

bestmile
optimizing mobility

Swiss
Sustainable
Finance

FLEET ORCHESTRATION PLATFORM

SSF ANNUAL CONFERENCE 2019

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BESTMILE'S ORIGIN AND PURPOSE

Raphaël Gindrat and Anne Mellano tested, planned and managed the world's first demo of 6 autonomous shuttles starting in 2012, as part of the EU CityMobil2 project awarded to EPFL

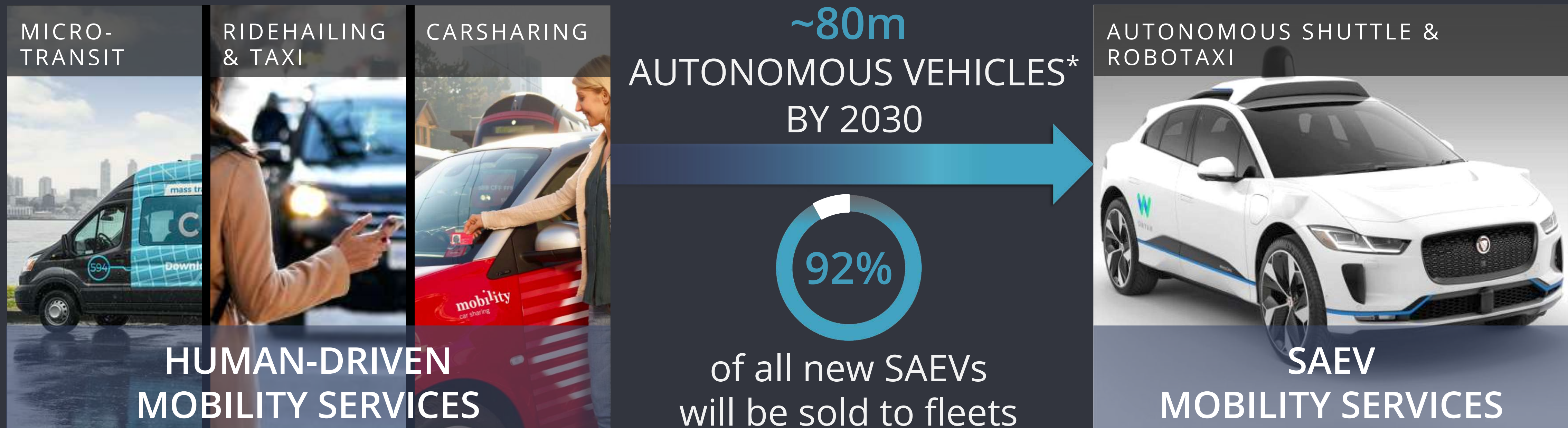
The vehicles were able to navigate pre-defined routes, but were not capable of working together as fleets to offer services



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Fotografie / venturelab

MOBILITY IS CHANGING FAST

SHARED, AUTONOMOUS AND ELECTRIC VEHICLES (SAEV) WILL
RESHAPE MOBILITY

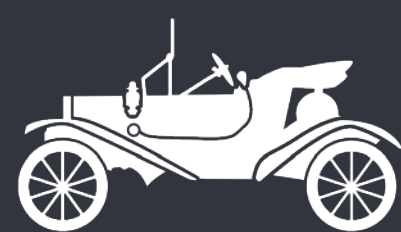


**autonomous = level 4/5 cars, in the U.S., the E.U., and China (PwC)*

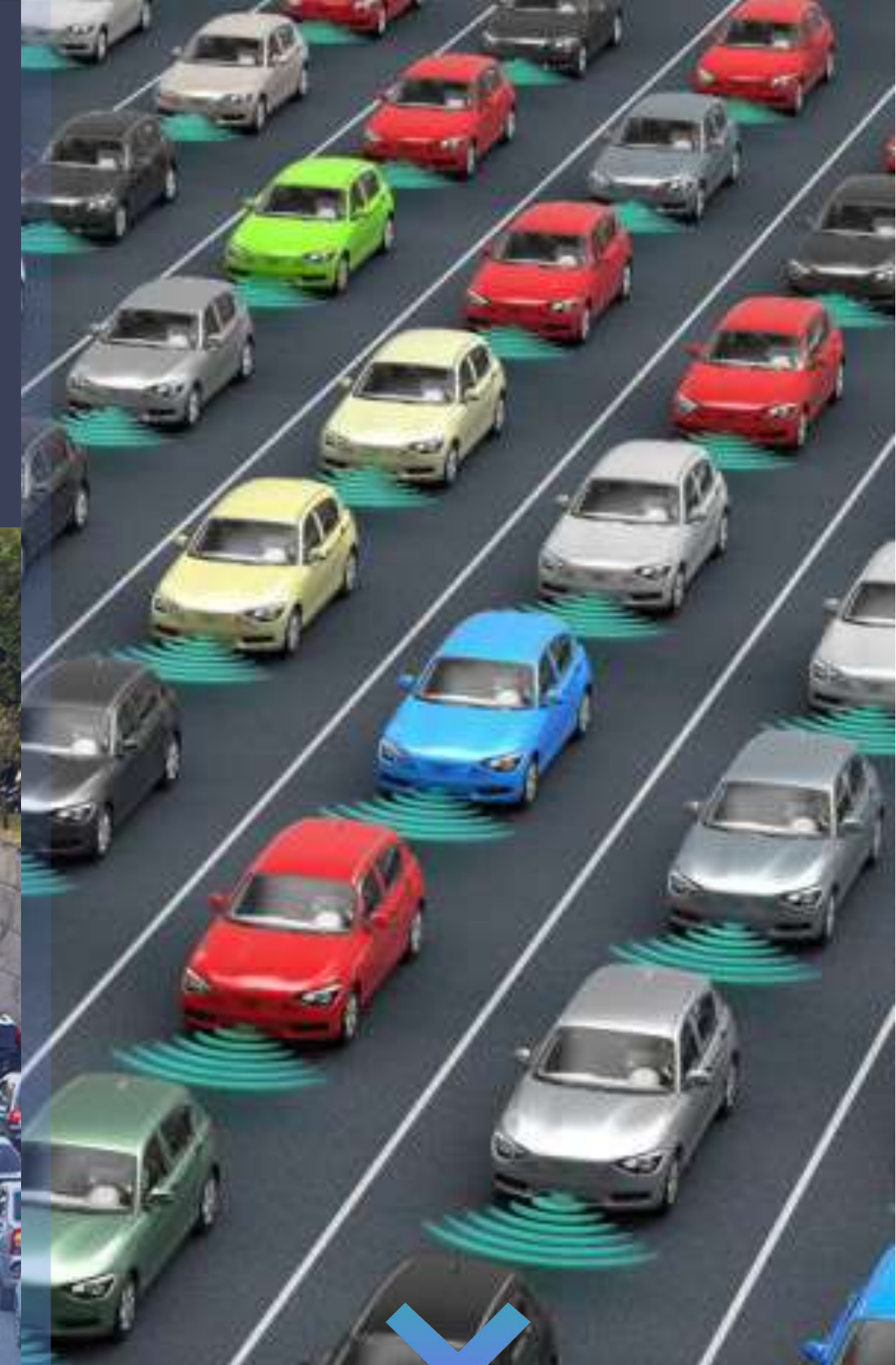
NYC
1900



NYC
1913



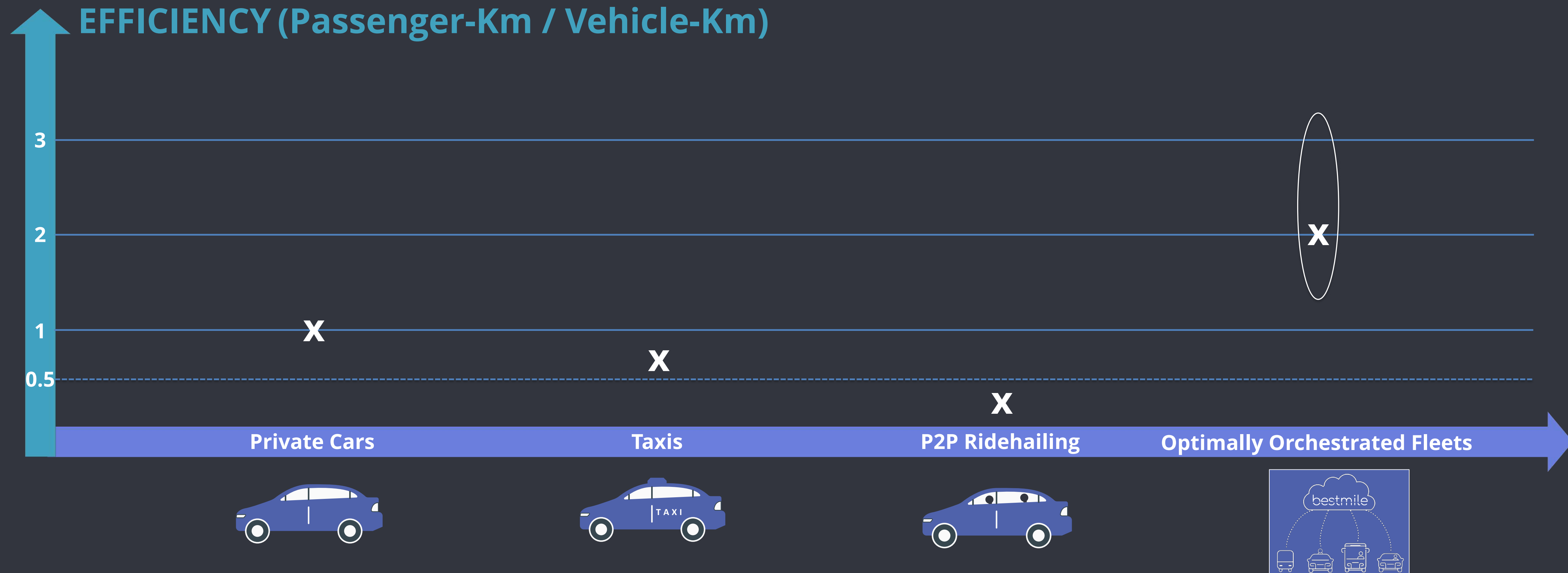
EVERY
WHERE
TODAY



EVERY
WHERE
TOMORROW?



THE “FULL STREETS, EMPTY SEATS” PROBLEM



P2P ridehailing services have added 5.7B vehicle-miles to U.S. cities alone, and they travel 2.8 miles empty for every mile they carry a passenger

CONTROL TOWER FOR VEHICLES



The benefits of autonomous mobility don't lie solely in autonomous vehicles, but in what they can offer **when they are operated and orchestrated collectively**

ENABLING SMART MOBILITY SERVICES

TO DEPLOY, OPERATE AND SCALE INNOVATIVE TRANSPORTATION SERVICES



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**SMART
MOBILITY
SERVICES**



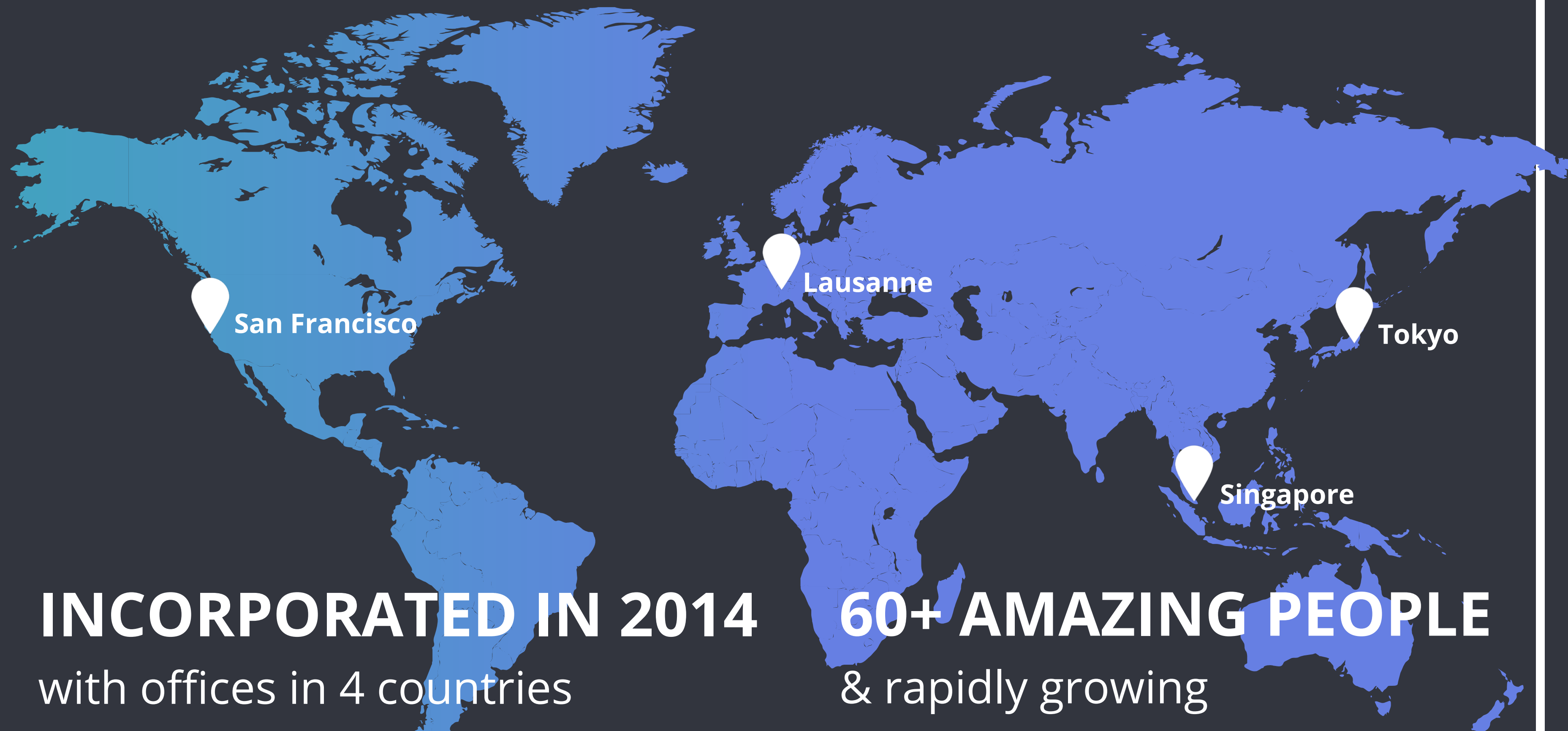
Fleets mixing
autonomous and
human-driven
vehicles

Vehicle-agnostic
platform with real-time
orchestration
and optimization

- ✓ On-demand
- ✓ Fixed-route
- ✓ Shared and individual rides
- ✓ Smart delivery
- ✓ Smart logistics

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COMPANY PROFILE



INCORPORATED IN 2014

with offices in 4 countries

250,000+

passengers
transported

15 FLEETS

managed & growing
in USA & Europe

60+ AMAZING PEOPLE

& rapidly growing

\$14.5M

in funding

OUR INVESTORS



ROAD VENTURES



serena

AIRBUS VENTURES



GROUPE ADP



MOBILITY
FUND

PEROT
JAIN

A FLEXIBLE SOLUTION FOR OUR CLIENTS

MARKETS

TRANSIT
OPERATORS

TNCs &
TAXI COMPANIES

RENTAL CAR
COMPANIES

AUTOMOTIVE
OEMs

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MOBILITY SOLUTIONS

AUTONOMOUS
SHUTTLE

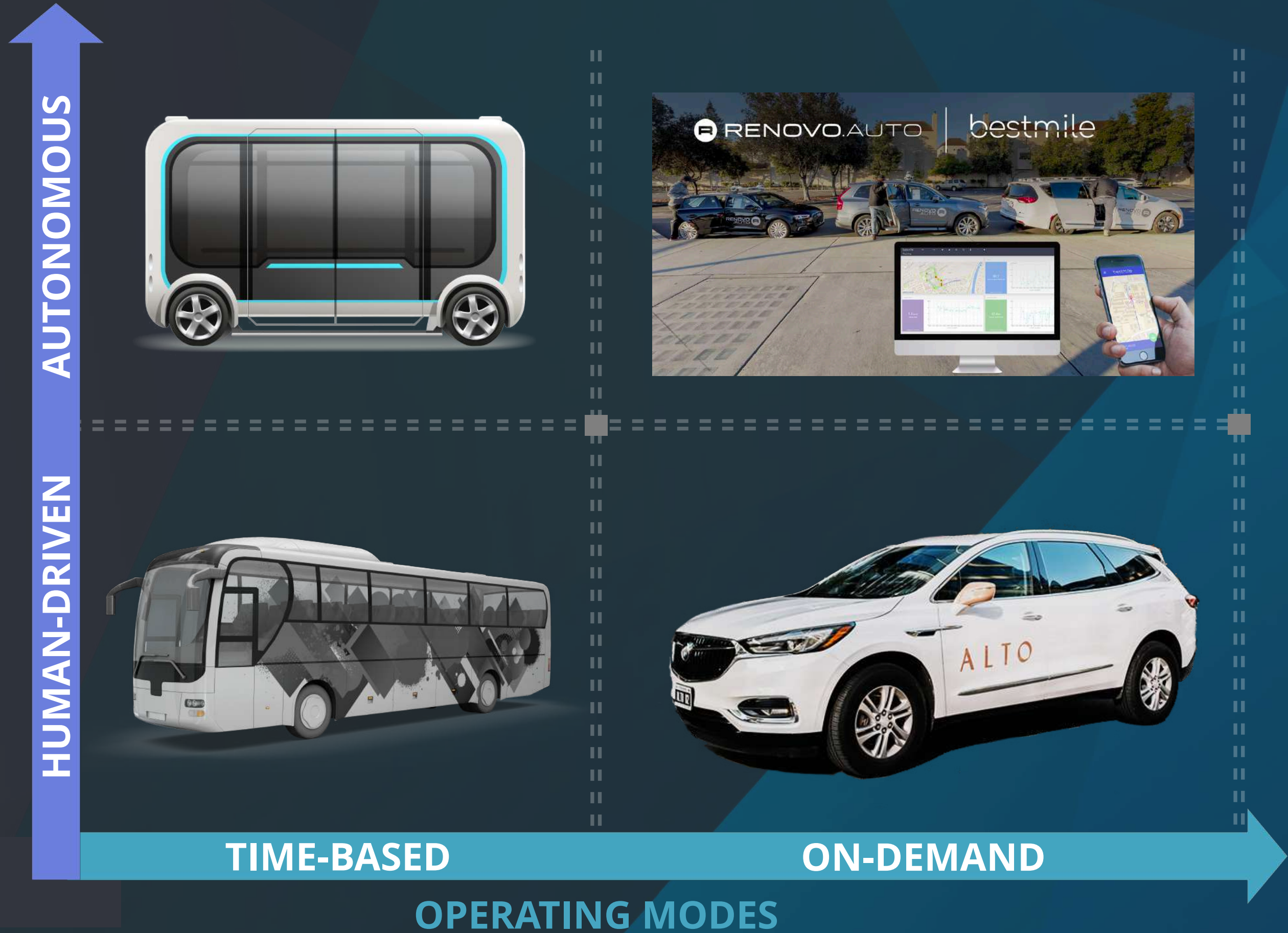
ROBOTAXI

RIDEHAILING

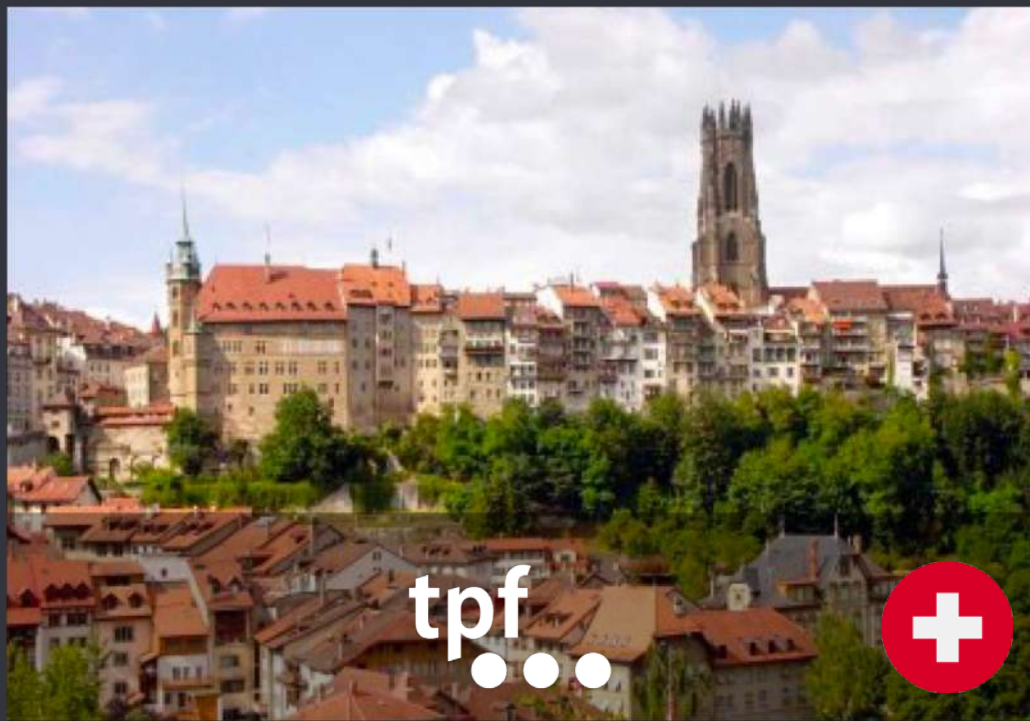
MICRO-TRANSIT

THE ROADMAP TO AUTONOMOUS ON-DEMAND FLEETS

BESTMILE IS THE FIRST AND ONLY DEPLOYED COMMERCIAL SOLUTION COMPATIBLE WITH BOTH HUMAN-DRIVEN AND AUTONOMOUS VEHICLES ON THE MARKET TODAY



ALREADY POWERING 12 AV SHUTTLE FLEETS



DEPLOYMENT - ALTO

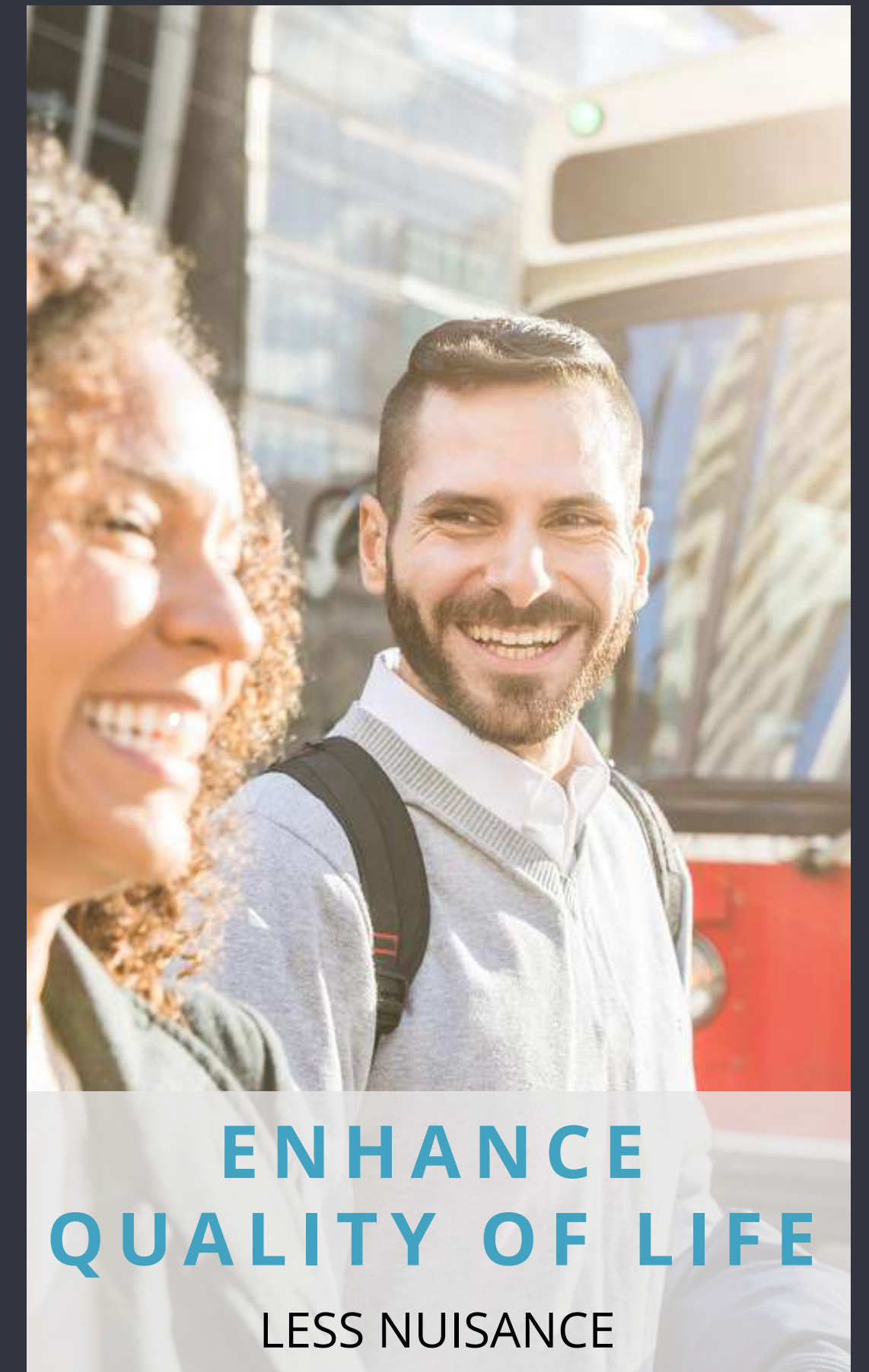
U.S. RIDEHAILING SERVICE AVAILABLE SINCE NOVEMBER 2018



Professional On-demand door-to-door ridehailing service

WHAT ELSE IS AT STAKE?

BENEFITS BEYOND MOBILITY SERVICE PROVIDERS



ENABLING THE MOBILITY REVOLUTION

■ BESTMILE IS THE ONLY MOBILITY SERVICES PLATFORM THAT IS:

- ✓ Vehicle agnostic (any brand and type)
- ✓ Multi-service (fixed-route and on-demand)
- ✓ Hybrid (AV and human-driven vehicles)
- ✓ Multi-modal (easy backend integration)
- ✓ Proven on city streets
- ✓ Generating revenue now
- ✓ Building a strong project pipeline



"Bestmile and its fellow pioneers are front and center in shaping the ongoing Fourth Industrial Revolution and we believe they will be transforming society and industry in a positive way in the years to come." ~ Fulvia Montresor, Head of Technology Pioneers at the World Economic Forum

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