



**YoYo
Mobility**

**ALL-IN-ONE
corporate mobility**

*Global SaaS Platform For
Business Rides Arrangement*

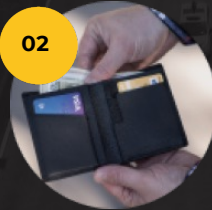
Problems We Solve

01



Multiple accounts
for variety of Mobility
Services Suppliers

02



Availability is constrained
locally and globally

03



Excessive Costs
for employees' trips

03



Control of IoT
Hard to control fleet
within one platform

05



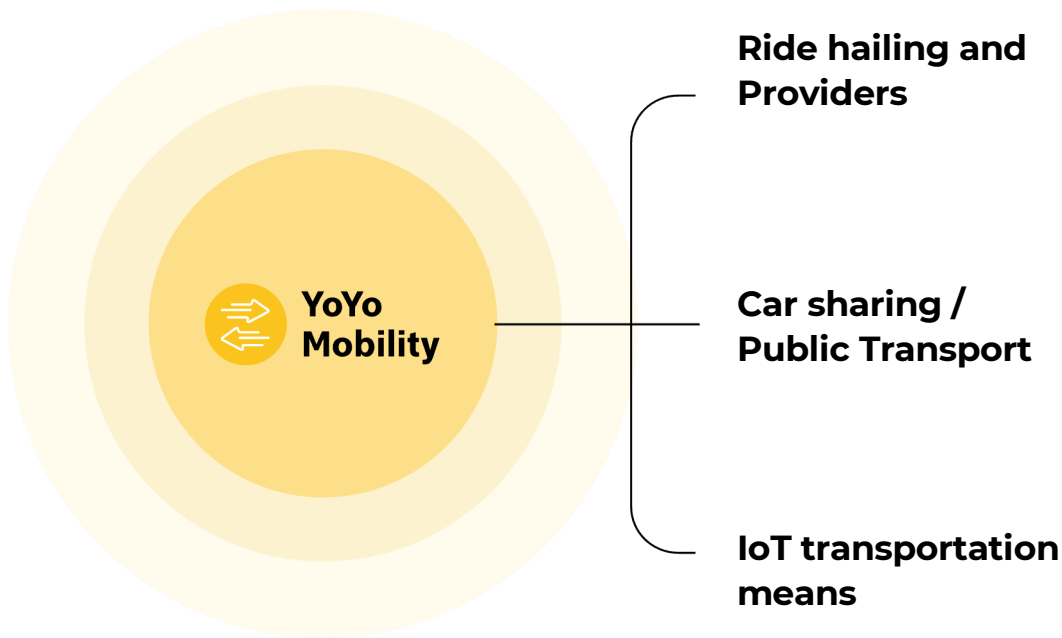
**Excessive Carbon
Footprint**

YoYo Mobility

Mobility SaaS for corporate clients

Discover.
Book. Pay.

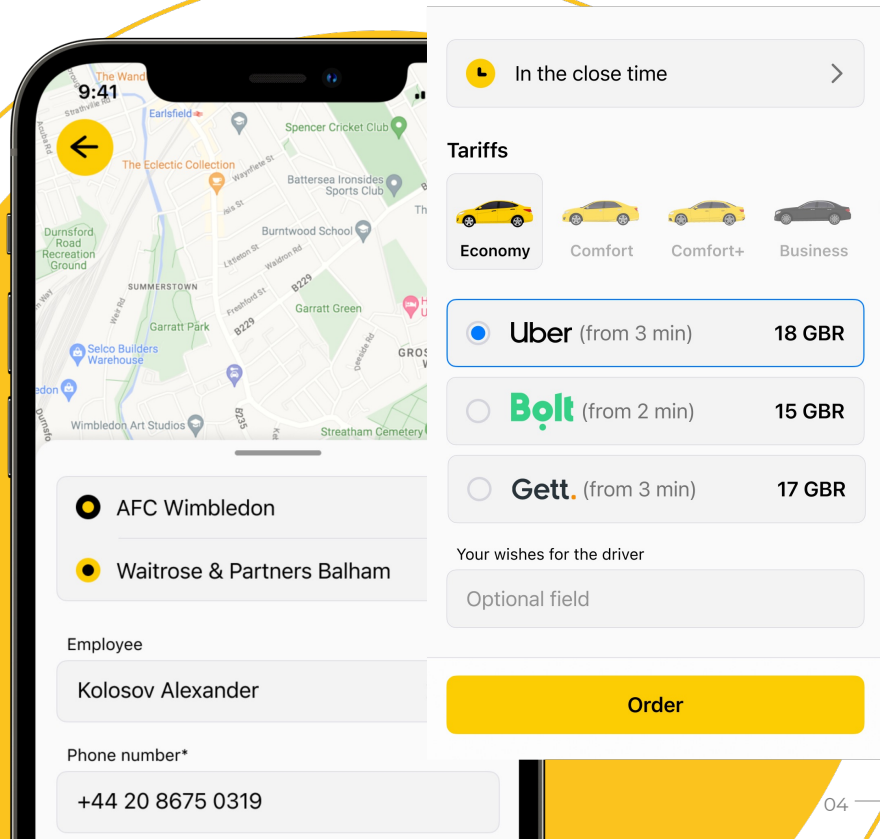
Control all the
transport means



YoYo In Details

Seamless access to all providers
within our platform

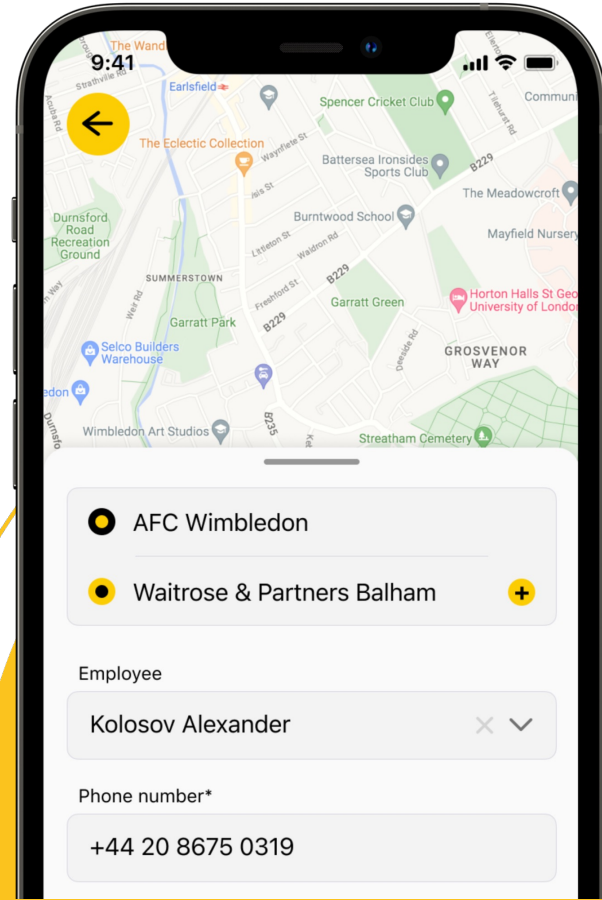
Avoid high-demand surges and cut down expenses, enabling choice between all taxi, ride hailing and car sharing services in one APP at hand



YoYo In Details

Manage and control cost centers
across organization

Control all employees'
rides and journeys budget
with appropriate quotas

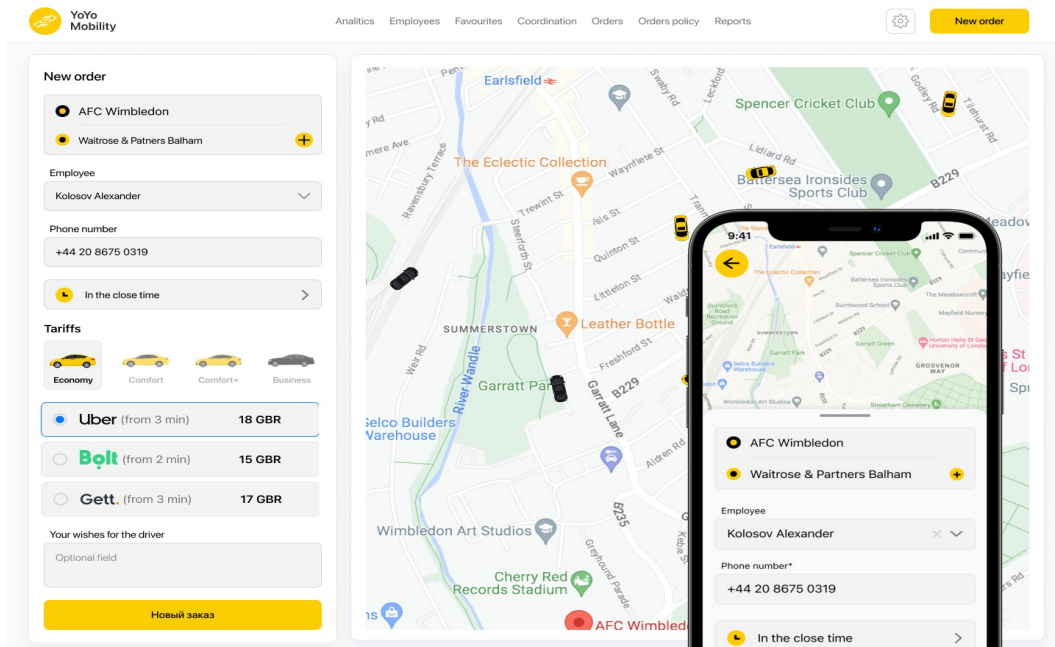


YoYo In Details

Get insights, see analysis and understand how employees commute

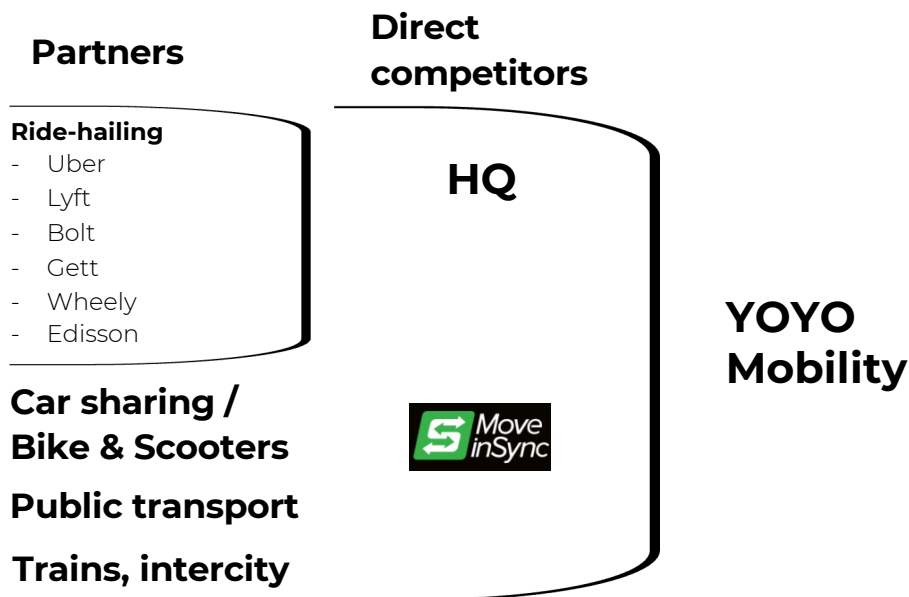
Keep track of
all employees'
journeys door-to-door

**In the dashboard
and monthly reports**



Competitive landscape

Mobility SaaS for corporate clients



<https://hqtravel.com>

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

Corporate Employee Transportation Service Market

(CAGR 2018-2027) of 5.44%

\$ 32B

Current worldwide market size

\$ 5-5.6B

YoYo Mobility's
Total addressable market

\$ 100M Valuation

The competitor have
raised 6.5M in 2023 Q1

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

Non-UK traction

181

Client Companies

Gained in 1.5 years of the business track

11238

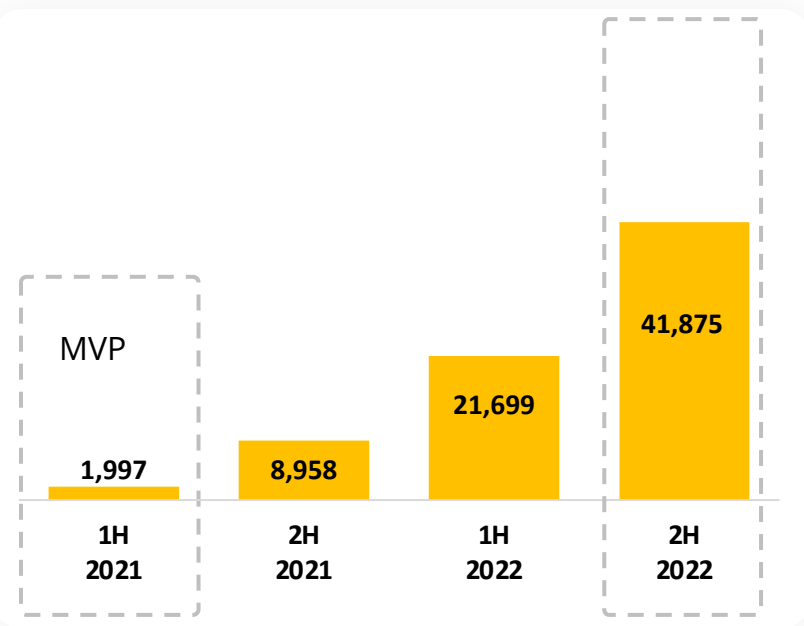
Rides a month

October'22

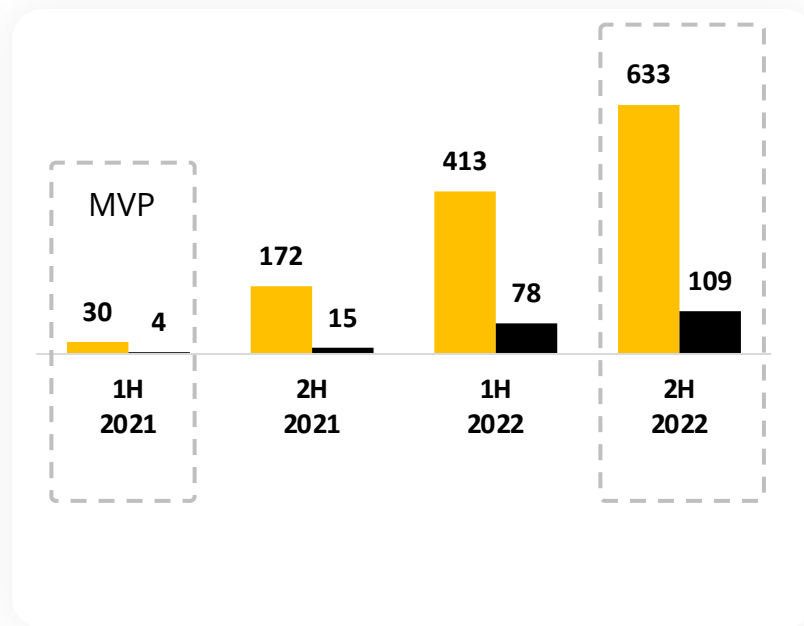
Non-UK traction

Worldwide corporate brands among clients

● Rides

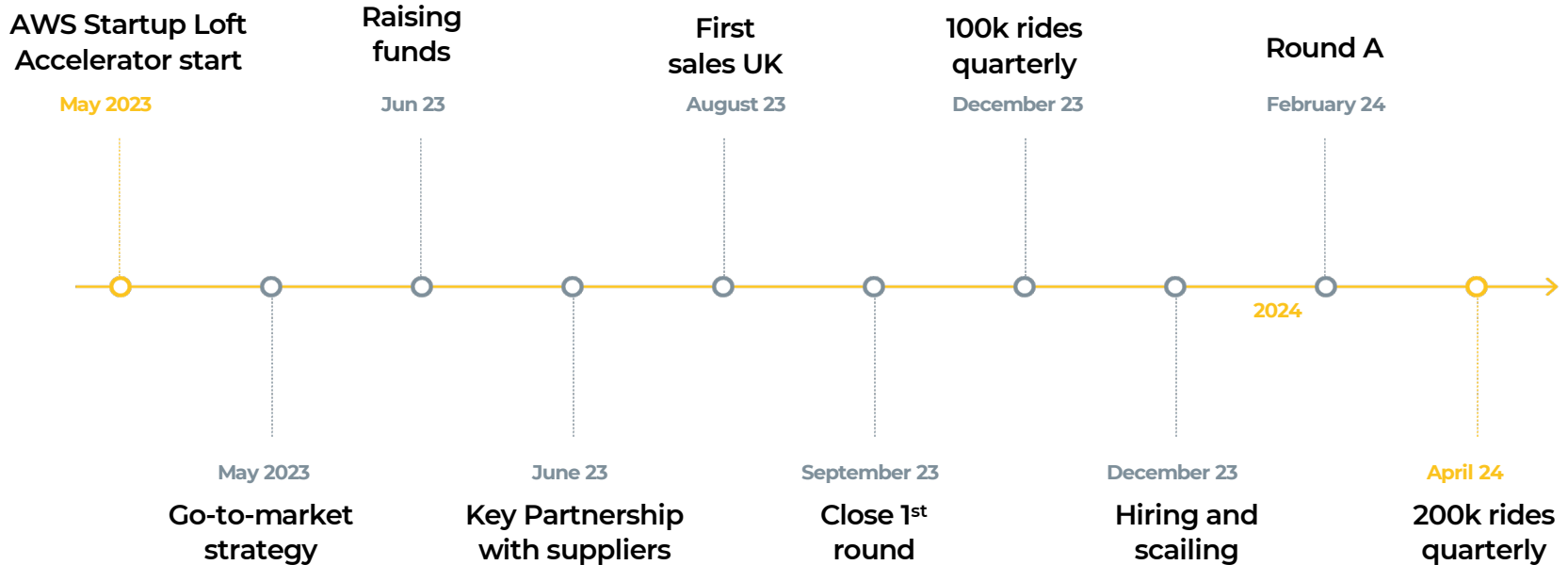


● Revenue, thousands USD
● Gross profit, thousands USD



Worldwide Roadmap

Investments aims solely new sales on new markets



Worldwide partners

One integration opens several countries market



ZIRO



curb



Worldwide clients



Subscription model

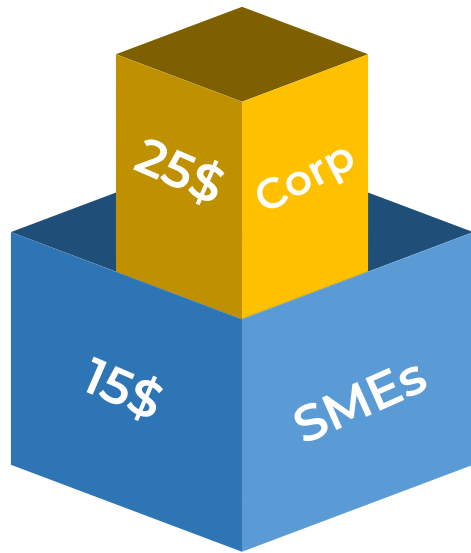
Monetization

→ Essential

SMEs' tariffication provides basic functions: calling a taxi, and monthly bills with simple transactional reports

→ Corporate tariff

Suits for sophisticated corporate rides' policies, own company's fleet integration and analytics dashboard with custom online notifications.



More services with lower costs

Our fees are covered by economy

→ High-demand surcharge compensation

Our monthly fee is covered by raise in the rides' cost efficiency. At high-demand time periods, economy from 1-2 rides is more than our fee.

🔄 No rides = no fees

Paying for all employees is meaningless if they don't use our service. Thus, we charge only for active users in a month.



YOYO Mobility
fees

Travel costs
economy

The Founding Team

Years of business and tech-skills



UK

Roman Hahalev
co-founder, CEO

more than 15 years entrepreneurial experience and 10 years in urban mobility, transport startup M&A exit



UK

Alexander Kolosov
co-founder, CPO

more than 15 years entrepreneurial and international consulting experience
University Of Cambridge



Kazakhstan

Alexey Kotelkov
co-founder, CCO

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



Georgia

Ivan Sidorov
SW developer, CTO

PhD in Technical Sciences, author of more than 100 pieces of research, 10 programming languages

Our employees have experience working for world-known companies

Capgemini

Yandex

Uber

Gett.



PEPSICO



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

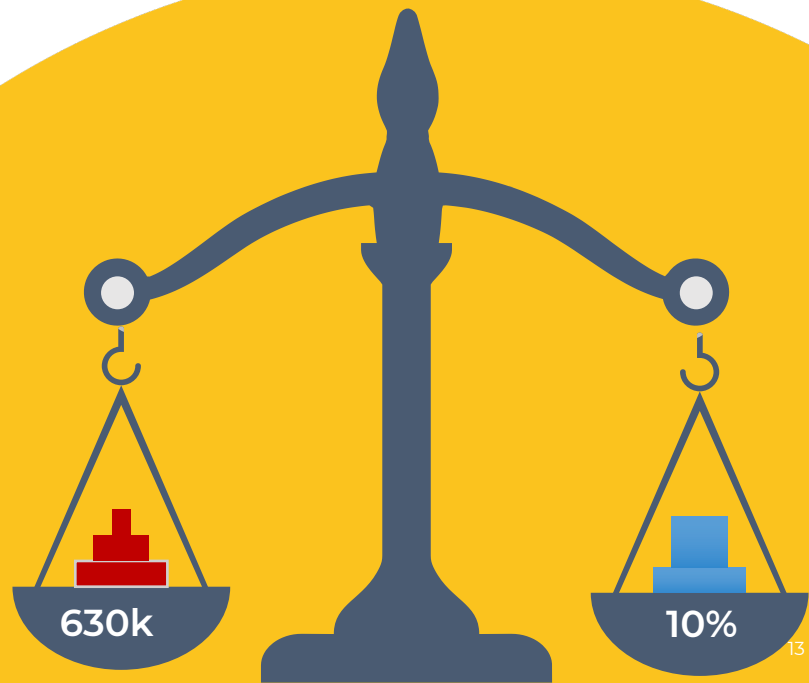
Seed Round

We are raising

→ **630k GBP**

Investments are mostly aimed to adaptation of platform and partners' integration,

→ **For 10% equity**



Our contact

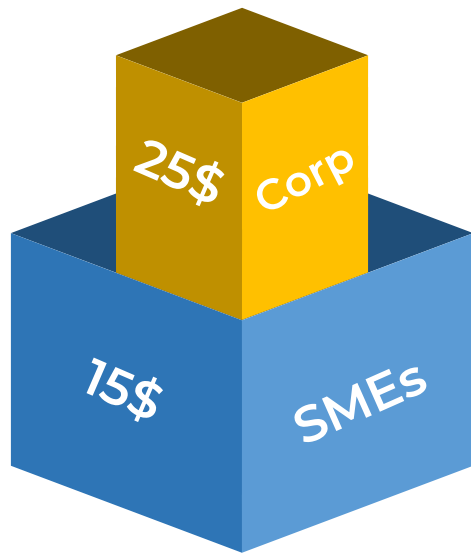
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Our contacts

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Startup Loft Accelerator