

WaZoBiaRide

Nigeria's Unity Ride

Move With Pride & Purpose



The Opportunity - Nigeria's Mobility Revolution

Africa's Largest Economy Demands Better Mobility Solutions

\$400M+ 

Nigeria's ride-hailing
market value

**12-16%
CAGR** 

\$477M
by 2029

Annual growth rate to
\$477M by 2029

35-40M 

South West Nigeria
population

21M+ 

Lagos metropolitan
residents

60% 

Population under
35 years old

50-60% 

Urban smartphone
penetration



70%

50-60%

70%



The Problem

Urban Mobility Crisis Demands Solutions



Traffic Congestion

Lagos ranked among
world's most
congested cities



Safety Concerns

20-30% of riders
report harassment
incidents



Affordability Gap

20-30% inflation
squeezes transport
budgets



Unreliable Service

Inconsistent wait times
and vehicle quality

Our Solution

Built by Nigerians, for Nigerians



WaZoBiaRide Car

Air-conditioned sedans for comfortable daily commutes

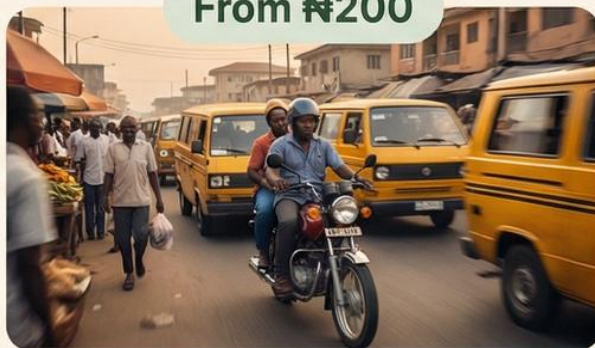
From ₦500



WaZoBiaRide Okada

Beat Lagos traffic with verified motorcycle riders

From ₦200



WaZoBiaRide Share

Split costs with fellow commuters

Save 40%



Yoruba-language interface



Mobile money integration - OPay, PalmPay



Women-only ride options



AI-optimized pricing











Offline booking capability

Strategic Advantage in DM Sans Regular

Market Position

WaZoBiaRide investor presentation.

Competitor	WaZoBiaRide Edge	
Bolt	 40-50%	 Lower 22% commission vs their 25%
inDrive	 30%	 AI safety verification they lack
Uber	 20-25%	 Affordable pricing for middle-income
LagRide	 <5%	 Full South West coverage



**Nigerian-Owned.
Community-Trusted.
10-15% Market Share
Target by Year 3**

Business Model

Diversified Revenue with Strong Unit Economics

Primary Revenue (85%)

22%

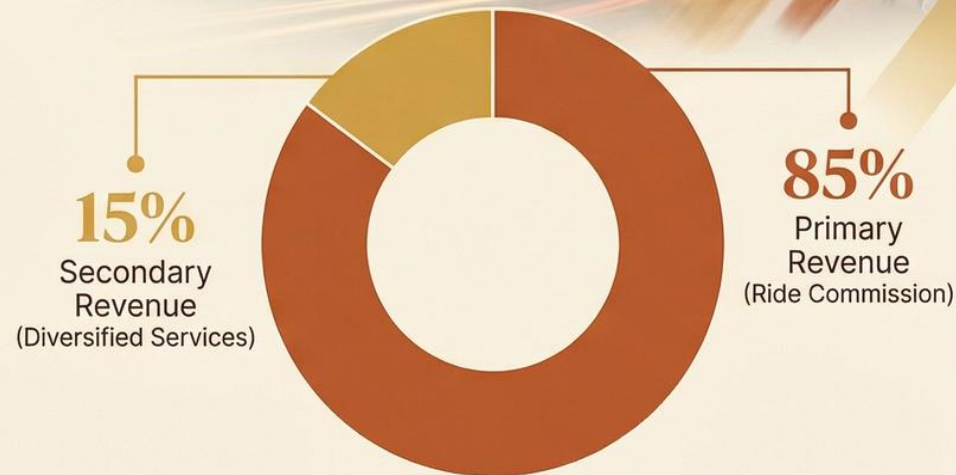
Commission Rate

₦800

Average Ride Value

500,000 rides/month

Target by Year 3



Secondary Revenue (15%)



Delivery Services



Corporate Shuttles



In-App Advertising



Premium Subscriptions

Technology & Safety

“Trust Built on Technology”

Safety Features



Verified Drivers

Thorough background checks, vehicle inspections, continuous monitoring



24/7 SOS Support

One-tap emergency button linked to Lagos State Emergency Services



Real-Time Tracking

Trip sharing with loved ones, GPS monitoring throughout journey



Women-Only Rides

Female riders can request female drivers for added security



Technology Stack



AWS Africa Regions

Low latency infrastructure



AI-Powered

Demand forecasting & driver distribution



Traffic Optimization

Lagos traffic pattern analysis



Offline-First

Connectivity resilience



Trip Protected
- Insurance Active

Go-to-Market Strategy

Phased Expansion Across South West Nigeria

01



Lagos
Skyline



Ibadan
Cocoa House

Lagos & Ibadan Launch

 **5,000**
drivers

 **500,000**
users

Focus areas:

- High-density corridors, Lagos Island-Mainland, Lagos-Ibadan expressway



02



Abeokuta
Olumo Rock



Osogbo
Osun Grove



Akure

South West Domination

 **15,000**
drivers

 **2 million**
users

Focus areas:

- Corporate partnerships, university programs



03



Abuja
Zuma Rock



Port Harcourt
Riverine features



Kano
Dala Hill

National Scaling

 **50,000+**
drivers

 **5 million**
users

Focus areas:

- Pan-Nigerian coverage



Year 1

Year 2-3

Year 4-5

Financial Projections

Clear Path to \$20 Million Annual Profits

Year	Revenue	Net Profit	Users	Drivers
Year 1	\$8M	-\$1M	500K	5,000
Year 2	\$25M	Break-even	1.2M	12,000
Year 3	\$40M	\$8M	2M	20,000
Year 4	\$60M	\$12M	3M	35,000
Year 5	\$80-100M	\$20M	5M	50,000



Key Metrics Callout Section



CAC: \$5-10/user



LTV: \$50+



Churn: <20%

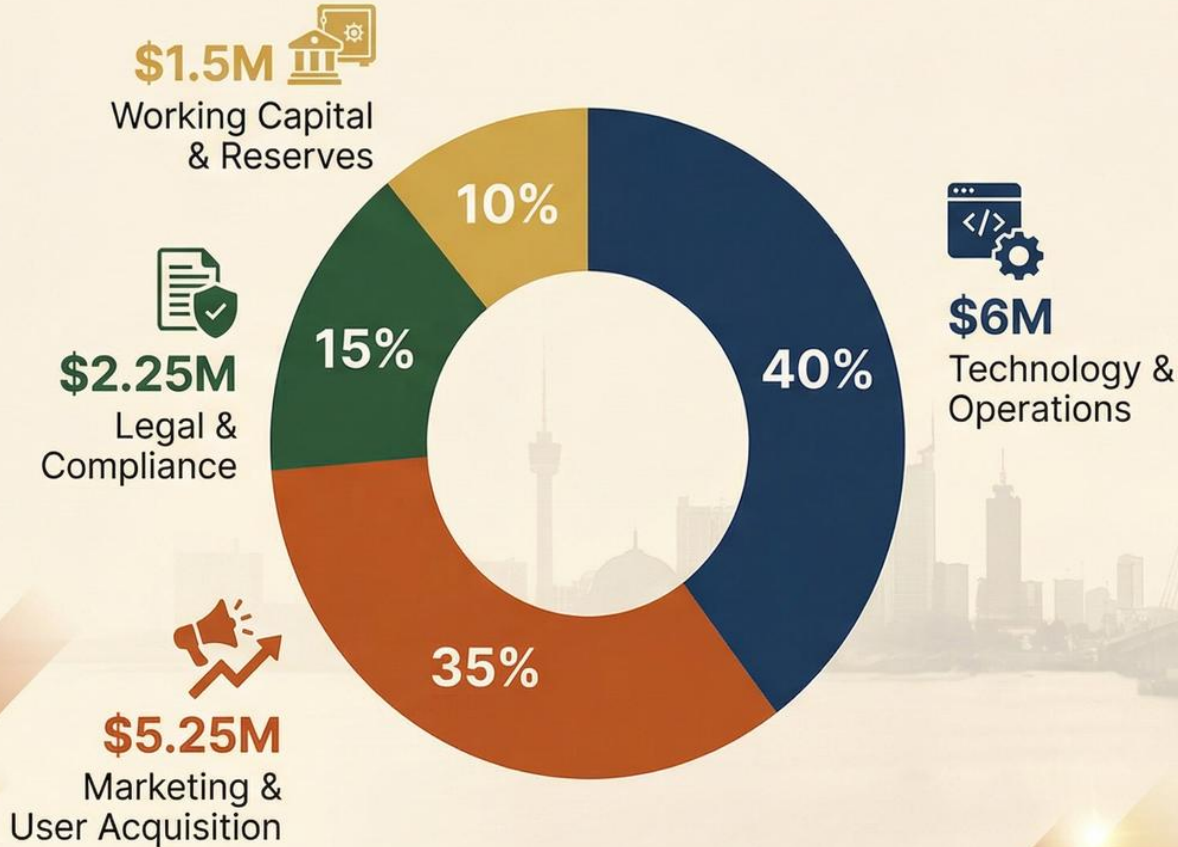


Margin: 10% → 25%

Series A Investment

Funding Request

\$15 Million



This Funding Enables:



1M Active Users
by end of Year 2



Break-even
Operations



Product-Market Fit
in Lagos & Ibadan



Series B Foundation

Social Impact

Driving Economic Empowerment Across Nigeria



10,000+
jobs created
in Year 1



50,000+
jobs by Year 5



40% female
leadership
target



Pillar 1 - Job Creation

- 50,000+ Driver Jobs by Year 5
- Economic empowerment for Nigerian families



Pillar 2 - Driver Empowerment

- Micro-finance partnerships
- Training academies in Lagos & Ibadan
- Weekly payouts & health benefits



Pillar 3 - Sustainability

- EV Motorcycle Pilot Program
- Partnership with BYD suppliers
- Reducing carbon footprint



Join the Revolution

Move With Pride & Purpose

\$15 Million Series A

Your Opportunity to Shape Nigerian Mobility



Equity stake in
Nigeria's next mobility
unicorn



Board representation
and governance rights



Quarterly reporting
and full transparency



Exit opportunities via
acquisition or IPO
(5-7 year horizon)

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