



GateX IoT

Revolutionizing Industrial Fuel Monitoring
with AI and Edge Computing



ABOUT US

Turning fuel data into decisions. Instantly.

- Founded in 2021 by IoT and automation veterans
- Design & manufacturer of embedded systems
- Built for energy management in industries like construction, mining, oil & gas, and smart cities
- Local Offices in Rotterdam, Istanbul & Dubai
- Cloud-connected devices for online monitoring & control

TRACTION

GateX IoT has proven its technology, captured markets, expanded globally, and built a scalable product portfolio.



40% Market Share— M.E Construction Sector

Dominant player in fuel supply monitoring and automation.



Rapid Expansion — KSA

Pilot with Aramco completed; Channel & Technical Partners established; KSA office launched.



Expansion to Eu and South America

Offices in Atlanta, USA and Rotterdam, Netherlands for direct market penetration.



Diversified Product Portfolio

Launched Fuel-EYE, CloudLink, Fuel-X, ATG Console, and Wireless Nozzle Reader (2021–2024).



Certifications Underway

CE, FCC, and ATEX compliance in progress to access highly regulated sectors.

MARKET PROBLEM

Industrial operations are blind, fragmented, and vulnerable – and legacy systems can't keep up.



Outdated Systems

Most industrial fuel operations rely on offline, manual tracking prone to errors and fraud.



Fragmented Data

Equipment from different brands creates isolated data silos, limiting visibility and decision-making.



High Integration Costs

Generic IoT platforms require expensive, complex customization for industrial workflows.



Security Risks

Legacy systems lack modern cybersecurity protections, exposing critical operations to threats.

OUR SOLUTION

One platform. Smarter operations. Endless possibilities.

Single Intelligent Platform

Seamlessly connects all devices into one unified system — no brand limitations.

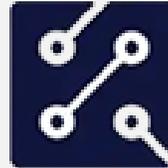
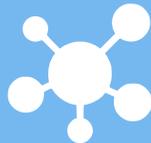


Preloaded & Programmable Workflow

Built-in industry logic and edge AI for faster, smarter decisions with lower costs.

Cross-Industry Flexibility

Adapts quickly to logistics, agriculture, utilities, and more — ready in weeks.



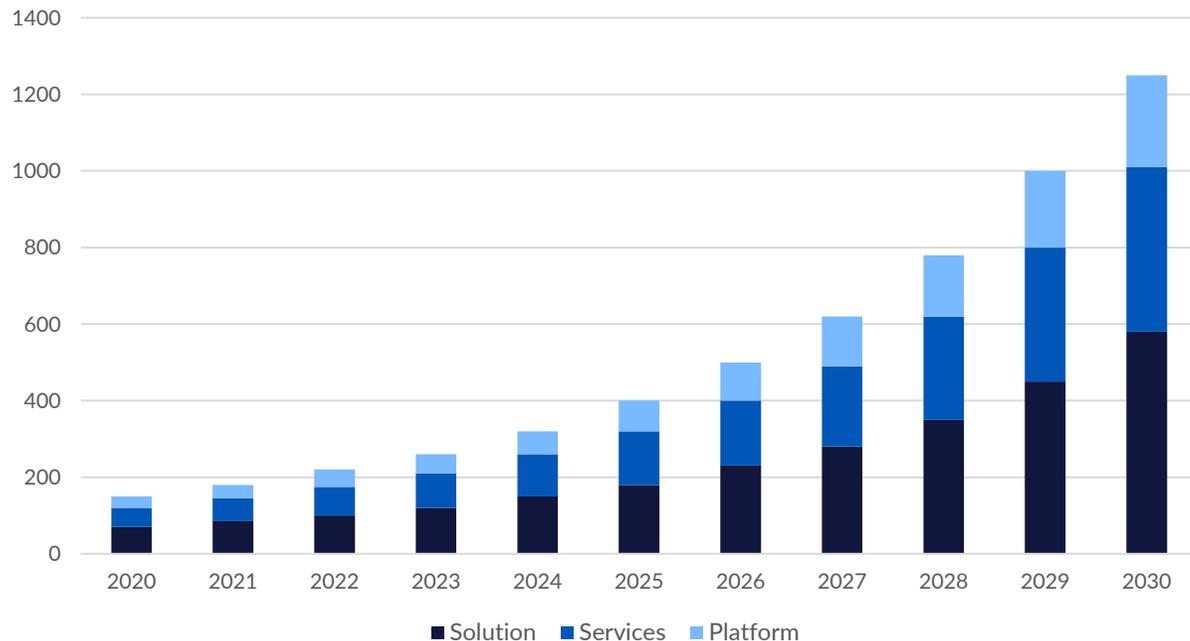
Proven Impact

Trusted by top fleets and suppliers; Fuel-EYE and CloudLink drive visibility, security, and automation.

MARKET ANALYSIS

The IIoT market is projected to reach **\$1.7 trillion** by 2030 – GateX IoT is positioned to capture this growth.

IIoT Market Size Data (2020-2030) in Billion USD



KEY INSIGHTS

- › Global IIoT market to reach **\$1.7 trillion by 2030** (CAGR: 23.2%).
- › **\$432B/year** expected from Industry 4.0 applications.
- › Growth driven by **smart cities, edge computing, and 5G adoption**.
- › High demand for **scalable, intelligent solutions** like GateX IoT.

OUR PRODUCTS

A full ecosystem of intelligent products for real-time monitoring, security, and automation.



Fuel-EYE

AI-powered, bi-directional fuel controller with edge computing and fraud prevention.



CloudLink

Programmable IoT gateway connecting legacy equipment to cloud platforms with local event processing.



ATG Console

Remote tank gauging system to detect leaks, prevent overfills, and optimize inventory.



Wireless Nozzle Reader

RFID-enabled sensor for automatic vehicle identification and secure fueling.



Fuel-X

Compact liquid level observer delivering real-time fuel analytics and fraud detection.



Fuel-App

Android-based wireless fuel controller for secure, cashless, mobile fueling.



Peripheral Products & OEM Solutions

Industrial-grade components for fast integration into third-party and OEM systems.

GateX IoT Technology Stack



Edge Computers

(Fuel-EYE, Fuel-X, Fuel-App. ATG Console)



CloudLink Gateway

(Protocol Interface, Edge Automation)

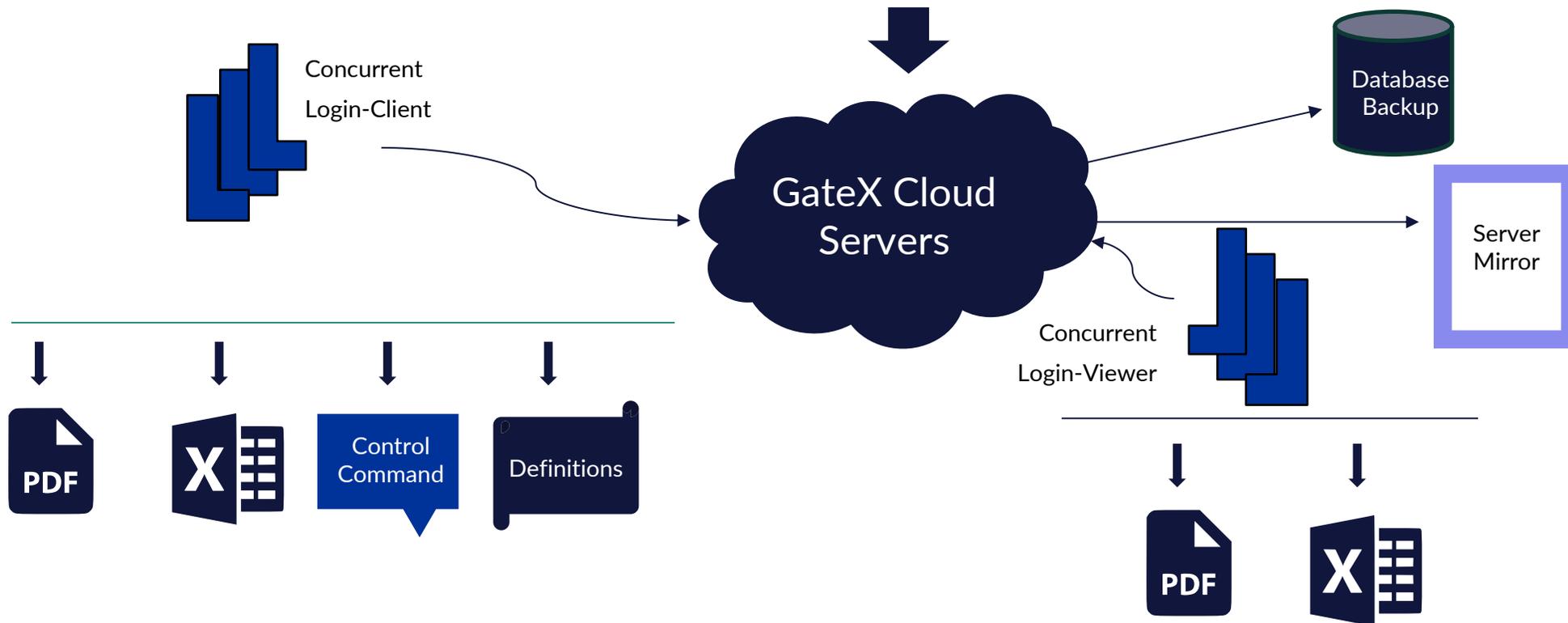


GateX Cloud

(Dashboard, API, Analytics)

GateX Fuel-EYE Data Storage Diagram

- Each Xi3 has a copy of the captured transactions forever
- Transactions are uploaded to GateX Cloud upon event completion
- If poor connectivity, left transactions will be re-uploaded automatically
- Each Xi3 assigns a unique ID to each transaction as a control mechanism



CUSTOMER SEGMENTS

GateX IoT unlocks operational efficiency, security, and scalability for industries where fuel and resource management are mission-critical.



Fuel Suppliers & Distributors

Real-time fuel tracking, instant invoicing, and fraud prevention through Fuel-EYE.



Mining & Infrastructure Contractors

Cost control, remote stock monitoring, fraud detection, and asset management with Fuel-EYE.



Fleet Operators & Logistics Companies

Live fuel consumption data, secure fueling, and fleet analytics with Fuel-App and Wireless Nozzle Reader.



Oil & Gas Industry

Secure, compliant cloud monitoring and encrypted fuel transactions with GateX Fuel Cloud and Fuel-EYE.



Fuel Retailers & Petrol Stations

RFID-based fleet fueling, cashless payments, and smart membership systems via Fuel-App and Wireless Nozzle Reader.



Agriculture & Manufacturing

Unmanned fueling, real-time consumption tracking, and predictive maintenance with CloudLink and Fuel-EYE.

REVENUE MODEL

A hybrid model combining upfront hardware sales with scalable, high-margin recurring revenue streams.

REVENUE STREAM	DESCRIPTION	PRICING EXAMPLE
Hardware Sales	One-time sale of IoT devices (Fuel-EYE, CloudLink, etc.)	€2,100 – €5,400 per unit
Cloud Subscription	Recurring revenue for analytics, AI insights, monitoring	€30–75/device/month
Fuel-App Subscription	Mobile fueling & fleet management	€10/vehicle/month
Custom Integrations & APIs	API access, ERP integration, white-label licensing	€5,000+ integration fee / €1,000 API monthly
Equipment Leasing (HaaS)	Monthly rental with service and maintenance	€300/device/month

COMPETITOR ANALYSIS

GateX IoT delivers AI-driven edge solutions with 40% market share in the UAE construction sector, outperforming legacy competitors tied to outdated, cloud-dependent models.

	GateX	speed solutions	SCI	BANLAW	EVERLINK	FMT	Hectronic	oti petrosmart
Criteria	GateX	Speedsol	SCI International	Banlaw	Everlink	FMT	Hectronic	OTI Petrosmart
Concept	AI-powered fuel monitoring with edge computing	Microcontroller-based fuel monitoring	Fuel monitoring & automation	Fuel management systems	IoT-based fuel tracking	Fuel dispensing systems	Fuel station management software	RFID-based fuel control systems
Target Audience	Fuel suppliers, fleet operators, logistics, oil & gas	Fuel supply & fleet operators	Fuel distributors & logistics	Mining, fuel suppliers	Transportation, fleet management	Fuel retailers & fleet operators	Fuel retail & gas station owners	Oil & gas, fuel retail networks
Technology Used	Edge AI computing	Microcontroller	Microcontroller	Microcontroller	IoT Cloud-Based	Microcontroller	Fuel Station Software	RFID & Fuel Control Systems
Data Processing	Local + Cloud	Cloud-dependent	Cloud-dependent	Cloud-dependent	Cloud-dependent	Cloud-dependent	Cloud-based	Cloud-based
Industry Flexibility	High (multi-industry)	Low	Low	Low	Medium	Low	Low	Medium
Security & Fraud Detection	Advanced (real-time fraud detection)	Basic	Basic	Basic	Moderate	Moderate	Basic	Moderate
Bidirectional Fuel Monitoring	Yes (single flow meter)	No	No	No	No	No	No	No
Total Cost of Ownership	Low (in-house cloud, low opex)	High	High	High	High	High	High	High

MARKETING STRATEGY

We don't depend on our resellers for marketing. We do multi-channel marketing ourselves, vet the prospects and then pass them on to our resellers which shape our business plan.



Objectives

- Boost brand awareness
- Generate inbound leads
- Build channel partnerships
- Educate target markets



Tactics

- Digital marketing (SEO, PPC, Social Media)
- Industry exhibitions
- Direct outreach in 8 key emerging markets
- Content marketing (blogs, webinars, newsletters)



Targets

- +50% website traffic in 12 months
- 200 inbound leads/month
- 50+ new leads per event
- 30% revenue growth per key market/year
- 5,000+ newsletter subscribers in 12 months

SALES STRATEGY

Partner-first sales model + OEM licensing = scalable, high-margin growth.



Approach

- Grow through Channel & Technical Partners.
- License Fuel-EYE and CloudLink to OEMs.
- Focus on large B2B deals for Fuel-App.



Models

- **Channel Partners:** Lead generation (15% commission).
- **Technical Partners:** Deployment & support (35–40% discount).
- **OEM Licensing:** White-label integration and revenue sharing.



Targets

- +30% revenue growth yearly.
- 10+ OEM partnerships in 18 months.

FOUNDERS

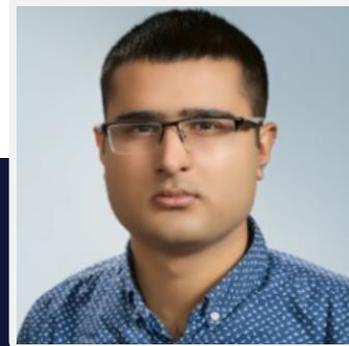
GateX IoT is led by proven innovators combining deep technical expertise with a bold vision for the future of industrial automation.



Arman Taghian
Co-founder & CEO



- 25+ years in industrial automation and IoT.
- Creator of Fuel-EYE and bidirectional fuel monitoring.
- Focus: AI, edge computing, and industrial cloud automation.
- **Education:** Sharif University of Technology.



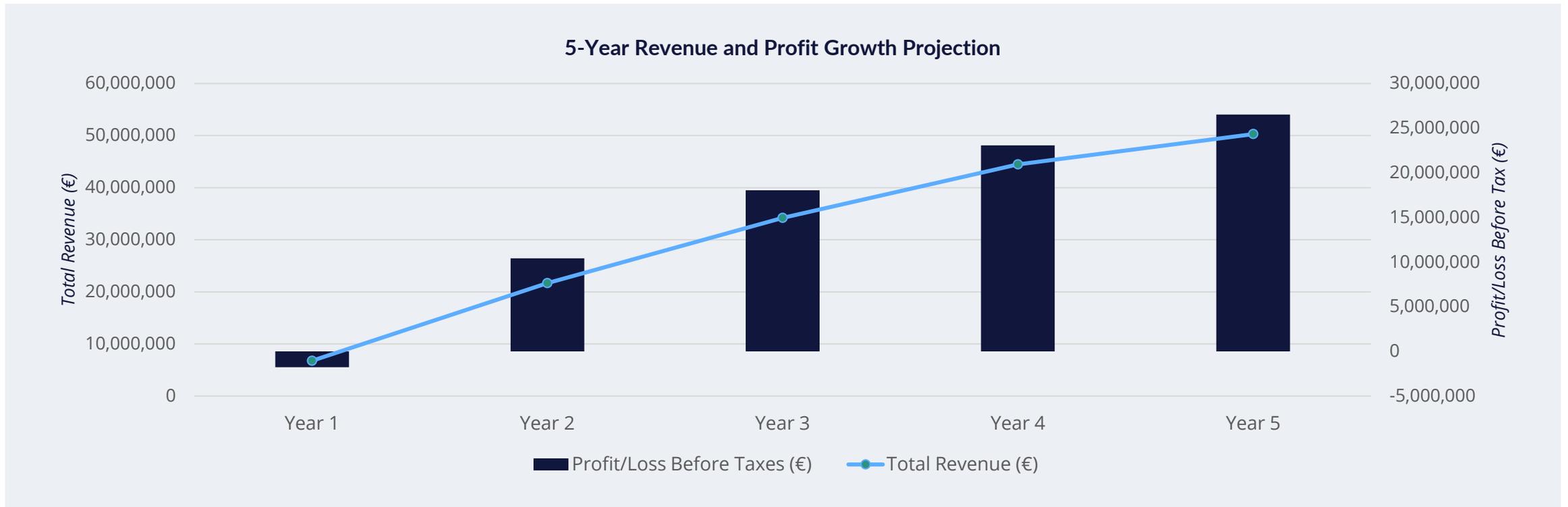
Sikandar Baloch
Co-founder & CTO



- Specialist in embedded systems and real-time IoT telemetry.
- Architect of Fuel-EYE, FuelX, and RFID-based security systems.
- Focus: AI-driven analytics and extreme-environment IoT.
- **Expertise:** Embedded software, IoT gadgets development.

FINANCIAL PROJECTIONS

GateX IoT is positioned for rapid scaling, growing revenue from €6.8M to €50M and achieving strong profitability within five years.



INVESTMENT OPPORTUNITY

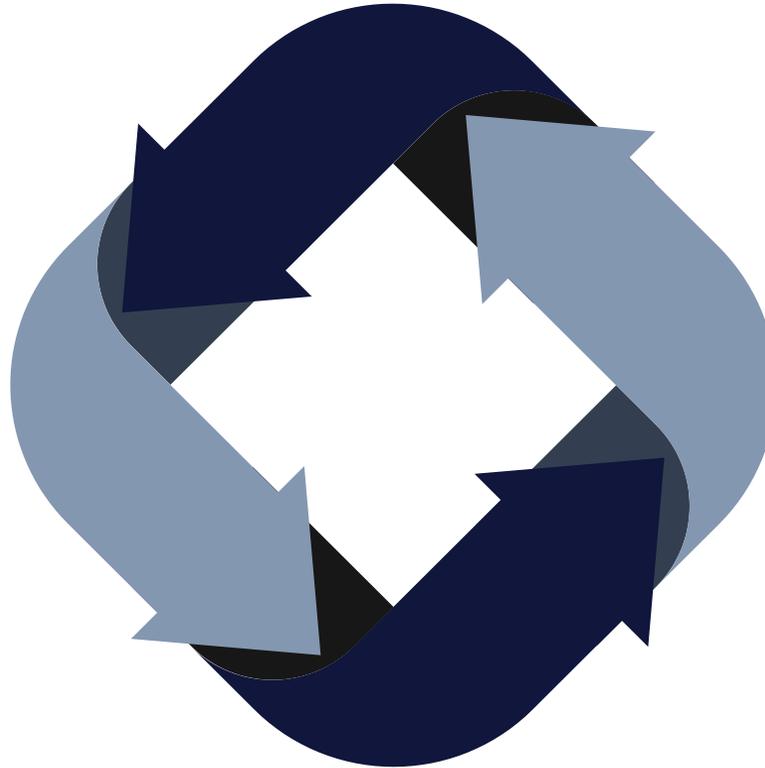
Funding Objective

Expand global sales, scale OEM partnerships, and fast-track certifications.



Use of Funds

- Sales expansion in 8 key countries or zones.
- CE, FCC, ATEX certifications
- Scale OEM licensing



Investment Ask

- €5M Seed Round
- Preparing for €10M+ Series A by 2027



Valuation

- €12M pre-money valuation
- Target 35%+ IRR over 5 years

GateX IoT

Empowering industries with smart, secure, and scalable IoT solutions.

GET IN TOUCH



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WHY INVEST WITH US

- ✓ **40% market share** in M.E. construction sector
- ✓ **€50M revenue** projected by Year 5
- ✓ **Recurring revenue model** via subscriptions and OEM licensing
- ✓ **Edge AI advantage:** even streaming, no limits
- ✓ **Experienced founders** with deep industry and market expertise