## **Annual General Meeting**

June 16, 2022

(TSX.V: BEW) (OTCQB: BEWFF)



## Cautionary Statements Regarding Forward Looking Information

Certain statements on this presentation constitute forward-looking statements, within the meaning of applicable securities laws. All statements that are not historical facts, including without limitation, statements regarding future estimates, plans, programs, forecasts, projections, objectives, assumptions, expectations or beliefs of future performance, are "forward-looking statements". We caution you that such "forward-looking statements" involve known and unknown risks and uncertainties that could cause actual and future events to differ materially from those anticipated in such statements.

Forward-looking statements include, but are not limited to, statements with respect to commercial operations, including technology development, anticipated revenues, projected size of market, and other information that is based on forecasts of future results, estimates of amounts not yet determinable and assumptions of management.

BeWhere Holdings Inc. (the "Company") does not intend, and does not assume any obligation, to update these forward-looking statements except as required by law. These forward-looking statements involve risks and uncertainties relating to, among other things, technology development and marketing activities, the Company's historical experience with technology development, uninsured risks. Actual results may differ materially from those expressed or implied by such forward-looking statements.

The Company's Consolidated Financial Statements together with corresponding Management's discussion and analysis can be found under the Company's profile on SEDAR at <a href="https://www.sedar.com">www.sedar.com</a> and on the Company's website at <a href="https://www.bewhere.com">www.bewhere.com</a>.

BeWhere IR

## BeWhere: Our Business Model

Industrial IoT B2B "Slap and Track" products and services (as-is or white label)

Low-power and low-cost 5G devices with GPS and multiple sensors to disrupt and innovate in the Asset Tracking/Connected Sensor markets

Collect one-time hardware purchase + Monthly/Yearly Recurring Fee (UI or API)

"Global asset tracking market will reach \$55.1B by 2026, growing at 17.1% CAGR" "Global IoT sensor market expected to reach \$29.6B by 2026, from \$8.4B in 2021, growing at 28.6% CAGR"









## **About Us**



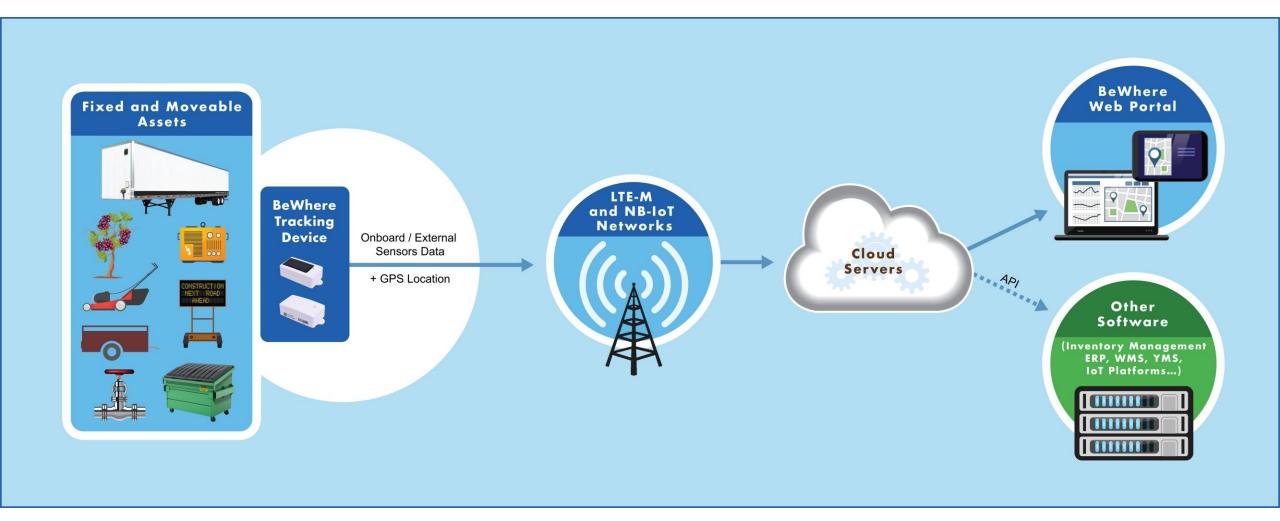




- 1. Pioneer in the IoT Asset Tracking market in 2016 (LTE-M launched in 2018) allowed unique partnerships with major telecoms to distribute BeWhere's products. Wide array of market specifics leaders resell BeWhere products as well.
- Both **replacing and creating new opportunities** on incredibly quickly growing and massive IoT market.
- B2B revenue model allows mass sales ("Massive IoT") while keep company's overhead expenses lean and offer lowcost products (both hardware and monthlies thanks to cellular IoT/LPWAN).
- 4. Records' revenue and profitability achieved over the last 24 months with increasing cash position (\$3M as of Q1FY22). No debt.
- **Talented and experienced team** (founders of Grey Island Systems International Inc. (TSXV:GIS) acquired by WebTech Wireless Inc. (TSX: WEW) then sold to BSM Wireless) continues to innovate to stay ahead of the herd, and reaching new markets such as consumable with the new Bemini, always at very low cost.



## Solutions Overview: End-to-End Asset Tracking/Connected Sensor



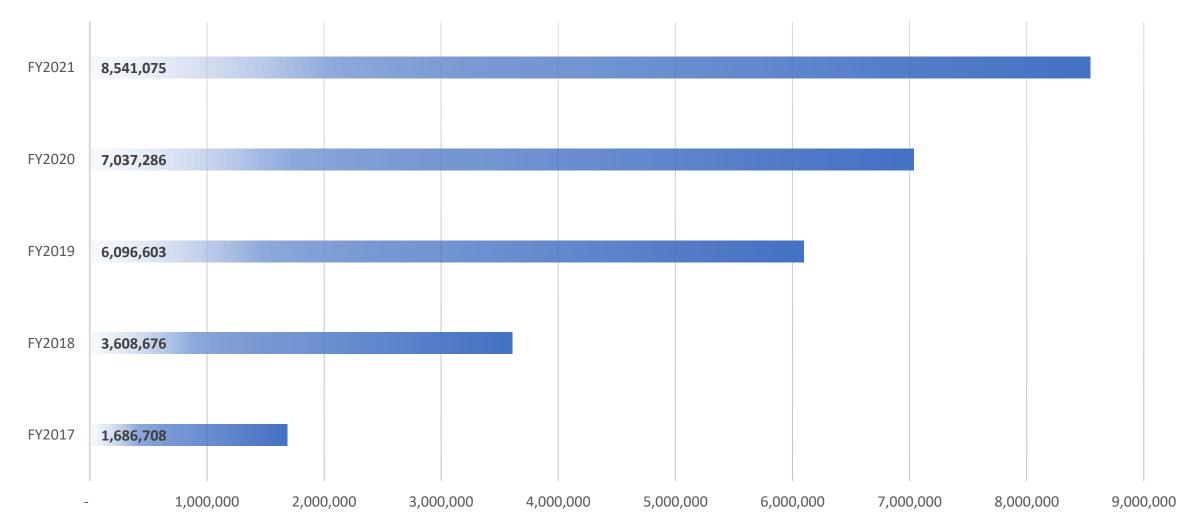


## **Growth Execution**

- Net profit totaling \$416k amid worldwide pandemic
- Revenue increase 21% to \$8.5m from \$7.0m
- Strong cash position. Cash on hand at yearend was \$2.5m and on Mar 2022 was \$3m
- Existing customers continue to place significant orders, demonstrating shorter sales cycles
- Continue to add new partners and new direct customers
- Business scale up; with new hires in 2022
- FirstNet certification received for BeTen, BeSol and BeWired.
  - BeMini certification is in plans
- Launched BeMini with Bell, T-Mobile
  - opens new markets and new use cases
  - encouraging response from partners
  - Sold 3k so far
- Continued R&D investments to stay close to market's demand and ahead of competition.

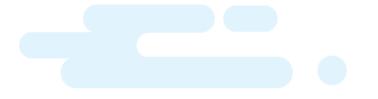


## **Revenues Trend**





## Adjusted EBITDA





(2,000,000)	FY2017	YY2018	FY2019	FY2020	FY2021
Adj. EBIDTA	(1,460,994)	(833,865)	(629,643)	365,492	802,466



## **Capital Structure**

Symbol (TSX.v)	BEW
Price (AGM Record date May 12 2022)	\$0.20
Basic Share Issued and Outstanding (M)	88.32
Enterprise Value (M)	\$13.76
Market Capitalization (M)	\$17.66
Warrants (M)	11.26
Options (M)	3.47
Cash (Q1FY22) (M)	\$2.99
Working Capital (Q1FY22) (M)	\$3.90



## Indoor/Outdoor Tracking: Fully Launched Q1F22

#### **Features**

- ✓ Off-the-shelf deployment
- ✓ Real-time tracking
- ✓ GPS, GLONASS, BeiDou, Galileo and QZSS
- ✓ BLE and WI-FI micro-location
- ✓ IP67 Rugged and dust / water-resistant enclosure
- ✓ Operating range -20C to +60C
- ✓ On-board sensors:
  - ✓ Temperature
  - ✓ Humidity
  - ✓ Pressure
  - ✓ Light
  - ✓ Accelerometer (motion)



- ✓ Rechargeable battery with mini USB cable (included); optional wiring converter for trailers (5V-12V)
- ✓ Up to 500 pings (optimal conditions, GPS only)



Case Study: Mogo Bike Share 1/3

## The Challenge:

- Bikes stolen or misplaced (5% of fleet of 610)
- Bikes: \$1,200 to \$2,500
- Cost: \$40,000 to \$80,000/ year + labour







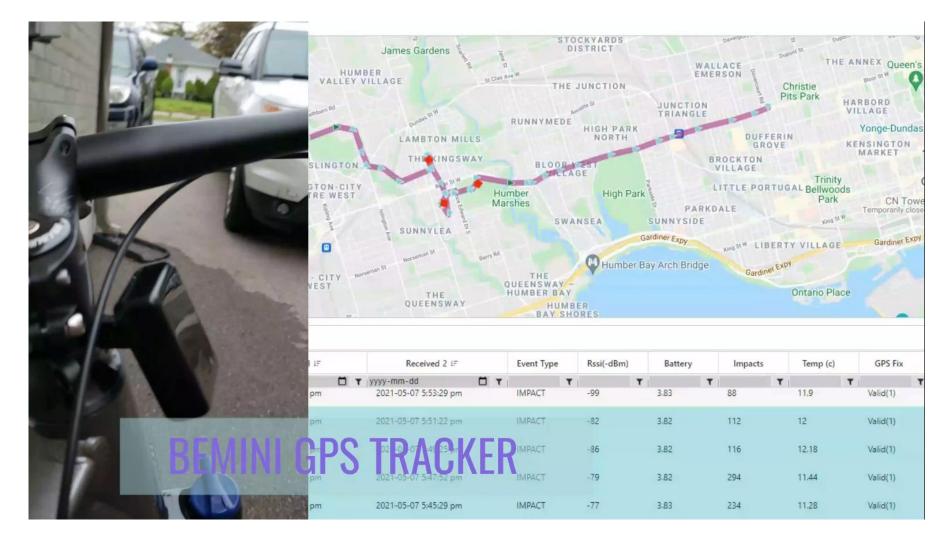
## Case Study: Mogo Bike Share 2/3

## The solution: BeMini

- ROI can be 1 day, cost of investment is less than 5% than asset cost
- Easy maintenance, tracking down to 2 minutes with wired BeMini



## Case Study: Mogo Bike Share 3/3



## Case Study: Package Tracking (Indoor) 1/2

Many businesses send out parcels, that can be time-sensitive or contain valuable content.

#### The challenges:

- 1. Even though the major deliveries companies offer tracking serving via scanning the shipping labels, it doesn't guarantee that it will arrive quickly, or it is actually where the scan says it is. A business owner have somewhat of a limited visibility in giving his customer insurance on their delivery.
- 2. Content may be valuable, require a short transit for environmental reasons (e.g. temperature) or simply urgent and may cross borders; and when lost typically major carriers take up to 14 days to give an answer on the result of why the package is delayed.





## Case Study: Package Tracking (Indoor) 2/2

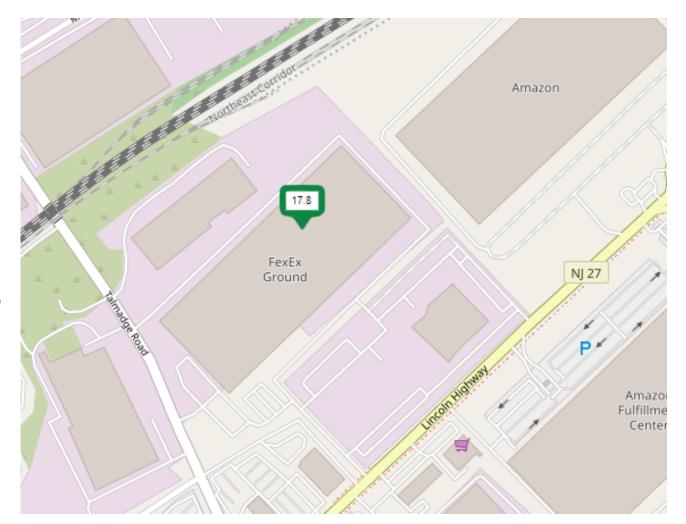
#### The solution

The BeMini is the smallest, simplest and most cost-efficient tracker that can easily leverage any 2.4Ghz Wi-Fi networks to give a fairly accurate location with enough battery to last a typical transit trip.

#### The result

Business operators enjoy improved planning and sustainability, as well as lower operating costs through better visibility and time management of their shipments.

- 1. Shipping department can assist in recovering lost contents by being able to look at the last position. BeMini using the Wi-Fi network in its range, it also allows a fairly precise location; for example here we can see it is indeed at the FedEx Ground warehouse.
- 2. By tracking the temperature and light levels, shipper and recipient can assess whether the goods have been tampered with or could be spoiled.
- 3. The recipient can recharge the BeMini quickly and send it back for reuse, allowing the shipping tracking program to be cost efficient and reducing waste.





## Case Study: Trailer Tracking (Outdoor) - 1/2

BeWhere offers the simplest "slap and track" solution for trailer tracking across the United States.

#### The challenge

- 1. For business owners and operators, know when a trailer has left the park, if they are actually on-route and how long they spend idling can be difficult. Existing solutions can be cost-prohibitive for small businesses or with vast number of trailers.
- 2. For trailer leasing companies, knowing how many kilometers has the trailers completed and if it's still at the customer may also be a challenge.
- 3. Finally, for drivers it can take up to an hour to find their trailers in large trailer parks, reducing their income as they spend less time driving for the day.





## Case Study: Trailer Tracking (Outdoor) 2/2

#### The solution

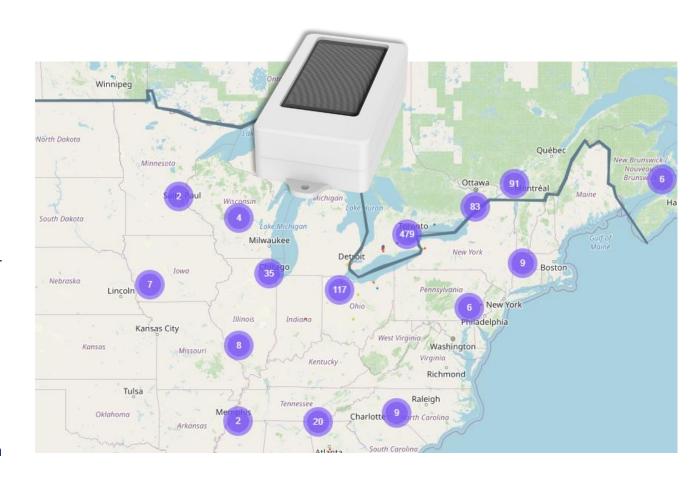
The BeSol is the easiest and most cost-efficient slap and track product which doesn't require complicated installs and allow the business to start tracking its trailers right away. The device is very rugged despite its small appearance and can withstand hard conditions.

It is also very easy to integrate the BeSol into a third-party fleet management software, as BeWhere already integrates with all the major providers.

#### The result

Business operators enjoy improved planning and sustainability, as well as lower operating costs through better visibility and control of their fleet, drivers and leased equipment if any.

- 1. Driver can locate their trailer much faster (from 1 hour to a couple minutes), allowing to get on the road quicker and get paid more.
- 2. Both drivers and managers can use the platform to locate and track, whether on the BeWhere app or on an existing fleet management software.
- 3. Motion tracking and the solar panel ensures the tracker needs minimum maintenance and long battery life for peace of mind and reduced cost.
- 4. Backend odometer gives an approximation of the distance for each trailer.





## Thank you!

# BEWHERE

www.BeWhere.com info@BeWhere.com