

ECOSUMMIT PRESENTATION



*TRUE ELECTRIC
MOBILITY*

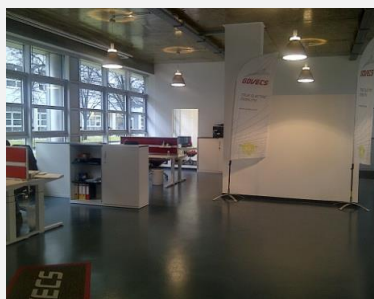
DIRK DENS
VP Sales & Marketing

www.govecs.com

Who is GOVECS?



Headquarters Munich



- Activities: Marketing & Sales, finance, operations and HR
- Located in downtown Munich



Plant Wrocław





- Activities: Product development, production, quality management, logistics, technical and customer service
- One of the most advanced and flexible manufacturing facilities in Europe with 2 assembly lines
- Each line has a capacity of 400 vehicles/ months/ shift







Products – S-Series

| | S-Series | | |
|---------------------|---|--|--|
| Models |  |  |  |
| Comparable category | 50 ccm | 50 ccm | 125 ccm |
| Motor | Brushless | Brushless | Brushless |
| Torque | 54 Nm | 54 Nm | 114 Nm |
| Battery | Silicon | Lithium | Lithium |
| Brakes | Hydraulic disk brake | Hydraulic disk brake | Hydraulic disk brake |
| Max. speed | 45 km/h | 45 km/h | 80 - 85 km/h |
| Range | 50 - 60 km | 60 - 100 km | 50 – 70 km |
| Charging time | 4 - 5 h, approx. 2 h to 80% | 4 - 5 h, approx. 2 h to 80% | 4 - 5 h, approx. 2 h to 80% |
| Special features | Available as “+” version with 62 km/h and as 25 km/h version | Also available as “+” version with 62 km/h and as 25 km/h version  | In many European countries it's allowed to drive this scooter with the car driver's licence  |

Innovative new product – GO! S/T 1.4

| GO! S/T 1.4 with removable batteries | | |
|--------------------------------------|--|---|
| Models |  |  |
| | GO! S1.4 | GO! T1.4 |
| Comparable category | 50 ccm | 50 ccm |
| Motor | Brushless | Brushless |
| Torque | 54 Nm | 54 Nm |
| Battery | Lithium | Lithium |
| Brakes | Hydraulic disk brake | Hydraulic disk brake |
| Max. speed | 45 kph (also as 25 kph version available) | 45 kph (also as 25 kph version available) |
| Range | 50 km (at 25 kph even up to 80 km) | 50 km (at 25 kph even up to 80 km) |
| Charging time | 4 - 5 h, approx. 2 h to 80% | 4 - 5 h, approx. 2 h to 80% |
| Special Features | <ul style="list-style-type: none"> Removable batteries: 15kg per battery pack Everywhere chargeable: in regular power sockets e. g. outside houses or inside apartments Endless range due to removable and exchangeable battery packs The cargo scooter has a storage capacity of 20 kg in the front and 320 liters/ 75 kg in the rear | |

Products – T-Series

| | T-Series | | |
|---------------------|---|---|---|
| Models |  |  |  |
| | GO! T1.2 | GO! T2.4 | GO! T3.4 |
| Comparable category | 50 ccm | 50 ccm | 125 ccm |
| Motor | Brushless | Brushless | Brushless |
| Torque | 54 Nm | 54 Nm | 114 Nm |
| Battery | Silicon | Lithium | Lithium |
| Brakes | Hydraulic disk brake | Hydraulic disk brake | Hydraulic disk brake |
| Max. speed | 45 km/h | 45 km/h | 80 - 85 km/h |
| Range | 50 - 60 km | 60 - 90 km | 50 – 70 km |
| Charging time | 4 - 5 h, approx. 3 h to 80% | 4 - 5 h, approx. 3 h to 80% | 4 - 5 h, approx. 3 h to 80% |
| Special features | Storage capacity of 20 kg in the front and 320 liters/ 75 kg in the rear | Revenue load up to 180 kg (incl. driver, therefrom up to 20 kg in the front). The shipping volume amounts over 200 liters.  | Storage capacity of 20 kg in the front and 320 liters/ 75 kg in the rear |

Electric Scooters, how to become part of the Mobility Solution?

- **Why electric mobility?**
- Roadmap (how to introduce – B2B and B2C)
- **Changing Mobility aspect**
- Electric mobility examples (B2B, sharing)
- **Leasing concepts changing towards Mobility solutions**
- Need for support (infrastructure, incentives, etc)

Why electric mobility?



Clogging up of City Centers and heavy pollution

**Need for easy/quick transport
(people and goods)
ECONOMIC loss due to waste of time**

Rising fuel costs



Roadmap

How to introduce electric scooters

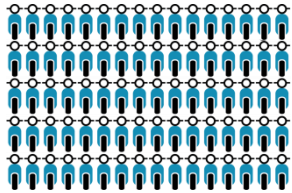
- First B2B
 - Volume needed to deal with hurdles/barriers
 - TCO easier to convince to business users
 - Using upcoming sharing schemes to get the B2C user acquainted with the product (using existing tracking/sharing software)
- Examples



How to introduce electric mobility/scooters?

Roadmap

- Changing Mobility Concepts
 - Fleet management companies/Leasing Companies



Combination of mobility aspects in one formula

- Taxi vouchers, bicycle, car, electric scooter
- One mobility card provides the whole range

- B2C
 - Creating awareness
 - Creating interesting financing/leasing/sharing concepts
 - Combination of leasing car AND electric scooter
 - Sharing schemes (Cooltra, new parking initiatives)



How to introduce electric mobility/scooters?

The logo for ECooltra, featuring the word "ECooltra" in a bold, green, italicized sans-serif font. A green underline is positioned beneath the letters "ooltra", and a small registered trademark symbol (®) is located at the end of the word.The logo for GOVECS, consisting of a stylized grey graphic above the word "GOVECS" in a bold, red, italicized sans-serif font. The graphic is a curved, arrow-like shape pointing upwards and to the right.The logo for OTC Engineering, with "OTC" in a large, bold, blue sans-serif font and "Engineering" in a smaller, blue sans-serif font to its right.The logo for ingenium mobile studio, featuring the word "ingenium" in a blue, lowercase, handwritten-style script font, with "mobile studio" in a smaller, blue, lowercase sans-serif font positioned below it.

Future needs for success

Infrastructure

- Good initiatives via local governments
- Business initiatives
 - Fuel stations
 - Supermarket chains
 - Parking lots

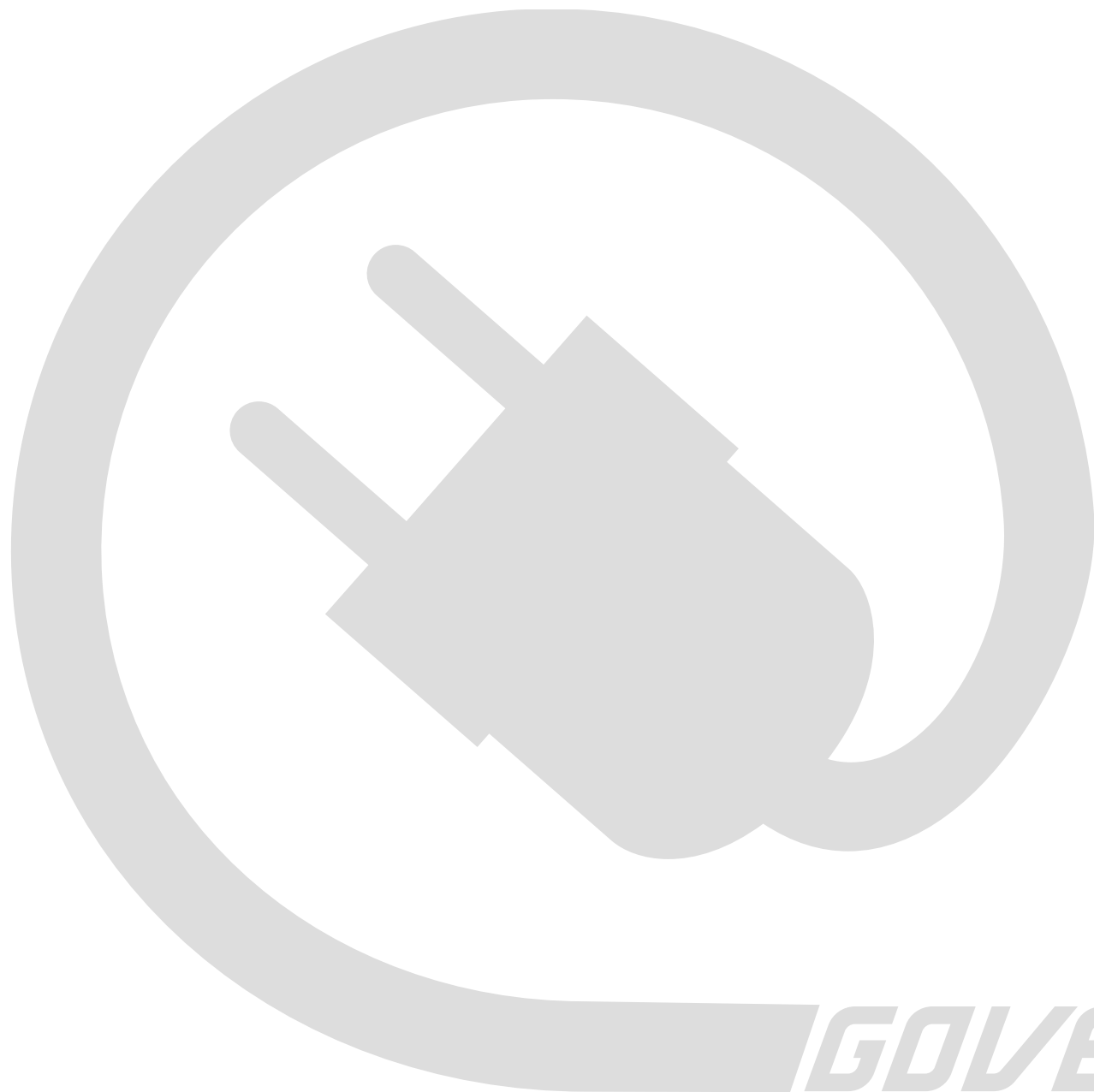
Leading by example

- Communities
- Fleets



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