

# The World's Shared Mobility Platform

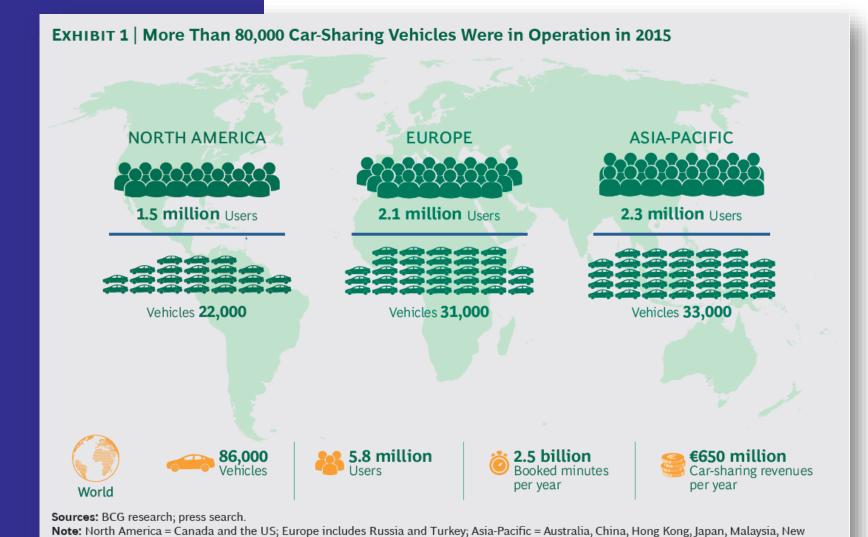


# WHERE IS CARSHARING HEADING?



#### CARSHARING IN 2015:

5.8M USERS 86,000 CARS €650M REVENUE

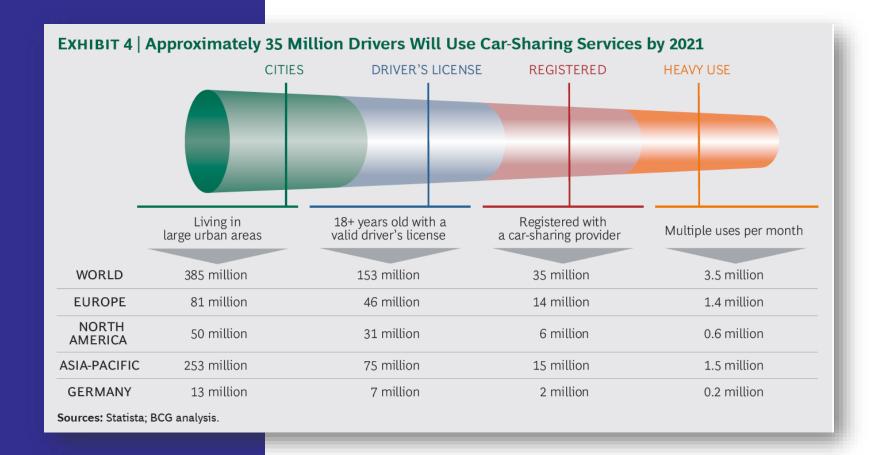


Zealand, Singapore, South Korea, and Taiwan.



#### CARSHARING IN 2021:

#### 35M USERS 510,000 CARS €3.9B REVENUE





#### CAR MANUFACTURES OWN/INVESTED IN CARSHARING COMPANIES

























































#### CAR RENTALS COMPANIES OWN/INVESTED IN CARSHARING COMPANIES

























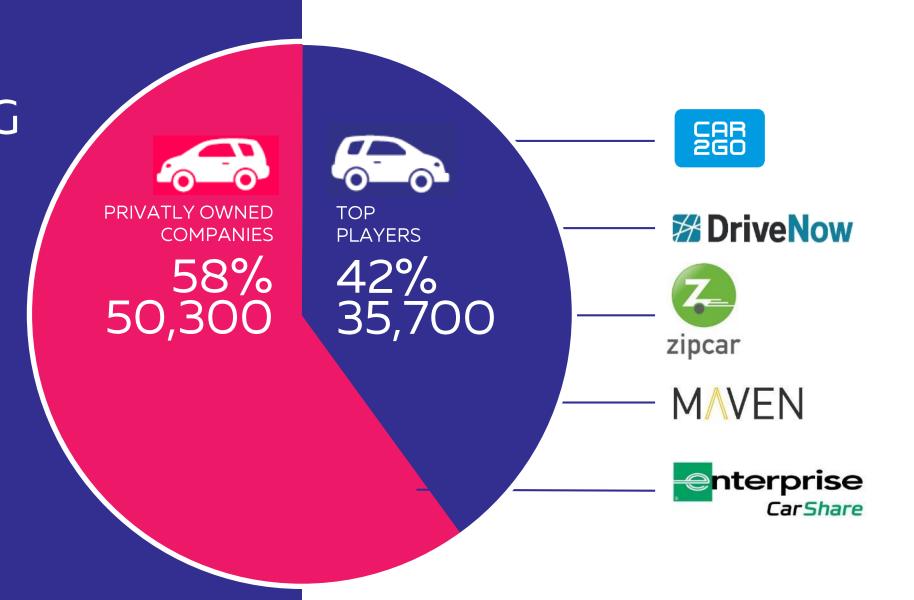








42% OF THE CARSHARING MARKET IS OWNED BY TOP PLAYERS IN 2015





#### INDEPENDENT CARSHARING OPERATORS RISK STAYING BEHIND DUE TO:



BASIC TECHNOLOGY

Due to lack of resources



HIGHER OPERATING COSTS

Cars, leasing, gas, marketing, credit card fees, etc



MISSED REVENUE

Opportunities from travelers



LACK OF INFORMATION

Best practices, global tenders



#### INDEPENDENT CARSHARING OPERATORS KNOW THEIR MARKET BEST

SPEAK THE LANGUAGE, KNOW THE CULTURE

HAVE CONTACTS IN PR, LEGAL, CITIES...

3 KNOW TRAVEL NEEDS



#### AS A CARSHARING OPERATOR, WE WERE FACED WITH THE SAME ISSUES



CARSHARING OPERATOR SINCE 2008

#### DBSI HOLDING GROUP 20,000 EMPLOYEES

Owns global telematics and radars software and hardware companies, as well as the largest road side assistance in Israel







## GoTo HELPS CARSHARING OPERATORS GROW BY GIVING THEM:



1. TECHNOLOGY

Round trip, one way, free floating and corporate carsharing solution



2.
OPERATIONAL
KNOWHOW

9 years experience of carsharing operations



3. GROUP BENEFITS

Discounts in vehicles, insurance, credit card fees and more



4. GLOBAL BRAND

Additional revenue from new users



## GoTo's TECHNOLOGY IS INSTALLED IN THOUSANDS OF CARS





#### 1. TECHNOLOGY

#### GoTo HAS THE BEST END-TO-END CARSHARING TECHNOLOGY

Business Intelligence

CRM

Multi Model Pricing

Billing & Invoices

Built-in Process Management

Corporate Solution



Remote Control

Multimedia Screen

Cyber Protection



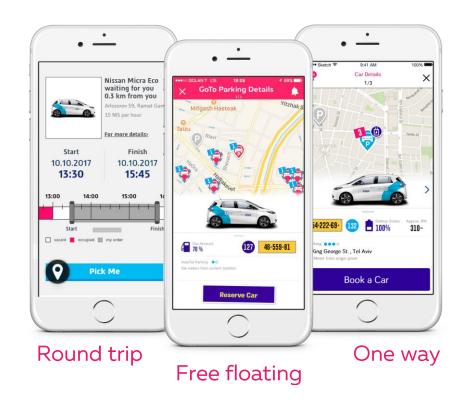
Driver Behavior

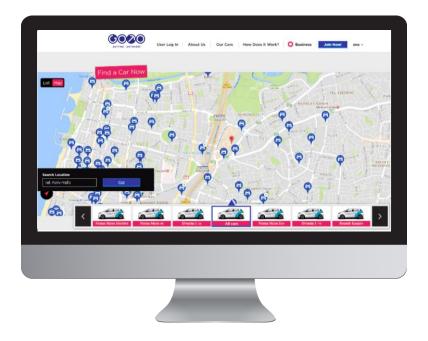
Crash Detection

Real Time Tracking and Alerts



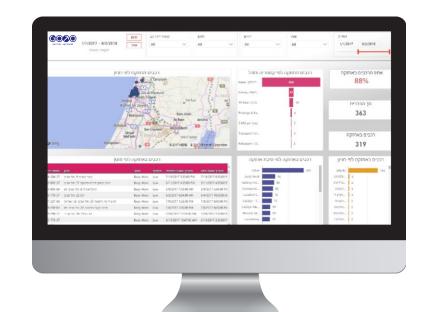
#### GoTo OFFERS ALL TYPES OF CARSHARING SOLUTIONS

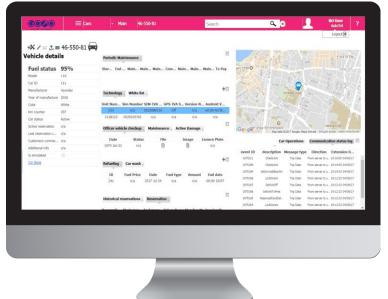






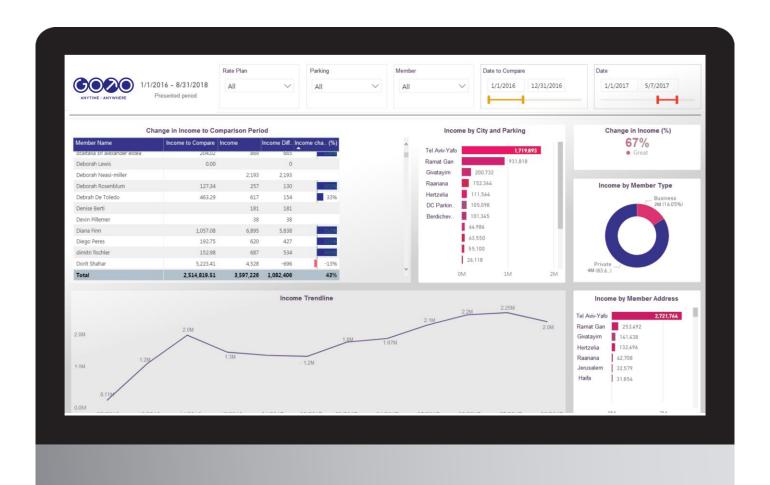
## GoTo OFFERS THE BEST BACKOFFICE, CRM, BILLING AND PROCESS MANAGEMENT





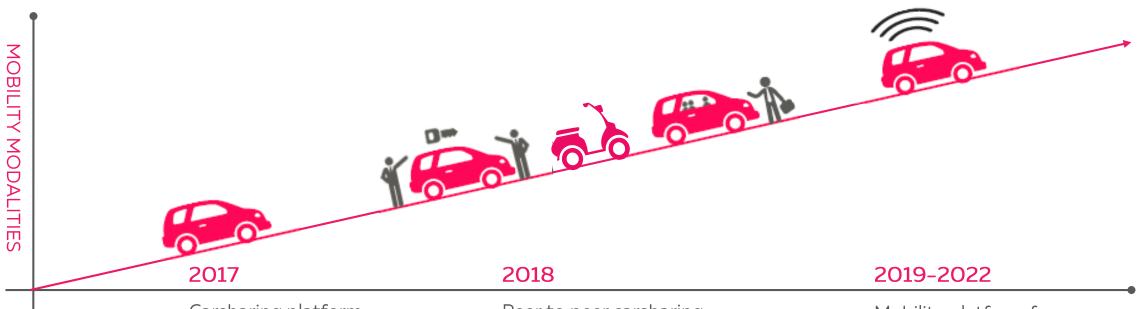


#### GoTo's ADVANCED ANALYTICS TOOL HELPS CARSHARING OPERATORS MAXIMIZE PROFITS





#### GoTo'S SHARED MOBILITY MODALITIES HELP CARSHARING OPERATORS GROW



Carsharing platform Round trip, one way, free floating and corporate Peer to peer carsharing Scooter sharing On demand pooling platform Mobility platform for autonomous vehicles



# 2. OPERATIONAL KNOW-HOW AND TRAINING

#### GoTo OFFERS TRAININGS ON HOW TO LAUNCH, GROW AND OPTIMIZE CARSHARING OPERATIONS

1
ONLINE TRAINING

FIELD VISITS TO SEE HOW CARSHARING OPERATION WORKS

KNOWLEDGE SHARING SESSIONS AMONG GoTo PARTNERS



#### 3. GROUP BENEFITS

#### GoTo'S GROUP BENEFITS HELP OPERATORS SAVE MONEY ON:











#### 4. GLOBAL BRAND

#### GoTo's GLOBAL BRAND INCREASES CARSHARING OPERATORS' PROFITS



**PRESTIGE** 

App is well referenced, Global PR



HIGHER NEGOTIATION POWER

One voice and large size means better prices and treatment

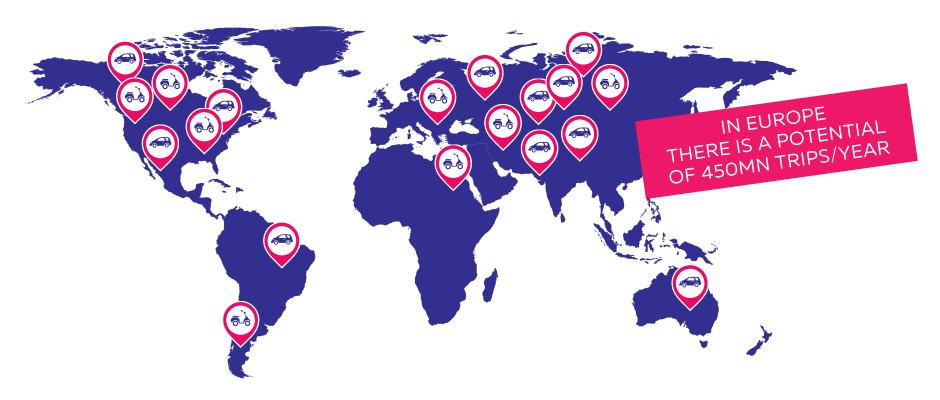


GLOBAL PARTNERSHIP

Global presence and large numbers nail deals with city transport apps



#### GoTo's GLOBAL BRAND BRINGS ADDITIONAL PROFIT FROM NEW USERS



GoTo users can rent vehicles from operators in other cities!
Thanks to the same technology, money transfer is made easier! Both operators win!



#### GoTo'S TECHNOLOGY KEEPS CARSHARING OPERATORS AHEAD OF THE GAME

TECHNOLOGY	CARSHARING TECHNOLOGY COMPANY	GoTo
Round Trip	Specialize in only 1 type of carsharing	Included
One Way	Specialize in only 1 type of carsharing	Included
Free Floating	Specialize in only 1 type of carsharing	Included
Peer-to-Peer	No	Included, coming in 2018
Shared rides	No	Included, coming in 2018
On Demand Pooling	No	Included, coming in 2018
Mobility platform for autonomous vehicle	No	Included, coming in 2019



#### GoTo'S GLOBAL BRAND HELPS CARSHARING OPERATORS GROW

GLOBAL BRAND	CARSHARING TECHNOLOGY COMPANY	GoTo
Training and know how	No	Included
Additional revenue from new users	No	Included
Group benefits	No	Included



#### GoTo'sTEAM COMES FROM THE TECHNOLOGY AND MOBILITY WORLD



GIL LASER
CEO
C-level executive
@CAR2GO, Pioneer



SHIRLY KALUSH COO Global entrepreneur @BlaBlaCar, SaferTaxi



YONATHAN SHALEV
CTO
Coding master
@Matrix, Internet Gold



ARCHITECT
Architect genius

@Matrix, Netwise



YOSSI BEN SHALOM
ACTIVE CHAIRMAN
Investor and chairman
@DBSI

FULL STACK TECH TEAM AND 24/7 CUSTOMER SUPPORT



#### GoTo LAUNCHED AT WOCOMOCO CONFERENCE, SIGNED WITH MALTA AND LAUNCHED IN HAIFA



Shirly Kalush presenting GoTo at the Wocomoco shared mobility congress



Gil Laser signed with the government of Malta to launch GoTo in 2018



Showcasing GoTo's Electric Vehicle service in Haifa during the Smart Mobility Event





## LETS GoTo THE NEXT LEVEL TOGETHER!

GoTo.global

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