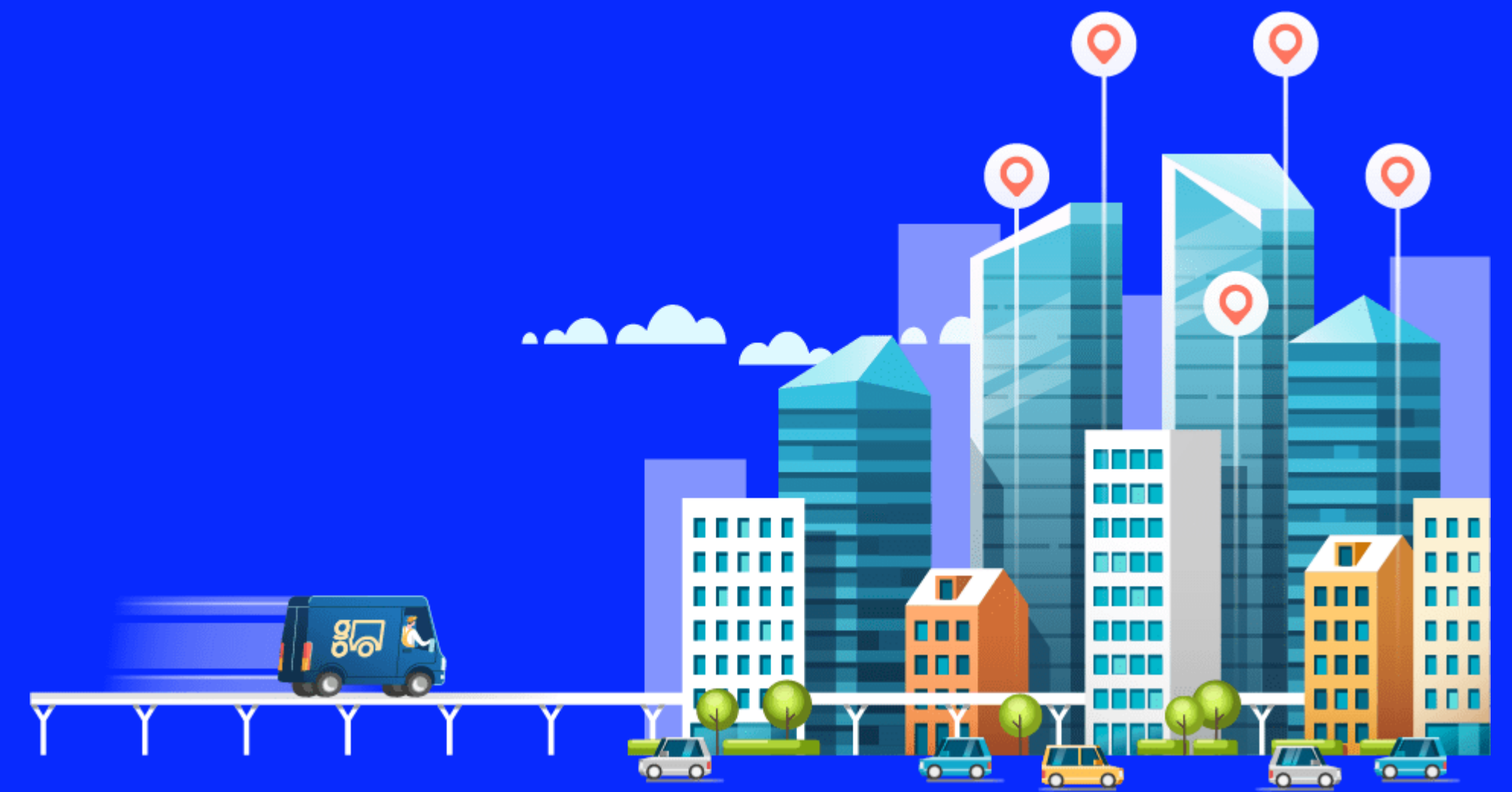




Last mile delivery electric vehicles profitable for businesses and sustainable for the planet

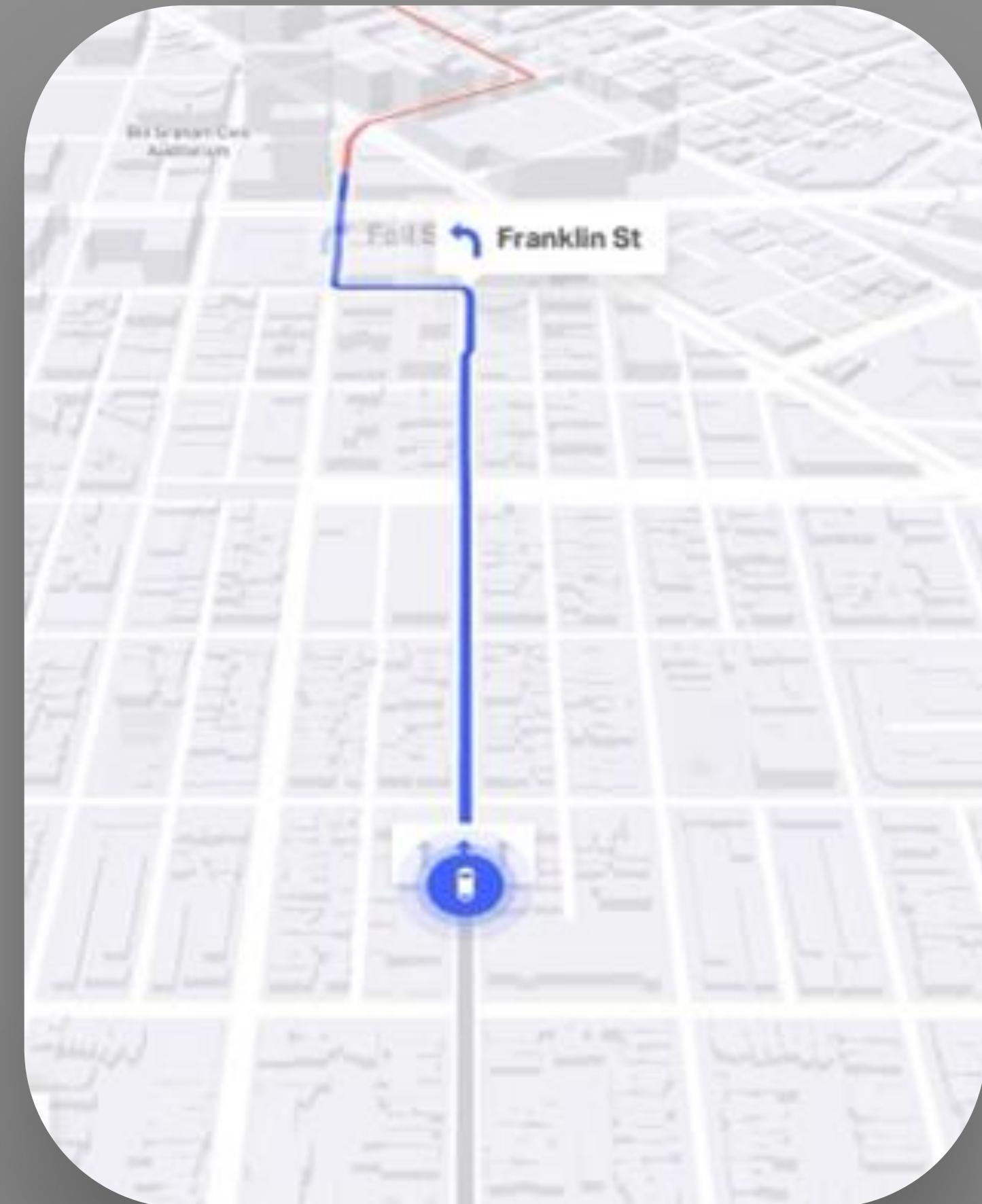
2021

www.scoobic.com



Founder's Statement

Our purpose is to make last mile delivery profitable for businesses and end users, and safe for delivery workers through efficient mobility service technology for urban fleets





Scoobic Group

The Company

2021

Scoobic is the most efficient solution in the market to deliver goods and services in urban areas through electric vehicles (EV's) that transforms an unsustainable last mile delivery model. Our vehicles have the best payload capacity ratio in the market, and assures a long term relation with its clients due to its infrastructure and vertically integrated business model (battery maintenance and recycling).

Scoobic designs, manufactures and commercializes custom designed EV's that solve last mile transport and logistics needs, optimizes urban mobility through data and telematics fleet management solutions, battery and vehicle insights and delivery management systems, and leads the race towards last mile electrification. Drivers' safety and the environment is placed at the core of our R&D&I.

Our company offers efficient EV's and a comprehensive charging infrastructure solution for fleets giving them access to maximize their cost-saving potentials, helping them decarbonize their processes and adapt to new urban regulations.

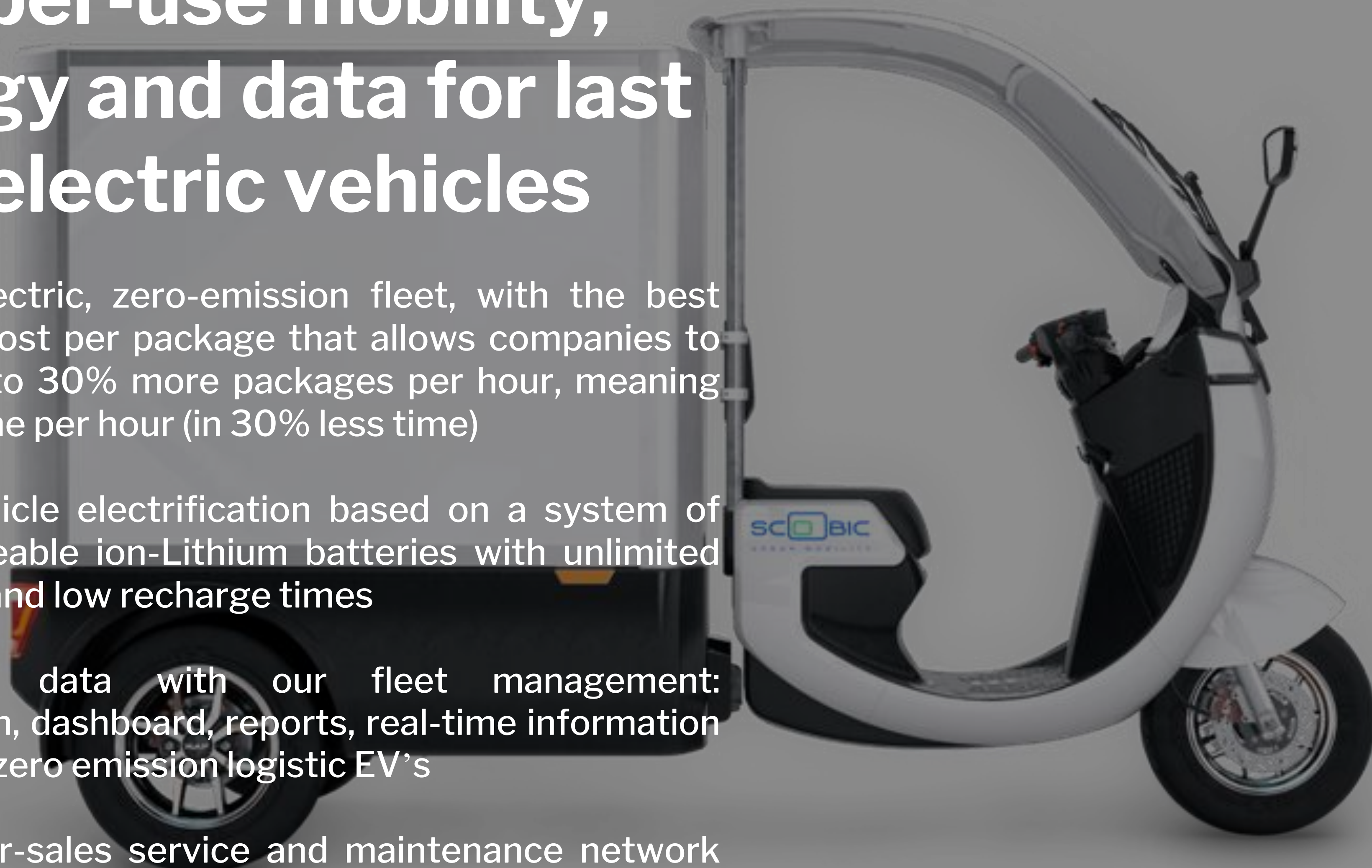
The last mile delivery sector needs a new category of vehicles

- The last mile is the largest portion of delivery costs (53% of the cost of shipping is the last mile delivery) and highest polluting segments of the logistics supply chain (fuel costs)
- Structural shifts to the last mile ecosystem - e-commerce, greater city regulations, new policies, evolving consumer habits and expectations – demand efficient new technologies
- Citizens and end users call for cleaner cities from pollution, traffic jams and noise and demand greater safety for ‘essential’ delivery workers



Pay-per-use mobility, energy and data for last mile electric vehicles

- An all-electric, zero-emission fleet, with the best transport cost per package that allows companies to deliver up to 30% more packages per hour, meaning more income per hour (in 30% less time)
- Fleet vehicle electrification based on a system of interchangeable ion-Lithium batteries with unlimited autonomy and low recharge times
- Analyze data with our fleet management: optimization, dashboard, reports, real-time information about your zero emission logistic EV's
- Best after-sales service and maintenance network (including charging stations and mobile charging)





Value Proposition

Our option provides the best solution



Load Capacity

Ability to transport as high a volume and payload as a van (up to 750kg / 1.400 liters), the best ratio price/load on the market. Its capillarity makes it accessible to pedestrian areas



Driver Safety

Patented three-wheel mobility system to avoid tilt-load: safer driving than a motorcycle, while maintaining agility in traffic and eliminating fatalities on our city streets



Urban Logistics Sustainability

Vehicles can access pedestrian areas and tackle environmental problems in urban cities: slash air pollution, cut traffic congestion, lower greenhouse gases emissions, less noise



Profitability

Best transport cost per package leads to 30% more deliveries per hour, in turn, 30% more revenue per hour

How we do it

EV's adoption for public and private fleet operators that seek to reduce GHG emissions at scale with the lowest Total Cost of Ownership (TCO).

Last Mile Electric Vehicles

Full range of delivery vehicles - 0.5m3 to 6m3 - optimized and 100% electric: scooters, motorcycles and small vans and trucks

Flexible Payment Plans

Choose between renting, leasing or buying the vehicle. You can even pay only for the battery used and miles/kilometers driven

50%
conversion rate

200 vehicles
in the market

13 awards

Business Model

Integral urban mobility solutions: We perfect fleet management to find new, profitable and sustainable ways to deliver goods to urban consumers.

Our B2B model allows for flexible payment plans such as renting, leasing & pay per use – a transformative way for fleet operators to access electric vehicles, rechargeable batteries and total data connectivity at a fixed price per mile/km. driven, with no mile/km. limit. All at a 20% lower cost than current delivery vehicles with the best after sales service and charging infrastructure (Bridgestone Worldwide).

B2B Customer segments: National postal service providers, retail, parcel delivery companies, food and grocery delivery, Horeca distributors.



M.E.D. (Mobility, Energy & Data as-a-service)

Scoobic Network offers mobility as a service with flexible payment plans and different revenue streams. The customer, fleet operators, can choose between renting, leasing, or purchasing the Scoobic vehicles. They can even pay for each battery used at a fixed price per kilometer traveled, without a limit of kilometers, at a lower cost than its existing vehicles (fuel and maintenance).

When Scoobic reaches a deal with a client, it customizes and adapts the vehicle to the clients particular needs. both parties agree a minimum of kilometers per year. As part of the dealthe vehicle, batteries, maintenance and even the supply of green energy with an electric company is also included.



Value Chain



The opportunity... in the markets own words

Ford

More than 60% of Americans and 68% of Brits care about the environmental impact of vehicles used by delivery services, said Mark Kaufman, Global Director of Electrification,

World Economic Forum

Demand for last mile delivery is expected to grow by 78% globally by 2030.

Green Biz

Freight movement is not only the fastest-growing source of greenhouse gas emissions, last-mile freight is a major contributor to local air pollution, often in disadvantaged communities.

Shopify

By the end of 2020, global e-commerce sales are expected to reach \$4.2 trillion.

Timeline

2016 - Idea

R&D&I project for the design of multipurpose last mile electric vehicles

2017 - Prototype

We began the design of the first 100% electric delivery three wheeled vehicle prototype

2018 - Market Presentation

We launched the first patented and homologated vehicle on the street with great success.

Winner of the Sustainable Mobility Award

GROUPE RENAULT
FUNDACIÓN PARA LA MOVILIDAD SOSTENIBLE

Timeline

2019 - Value Chain Completion

Scoobic confirms market introduction through a JV with Rap Sev to produce EV's in China and with Bridgestone for after sales services (maintenance and recharging)

Winner of the DHL Green & Digital Innovation Award



2020 - Seed Round

EIT InnoEnergy, the innovation engine for sustainable energy in Europe, invests EUR 2 million



Winner of the Estrella Luike Award to the Best Mobility Solution



2021P – Series A Round

Set to raise a Series A Funding Round at a valuation of EUR 57 million (Marsh & McLennan)

Winner of the EntrepreneurXXI Awards, promoted by CaixaBank



Traction

Our Clients



Large customer/ after-sales service partner for B2C:



Support from:



Partners



Our industrial partners the pioneer of smart electric vehicle for cold chain and logistics industry and is located in Changxing National Economic and Technological Development Zone, Huzhou city, Zhejiang province, China.



Market leading innovative Software as a Service (SaaS) fleet management software solution. It gives you secure access to all the information you need to manage your fleet operation in the most effective way.



Energy storage solution based on 2nd life Li-Ion batteries (coming from electric vehicles) for different end applications: and based on energy needs, they collect, test, assign the right application, reconfigure and assemble



Banco Santander is the largest bank in Spain in both revenue and assets. Through this partnership we finance the clients leasing and renting of the electric vehicle fleet.

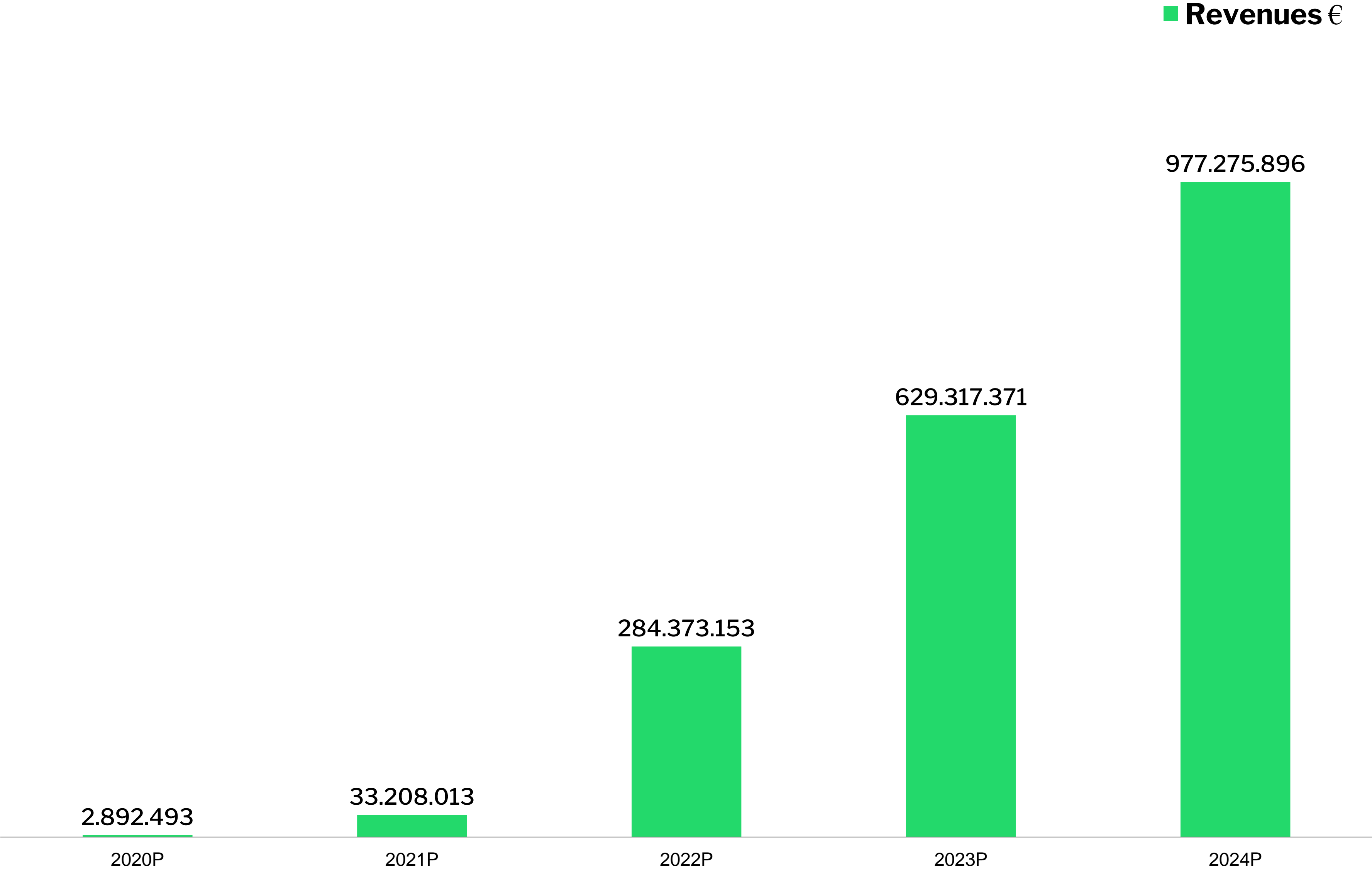


With their help we finance your fleet in leasing and renting. It is a Spanish bank with headquarters in Valencia. Their support is important as they named us winners of the Entrepreneur XXI Andalusia Award from CaixaBank.



First Stop, a Bridgestone brand, growing network of service centers specializing in tires, vehicle maintenance and repairs. Globally they are part of Bridgestone, and through the partnership they carry out the maintenance and charging of the electric vehicles.

Revenues



Coming soon...



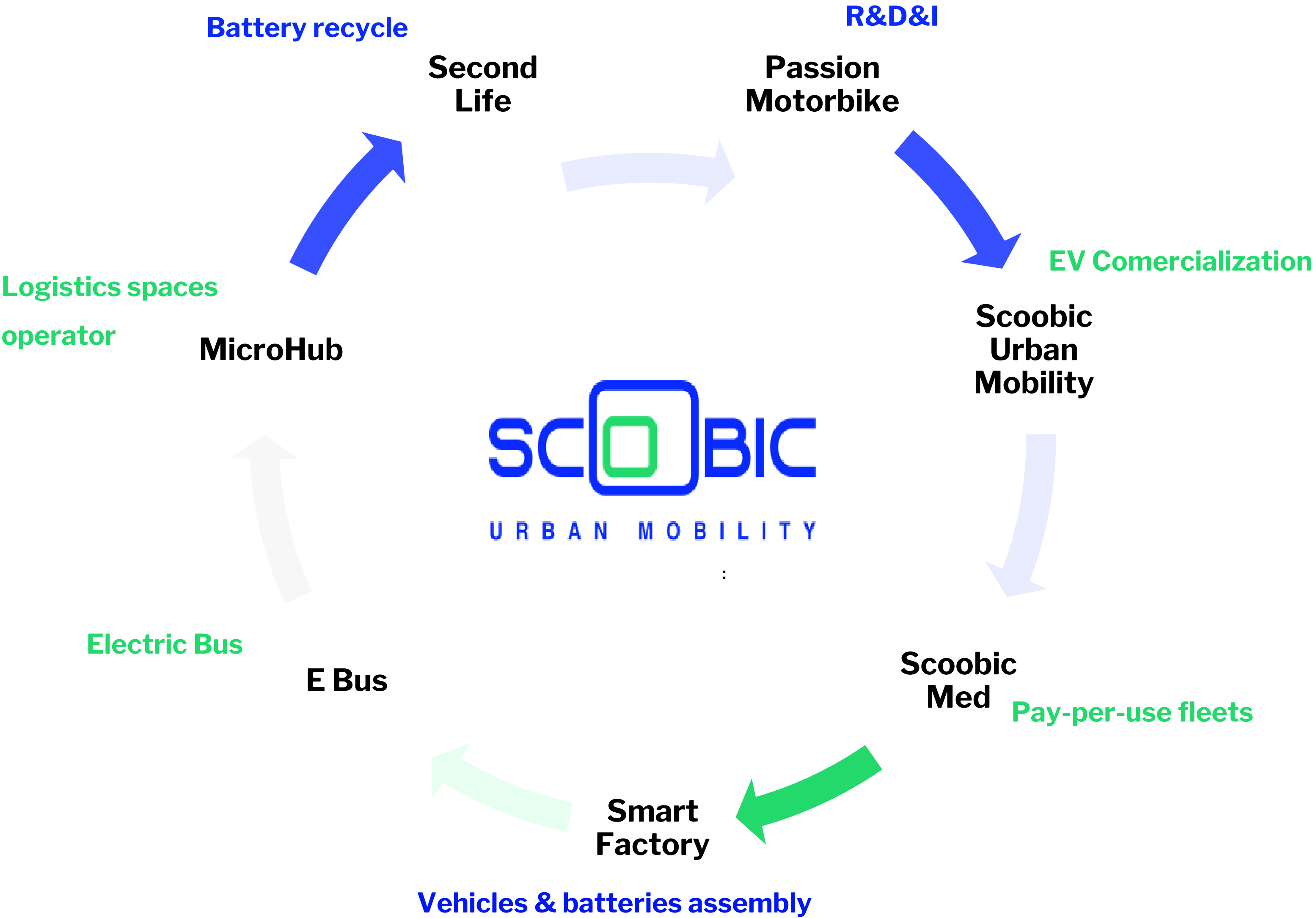
Last mile delivery, a critical segment of the logistics industry, is rapidly evolving. We anticipate that this will continue in the future and will be led by the penetration of autonomous delivery vehicles (ADVs), believed to have the potential to revolutionize last-mile delivery in a way that is more sustainable and customer focused.

About Us

In order to transform last mile delivery, tech development is key. Scoobic is currently working with 14 clients who believe EV's adoption is the first wave of technology adoption.

Since we think of urban logistics as a whole, and are part of Industry 4.0, we are building Scoobic's circular ecosystem includes developing city hubs, new manufacturing plants and will recycle Lithium-ion batteries from our EV's as they could provide a valuable secondary source of materials.

The senior leadership team has extensive knowledge in industrial and technological projects and will lead the change towards zero emission mobility solutions for public and private company fleets.



Team

Jose María Gómez

Fouder/CEO

José María Gómez Márquez, CEO, entrepreneur, Master in Business Administration, with extensive international experience in the implementation of industrial and technological projects, and with several developments resulting from R & D & I patented in the field of lightweight structures and ephemeral architecture. They are used internationally by the company AMG Events Services in gatherings such as the World Championship Moto GP, Rally World Championship, Rider Cup, etc.



Team



Co-Founder/CTO

Pablo Marfil Serrano



Co-Founder/CMO

Mª Angeles Rodriguez de Trujillo



Co-Founder/CFO

José Enrique Díaz Buzón



Thank You



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