

Appendix E. Areas of Interest

Areas of interest

Our areas of interest describe where AceleraLatam is currently focusing its service delivery. Its were our experience, network and services have their most potential.

E. Areas of Interest

I. Automotive Industry solutions

| Id | Solution | Description | Our network |
|-----|---|---|---|
| I.1 | Fuel consumption control and fraud prevention | Examples <ul style="list-style-type: none"> ▪ Fuel management systems (control, monitoring and reporting, audit, testing, etc.) ▪ Freight control and theft prevention ▪ Efficient fuel consumption related tools | <ul style="list-style-type: none"> ▪ Freight transport Companies ▪ Passenger transport Companies ▪ Health services (patient transport) ▪ Education (schools and sports) ▪ Car and machinery seller and re-seller ▪ Car and machinery rentals ▪ Car and machinery dealerships |
| I.2 | Efficient fleet management | Examples <ul style="list-style-type: none"> ▪ Remote fleet control and monitoring ▪ Distribution routes and logistic support ▪ Efficient fuel consumption ▪ High tech solutions ▪ Etcetera | <ul style="list-style-type: none"> ▪ Mining and metal Companies ▪ Oil and gas Companies ▪ Energy Companies (*) Plus related services players ▪ Mechanical, body, paint and related Companies. ▪ Insurance Companies ▪ Insurance agencies and distributors. |
| I.3 | Predictive maintenance programs | Examples <ul style="list-style-type: none"> ▪ Car, bus, machinery integrated technology ▪ Remote data monitoring and processing ▪ Predictive maintenance program supporting tools | <ul style="list-style-type: none"> ▪ Fleet management and courier service Companies. ▪ Niche professional service providers ▪ <i>Access to final client or customer</i> |

E. Areas of Interest

I. Automotive Industry solutions

| Id | Solution | Description | Our network |
|-----|-------------------------------------|---|-------------|
| I.4 | Mechanical services | <ul style="list-style-type: none"> ▪ Spare parts management systems ▪ Sales and distribution solutions ▪ Real time inventory ▪ Spare parts purchasing process improvement or optimization. ▪ Work orders management time optimization supporting tools. ▪ Service resource allocation control supporting tools. ▪ Quality assurance supporting tool or methods. ▪ Service costing, control and reporting. ▪ Fraud prevention tools or methods. | Same |
| I.5 | General insurance related solutions | <ul style="list-style-type: none"> ▪ Sinister management supporting tools process optimization or improvement. ▪ Policy quotation and evaluation / rating process optimization or improvement ▪ Car history or record ▪ Payment and collection supporting tools. | |
| I.6 | Car dealership supporting tools | <ul style="list-style-type: none"> ▪ Specific sector / business integrated solutions. ▪ CRM, business intelligence or campaign management solutions. ▪ On line marketing and selling platform solutions. | |

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E. Areas of Interest

I. Automotive Industry solutions

| Id | Solution | Description | Our network |
|-----|----------------|--|-------------|
| I.6 | Safety driving | <p>Examples</p> <ul style="list-style-type: none"> ▪ Behavioral driving control, monitoring and reporting. ▪ Real time driving safety performance control, monitoring, reporting. ▪ Machinery integrated technology ▪ Safety culture improvement program supporting tools or methods. | Same |
| | Others | <p>Examples</p> <ul style="list-style-type: none"> ▪ Enjoy your ride... ▪ Comfort solutions to make your driving a better or pleasant experience. ▪ Freeway management tools ▪ "Sense and avoid", monitoring drones and remote technologies. ▪ Other leisure for driving (short / long rides) | |

E. Areas of Interest

II. Security, Environment and Community Management Solutions

| Id | Solution | Description | Our network |
|------|---|---|--|
| II.1 | Home, commercial, industrial or public security supporting tools or methods | Examples <ul style="list-style-type: none"> ▪ Behavioral driving control, monitoring and reporting. ▪ Real time driving safety performance control, monitoring, reporting. ▪ Machinery integrated technology ▪ Safety culture improvement program supporting tools or methods. ▪ Security programs, standards, regulations or best practices ▪ Others... | <ul style="list-style-type: none"> ▪ Government ▪ National development corporation (CORFO) ▪ Public and citizens organizations ▪ Unions ▪ City halls ▪ Health services (hospitals, patient transport) ▪ Education (schools and sports) ▪ Security programs |
| II.2 | Theft and crime prevention | Examples: <ul style="list-style-type: none"> ▪ Individual recognition systems ▪ Sense and avoid drones or related services ▪ Remote control and monitoring systems. ▪ Immediate response and defense ▪ Central data register ▪ Others... | <ul style="list-style-type: none"> ▪ Retailers ▪ Wholesalers and distributors ▪ Mining and metal Companies ▪ Oil and gas Companies ▪ Energy Companies ▪ Insurance Companies ▪ Insurance agencies and distributors. ▪ Security service providers ▪ <i>Access to final client or customer</i> |

E. Areas of Interest

II. Security, Environment and Community Management Solutions

| Id | Solution | Description | Our network |
|------|--------------------------------|---|-------------|
| II.3 | Emergency crisis management | <p>Example</p> <ul style="list-style-type: none"> ▪ Communication systems and protocols ▪ Crisis communication networks ▪ Emergency simulation protocols, tools, methods or supporting tools ▪ Emergency / crisis response systems ▪ Others... | Same |
| II.4 | Community and environment | <p>Example</p> <ul style="list-style-type: none"> ▪ Remote monitoring systems or supporting tools. ▪ Regulatory compliance supporting tools or methods. ▪ Specific technical solutions ▪ Community / environment investment evaluation and management tools ▪ Specific professional service providers ▪ Others... | |
| II.5 | Business continuity management | <p>Example</p> <ul style="list-style-type: none"> ▪ Simulation toolkits ▪ Training programs ▪ IT solutions ▪ Emergency response... ▪ Others... | |

E. Areas of Interest

III. Renewable Energy solutions

| Id | Solution | Description | Our network |
|------|-------------------------------|--|---|
| II.3 | Efficient use of water | <p>Example</p> <ul style="list-style-type: none"> ▪ Technology and water systems for agriculture purposes ▪ Specific engineering or technical solutions ▪ Water systems mobile support solutions ▪ Remote monitoring tools ▪ Others... | <ul style="list-style-type: none"> ▪ Government ▪ National development Corporation (CORFO) ▪ Public and citizens organizations ▪ Unions ▪ City halls ▪ Health services (hospitals, patient transport) ▪ Education (schools and sports) ▪ Energy suppliers and distributors ▪ Energy project developers ▪ EPC / EPCM consulting companies. ▪ Engineering and construction service providers |
| II.4 | Efficient use of solar energy | <p>Example</p> <ul style="list-style-type: none"> ▪ Technology and systems for solar energy use ▪ Specific engineering or technical solutions. ▪ Solar system components, tools and gadgets ▪ Solar energy systems, mobile support solutions ▪ Remote monitoring tools ▪ Others... | <ul style="list-style-type: none"> ▪ Agriculture industry players ▪ Wine Industry players ▪ Mining and metal Companies ▪ Oil and gas Companies ▪ Energy Companies ▪ Investment funds and venture capitals^o ▪ Financial service providers ▪ <i>Access to final client or customer</i> |

E. Areas of Interest

IV. Healthcare and life quality solutions

| Id | Solution | Description | Our network |
|------|--|--|---|
| II.3 | Healthcare | Example <ul style="list-style-type: none"> ▪ sssssss | <ul style="list-style-type: none"> ▪ Government ▪ National development Corporation (CORFO) ▪ Public and citizens organizations ▪ Unions ▪ City halls ▪ Health services (hospitals, patient transport) ▪ Education (schools and sports) ▪ Energy suppliers and distributors ▪ Energy project developers ▪ EPC / EPCM consulting companies. ▪ Engineering and construction service providers ▪ Agriculture industry players ▪ Wine Industry players ▪ Mining and metal Companies ▪ Oil and gas Companies ▪ Energy Companies ▪ Investment funds and venture capitalsx^o ▪ Financial service providers ▪ <i>Access to final client or customer</i> |
| II.4 | Life quality and well being supporting tools | Example <ul style="list-style-type: none"> ▪ ssssss | <ul style="list-style-type: none"> ▪ Agriculture industry players ▪ Wine Industry players ▪ Mining and metal Companies ▪ Oil and gas Companies ▪ Energy Companies ▪ Investment funds and venture capitalsx^o ▪ Financial service providers ▪ <i>Access to final client or customer</i> |

E. Areas of Interest

IV. Others

| Id | Solution | Description | Our network |
|------|----------|---|--|
| II.3 | Retail | <p>Example</p> <ul style="list-style-type: none"> ▪ Brands with an attractive proposal for local market in terms of fashion or trends. ▪ Brands with an aggressive approach to expand their market positioning | <ul style="list-style-type: none"> ▪ Whole Salers ▪ Retailers Access to industry players: <ul style="list-style-type: none"> ▪ Wal Mart ▪ Jumbo ▪ Ripley ▪ Disco (*) See M&A latest news in Latam for this business sector... ▪ Telcos Companies ▪ Telcos innovation programs andecosystem ▪ Professional network reach for each sector. ▪ Critical suppliers and distributors for each industry or sector. ▪ Investment funds and venture capitals ▪ Executive level relationship with telcos, ports and retail players ▪ <i>Access to final client or customer</i> |
| II.4 | Telcos | <p>Example</p> <ul style="list-style-type: none"> ▪ Instant messaging platforms and other innovative community or special app. ▪ New platforms and or social media networks ▪ Solutions for mass or corporate market | |
| II.5 | Ports | <p>Example</p> <ul style="list-style-type: none"> ▪ Operational excellence supporting tools and solutions. ▪ Audit control and deviation tracking systems. ▪ Safety management, cultural or behavioral tools. ▪ Remote control systems. ▪ Maintenance programs supporting tools. ▪ Port operations supporting tools. | |



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