

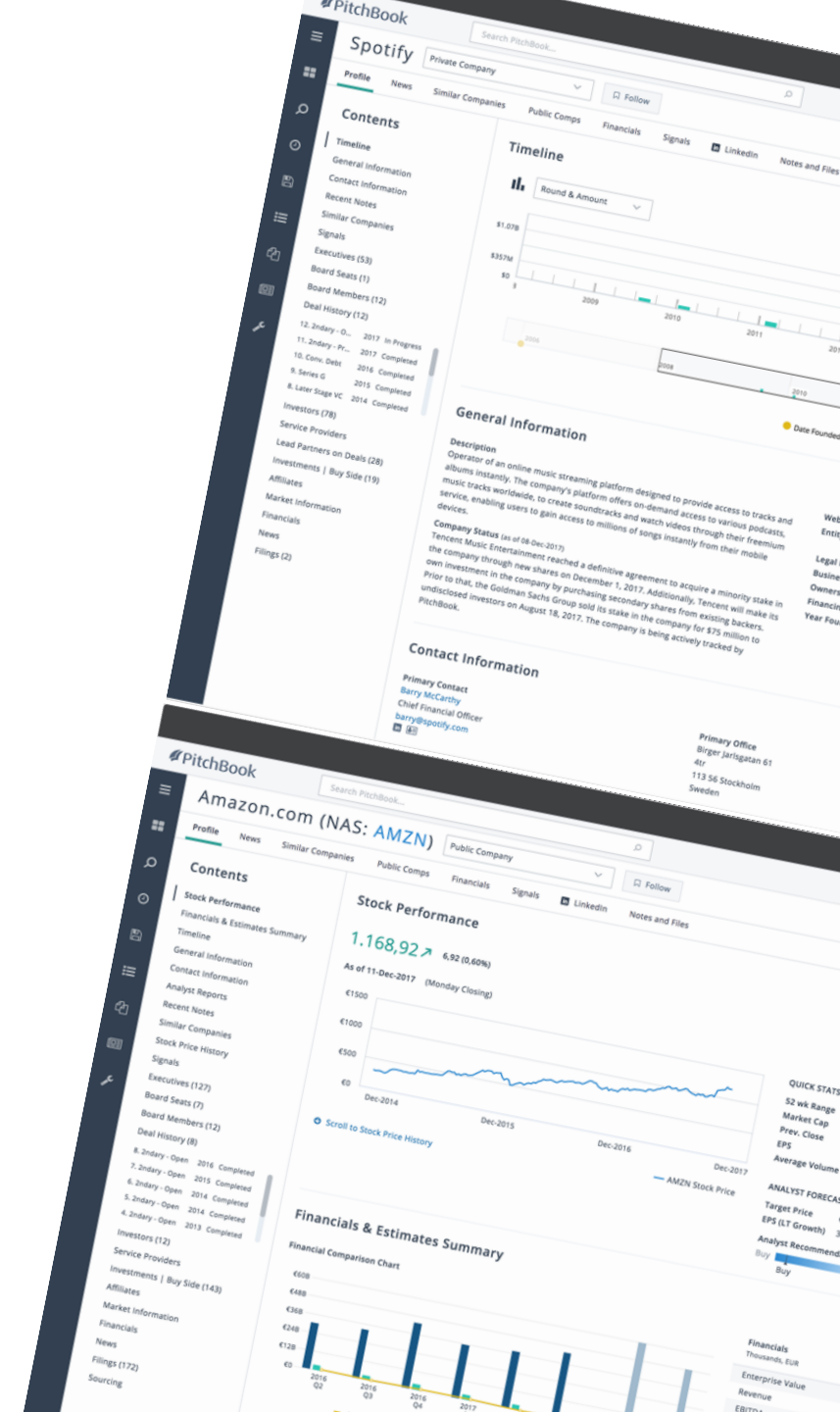


WEBINAR

COVID-19: Impacts on shared mobility and the future of collective transportation

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Presenters



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Cofounder, Zoba



Paul Condra

Lead Emerging Technology Analyst, PitchBook



Asad Hussain

Emerging Technology Analyst, PitchBook

This Webinar Will Cover

1

The latest shared mobility data including recent investments and deals

2

What the near- and long-term future have in store for this space

3

On-the-ground insight and perspective from a Dan Brennan, whose startup works closely with shared mobility companies

COVID-19: A Watershed Moment for Shared Mobility

- Consumers have stopped or reduced travel
- Market expansion on the cards
- Deal activity is healthy



Analyst Note: A Watershed Moment for Shared Mobility Persistent shifts in consumer behavior could expand the market for shared mobility

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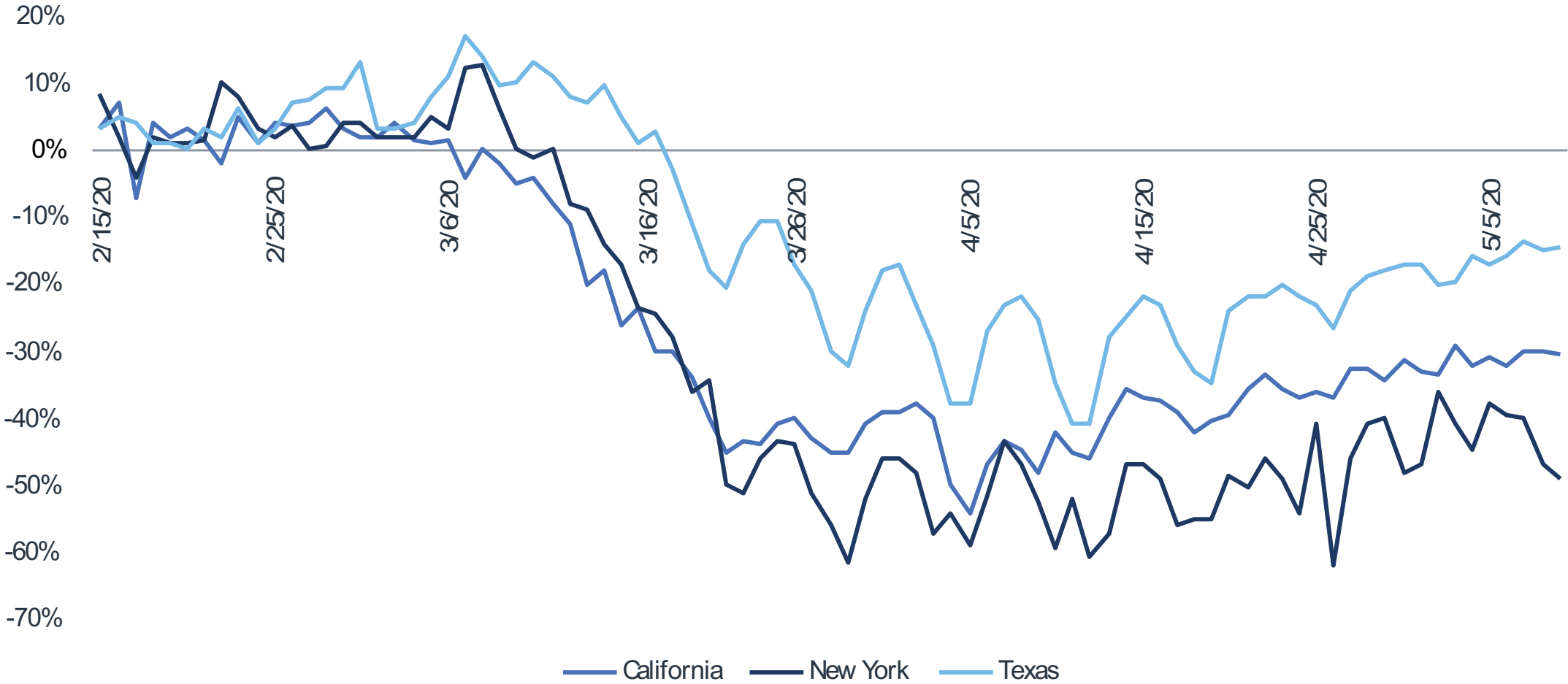
Key takeaways

- Pandemic-related lockdowns and social distancing are having a severe impact on the mobility industry as consumers have stopped or significantly reduced travel.
- We believe the shared mobility industry could see a long-term market expansion as it picks up the slack from declines in public transportation ridership, especially among urban areas in Europe and Asia where car ownership is more expensive and less practical relative to North America.
- In this dynamic environment, we believe success indicators for shared mobility operators include exposure to delivery, public-private partnerships and the ability to scale down efficiently.
- We see opportunity for discerning strategic and financial investors to pick up deals at attractive valuations as incumbent automakers are forced to curtail investments and focus inward.

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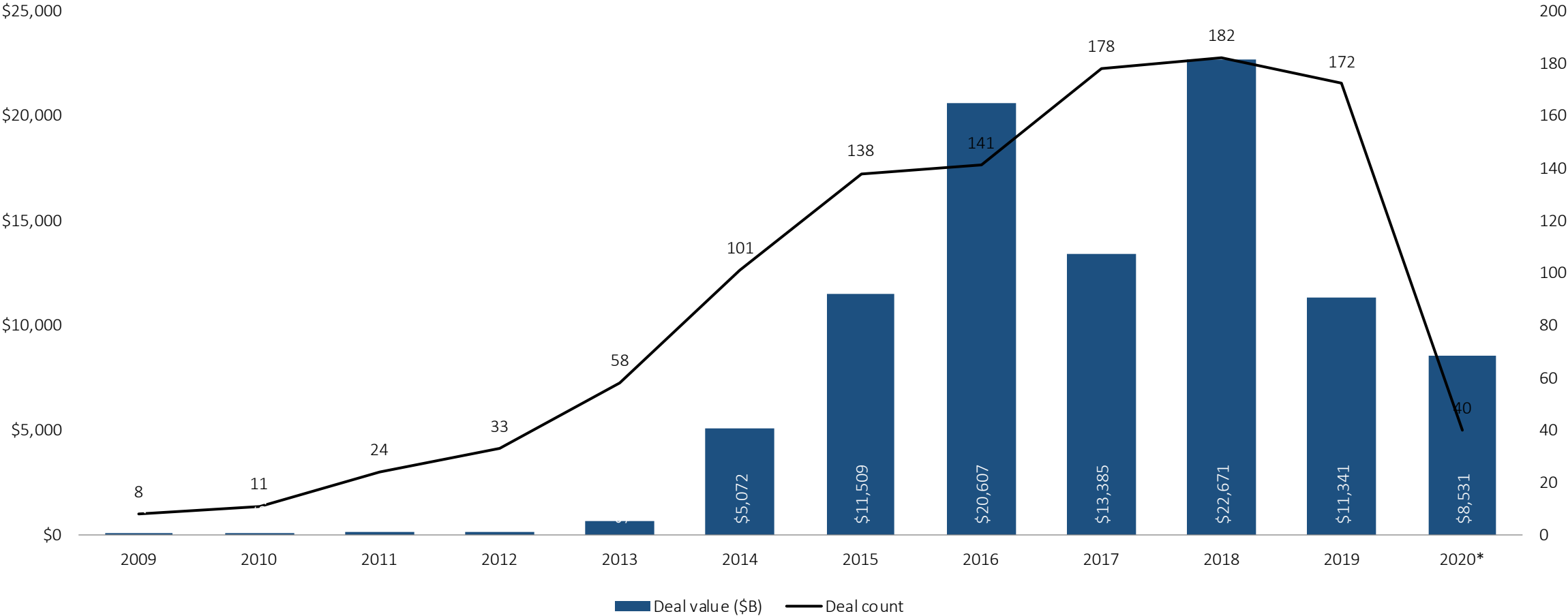
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Transit station % change from baseline

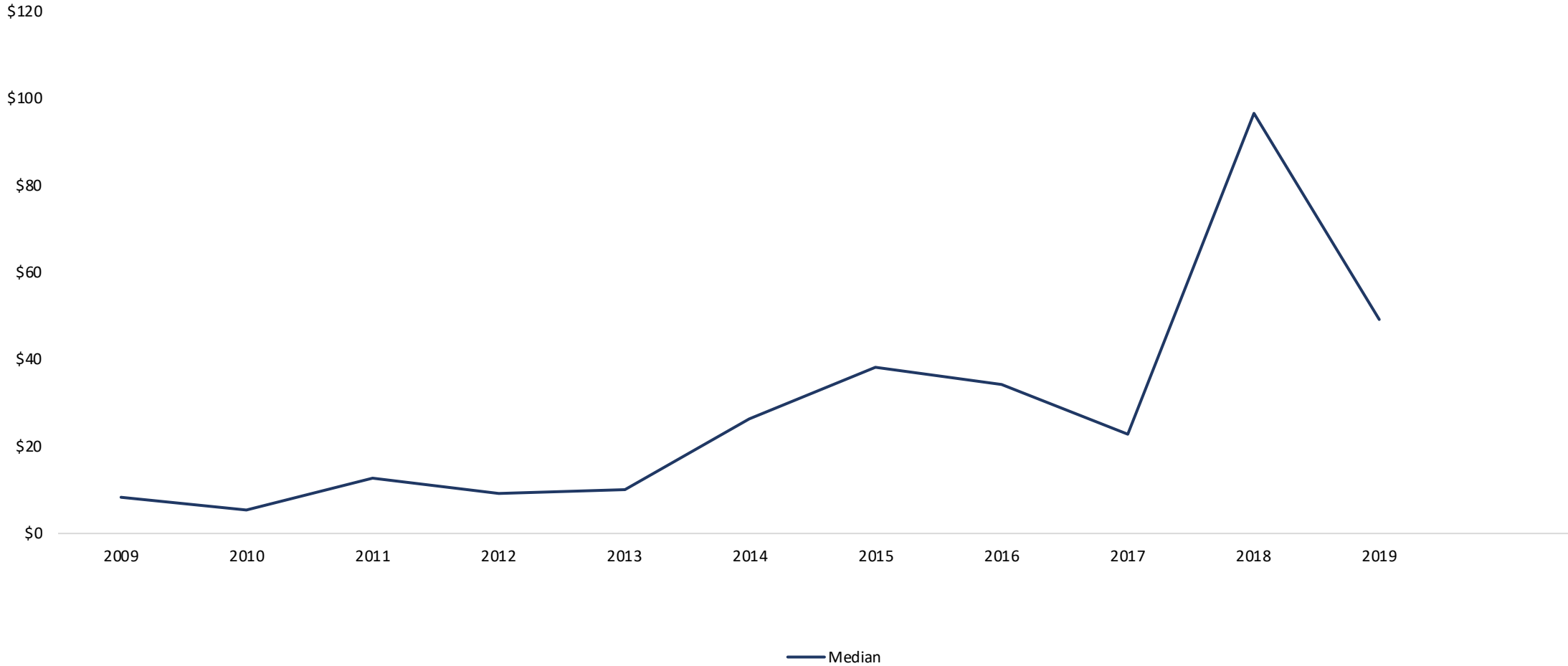


Source: Google COVID-19 Community Mobility Report

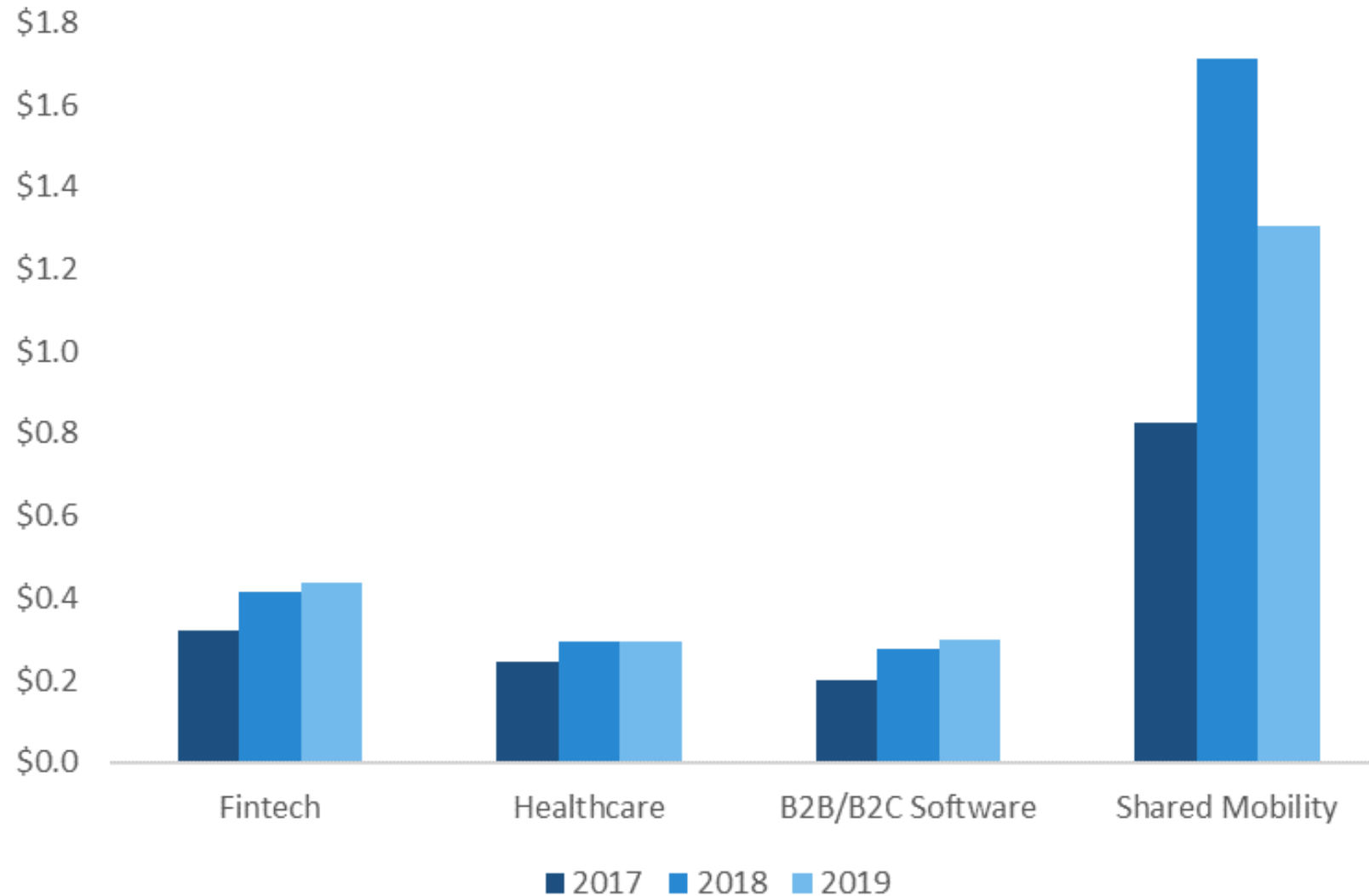
Global VC Deal Activity in Shared Mobility



Median Global VC Pre-Money Valuation (\$M) in Shared Mobility



Median Monthly Cash Burn Rate (\$M) of Startups



Recent select VC deals in shared mobility by deal size

Company	Deal	Close date	Main investors
Gojek	\$3.0B Series F	3/17/20	Alphabet, Tencent, JD.com
Didi Bike	\$1.0B VC round	4/20/20	Didi Chuxing, Legend Capital
Moovit	\$900M M&A	5/4/20	Intel / MobileEye
Grab	\$886M VC round	2/25/20	Kymco, Mitsubishi, MUFG, TIS
Via	\$200M Series E	3/30/20	Exor
Lime	\$170M VC round	5/7/20	Uber
Vanmoof	\$13.6M VC round	5/12/20	Sinbon Electronics, Balderton Capital

Source: PitchBook | Geography: Global

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