



# Investor Presentation

The SHARE Conference

December 5, 2022



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The securities offered are highly speculative and investment in the securities involves a high degree of risk. You must be prepared to bear the economic risk of the investment for an indefinite period and be able to withstand a total loss of your investment. These securities have not been approved or disapproved by the Securities and Exchange Commission or any state securities commission nor has the Securities and Exchange Commission or any state securities commission passed upon the accuracy or adequacy of this memorandum. Any representation to the contrary is a criminal offense.

This offering is made in reliance on exemptions from registration under the Securities Act of 1933 and certain state securities laws; however, neither the Securities and Exchange Commission nor any state securities commission has made an independent determination that the securities offered hereunder are exempt from registration. The securities sold will be “restricted securities” for purposes of federal and state securities laws and you must purchase these securities for your own account and for investment.

It is the responsibility of any investor purchasing these securities to satisfy itself as to full observance of the laws of any relevant territory outside the United States in connection with any such purchase, including obtaining any required governmental or other consents or observing any other applicable requirements. We are not making an offer to sell these securities in any jurisdiction where the offer or sale is not permitted.



# Rent, Drive, Earn <sup>tm</sup>

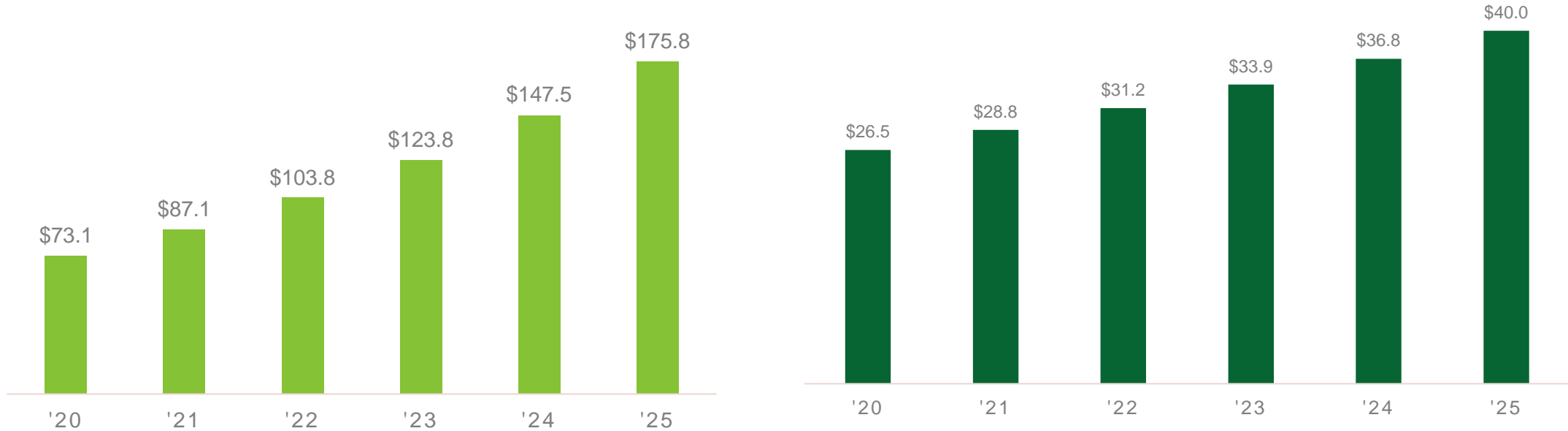
- Leading provider of rental vehicles to drivers in the rideshare and delivery gig economy.
- Fleet of more than 1,200 (and growing) vehicles, locations in 6 cities/state
- Enables drivers to run their own businesses with flexible, cost-effective, and reliable vehicles.
- Owned and professionally maintained vehicles that meet the ride-sharing companies' requirements
- Shift to an all-EV fleet underway- more than 20% today





# Growing Market for Rideshare and Gig-delivery

The US Rideshare and Delivery markets are expected to reach \$175B and \$40B by 2025, respectively.



Source: Evmo, TechCruch, UCLA Rideshare Report



# How EVmo Works

Through the company's **Rideshare Rental™ platform**, drivers can conveniently create an account in minutes



- No credit check necessary - EVmo uniquely serves the large segment of drivers with traditional credit challenges
- Mobile and web app can be accessed from any phone or computer

Drivers can browse through **EVmo's diverse fleet** of vehicles and book by short or long-term



- All rentals include commercial insurance, support, and maintenance at no extra cost
- 68% of current renters are in the vehicles for more than 80+consecutive days.

Drivers can easily manage or extend their rental via the site or app, **tailoring to their own rideshare or delivery needs**



- The platform includes integrated payments for streamlined transactions.
- All vehicles in EVmo's fleet are equipped with telematics and kill switches to help EVmo monitor activity and minimize risk.



# Competitive Landscape

## Traditional Rental Companies

*Hertz, Enterprise, Alamo, Budget*

- Focused on business travel and short-term rentals in vacation destinations
- Typical rental agreements prohibit use on rideshare platforms
- Credit requirements to rent cars

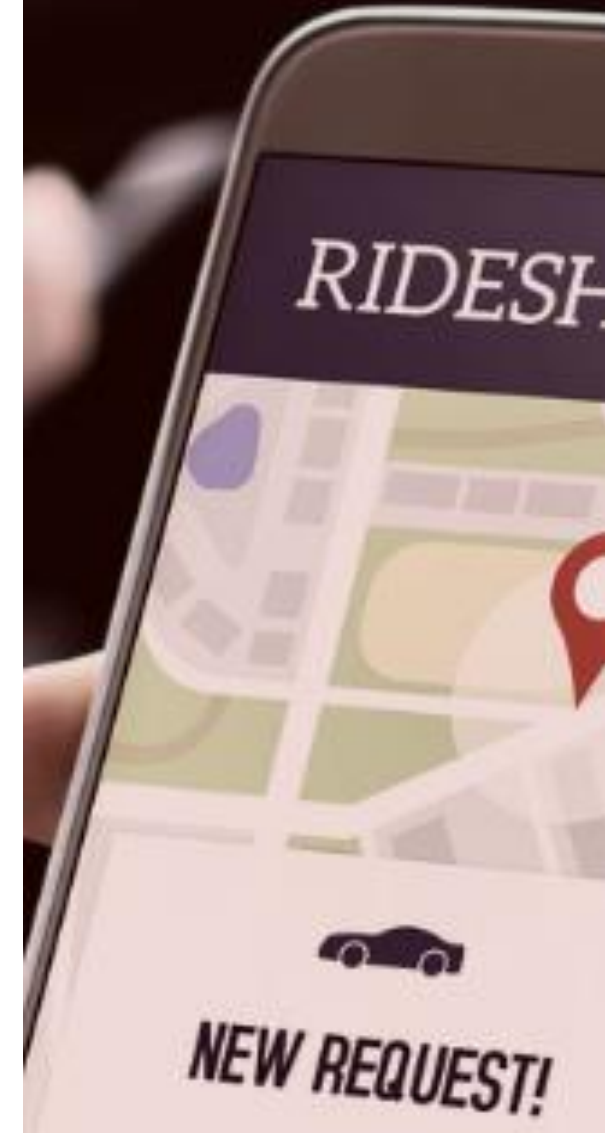
## Car Sharing

*Hyrecaar, Zipcar, Getaround*

- Primarily Peer-to-Peer rental
- Limited control of vehicle supply and quality
- Strategy dependent on third-party vehicle availability



- Managed fleet of purpose-specific vehicles
- Owned and managed fleet gives more predictably/higher utilization rates and ensures consistent and well-maintained vehicles
- Able to serve drivers of varied economic positions
- EV transition strategy





# 2021-2022: Corporate Transformation

**Founded in 2016 as YayYo, listed in 2019**

## **2021**

- Well-known investor Terren Peizer becomes controlling stockholder and Executive Chairman
- Fleet management & logistics veterans Steve Sanchez appointed CEO, Ryan Saathoff CFO
- Announced plans to shift to an all-electric fleet

## **2022**

- Completes \$13.7 million in a public offering. Secures non-dilutive vehicle financing.
- Rental fleet grows to more than 1,000 vehicles
- TrekWorld USA partnership announced
- EBITDA positive in 3Q22

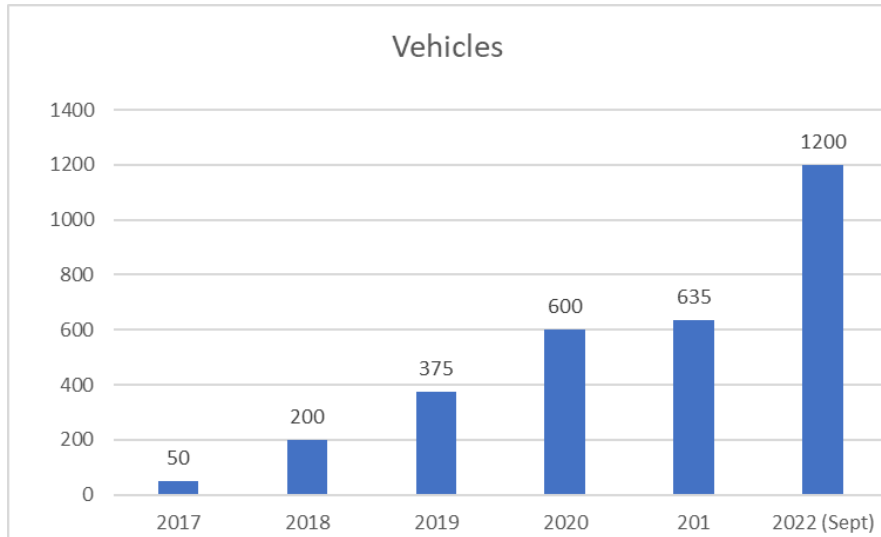
## **4Q22 and beyond**

- Change stock ticker to 'EVMO'
- Uplisting to a national exchange
- Continued growth of the rental fleet





# EVmo RideShare Rental Today



**1,200+** active cars on the platform

**45,000+** Drivers in CRM network





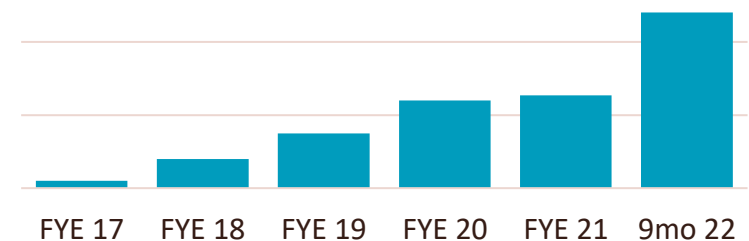
# EVmo RideShare Rental Today

INCOME STATEMENT (\$MM, except per share)	YE2018A	YE2019A	YE2020A	YE2021A	9 months 22
<b>Revenues</b>	<b>3,289.5</b>	<b>6,914.9</b>	<b>7,621.2</b>	<b>10,235.6</b>	<b>8,888.2</b>
Cost of Revenue	2,374.4	4,673.9	5,263.5	8,554.5	6,636.5
<b>Gross Profit</b>	<b>915.1</b>	<b>2,241.0</b>	<b>2,357.7</b>	<b>1,681.2</b>	<b>2,251.8</b>
Sales & Marketing	482.8	765.4	490.4	283.2	244.2
Product Development	9.7	13.5	-	199.8	160.2
General & Administrative	6,584.3	4,023.9	5,288.3	8,397.1	4,616.6
Loss on settlement of debt	2,388.0	252.9	-	-	-
<b>Total Operating Expense</b>	<b>9,464.8</b>	<b>5,055.8</b>	<b>5,778.7</b>	<b>8,880.1</b>	<b>5,021.0</b>
<b>Gain (loss) from ops</b>	<b>(8,549.7)</b>	<b>(2,814.7)</b>	<b>(3,421.0)</b>	<b>(7,198.9)</b>	<b>(2,769.0)</b>
Interest and financing costs	(4,639.4)	(1,115.5)	(265.8)	(7,880.5)	(1,449.1)
Other Income	-	-	-	83.5	-
Gain of debt forgive	-	-	184.8	8.0	-
<b>Total Other Income</b>	<b>(4,639.4)</b>	<b>(1,115.5)</b>	<b>(81.1)</b>	<b>(7,789.0)</b>	<b>(1,449.1)</b>
<b>Net Profit (Loss)</b>	<b>(13,189.1)</b>	<b>(3,930.2)</b>	<b>(3,502.1)</b>	<b>(14,987.9)</b>	<b>(4,218.8)</b>
Weighted Average Shares					
Basic	26,321.1	27,112.6	31,118.4	35,058.5	69,887.1
Diluted	26,321.1	27,112.6	31,118.4	35,058.5	69,887.1
EPS					
Basic	\$ (0.50)	\$ (0.14)	\$ (0.11)	\$ (0.43)	\$ (0.06)
<b>Diluted</b>	<b>\$ (0.50)</b>	<b>\$ (0.14)</b>	<b>\$ (0.11)</b>	<b>\$ (0.43)</b>	<b>\$ (0.06)</b>

At 'Scale' of 2,000 Vehicles

- Target Gross Margins of ~45% (ex vehicle depreciation)
- EBITDA margins of 25%
- 3Q 2022 EBITDA of \$117K vs \$(3.9M) in 3Q 2021

## Cars on the Platform



# Investment Highlights

- Rapidly growing company in the \$100B+ rideshare and gig-economy
- Established partnerships with OEM and leasing companies
- Experienced management team with a proven track record of growing and operating nationwide fleets
- Corporate partnership with TrekWorld USA to accelerate growth in new markets
- Fleet of over 1,200 vehicles, significant fleet growth underway
- EBITDA breakeven reached in 3Q22, profitability expected in coming quarters



# Thank You

Stephen M. Sanchez  
CEO

Ryan Saathoff  
CFO

**INVESTOR CONTACT:**

[investors@evmo.com](mailto:investors@evmo.com) 888-209-5643