

OSVehicle

democratizing mobility @ Rennes 2015

About me



PORTFOLIO

 CAGIVA

 BIEFFE

 ZEROWATT
CANDY

 AGV


EICMA

GIUGIARO
D E S I G N



About me



ONLY 1%
OF ALL THINGS
HAVE BEEN INVENTED



Mobility is broken



FCA
FIAT CHRYSLER AUTOMOBILES

Confessions of a Capital Junkie
An insider perspective on the cure for the industry's value-destroying addiction to capital

April 29, 2015



Environmentally

Economically

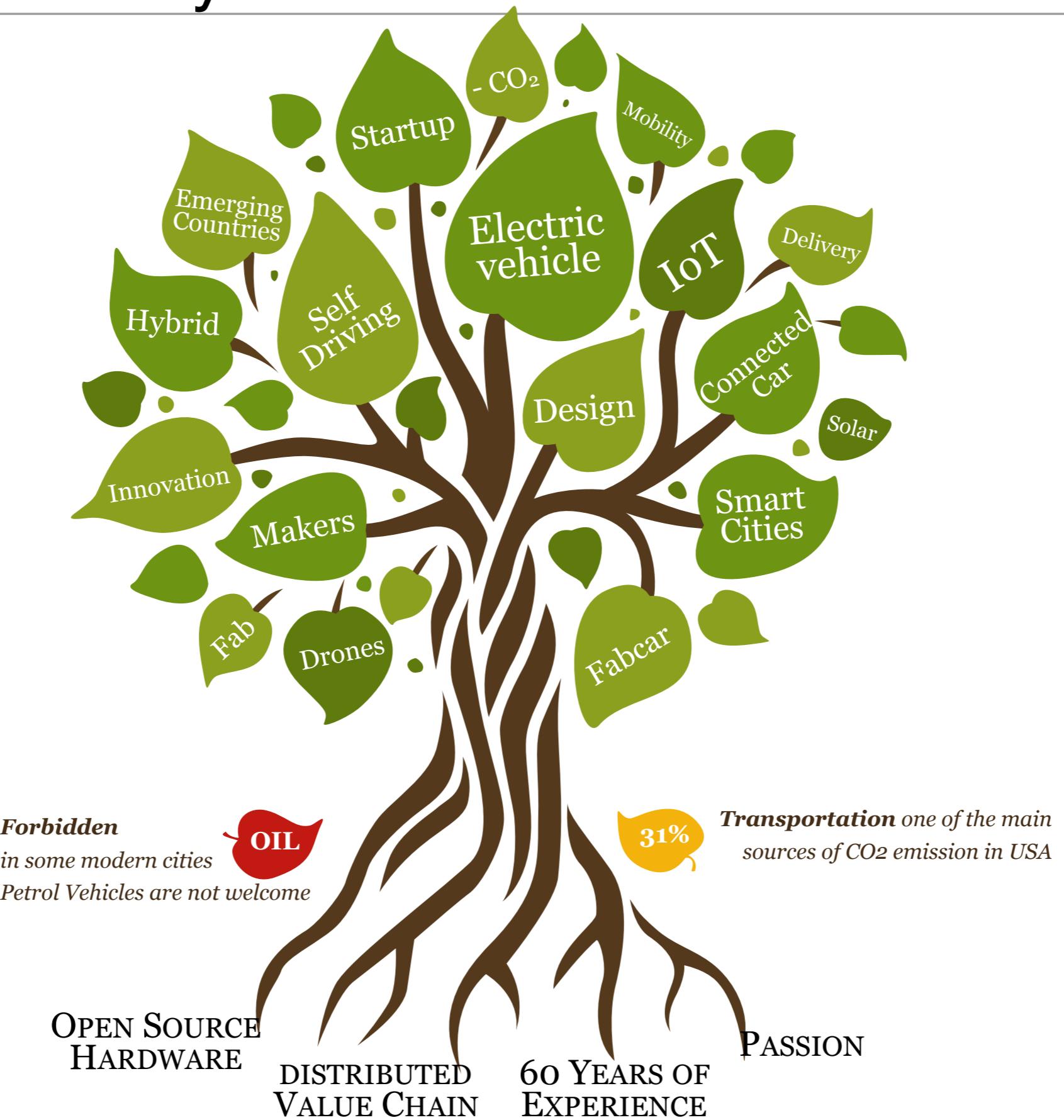
Socially



Elon Musk

"we've reached the limit of what's possible with diesel and gasoline... the time I think has come to move to a new generation of technology"

A better mobility

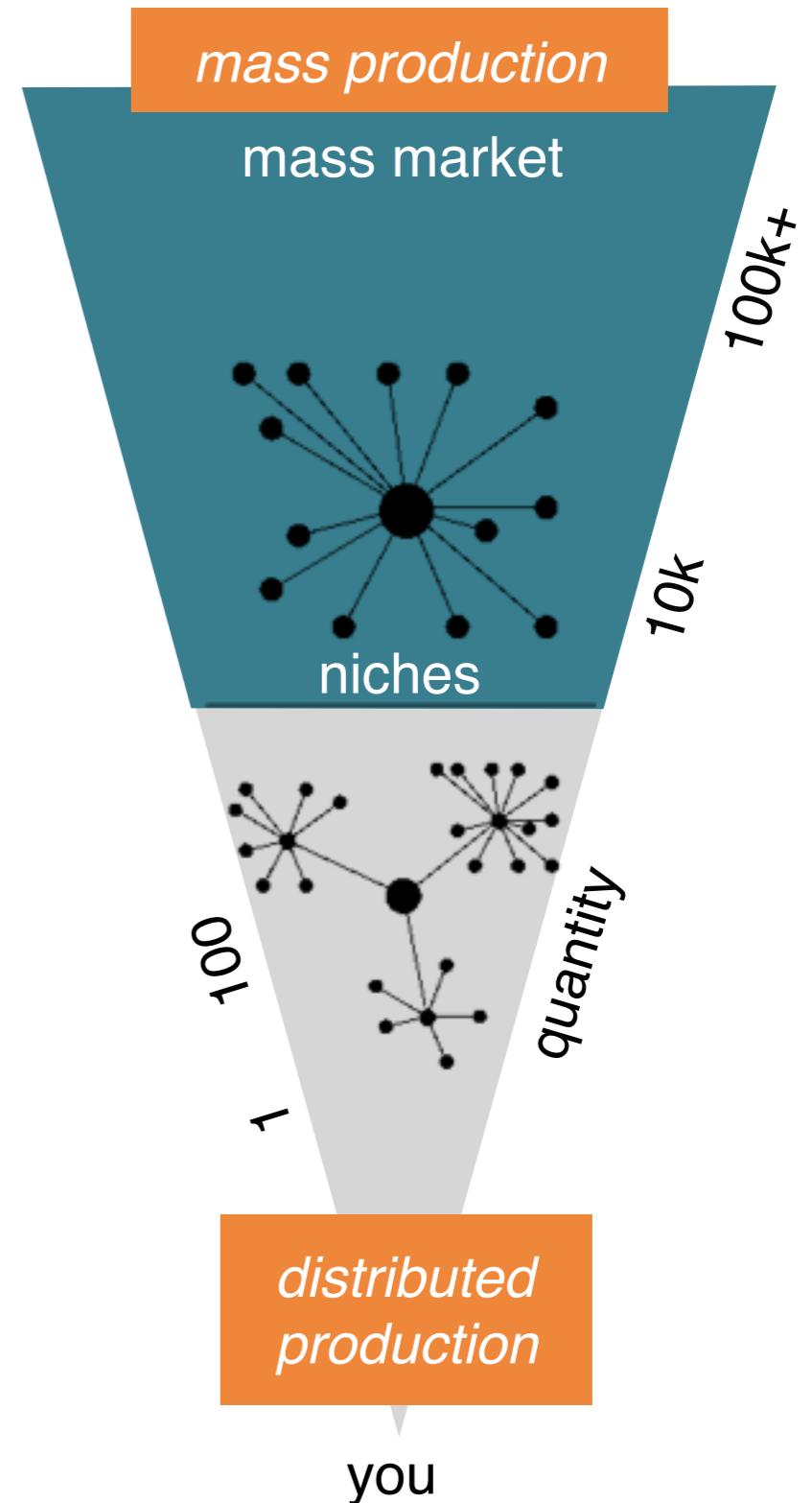


We are different

- We want to enable **new players** in automotive with a new way of making vehicles.
- Our **distributed manufacturing** approach allows us to exploit existing facilities and eliminate barriers to entry in the industry



our vision



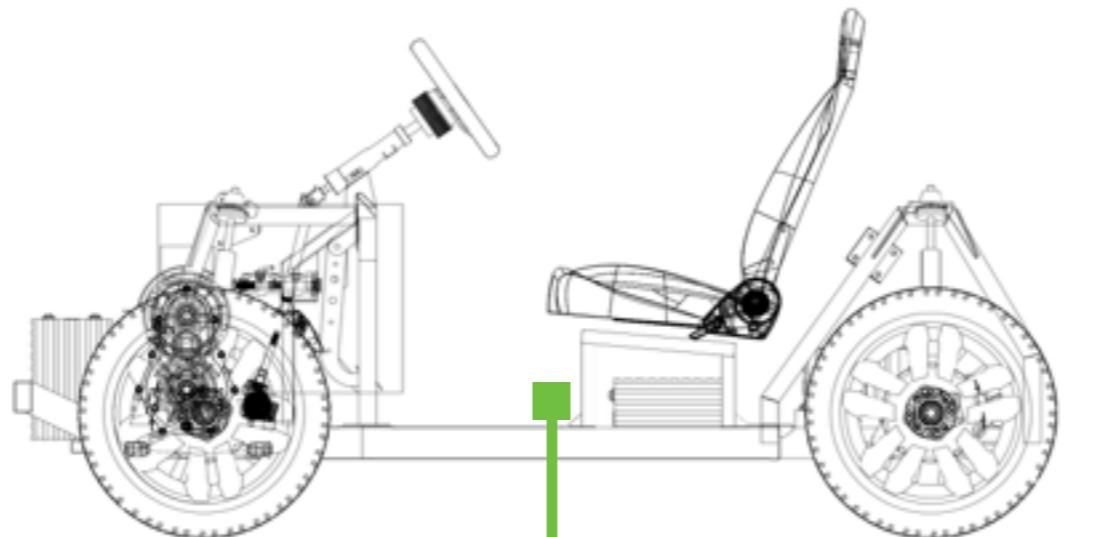


One (open source) platform, many vehicles



Elon Musk

*“We believe that Tesla, **other companies** making electric cars, and the world would all benefit from a **common, rapidly-evolving technology platform.**”*



osVehicle



reddot award 2015
winner



Case study: NIKA - Connected Car



Case study: NIKA - Connected Car



TABBY EVO - Our 2nd Generation Platform

Safe - Road Legal EU US Asia
Fast - Up to 130 km/h
Ultra long lifecycle - Modular



1 hour assembly video timelapse

TABBY EVO - Four Seats

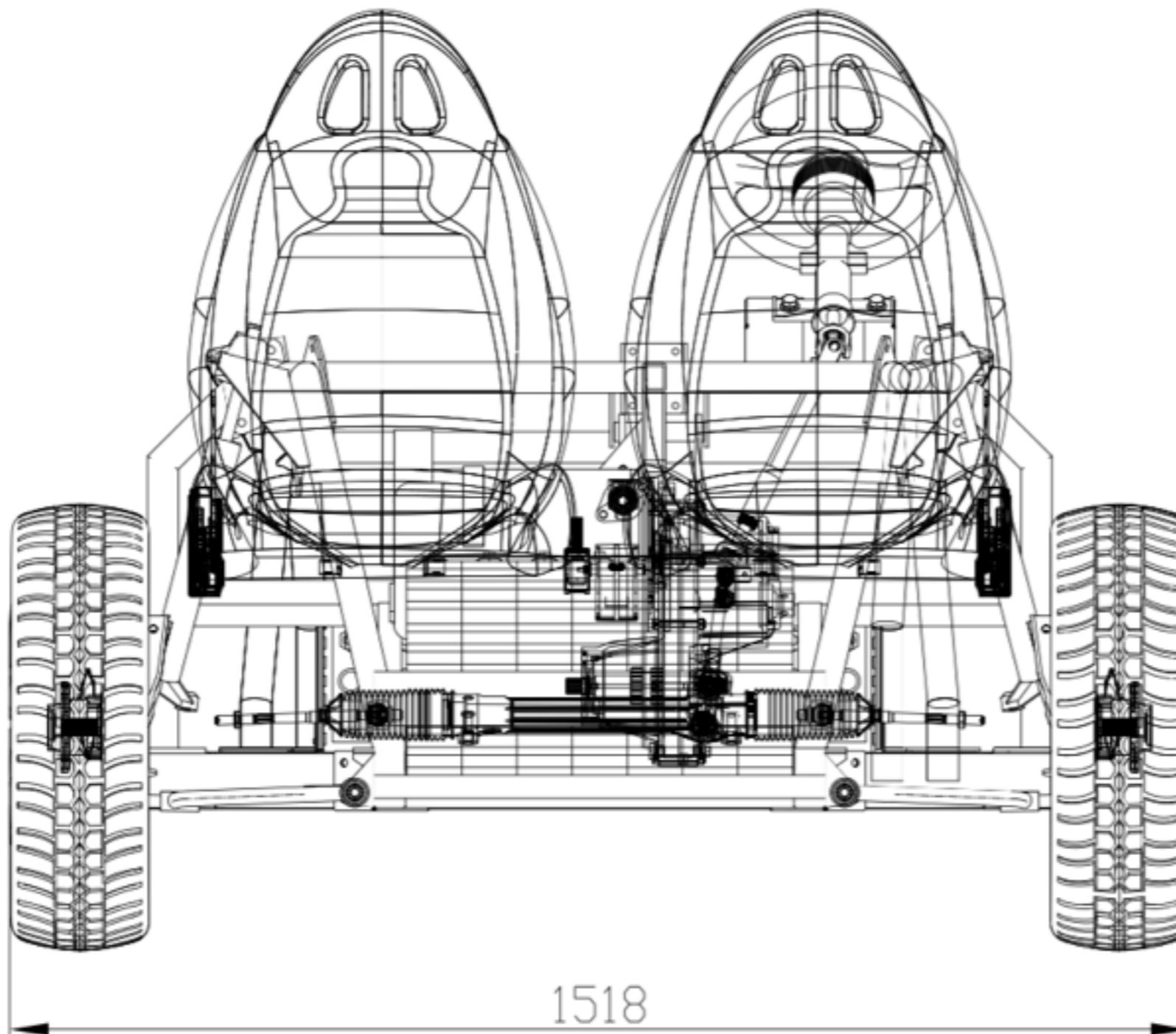
Safe - Road Legal EU US Asia
Fast - Up to 130 km/h
Ultra long lifecycle - Modular



1 hour assembly video timelapse

TABBY EVO released in open source licence

Open Source: download for **free**
CC-Share-alike 4.0
Community can improve it



TABBY EVO - Safety



We bring our experience of over 60 years (combined) in **road legal certification achievement** as a service

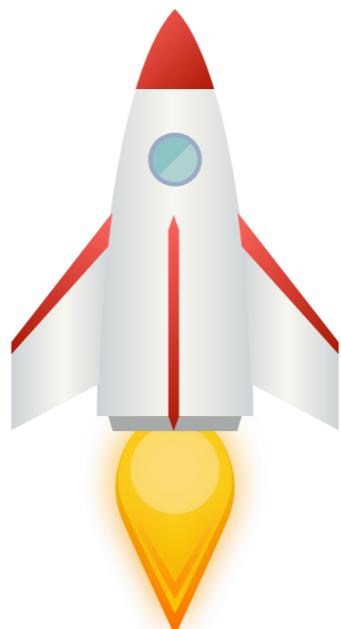
Partners

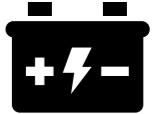
The biggest players in the industry from China want to push and collaborate with **OSV**ehicle:

-  Electric motors

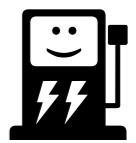
-  Electronics

-  EV fast chargers



Lithium batteries 

Low speed EV 

EV charging stations 



Media Traction

“Four-seat DIY car aims to speed up industry disruption”

Andy Sharman, Motor Industry Correspondent of Financial Times



NIKKEI



Smithsonian

Daily Mail

Le Monde

BUSINESS
INSIDER

Bloomberg
TELEVISION

Top Gear

LA NACION
la Repubblica

DW

YAHOO! FAST COMPANY

QUATTRORUOTE

CORRIERE DELLA SERA

WIRED

treehugger

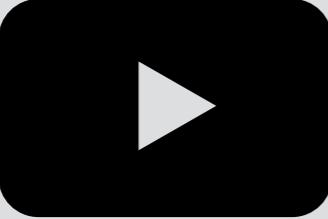
inhabitat

SPIEGEL

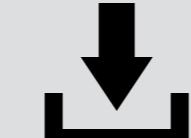
TEDx **Make:** **Maker Faire**

francetélévisions

Traction



+2.5 M
video loads

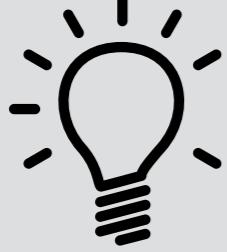


+25K
downloads



+15K
members

Clients



+8.000
requests
received



+100
LOI signed



+80
countries



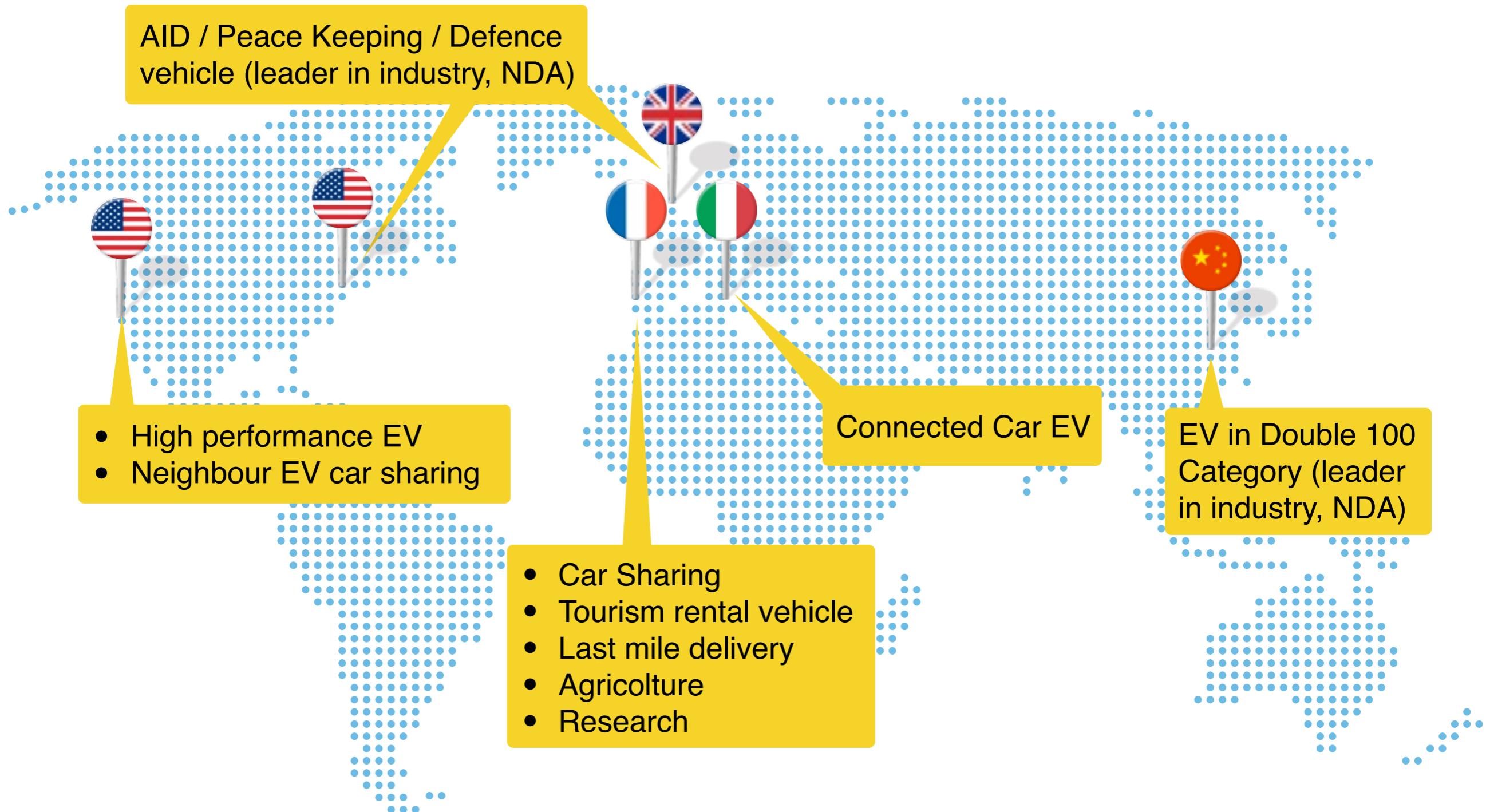
+300
viable
projects



10
selected
customers

Clients

We already shipped to our first (strategic) customers with our alpha program to accelerate the time to market



Chinese EV manufacturer

Leader in industry in LSV that sells 100.000¹ EVs in 2014 (+50% growth expected in 2015)

Licence to manufacture and sell in China in these categories:

EV in Double 100 (new)

M1 - traditional passenger vehicles

Objective: become N.1 in China and speed time to market

¹ benchmark Tesla sold 2014 a total of 31,655 units worldwide



NDA

Codename: RDV-E

AID / Peace Keeping / Defence vehicle

Leader in industry that serves over 60 countries

Customers:



"With up to 16 units delivered in a single shipping container, the RDV-E offers dramatic logistics cost savings. Delivered in kit form, ready for fast workshop assembly using only a basic toolkit. The RDV-E is also supplied with solar panels or electric generator charging facilities, ideal for sites with minimum infrastructure and/or power."



NDA

Connected Car

An Italian internet company with a branch in Palo Alto (CA) is developing a Connected Car (2 seats) with proprietary infotainment system.

Clients:



Design: similar to Google Self Driving Car

Objective: 6 months to show a running prototype, Do it Together services from OSVehicle for R&D mechanical, design, electronics



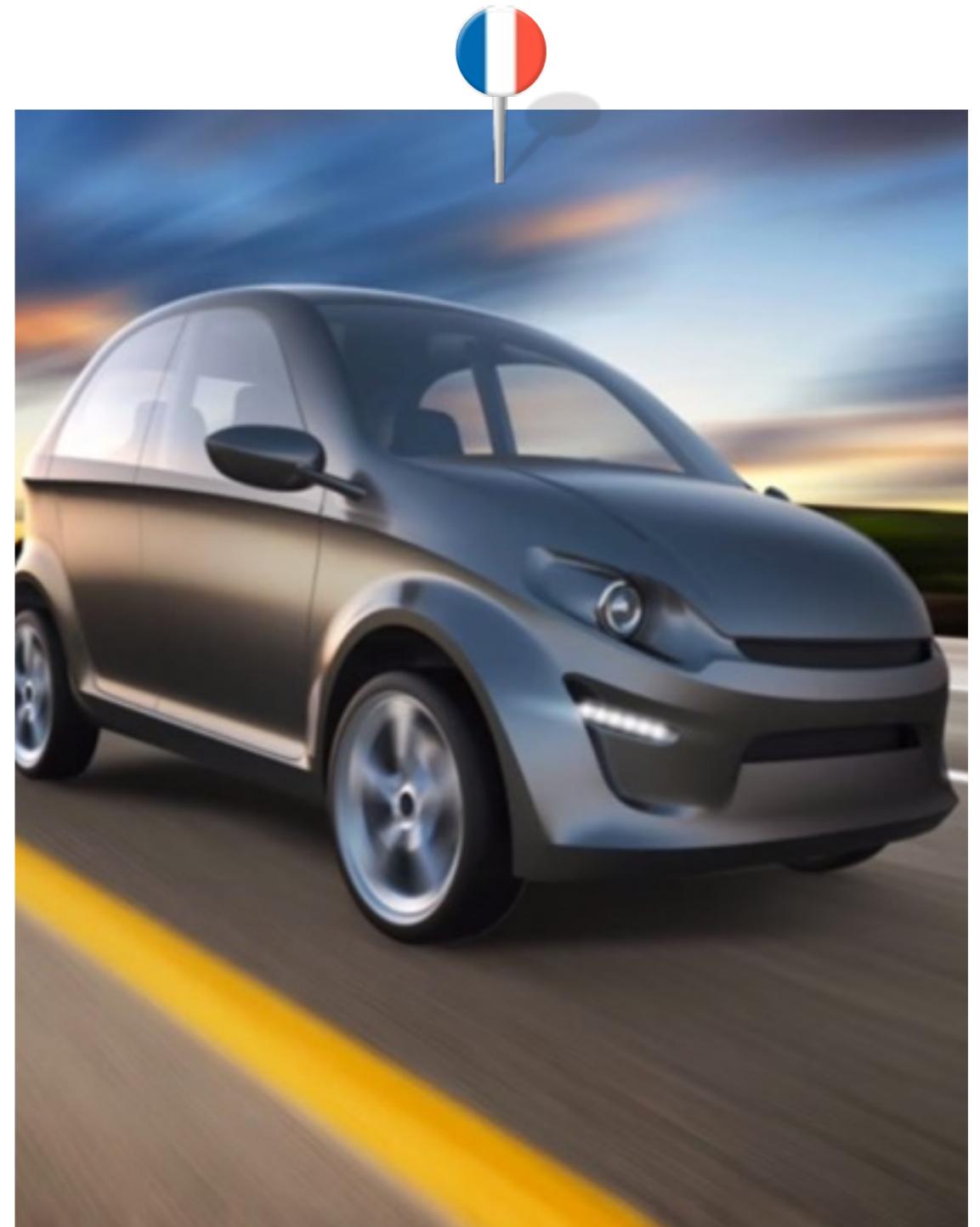
NDA

Ampool from France

France region **Aquitaine** is funding **4 projects** based on OSVehicle platform TABBY EVO:

- Car Sharing (connected car)
- Tourism rental vehicle
- Last mile delivery (modular pods)
- Agriculture (self driving)

Status: they bought our platform, co-testing with us, developed the first product (running model car)



Research from France

Research: also **University of Rennes** is creating a new project of EV involving Innovation cluster of Mobility, local FabLab, The City of Rennes, co-contractors of local car manufacturer and an Electricity Supplier.

Academics : Université de Rennes 1 ; Institut National de Sciences Appliquées de Rennes ; CentraleSupélec ; Ecole Européenne Supérieure d'Art de Bretagne ; Telecom Bretagne ;

FabLabs: LabFab extended (16 locations including 2 M.I.T. certified FabLabs) ;

Research labs: IETR Institut d'Electronique et de Télécommunications de Rennes ; IRISA Institut de Recherche en Informatique et Systèmes Aléatoires ; IPR Institut de Physique de Rennes ; ISCR Institut des Sciences Chimiques de Rennes

Companies: Yokogo ; Keolis Rennes ; Orange ;Excelcar (association d'industries automobiles) ;

Main research focuses: OSV as a node in the smartgrid, OSV in EV-sharing services, Always connected OSV

Purpose: educational and R&D in media broadcasting, energy charging, tizen OS, design.

Status: they bought 2 platforms, co-testing with us



GET

Engineer Entrepreneur from
Silicon Valley, Milpitas

Invest in a new proprietary
design with his own funds +
external funds

1st stage: NEV Urban to
compete with GEM

2nd stage: Latin America

3rd stage: M1 compact Tesla



NDA

NEV car sharing

Silicon Valley

Smart car sharing program based on a NEV (Neighborhood Electric Vehicle) Urban vehicle, involving the City of San Francisco.

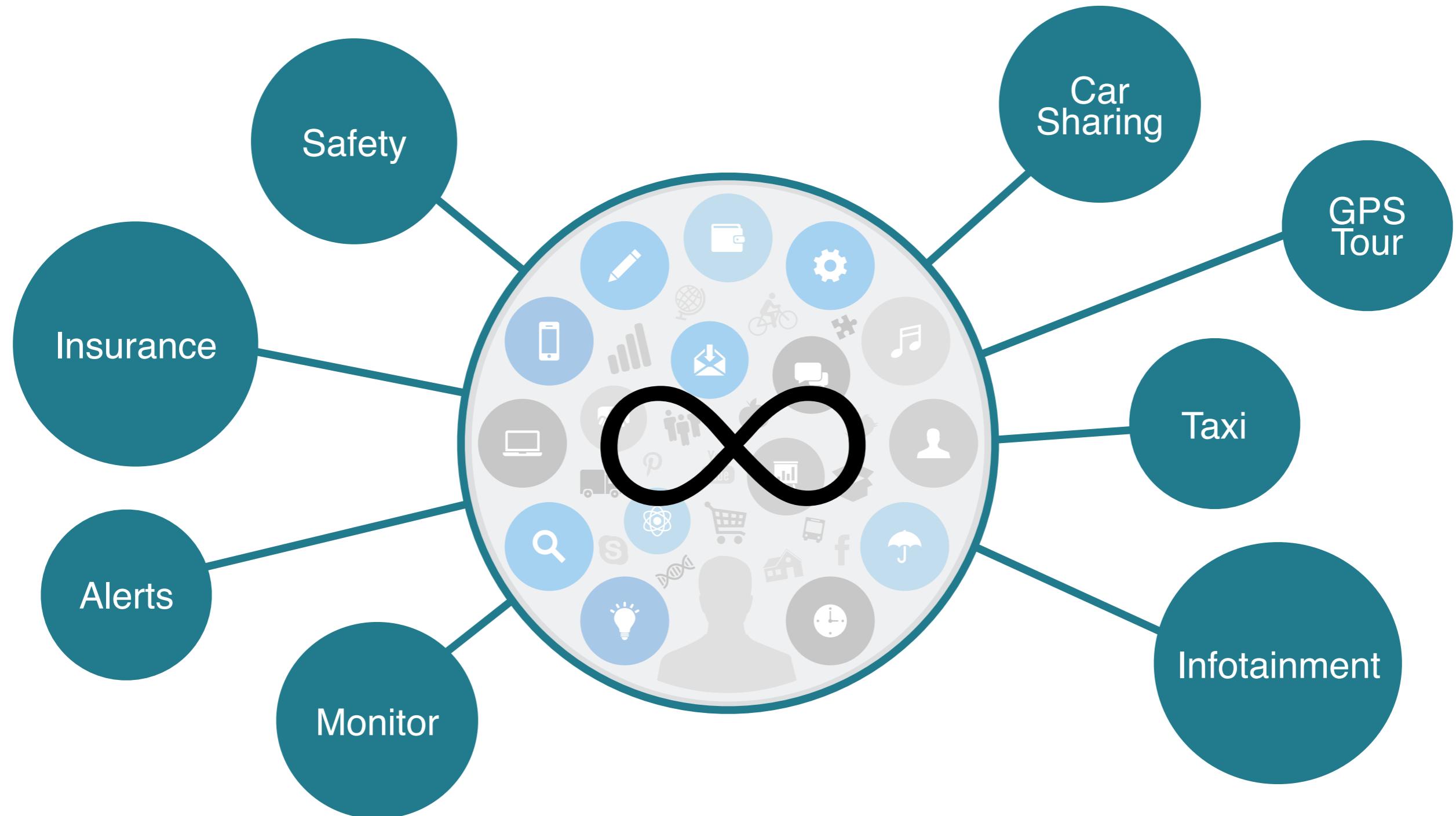
Pilot program: 30 vehicles



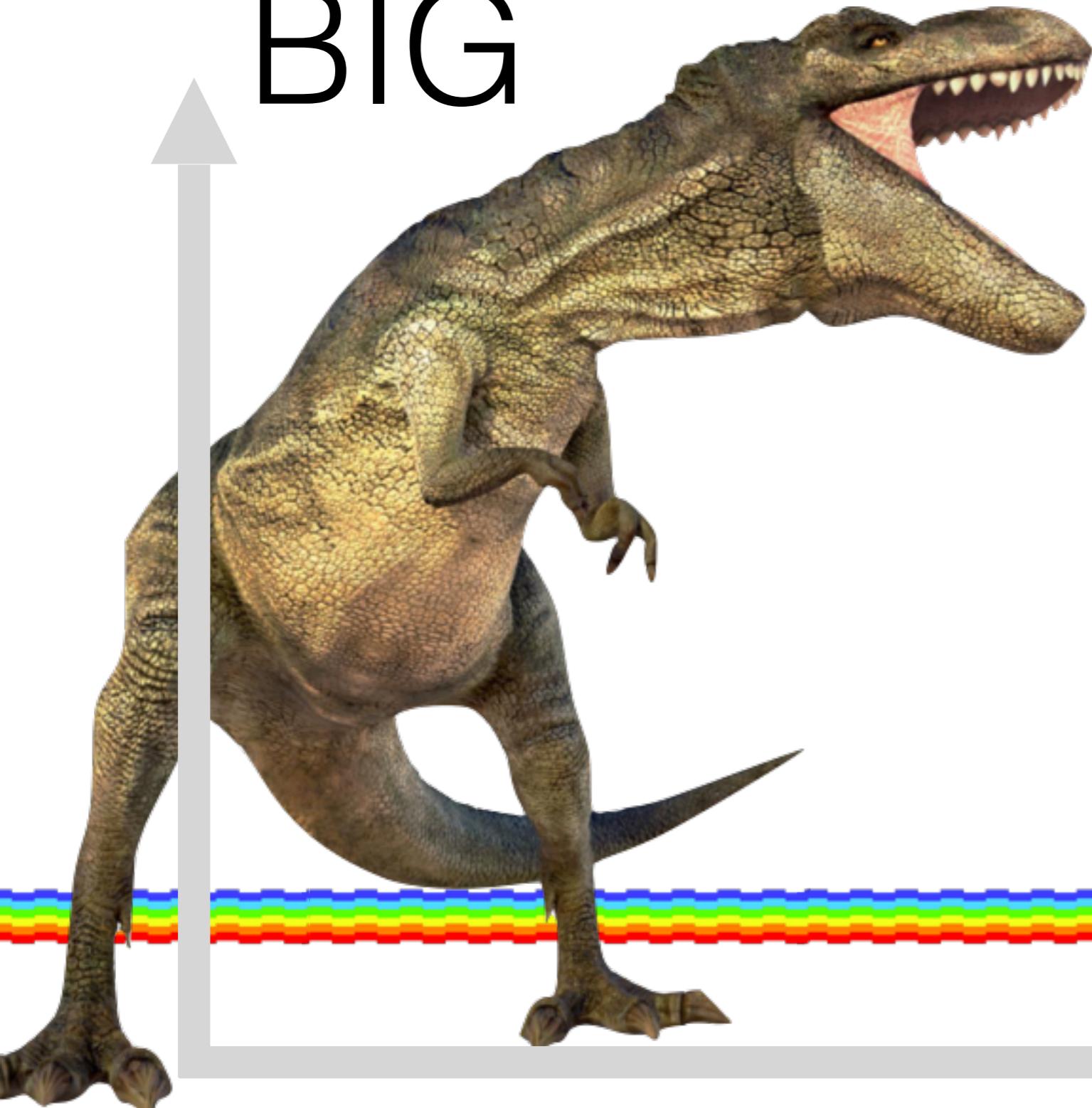
NDA

Connected Car clients

Millions mobile app developers



BIG



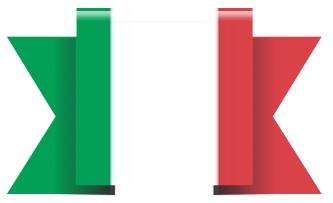
Small



SLOW

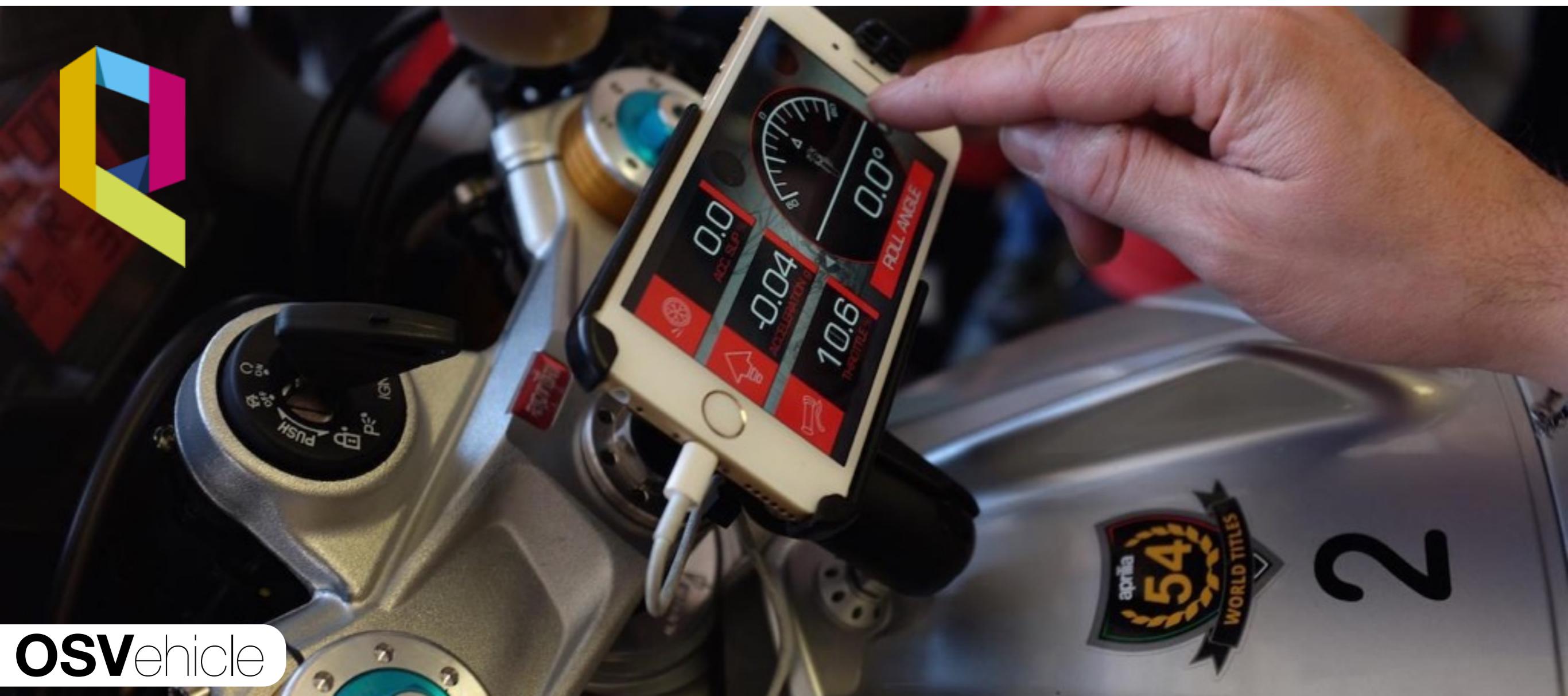
Faaaaast

osv^ehicle



Case study: PCB Board

"Thanks to DQuid, users can experience new ways to interact with their vehicles and to be engaged with driving tasks, on all kind of vehicles".



Case study: Hardware + SDK



OpenIVI Mobility is an easy to use platform for building new and experimental car headunits. The software stack is open source and the development hardware is both powerful and easy to obtain.





Case study: Hardware + SDK

IoT platform for carmakers creating a more interactive Auto experience for the world moving towards sharing and comfort. With intelligent sensing we reimagine what Auto and nearby devices do together.



osv^ehicle

H M

HIGH MOBILITY



Case study: Activity monitor

carfit connects cars with their owners, and the auto industry to build trust by letting data drive decisions. carfit uniquely senses wheel, brake, and alignment issues by monitoring vibrations at the steering wheel.

A photograph of a woman with blonde hair holding a young child in a field of tall grass under a clear sky. A car is partially visible on the right side of the frame.

carfit
know your car



Case study: HUD

Optic Matrix develop a Head-Up Display that projects content of an Android system on a transparent lens for a better and safer driving experience



Case study: SVaaS



Future Move developed an evolution of car sharing solution
Smart Vehicles as a Service

最新动态



飛馳鎂物



中文

SMART x Vehicle as a Service

Context-Aware

基于场景感知引擎，通过客户画像和感知使用场景，大数据分析，主动、适时、向用户提供服务。想你所想，快人一步，更懂你。



Cloud Ready

基于公有云基础架构，实现汽车与多种移动终端设备对驾驶联网在线服务的无缝访问体验。

Social

注重社区化功能，大量多人互动体验，随时分享与连接。不仅提升用户黏性和推广速度，同时创造条件。

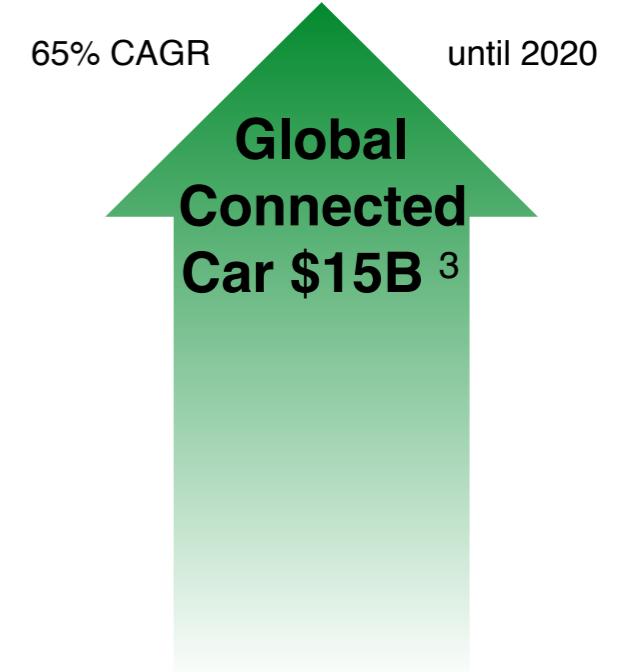
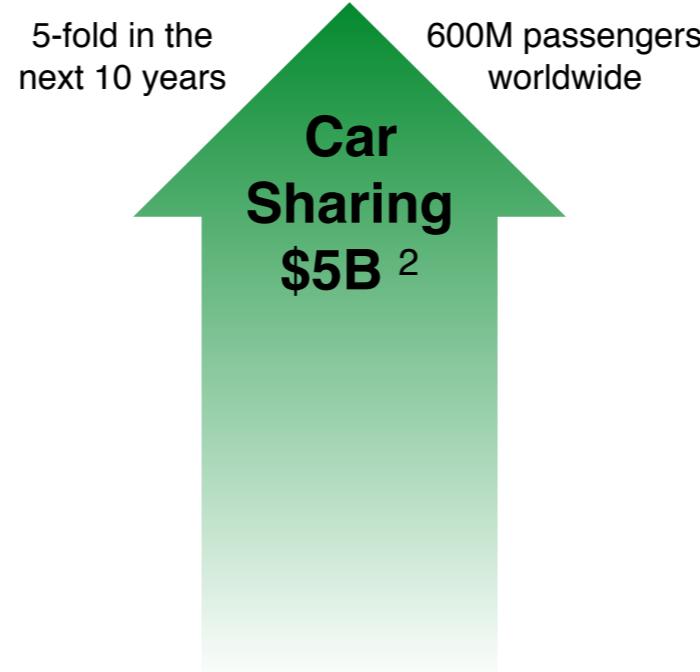
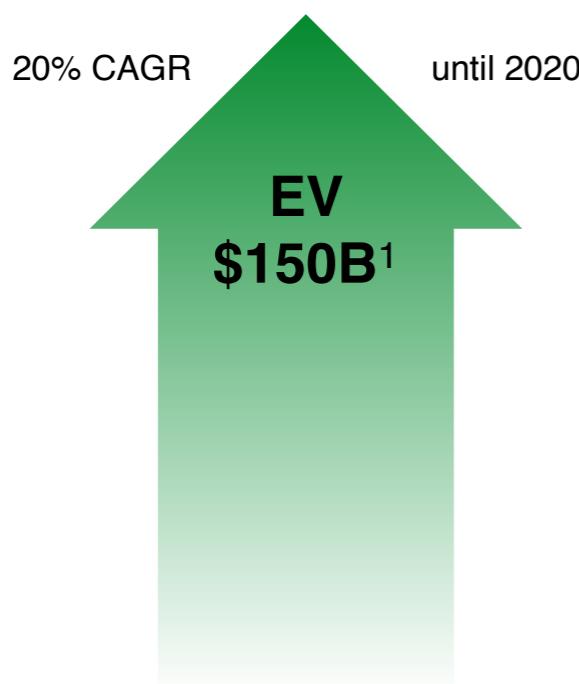


ECO

开放平台，对外提供能力与数据，开发者可以基于API研发创意应用，服务商可以获得数据分析报告。可持续，可运营，分享，共享，共赢。

We approach new markets

By aggregating demand under a single platform we are able to serve market niches currently unserviceable by traditional players due to low-volume. **The possibilities with OSVehicle are infinite.**

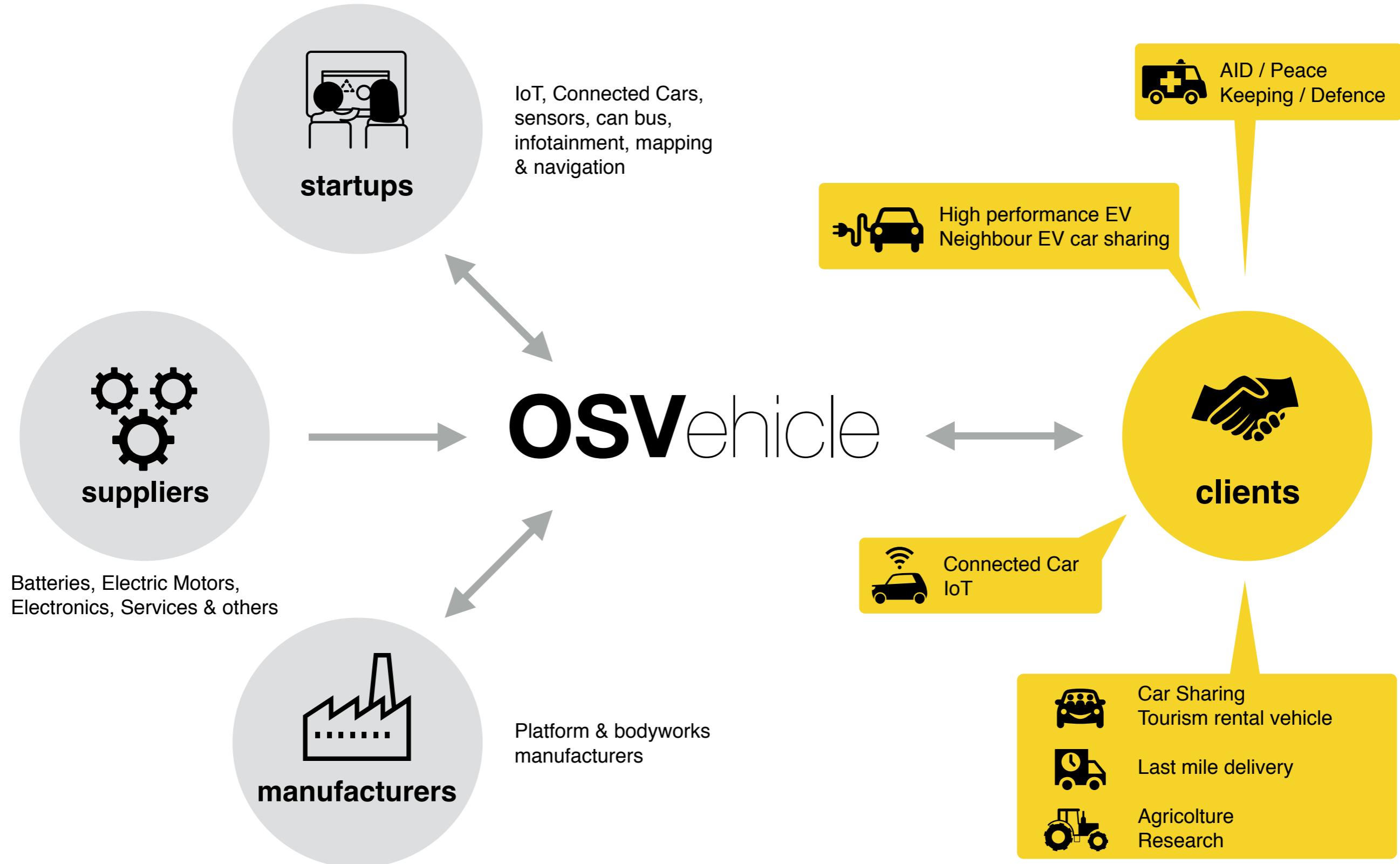


¹Source: McKinsey, EVolution, Gearing up for a new phase?

²Source: PwC, The Sharing Economy, Consumer Intelligence Series

³Source: GSMA Automotive, Connected Car Forecasts

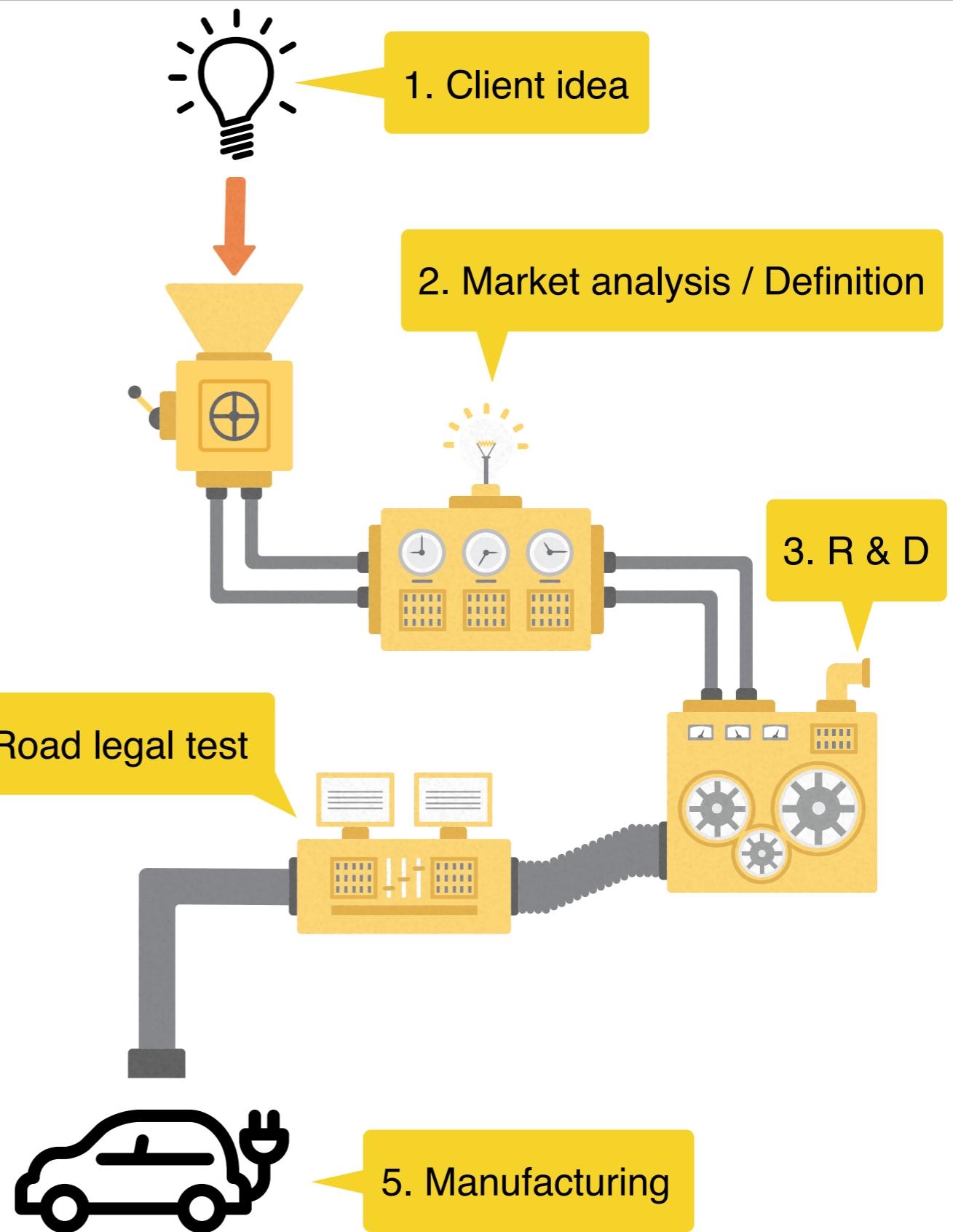
OSVehicle ecosystem



Revenue Model

We make revenue by:

- **selling components**
- **providing services**
- **after market**



Revenue Model

1. Concepting	Market analysis	2. R&D	Sales setup
	Specs definition		Industrialization
	Aesthetic design		Testing final prototypes
	Preliminary design		Design acceptance
2. R&D	Bill of Materials	3. Pre-Series prototyping	Purchasing
	Find right suppliers		Pre-series phase construction
	Develop 2 prototypes		Pre-series phase testing
	Accessories	4. Production ready	Road legal approval
	Testing		Marketing material
	Market test		Spare parts catalogue and
	Design review		Training includes production line
	Detailed design		Production starts
	Final prototypes		Commercial launch

Meet our Team



Tin Hang, Liu
CEO

10 y in Transportation,
electric vehicles
8 y in Innovation,
Startup, Marketing



Yuki Liu
COO

Experience in
international
business, design,
architecture, M&A,
Real Estate



Alberto Loddo
CFO
Experience in
Innovation,
Startup,
Consulting &
Venture Finance



Francesco Nepi
Sales Manager
25+ y in Managerial
roles in
Transportation
(Sales, After Sales,
Marketing)



PIAGGIO®



Roberto Chiavini
Head Engineer
20+ y in Automotive
categories L6e, L7e, M1
Electric Vehicles,
Agriculture, R&D,
Manufacturing



Thank you

invest@osvehicle.com

OSVehicle
democratizing mobility

