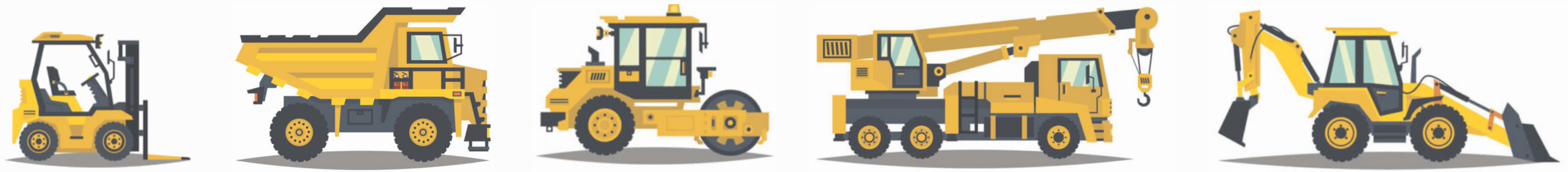
HACKLAB SOLUTIONS

India's foremost safety automation company

Intelligent solutions for **safe** operations around heavy machinery



Click to view it online

PROBLEM

HACKLAB SOLUTIONS



13% — **Fatalities**

associated with heavy machinery

10bn — **Revenue Lost ($)**

annually due to such accidents

70% — **Preventable**

accidents that can be prevented

SOLUTION

HACKLAB SOLUTIONS



Automatic alert / control



Real-time decision making



Continuous monitoring & reporting

HACKLAB SOLUTIONS

SAFFR™



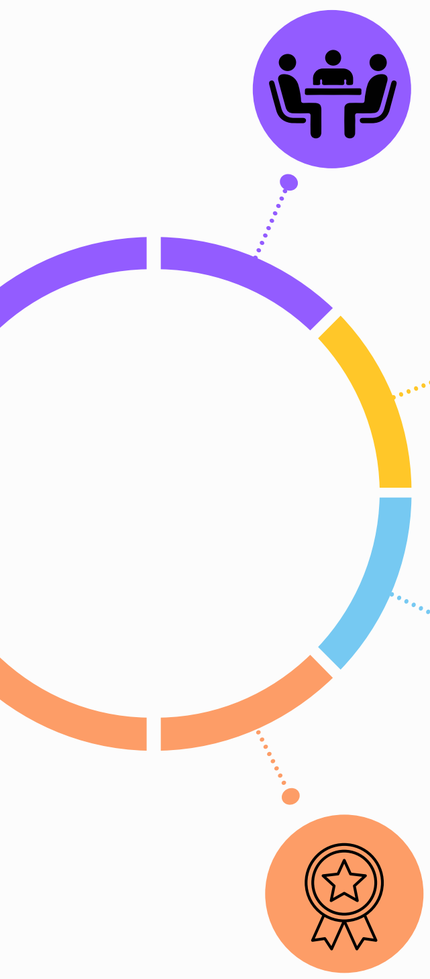
AI-based collision avoidance in real-time

Alerts in visual and audible (vernacular) form

Live monitoring for machine abuse using AI

BEML is Asia's second-largest manufacturer of earth-moving equipment, and it controls 70% of India's market in that sector
Video is part of an ongoing collaboration between BEML and Hacklab

STORY SO FAR



25 Companies we work with

60 Gross margin (%)

150 Annualised Revenue Rate (K$)

3 Patents filed

Direct Customers

Unilever · ITC Limited · COMMSCOPE · amazon

OEM/Partnerships

ADITYA BIRLA GROUP · Godrej · BEML

Dealers / Machine Rentals

BRiGS · MHE rentals — Your dependable partner · TVS Supply Chain Solutions

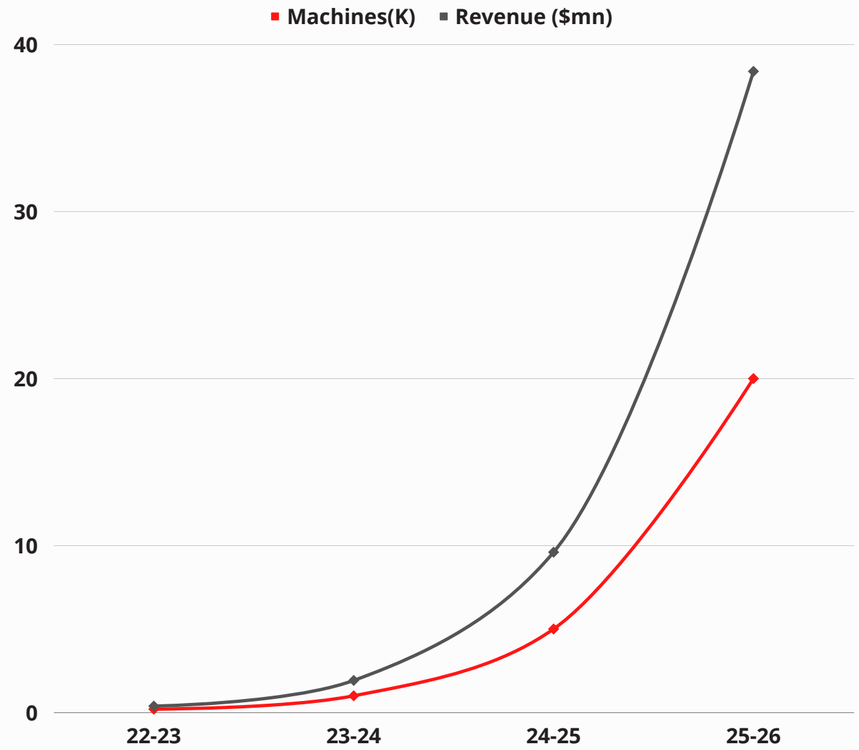
FUTURE GROWTH TRACK

HACKLAB SOLUTIONS

Growth Driving - UN Sustainable Development Goals



Number of Heavy Equipment sold annually	2 mn
Total Addressable Market	
Compatible equipment in geographical reach	200K
Serviceable Available Market	
Number of Equipment we can reach	50K
Serviceable Obtainable Market	



COMPETITION

HACKLAB SOLUTIONS

Competing with global players

Automated

GUARDHAT
US
raised $40 million

TRIOMOBIL
Turkey
raised $4.2M

HACKLAB SOLUTIONS

Passive Safety



safety consultants

uniqüo

TOTALIKA

force :: tech TRAINING ... Doing it Right

Chola MS RISK SERVICES

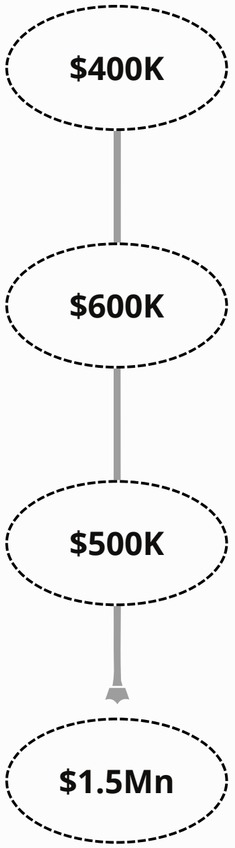
Active Safety



safety officers

Manual

INVESTMENT - $1.5mn



Team and Infra Expansion

Product Development, R&D and supporting infra

Geographical Expansion (Existing Products)

Product testing and certification process for US/Europe

Sector Expansion (Upgraded Products)

Product testing and certification for the oil-n-gas industry, mines

Total investment requirement for 18 months

Estimated to lead to a 10x return over a period of 3 years

TEAM

HACKLAB SOLUTIONS

A team of size 18 includes hardware engineers, software engineers, AI engineers, operations and sales

Leadership team



Vikram Rastogi

Founder/CEO

ex-Juniper, IIT Kanpur

Product / R&D



Bharat Bhusan

Co-founder/COO

ex-L&T, NIT Surat

Operations / Finance



Balraj Singh

Head Sales

ex-L&T, NIT Surat

Business Development

Supported by



Prof Rahul Nabar

Mentor

Adj Professor, IIT Bombay

NASSCOM® DeepTech Club

iit STARTUPS

MeitY Government of India

IESA® INDIA ELECTRONICS & SEMICONDUCTOR ASSOCIATION Taking India to ESDM Leadership

INCUBATION AND INNOVATION | STARTUP INCUBATION AND INNOVATION CENTRE IIT KANPUR

Join us

to make world a **safer** place

Visit https://hacklab.solutions/

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Email Vikram at vikram@hacklab.solutions

Email Bharat at bharat@hacklab.solutions

REVENUE SO FAR

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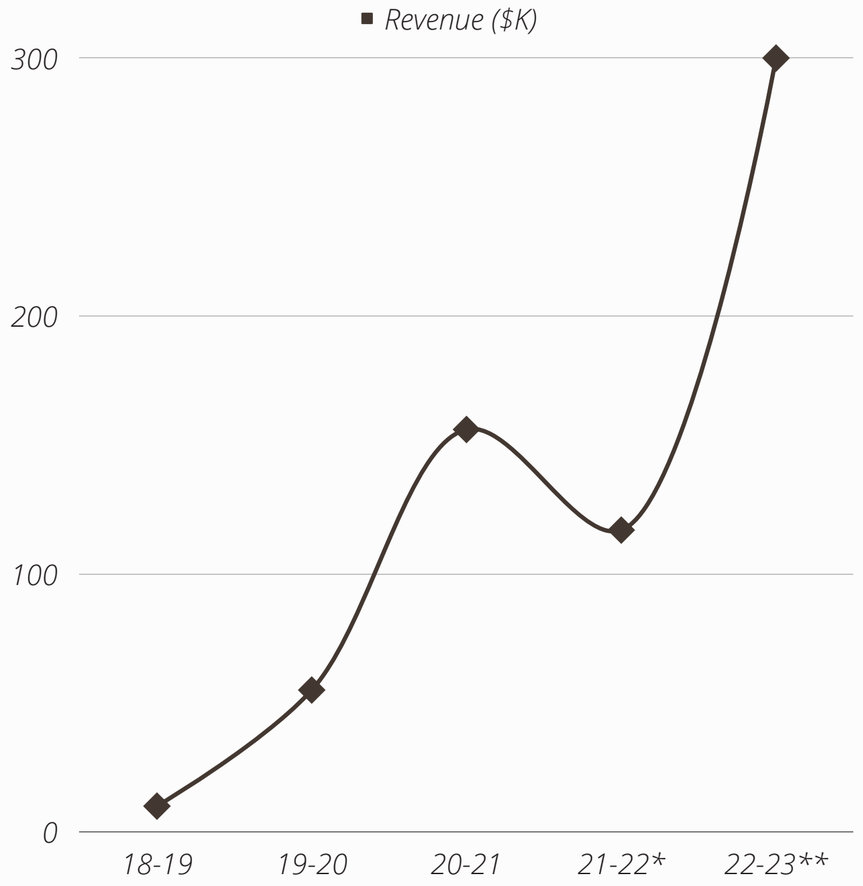
Yearly Subscription per machine — $200

Cloud, Reports, AI Model

One-time per machine — $1200

On-premise hardware, Installation

Lifetime Value per machine — $2000



*Covid (7 months)
**Projected

STORY SO FAR (CONT)

Yearly Subscription per machine Cloud, Reports, AI Model	$200
One-time per machine On-premise hardware, Installation	$1200
Lifetime Value per machine	$2000

“We developed a great partnership with Hacklab Solutions and their dedication to our safety is evident in all aspects. We appreciate the expertise they bring in to improve our overall safety standards.”

Ms Saideepa

EHS HEAD- UNILEVER DAPADA

FACTSHEET

HACKLAB SOLUTIONS

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