



The innovative platform
for the ultimate
Mobility as a Service (MaaS) scheme





The New Way of Travelling Within the City



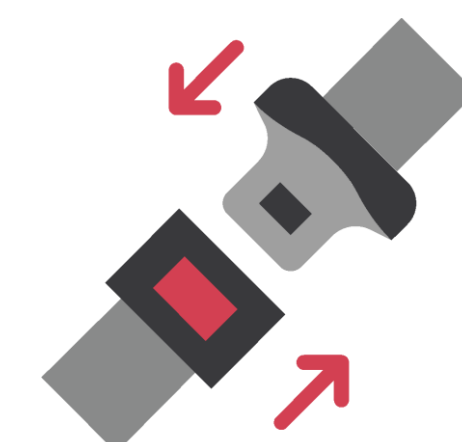
Faster



Cleaner



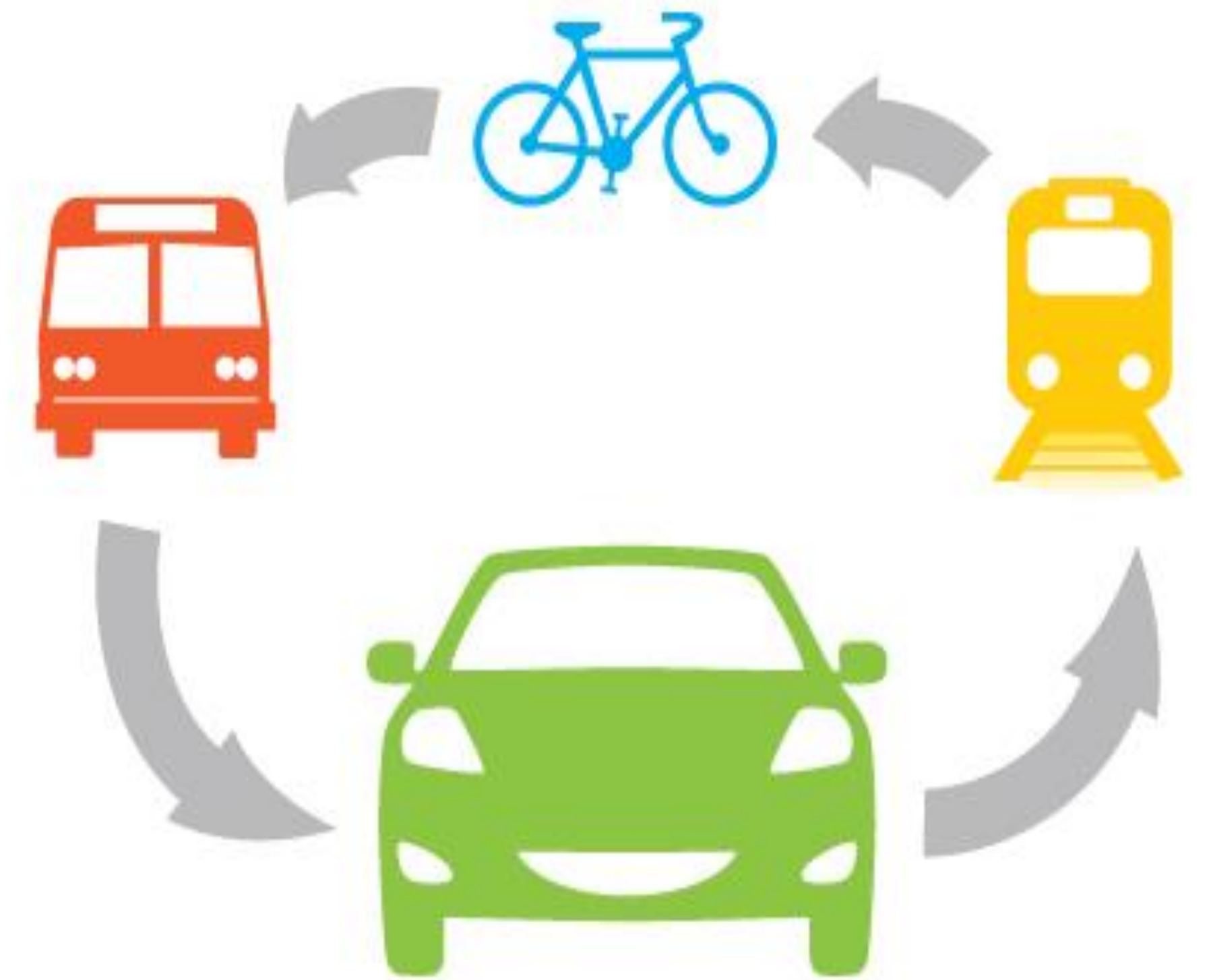
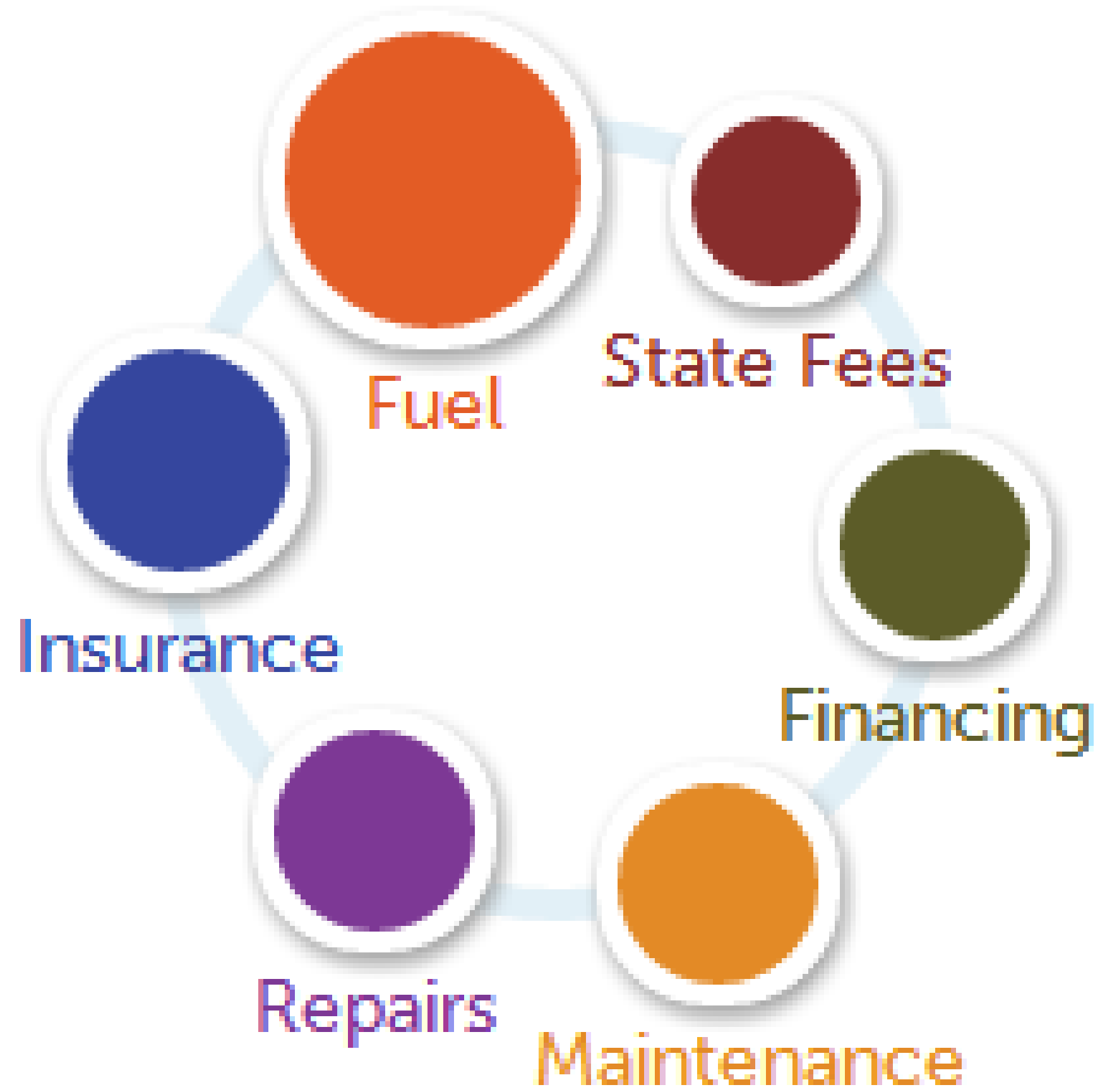
Cheaper



Safer

from ownership

to use



Mobility innovation only took care of SW not of HW

Vehicles for sale:

- ✓ Many versions
- ✓ Many accessories not needed for transportation
- ✓ One-off revenues for seller

Vehicles as a Service:

- ✓ One version fits all
- ✓ Is an infrastructure: essential and long lasting
- ✓ Recurrent revenues





VEHICLE SHARING OPERATORS



Inefficiency

Unsustainability

Limited profitability

MISSING



MARKET LEADER

- **No one has proprietary technologies**
- **All mobility players are just system integrators**

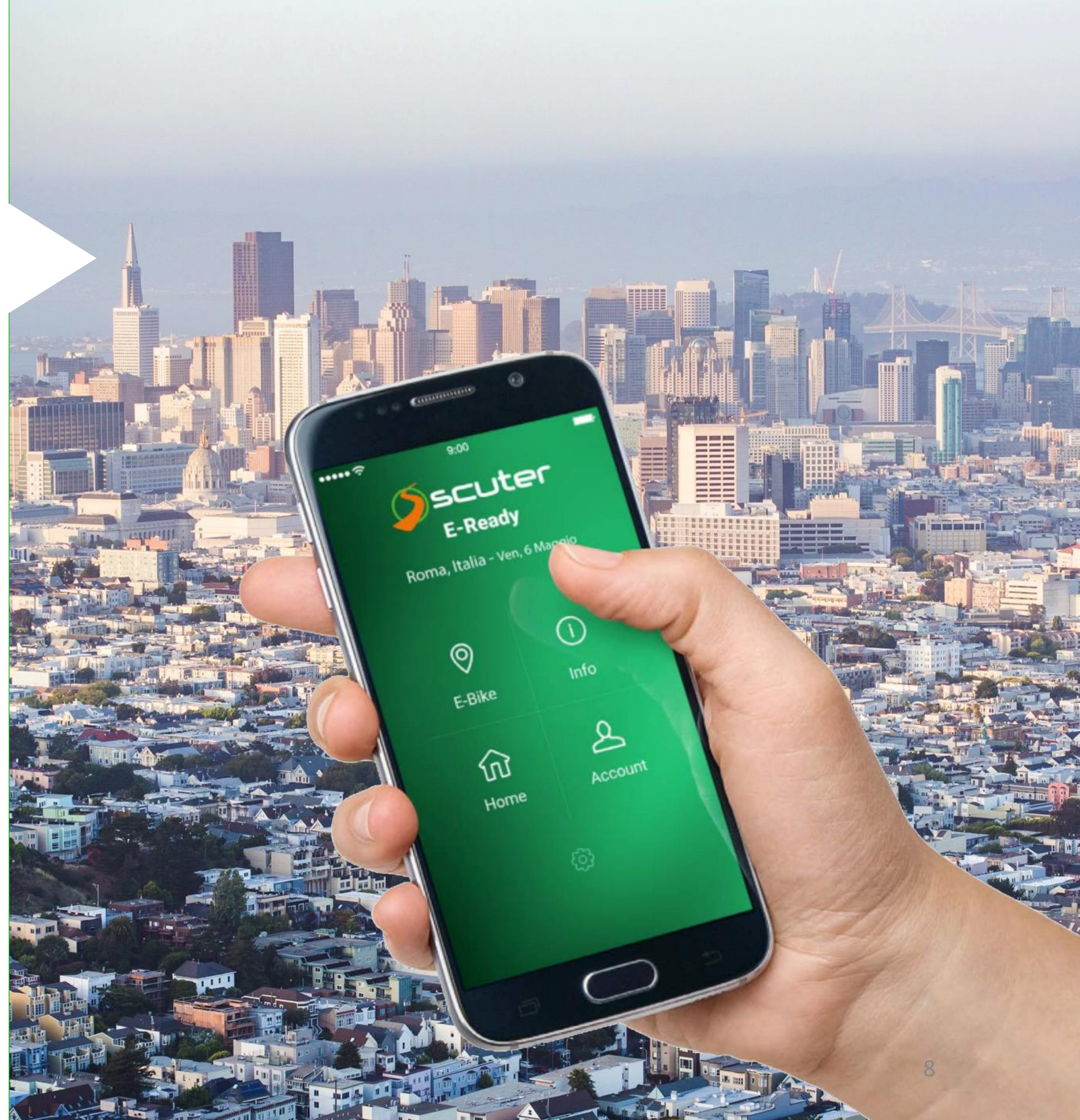
The Solution:

A turn-key **Smart city integrated platform** offered as **Mobility as a Service (MaaS)**



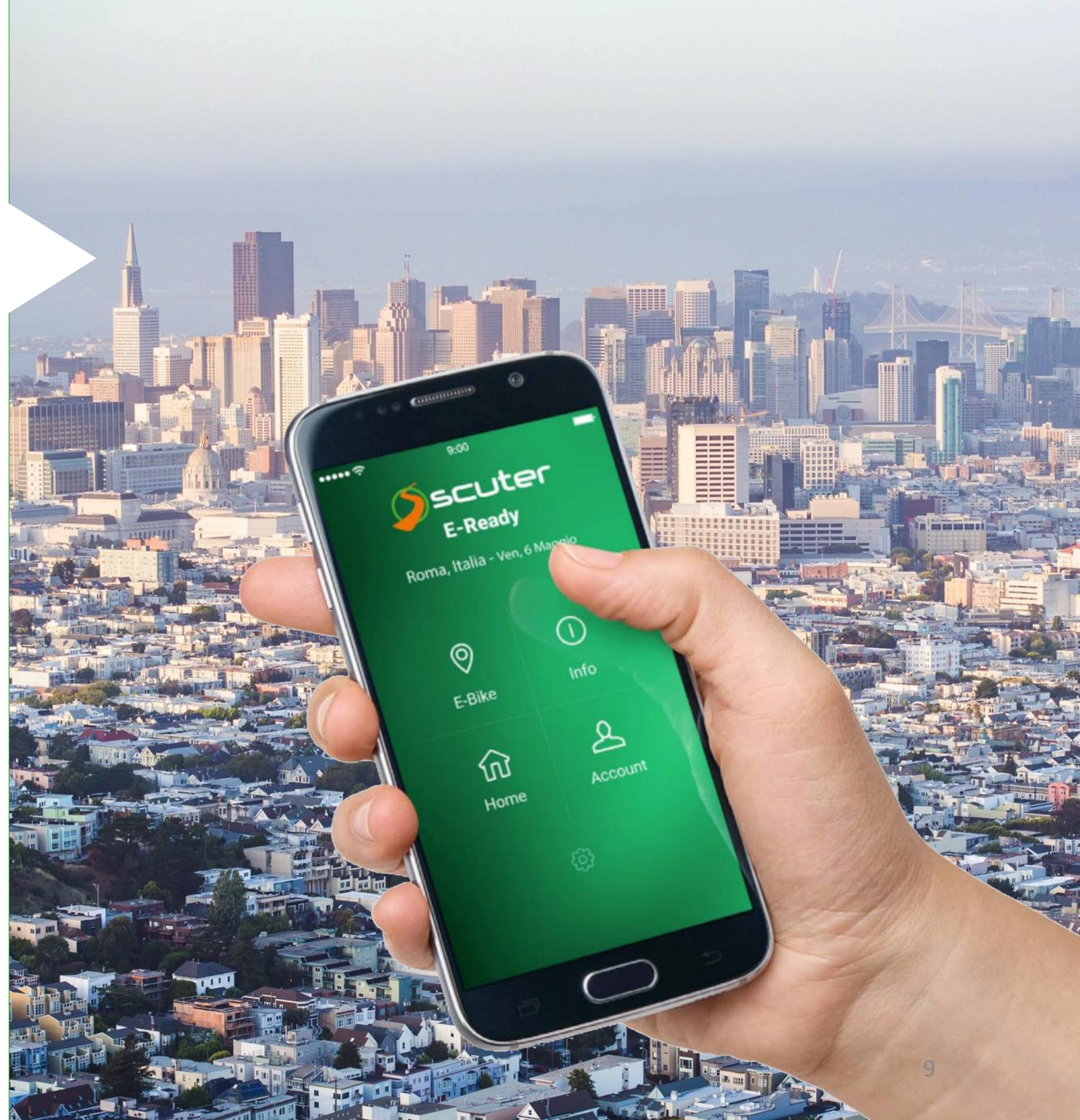
The Technology for consumer sharing services

- ✓ Easy Pickup/Drop off via APP
- ✓ Machine Learning System:
 - Dynamic Pricing
 - Contributor Users - app users can get rewards and free rides by assisting Logistics and Battery Swapping
- ✓ Data collection
- ✓ Onboard services



The Technology for company fleets

- ✓ Easy Pickup/Drop off via APP
- ✓ Full feature fleet management system
- ✓ Analytics and aggregated statistics
- ✓ Remote monitoring





Offering **Mobility as a Service (MaaS)** with Scuter

- ✓ 100% Electric
- ✓ No Helmet Required
- ✓ Safe and Easy to Drive
- ✓ Swappable Batteries
- ✓ Ultralight (aluminum frame <100 Kg)
- ✓ Agile
- ✓ Rain Protection
- ✓ Generally can be driven with any driving license

Specifications

- ✓ Smart & Cloud connected
- ✓ Robust and durable
- ✓ Approved by regulators for EU Countries
- ✓ Convenient to pickup and drop off
- ✓ Onboard Sensors and cameras
- ✓ Not attractive to thieves





- ✓ Patents on Front Steering/Tilting Suspension
- ✓ IPR on Vehicle Design



Significant Advantages for the Community

For Individuals: 50% of Transportation Time Cut and 30% or more Cost Savings

For Companies: Cost Effective and Sustainable Mobility Solutions for Employees (and Gain Carbon Credits)

For City Authorities: Will Reduce Traffic congestion, Vehicle footprint and Pollution at Zero cost to the city



The European Market for sharing

EU: 32,5 Million People*
Driving Daily in the 60 largest
Cities with appropriate
climate

EU Market size = €65
Billion/year

A fragmented market as BIG
as cell phone market

*Spending 2.0K €/Year for Driving in Urban Areas

The Market for company fleets solutions

- ✓ **Last mile deliveries** (food, parcels, post etc)
- ✓ **On field operations** (utility companies, public administrations etc)
- ✓ **Intermodality operators** (train and bus companies)
- ✓ **Local rentals and transportation** companies
- ✓ **Hotels and tour operators**
- ✓ **City administrations**
- ✓ **Local surveillance and police forces**
- ✓ **Urban mobility for large companies' employees**

Global market opportunity

«On a global level, transportation is a 3 trillion marketplace, and food delivery is a potential 1 trillion business, which is why Uber is investing aggressively»

Dara Khosrowshahi – CEO Uber

Scuter works for being a **leading technology enabler and player** in transportation

How We Make Money: The Business Model

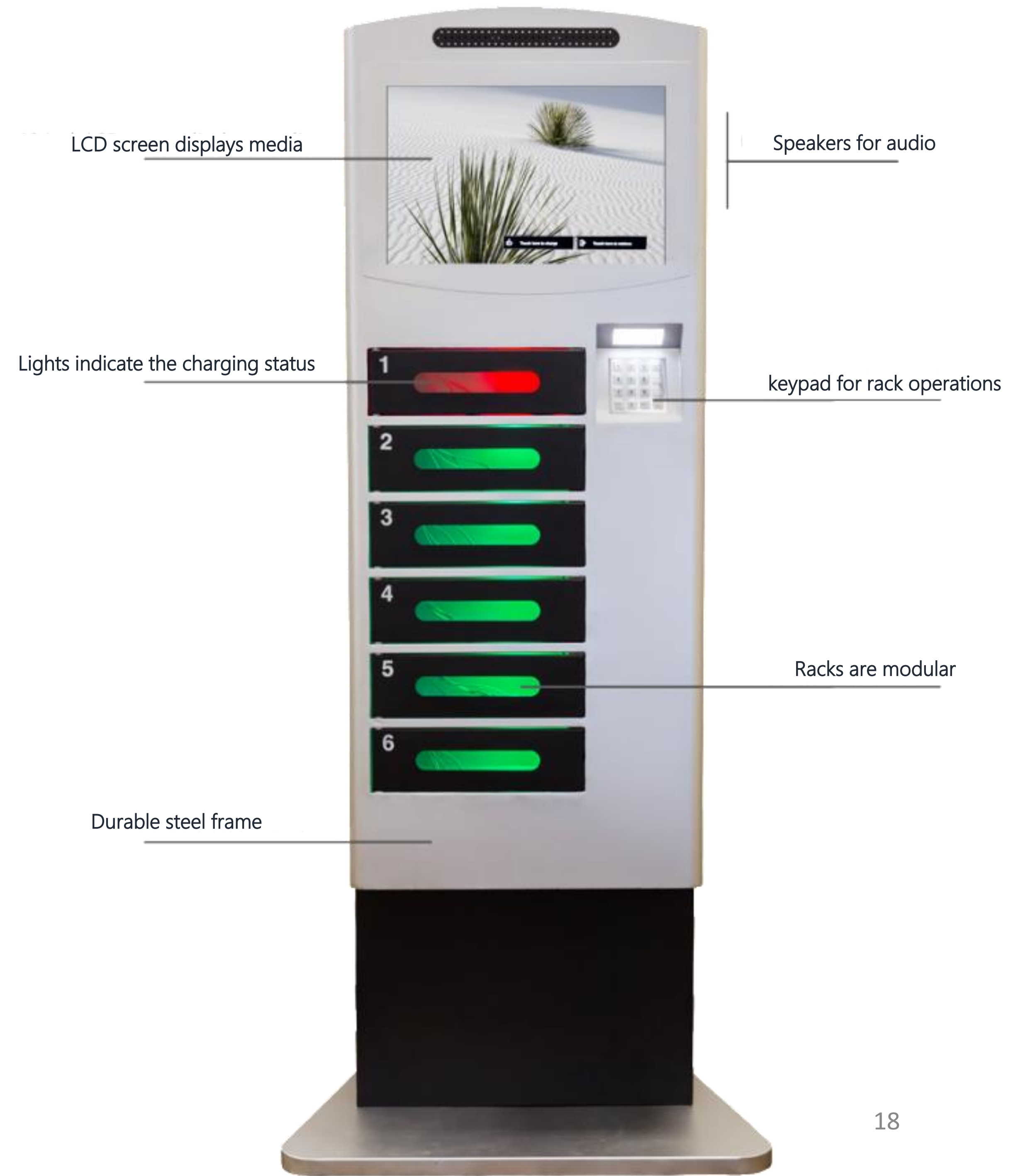
- B2B2C** - Offer dedicated Fleet, license brand and platform, share revenues
- B2C**
 - Pay per Use Fleet With Dynamic Pricing (from 0 to 0,25 €/min)
 - Pay per Month
 - Sponsorship on fleets (estimated €600/year per vehicle)
- B2B** - Company Dedicated Fleets for long term rentals
- Smart Services** - Rack to Grid, Application Programming Interface (API) Licensing or Revenue Sharing on Value Added Services from Onboard Technology



Road-map

The Hidden Business: Rack to grid

- Battery charging rack located at partner's venues
- Revenue generating possibilities from charged batteries
- Racks, with modular capacity and 24/7 availability, can inject power into the grid when **load balancing** is needed
- Marginal revenue stream to Scuter but very appealing to utility companies



Roadmap: BLOCKCHAIN

We plan to offer a «new city mobility toolkit» in an automated “roaming” scheme.

An infrastructure regulated by a blockchain enables interoperability between city fleets, offering a seamless global service to users, plus transparent tracking of use and automatic revenue allocation among scheme partners

Service goes global quickly with limited Capex.





Road-map Sensors and Services

- ✓ Sensors: Big Data collection (pollution, traffic, weather, road conditions, onboard cameras etc.)
- ✓ Value Added Services: Enabling Revenue Streams for Individuals and Businesses including advertising, sponsorship, infotainment, sightseeing, shopping tours, discount offers etc.

The Founders

**Gabriele
Carbucicchio**

CFO
Business advisor
and
Automotive
Entrepreneur,
Co Founder of
ITALMOTO

**Gianmarco
Carnovale**

CEO
Serial Tech
Entrepreneur
Startup Advisor,
CE Consultant

Luca Ruggeri

CTO
Electronic Engineer,
Innovation & Tech
Manager

**Carmine Di
Nuzzo**

CDO
Motorcycle
designer and
automotive
entrepreneur,
Co Founder of
ITALMOTO



**Gabriele
Carbucicchio**

Co-founder & CFO

gcarbucicchio@scuter.co

+39 347 3304 360

www.scuter.co

