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Smart and Safe Micromobility

**Another free floating
scooter service?**

— NO.



Big Challenges

for micromobility operators



28.8 days

average service life of a rented scooter



62%

charge cost share in ride earnings

<https://qz.com/1561654/how-long-does-a-scooter-last-less-than-a-month-louisville-data-suggests/>

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Market Needs

station-based solution



for a city

- Efficient and reliable city transport
- Green and compact
- Transparent and controlled



for business

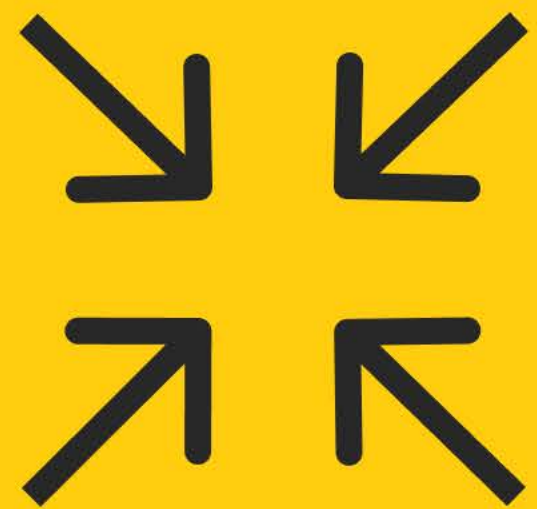
- Reliable investments
- Longer service life



for citizens

- Handy and cost-efficient individual transport
- 24/7 operation

Station-based Sharing Beats Dockless Solutions



the most compact scooter storage system does not clog streets



new market for power-generation companies



up to 5x lower charging and maintenance costs



when being charged, scooters are displayed as available—this increases the number of rides



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is innovation micromobility platform

- charging infrastructure
- universal charging connector for different scooters and different operators
- chargeable e-scooters
- chargeable hoverboards
- kick scooters

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Intellectual Property

4

international
patents

7

patent
applications

4

applications to
be prepared

17

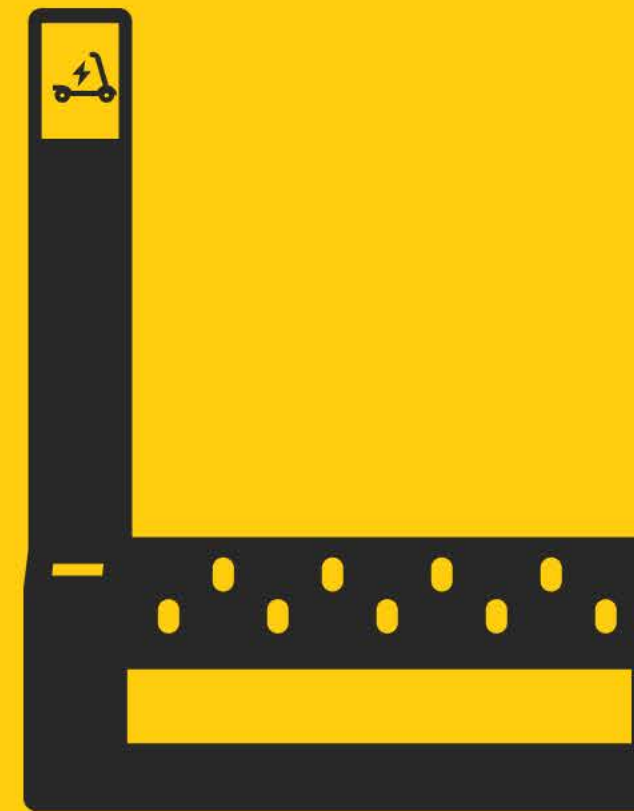
countries (USA, Europe, China, Sg)
where patent research was
conducted



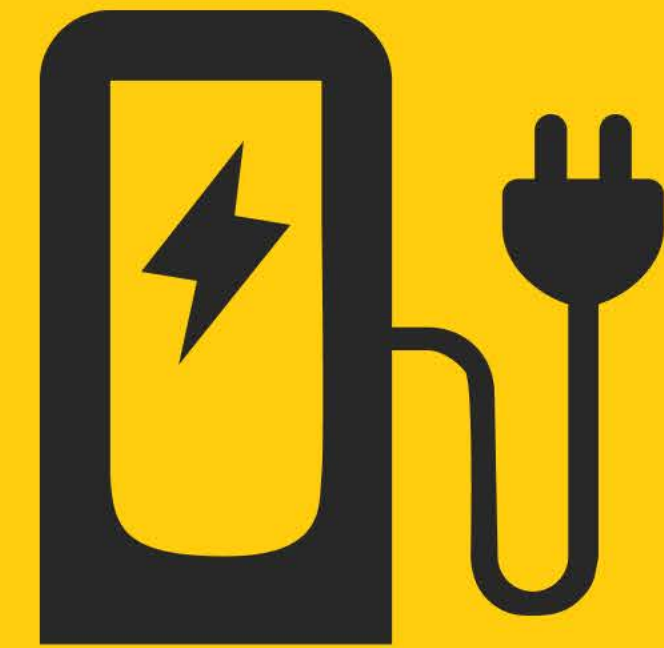
Sustainable Charging Infrastructure Economic Model



transferring power to
charging stations



stations charge scooters
of different sharing
operators



charging session
costs €1 to €3



city hall

**free
floating**

**charging
station**

E-Scooter

Unit Economics

€0.15/min
price

28 min
average ride time

		41%		59%
€4.41	-	€1.82	=	€2.59
income per ride		costs		EBITDA

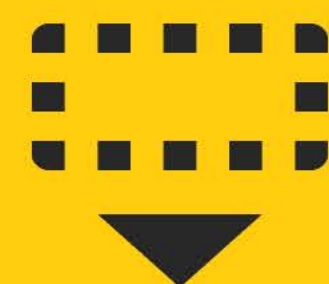


SAMOCAT Stations



€ 1

price for charging 10 scooters



1.2 m²

occupied by 10 folded scooters



1 engineer

maintain up to 50 stations

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Partner

Tony Robbins

Quick Start

To start earning, order stations.

Track the assembly and delivery of your order and see your stations go online.

STEP 1

Your First Stations

To get started, choose the number of stations and scooter set.

Pre-order station price: from \$4,500.

Order stations

STEP 2

Production & Delivery

We will start producing your stations and equipping them with scooters on the day when you make the advance payment.

station production

order assembly

delivery

STEP 3

Installation & Connection

We train your specialists at our property and then install the stations on your site to help you start earning.

on-site assembly and connection

installation

branding

STEP 4

Profit Monitoring

You will see the data from the very first rides. Track the figures in your account

monitoring

Track Profits

Once you launch at least one station, you will see ride and profits data here. To see how it works, click Demo Mode.

Today

Yesterday

Week

Month

Jul 1, 2019

Jul 7, 2019

Station

All

Country

City

All

Demo mode

Statistics

All rides

Network

From me

To me

Revenue

Rides

WEEKLY REVENUE

\$ 1 737

+10%

+173 \$

WEEKLY RIDES

35

+10%

+12

NETWORK

\$ 921,3

21

+5%

FROM ME

\$ 309

5

+5%

TO ME

\$ 519,1

7

+5%

AVG BILL

\$ 32

+5%

AVG TIME

45 min.

+5%

REPEATED

197

+15%

NEW CLIENTS

13

+15%

Easy-to-Start

Scooter Sharing Franchise

23

franchisees already purchased and now prepare stations

305+

stations and 5000 scooters purchased

1,000+

stations negotiated

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Geography

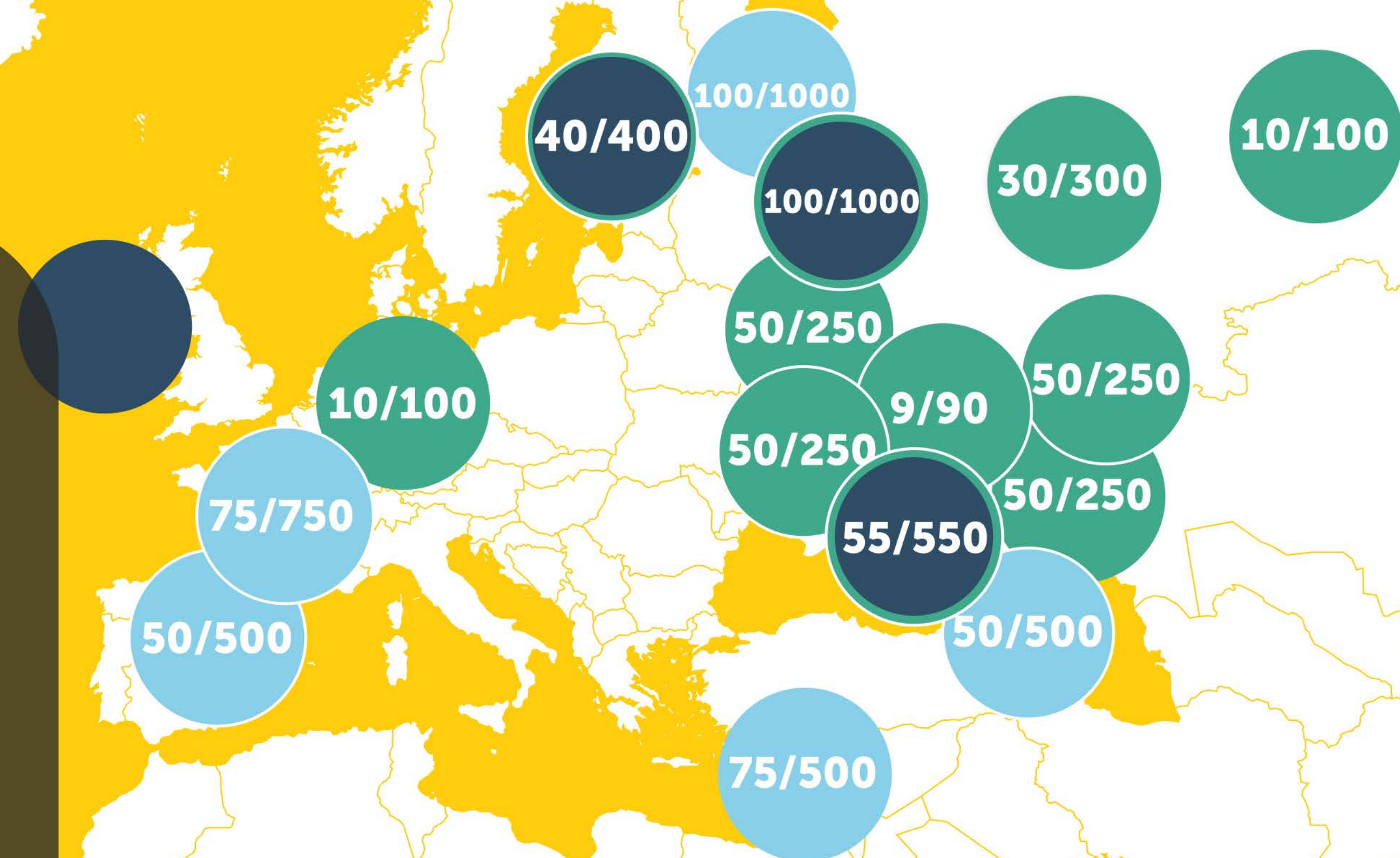
by October 2019

● **Samocat offices**
(New York, Dublin, Moscow, Helsinki, Sochi)

● **Operations Networks**
(Helsinki, Moscow, Sochi, Krasnodar, Kazan, Ekaterinburg, Stavropol, Gelendzhik, Voronezh, Rostov, Saint-Petersburg)

● **Preparing to launch**
(France, Cyprus, Germany, Georgia, Spain)

50/500 **Stations/scooters**



Goals by 2023



21 M

rides per year



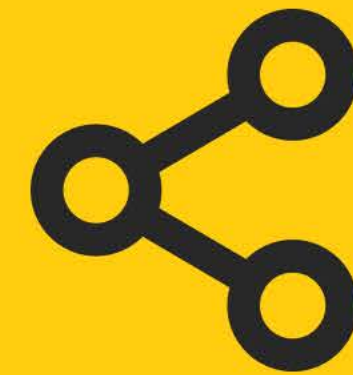
130 K

scooters



8 K

own stations



5 K

franchised stations



€74 M

annual revenue



€48 M

EBITDA

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