



Robbert van der Meer

CEO & Founder

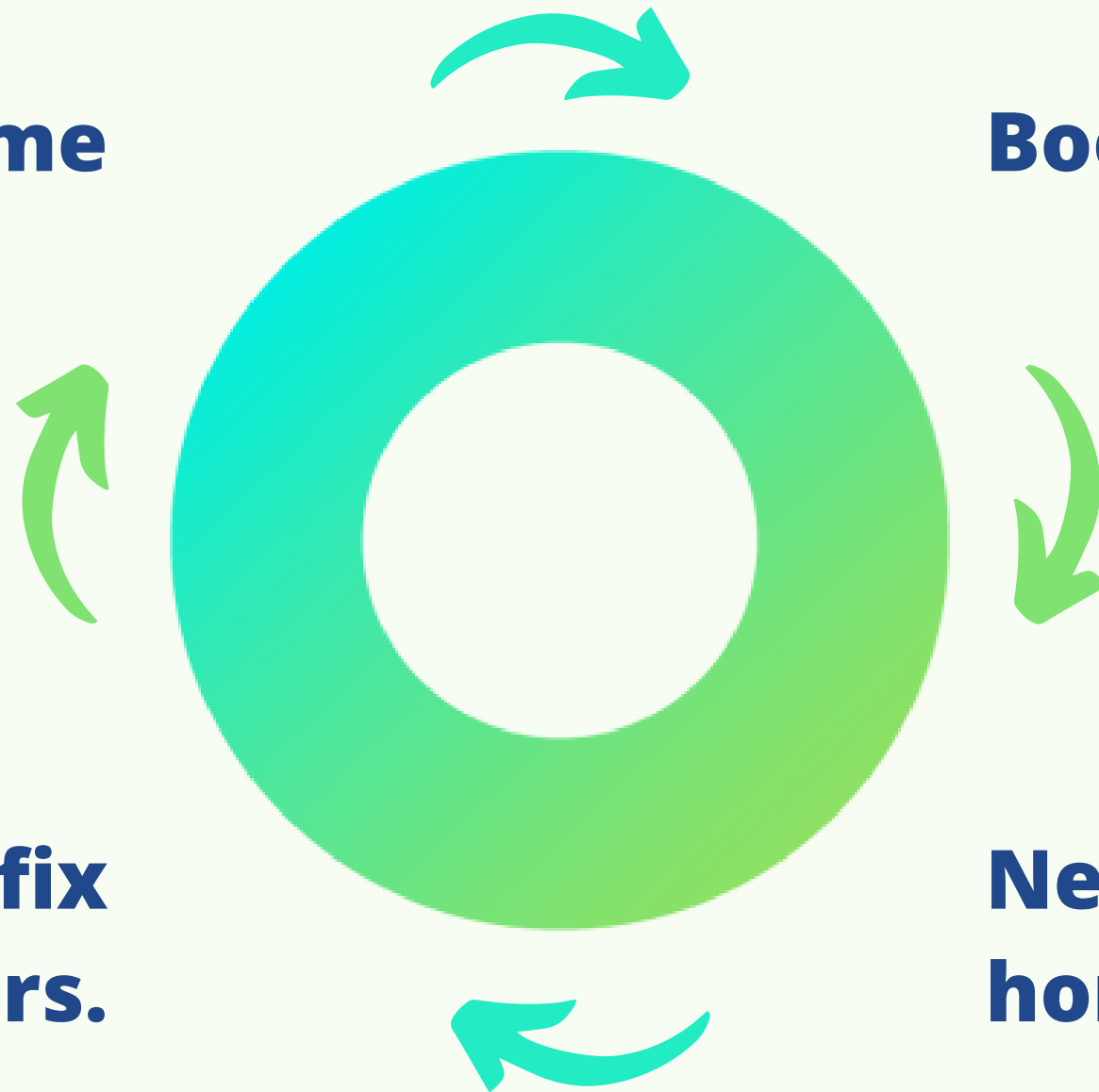


Topics to be discussed

1. Flexible subscriptions for micromobility; ti einai afto?
2. Journey of bFlex; 2020 to 2023
3. Crucial KPI's; what about safety, impact and others?
4. bFlex's Pivot; All-in-one bicycle marketplace
5. Future Outlook
6. Q&A

1. All-inclusive flexible subscriptions

You can opt out any time



Book in under 2 minutes



Issue with the bike? We fix it within 24 hours.

Next-day delivery to your home or business

Benefits for the user

Convenience

- Choice
- No worries

Flexibility

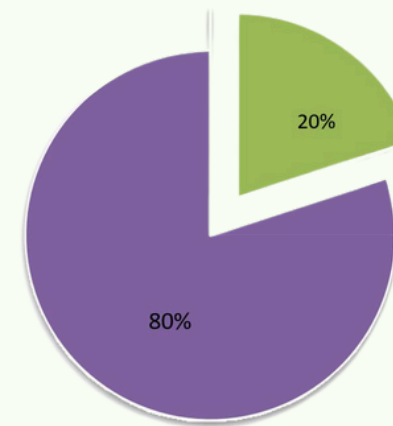
- Accessibility
- As if you own it

Cost-efficiency

- No high up front costs & sudden out-of-pocket expenses
- Cost subscription vs. ownership depends on usage



“Are you satisfied with our service? / Είσαι ευχαριστημένος από τις υπηρεσίες μας;”



ΓΙΑΡΑ ΠΟΛΥ/ VERY MUCH

80%

ΝΑΙ/YES

20%

Benefits for society



Less congestion

- A 10% replacement of car rides result in 30% less congestion



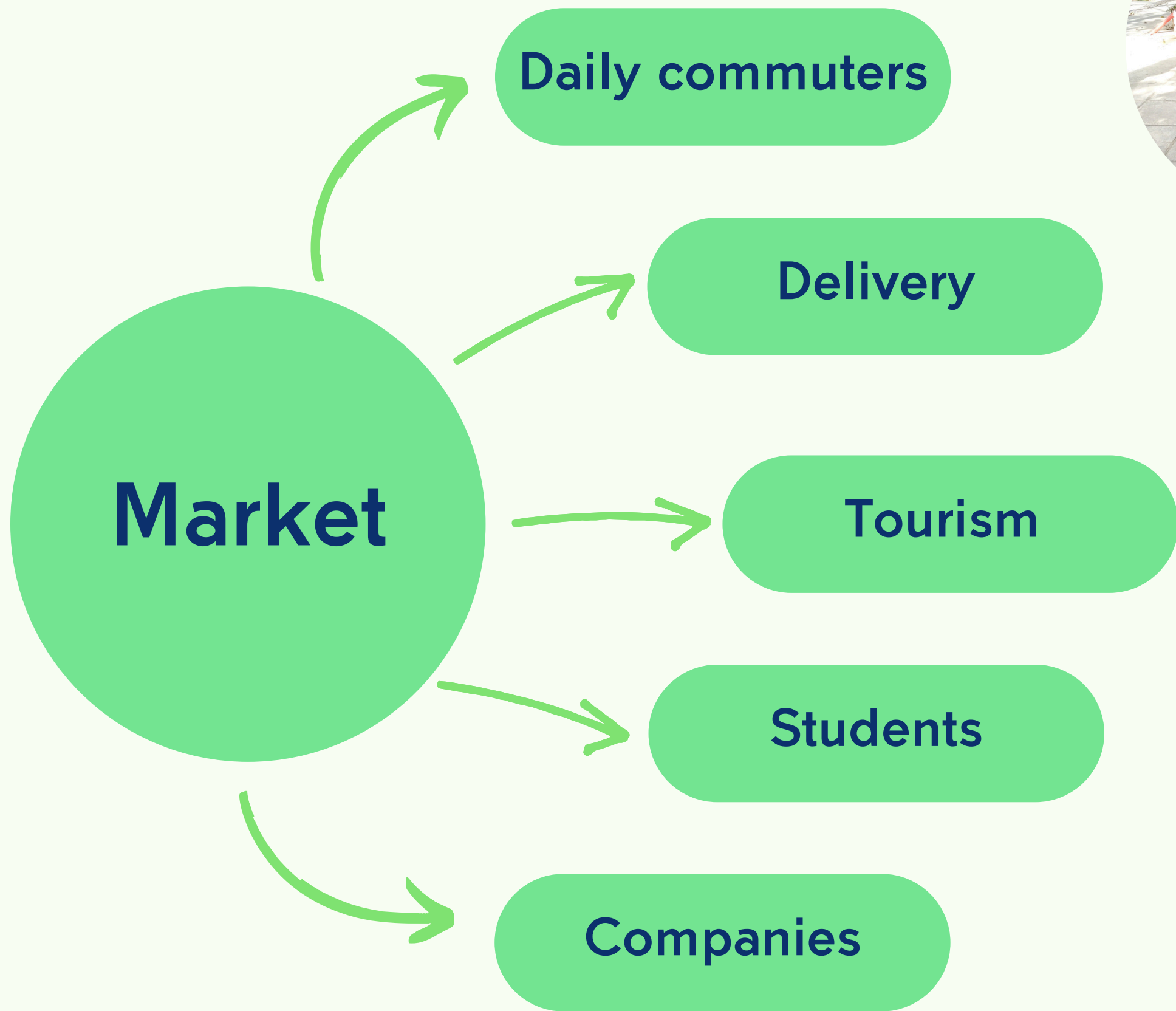
Lower emissions

- Ebikes emit 22 grams of CO₂ vs. Car 271 grams per km
- Road traffic accounts for 25% of the total EU emissions



Health

- Improved physical and mental health



Circularity

Upcycle & Recycle

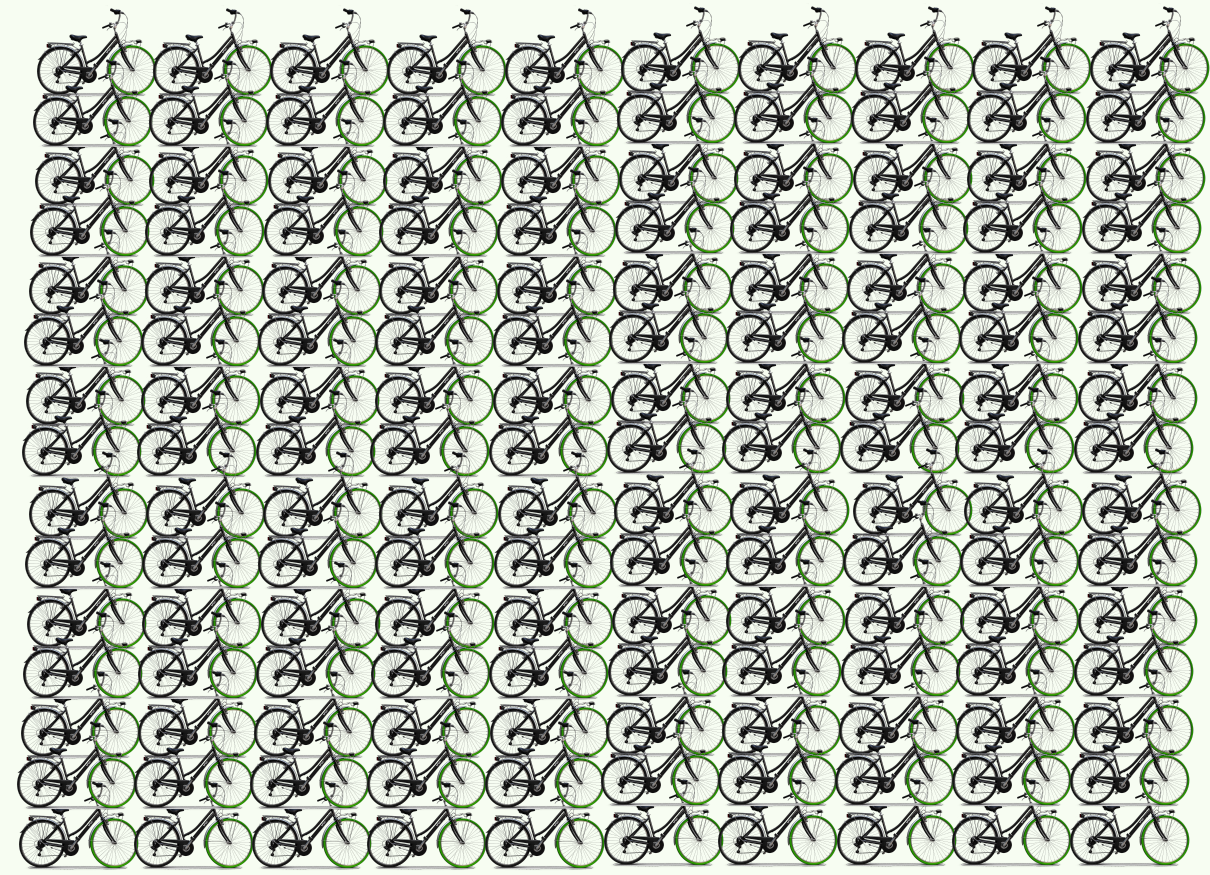
- Innertubes upcycled into backpacks



3QUARTERS™



2. Our Journey



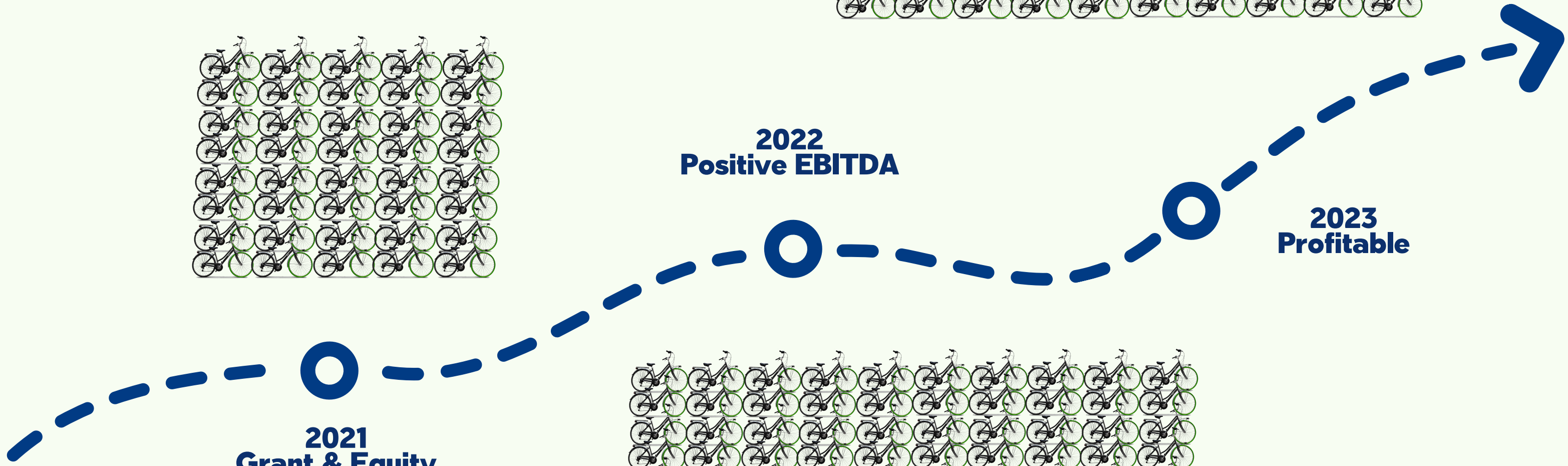
03/2020
"MVP"

2021
Grant & Equity

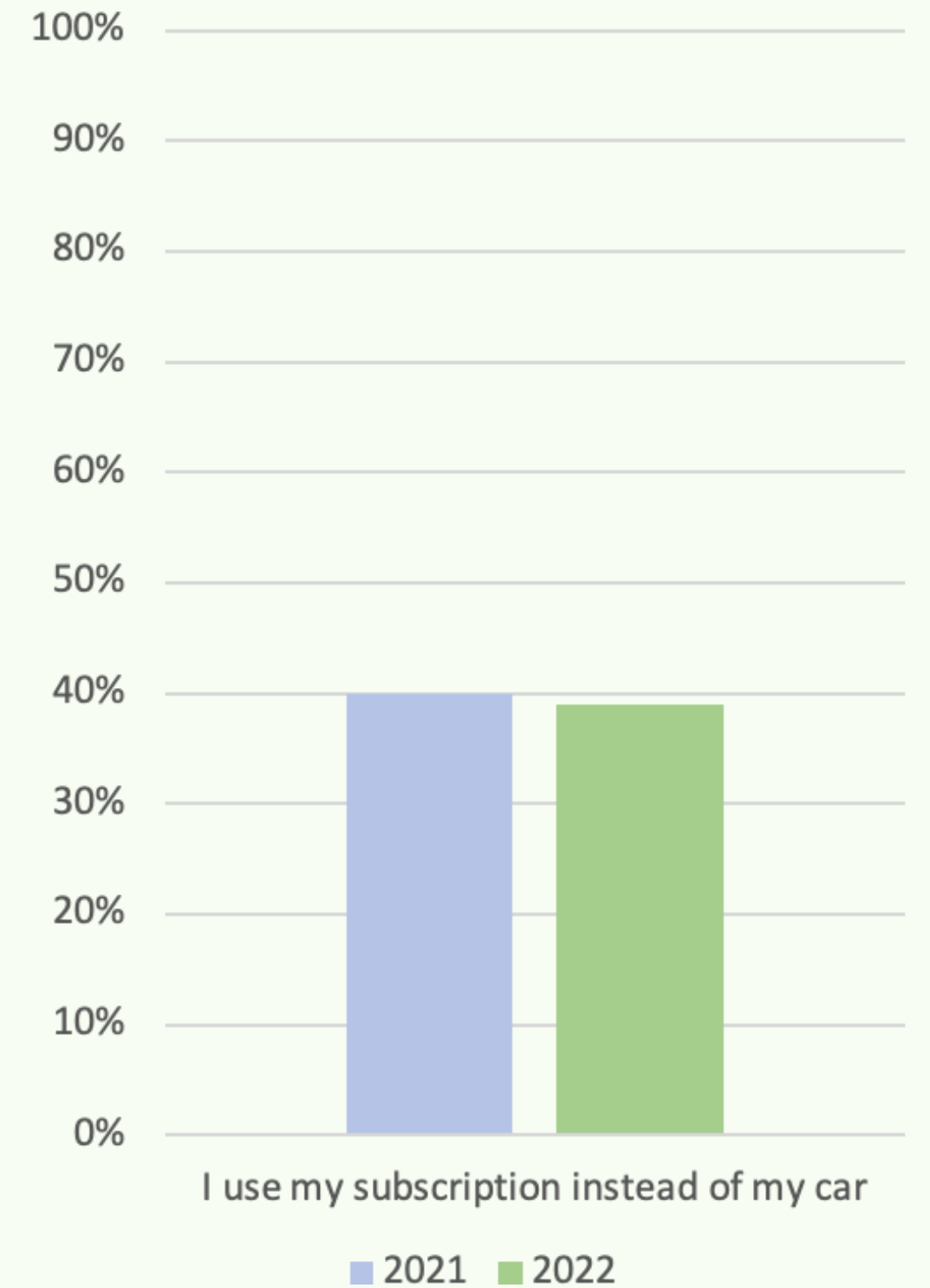
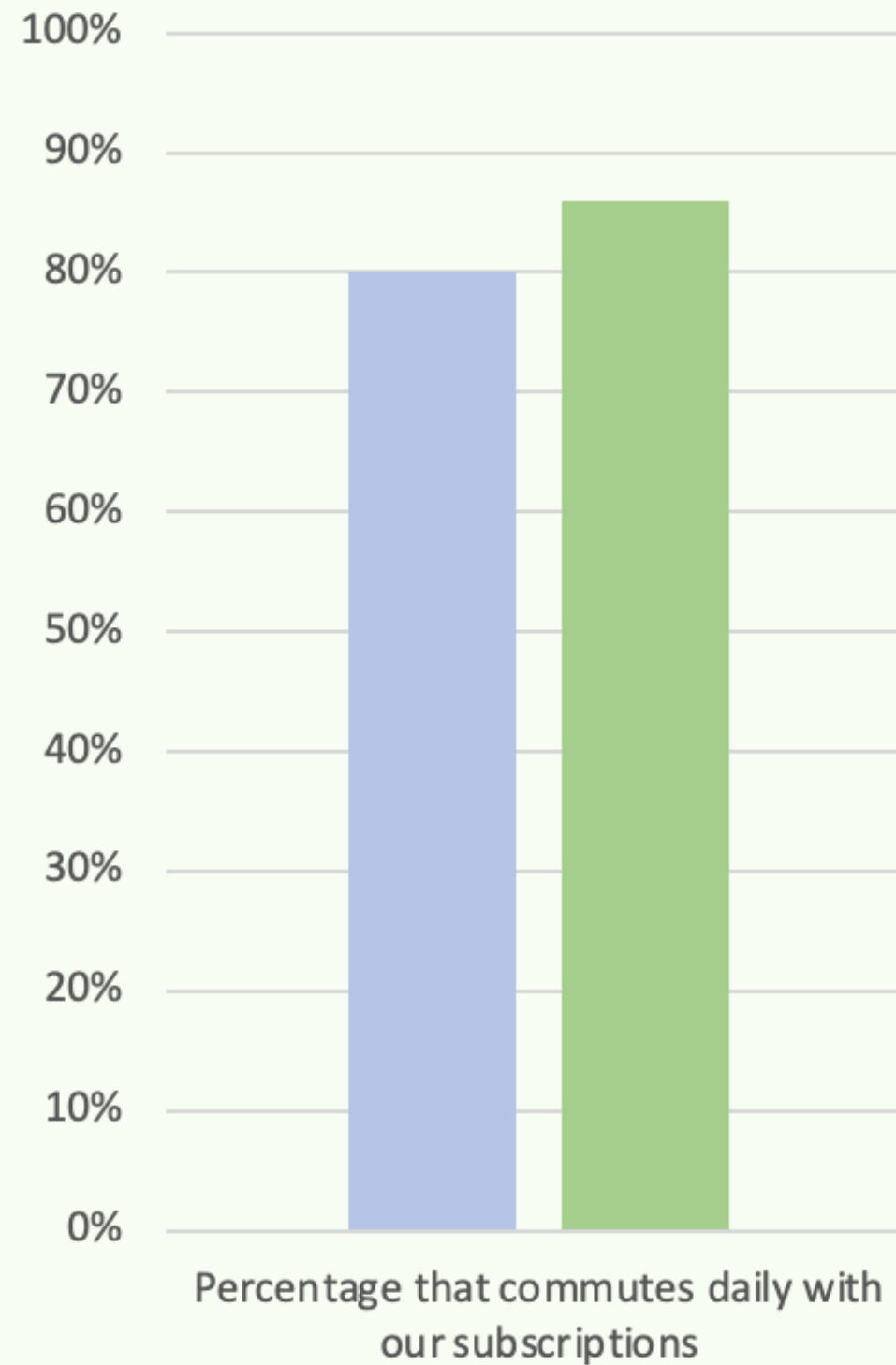
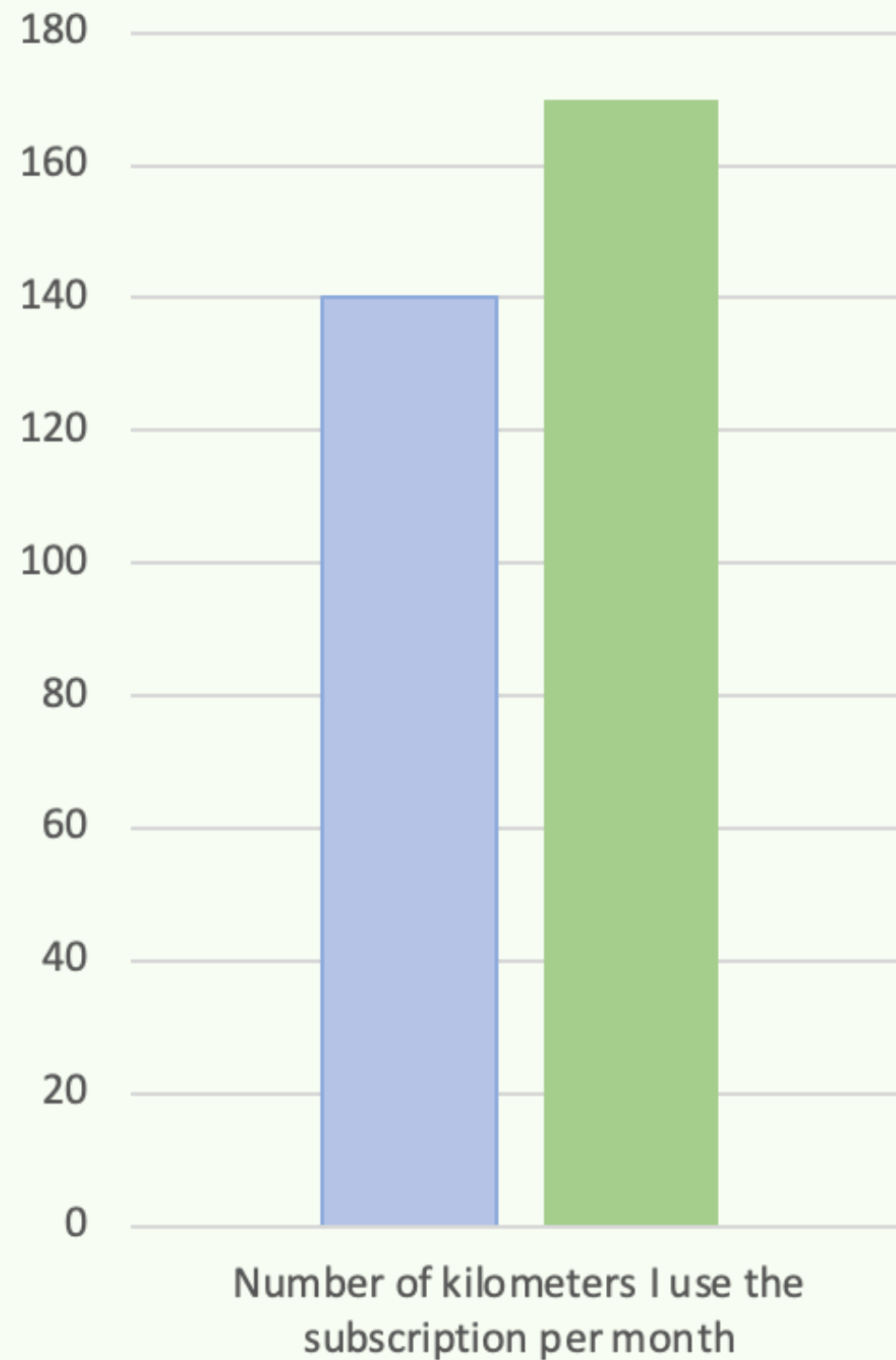
2022
Positive EBITDA

2023
Profitable

2024



Usage behaviour



■ 2022 ■ 2023

3.KPI's

Total number of subscribers	+1,100
Total km's cycled by the community	+500,000
CO2 Prevented from being emitted	+70,000 kg



Weekday



Weekend

#87CEEB

#A0522D

Weekday

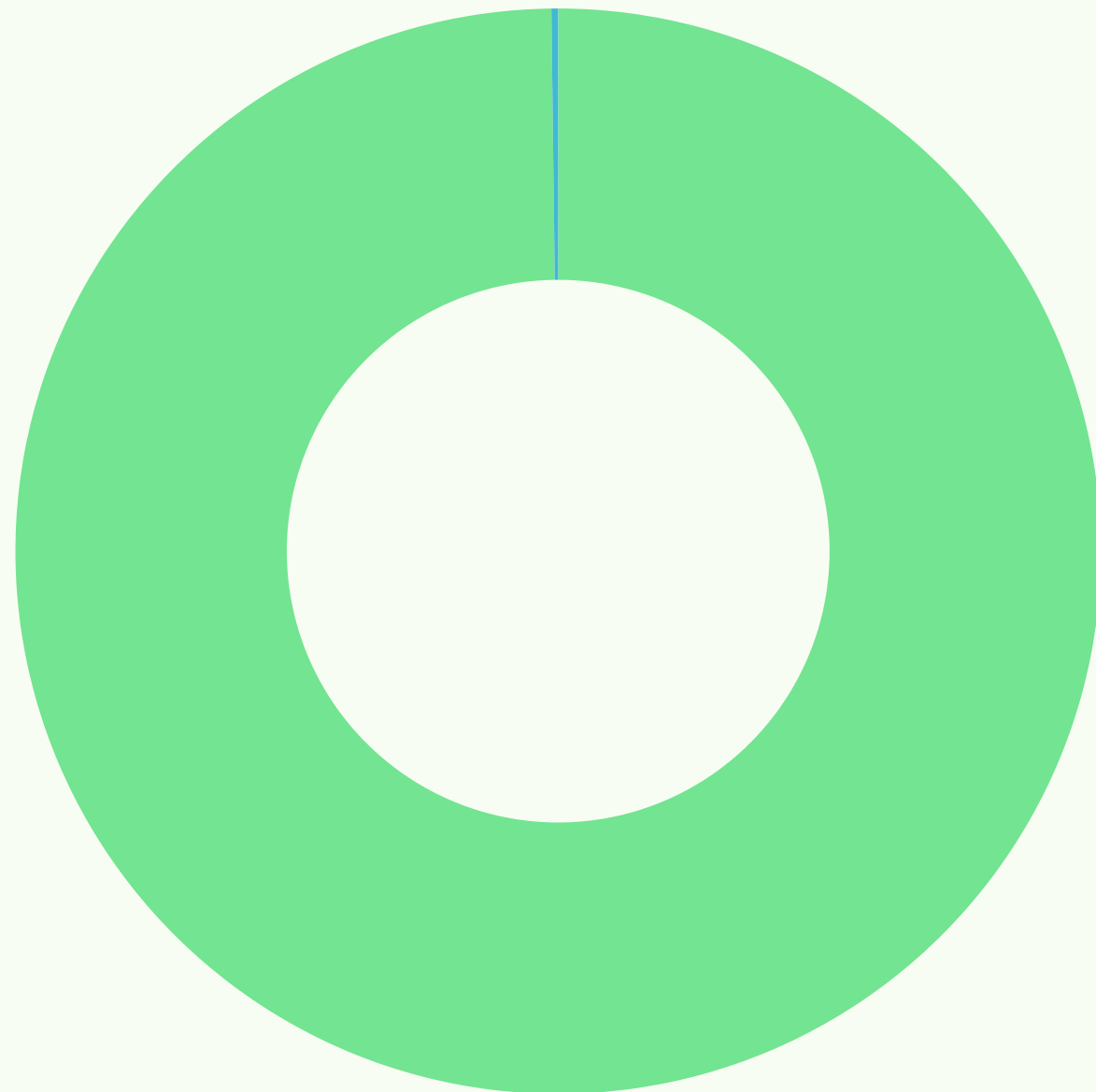
#B0C4DE

Weekend

What about safety?

Serious Injuries & Fatalities

0.2%



PTW's
99.8%

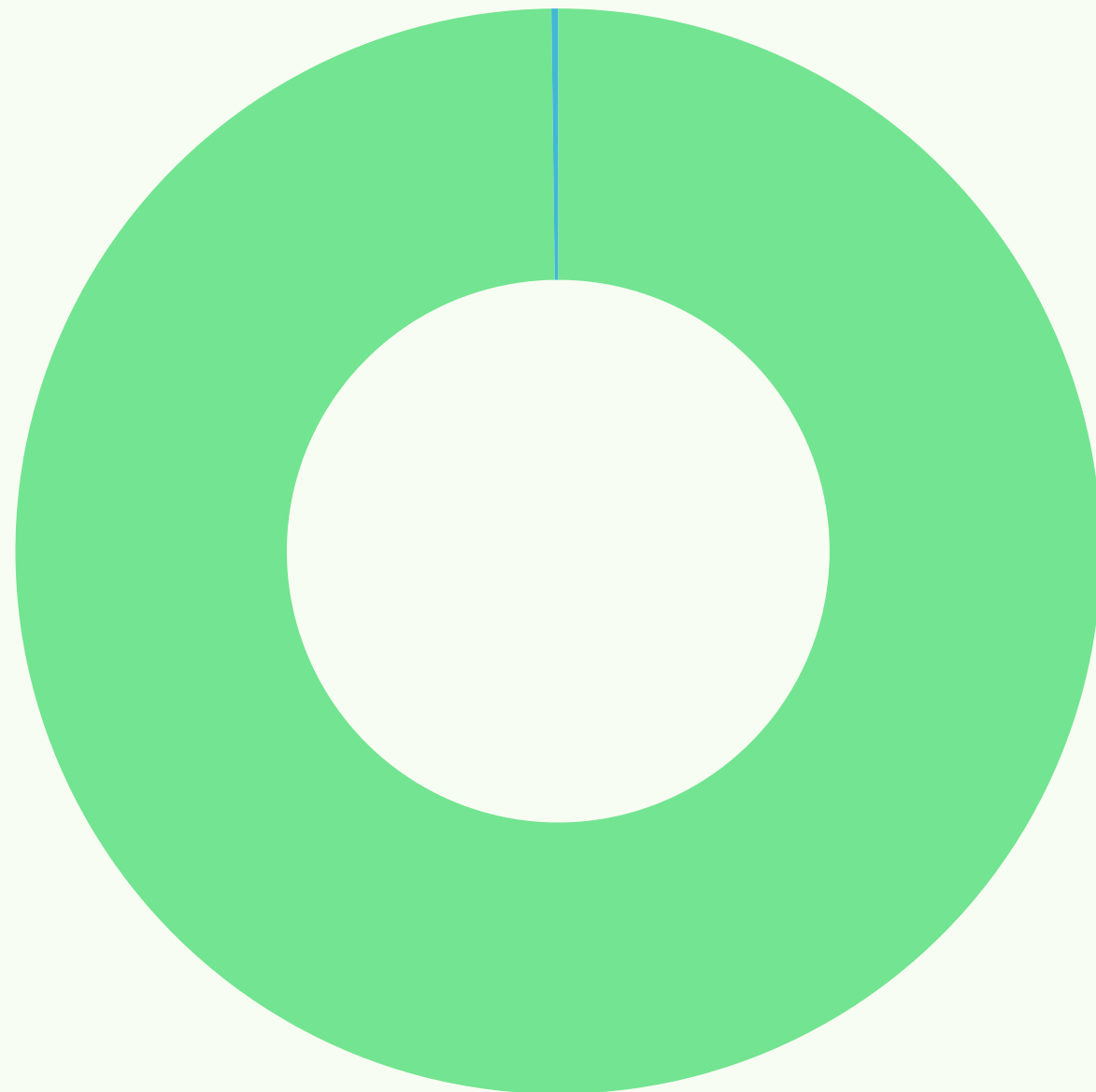
PTW's

- Circulation: 250k
- Accidents: 500

What about safety?

Serious Injuries & Fatalities

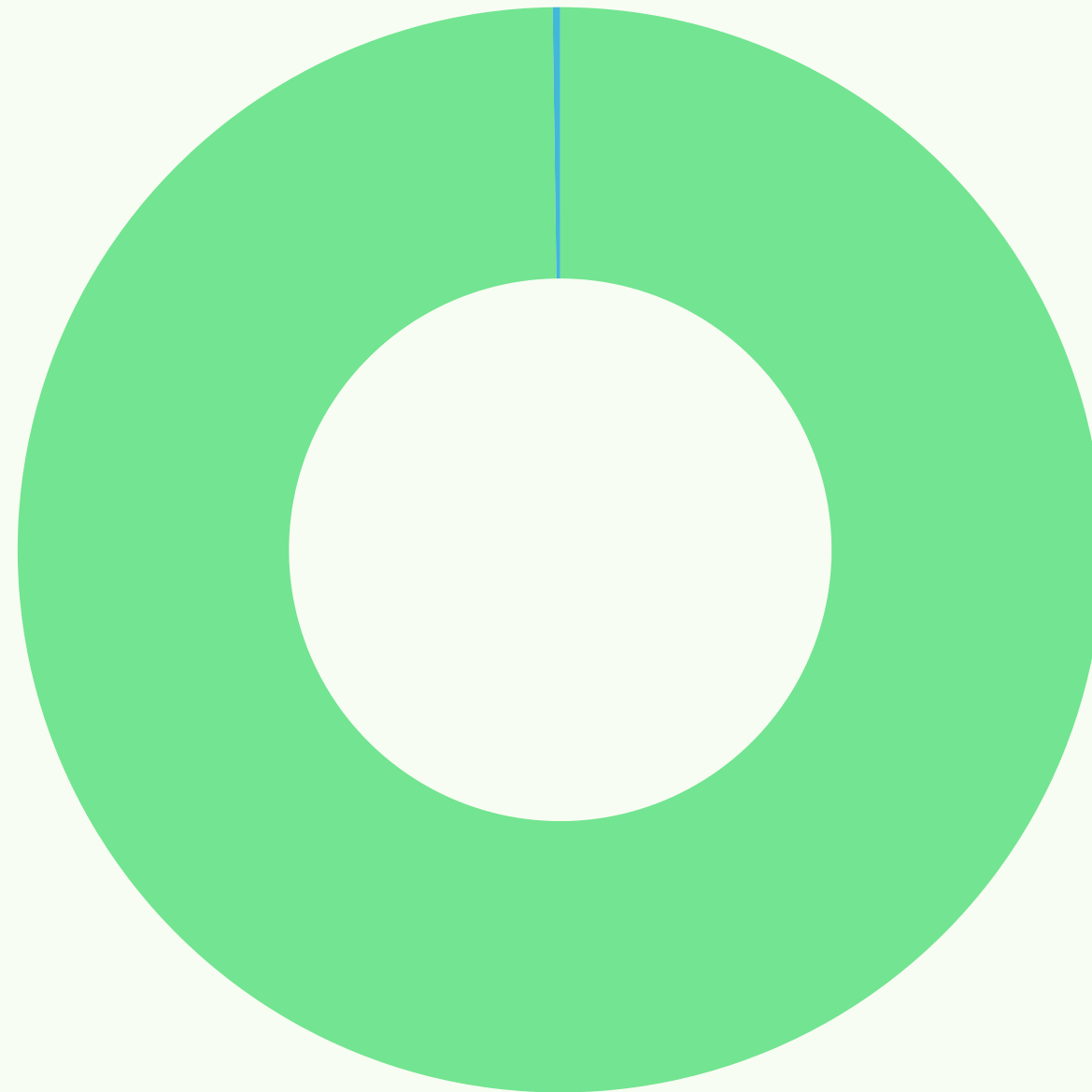
0.2%



PTW's
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Serious Injuries & Fatalities

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Cars
99.8%

PTW's

- Circulation: 250k
- Accidents: 500

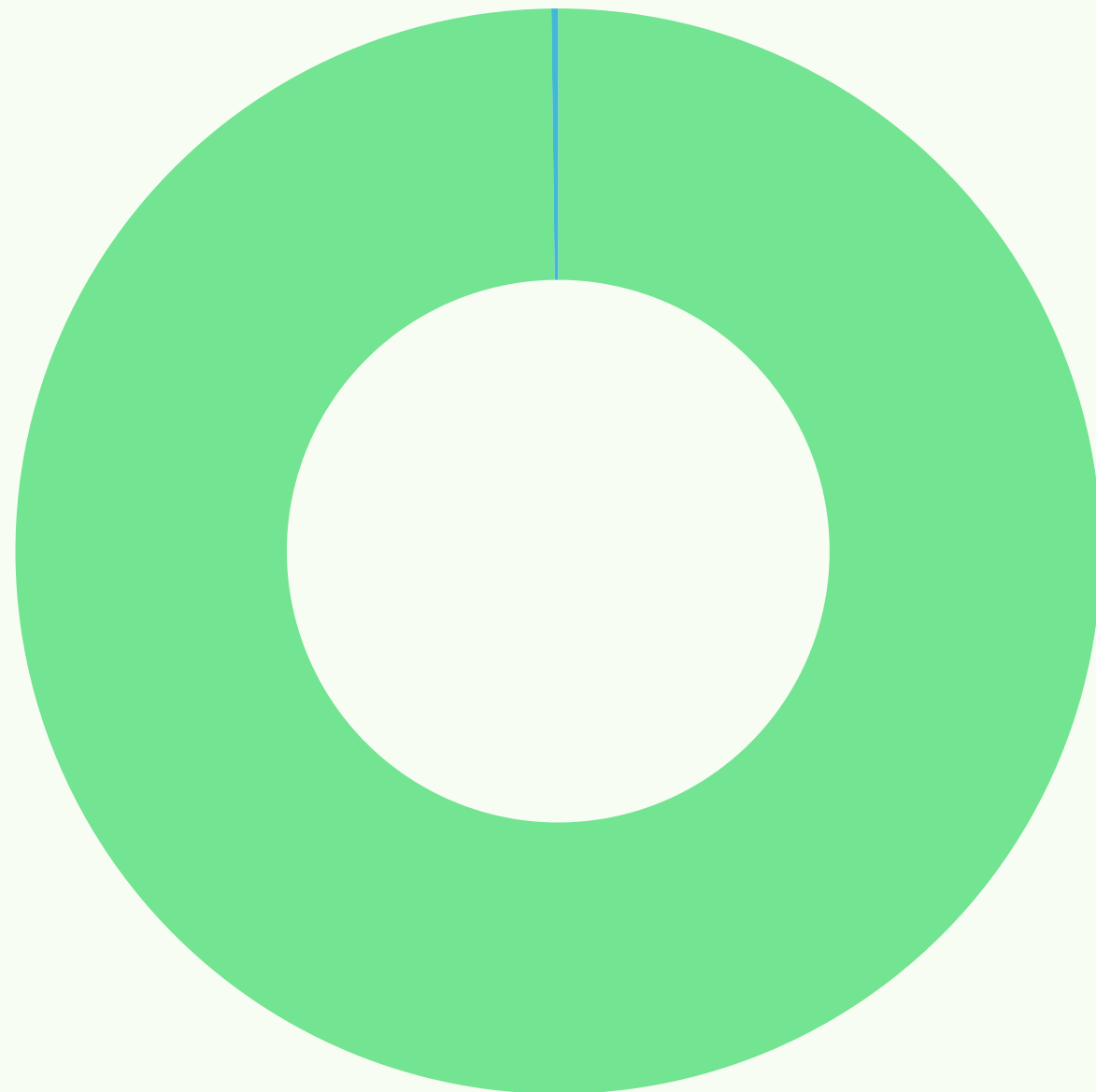
Cars

- Circulation: 4,5M
- Accidents: 10,800

What about safety?

Serious Injuries & Fatalities

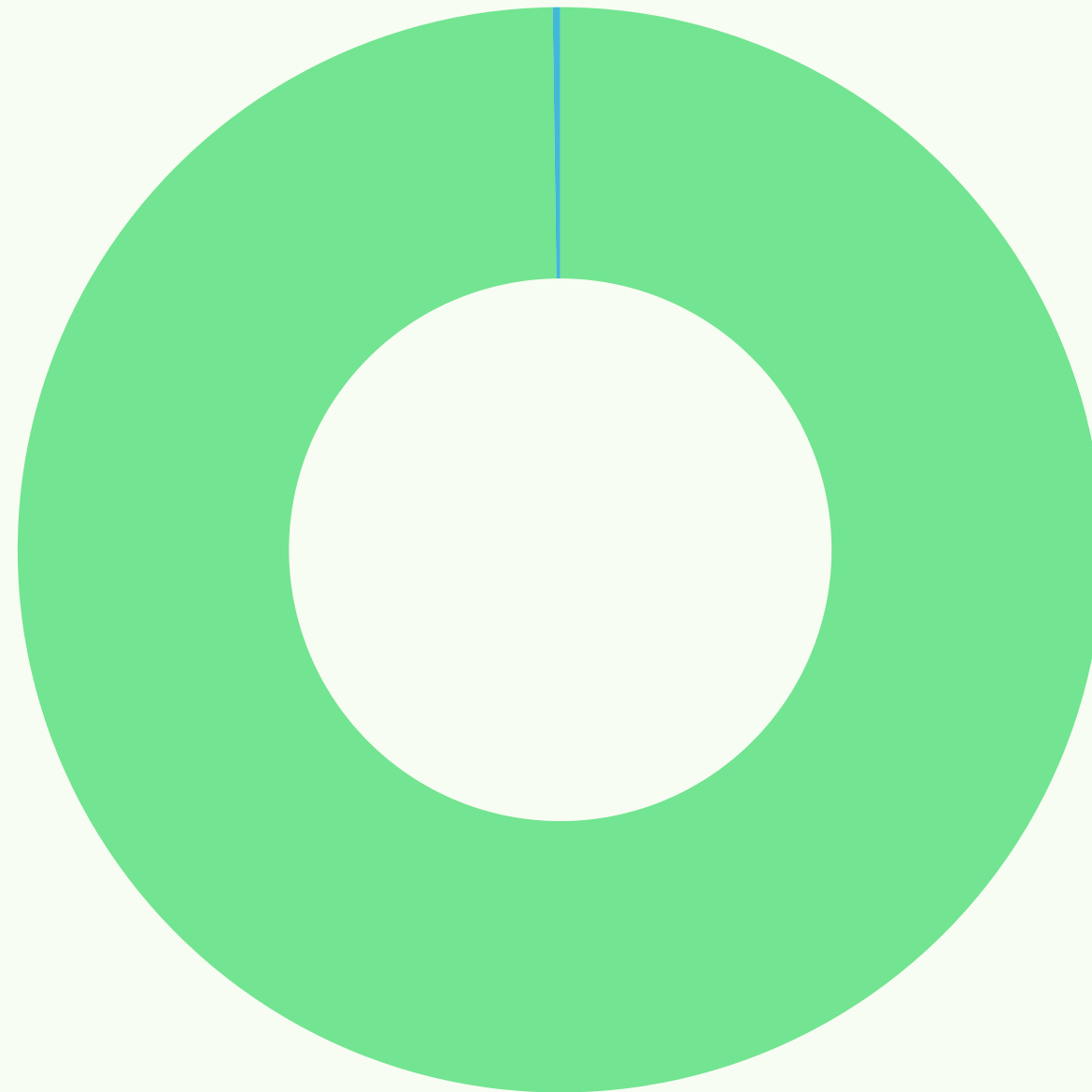
0.2%



PTW's
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Serious Injuries & Fatalities

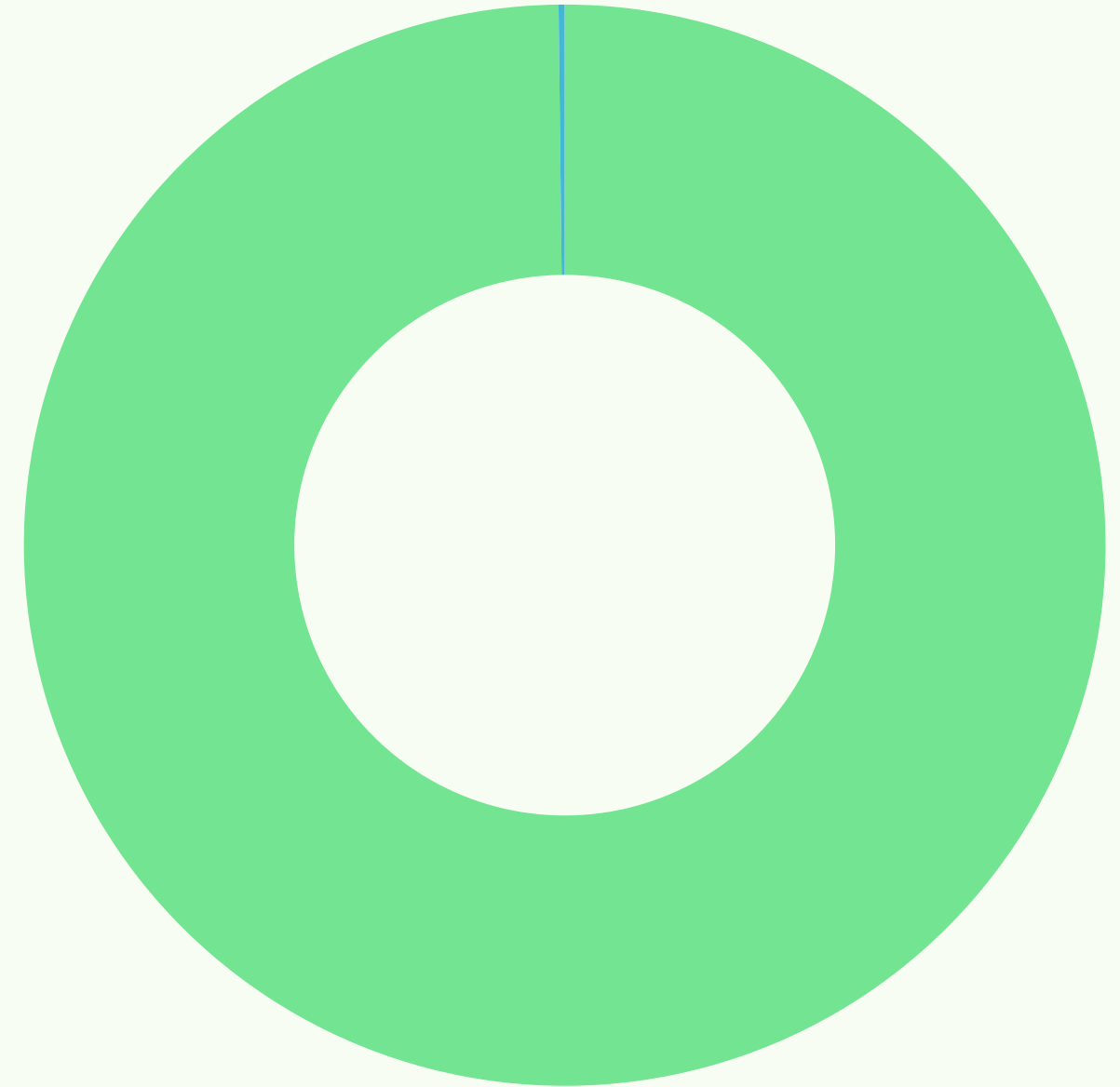
0.2%



Cars
99.8%

Accidents

0.2%



bFlex's Micro-Mobility
99.8%

4.bFlex's Pivot

+1,100 Subscribers



+1,000 waiting list



4.bFlex's Pivot

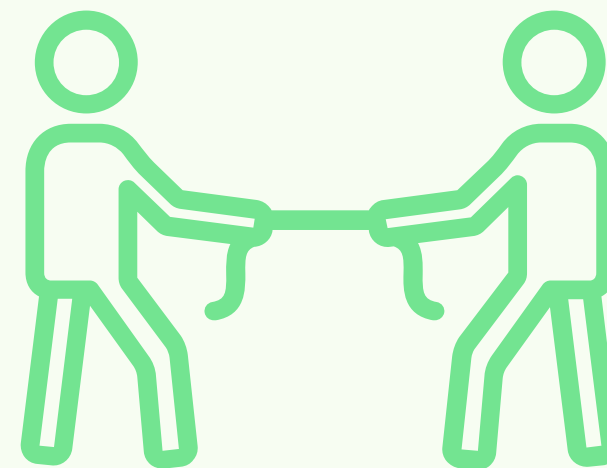
+1,100 Subscribers



+1,000 waiting list

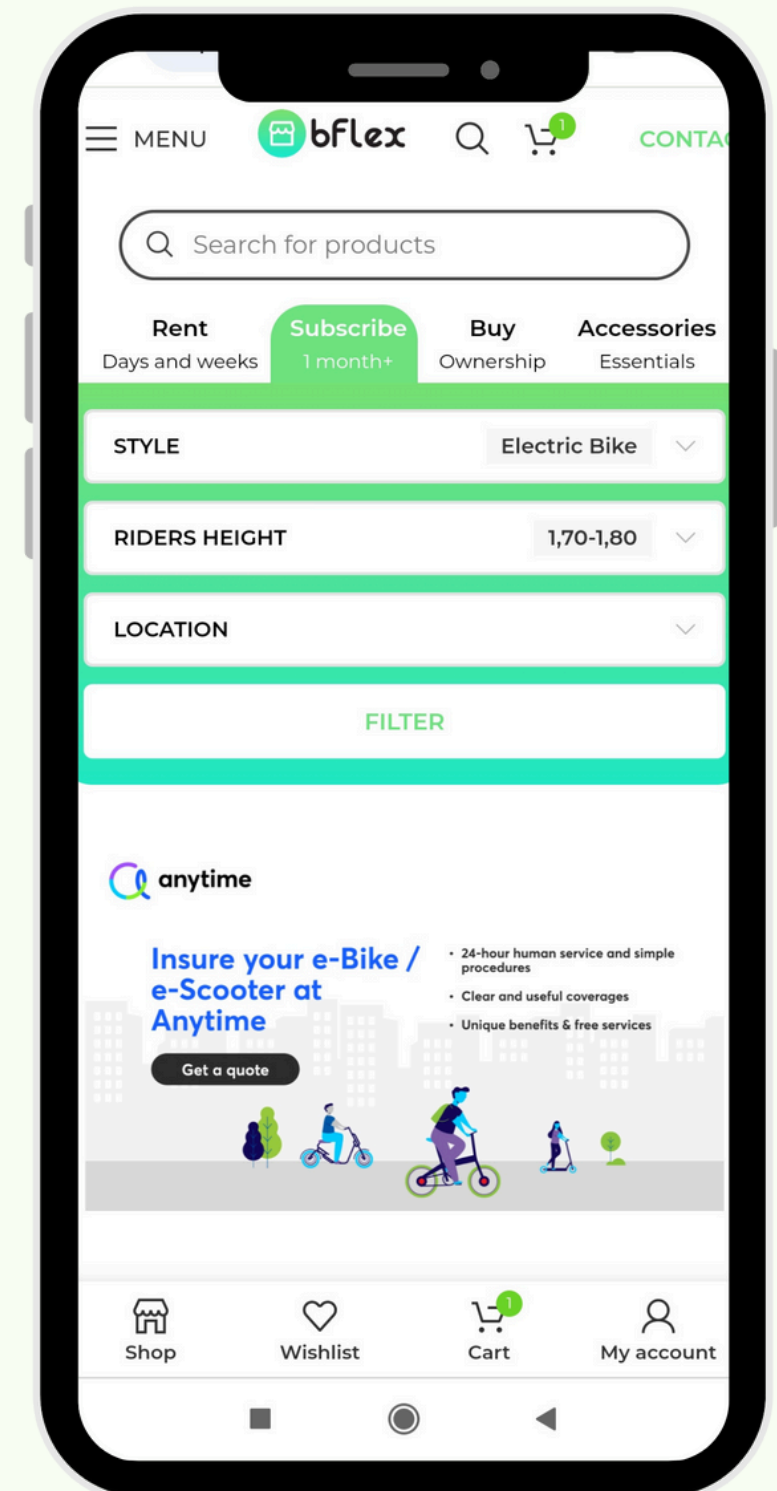
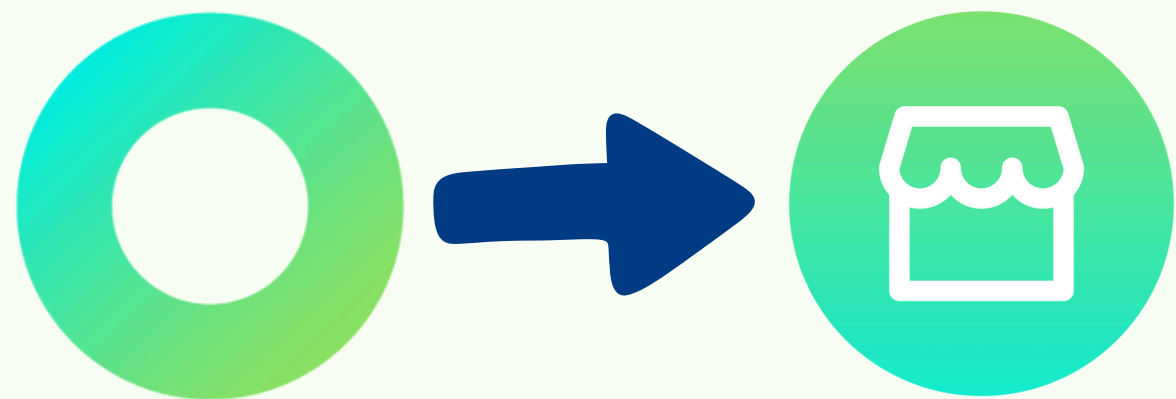


Competition

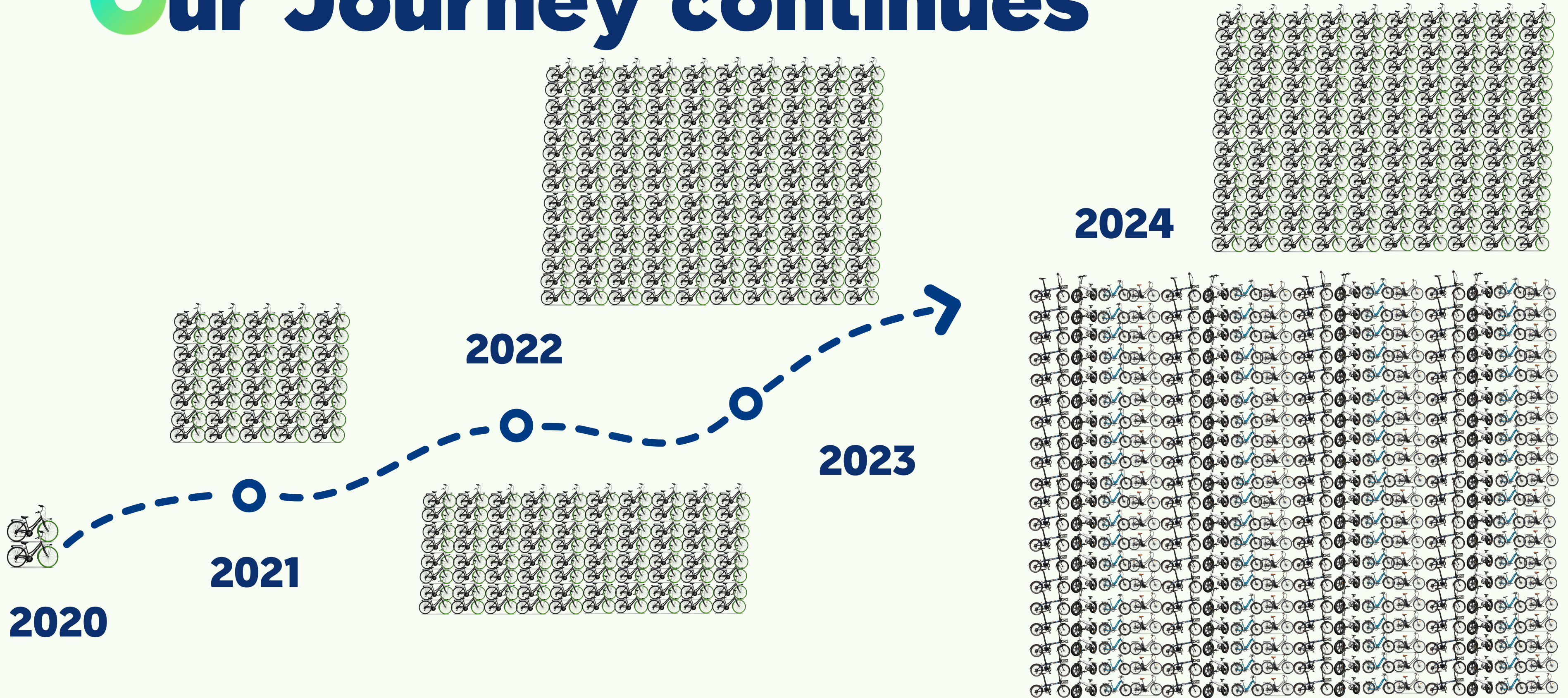


All-in-one e-mobility marketplace

- Open our infrastructure to other suppliers
- Help vendors to diversify and increase revenues
- Allow users to rent, subscribe and buy their bike



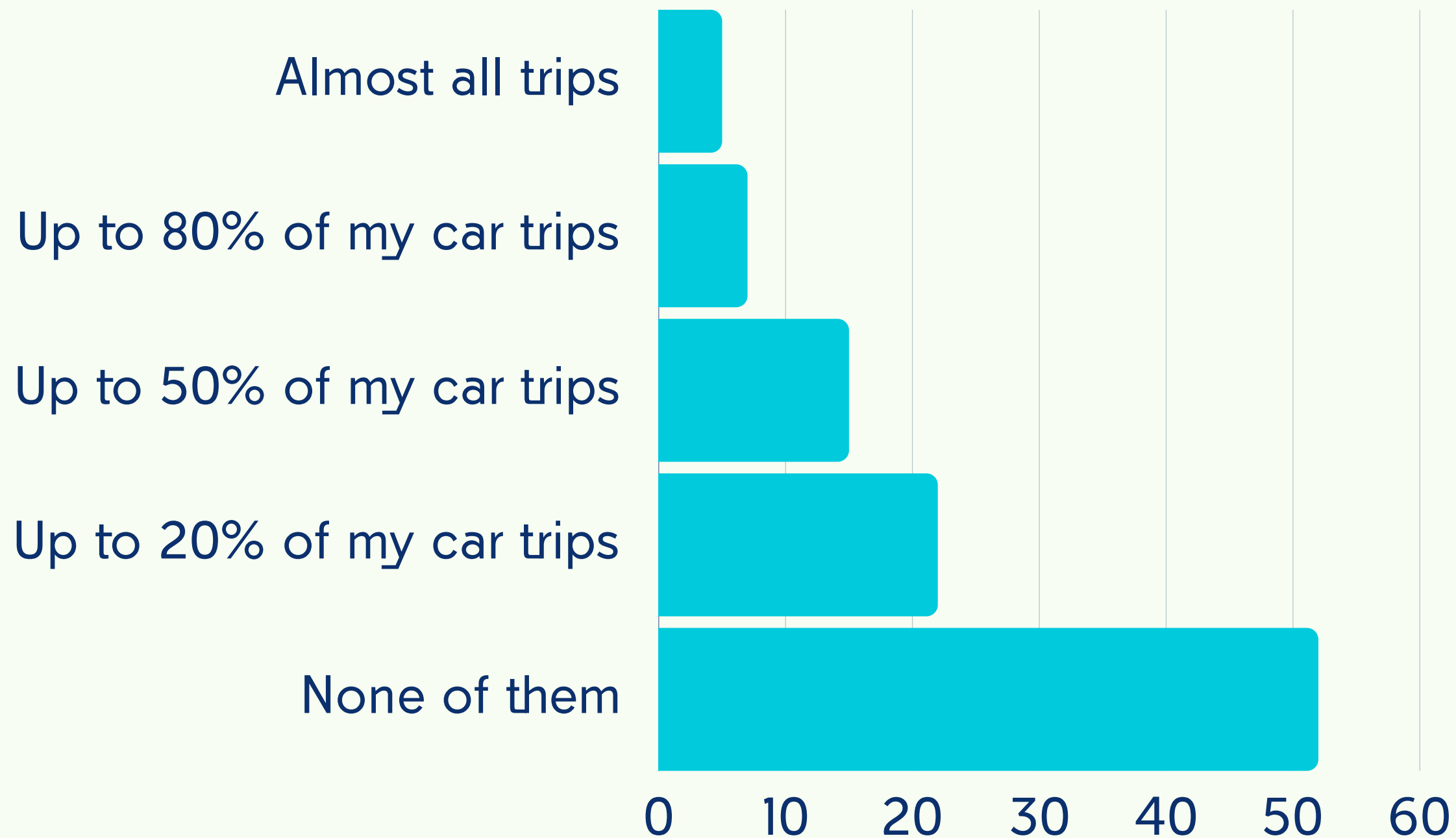
Our Journey continues



 Athens, Corfu, Aegina, Naxos

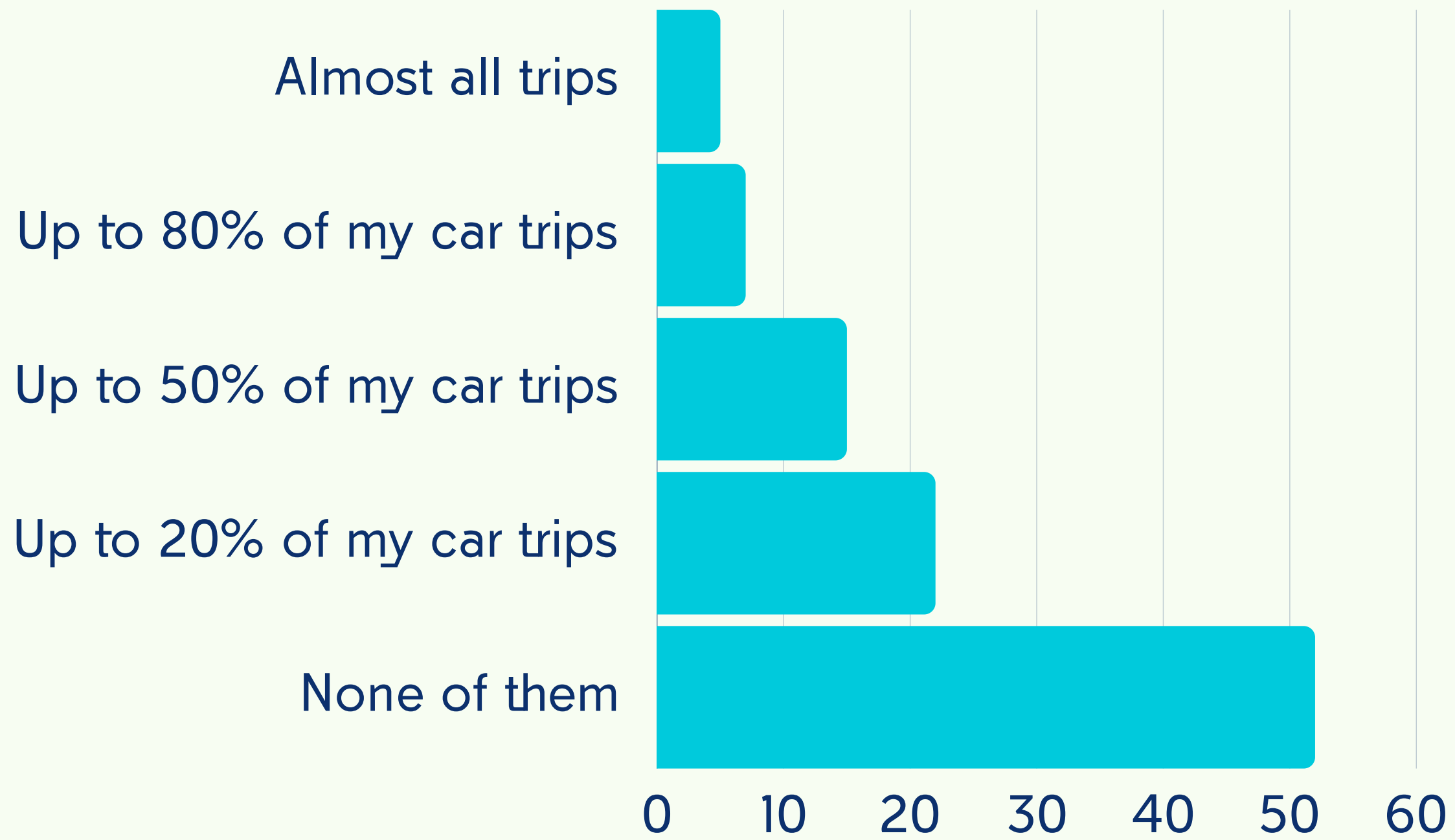
5. Future outlook

Travelers who say they can replace car trips with micromobility



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Travelers who say they can replace car trips with micromobility



Less congestion

A 10% replacement of car rides result in 30% less congestion

Growth Market



bFlex's role



- Continue innovating
- Continue to be inclusive
- Continue to expand



Thank you

Robbert van der Meer



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