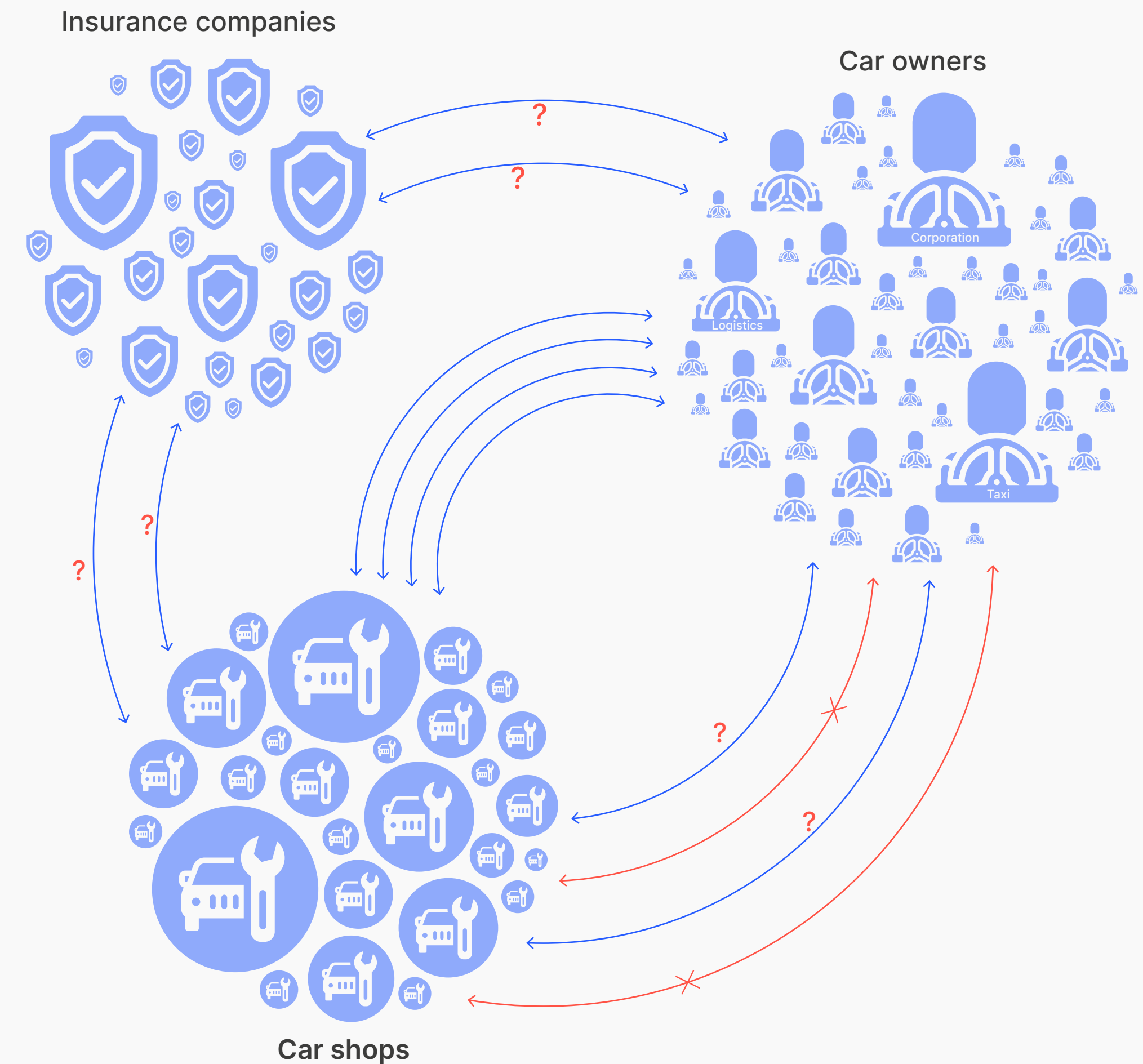
A car service representative does not understand which parts can be purchased in advance to earn more on this and not waste time searching, as they do not have the necessary statistics.



Sellers also take the time to publish products on 5-10 advertising platforms for subsequent sale.

Corporate orders

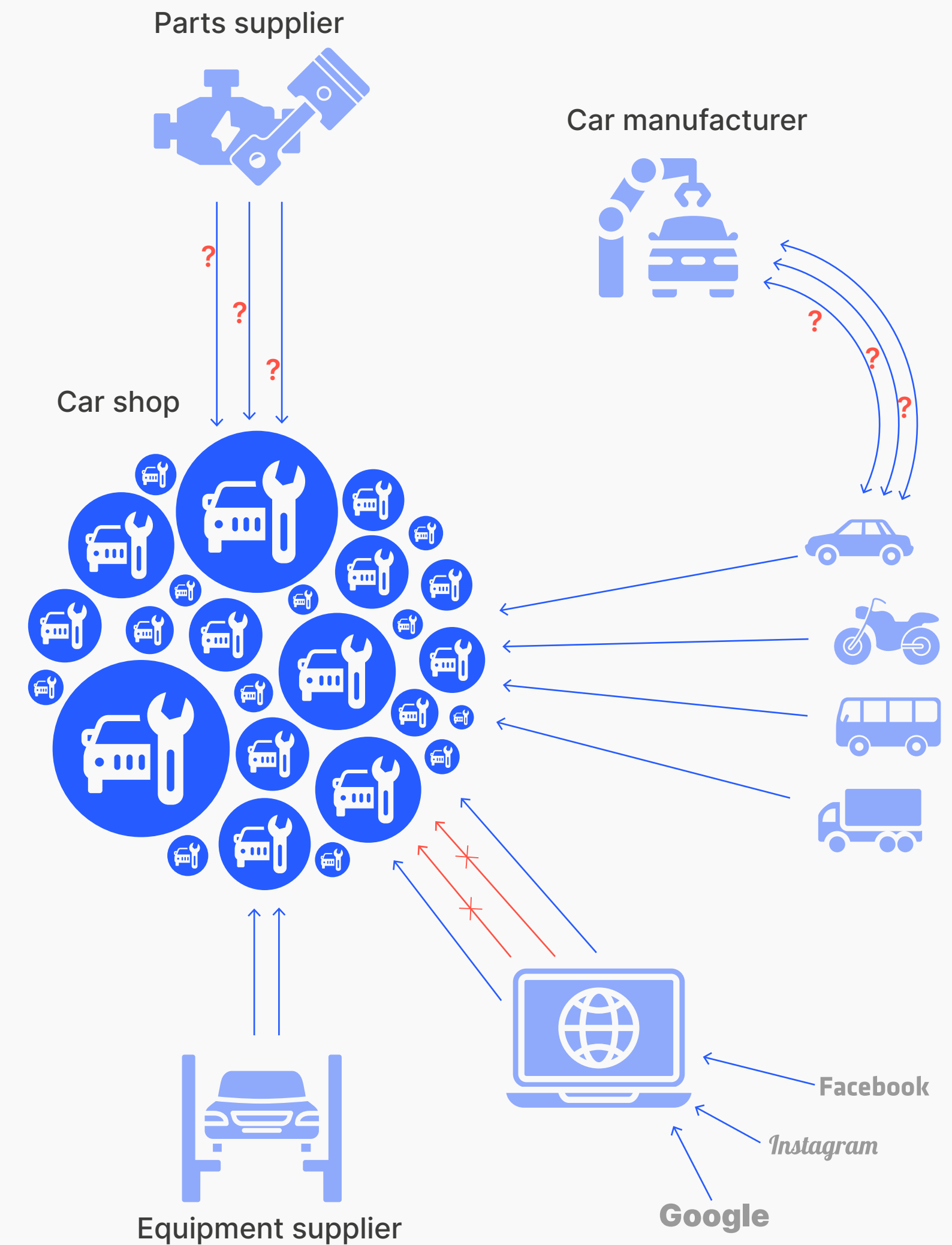
Winning a tender from an insurance company, a taxi company, a transport company, or large chain, is not the most difficult task. But how to ensure high-quality and fast repairs in cities where the car service does not have its own representative offices? Looking for a partner, not understanding who can be entrusted with an order? At the same time, without controlling the process of servicing the client and worrying that such a client will be taken away. It looks like a roulette wheel.



Today, insurance companies are simply losing money on bogus tenders in anticipation of a market revolution. Organizing a tender for an insured event is not a problem for an insurance company. But how to ensure the transparency of the tender and achieve the lowest price from the contractor without a unified system?

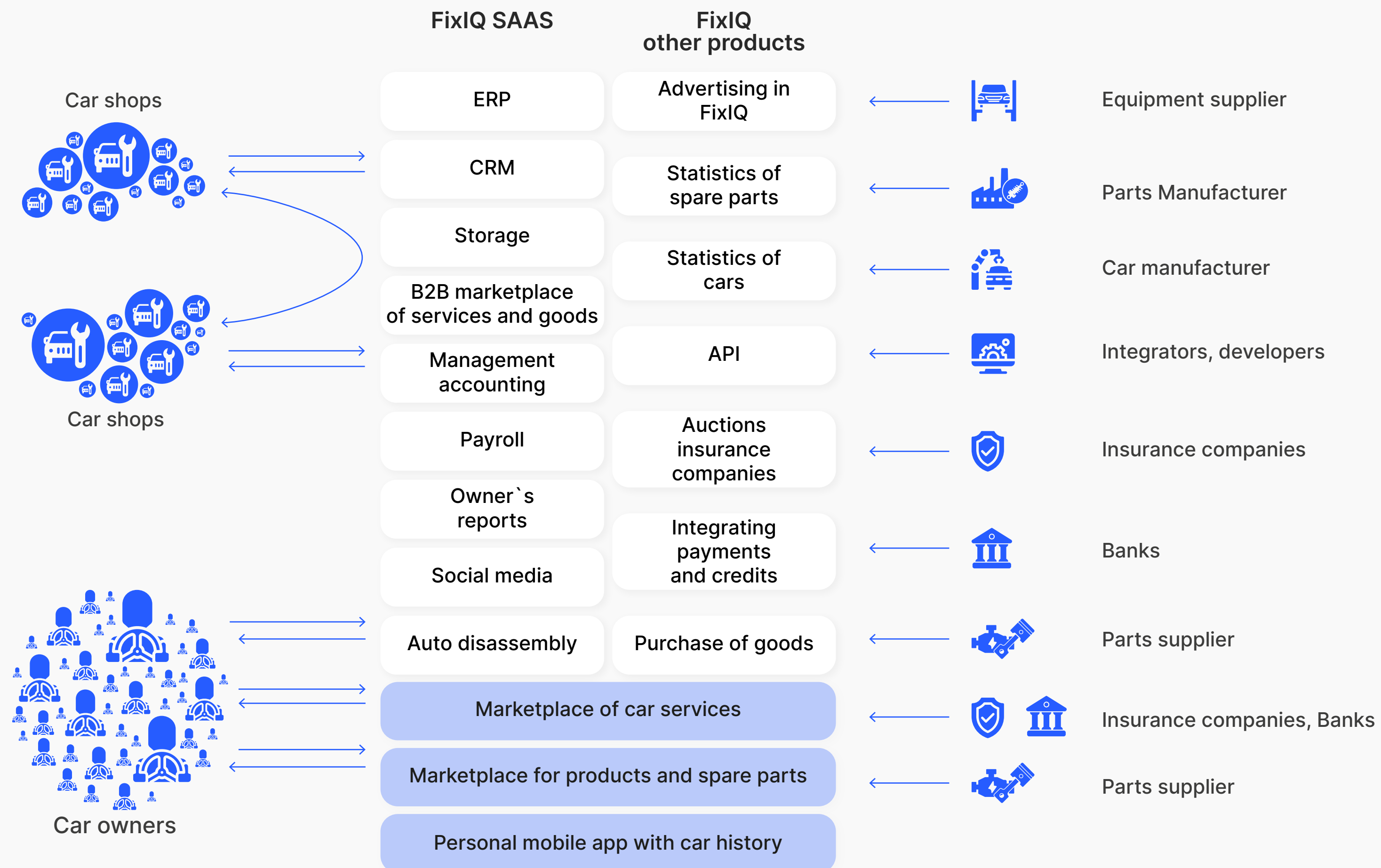
Manufacturers of goods, spare parts, equipment and services for car service

And how are they doing? How do they understand new prospects, growth opportunities, and threats without actual market statistics? These companies now order surveys in the hope that the data will turn out to be correct and that the money invested in new cars, goods, equipment or services will not be thrown away.



Introducing FixIQ!

The world's first platform that will connect 1.433 billion vehicles and more than a million auto services, as well as hundreds of thousands of other players from the automotive service industry, providing them with new opportunities.

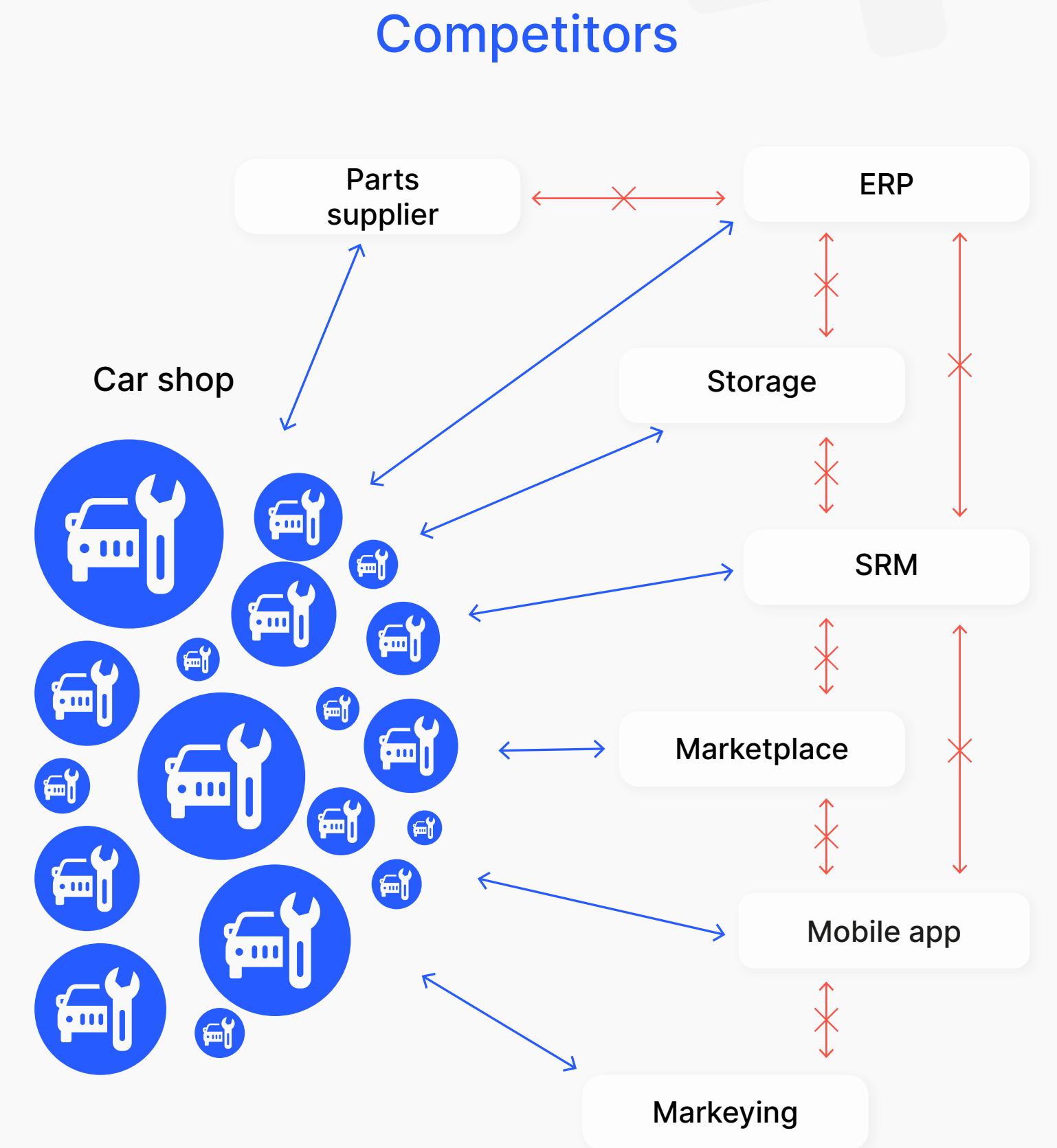


FixIQ is transforming the automotive service industry into one unique ecosystem.

17 products in a single ecosystem, including:

- Marketplace to search for a car service, control the execution of an order and service history in 2 clicks.
- ERP for simple record keeping and control of employees.
- Warehouse for storing goods, with integration to the warehouse of suppliers and procurement planning.
- Marketing opportunities to ensure a constant workload of specialists.
- Internal marketplace of goods between car services, disassembly, and suppliers.
- Auctions from insurance companies and delegation of services to other contractors.

As a result of the global crisis, used car sales are growing, spurring the growth of the sphere overall. In 2021, the number of transactions amounted to \$830 billion. And this figure does not include insurance sales, advertising, and lending budgets.



Business model

Subscriptions for car services:

- Flexible subscription to SAAS, considering the size of the business, from \$30 to \$300 per month.
- Additional subscriptions for one of 10+ advanced tools, from \$30 to \$1500.
- Subscription to orders of customers from the marketplace from \$30 to \$500 per month.

Other income:

- 1-5% of transactions within the B2B marketplace, orders from goods suppliers.
- Up to 20% of the transactions of sold goods, insurance for customers of car services.
- Commission from payments for car services through payment systems and bank loans.
- Research and statistics for manufacturers of goods for cars, services, and equipment for car services, car manufacturers.
- Advertising and other income.



World
1 000 000+ Car shops
1,433+ billion cars
\$830+ billion turnovers in 2021

Ukraine
15 000 car shops
9,7 million 🚗

Morocco
2 000 car shops
4 million 🚗

Turkey
20 000 car shops
24 million 🚗

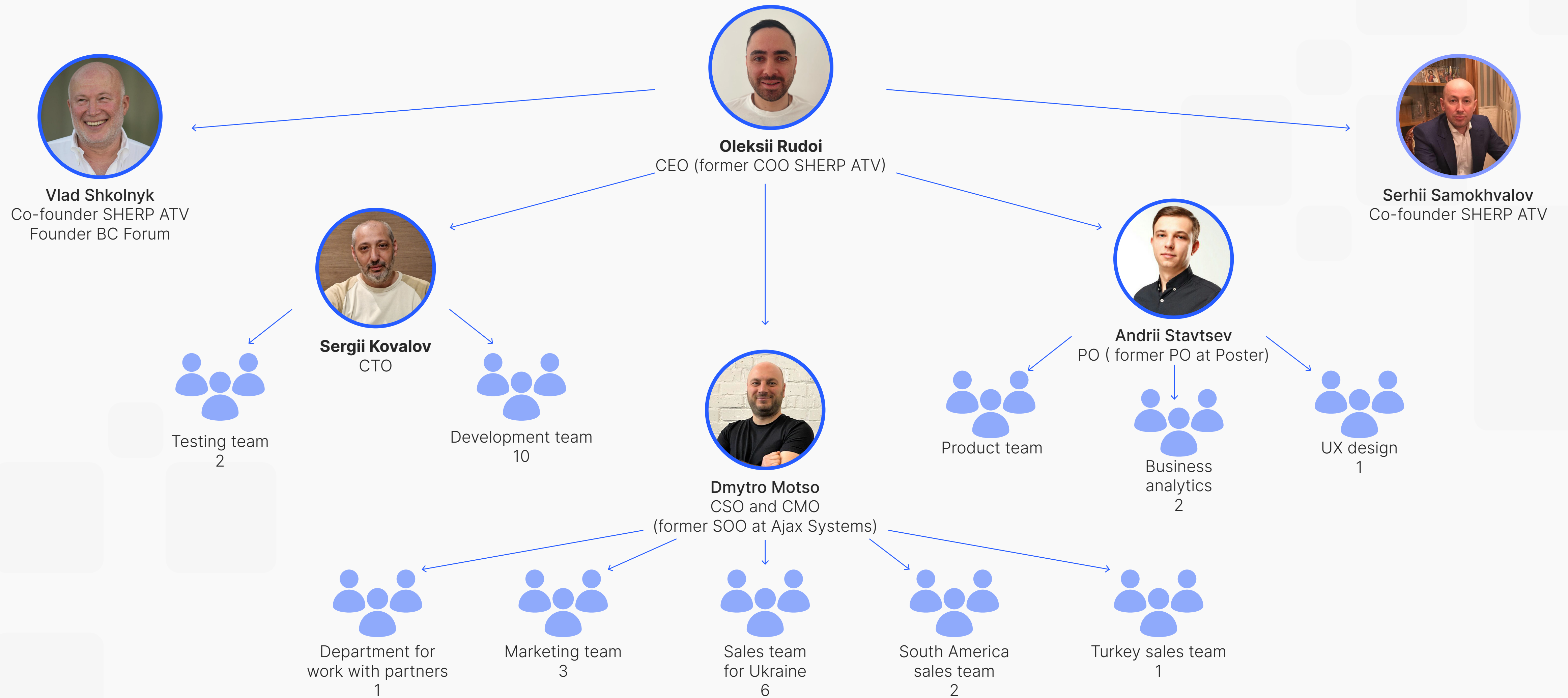
Mexico
60 000 car shops
50 million 🚗

Colombia
17 600 car shops
15,5 million 🚗

Argentina
18 000 car shops
15 million 🚗

South Africa
20 000 car shops
13 million 🚗

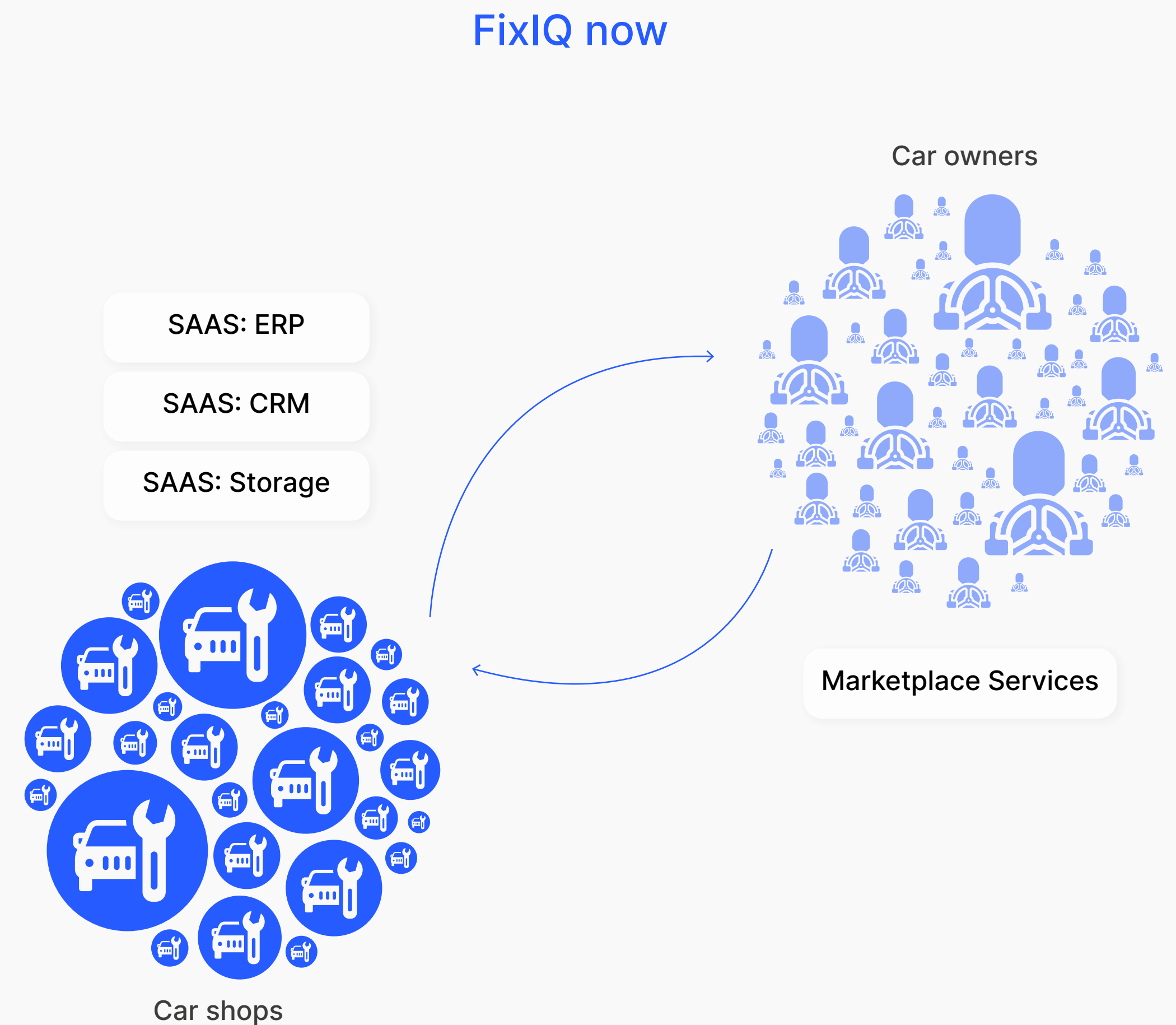
Dream team FixIQ



We are already in the game!

During the last 2 years:

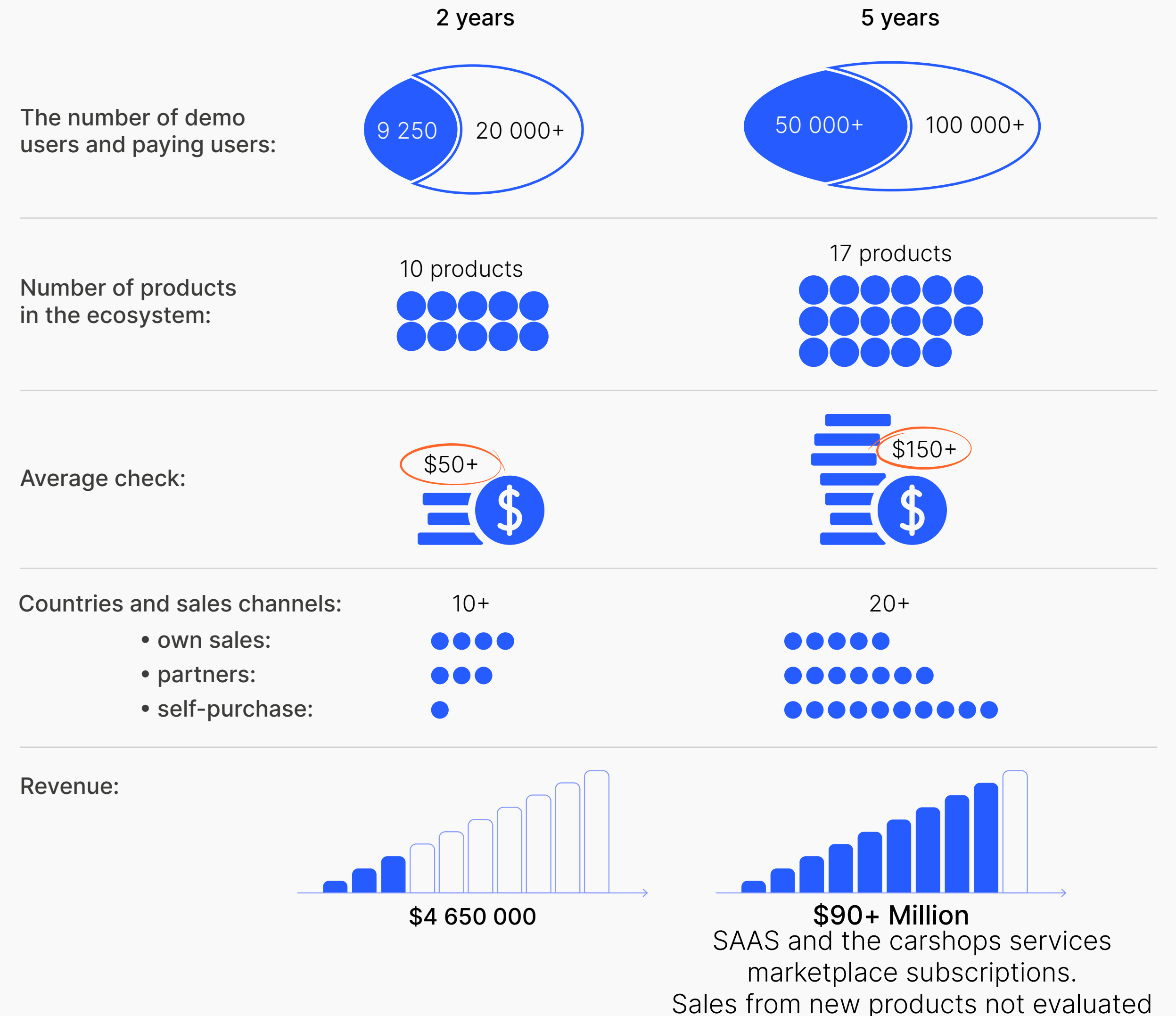
- creation of SAAS for car services, a marketplace for car owners;
- team, research in 8 countries, vision, and product plan for 5 years for 17 ecosystem products;
- adapted product in 5 languages for 10+ countries;
- partners in 2 countries and a team for the development of the partner channel;
- more than 1000 demos and product registrations;
- own sales and marketing teams for 7 countries;
- 800+ demo users, 80+ first paying customers with a check from \$30 to \$300.



We are already in the game!

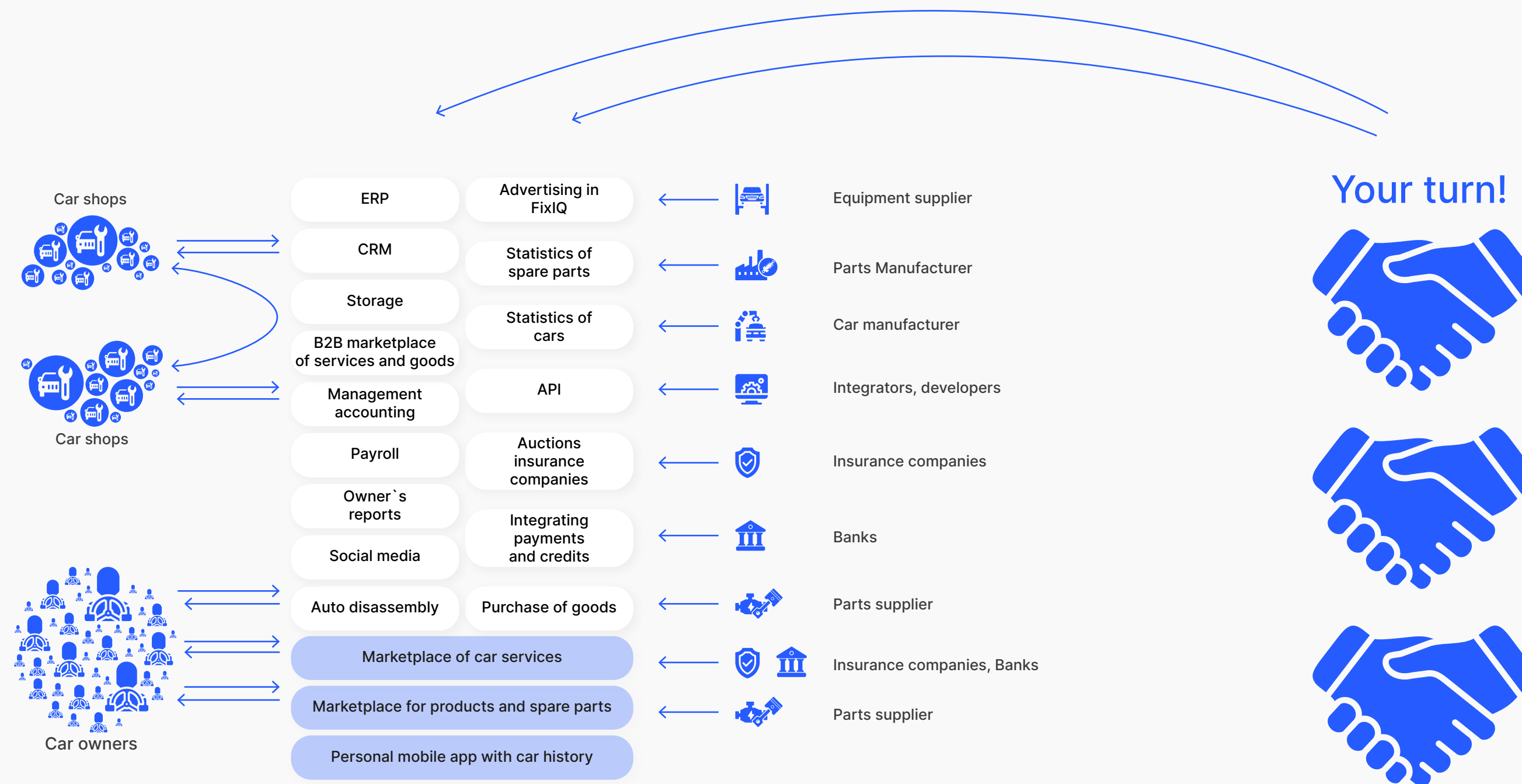
The global auto service automation market was \$25.3 billion in 2021. \$107 billion forecast by 2030
Accurate statistics on advertising budgets, insurance sales, and other operations do not exist, but according to our estimates, these amounts are several times higher than the automation market.

Here's our plan after attracting investments:



Welcome to the new FixIQ world

You are almost in the game!



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