



**ÉCOMOBILITE**  
VENTURES

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# Agenda

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- Why was Ecomobilité Ventures created ?
- Who is Ecomobilité Ventures?
- Why should entrepreneurs come to us?

## Why Ecomobilitéé Ventures: market changes

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- Mobility market is evolving:
  - fast-changing practices and technologies,
  - emergence of new players
  - startups accelerator for innovative services and products
- New trends show a change in behaviors : from “ownership” to “usage”
- Ecological and economic constraints reinforce the needs for changes



**How can the new challenges of mobility be addressed?**

## Why Ecomobilitéé Ventures: industry leaders combine forces

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- Combine their outstanding expertise to foster the emergence of new forms of sustainable mobility, leveraging start-ups innovation's capacity.
- Bring expertise in complementary domains (energy, public transport, car manufacturing, ICT) to transcend traditional boundaries of mobility.
- Share the same vision: new mobility will require profound behavior changes, made possible by the combination of
  - new ideas
  - state of the art technologies
  - significant fundings
  - live experimentations

## Ecomobilitéé Ventures: a specialist of sustainable mobility

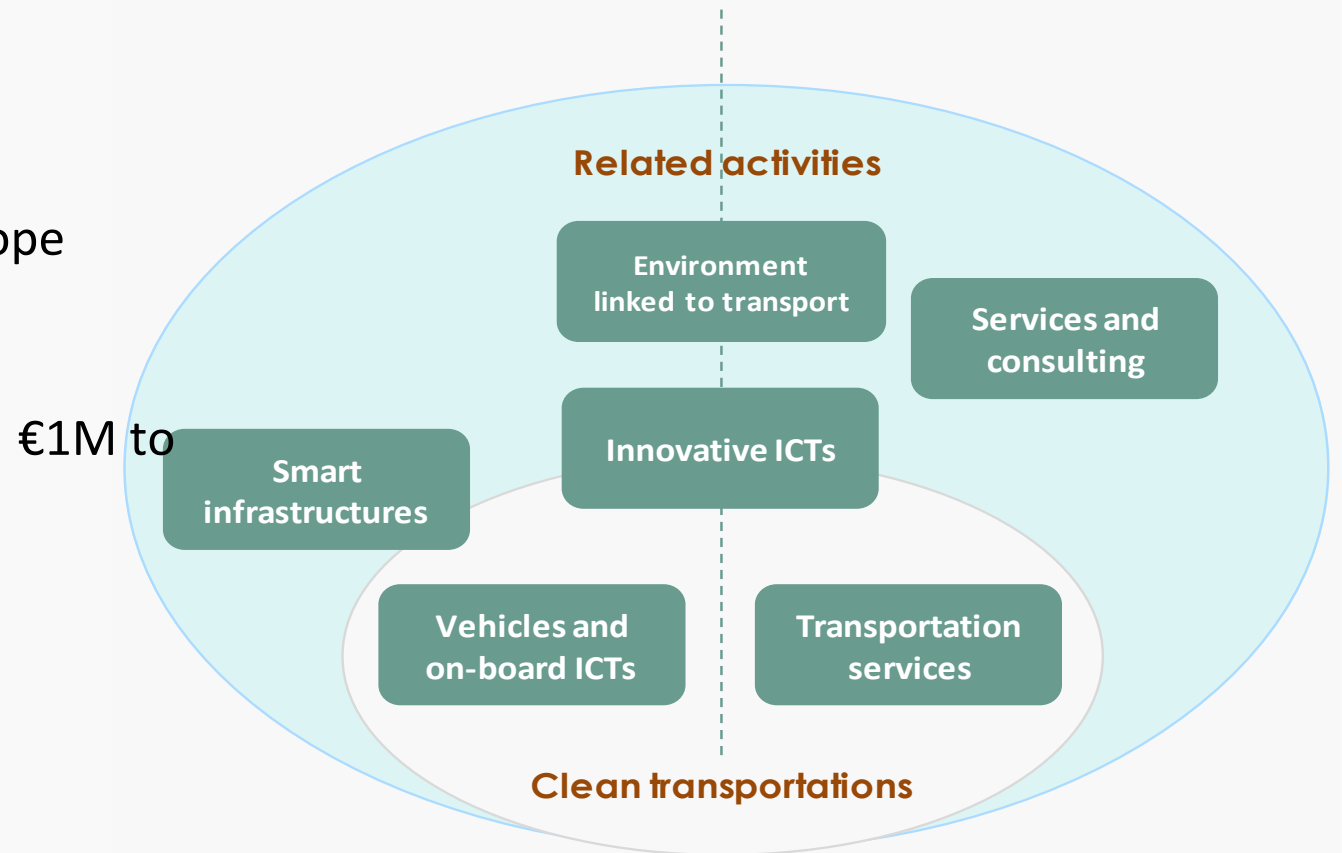
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- A multi corporate Venture Capital Fund, SNCF as the lead investor
- € 30 million under management
- Established in November 2011
- Specialized in mobility solutions
- Access to business and technical expertise
- Managed by an independent company
- Team of 3 professionals with complementary backgrounds

## Who we are: our investment scope

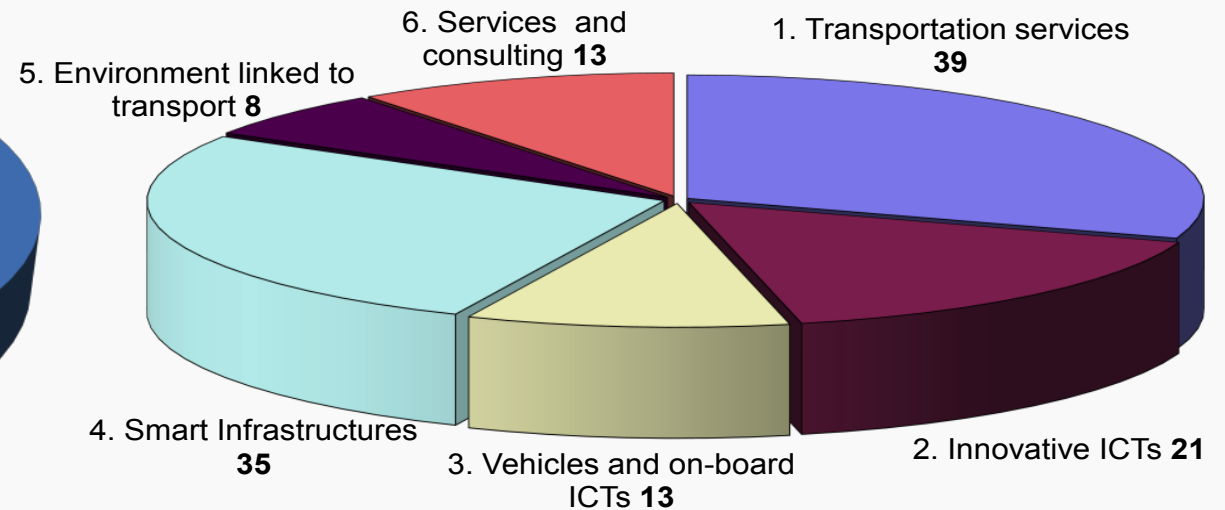
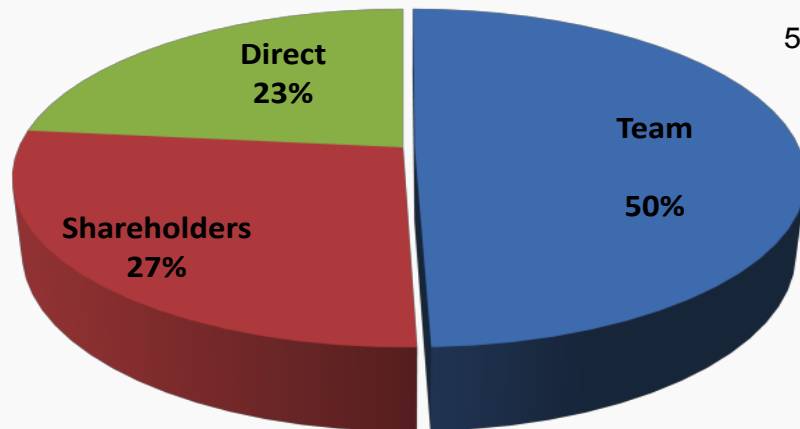
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- Sector focus: smart mobility, product, services and technologies
- Geography: Western Europe
- Investment size: €1M to €4M
- Minority stakeholder
- Early to late stage



# What we do: deal flow sourcing

- A diversified sourcing
  - Limited Partners
  - Team (conference, internal analysis, networks)
  - Direct
- 130 deals sourced over 4 months
- A deal flow split across all sectors



## What we bring: a commitment to innovation and entrepreneurs

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### To entrepreneurs:

- complementary resources to succeed
  - Financial support
  - Management support
  - Eased access to partners' expertise
  - Business opportunities
- preserve the uniqueness of the entrepreneur and his company

### To our limited partners:

- enhanced access to innovation
  - New opportunities for strong partnerships, opening up to new solutions
  - Improved implementation and reactivity
  - Financial returns



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**Thank you for your attention**

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