



carzapp

# Next Generation Carsharing



# The founders

## carzapp GmbH



**Oliver Lünstedt**

### **CEO**

Strategy & Finance  
Human Resources  
Marketing & Sales

### **Education:**

Industrial engineer

### **Relevant experience:**

Consultant in the automotive industry: Qualification of Indian Tier-1 supplier



**Sahil Sachdeva**

### **CTO**

Hardware & software development  
Platform & Operations  
Quality Assurance

### **Education:**

Electric Engineer (Aachen)  
M.Sc. Embedded IT  
(TU Berlin)

### **Relevant experience:**

Nokia + T-Labs (Entwicklung von Lokalisierungstechnologien)

# The problems of our customers



## Owner



**Repair costs**



**Depreciation vs usage**



**Rising fuel costs**



**Paperwork**



## User



**Efficient access**



**Specific need**



**Travel**



**Bad weather**

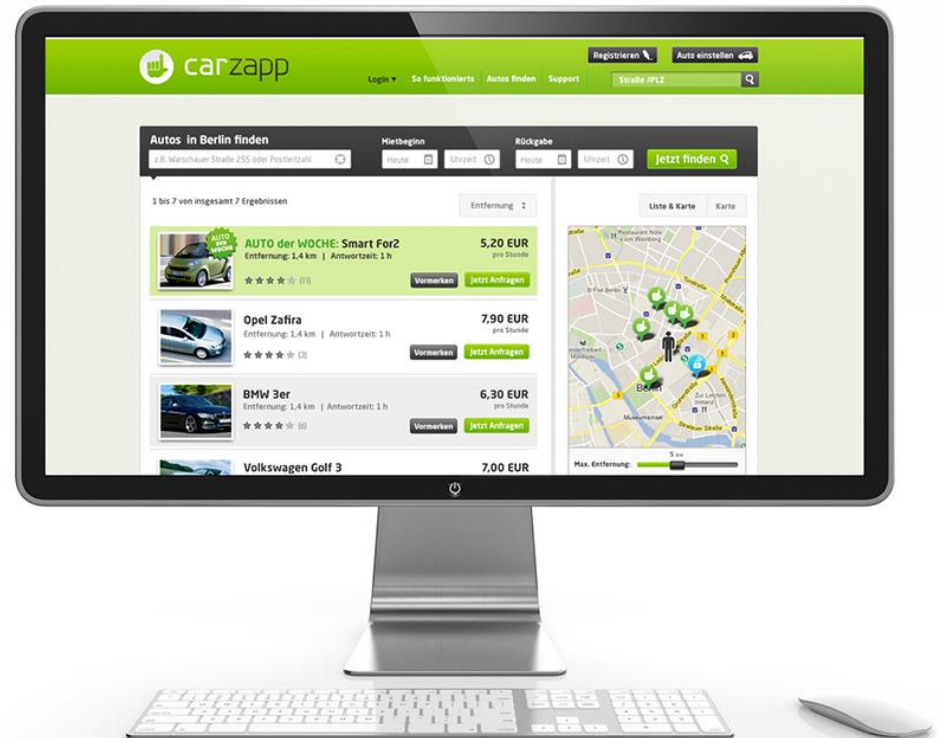
# Our solution: carzapp platform

## Connecting cars with users



### The advantages

- Efficient booking process
- Access control
- Usability
- Fleet management
- Connecting B2B car fleets for corporate car sharing and carzapp connect



# Our solution: The ZappKit

## Keyless opening



The ZappKit is a patented, car manufacturer independent hardware solution, which enables keyless car sharing via smartphone

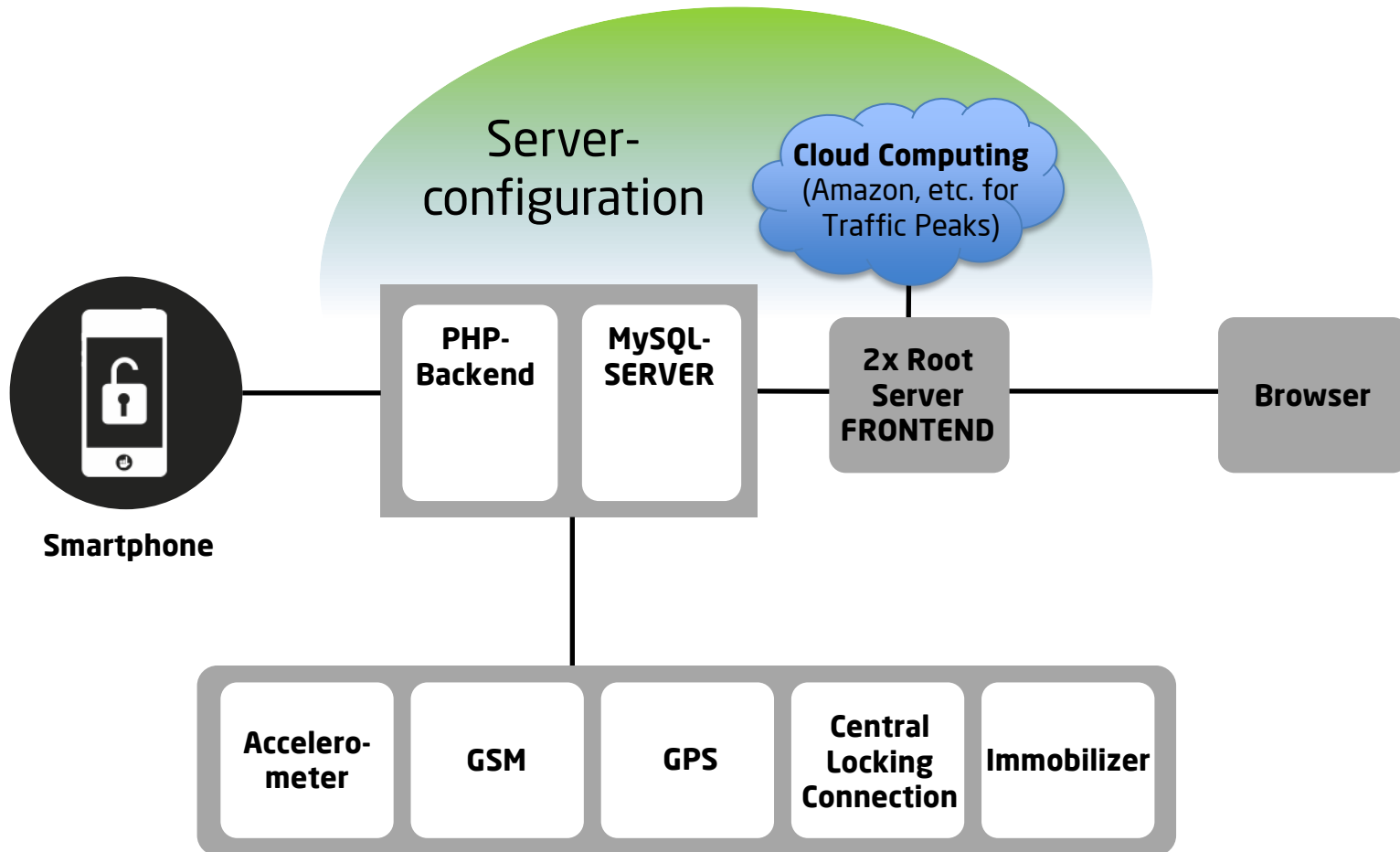
### THE ADVANTAGES

- **Keyless handover**
- **Innovative immobilizer**
- **Easy to use**
- **Quick installation**
- **Comfortable car sharing**



# ZappKit

## IT architecture



# The advantages



## Owners



**Usage optimization**



**Safety & Control**



**Comfortable**



**Insured**



**Immobilizer / silent alarm**



## Users



**Spontaneous booking**



**Flexible**



**Model diversity**

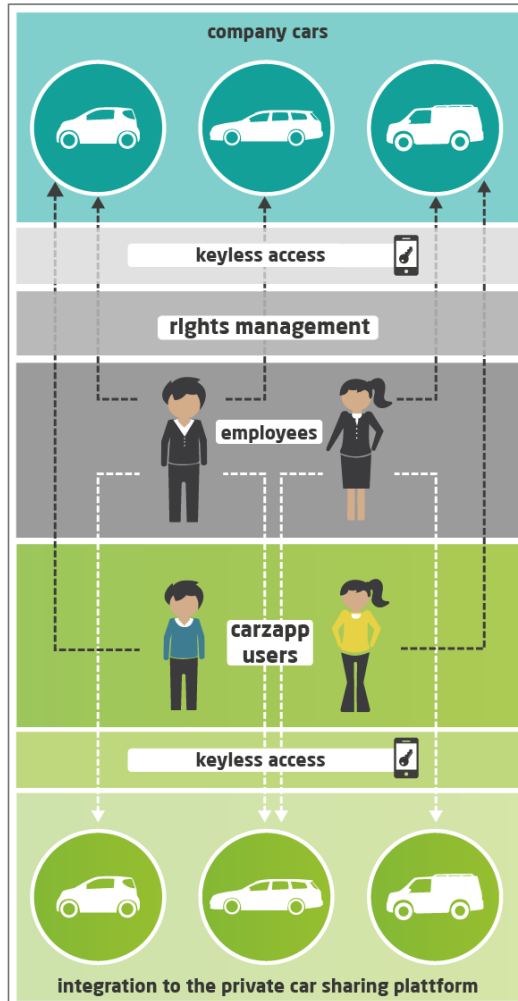


**Insured**



**Cheap rates**

# carzapp pro



- **Innovative fleet management**
- **Exclusive insurance solution for carzapp connect**
- **Sustainable image for companies**
- **Customer relationship**



# Financials + shareholders



## Key figures

- Investment needed:
  - This round: 2 Mio. €
  - Further needs: 2 Mio. €
- Break even in 2016

## Share distribution:

- Founders (83.0%):  
Oliver Lünstedt (49.8%) + Sahil Sachdeva (33.2%)
- Crowd investors (Seedmatch):  
10.0% (partiarische Nachrangdarlehen)
- Business Angels:  
epublica GmbH (2.5%), von Massow (2.5%), Prof. Zarnekow (2.0%)



# carzapp

Gefördert durch:



aufgrund eines Beschlusses  
des Deutschen Bundestages



EUROPÄISCHE UNION

Deutschland  
Land der Ideen



Ausgezeichneter Ort 2013/14

# Contact details



**Oliver Lünstedt**

## **Oliver Luenstedt**

CEO & co-founder

carzapp GmbH

Tel: +49 (0)30 27 0008 111

Mob: +49 (0) 176 10 18 13 99

[oliver@carzapp.net](mailto:oliver@carzapp.net)

[www.carzapp.net](http://www.carzapp.net)

Wittelsbacherstraße 18, D-10707 Berlin

**Next generation carsharing.**