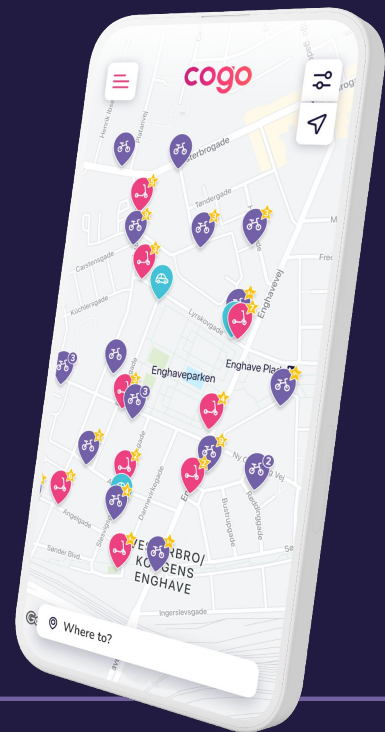




All e-scooters, bikes, cars and mopeds - in one app



An award winning app



Best Newcomer 2022
Nordic Startup Awards



Best Data &
Mapping App 2023
Micromobility Industries



Most Innovative
Cleantech Startup 2022
Cleantech Scandinavia

There are many shared
mobility alternatives
**but it is a complex
and slow experience.**



Cogo is the only mobility app you need

The reality today

1000s of mobility apps in the app stores.

A maze of operators, with its own signup and payment systems.



A world with Cogo

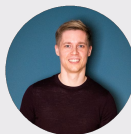
One time registration provides access to multiple operators.

Beautiful and seamless user experience.

- 300 operators
- 500,000 vehicles
- 700 cities
- 70 countries
- 1 app

We are experts in travel aggregator platforms

part of the \$550M sale of momondo to Kayak



CEO
Robin Blichfeldt

Serial entrepreneur - 3rd time founder

Chief Marketing Officer of electric car startup
(+5,000 pre-orders)

Growth & P&L responsible with €50M
marketing budget across 15 markets

Managed teams for 15+ years across multiple
countries and functions

Speaker and podcast guest

Award winner: "Future innovator of the year",
"Top 3 marketing manager in Sweden".



COO
Bibi Blomqvist

Scaled and migrated online travel
through 4 continents.

VP Flights at world leading meta-search
platform with 6 brands, responsible for
40% of global revenue.

Global sales and partnership responsible
across multiple brands

Managed teams for 15+ years across
multiple countries and functions

Mentor, speaker and podcast guest

"Top 25 female entrepreneurs to know"



CTO
Martin Røssell

Co-founder and **Technical Architect**
of momondo.

Head of Development for momondo,
expanding the tech team to 50+ employees.

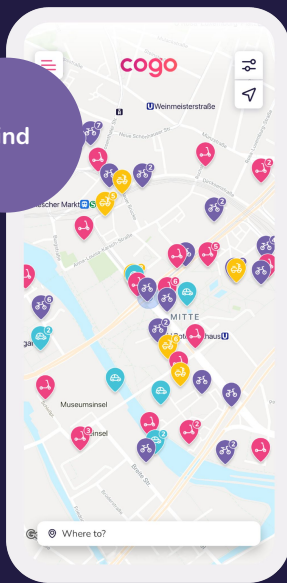
Responsible for all web, app and backend
development for 15 years and
throughout several acquisitions.

VP of Engineering at KAYAK, responsible
for the development of multiple travel
brands.

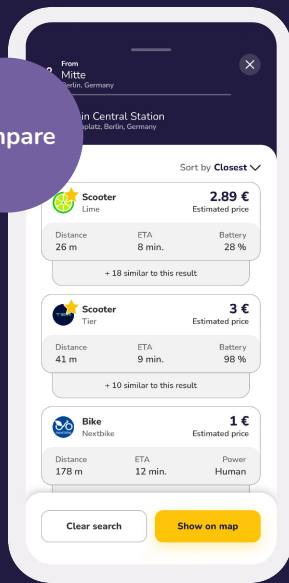
Find, ride and pay directly with Cogo

A truly seamless ride experience

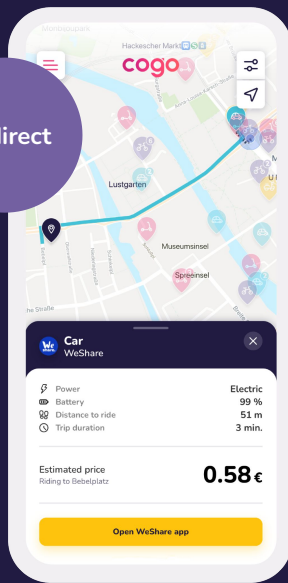
Find



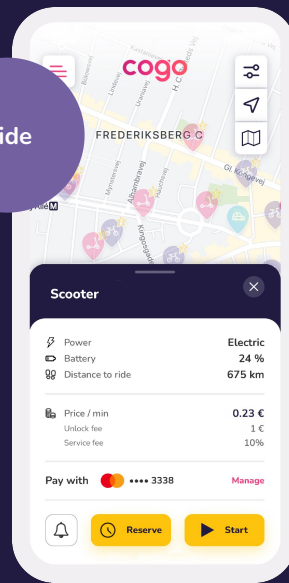
Compare



Redirect



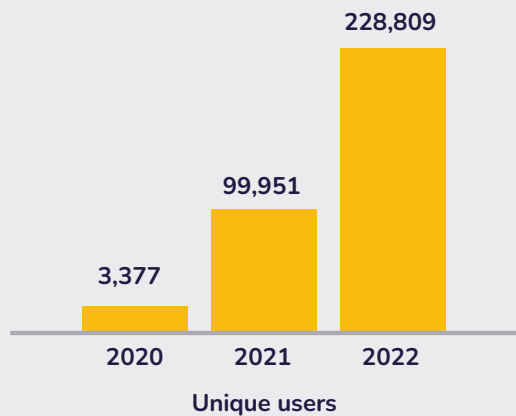
Ride



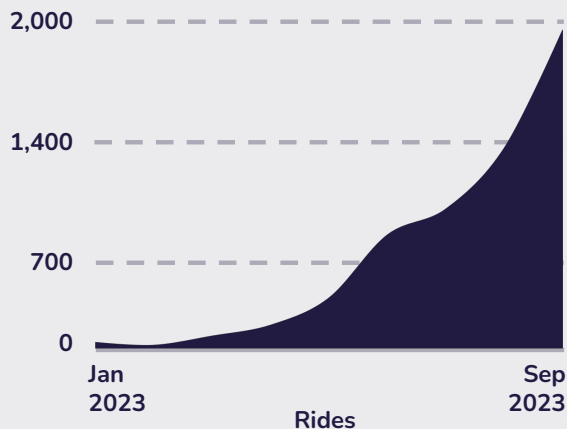
Redirect to operator
or ride with us

People love travelling with us

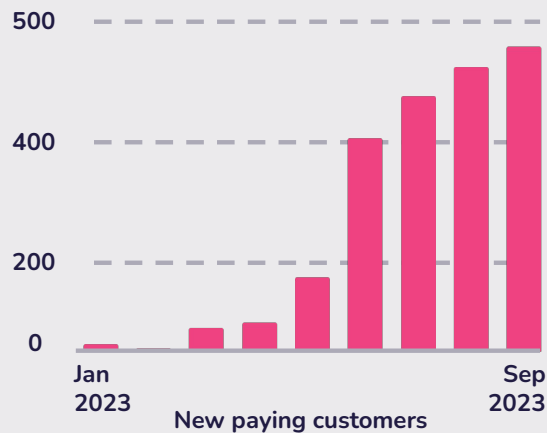
We proved interest with our free app that redirects users to the operators apps.



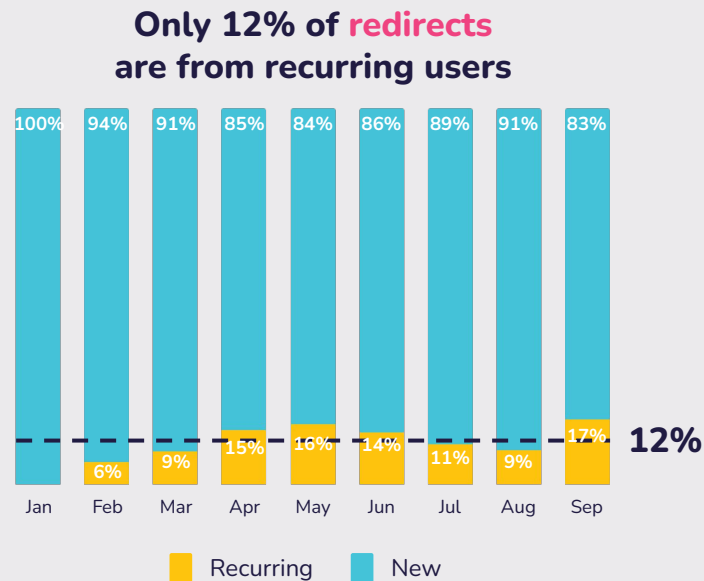
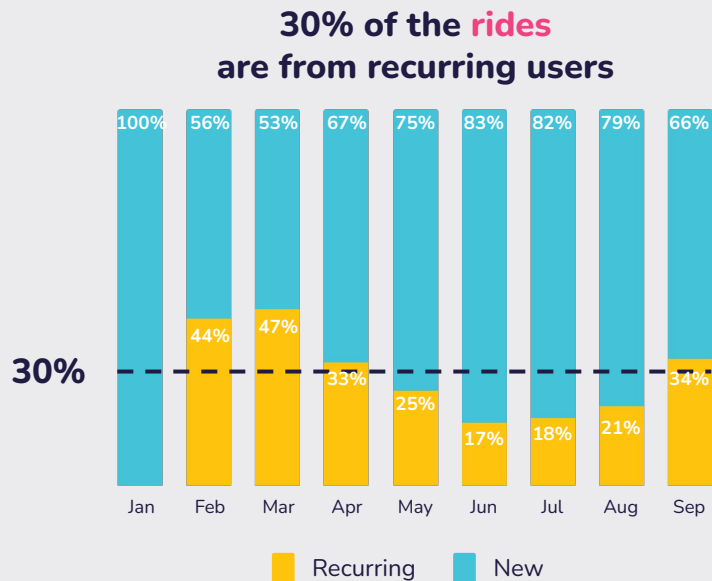
We're now scaling our new app where we handle the rides and payments, and it's rapidly growing.



More and more customers are onboarded and start riding with Cogo every month.



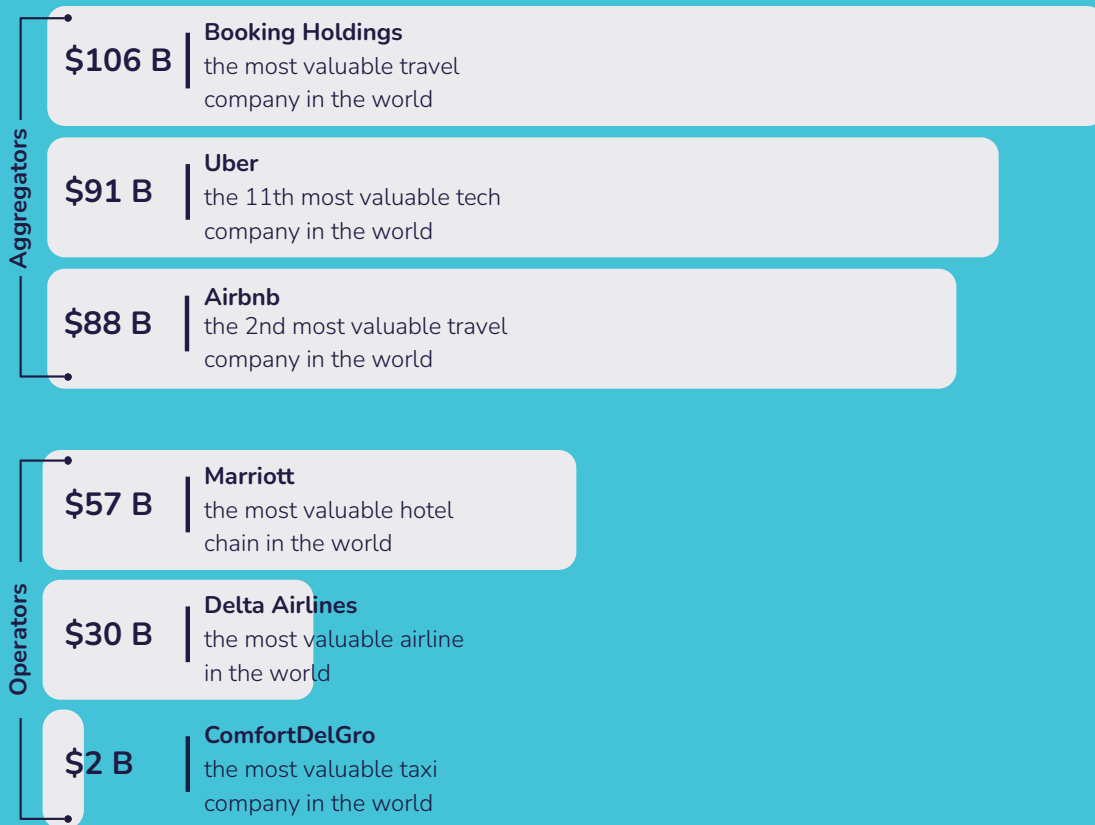
3x higher retention for users who ride and pay with Cogo



Aggregator platforms dominate most industries

The biggest global consumer brands are aggregator platforms, and consumers love the one-stop-shop convenience.

Aggregator platforms achieve higher market caps because they are asset light, scalable, have lower fixed costs and achieve higher gross margins.



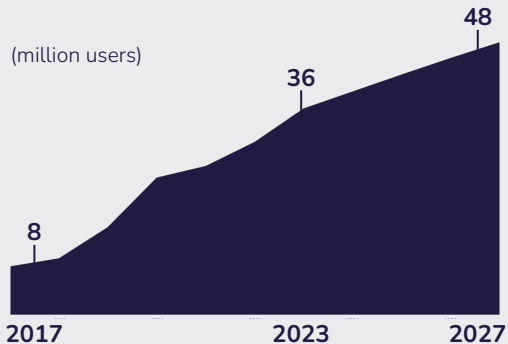
Market cap 2023, Billion USD

3 main reasons to why we act now

... in a few year it will be too late

1 It is a rapidly growing market

Millions of new shared e-scooter and bike users every year. Development for Germany, the UK, France, Italy and Spain.



Source: McKinsey & Statista

2 It is becoming a profitable industry

Operators are now managing more efficient fleets and their financial performance is improving as a result.



Lime was profitable in 2022



Voi expects to be profitable in 2023



Swing has been profitable since 2021

3 We are a trusted partner

Growing businesses needs trusted partners, and we are in discussions or have worked with most of the operators for years.



Uber



the good seat

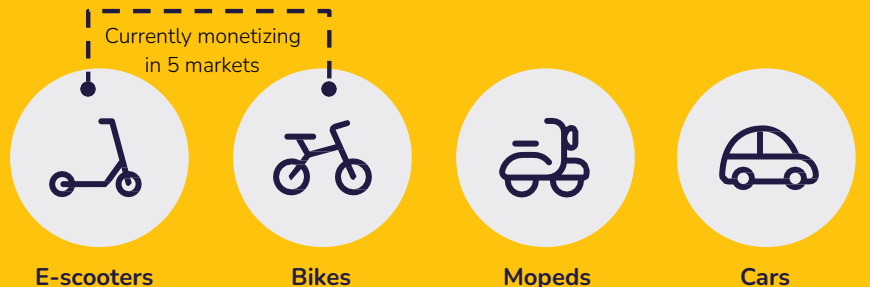
TIER



We are only in the beginning of our journey

Several new products will be added in the future

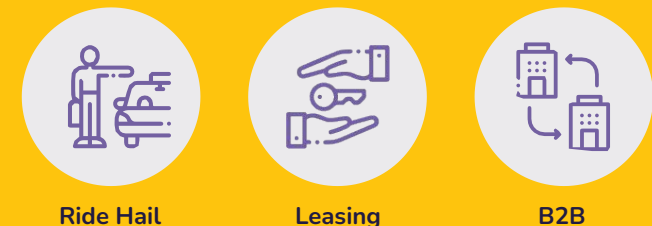
What we include today



\$105B TAM in 2030

Over \$1 trillion total TAM in 2030

Up next



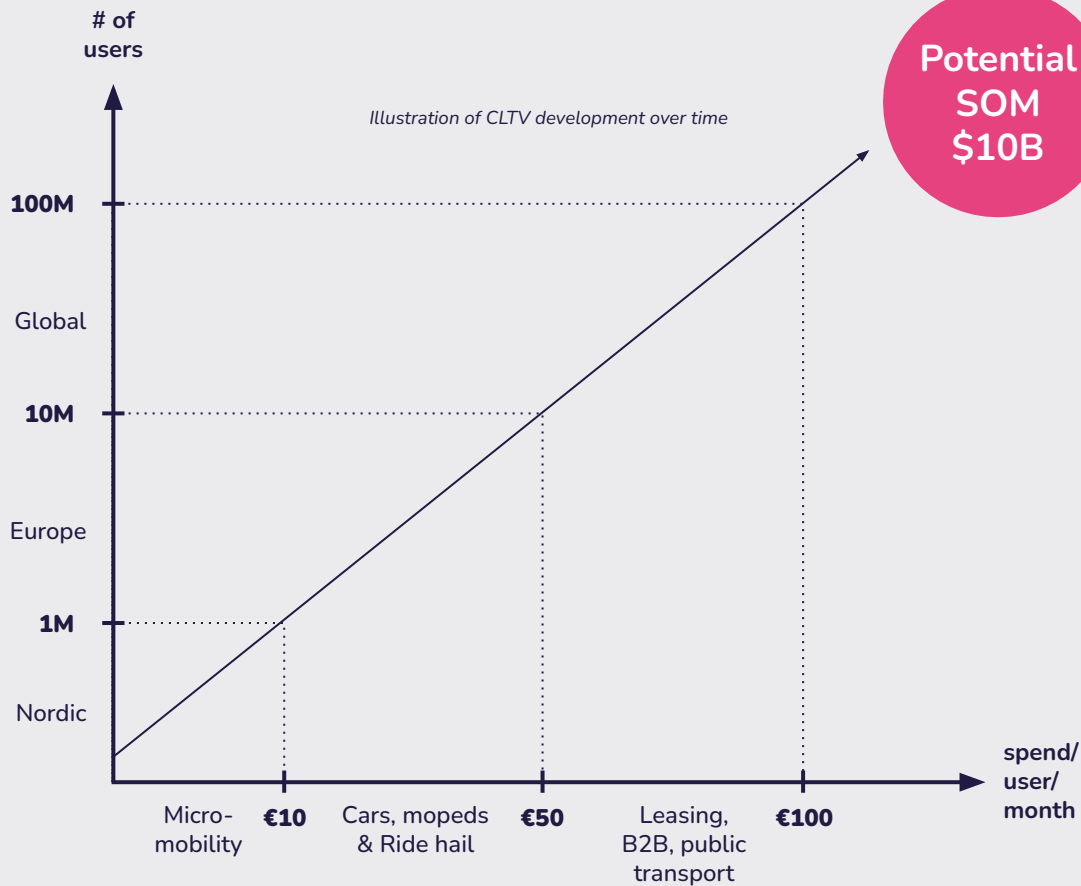
\$450B TAM in 2030

\$260B TAM in 2030

\$300B TAM in 2030




Source: McKinsey

We acquire a user once, while the CLTV keeps growing



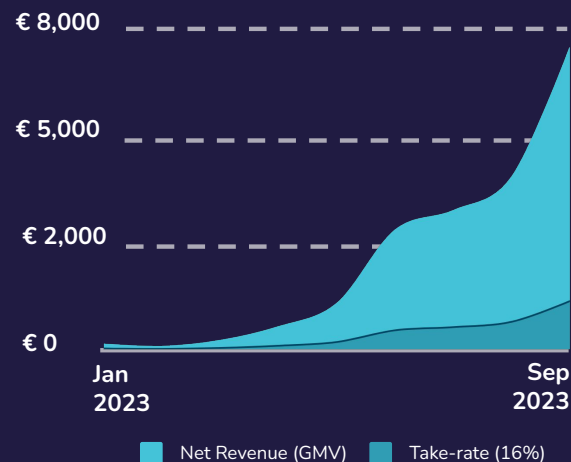
Commission based business model

As an intermediate between the operators and the consumers we are monetising on both ends, earning commissions from our partners and adding a markup on the rides for the users.

	Commission from partners	User markup on rides	Total earnings (take rate)
Micro-mobility 	3-7% per ride	10%, min €0,5	Up to 17%, min €0,5 per ride
Ride hail 	Up to €0.75 per trip	10%, min €2	Up to 15%, Min €2 per ride
Leasing 	€70 per contract		€70 per contract

Consistent revenue growth since launch

The revenue growth has been consistent since launch of in-app payments in February.



Unleashing the full potential of shared mobility... together

Raising €3M



Current investors

PreSeed Ventures



MORPH CAPITAL

VÆKSTFONDEN

Innovation Fund Denmark

+ private investors such as;

Pia Vemmelund (ex momondo CEO)

Per Rasmussen (eCapacity founder)

Johan Elwin (Etraveli founder)

Contact



CEO

Robin Blichfeldt

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📞 +45 53 64 50 08

Book a meeting with me:

<https://calendly.com/robinblichfeldt>