THE BICYCLE AS A COMMUTING ALTERNATIVE

A LACK OF HIGH SECURITY PARKING SOLUTIONS LIMIT THIS TREND

THEFT AND VANDALISM IS A BIG PROBLEM

THE GOAL OF DROPBIKES IS TO BE THE GLOBAL LEADER OF BICYCLE STORAGE

DropBikes
Advanced Bicycle Storage Platform

Projected Market Coverage for DropBikes

Global sales of bicycles
130,000,000 UNITS

USA
20,000,000

EUROPE
20,000,000

ASIA
90,000,000

Global Theft is 15% of total sales
20,0M units

2023 - DropBikes storage capacity = 800 000 modules
Maximum 12 hours Usage per day 9,600,000

COVERS 5% OF THE MARKET

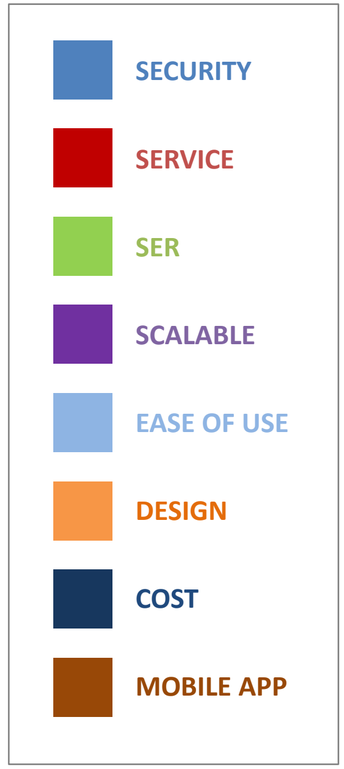
KEY DESIGN FEATURES TO ACHIEVE SUCCESSFUL BICYCLE STORAGE

FOR THE USER, creating ***safe*** and ***secure*** storage infrastructure for the growing bicycle commuter community requires

- MAKING IT EASY TO USE
- INSTALLING STORAGE WHERE THE COMMUNITY NEEDS IT
- A MOBILE FIRST ACCESS AND REVENUE CONTROL SYSTEMS (ARCS)
- HIGH SECURITY

FOR THE BUSINESS, an emphasis on ***design*** and ***integration*** into existing architectural spaces the system becomes an essential component of the bicycle commuter community.

- SCALABLE DESIGN
- MINIMIZING THE STORAGE FOOTPRINT
- INTEGRATION INTO THE CITY LANDSCAPE
- COMPETITIVE COST OF INSTALLATION
- HIGH SECURITY
- CUSTOMER SERVICE



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CURRENT STORAGE SOLUTIONS

BIKE CAGES

$1,000 TO 2,000/BIKE

- Not easily scalable

BOX LOCKERS

$1,500 TO 2,000/BIKE

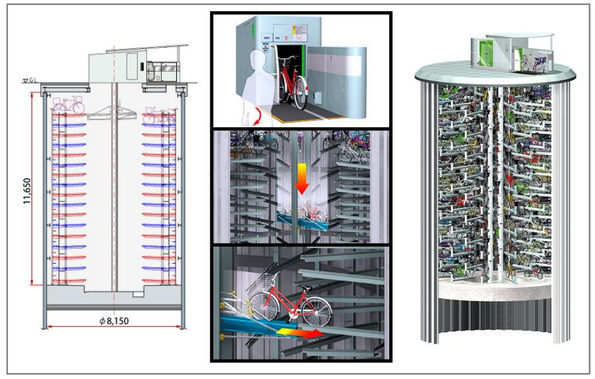
- No visibility

RACK SYSTEM

$300/BIKE

- Low security, & top row access difficult

UNDERGROUND STORAGE



$10,000/BIKE

- Expensive, long ques

BIKE SHARING

$4,500/BIKE

- Expensive to build and operate

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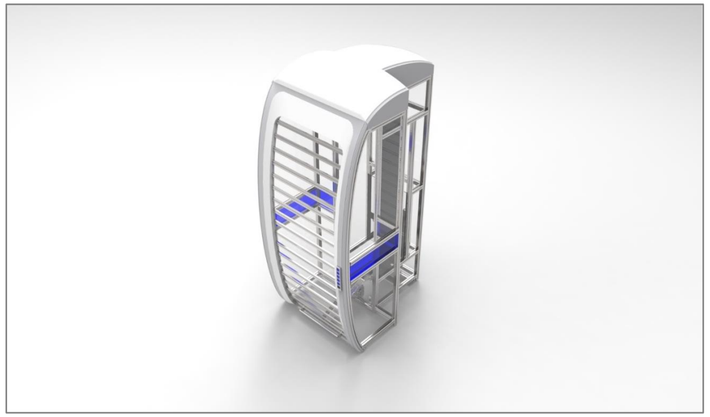
VALUE PROPOSITION Ⓐ

THE DROPBIKES MODULE, SECURE AND CONVENIENT BICYCLE AND EBIKE STORAGE

THE GLOBAL SOLUTION



VALUE PROPOSITION Ⓑ

WEB CONNECTED BICYCLE STORAGE COMMUNITY

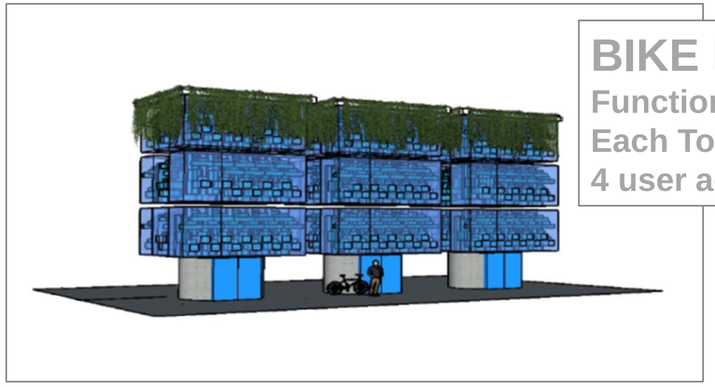
MOBILE FIRST AND DATA DRIVEN

VALUE PROPOSITION Ⓒ

BIKE TOWER CONCEPT

High Density - High Security - Low Impact

LARGE SCALE URBAN STORAGE INFRASTRUCTURE



BIKE HIVE

Functional urban sculpture
Each Tower = 90 bikes
4 user access doors per tower

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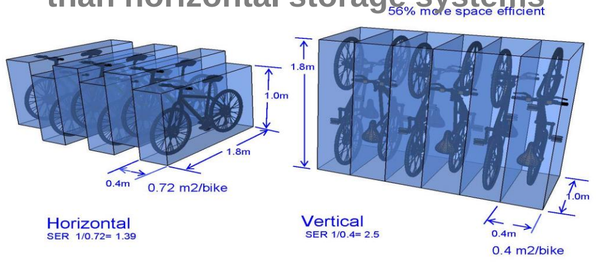
Advanced Bicycle Storage Platform

VALUE PROPOSITION Ⓐ THE DROPBIKES MODULE

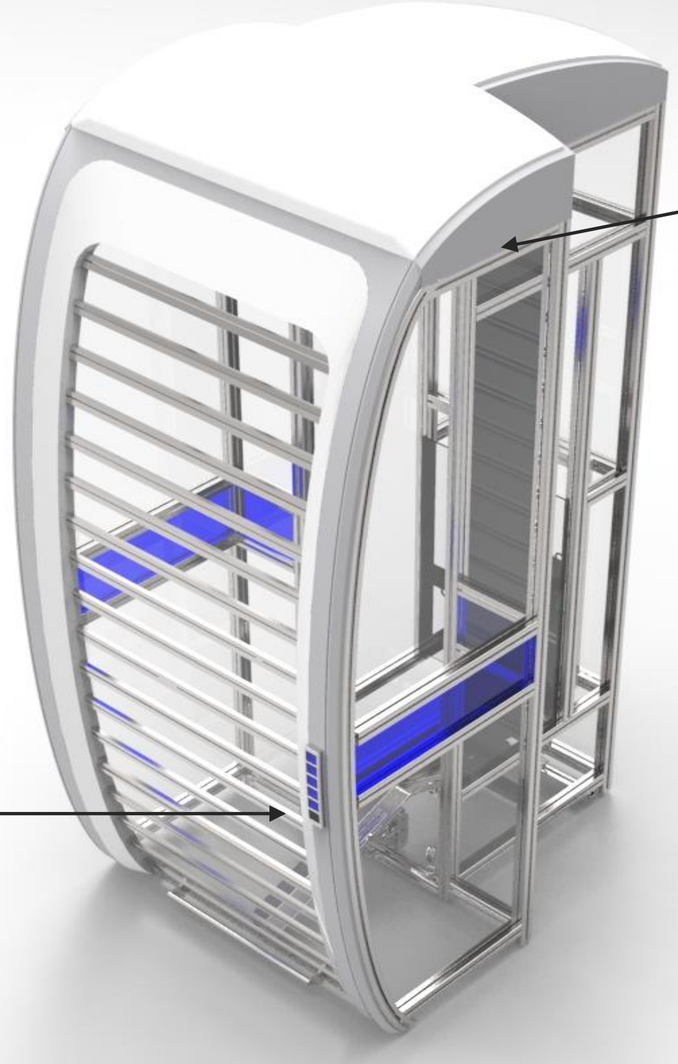
VERTICAL STORAGE TO MINIMIZE FOOTPRINT

DropBikes uses less than 50% ground area than horizontal storage systems



Bike sizes vary-Area calculations are based on an the average full sized bike

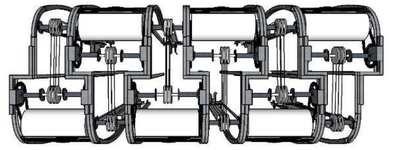
MOBILE APP ACCESS AND REVENUE CONTROL SYSTEM



SCALABLE MODULE DESIGN

Provisional patent*

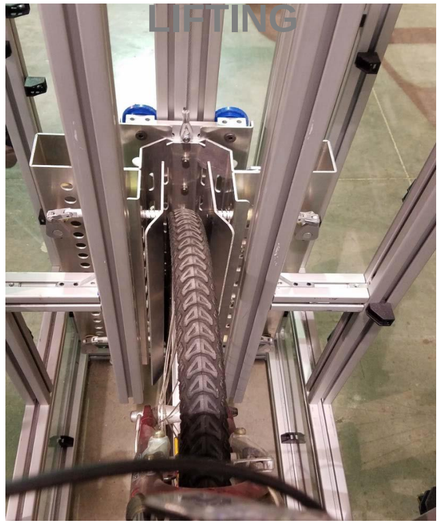
NESTING CONFIGURATION



TOP VIEW

Provisional patent*

CLAMPING AND LIFTING



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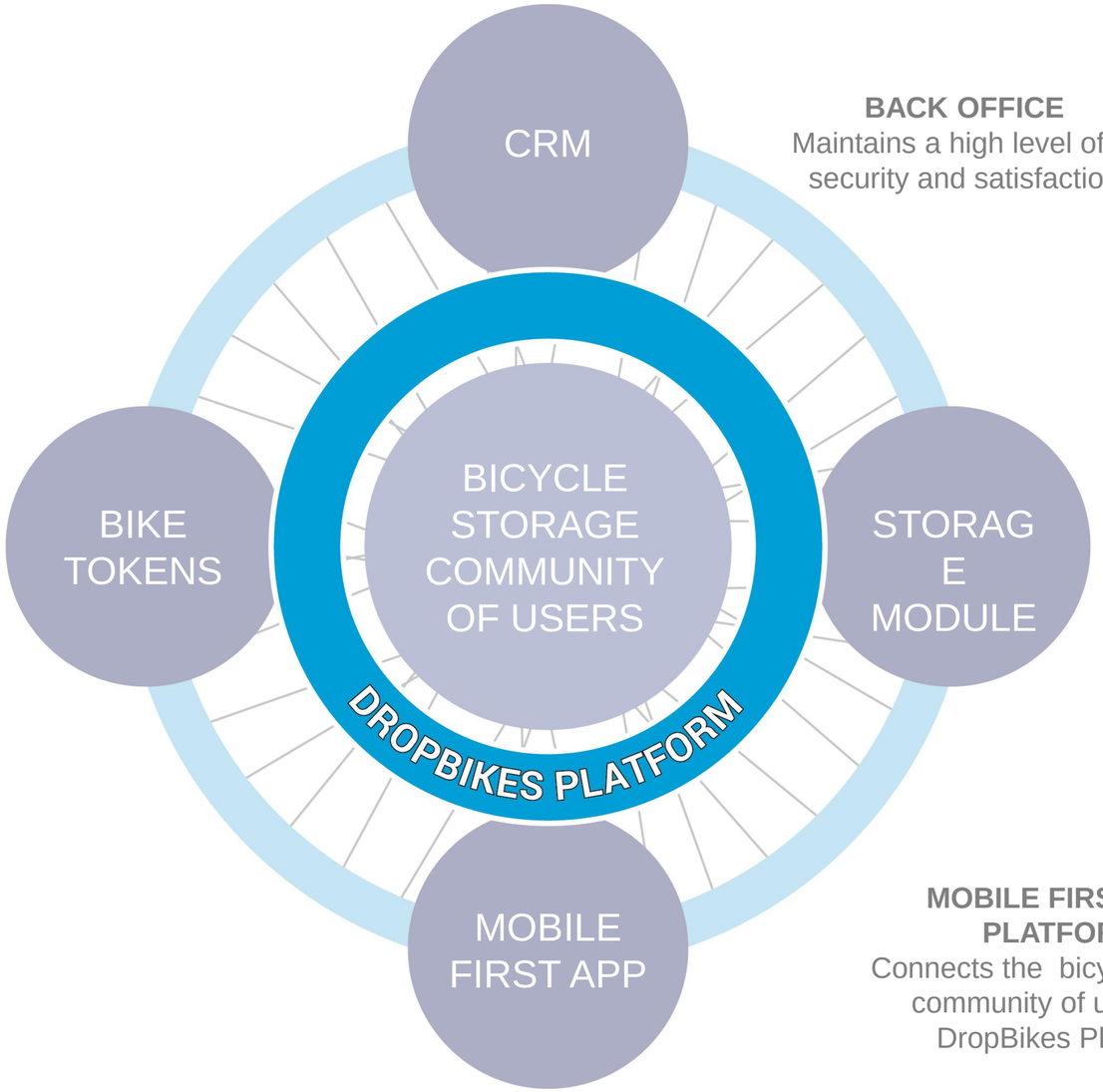
VALUE PROPOSITION Ⓑ THE DROPBIKES SOFTWARE PLATFORM

BUILDING THE COMMUTER BICYCLING COMMUNITY OF USERS

EASE OF USE



BACK OFFICE
Maintains a high level of user security and satisfaction

UTILITY TOKENS
Manages payments and access to the storage wheel

ACCESS CONTROL SYSTEM
Unique Transaction ID codes links the user to the bike to the storage module to the storage event

MOBILE FIRST APP PLATFORM
Connects the bicycle storage community of users the DropBikes Platform

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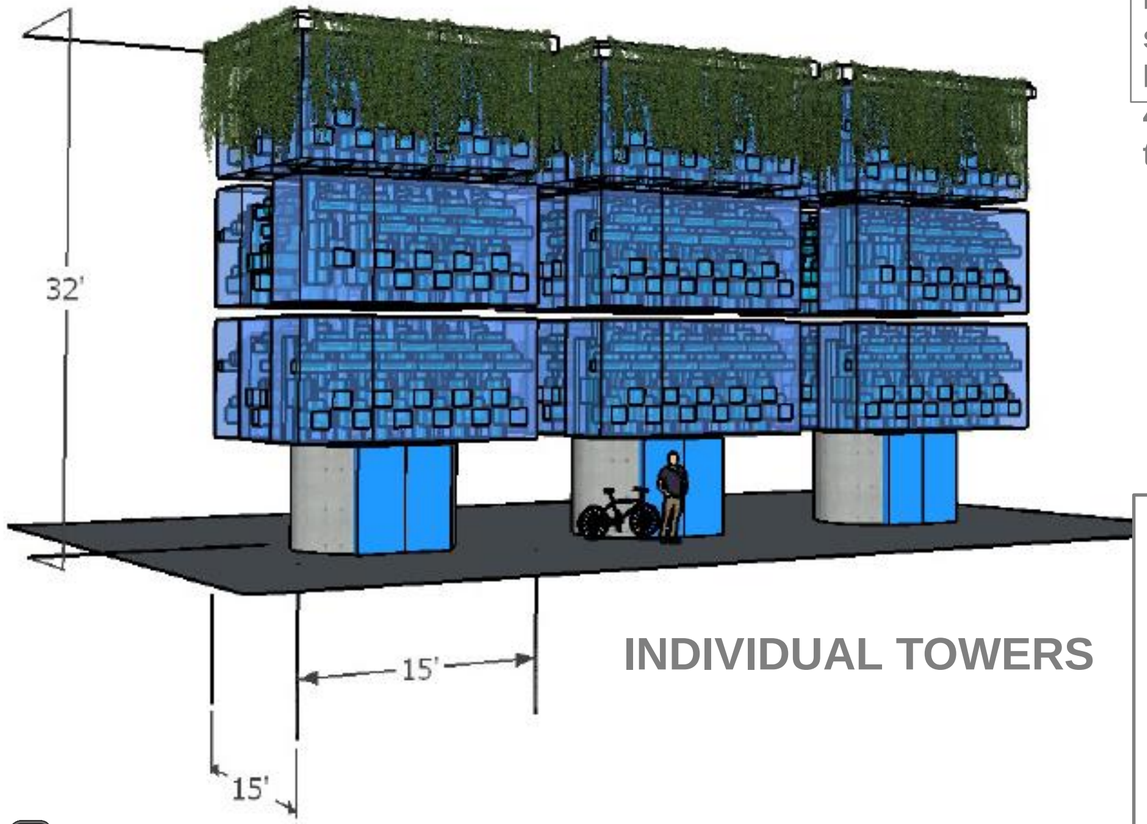
VALUE PROPOSITION © THE BIKE TOWER

LARGE SCALE URBAN STORAGE INFRASTRUCTURE



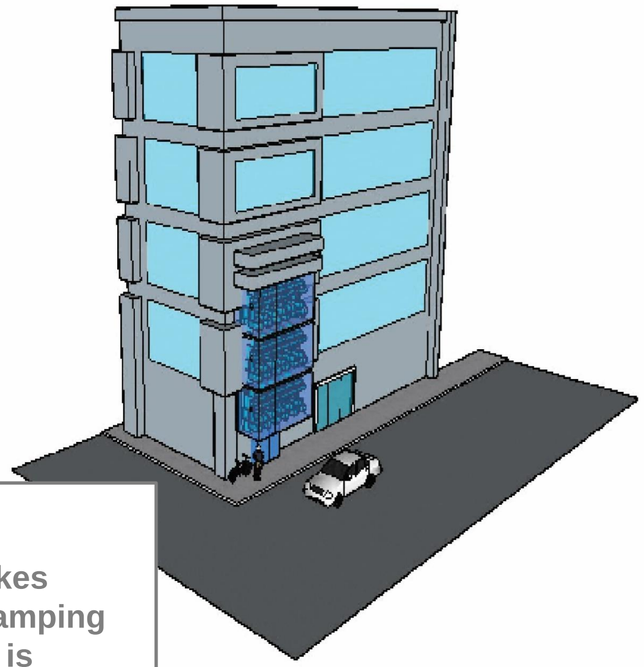
INDIVIDUAL TOWERS

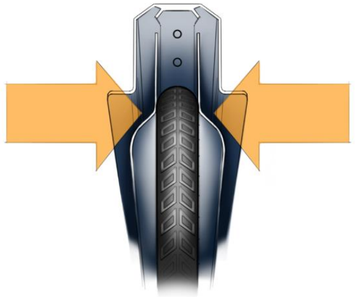
BIKE HIVE

Functional urban sculpture
Each Tower = 90 bikes
4 user access doors per tower

INDIVIDUAL BIKE CONTAINER

ATTACHED TO BUILDING





The DropBikes patented clamping mechanism is fundamental to a larger robotics sorting and storing system..

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BUILT TO GROW

BUSINESS PLAN LICENSEE MODEL - REVENUE SHARING

CUSTOMER

BASE FEE
$2.00 PER HOUR
CAPS
$8 PER DAY
$24 PER WEEK
$80 PER MONTH

DROPBIKES
20% ON ALL FEES

LICENSEE
80% OF ALL FEES

DROPBIKES
10% ROYALTY

LICENSEE
100% CAPEX

	2019	2020	2021	2022	2023
nb of Licensees	12	62	148	271	440
nb of Stations	600	3,700	11,700	29,550	67,550
Nb of Modules	7,200	44,400	140,400	354,600	810,600
Active Users-Users ‘000	2,490	15,370	48,610	122,770	280,650
Net Revenue-$’000	**3,400**	**19,600**	**57,200**	**138,100**	**308,100**
Operating Expenses-”000	10,000	17,600	29,300	51,300	93,500
EBITDA	**(6,600)**	**2,000**	**27,900**	**86,800**	**214,600**

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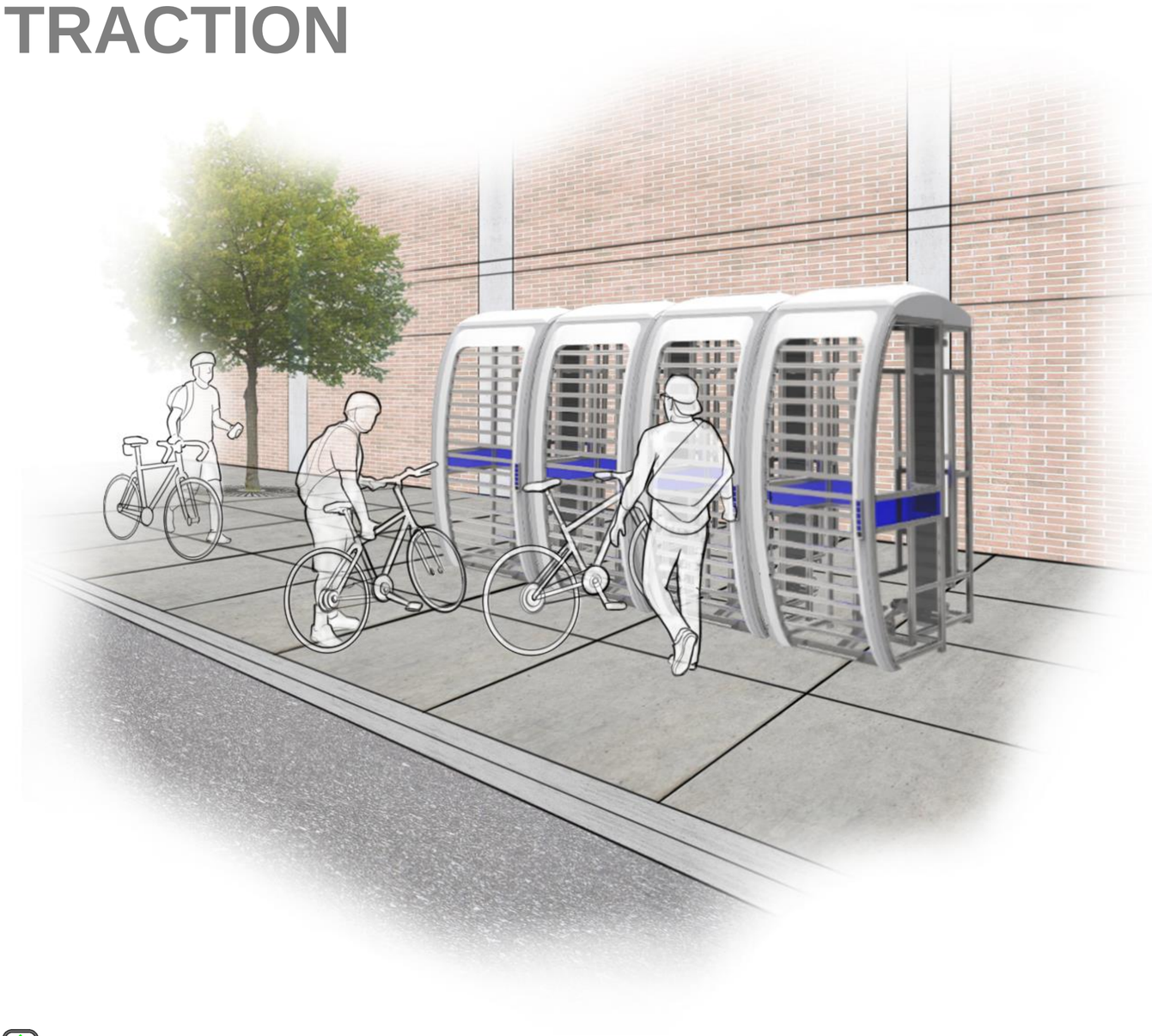
TRACTION



2018

Pilot test Dallas area rapid transit (dart)

Two train station locations-4 modules each

DROPBIKES STAGE, AMOUNT AND USE OF FUNDS

STAGE: Series A round

AMOUNT: $10.0 million

USE OF FUNDS: Completion of commercial production prototype,
Development of mobile app for Android and iOS smartphones,
And commercial launch