



**YoYo  
Mobility**

**ALL-IN-ONE  
corporate mobility**

*Global SaaS Platform For  
Business Rides Arrangement*

# Addressing Key Mobility Challenges

01



## AI Innovative Platform

Solving transportation issues with AI enhanced platform

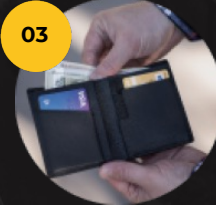
02



## IoT Integration

Managing enterprises' fleet

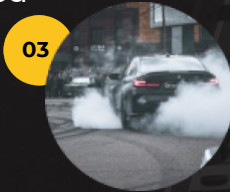
03



## Cost Efficiency

Optimizing routes and travel policies

03



## Sustainability

Calculating and reducing Co2 emission for each ride and person

05



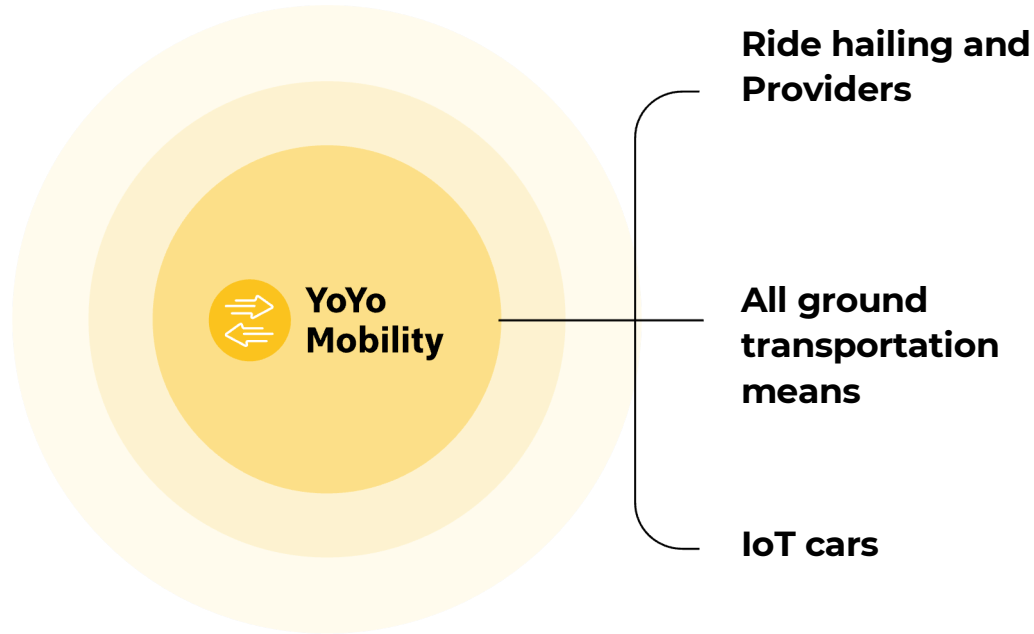
## Global Availability

Overcoming local and global mobility constraints

## Revolutionizing Corporate Mobility: An AI Innovative MaaS Solution

**Discover.**  
**Book. Pay.**

Manage **all** the  
transport **means**  
with **careness**  
**about**  
**environment**



# Social Impact | Sustainability



YoYo  
Mobility

## Sustainability

Promotes eco-friendly mobility options, **reducing** carbon **footprint** and **tackling** environmental **issues**.

## WE do CARE about Environment

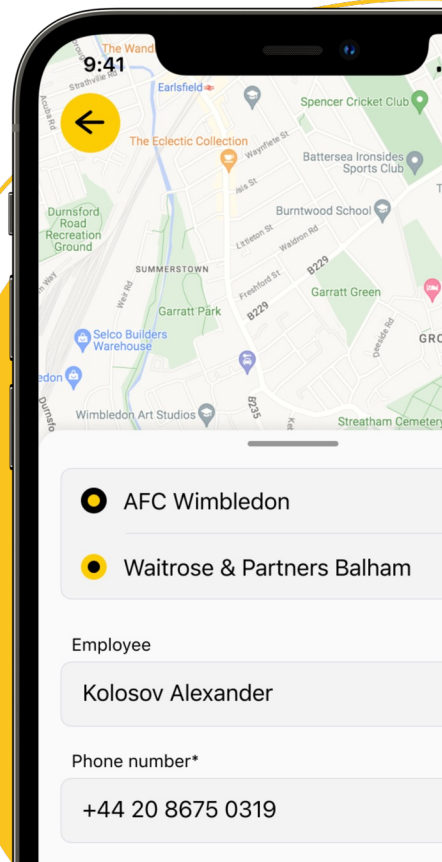
Calculate company's negative contribution to the environment with our native Co2 Calc tool.

## Cost Efficiency and Social Inclusion

We work to improve mobility of employees, save their time and contribute to social inclusion.

Seamless access to all providers  
within our platform

**Avoid high-demand  
surges, cut down  
expenses and carbon  
footprint,**  
enabling choice between  
all taxi, e-scooters, ground  
transportation and car  
sharing services at hand



In the close time



### Tariffs



Taxi



Bus



Sixt



E-mobility



**Uber** (from 3 min)

18 GBR



**Bolt** (from 2 min)

15 GBR



**Gett.** (from 3 min)

17 GBR

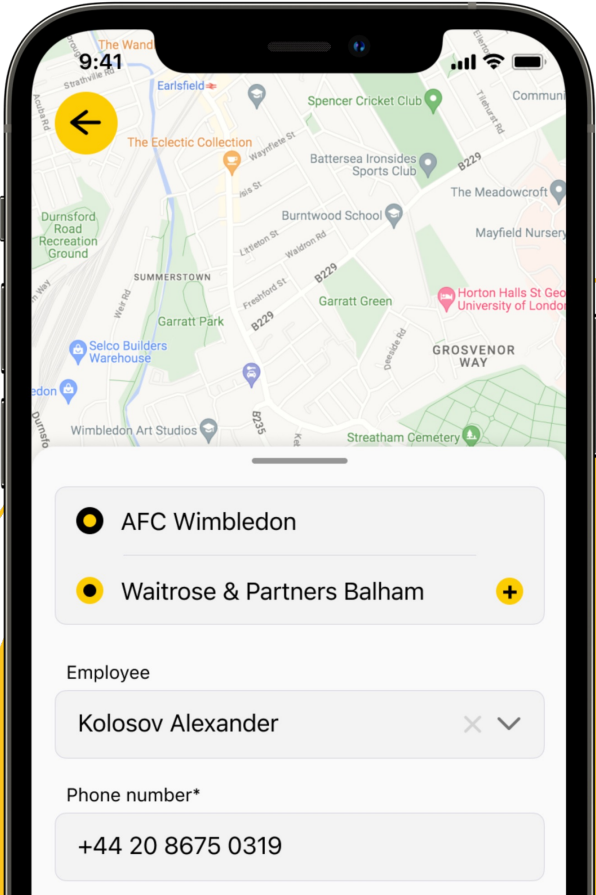
Your wishes for the driver

Optional field

**Order**

# Managing and controlling cost centers across organization

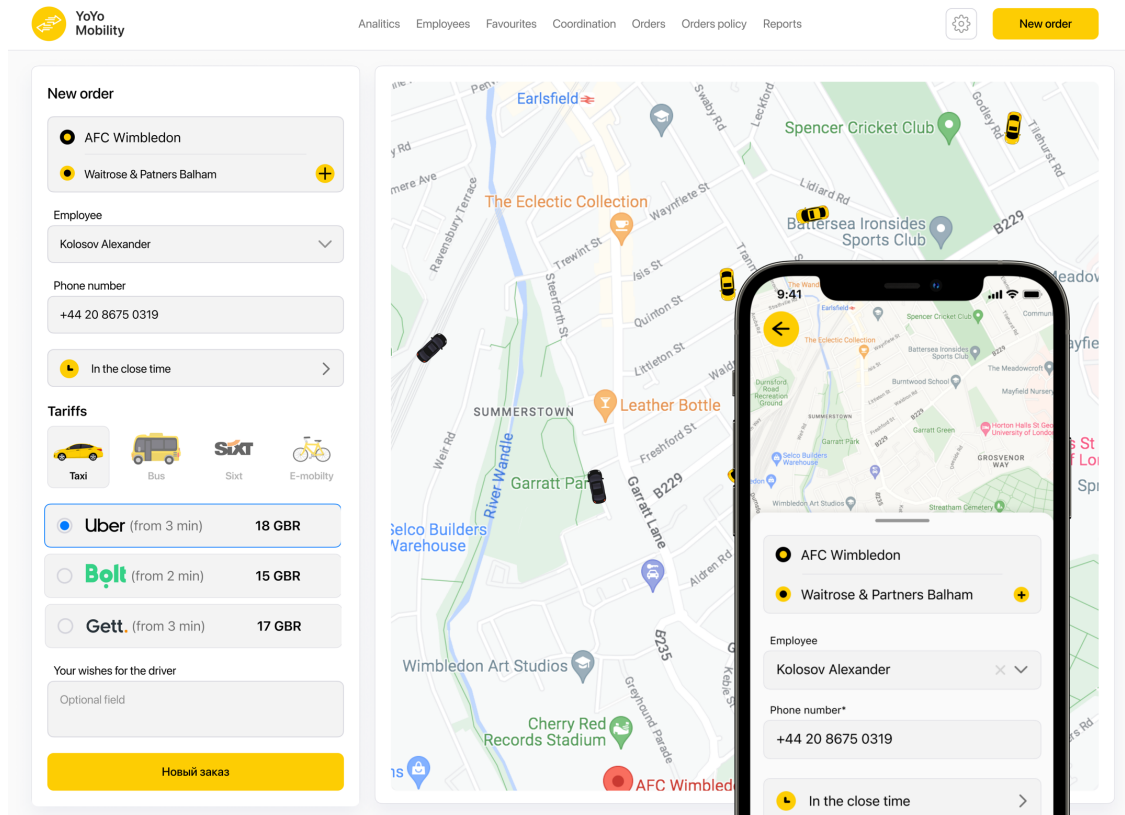
**Manage** employees' rides, set journeys' budget and **global** travel policies with our innovative **AI based algorithm**



Getting insights, see analysis and understand how employees commute

Keep track of your company **Co2 Emission**, costs and **savings**.

Using our dashboard and monthly reports



The dashboard features a top navigation bar with links: Analytics, Employees, Favourites, Coordination, Orders, Orders policy, Reports, and a 'New order' button. The main content is divided into two panels.

**New order panel:**

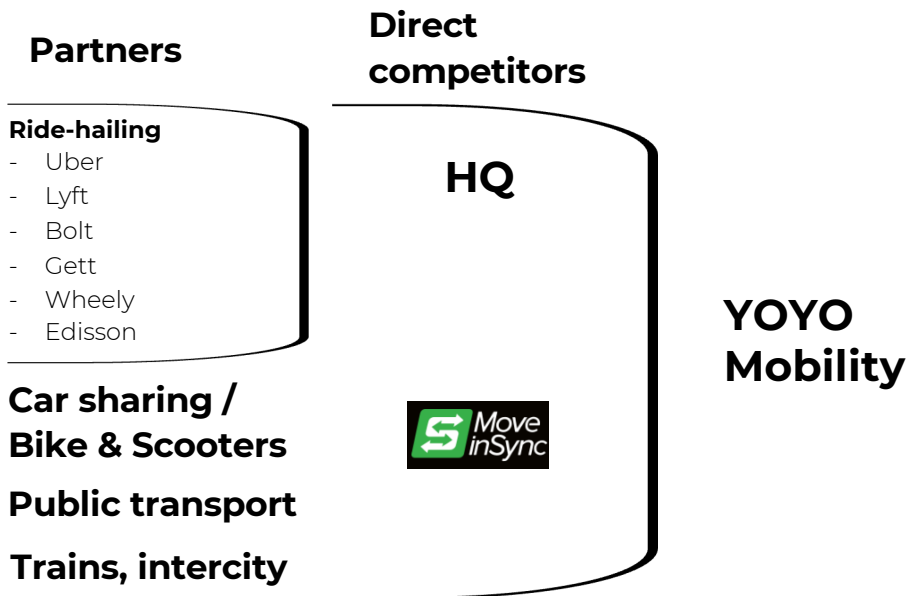
- From:** AFC Wimbledon
- To:** Waitrose & Patners Balham
- Employee:** Kolosov Alexander
- Phone number:** +44 20 8675 0319
- Time:** In the close time
- Tariffs:** Taxi, Bus, Sixt, E-mobility
- Uber (from 3 min):** 18 GBR
- Bolt (from 2 min):** 15 GBR
- Gett. (from 3 min):** 17 GBR
- Your wishes for the driver:** Optional field
- Button:** Новый заказ

**Map panel:**

- Shows a map of the area around Wimbledon, London, with various landmarks and streets labeled.
- Key locations marked include: Earlsfield, Spencer Cricket Club, Battersea Ironsides Sports Club, The Eclectic Collection, Leather Bottle, Garratt Park, jello Builders Warehouse, Wimbledon Art Studios, Cherry Red Records Stadium, and AFC Wimbledon.
- A smartphone overlay shows a mobile version of the 'New order' form, mirroring the desktop version.

# Competitive landscape

Mobility SaaS for corporate clients



<https://hqtravel.com>

<https://www.statista.com/outlook/mmo/shared-mobility/united-states>

**Corporate Employee Transport Service Market**

(CAGR 2018-2027) of 5.44%

**\$ 32B**

**Current worldwide market size**

**\$ 5-5.6B**

**YoYo Mobility's  
Total addressable market  
(France)**

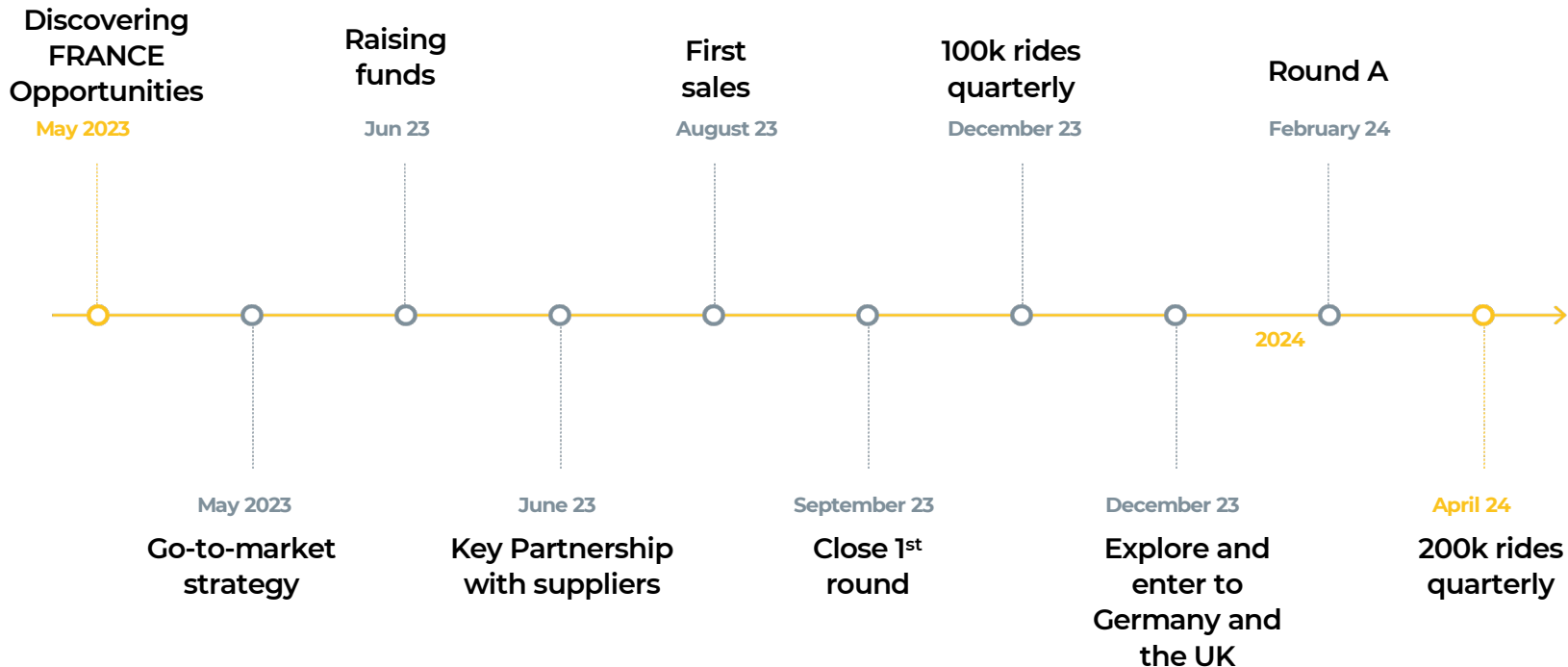
**\$ 100M Valuation**

**The competitor have  
raised 6.5M in 2023 Q1**



# EU Roadmap

Investments aims solely new sales on new markets



# Where are we now

## Technology

### → Completed multiservice platform

YoYo Mobility is a completed platform based on multiservice architecture

### → Innovative SaaS with CRM, CMS built-in

Ready-to-Scale SaaS platform and iOS and Android Apps

### → Private& Public API

Public and Private API and SDK

## Traction

# 181

### Client Companies

Gained in 1.5 years of the business track

## Amazon Accelerator

Our company was selected and successfully finished one of the best programs in the UK –  
**Amazon Loft Accelerator**

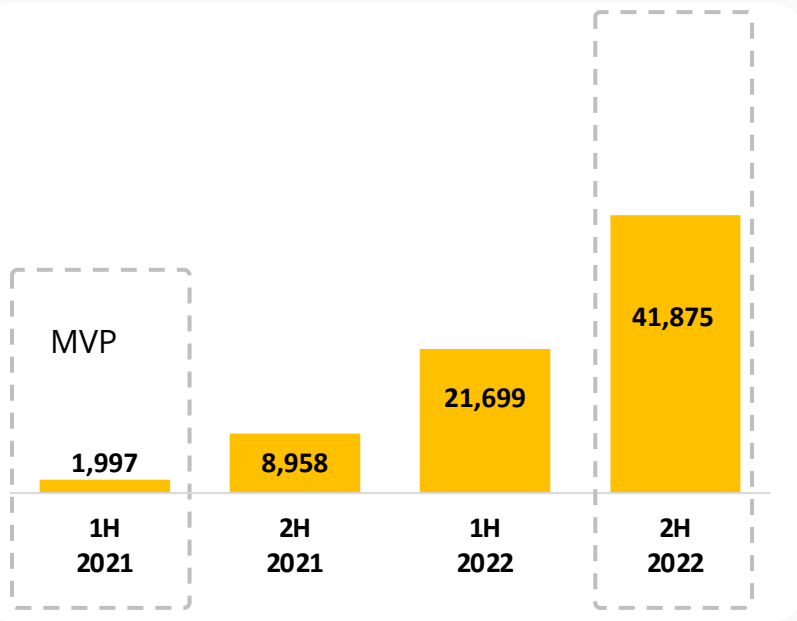


Startup Loft Accelerator

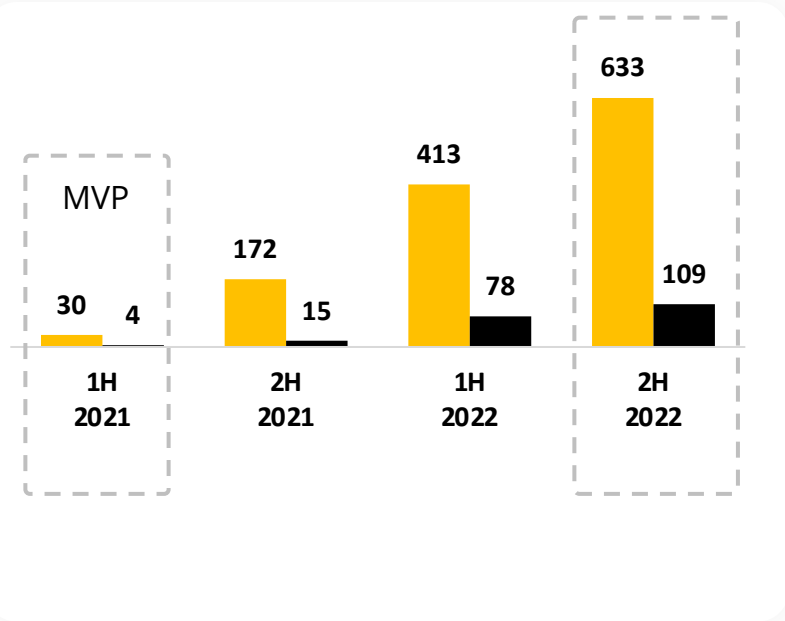
# Traction

Worldwide corporate brands among clients

● Rides



● Revenue, thousands EUR  
● Gross profit, thousands EUR



# Business model – SaaS/MaaS

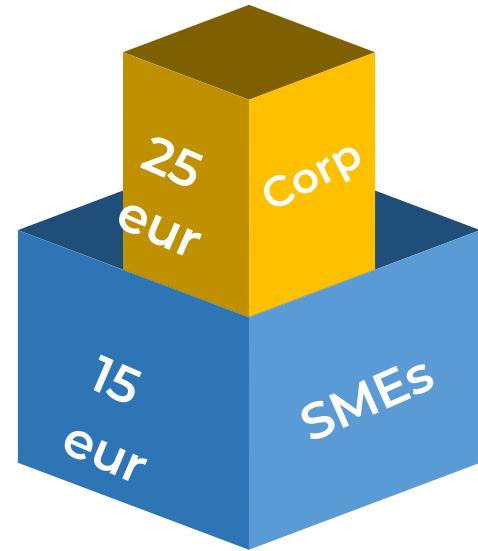
## Monetization

### → Continuous Value and Access:

A subscription model ensures users have consistent access to our platform and services, providing continuous value.

### → Revenue and Innovation

The predictable revenue stream from the subscription model enables further innovation and improvement of our platform, aligning with our goal of affordable, accessible corporate mobility



# The Founding Team

Years of business and tech-skills



UK

**Alexander Kolosov**  
co-founder, CEO

more than 15 years entrepreneurial  
and international product  
management experience  
**University Of Cambridge** and **HEC**



UK

**Alexey Kotelkov**  
co-founder, CCO

more than 15 years of proven track  
record in C1 B2B sales management  
**Skolkovo MBA**



UK

**Kseniia Sholina**  
COO

more than 10 years of entrepreneurial  
and tech products development  
**London College of Communication**

Our employees have experience  
working for world-known companies

Capgemini

Uber

Gett.



 **PEPSICO**



香港科技大學  
THE HONG KONG  
UNIVERSITY OF SCIENCE  
AND TECHNOLOGY



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Mobility**

## **Our contacts**

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