



**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

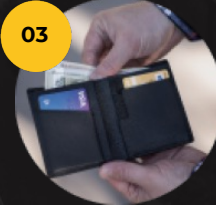
02



## 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



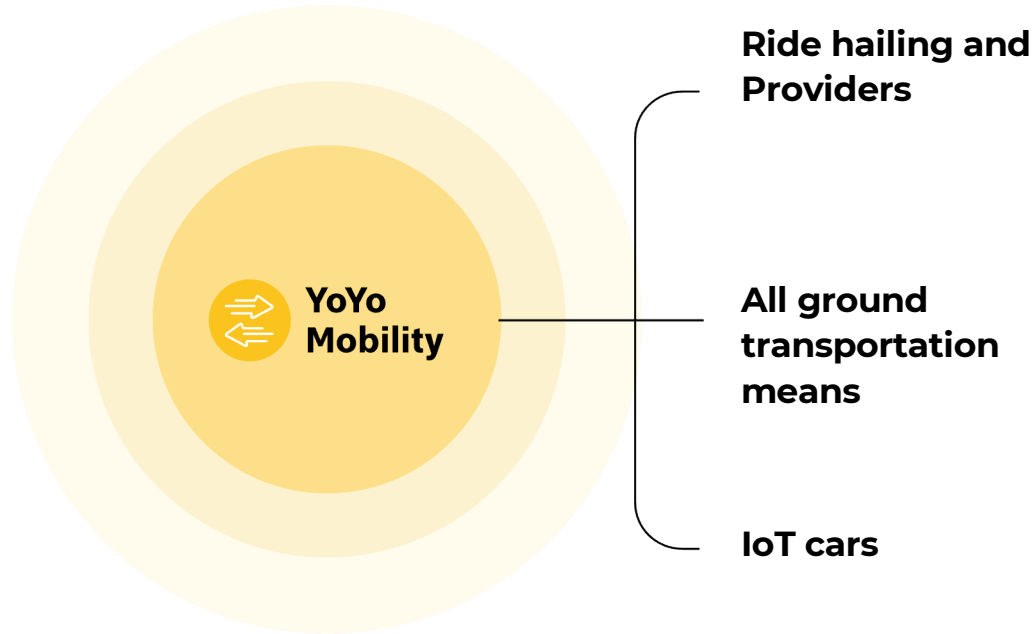
## Global Availability

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

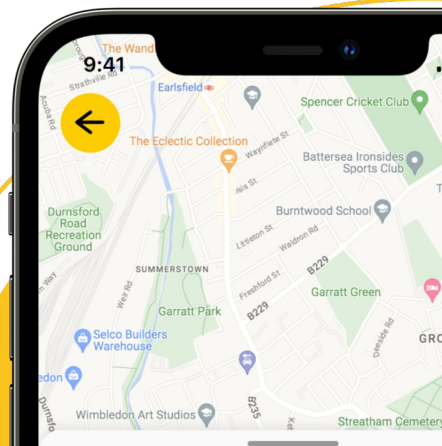
Calculate company's negative contribution to the environment with our native Co2 Calc tool.

## 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



 AFC Wimbledon

 Waitrose & Partners Balham

Employee

Kolosov Alexander

Phone number\*

+44 20 8675 0319



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

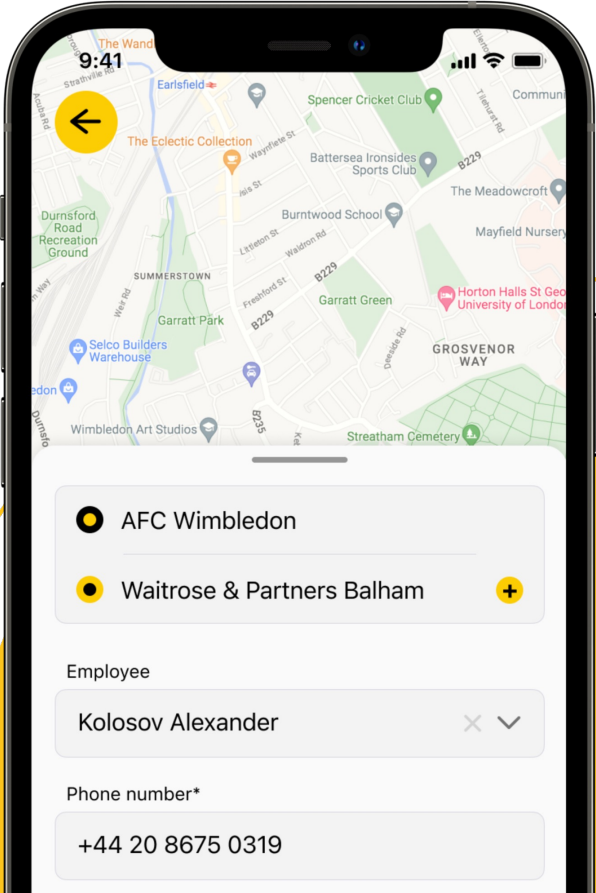
Your wishes for the driver

Optional field

**Order**

# Managing and controlling cost centers across organization

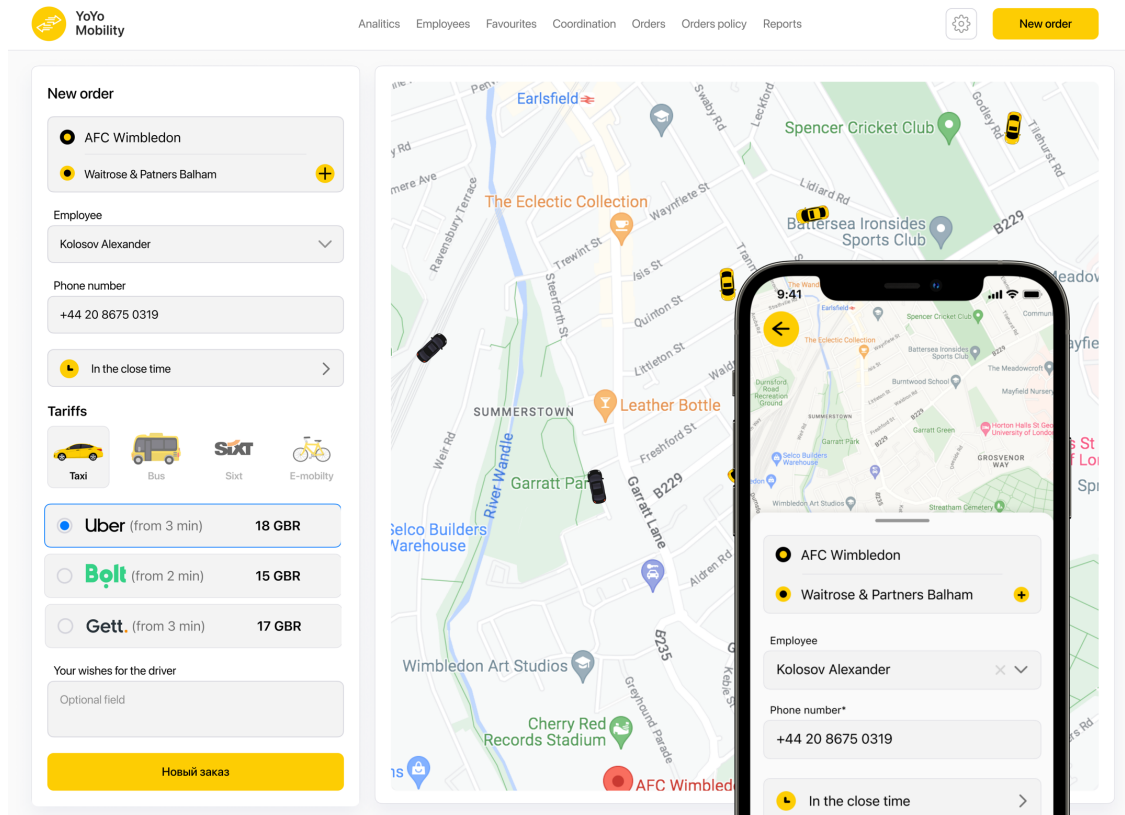
**Manage** employees' rides, set journeys' budget and **global** travel policies with our innovative **AI based algorithm**



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:**

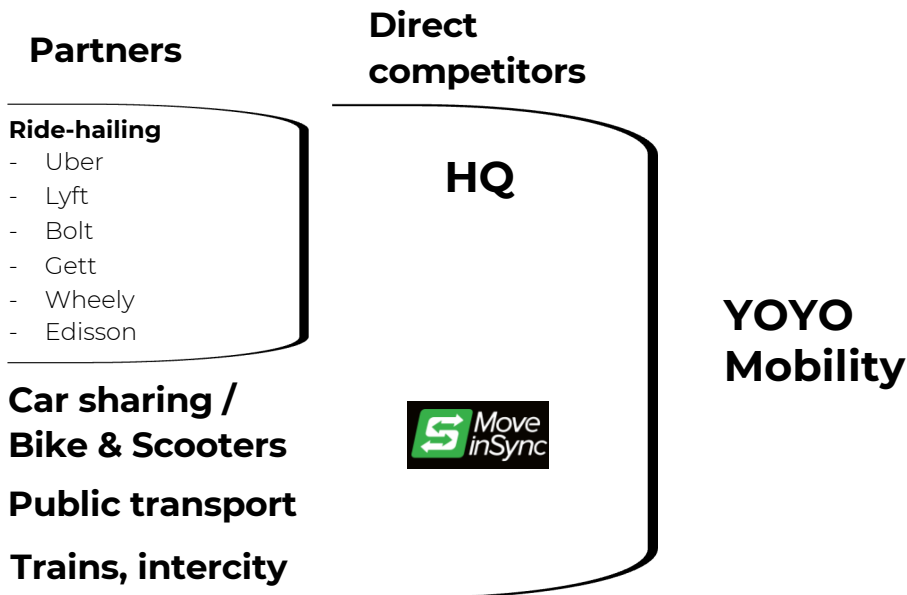
- From:** AFC Wimbledon
- To:** Waitrose & Patners Balham
- Employee:** Kolosov Alexander
- Phone number:** +44 20 8675 0319
- Time:** In the close time
- Tariffs:** Taxi, Bus, Sixt, E-mobility
- Uber (from 3 min):** 18 GBR
- Bolt (from 2 min):** 15 GBR
- Gett. (from 3 min):** 17 GBR
- Your wishes for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

**Map panel:**

- Shows a map of the Wimbledon area with various locations marked, including Earlsfield, Spencer Cricket Club, Battersea Ironsides Sports Club, The Eclectic Collection, Leather Bottle, Garratt Park, Jello Builders Warehouse, Wimbledon Art Studios, and Cherry Red Records Stadium.
- Overlaid on the map is a smartphone screen displaying the same 'New order' form as the dashboard.

# 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)**

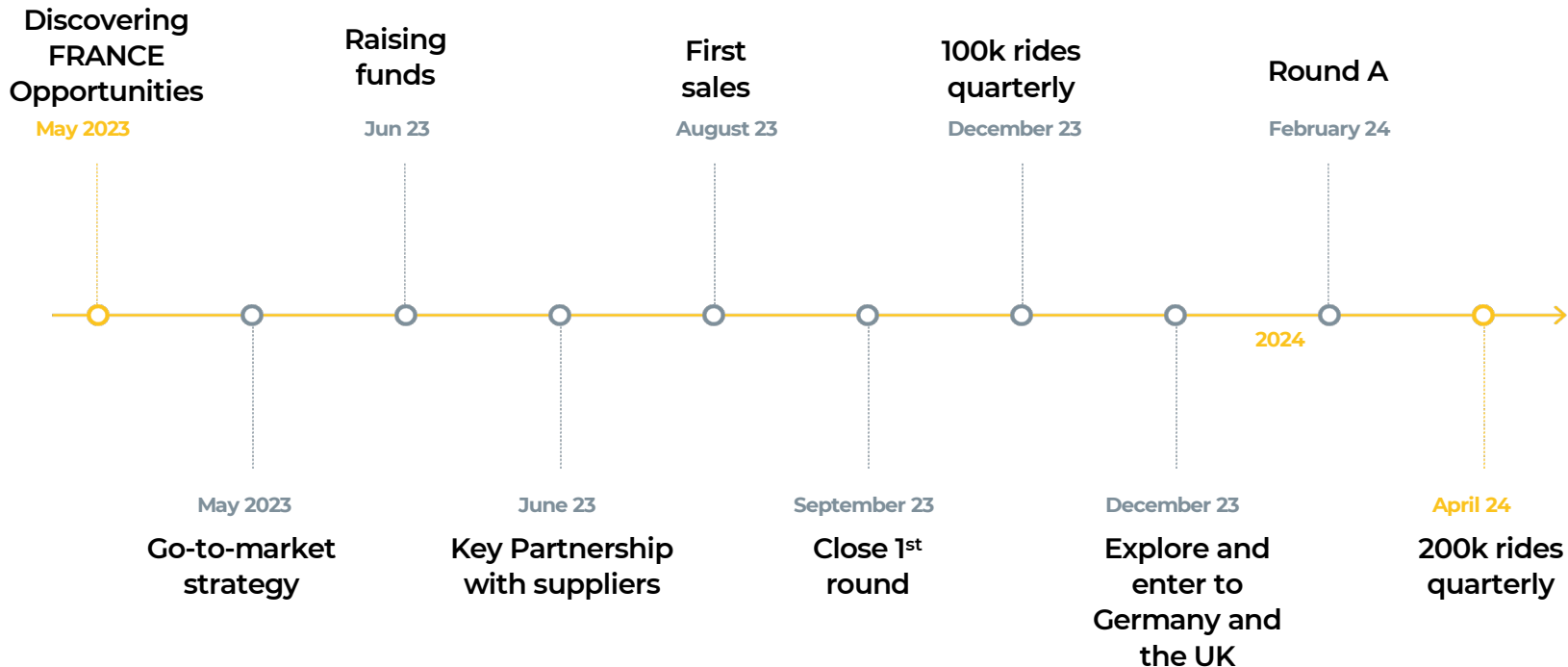
**\$ 100M Valuation**

**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

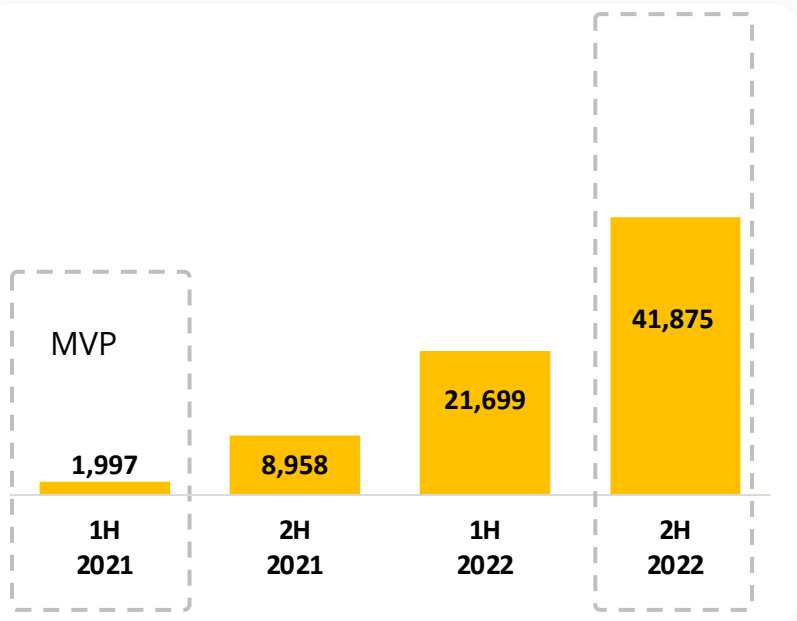


Startup Loft Accelerator

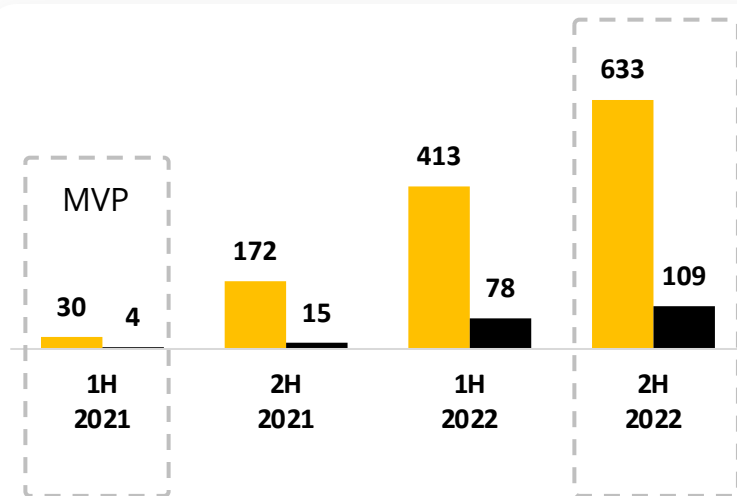
# Traction

Worldwide corporate brands among clients

● Rides



● Revenue, thousands EUR  
● Gross profit, thousands EUR



# Business model – SaaS/MaaS

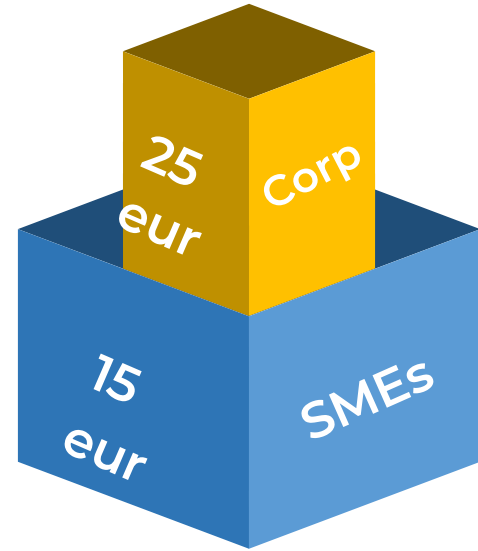
## Monetization

### → 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<sup>U</sup>

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



**YoYo  
Mobility**

## **Our contacts**

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