



voi.

Discussion Materials

October 2019

Q3 has been Voi's Best Quarter to Date Proving Strong Growth and Unit Economics

Selected Q3 Achievements

3.1m+
users
11m+
rides

~95m
RR August
revenue¹

Won exclusive
tenders
in Marseille
& Stockholm

Launched
in 21
cities since
May

Operating
in 38 cities
& 11
countries

Launched
industry
leading -
Voiaeger 2



Total Rides, M



Total Gross Revenues, USD M²



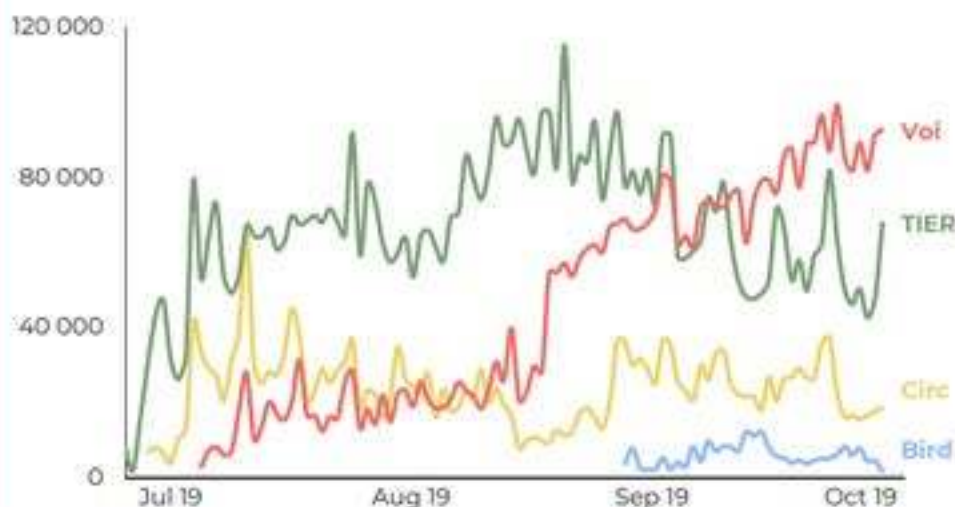
¹ Annualized August 2019 Gross revenue inclusive of VAT, converted from EUR to USD at an FX rate of 0.89.

² Gross revenues inclusive of VAT, converted from EUR to USD at an FX rate of 0.89.

Germany is the Biggest Market for Micro Mobility and VOI has surpassed Peers

- Currently live across 12 German cities
- Surpassed 1M rides in less than 3 months
- Gained #1 position on AppStore amongst all European e-scooter actors on the German market, and #4 among all apps

Daily Active Users in Germany



German AppStore
23rd September 2019

Voi has Established a Leading Footprint Across its Focus Markets..

..now shifting gears to drive excellence in both user experience and operations to ensure tender wins

21
cities
launched
since June
2019,
including
13
in
Germany



Munich
Berlin
Dusseldorf
Stuttgart
Nuremberg
Karlsruhe

Hamburg
Potsdam
Erfurt
Augsburg
Lubeck
Aachen
Ingolstadt



St Gallen
Winterthur



Vejle
Odense



Vasteras



Bordeaux



Pesaro



Tampere

Operating
across
11
countries



Sweden



Portugal



Spain



Denmark



Austria



Italy



Norway



France



Switzerland



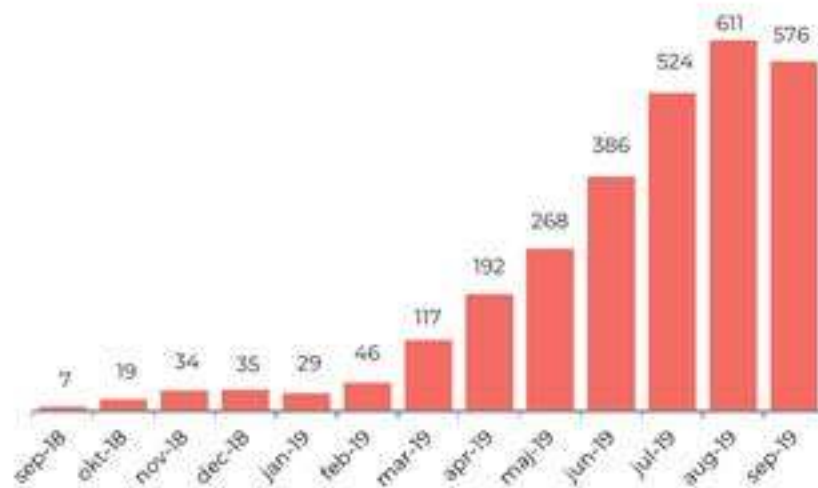
Finland



Germany

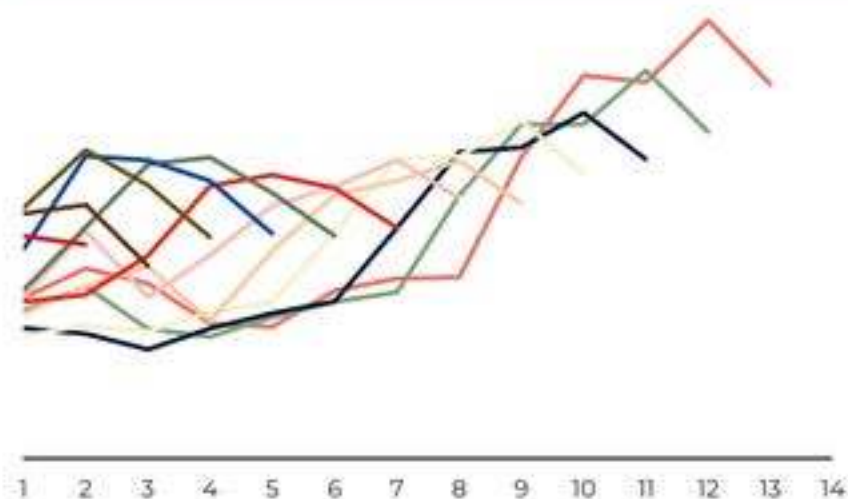
User Base and Active Users Have Grown Rapidly Over the Last Year Showing Strength of Demand

Monthly Active Users, 000s



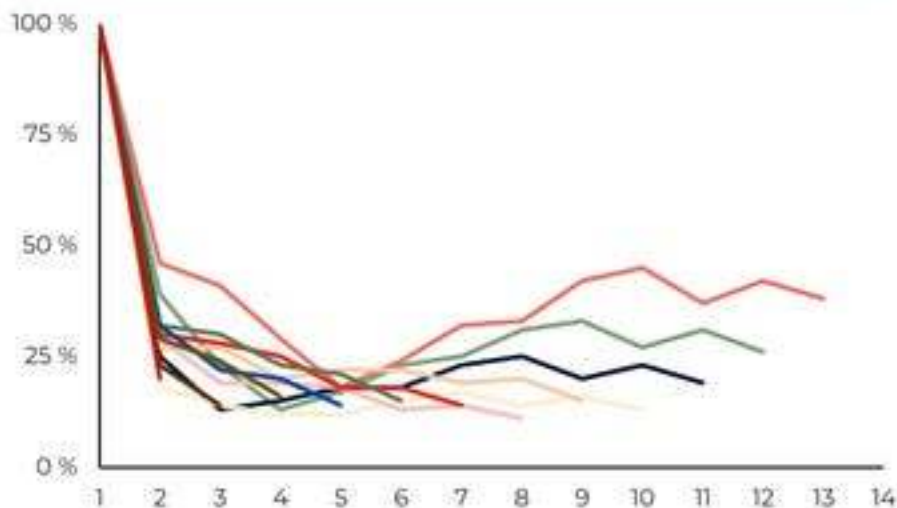
User Cohorts are Strong with High Sustained Average Spend Even as We Enter Autumn

Average Monthly Spend (EUR)



— 2018 September — 2018 October — 2018 November — 2018 December — 2019 January — 2019 February
 — 2019 March — 2019 April — 2019 May — 2019 June — 2019 July — 2019 August — 2019 September

% Riders Taking a Subsequent Ride After First Month



We Have Handled Tech and Ops Debt – Platform Soon Stronger than Ever

We have made key investments to future-proof reliability during September



Hardening back-end architecture

- Lowering future risk of outages as we grow



Improved firmware and Over-The-Air updates

- Overhaul of firmware and ability to update without bringing fleet in



Measures against fraudulent users

- Now ready to block fraudulent devices
- Safer payments with Strong Customer Auth (SCA)



Improved operations routines to quality test fleet

- Internal and 3PL providers involved in testing

¹ Scooter scans are all scans that are registered by the back end, including scans without a ride if the scooter is unavailable, has a depleted battery, or is not functioning.

Market Leading New Generation of Hardware Driving Unit Economics Uplift

New generation Voyager 2 launched with strong operational and user performance

4.5/
5.0

User rating in-app

<10
hrs

Time to turn
around in charging

+0.3
-0.5

Increase in
rides/day vs legacy
model

12+
mo

Expected lifetime



Great Traction of Regulatory Agenda - Now Set to Win Focus Markets: Nordics, DACH, France

Strong policy track record now in place



Won Stockholm eBikes tender



Won exclusive scooter pilot in St Gallen



Scooter caps in Hamburg, Munich



Won scooter license in Marseille



Won exclusive scooter tender in Aalborg against Tier & Donkey Republic

Internal assets built to better address city needs



City Dashboards to provide transparency and control



Fixed parking infrastructure pilots across Nordics



Incentivized and no parking zones in all markets



Reference cases and central tendering org being set up

Focus markets rapidly moving to regulations



Policymakers mobilizing to limit free establishment of operators

- On-going discussions across Nordic markets
- First German cities
- France rapidly regulating



Major tenders left to win this fall

- Paris
- Milan
- Bremen