



okmobility

Investor Presentation MARF
FY 2023

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All financial data in this report are preliminary and unaudited.

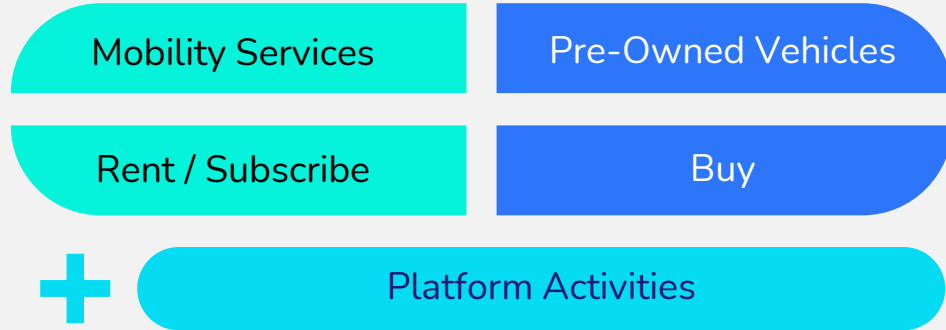
INDEX

- **Company Introduction**
- **Our Disruptive Business Model**
- **Global Footprint**
- **Key Financials**
- **Strategy & Outlook**

- **Company Introduction**
- Our Disruptive Business Model
- Global Footprint
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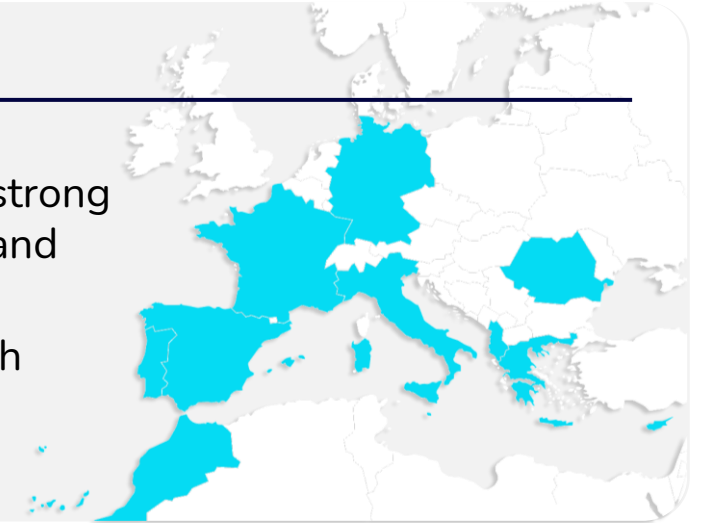
OK Mobility Group at a glance

Business Segments






Global Footprint

Global set-up with strong European footprint and total presence in **15 countries** with **+70 stores**



Group size

-  Revenue 2023: €310 MM¹
-  Fleet size 2023: ~22 thousand²
-  Employees at year-end 2023: 757 FTE

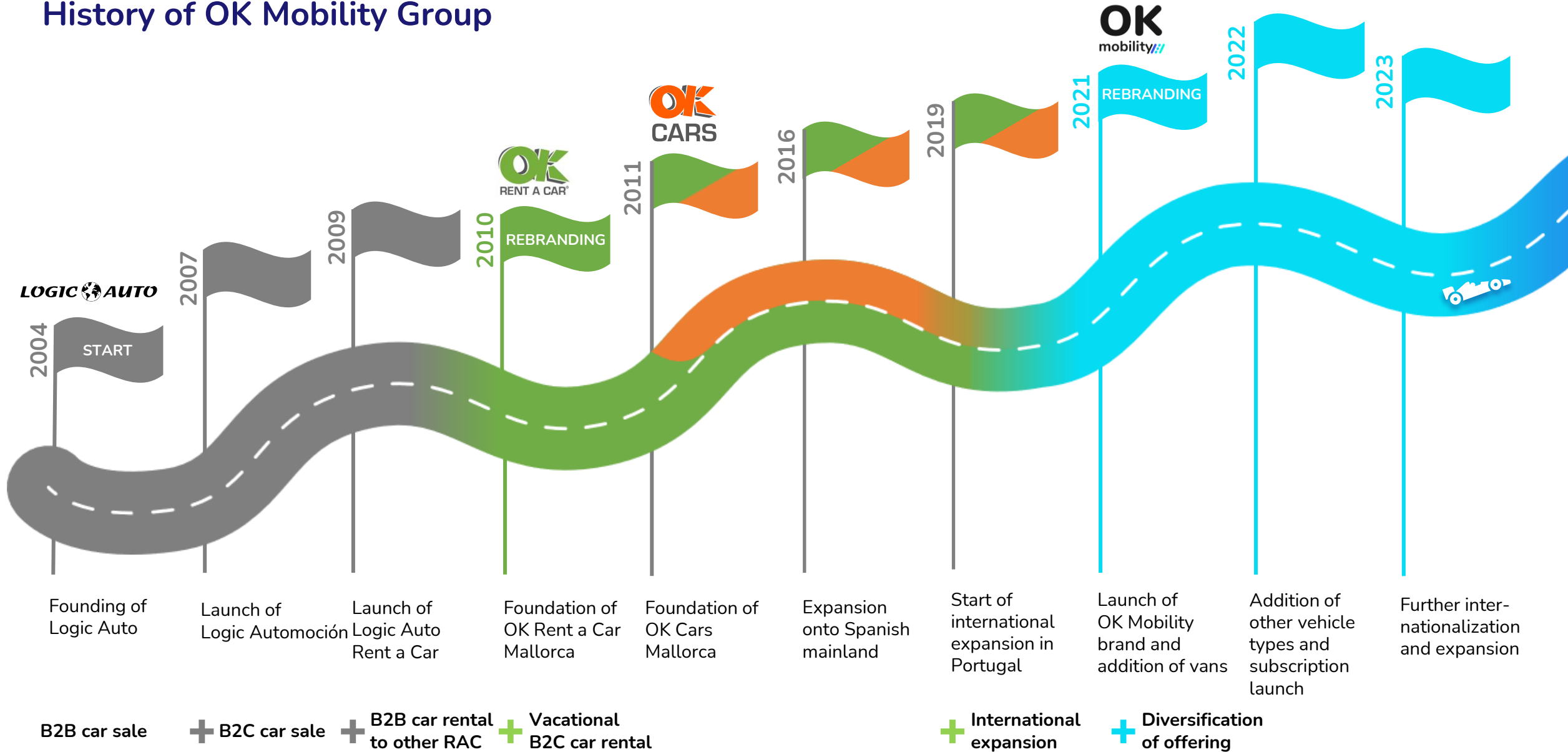
Ownership structure

Wholly owned and led by founder: **CEO Othman Ktiri**



¹ Preliminary, unaudited ² Organic fleet, average 2023, all vehicle types

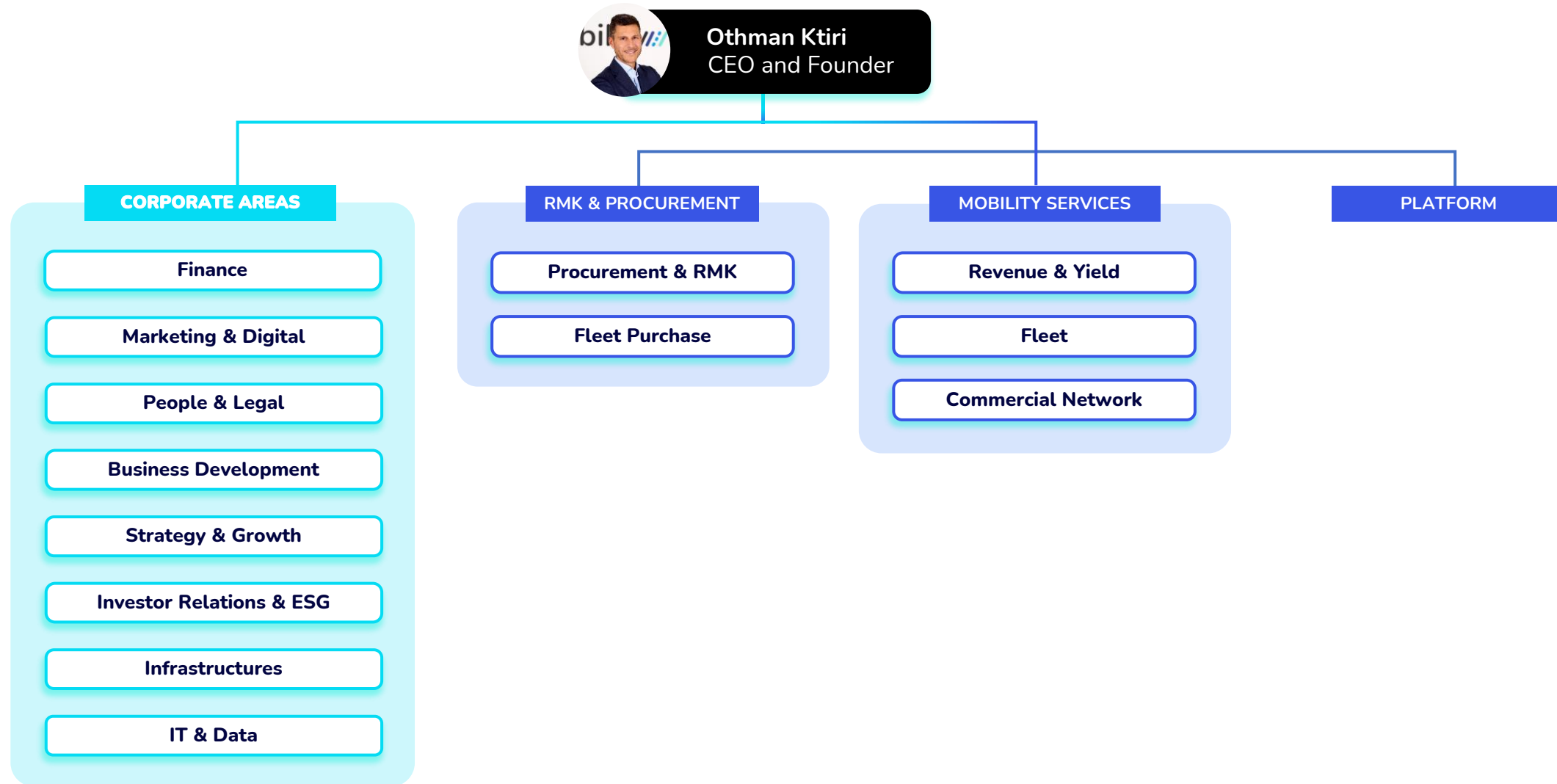
History of OK Mobility Group



Holding structure of OK Mobility Group



Organisational setup



Widest range of vehicles in the industry

Core offering



Standard vehicles



Premium vehicles



Electric vehicles



Industrial vehicles



Motorcycles

Additions complementing core offering and covering recreational and micro mobility



Camper vehicles



Microcars

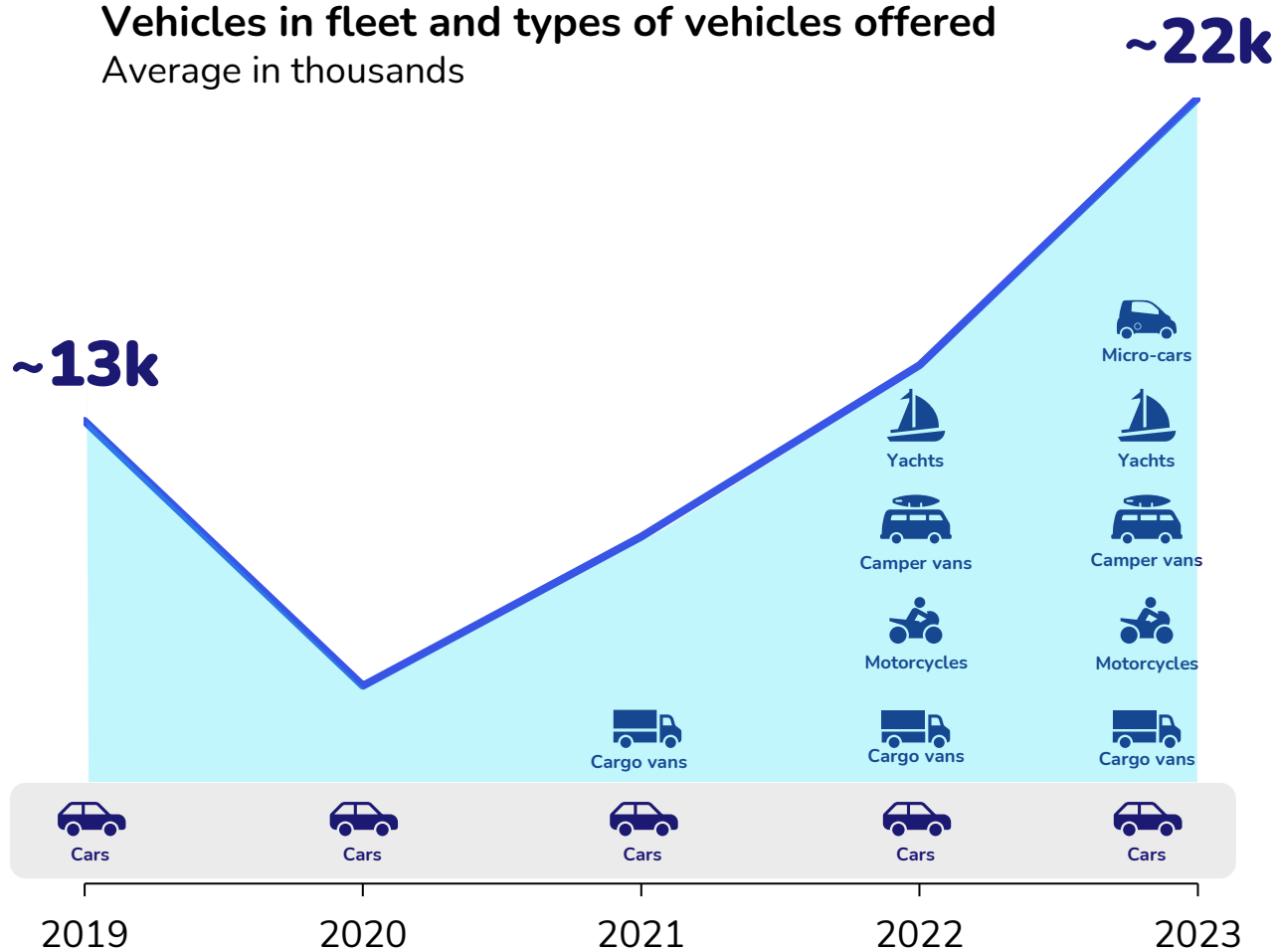


Yachts and Boats

Strong growth over the last 3 years to build the most comprehensive vehicle offering

Vehicles in fleet and types of vehicles offered

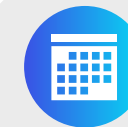
Average in thousands



Average fleet size increased significantly since 2019



~40 brands and ~240 models in fleet as of December 2023



<12 months avg. vehicle age¹

¹ 1 Month between vehicle registration and defleet (average)

EV approach of OK Mobility Group differs from other players in the industry

Cautious approach to fleet electrification due to



Significantly lower rental demand for EV than for ICE vehicles due to lack of charging infrastructure



Significantly higher repair costs and pressure on residual values due to complex technology and weak used car market for EVs

Our Strategy



Selectively add EVs/PHEVs at specific locations and for certain offerings (e.g. subscriptions) as close as possible to customer demand level



Preferably coupled with strategic partnerships (e.g., integration of smart #1 electric mini SUVs, while becoming excl. subscription partner in Spain)

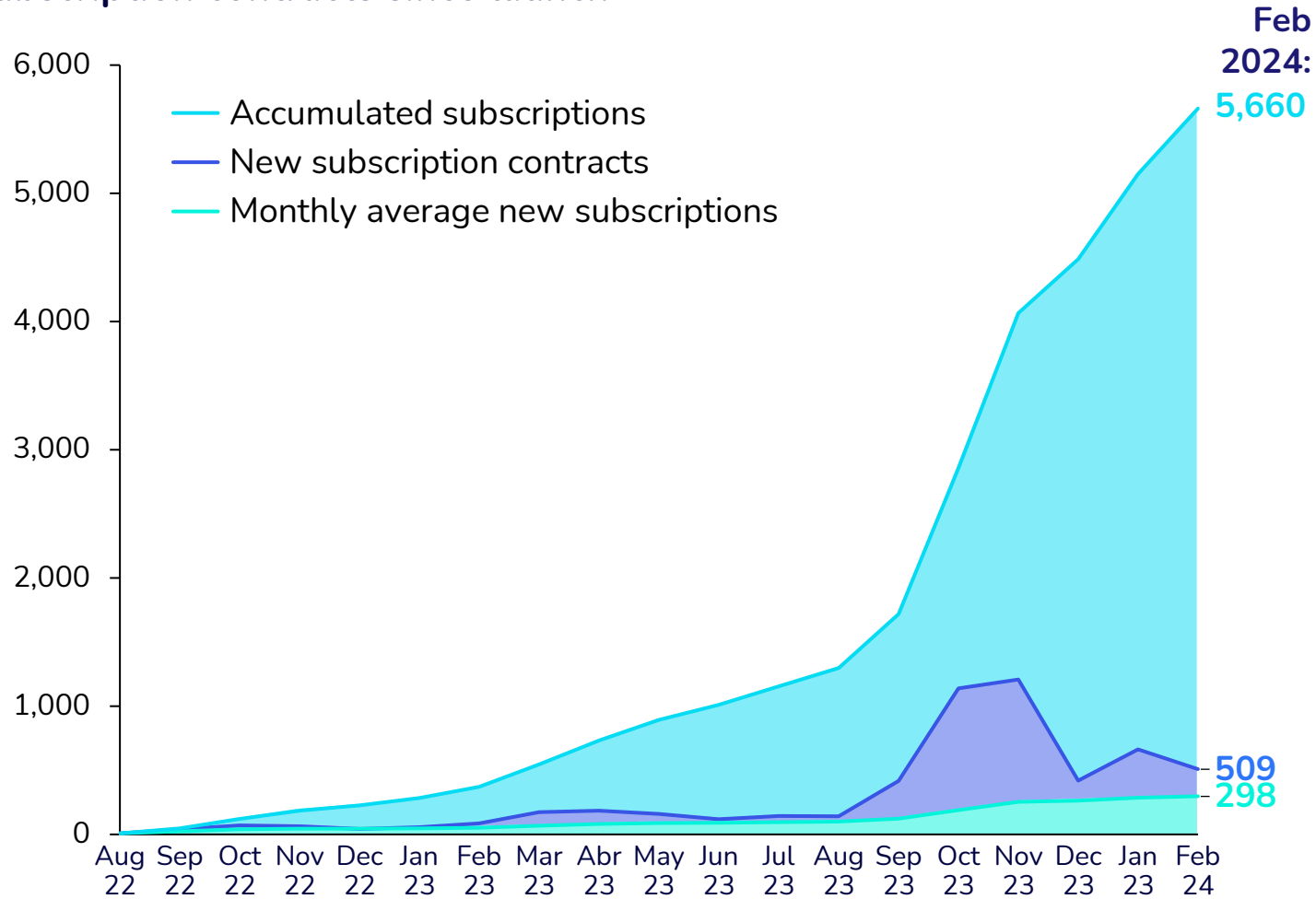


OK Mobility covers existing and upcoming mobility needs with diverse offering



Impressive development of subscriptions since launch in August 2022

Subscription contracts since launch



Unique mobility option

Recurring revenue / cash in for up to 6 months per contract

Less exposure to seasonality and active push during defleet

Our OK ATTITUDE

#MovingPeople #PoweringFreedom



Teamwork

With a united
#OKTeam, anything is
possible



Corporate social Responsibility

Our commitment to society
defines who we are



Excellence

Our constant drive for
quality is our hallmark



Winning spirit

We know what we want
and we focus on
achieving it

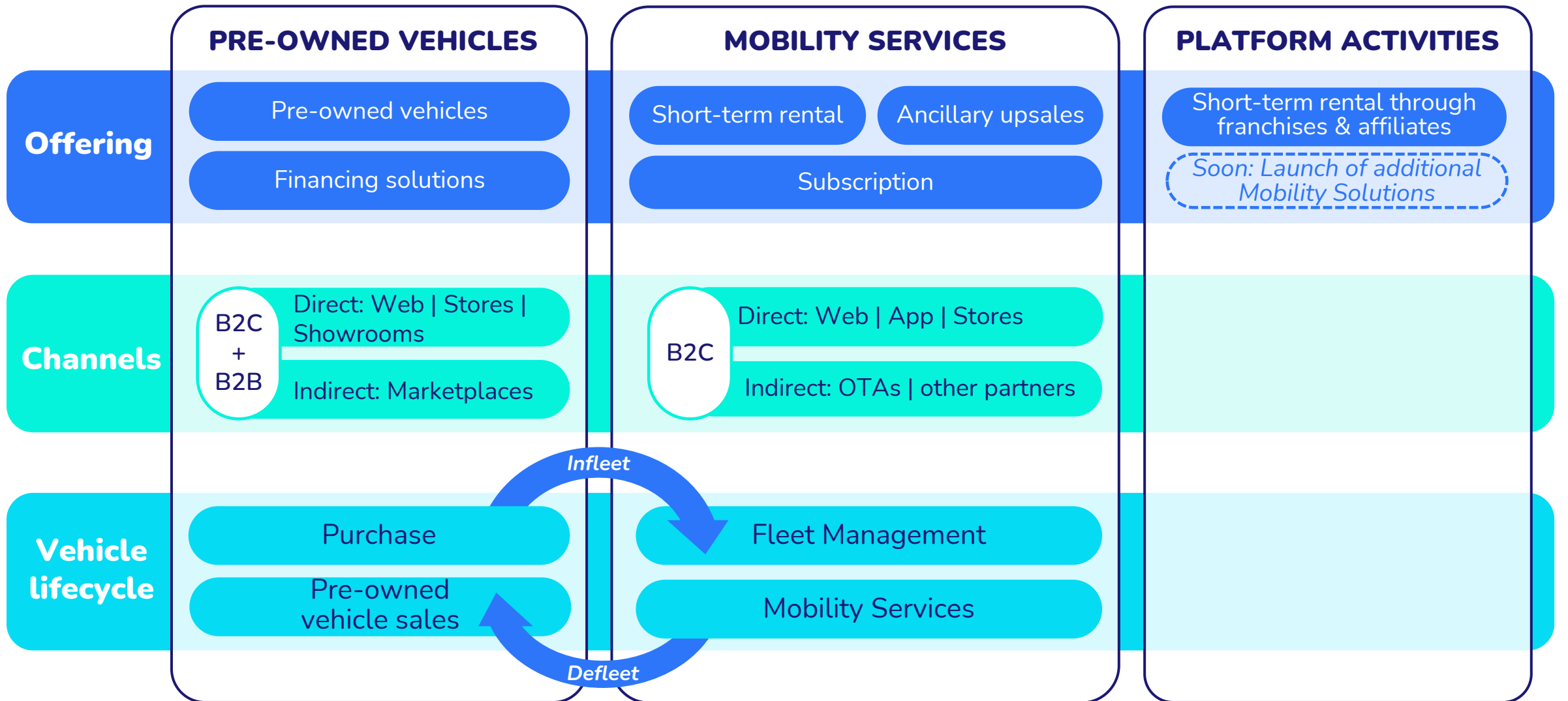


Perseverance

The best guarantee
of success is not
giving up

- Company Introduction
- **Our Disruptive Business Model**
- Global Footprint
- Key Financials
- Strategy & Outlook

Our disruptive business model



Mobility Services: Flexible true Mobility offering through vehicle and contract types

Widest range of vehicle types...

CARS

VANS

CAMPERS

SCOOTERS

BOATS



... further customisable with ancillaries ...



Product improvement

- ✓ Vehicle upgrade
- ✓ GPS
- ✓ Pet packs
- ✓ Children seats



Insurance and Services

- ✓ Coverage levels
- ✓ Road assistance
- ✓ Speedy Check-In
- ✓ Fast Track



... for different mobility lengths...

2 core contract types

RENT

Short-term rental
focused on vacational
and corporate customers

SUBSCRIBE

Subscription of typically
3 to 6 months for
resident customers

... and endeavours...

3 core store types



Airports

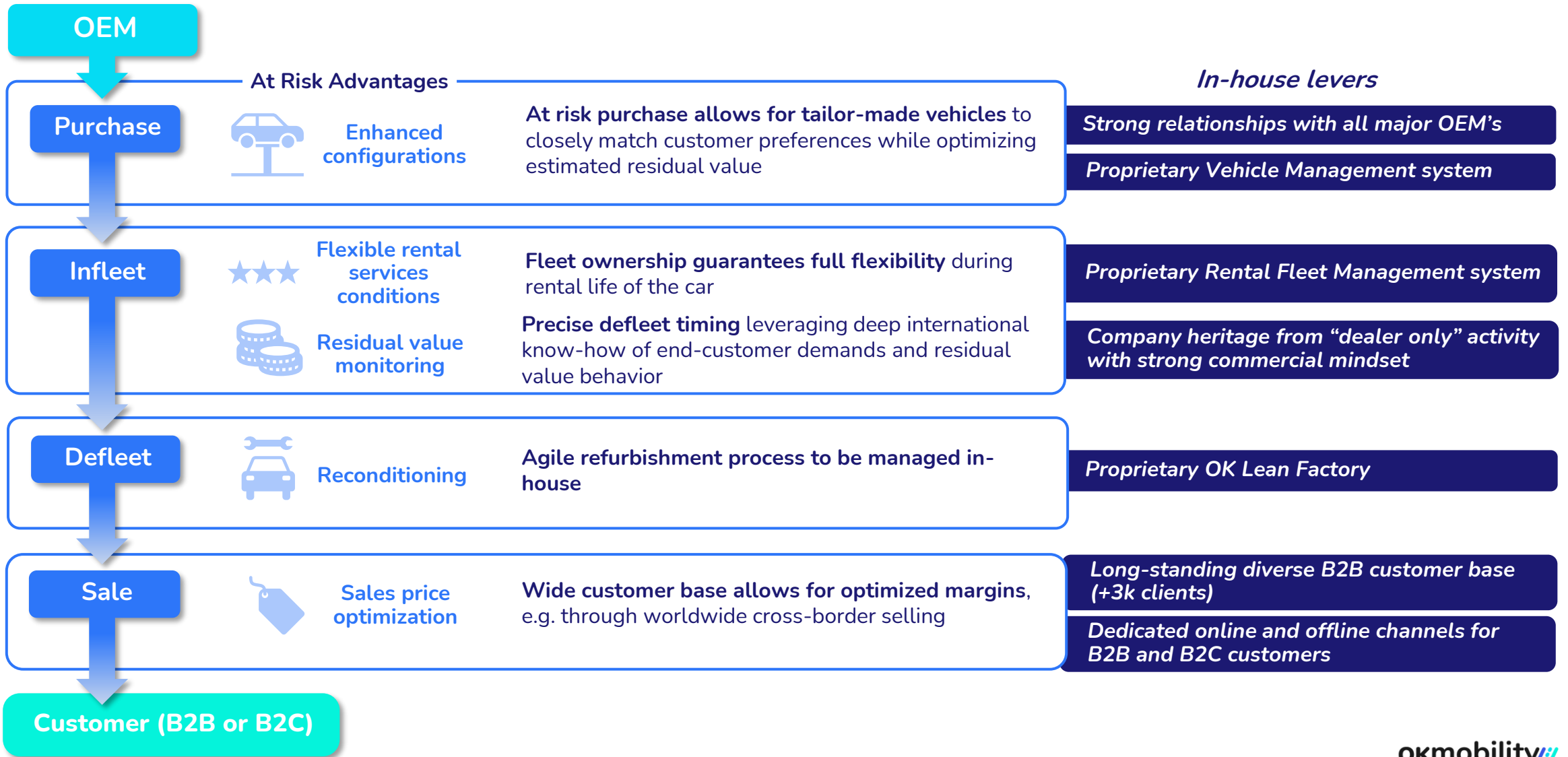


Train stations



Urban stores

OK Mobility's At Risk¹ Model provides significant competitive edge



¹ At Risk meaning full ownership of the vehicles

- Company Introduction
- Our Disruptive Business Model
- **Global Footprint**
- Key Financials
- Strategy & Outlook

Different store concepts to meet diverse mobility needs



Airports

- **State-of-the-art stores in the best locations** across the main airports in Europe
- In-airport and off-airport stores providing **personalised service to the customer**
- Fully equipped and digitalized stores **optimising queue management**



Train stations

- Stores located in **key European railway stations with a high passenger flowthrough**
- Responding to mobility trends and needs by providing **seamless mobility to railway passengers**



Urban stores

- **Fully equipped stores located in the city center**
- **Broader fleet typology offer in order to adapt to new mobility trends** (motorbikes, scooters, microcars, ...)

Strong Iberian footprint with presence at top holiday destinations and in large cities

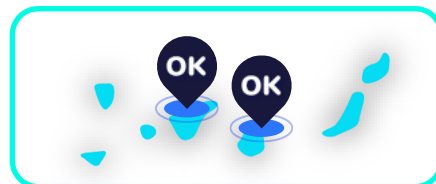
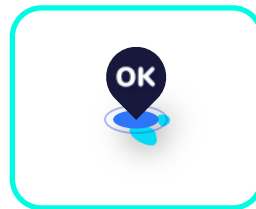
SPAIN

			
A Coruña	●		
Alicante	●	●	
Barcelona	●	●	●
Bilbao	●		
Formentera			
Gran Canaria	●		
Granada	●		
Ibiza	●		
Mallorca	●		●
Madrid	●	●	●
Malaga	●		
Menorca	●		
Murcia	●		
Oviedo	●		
Tenerife	●		
Santander	●		
Santiago d. C.	●		
Seville	●	●	
Valencia	●	●	
Zaragoza	●	●	

PORTUGAL

			
Faro	●		
Lisbon	●		●
Madeira	●		
Oporto	●		●

Overall number of stores in Iberia: 37



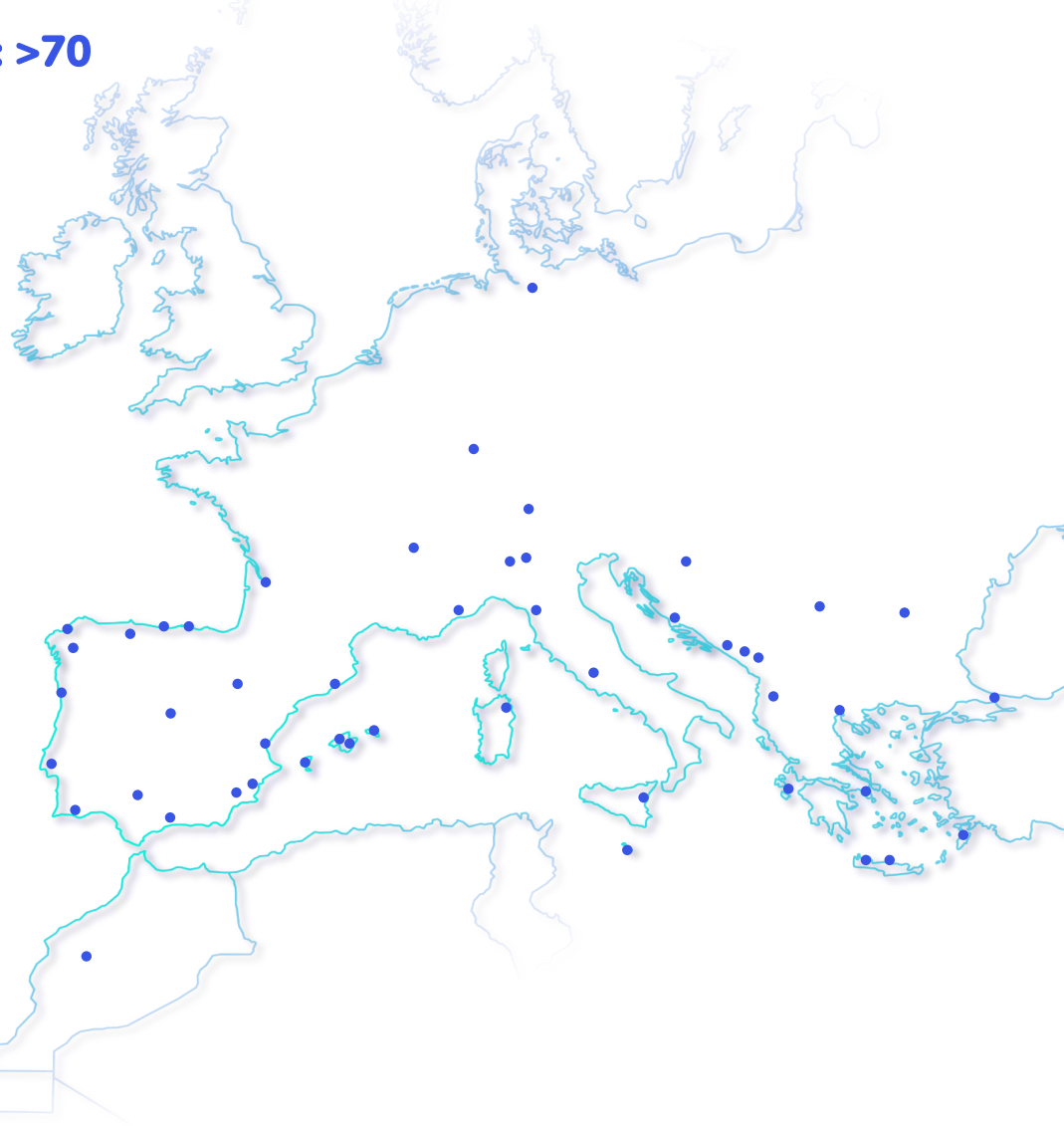
Leading European Mobility Player present in 15 countries

STORES WORLDWIDE: >70

USA
FLORIDA
○ Miami



AFRICA
MOROCCO
○ Marrakesh



EUROPE

SPAIN <ul style="list-style-type: none">● A Coruña● Alicante● Barcelona● Bilbao● Formentera● Gran Canaria● Ibiza● Madrid● Mallorca● Málaga● Menorca● Murcia● Oviedo● Santander● Santiago de Compostela● Sevilla● Tenerife● Valencia● Zaragoza	ITALY <ul style="list-style-type: none">● Bérgamo● Catania● Rome● Malpensa● Milano● Olbia● Pisa	FRANCE <ul style="list-style-type: none">● Lyon● Nice● Bordeaux
GREECE <ul style="list-style-type: none">● Athens○ Chania○ Heraklion○ Rodas● Salonica○ Zakynthos	MONTENEGRO <ul style="list-style-type: none">○ Podgorica○ Tivat	ALBANIA <ul style="list-style-type: none">○ Tirana
GERMANY <ul style="list-style-type: none">● Frankfurt● Hamburg● Munich	MALTA <ul style="list-style-type: none">○ Malta	MOROCCO <ul style="list-style-type: none">○ Marrakech
PORTUGAL <ul style="list-style-type: none">● Faro● Lisbon● Madeira● Oporto	CROATIA <ul style="list-style-type: none">● Dubrovnik● Split● Zagreb	ROMANIA <ul style="list-style-type: none">○ Bucharest
		SERBIA <ul style="list-style-type: none">○ Belgrad
		TURKEY <ul style="list-style-type: none">● Istanbul

● Organic Stores
○ Platform Stores

- Company Introduction
- Our Disruptive Business Model
- Global Footprint
- **Key Financials**
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2023 Financial performance snapshot (preliminary, unaudited)

Record performance in Mobility Services, group-wide significantly above pre-Covid levels, but burdened by used market headwinds

MOBILITY SERVICES

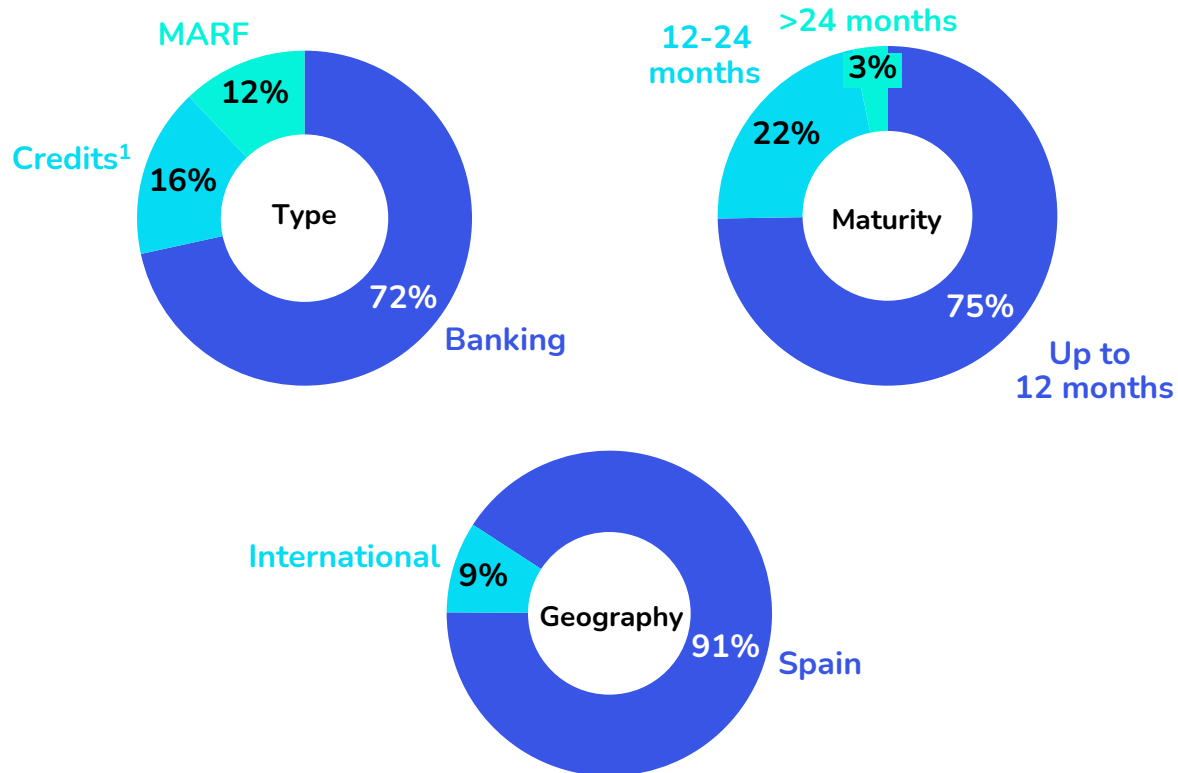
(MM €)	FY 2022	FY 2023	22/23
Revenues	150	191	+27%
Operating Margin	103	125	+21%
<i>% of Revenue</i>	68%	65%	
EBITDA	62	62	-
<i>% of Revenue</i>	41%	32%	
EBIT	39	15	-61%
<i>% of Revenue</i>	26%	8%	

GROUP

(MM €)	FY 2019	FY 2022	FY 2023	22/23	19/23
Revenue	213	344	310	-10%	+46%
Operating Margin	70	149	134	-10%	+92%
<i>% of Revenue</i>	33%	54%	43%		
EBITDA	43	101	62	-37%	+45%
<i>% of Revenue</i>	20%	29%	20%		
EBIT	23	77	15	-81%	-34%
<i>% of Revenue</i>	11%	22%	5%		
OK team (avg. FTE)	533	515	734	+43%	+38%

Debt composition geared towards business structure and vehicle lifecycle

Debt structure as of 31 December 2023
(preliminary, unaudited data)



No Corporate Debt, virtually all debt relates to operative assets (vehicles)



Maturities in line with vehicle fleet lifecycle of usually 0.5-1.5 years max.



Virtually no maturities beyond 2025

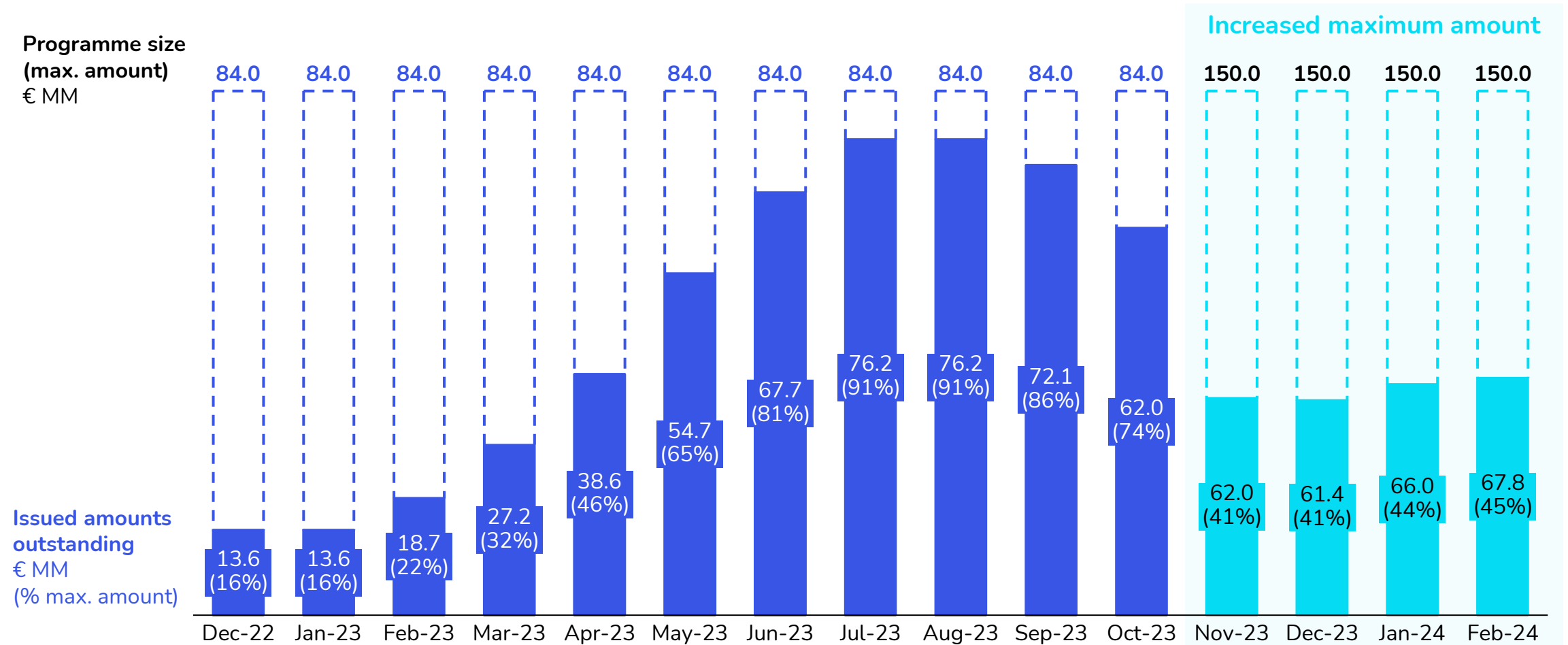


Strong banking pool of over 15 top tier institutions with long-grown relationships

Total available credit lines as of 31 Dec 2023: €577 MM²

1. Includes 2% of credit lines from OEM's, rest relates to financing entities of banks 2 Without MARF exposure of €57 MM as of 31.12.23

MARF promissory note programme: important strategic pillar in our financing cycle



- Company Introduction
- Our Disruptive Business Model
- Global Footprint
- Key Financials
- **Strategy & Outlook**

Fostering growth from 3 angles

#OKontheRoad



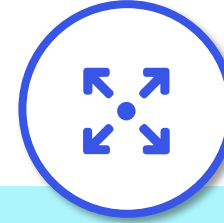
Geographical expansion

- Increase penetration rates
- Continue expansion into new regions
- Further expand into downtown locations



Fleet Optimization

- Capture increasing demand
- Offer new vehicle typologies to adapt to customer needs and mobility trends



Service expansion

- Adapt to new market trends incorporating new services
- Expand into different levels of the mobility value chain to become an integrating platform

Additional growth levers

Franchise model

New businesses

Inorganic growth

Expanding platform activities as additional growth driver

Current activities

Franchises

Affiliates

Expansion of Mobility Services into non-core countries
leveraging our exceptional brand strength

- Fast setup
- Profitable
- Flexible
- No fleet ownership
- Scale effects
- Established local players
- Recurring fees

Strong growth potential
with possibility to expand
platform concept into other
mobility areas

Revenues and debt ratios to improve significantly in 2024 due to growth investments in 2023

€ MM	31 Dec 2023 ¹
Total balance sheet	682
Equity <i>Ratio</i>	97 14%
Net Financial Debt	475
Vehicles Net Book Value	554
<i>Loan-to-Value</i>	70%
<i>Loan-to-Value (vehicles)</i>	86%

€500 MM

Targeted Consolidated Revenue in FY 2024

+57%

January-February Bookings growth (vs. Jan-Feb 23)

~2,900

Vehicles sold in Jan and Feb 2024

+102%

Revenue growth in Jan and Feb 2024 (vs. Jan-Feb 23)

~435 MM

Net Financial Debt as of 29 February 2024

¹ All Financial Data is preliminary and unaudited



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#Moving People
#Powering Freedom

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