



voi.

Discussion Materials

October 2019



Q3 has been Voi's Best Quarter to Date Proving Strong Growth and Unit Economics

Selected Q3 Achievements

3.1m+
users
11m+
rides

~95m
RR August
revenue¹

Won exclusive
tenders
in Marseille
& Stockholm

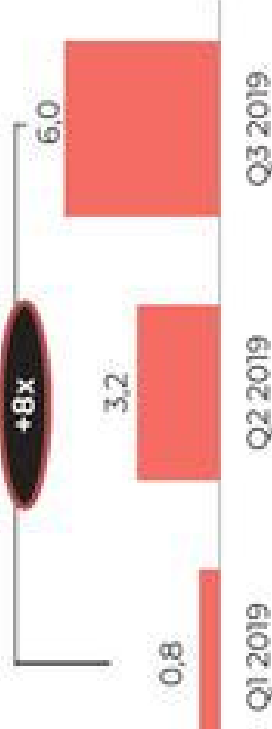
Launched
in 21
cities since
May

Operating
in 38 cities
& 11
countries

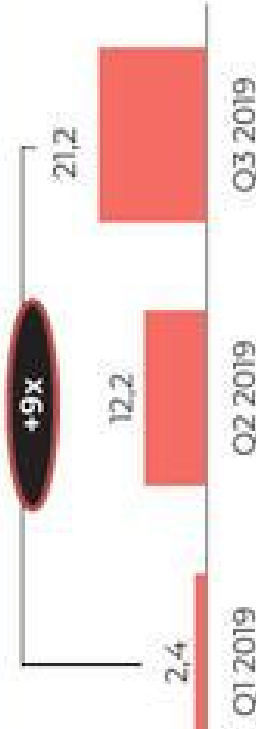
Launched
industry
leading -
Voyager 2



Total Rides, M



Total Gross Revenues, USD M²



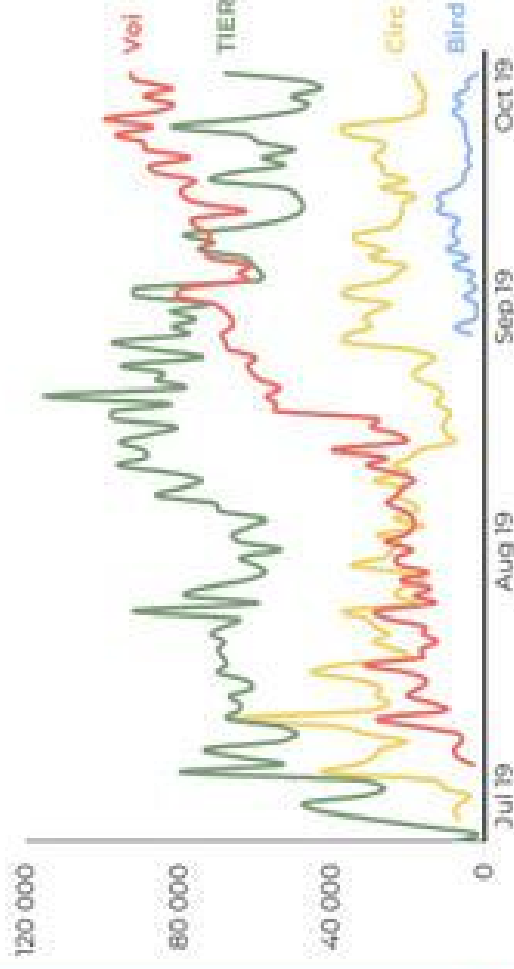
¹ Annualized August 2019 Gross revenue inclusive of VAT, converted from EUR to USD at an FX rate of 0.89.

² Gross revenues inclusive of VAT, converted from EUR to USD at an FX rate of 0.89.

Germany is the Biggest Market for Micro Mobility and VOI has surpassed Peers

- Currently live across 12 German cities
- Surpassed 1M rides in less than 3 months
- Gained #1 position on AppStore amongst all European e-scooter actors on the German market, and #4 among all apps

Daily Active Users in Germany

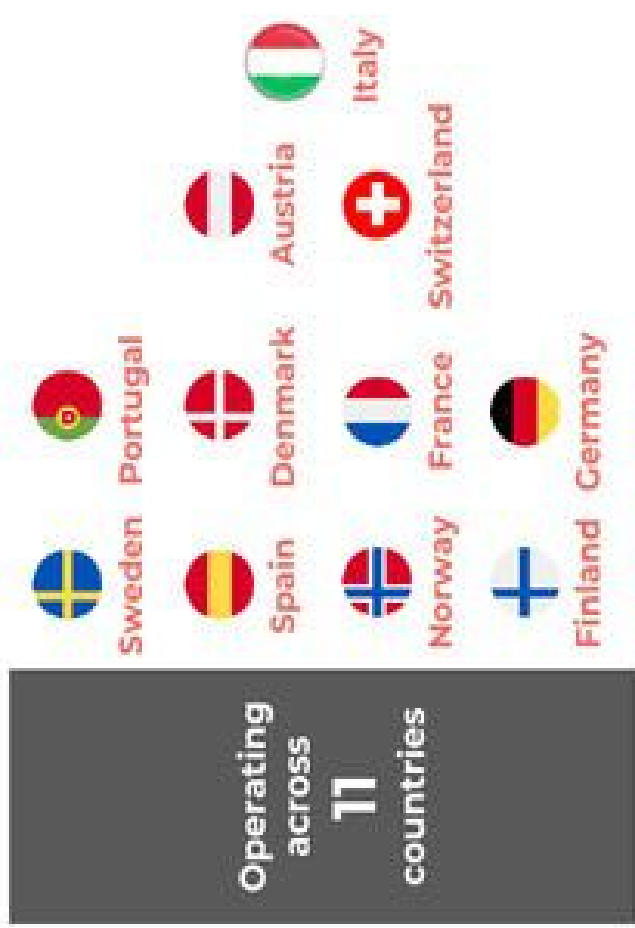


German AppStore
23rd September 2019



Voi has Established a Leading Footprint Across its Focus Markets..

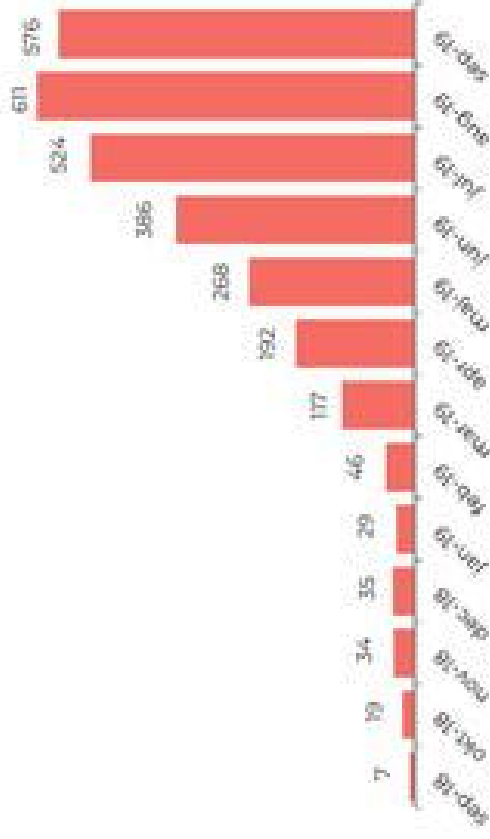
..now shifting gears to drive excellence in both user experience and operations to ensure tender wins





User Base and Active Users Have Grown Rapidly Over the Last Year Showing Strength of Demand

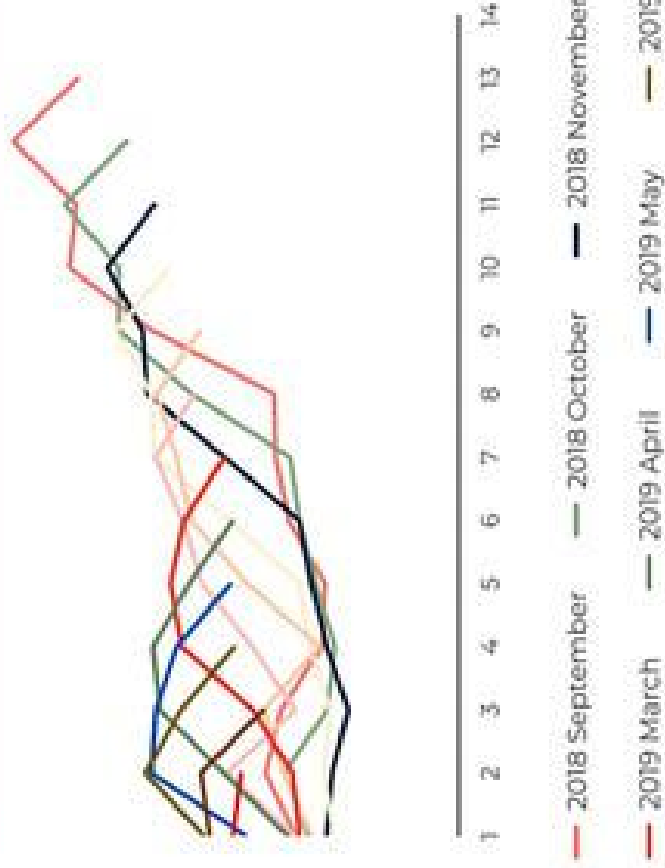
Monthly Active Users, 000s



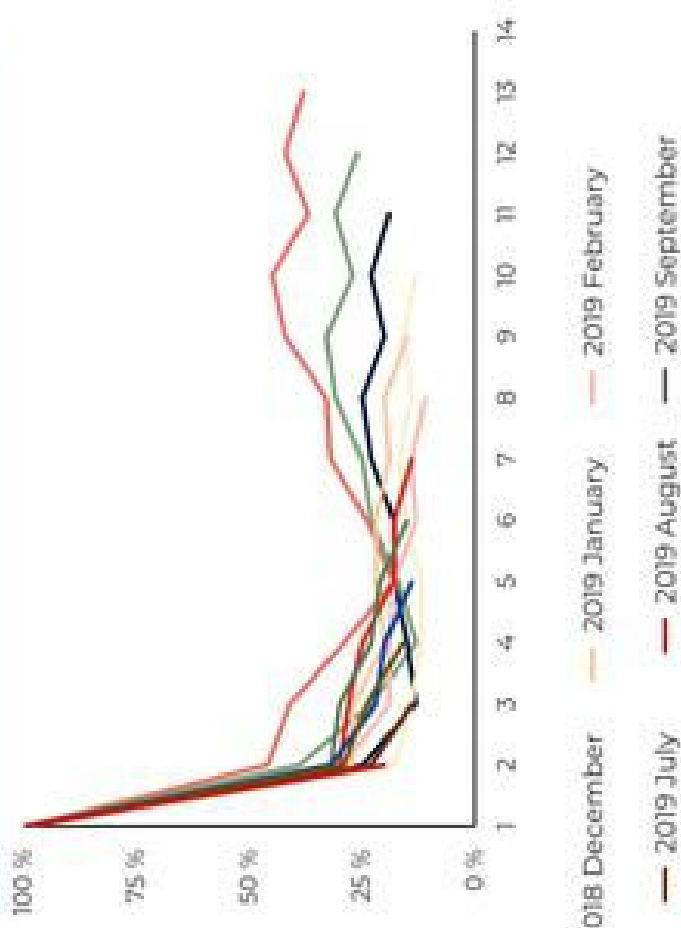


User Cohorts are Strong with High Sustained Average Spend Even as We Enter Autumn

Average Monthly Spend (EUR)



% Riders Taking a Subsequent Ride After First Month





We Have Handled Tech and Ops Debt – Platform Soon Stronger than Ever

We have made **key investments to future-proof** reliability during September



Hardening back-end architecture

- Lowering future risk of outages as we grow



Improved firmware and Over-The-Air updates

- Overhaul of firmware and ability to update without bringing fleet in



Measures against fraudulent users

- Now ready to block fraudulent devices
- Safer payments with Strong Customer Auth (SCA)



Improved operations routines to quality test fleet

- Internal and 3PL providers involved in testing

¹ Scooter scans are all scans that are registered by the back end, including scans without a ride if the scooter is unavailable, has a depleted battery, or is not functioning.



Market Leading New Generation of Hardware Driving Unit Economics Uplift

New generation Voyager 2 launched with strong operational and user performance

4.5/
5.0

User rating in-app

<10
hrs

Time to turn
around in charging

+0.3
-0.5

Increase in
rides/day vs legacy
model


12+
mo

Expected lifetime





Great Traction of Regulatory Agenda - Now Set to Win Focus Markets: Nordics, DACH, France

Strong policy track record now in place	Internal assets built to better address city needs	Focus markets rapidly moving to regulations
 Won Stockholm eBikes tender	 City Dashboards to provide transparency and control	 Policymakers mobilizing to limit free establishment of operators <ul style="list-style-type: none">• On-going discussions across Nordic markets• First German cities• France rapidly regulating
 Won exclusive scooter pilot in St Gallen	 Fixed parking infrastructure pilots across Nordics	 Major tenders left to win this fall <ul style="list-style-type: none">• Paris• Milan• Bremen
 Scooter caps in Hamburg, Munich	 Incentivized and no parking zones in all markets	
 Won scooter license in Marseille	 Reference cases and central tendering org being set up	
 Won exclusive scooter tender in Aalborg against Tier & Donkey Republic		