

A man and a woman are riding a white GoTo Global scooter. The man is wearing a white helmet and a black jacket, and the woman is wearing a white helmet and a pink jacket, holding a bouquet of pink roses. They are riding past a white GoTo Global car with blue and pink graphics. In the background, there is a cafe with outdoor seating and large umbrellas.

GoTo Global

One App. Limitless wheels.

GO▶TO ——— 🛵 🏍️ 🚲 🚗

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GoTo is truly Multimodal end to end

We deliver a tech platform that offers **private and business customers** shared vans, cars, mopeds, kick-scooters and Ebikes – **all in one brilliant app!**

Moped

One way



Scooter

One way



Car

One way



Car

Round trip



Bike

One way

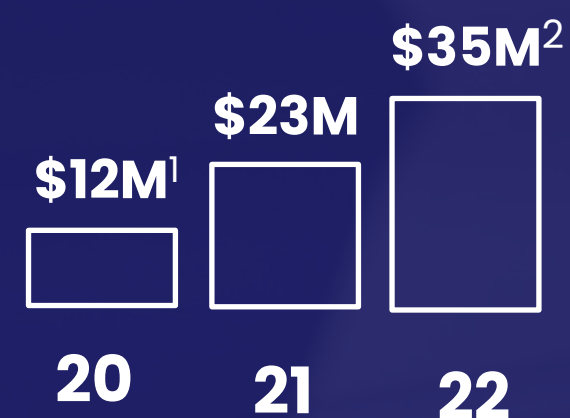


GO TO

GoTo 2021



Revenues



~50% from Europe,
Israel is profitable



~2.8M
Trips



~450K
Registered
Users

~75K
Monthly Active
Users³



~5,800 Assets

620 EV Cars
720 Cars
3,750 EV Mopeds
750 EV Micromobility

**GoTo Multimodal Active Users
account for 23% and generate:**

+160%

Rides per User⁴
Vs. monomodal

+140%

Revenue
per User⁴
Vs. monomodal

+170%

Retention⁵
Vs. monomodal

¹ 2020 revenues exclude emmy's #s

² 2022 forecast revenues include adding/growing services in our existing countries, without opening new countries

³ Monthly Active users Q3 2021 average data

⁴ Madrid and Malta avg Multimodal Active users who did at least 1 ride per month

⁵ Madrid and Malta Multimodal Active Users (users that did +1 ride in 2021)

EU cities pushing away private car ownership from city centers

'It's the only way forward': Madrid bans polluting vehicles from city centre

From Friday, only vehicles producing zero emissions will be allowed to drive freely in downtown Madrid - making it a pollution pioneer in Europe

Italy offers city dwellers up to €500 to buy a new bike

A Modest Proposal to Eliminate 11,000 Urban Parking Spots

Amsterdam plans to systematically strip its center of parking spaces in the coming years, making way for bike lanes, sidewalks, and more trees.

By Feargus O'Sullivan
March 29, 2019, 3:53 PM EDT

METROPOLIS

The Liberation of Paris From Cars Is Working

BY HENRY GRABAR SEPT 15, 2021 • 3:05 PM

Cabinet to Impose Toll on Cars Entering Tel Aviv Beginning 2024

Transportation Minister Merav Michaeli voted against the Finance Ministry's proposal, calling it 'a regressive tax'




The opportunity

\$675B Shared Mobility Market by 2025

20% in Europe

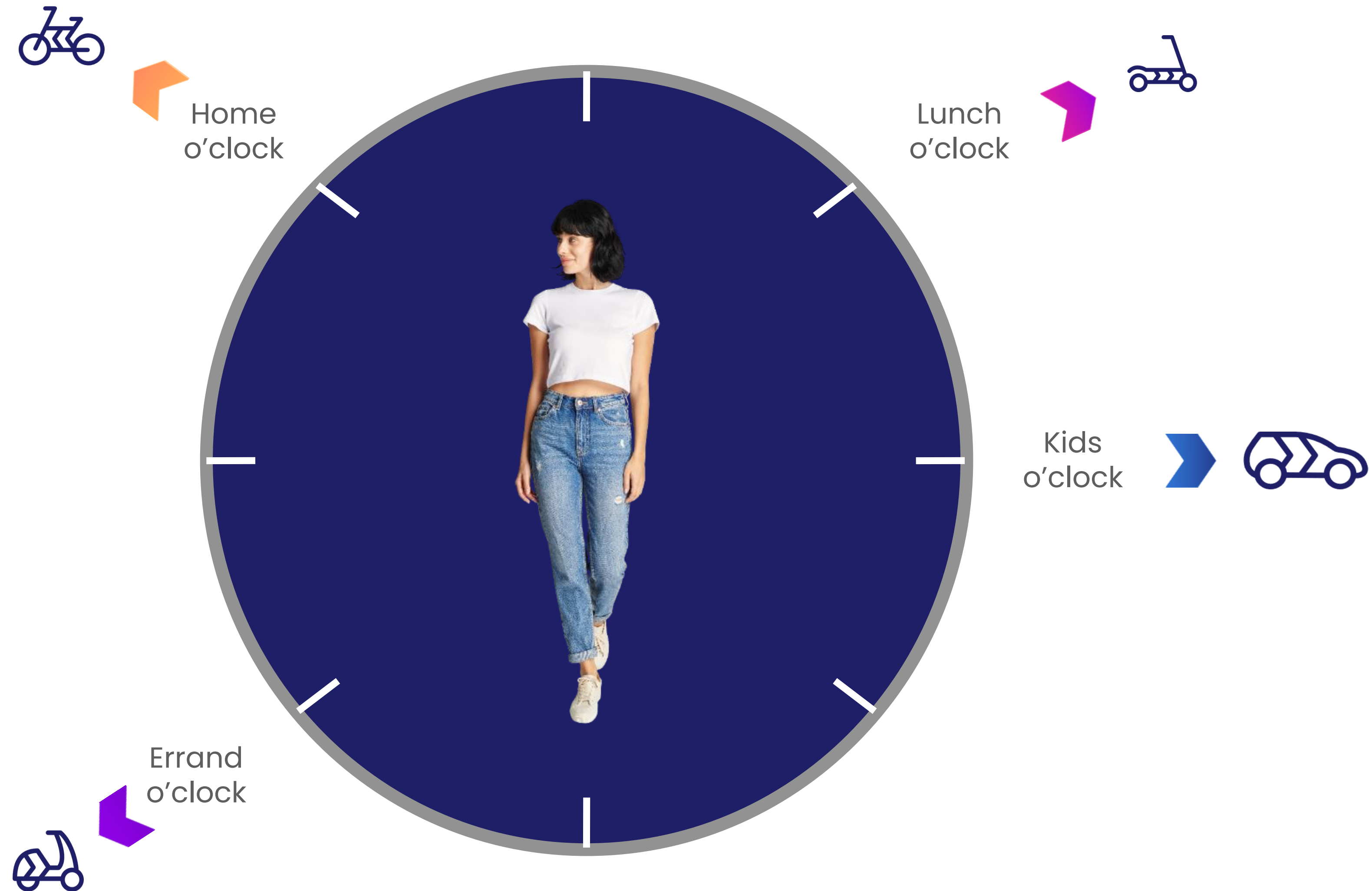
Global shared mobility market
(in billion of US dollars)





The mobility paradox

Multi-needy
people require
different modes
to cater to
different needs
and occasions!

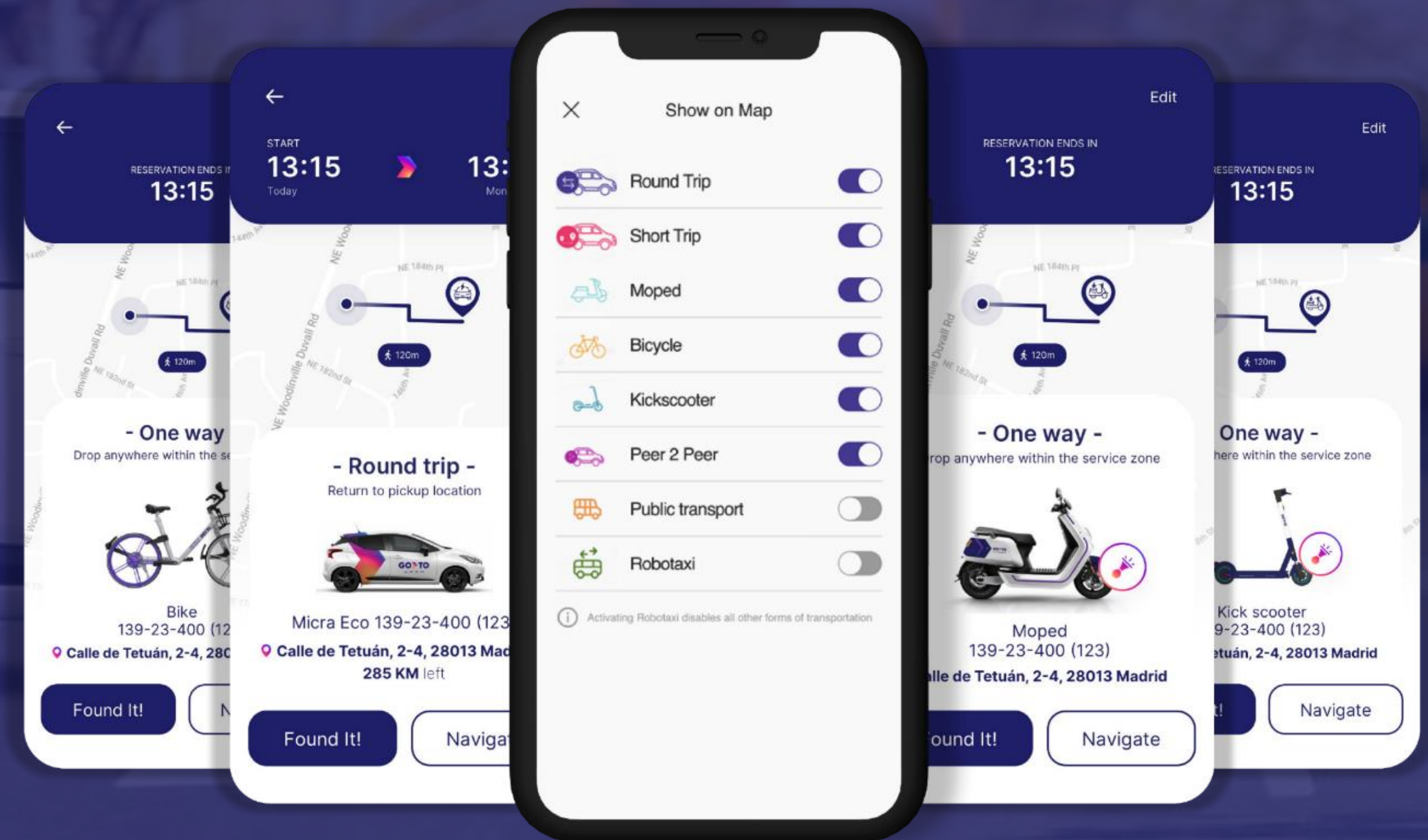




20 different apps needed to cater to their needs



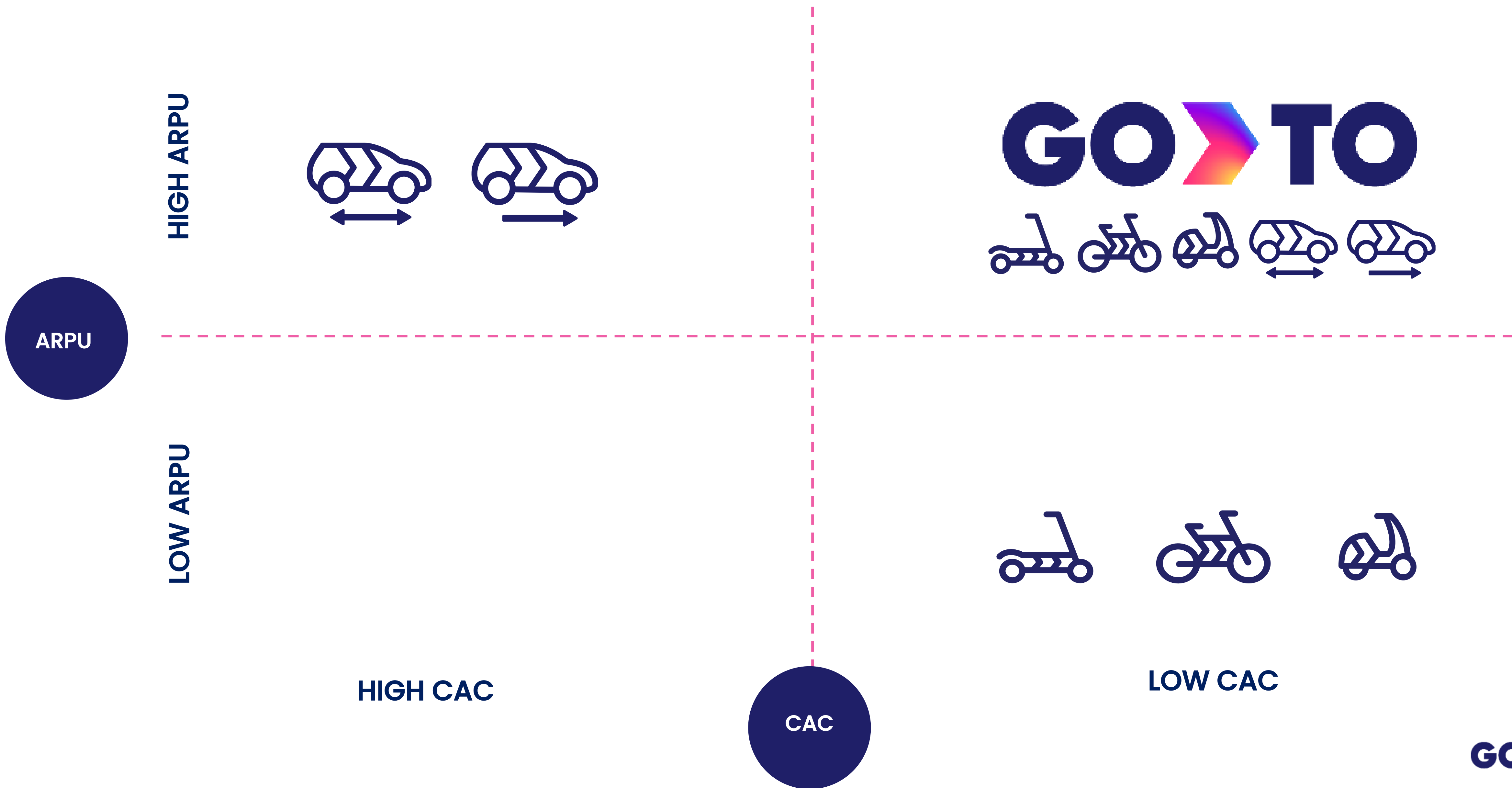
GoTo addresses
diverse user needs
by providing a
one-stop-shop
multimodal
mobility service





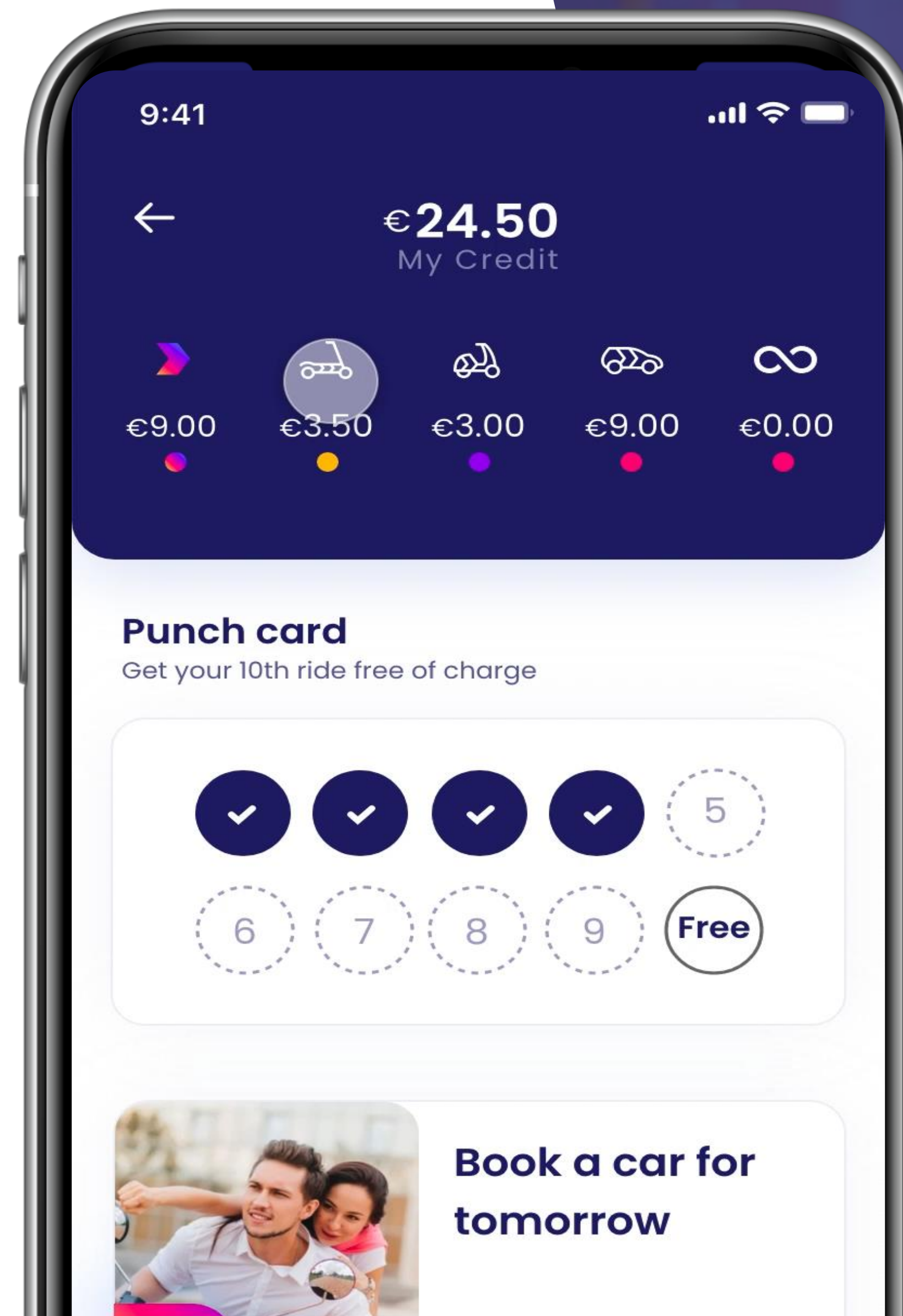
The Mobility Paradox

GoTo solved the mobility paradox!



By the **Mobility** **Wallet** GoTo effectively converts users to multimodality

GoTo's loyalty and rewards keep users in the service.



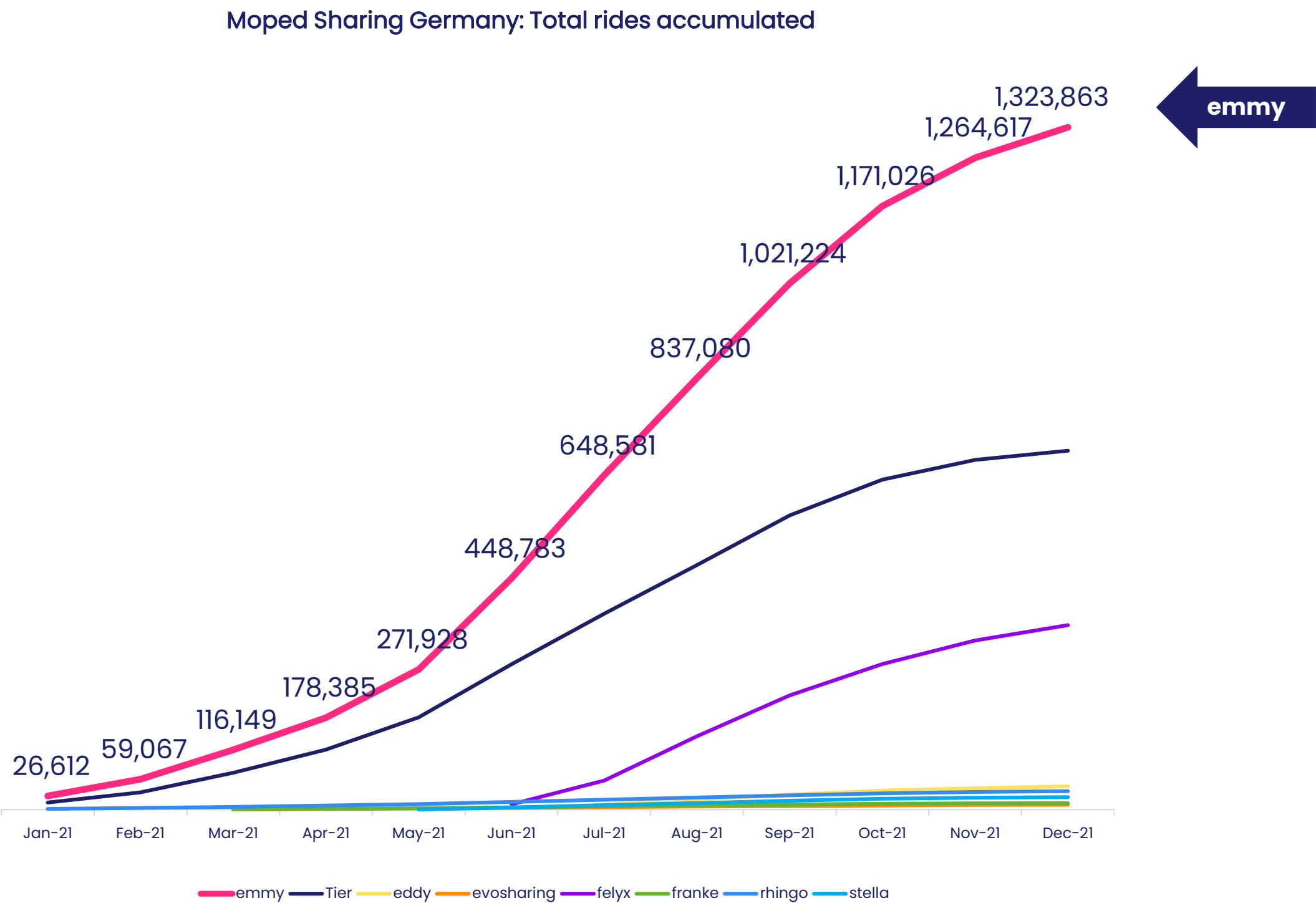
Accelerating Growth into Germany

via the merger with emmy



Emmy – the market leader in the biggest European market

Present in 3 cities, >300K registered users, >3K mopeds



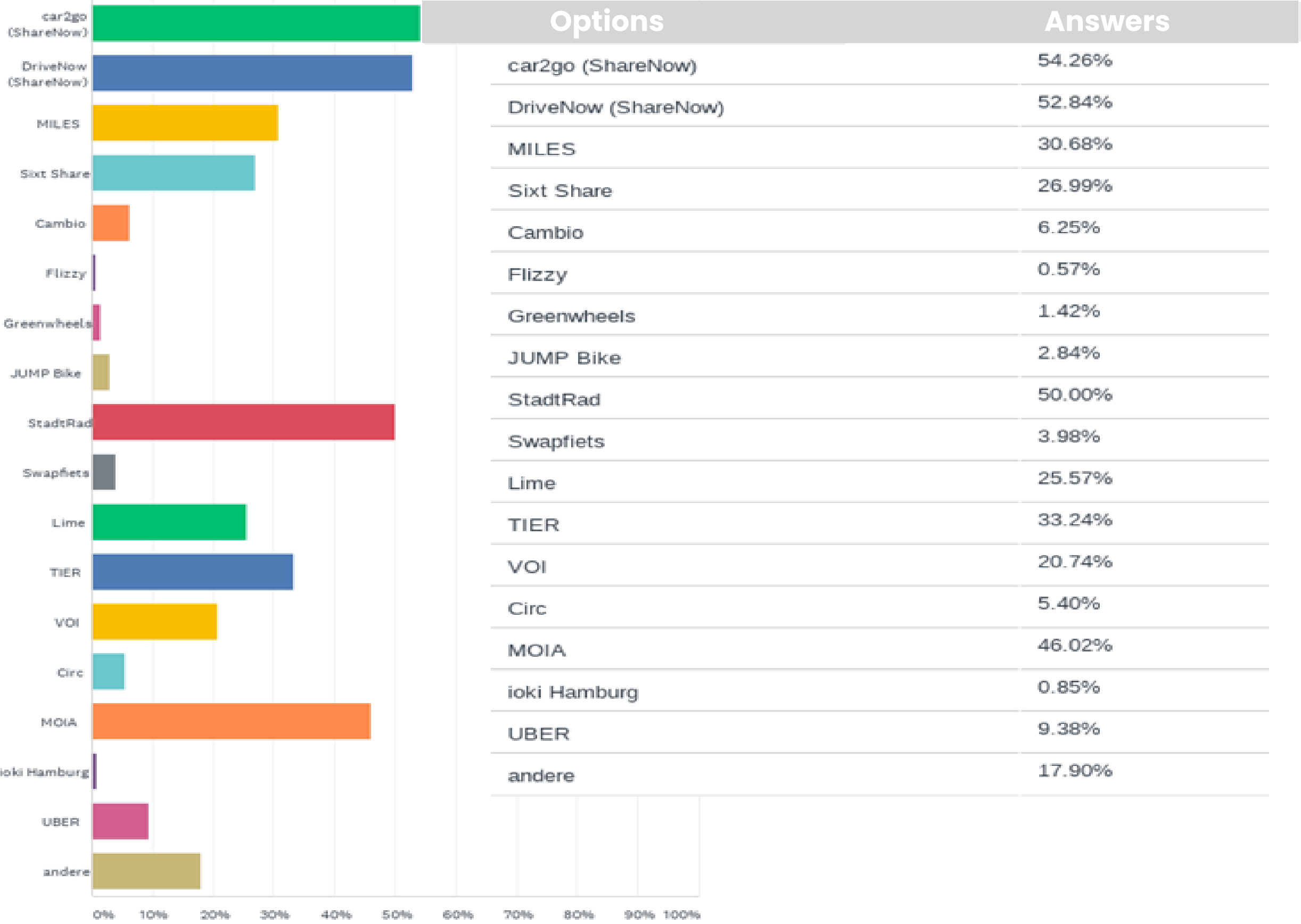
Hamburg
Business area: 77 km²
800 mopeds
65k reg. customers

Berlin
Business area: 120 km²
1.540 mopeds
161k reg. customers

Munich
Business area: 59 km²
700 mopeds
71k reg. customers



Emmy's users are already multimodal!



Survey conducted by Emmy of their users in Hamburg.

Goal: Convert emmy users to multimodality

Monthly ARPU

+300% — \$52²

\$13¹

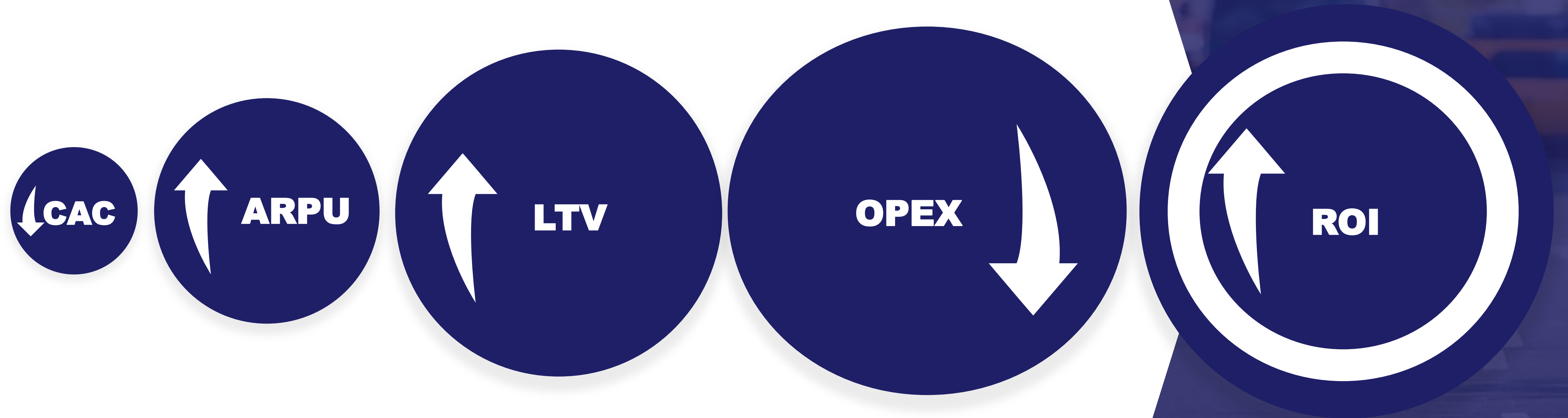
Moped

Multimodal



¹Moped ARPU of Emmy Active Riders in Hamburg avg 2021.
²Estimated Multimodal ARPU for once emmy becomes multimodal. It's based on Spain and Malta's conversion ratio from monomodal to multimodal.

Unique multimodal business model



**We are ready
for growth**

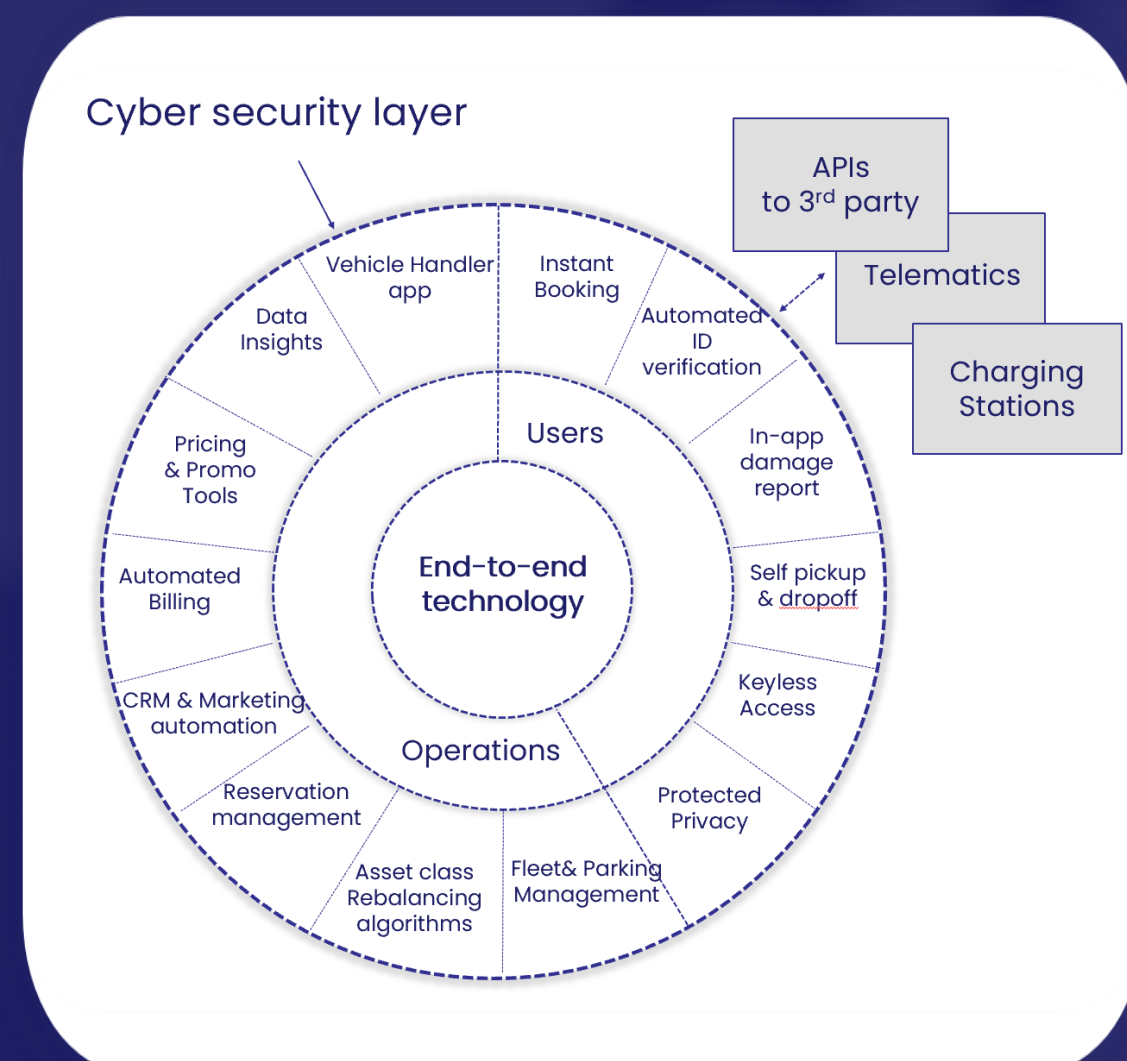


GO2TO

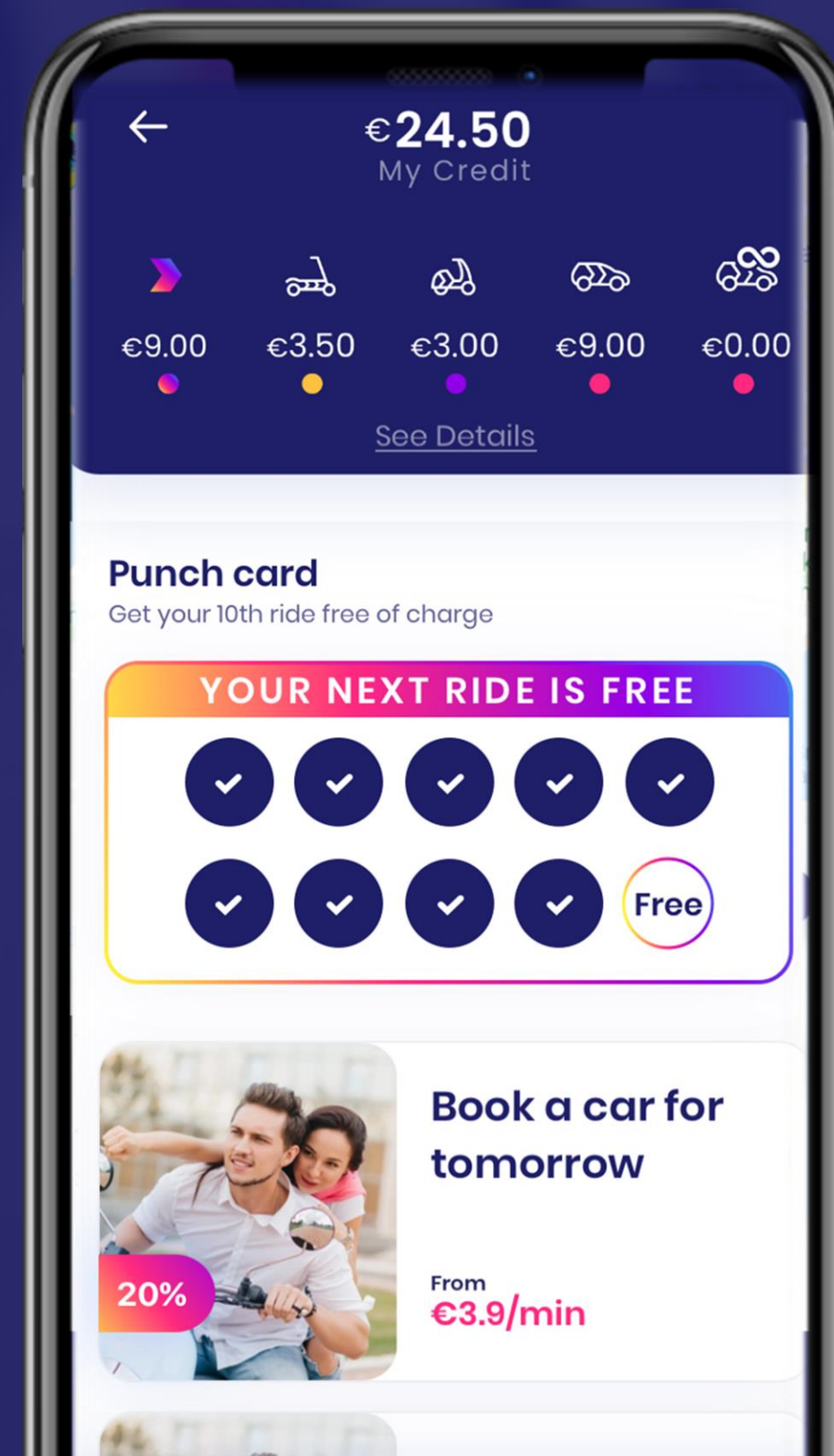
Technology **built for multimodality** from day one

Connecting any vehicle type, enabling user monetization and generating operational efficiency

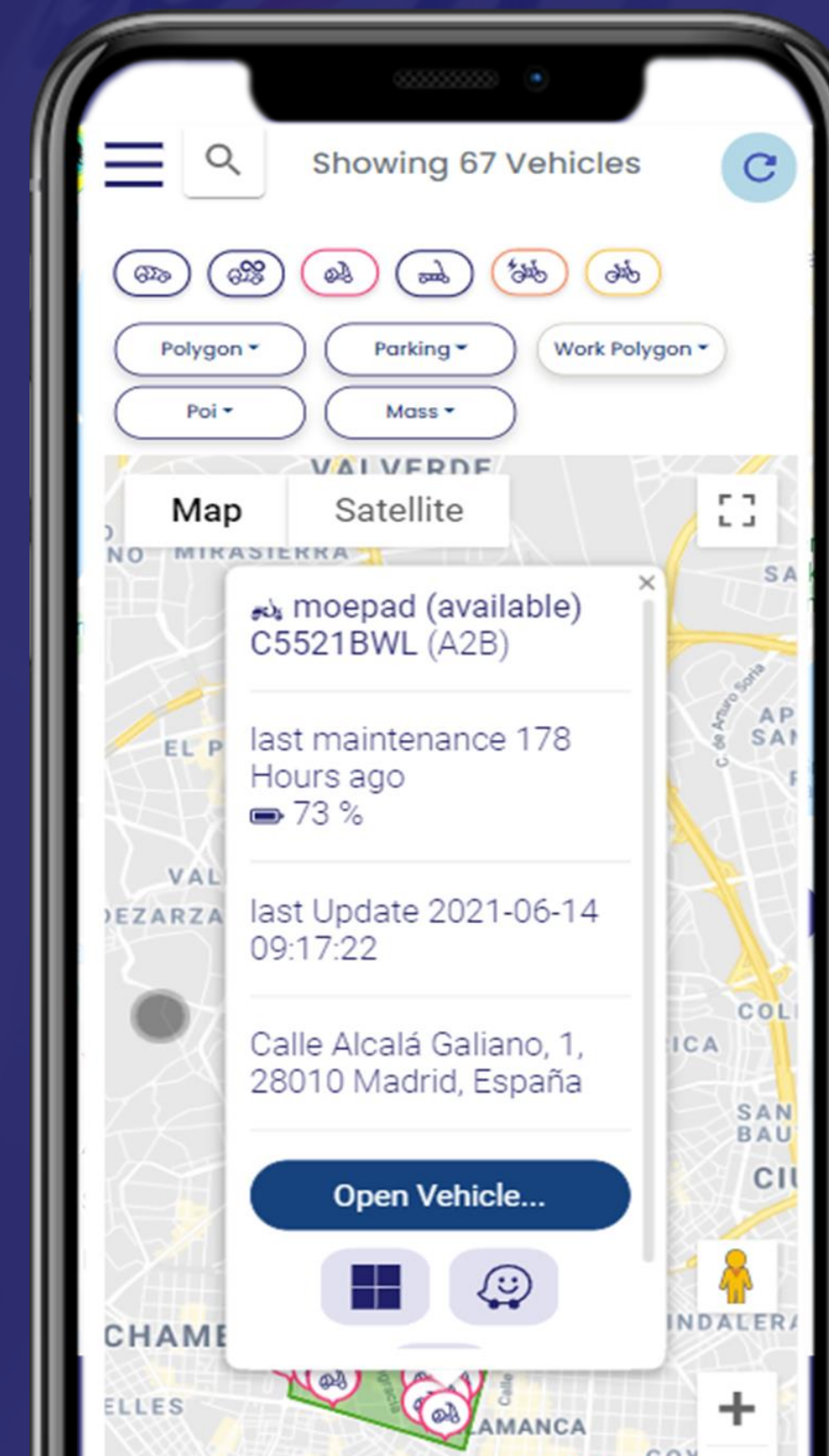
End to End Multimodal Technology



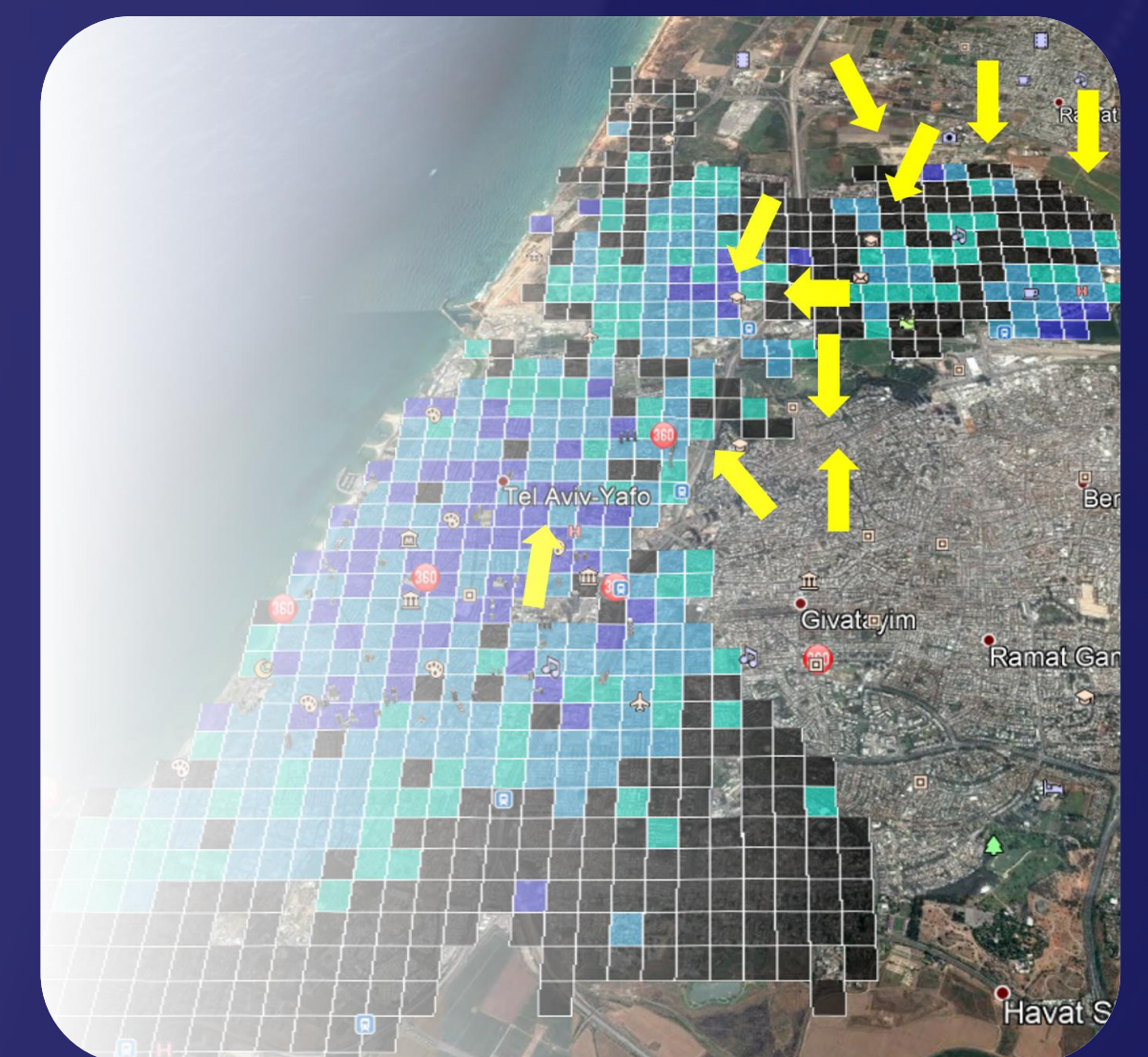
User App & Marketing automation tools



Field Technician App



AI fleet optimization tool



Driven by a **Mobility and Scale Up** experts



Gil Laser / CEO

Former CEO and partner of Pioneer Israel, opened five new business lines and launched 20 additional brands. MBA and MA in philosophy from Tel Aviv University



Shirly Kalush / CSO

Former BlaBlaCar Expansion and Business Development Manager. Launched and managed a taxi hailing app. Has 10 years in mobility, lived and worked in 7 countries and speaks 5 languages. MA from LSE.



Tomer Geller / CFO

Former EY financial executive, experienced in managing large accounting operations at hyper-growth companies. Certified Public Accountant (CPA). MBA from Tel Aviv University



Bertrand Attard / COO

Experienced business leader in advertising, food service, tech and automotive. Held the role of CEO of a McDonald's Developmental Licensee, a Technology Investment company and a Toyota Dealership Group.



Liliya Miringof / CMO

Former head of global marketing at Gett, in charge of EMEA markets, and former Global Marketing Director at Appnext. MBA in marketing and strategy from Tel Aviv University



Yonathan Shalev / CTO

Strong technical leader with over 20 years of experience managing technical teams and building enterprise software products. Leads the development of GoTo in-house tech platform



Roni Liberman / CPO

Product leader with over 20 years experience as Co-founder and VP Product of QuiCargo, A Labs Venture, Pronovo, Pelephone Roni has a BA in Business Administration.



Marie Lindström / CM Spain

Experienced market leader, delivering growth strategies in the beverage industry, where she held diverse positions, most recently as CM of Carlsberg in Mexico and then Spain. Lived in 5 countries and speaks 5 languages.



Gali Taub Sarig / CM Israel

Former Chief Market Place and Growth Officer at Gett (4 yrs) and Director of Marketing at Coca Cola (9yrs). She has an MBA in marketing and a BA in Communications.



Alexander Meiritz / CM Germany

Co-founder and CEO of Emmy moped sharing. MSc in Industrial Engineering and Business from Technische Universität Berlin.



Valerian Seither / CM Germany

Co-founder and CEO of Emmy moped sharing. MSc in Industrial Engineering and Business from Technische Universität Berlin.



Zach Bergerson / CM Malta

Former Director of Operations and Finance of QuiCargo, MBA and BA in Economics and Management. Lived in 5 countries.



Backed by Israeli, American & German Investors

Highly reputable investors coming from the automotive, technology and shared economy world



DBSI / Yossi Ben Shalom

Co-founder of DBSI Private Equity Group ("DBSI") with investments in businesses with exits of above \$1BN. GoTo Chairman



Nazare/ Adam Neumann

Founded the leading co-working company, WeWork, in 2010. It operates in 120 cities with 800 co-working spaces.



Talcar Corporation Ltd. / Gadi Ungar

A leading importer and distributor of international car brands, the Ungar family has vast experience in the maritime and automotive.



DQuadrat / Alexander Schmidt

D² Equity Partner is the private investment vehicle of a Stuttgart-based family of entrepreneurs.



IBB Ventures/ Stephan Schulze

Founded in 1997 IBB Ventures is one of the most active and most experienced VC investor in Germany.



Bonventure / Jochen Herdrich

First investment company in the German-speaking region that focuses on the social impact of companies, founded in 2003.

**Where we are
heading**



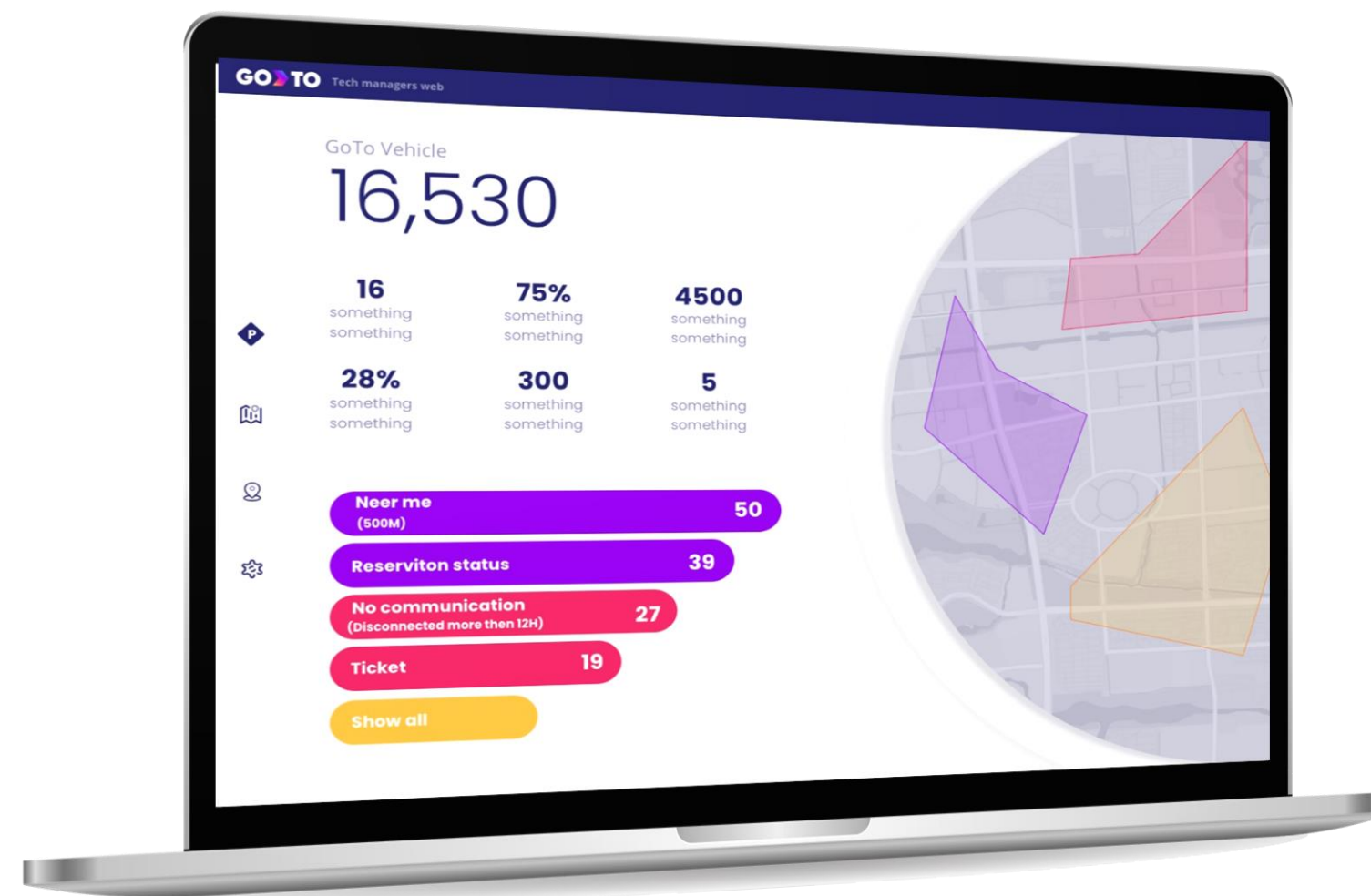
Future growth will come from these 3 levers:

Expanding into new Markets



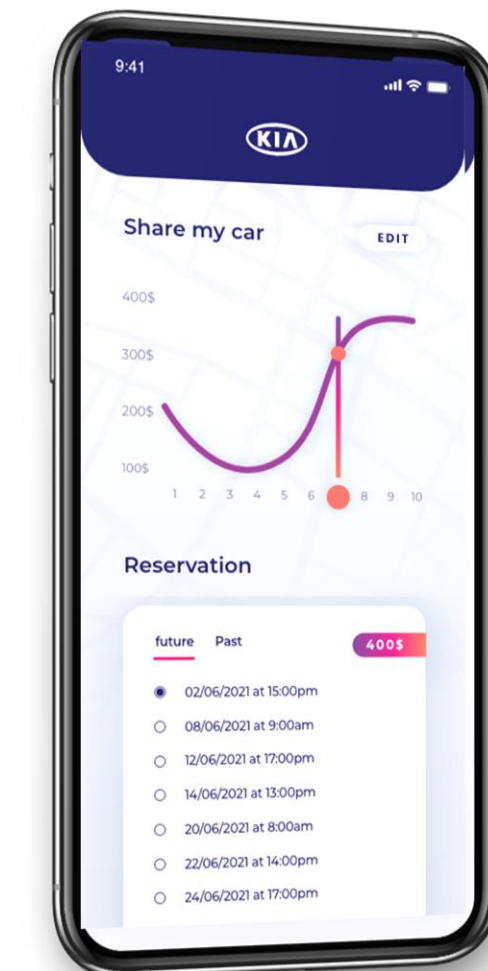
Converting Berlin and Hamburg
into Multimodality and
continuing our expansion

Increasing Fleet Utilization Growing B2B Market



Business mobility suite
Priority & better planning
Usage & sustainability reports

Upselling additional Products & services



Subscription vehicle
Multi asset routing
RoboTaxi



Thank You