Micro-mobility Solutions

Augmenting the Smart City

April 2023

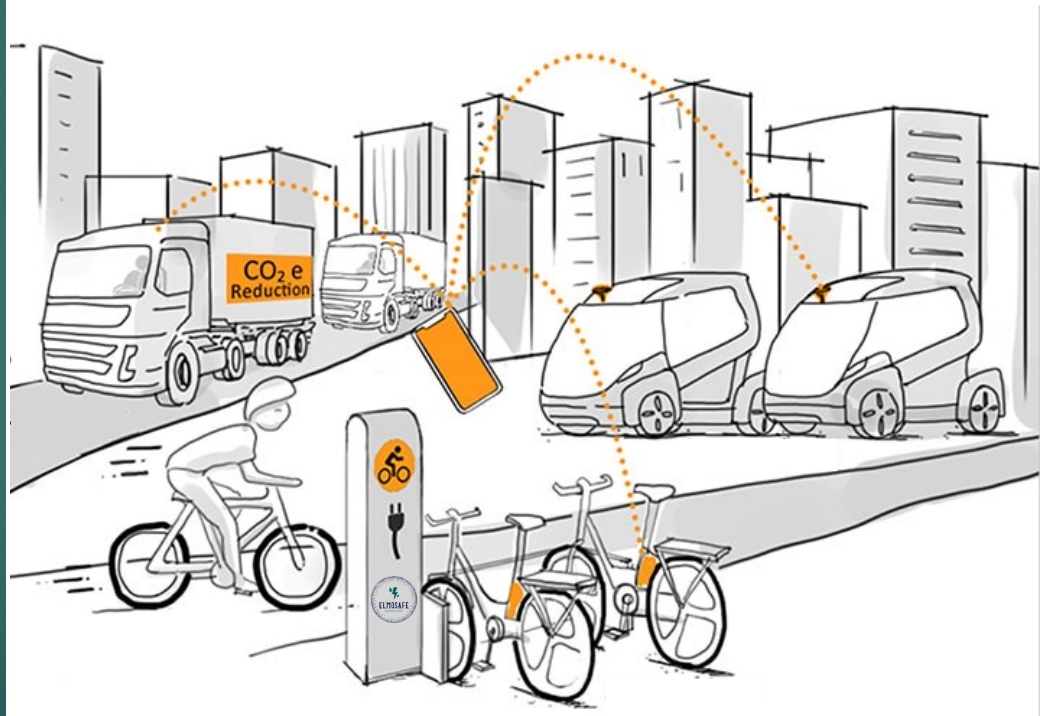
ELMOSAFE

CHARGE & PARK

Smart city of the future

There is a revolution underway in the demand for multimodal transport in cities, in the search for alternatives to excessive and frustrating traffic congestion, pollution, and the need for easier mobility.

This is substantiated by an increased public awareness of the environment



The current situation

Current infrastructures, and the management thereof, are not catching up with the speed of such development!



The ElMoSafe solution

- Organized and managed micro-mobility device storage
- A variety of smart, “off the grid” / “self sustainable” solutions based upon different location needs:

Fixed solutions

- Public spaces
  - street level
  - elevated level
- Private garage spaces
- Business parking lots

Dynamic solutions

- Transportable storage
  - based on real-time demand analytics
- Grid plug-in racks
- Self-sustained racks

The ElMoSafe solution

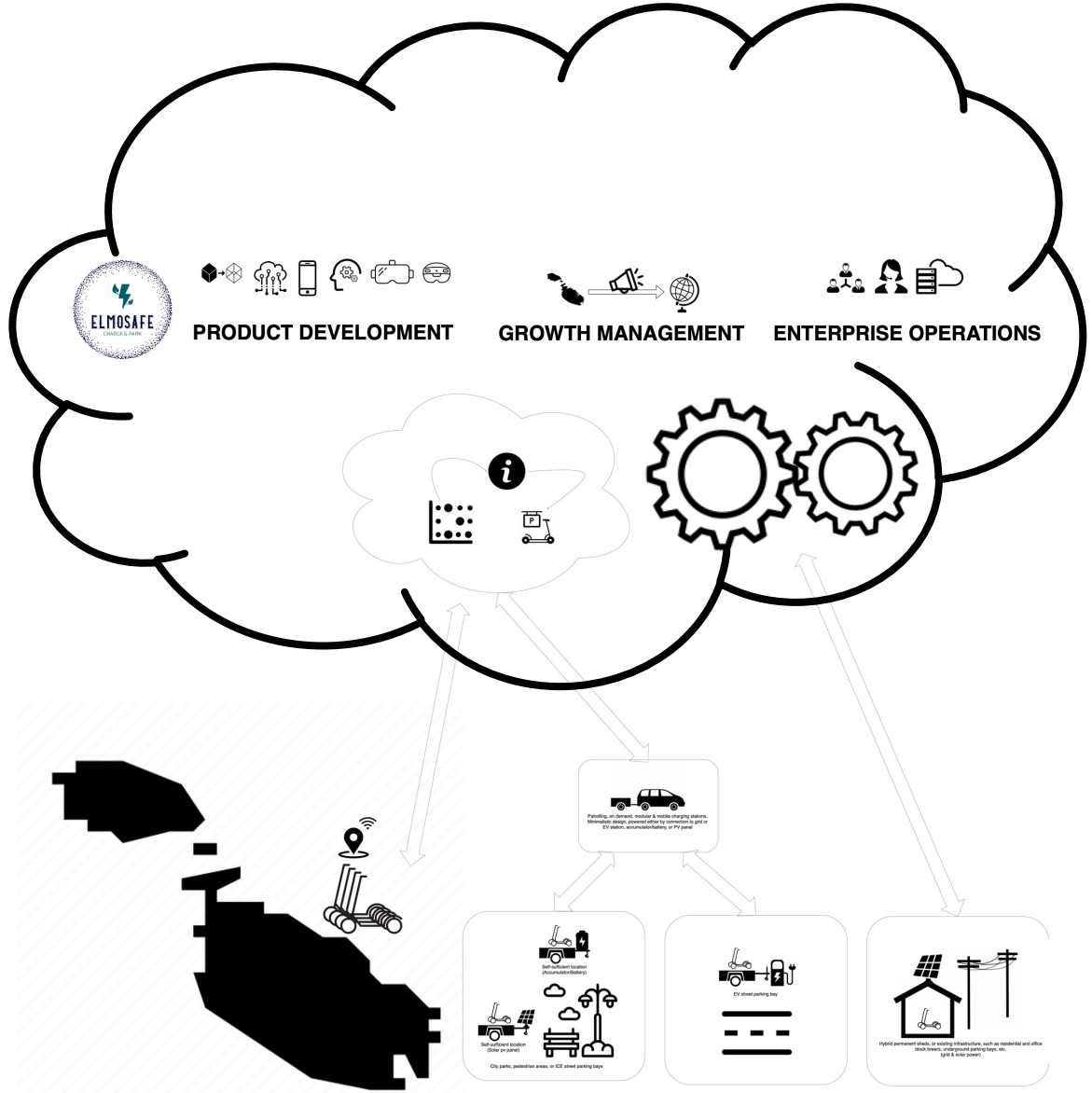
Typical fixed, public space, street level, storage solution

- Safe and secure e-bike/scooter storage
- Smart technology access control
- Battery charging facility
- Aesthetically pleasing
- Non-invasive structure
- Planter design top
- Solar panel top
- On-grid/off-grid



Simplified operating model

- Intelligent density monitoring
- Dynamic & fixed stowaway infrastructure
- Self-sustained or grid energized
- Efficient & reliable business operational management
- Multi-stakeholder involvement & benefits mechanism



Streamlined management



PRODUCT DEVELOPMENT

- in-house
- contracted
- agile
- on-going
- current



GROWTH MANAGEMENT

- pilot
- MVP
- scale-up
- EU
- global



ENTERPRISE OPERATIONS

- flat
- lean
- quality
- client focus
- evolving

The ElMoSafe functionality

- Modular and secure scooter/e-bike lockers and racking infrastructure
- Organized and disciplined stowaway policies
- Geofenced rental scooter/e-bike use
- Intelligent reservation mobile application
- Seamless fee payment gateway
- Secure scooter/e-bike battery charging facilities
- Own-scooter or e-bike ‘while away’ maintenance services

ElMoSafe practicality

- Aesthetically pleasing, managed public spaces, free from carelessly scattered scooters and e-bikes
  - designated street-level lockers and racks
  - elevated stowaway lockers
- Safely stored mobility devices, self disciplined policies
  - simple fee payment for storage space and rental of devices
  - penalties/awards for policy-deviating users
- Environmental friendly, self-sustainable energized lockers and racks

ElMoSafe scalability

- Pilot implementation:
  - MALTA
  - AMSTERDAM
  - CYPRUS

- Scale-up opportunity:
  - Any busy town or city in Europe and beyond!

EIMoSafe scalability

- Solution seamlessly plugs into future multi-modal mobility hub comprising of:
  - e-scooters and e-bikes
  - fossil-fueled and e-vehicles
  - road-based public transport (bus, tram, train)
  - water-based public/private transport (ferry boats)

Stakeholders

- Society at Large
  - mobility users
  - pedestrians
  - road users
  - property owners
  - business owners
- Business
  - ElMoSafe Operator
  - shared mobility rental enterprises
  - municipalities
  - advertisers
  - service providers
  - related suppliers

Use-case: mobility demand



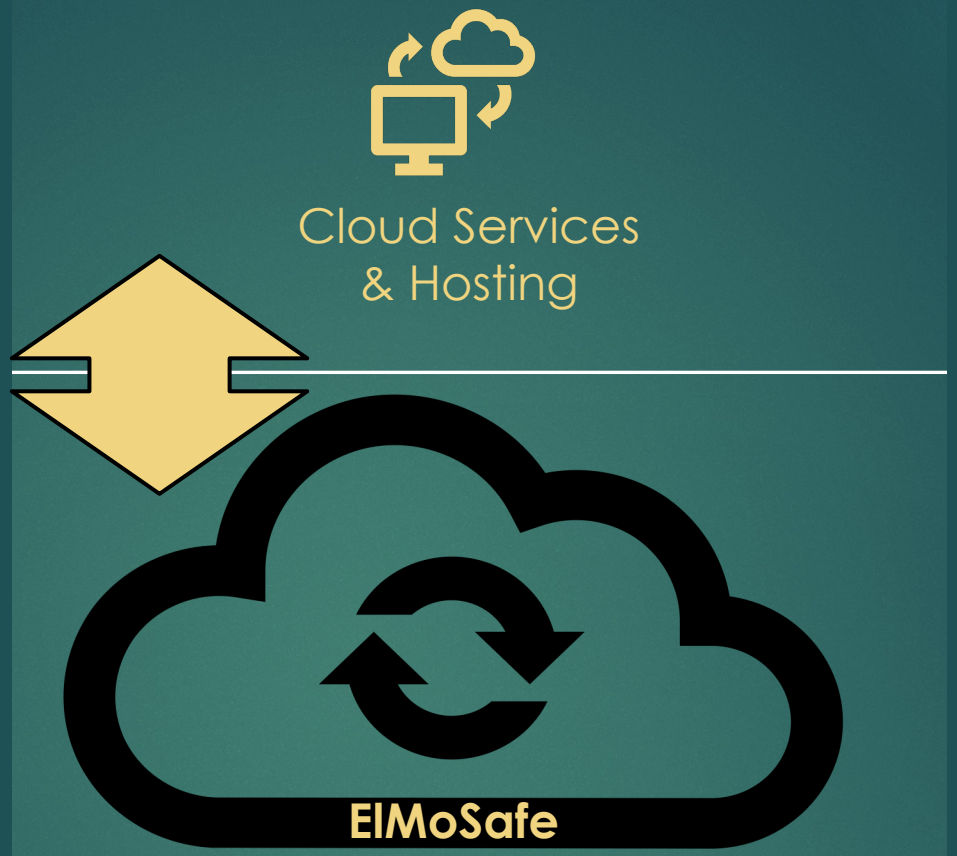
Cyclist/Scooter User



Storage

Park/Charge/Maintain

ElMoSafe offering



Cyclist/Scooter User

Storage

Park/Charge/Maintain

Compatible edge devices
Interaction/Security/Charge

Third-party players

e-wallet program

Cloud Services & Hosting

Advertisements/marketing stakeholder related content

Cyclist/Scooter User

ElMoSafe

Storage

Park/Charge/Maintain

Service Providers Maintenance/Shared Mobility

Compatible edge devices Interaction/Security/Charge

Revenue & cost flows

e-wallet program

Cloud Services & Hosting

Advertisements/marketing stakeholder related content

Cyclist/Scooter User

Storage

Service Providers Maintenance/Shared Mobility

- Capital Expenditure
- Operational Expenditure
- Development Costs
- Maintenance Costs
- Marketing & Branding Costs
- Operating License Fees
- Legal, insurance, banking fees

Compatible edge devices Interaction/Security/Charge

Financial projections

ElMoSafe's financial performance over the first 5 years

This is a summary. Full financial reasonings may be provided in confidence upon request

	FY 1	FY 2	FY 3	FY 4	FY 5
Revenues	€ 124,110	€ 635,215	€ 1,678,090	€ 2,909,349	€ 4,028,777
Direct Expenses	€ 80,000	€ 80,000	€ 40,000	€ 0	€ 0
Gross Profit	**€ 44,110**	**€ 555,215**	**€ 1,638,090**	**€ 2,909,349**	**€ 4,028,777**
Gross Profit (%)	36%	87%	98%	100%	100%
Other Expenses	€ 288,800	€ 302,740	€ 319,396	€ 335,785	€ 353,478
EBITDA	**€ -244,690**	**€ 252,475**	**€ 1,318,694**	**€ 2,573,564**	**€ 3,675,299**
Depreciation	€ 13,000	€ 16,000	€ 16,000	€ 16,000	€ 16,000
Amortization	€ 0	€ 0	€ 0	€ 0	€ 0
Preliminary Exp Written off	€ 0	€ 0	€ 0	€ 0	€ 0
Interest Expense	€ 14,000	€ 14,000	€ 14,000	€ 13,900	€ 13,900
Income Tax Expense	€ 0	€ 0	€ 433,700	€ 890,300	€ 1,275,900
Net Income	**€ -271,690**	**€ 222,475**	**€ 854,994**	**€ 1,653,364**	**€ 2,369,499**

Implementation roadmap

POC

0 – 6 months



MVP

6 – 12 months



SCALE

12+ months



Pilot & MVP

Implementation roadmap

Proof of concept 0 - 6 months	**MVP pilot project** 6 – 12 months	**Scale up potential** 12+ months
- test bed environment - data provision - validation of concept - iteration of model design - proof of concept - showcase outcome	- MVP deployment - reach out for initial traction - awareness building - create demands	- provide value added services - bring solution to users - commercialise, generate revenue - Internationalise - growth







internal & funded development

revenue through early adopter deployment

wealth generation through growth

Pilot & MVP

Malta as a test bed

- pilot the concept on the Islands of Malta
- engage early adopter(s) for sponsoring the innovation



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Scale-up

Mediterranean basin

- take MVP to neighboring regions
- larger scale deployment, testing and iteration



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Scale-up

EU countries

- launch first release in the EU
- maximize on networks within Dutch partners
- seek funding support



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Growth

Internationalization

- Web-based solution, means remote deployment possible
- Extended regions:
  - EU
  - Middle East
  - Africa
  - Asia
  - US



GROWTH MANAGEMENT

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Founders: Menno Verheij (the Netherlands)
Joseph Micallef (Malta)

website: https://www.elmosafe.com/
telephones: +356 9982 2244 (MLA)/ +31 6 55 16 1337 (NL)

www.elmosafe.com