

Update:
Swvl agrees to acquire
Volt Lines
[25th of April 2022]



swvl



 **voltage**

01 A Shared Vision: Mobility for the 99%

02 Volt Lines at a glance

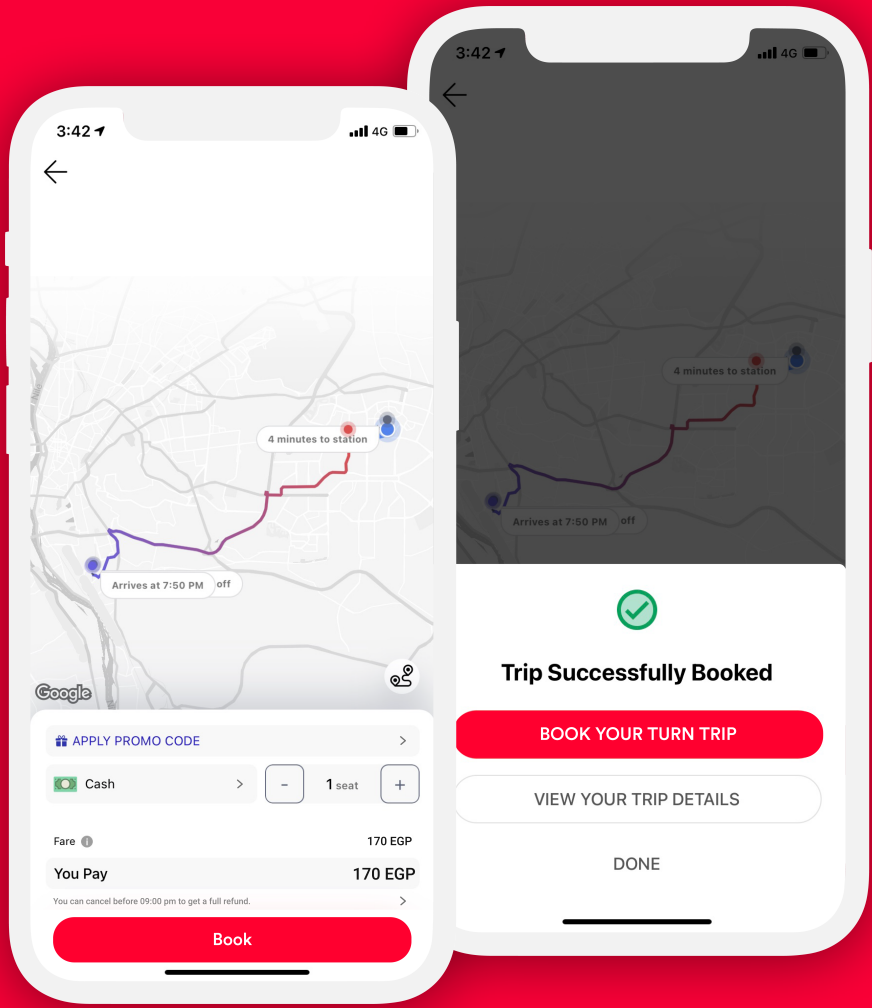

03 Strategic Benefits

Revolutionizing how people move...

...by putting **convenience, selection**, safety, sustainability and **affordability** at the heart of mobility

Mobility for the 99%

Powered by proprietary technology



Efficient, sustainable commuting

Eventually powered by electric buses and autonomous vehicles



Volt Lines at a glance

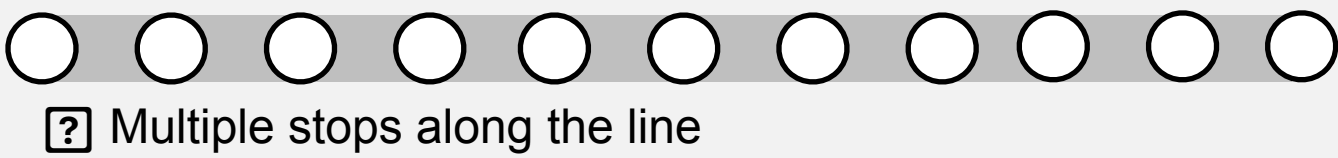
Leading mobility solutions provider in Turkey with ~10x growth in revenue

Overview

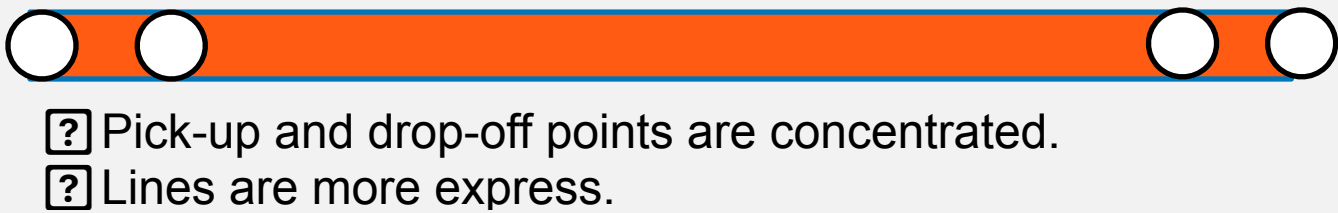
- Smart shared mobility platform with Transport as a Service (TaaS) offerings
- ~\$1.8B market opportunity in Istanbul alone ⁽¹⁾
- Empowering +110 corporates in Turkey to move thousands of employees everyday

Multiple products serving use-cases over the same network

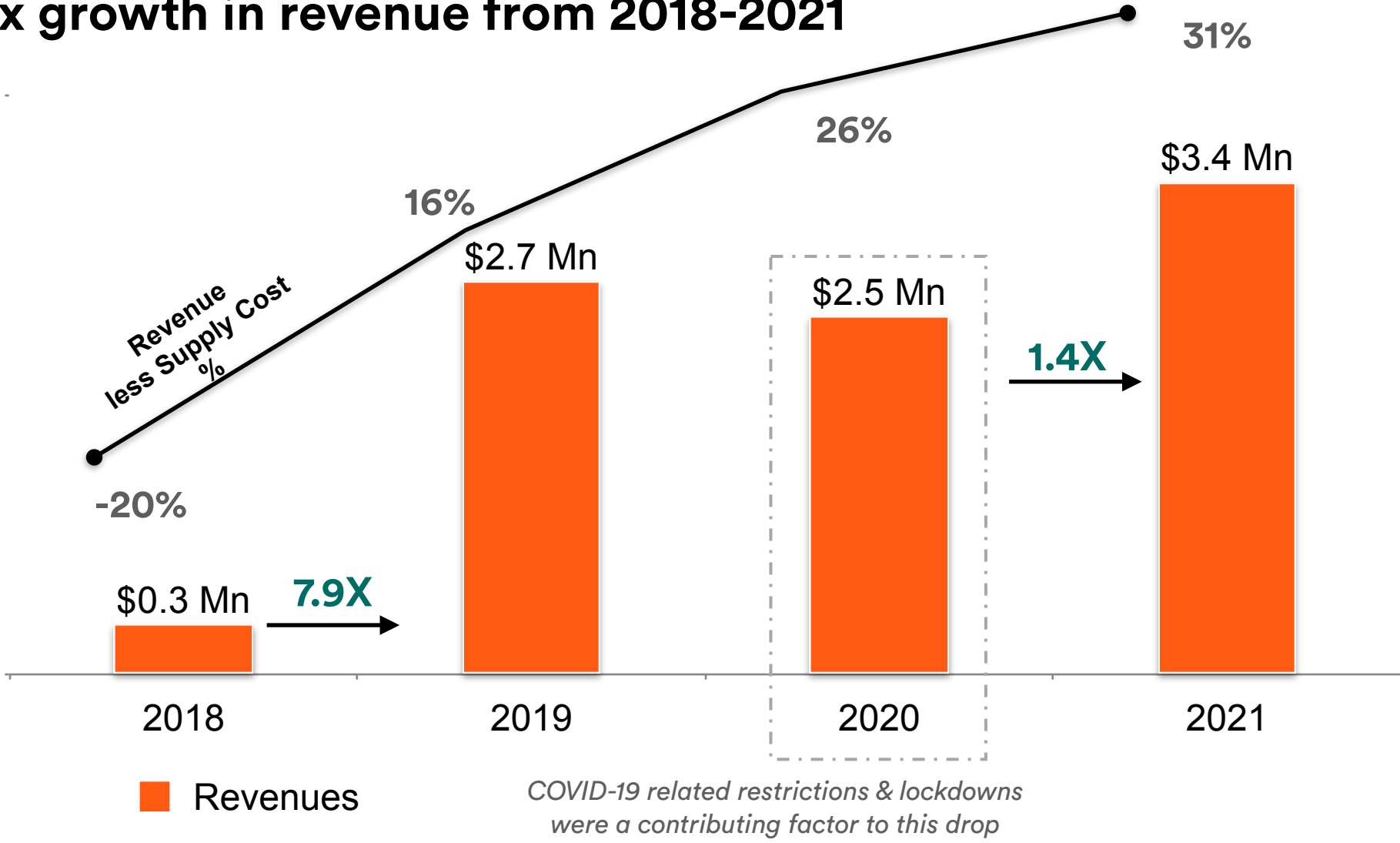
Traditional model



Volt Lines model



~10x growth in revenue from 2018-2021



....driven by focused customer acquisition and retention



+110
Corporate clients

714%
Customer Growth ⁽²⁾

107%
Average Net ⁽³⁾
Dollar Retention

(1) Estimated market value based on number of daily tickets booked as per official data from Istanbul municipally from 2019

(2) Customer growth since 2018 through the end of 2021

(3) Average net dollar retention over the six month period ending March 2022



Strategic Benefits



Accelerating Swvl's global expansion by tapping into ~\$1.8B+ Turkish market



Adding 110+ institutional accounts growing Swvl's B2B & B2G customers to 430+



Unlocking the full potential of TaaS with a hybrid B2B and B2B2C model



Strengthening the core with strong leadership team and impact investors

Accelerating Swvl's global expansion by tapping into opportunities in the Turkish market



19

Countries across 4 Continents

ASIA

Pakistan

C B

Japan

B

MIDDLE EAST

UAE

B

KSA

B

Jordan

C B

Kuwait

B

EUROPE

United Kingdom

B G

Switzerland

B

Germany

B G

France

B G

Spain

B G

Italy

B G

Austria

B G

Turkey

B

LATAM

Brazil

B

Argentina

C B

Chile

C

AFRICA

Egypt

C B

Kenya

C B

C-B2C

G-B2G

B-B2B

Large, relevant market opportunity in Turkey

~\$1.8B+ market opportunity in Turkey ⁽¹⁾

Financial Update

~\$4.3M

Volt Lines added incremental annualized total ticket fares forecasted based upon Q1 2022 results

\$127M

Combined Annualized Run-rate Total Ticket Fares as on Mar 2022⁽²⁾

36%

Growth in ARR in a span of a quarter up from \$93.6M ARR as on Dec 2021⁽³⁾

Large, relevant market opportunity in Turkey

~\$1.8B+

Market opportunity in Turkey

50K

Number of shuttle buses in Istanbul alone serving corporates and schools.

34%

Current route efficiency is only 34%

The size of the Istanbul market makes it a bedrock of innovation for mobility and logistics companies e.g., Getir, Trendyol, Hepsiburada

1. Estimated market value based on number of daily tickets booked as per official data from Istanbul Municipality from 2019
2. Includes pro forma numbers from our acquisition Shotl, Viapool, door2door and Volt Lines
3. \$93.6M ARR doesn't include pro forma numbers from our acquisitions

Adding 110+ institutional accounts growing Swvl's B2B & B2G customers to 430+

Multinational and FMCGs



Banking, Financial services & Insurance



Education & Technology



EVER EXPANDING ECOSYSTEM

Municipalities



Public transit operators



Corporates, NEMT, smart city



Unlocking the full potential of TaaS with a hybrid B2B and B2B2C model

Volt Line's Hybrid Mobility Orchestration Platform

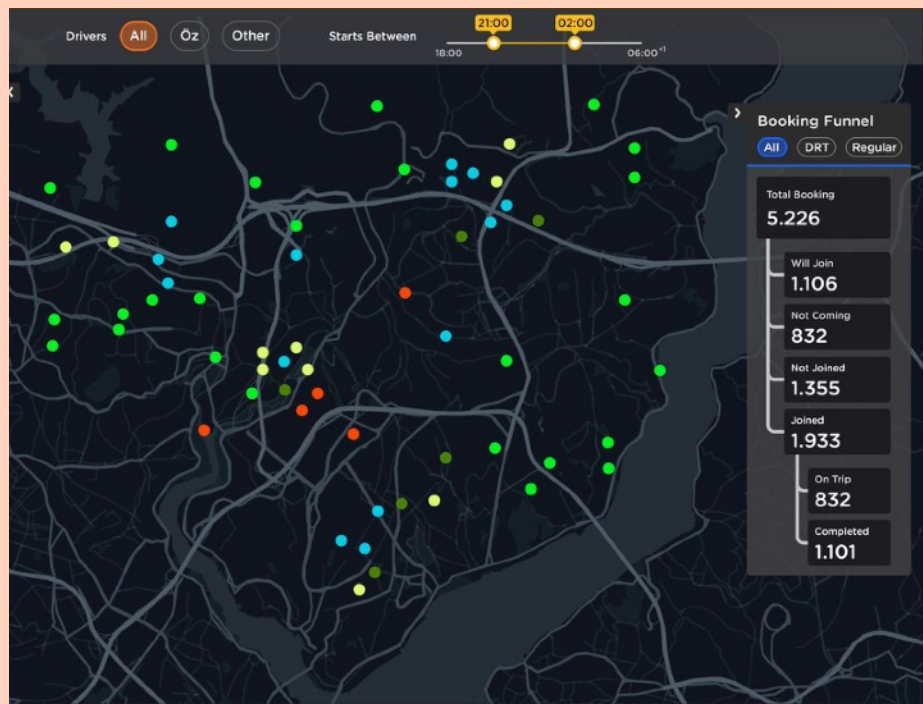


- 1

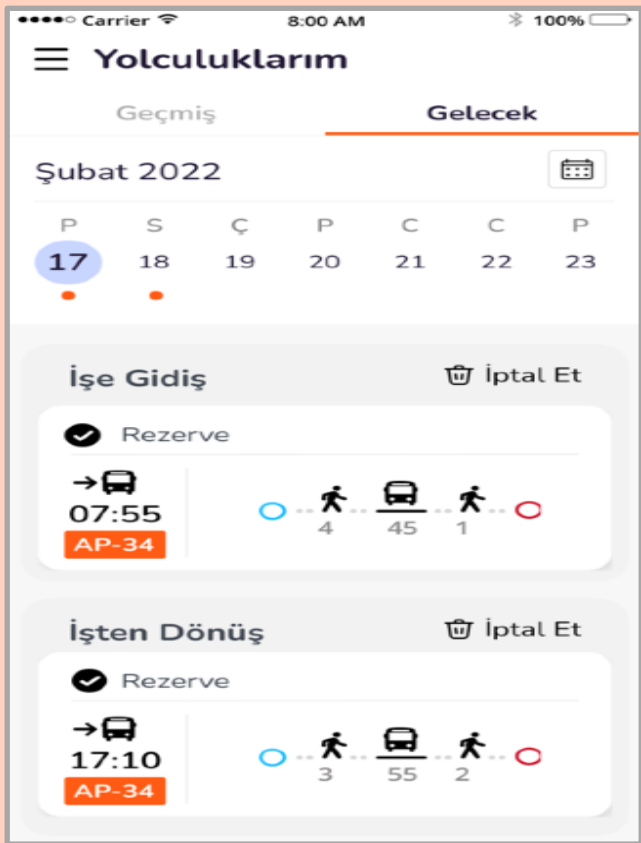
B2B2C model to enable a truly shared commute network; co-sharing between organizations and regular travelers to drive high occupancy, cost savings and strong unit economics
- 2

Driver Gamification module where drivers are incentivized for app engagement
- 3

Auto booking to enable convenience and increase customer retention



Lider Tahtası		
11	Ahmet C. Palladium - Bakırköy	3.700 P
12	Murat T. Flat Ofis - Tuzla	3.640 P
13	Serdar M. Bati Maslak - Kadıköy	3.630 P
14	Serdar T. Maslak - Atasehir	3.540 P
15	Mustafa A. Ofishane - Tuzla	3.530 P
16	Kemalettin T. Ofishane - Eyüp	3.440 P
17	Muzaffer B. Flat Ofis - Bağcılar	3.220 P
18	Hüseyin C. Flat Ofis - Bakırköy	3.120 P
19	Ahmet C. Flat Ofis - Bakırköy	3.040 P
20	Hasan K. Flat Ofis - Bakırköy	3.020 P



Complementing Swvl's proprietary tech



- 1

Predict & identify latent demand
- 2

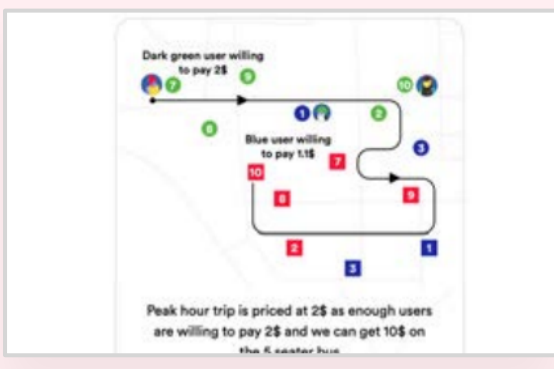
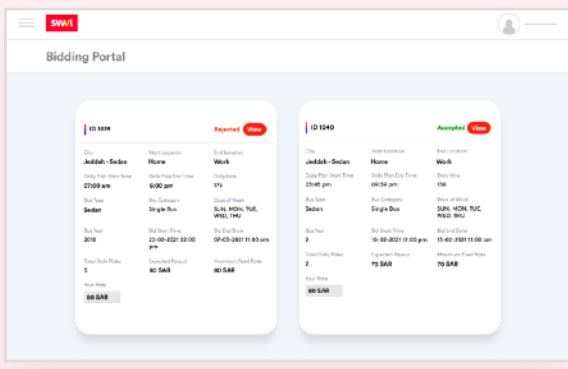
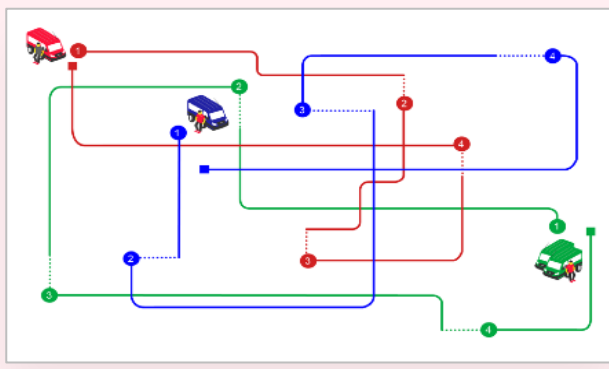
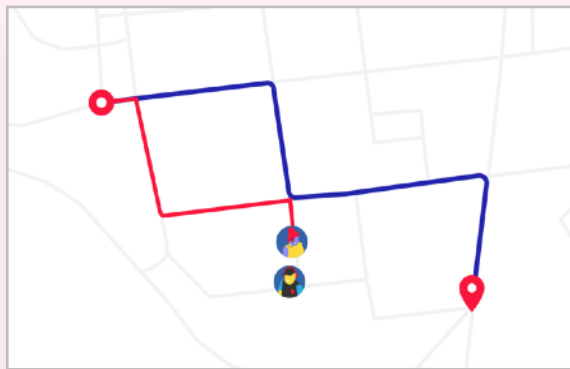
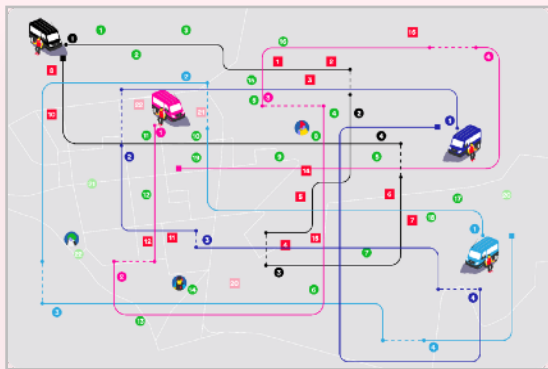
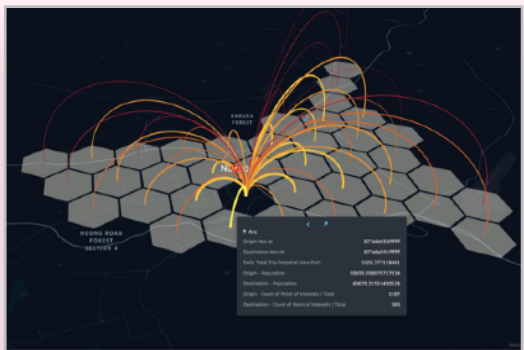
Create route around demand clusters
- 3

Create dynamic routes
- 4


Create cost efficient plans
- 5

Price supply through bidding
- 6



Dynamic Pricing




Strengthening the core with strong leadership team and impact investors







Ali Halabi
Founder & CEO








Deniz Ağdaş
Head of People & Culture









Seval Işık
Head of Sales & Account Management









Sertaç Uzun
Head of Product










Burak Birand
Head of Operations










Alaeddin Zeybek
Head of Engineering



Backed by VC and impact investors





 Dubai

 Istanbul

 Mexico City

 Sharjah

 London



M&A Flash Update

Note: M&A refers to Mergers & Acquisitions

Strategic M&A to expand our leadership position in the mass transit industry

Laser focused execution at the heart of our inorganic growth strategy



19 Countries across 4 Continents

ASIA	
Pakistan	C B
Japan	B
MIDDLE EAST	
UAE	B
KSA	B
Jordan	C B
Kuwait	B
EUROPE	
United Kingdom	B G
Switzerland	B
Germany	B G
France	B G
Spain	B G
Italy	B G
Austria	B
Turkey	B
LATAM	
Brazil	B
Argentina	C B
Chile	C
AFRICA	
Egypt	C B
Kenya	C B

C-B2C
G-B2G
B-B2B



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Disclaimer & Important Notice

Forward-Looking Statements

Certain statements made herein are not historical facts but are forward-looking statements. Forward-looking statements generally are accompanied by words such as “believe,” “may,” “will,” “estimate,” “continue,” “anticipate,” “intend,” “expect,” “should,” “would,” “plan,” “predict,” “potential,” “seem,” “seek,” “future,” “outlook” and similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements regarding future events and other statements that are not historical facts.

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Thank you

