



carZapp

The problems of our clients

CAR OWNERS



carzapp



Repair costs



Petrol costs



Depreciation and Maintenance



Paperwork

The problems of our clients

PEOPLE WITHOUT CARS



carzapp



Bad weather



Carrying groceries



Heavy luggage



Little time

Our solution

FOR THE CAR OWNER



PROFITABLE - The owner earns money through renting it out to other people



AUTHORIZED - The owner decides who can rent his car and at what time



COMFORTABLE - The innovative ZappKit makes keyless access possible



IMMOBILIZER - The integrated immobilizer adds additional security



INSURED - Car owners are free of any liability in case of an accident

Our solution

FOR THE TENANT



FLEXIBLE - carzapp makes short and spontaneous rentals possible



SPONTANEOUS - Through our ZappKit renters can reserve and open cars instantly



MODEL DIVERSITY - The platform offers a wide variety of cars



CHEAP - Private cars are cheaper to rent than cars from traditional car sharing fleets



INSURED - An all inclusive insurance covers every potential damage during the rental period

Our specific feature: The ZappKit

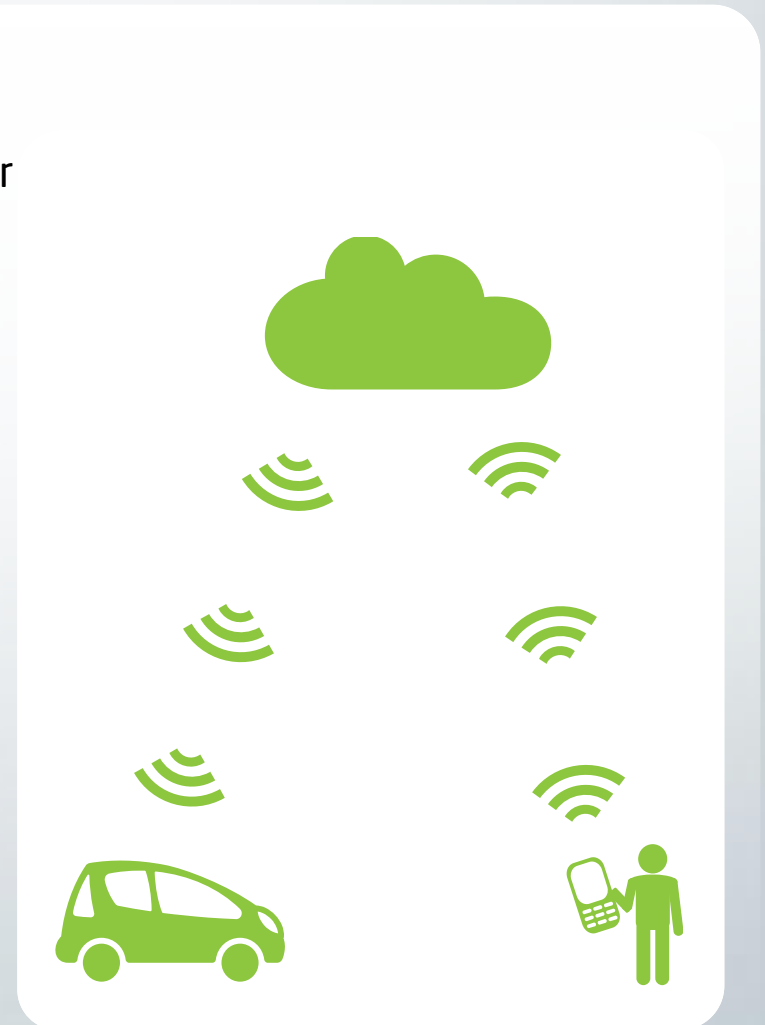
KEYLESS OPENING



The ZappKit is a novel car manufacturer independent hardware solution, which enables car owners to share their vehicles with other people. Renters can open cars with their smartphones. A key exchange is not necessary.

THE ADVANTAGES

- **Keyless handover**
- **Innovative immobilizer**
- **Accident tracking**
- **Quick installation**
- **Easy car sharing**





E-MOBILITY **PROJEKT**

BERLIN-BRANDENBURG

Application

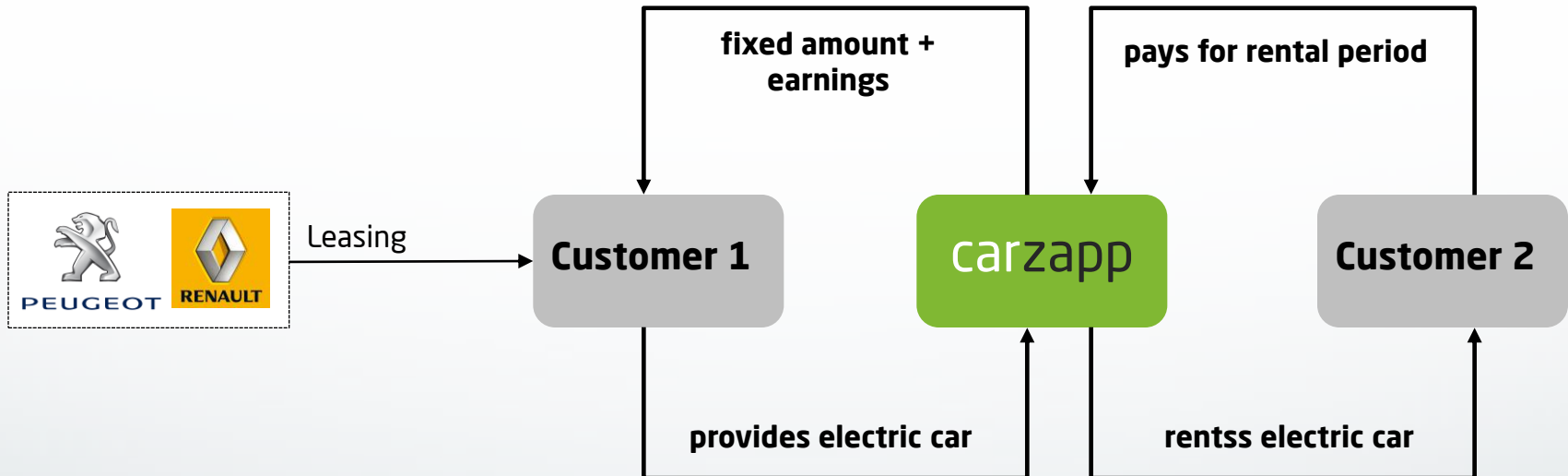
Showcase Project

- **Electric cars**
by Peugeot and Renault
- **Charging station**
from E.ON + public charging infrastructure
- **Car sharing**
Implementation in the carzapp network
- **No risk**
through leasing
- **State aided**
through Showcase Project



Showcase Project

Principle



Key facts

- The customer gets a guaranteed refund for providing his electric car
- carzapp gets public funding for development of the hardware, platform and further development
- Therefore: Less risk of the business model as a whole for the investor

The Team OF CARZAPP





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Competition



B2C

B2B

commercial

private

traditional

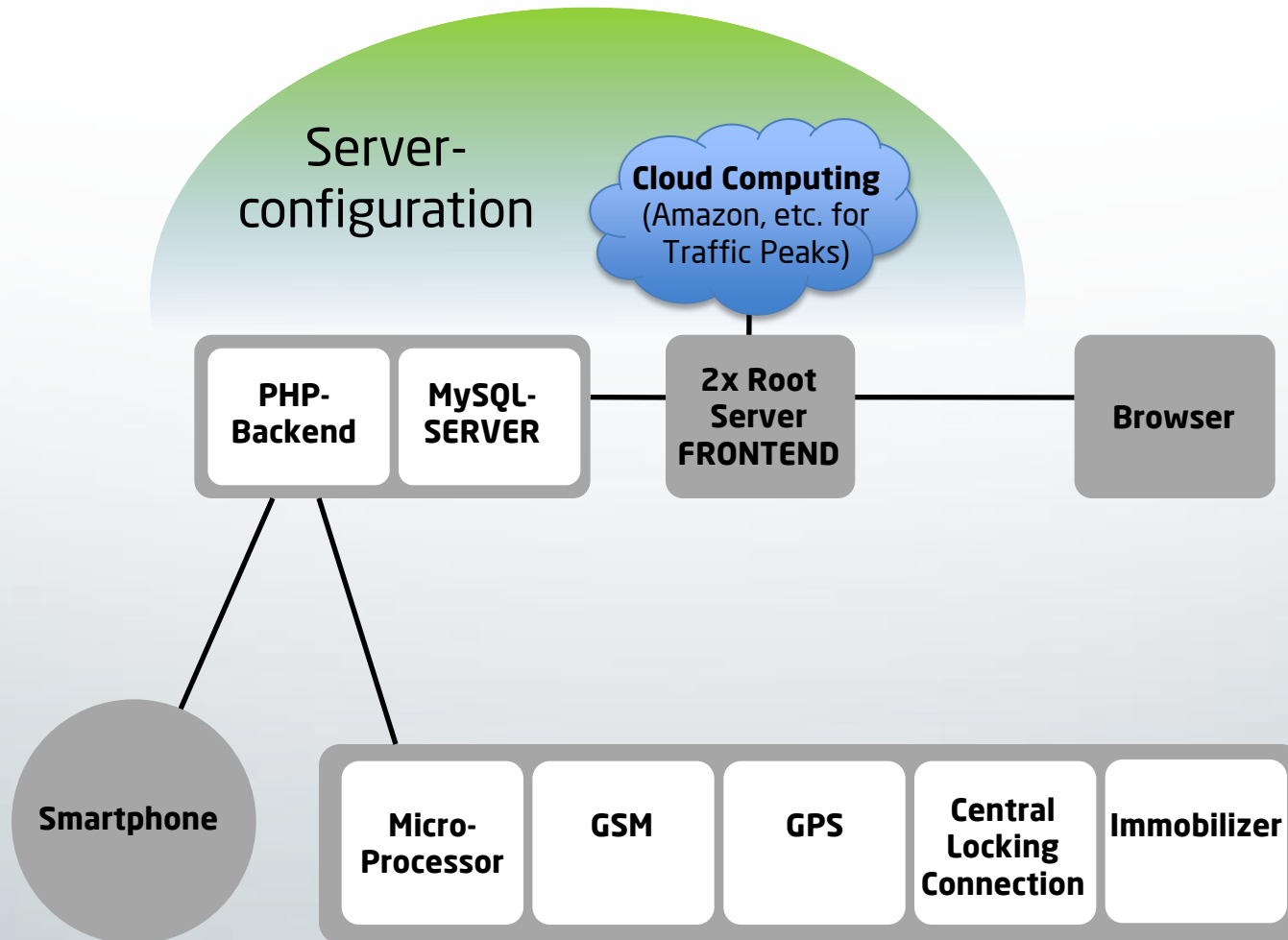
short term rentals

without Hardware

Hardware provider



IT ARCHITECTURE



Register on carzapp.net

THE PROCESS



Car owners as well as renters can register on carzapp.net to use our private car sharing platform

CAR OWNERS

- Sign up a car
- Define a price
- Decide the availability
- Set user circles
- Optional ZappKit

RENTERS

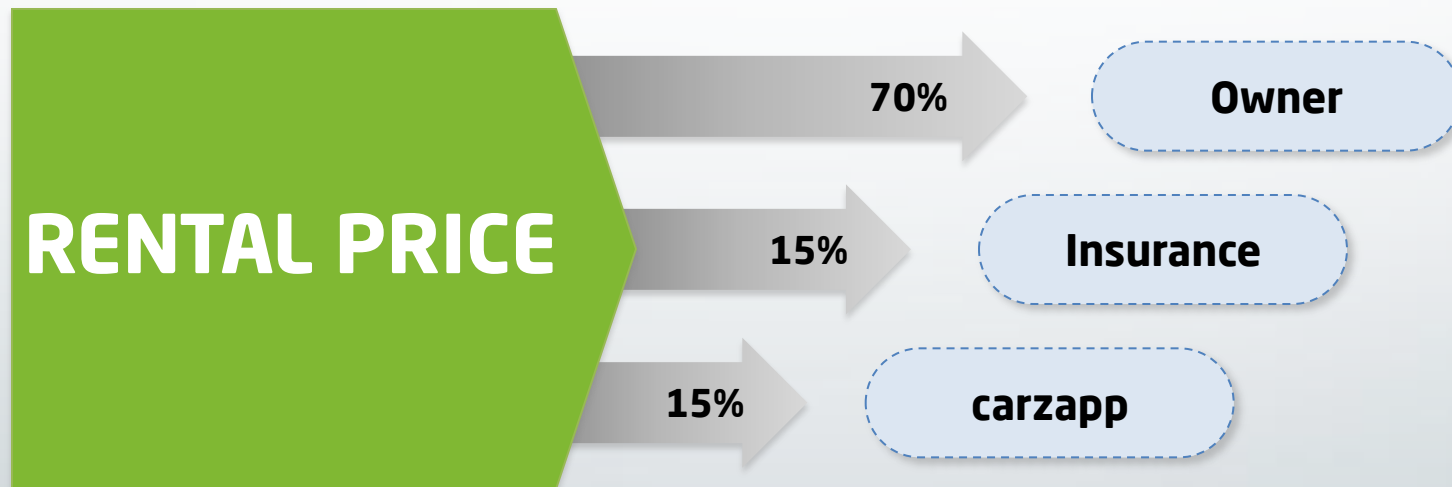
- Register
- Identify
- Install the App
- Book
- Unlock
- Drive

How we make money

B2C



carzapp earns a provision on the rental price

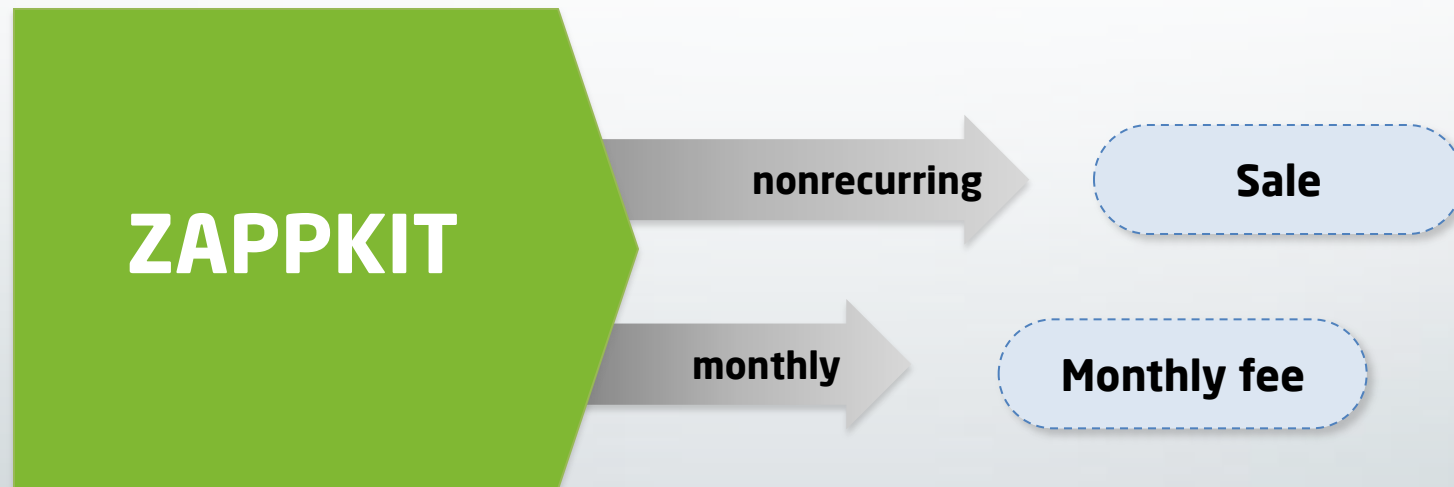


How we make money

B2B



carzapp receives the retail price and a monthly fee for each ZappKit



Our strengths



Know-How inhouse

carzapp has developed the hardware inhouse - from the beginning

Network

A strong network of consultants, experienced entrepreneurs and professionals supports us

Showcase Project

The project is an ideal market entry opportunity - with media coverage and funding

Patent

Our hardware solution is protected by a pending patent

USP

Our hardware is about 4 times cheaper than the competitors'

Manufacturer independent

The ZappKit is independent from car manufacturers

Cooperations

Strong partners like Capgemini and PSA support and help us

Market entry & potential



- **USP**

Use the ZappKit in B2C and B2B

- **Reduced risk**

Public funding helps financially and in terms of public awareness

- **Partners**

Our partners help us develop the hardware and to enter the market

- **Innovation**

ZappKit leaves space for innovation (e.g. car on demand, e-call, ...)

- **Potential of combination with other systems like AirBnB**

High correlation between willingness to rent apartments and cars



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