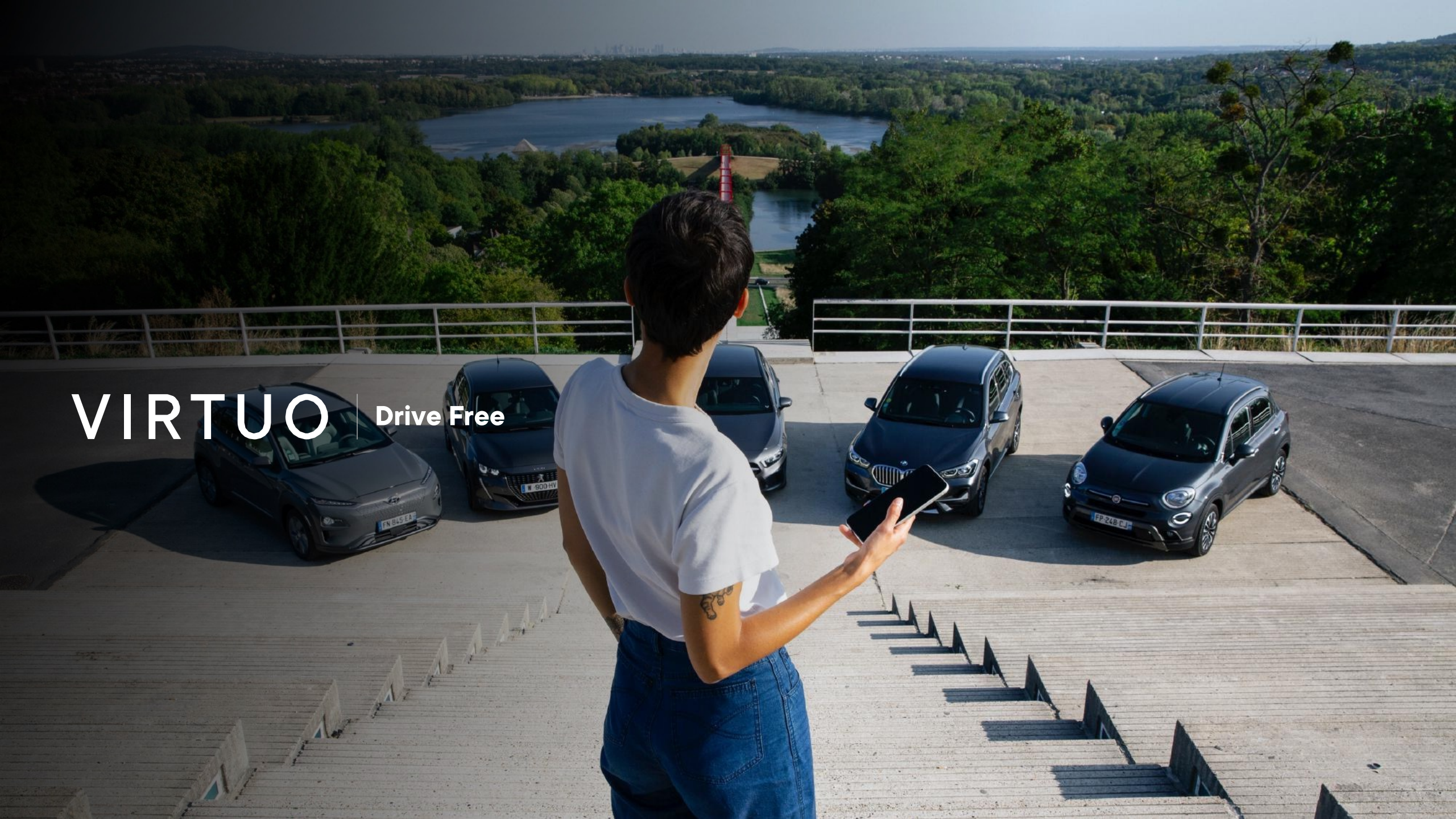


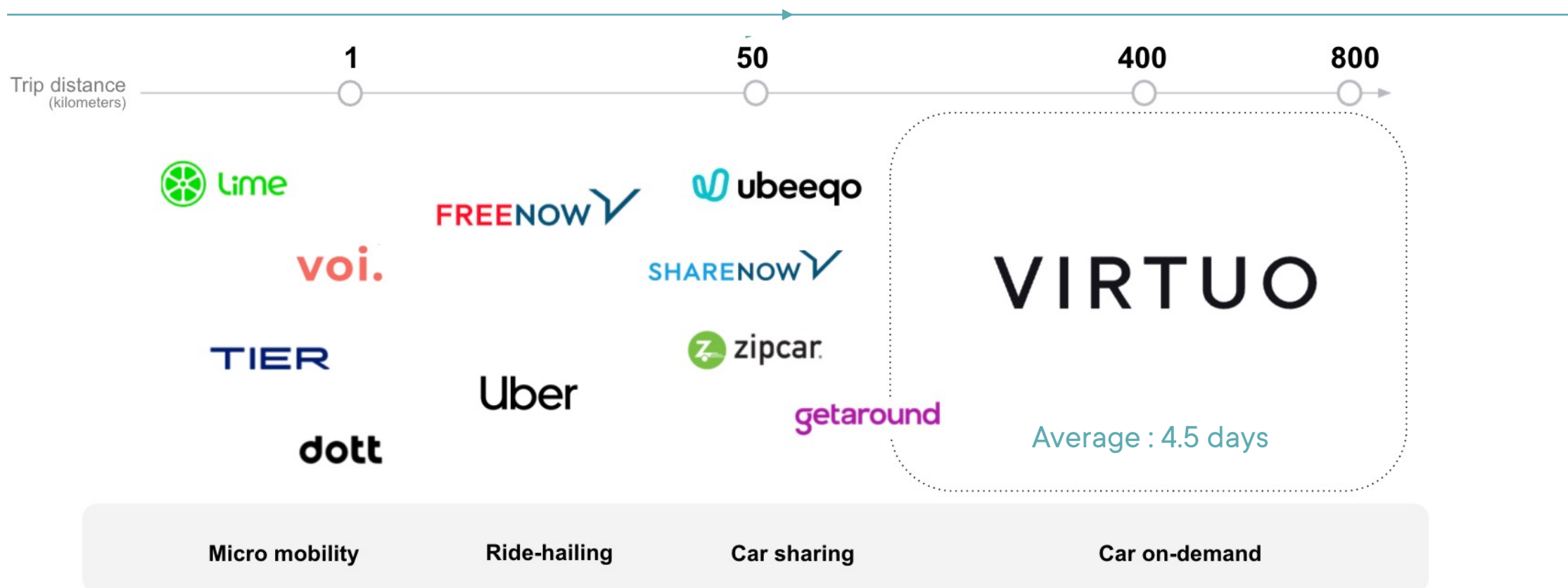
VIRTUO | Drive Free



Short distance (minutes, hours)

Long distance (days, weeks, months)

100-800 kms



APP

An end-to-end superior car hire experience built around the needs & lifestyle of a new generation

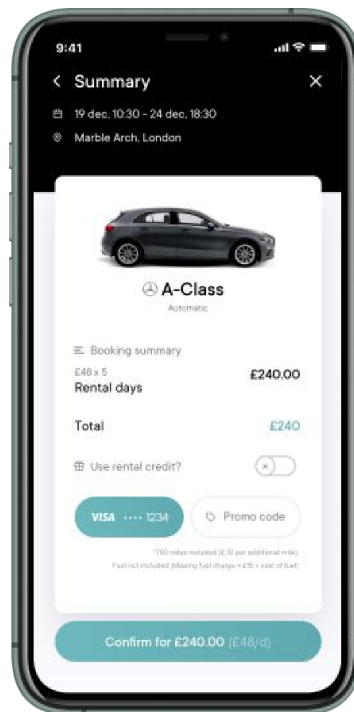


"A best in-class customer support available via chat or call 24/7"

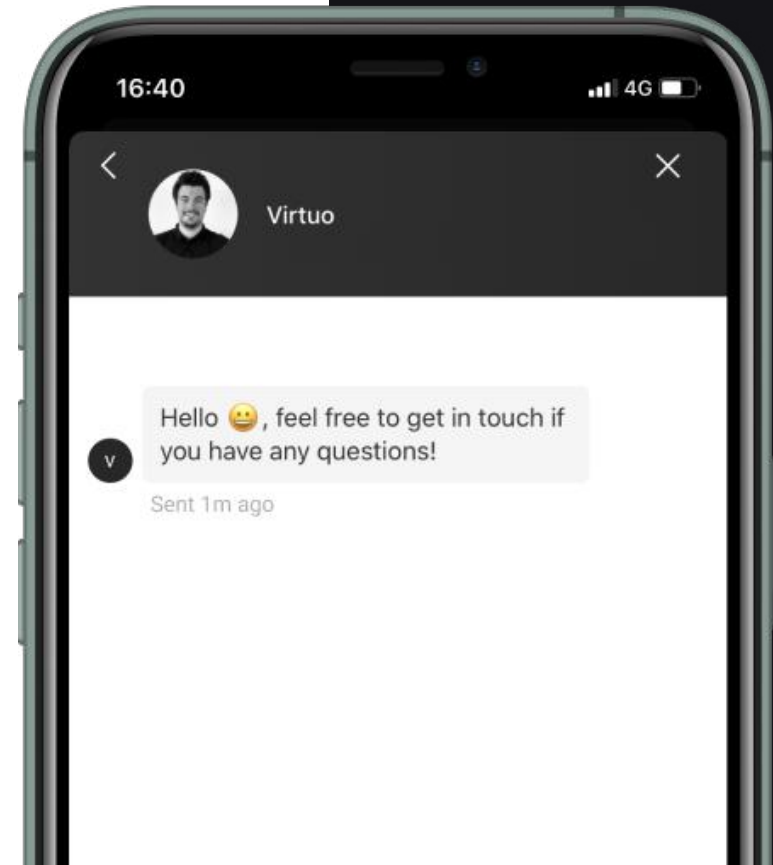
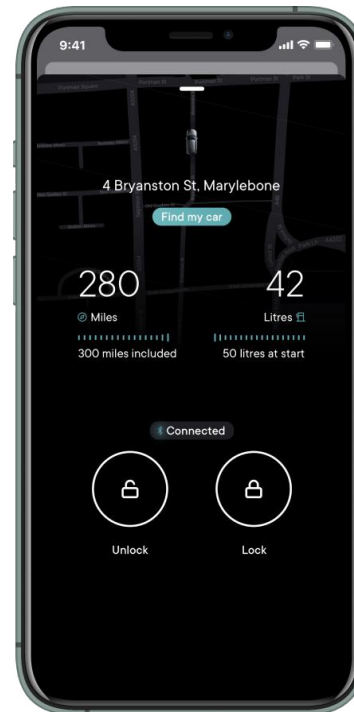
Fast and secured registration & account validation



Book a car among a selection of the best cars



Your phone as your car key, downloaded and encrypted



A selection of the greatest cars at your fingertips

We fully manage our cars to ensure the highest levels of quality

Premium



Compact

The Mercedes A-Class

SUV

The BMW X1



Compact

The BMW 1-series

Full Electric 



Compact

The Tesla Model 3 LR

Access



SUV

The Fiat 500X

Compact

The Peugeot 208



Compact

The VW Polo



SUV

The Hyundai Kona

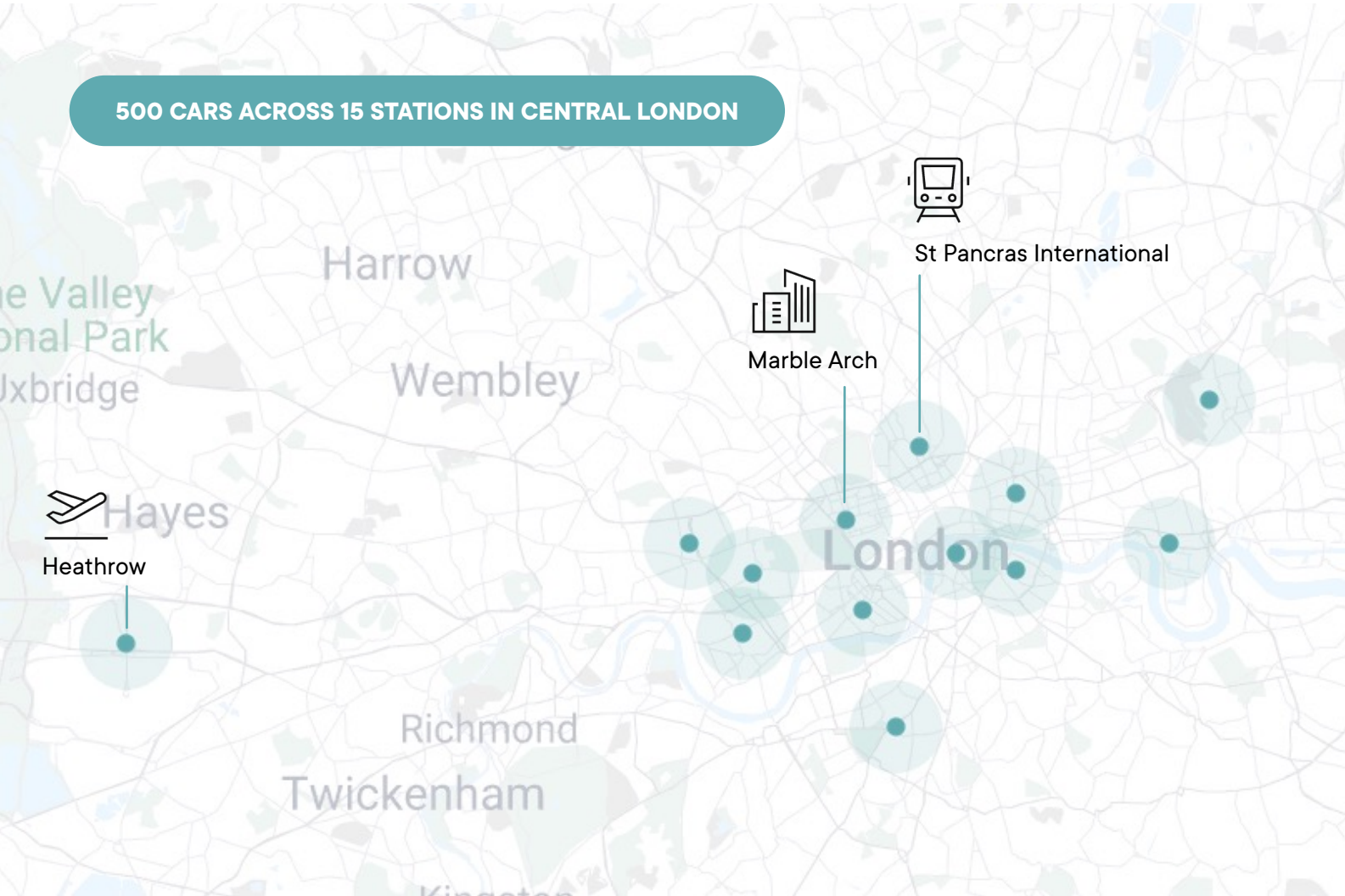
2025 Target : 50% of Electrified vehicles

CUSTOMER EXPERIENCE

Cars accessible **24/7** wherever you need them

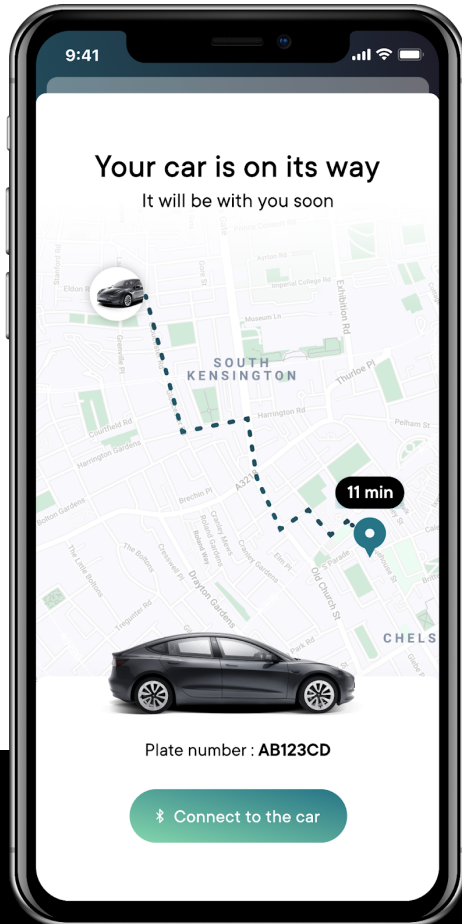
We operate our service in 100 locations across 22 cities & 4 countries with **no personnel on site**

500 CARS ACROSS 15 STATIONS IN CENTRAL LONDON



YOUR CAR DELIVERED

And now delivered to your door in Paris,
London, Barcelona, Madrid and Milan



Launched in **December 2020**,
Virtuo Delivered already
accounts for **30% of all**
bookings in London*



“The delivery and collection service is a **game changer**! Absolutely brilliant. Well done!”

ACHIEVEMENTS

Our customers are “car-free” urbanites who use Virtuo for longer trips out of the city



80%

**of revenue generated
in city locations***

*20% from travellers in airports and train stations



AVG Duration

4.5 Days



AVG Distance

450 Kms



ACHIEVEMENTS

We bring happiness in a broken industry that generates dissatisfaction

Best-in class
quality ratings:



4,8

Appstore ratings



51%

word of mouth



70

NPS

NPS Hertz : -3



93%

CSAT



“

★★★★★ • Verified order

Hassle free experience

“Excellent, excellent, living in the City, Virtuo provides a hassle free way of being able to use a car without owning it to get out of town”

★★★★★ • Verified order

Greatest app!

“Great experience. I think it's a fantastic example of how innovative solutions can make things easier and affordable for everyone. I wish Virtuo all the very best in their mission 😊

An asset-light approach to a fleet business: Virtuo sources cars via buy-back contracts directly with car manufacturers



Flexible & risk-free contracts

- Flexible holding duration: 4-12 months. Duration at our hand.
- Cars taken back by the car manufacturers at the end of the holding duration

Competitive rates

- Cost per month: xx% of the price of the car
- E.g : Price of the car €20,000, < €xx per month

Financing through OEM captives or traditional banks

- Our cars are financed through leasing schemes and ABS facilities
- Nature of buy-back contracts enables scalable asset financing lines

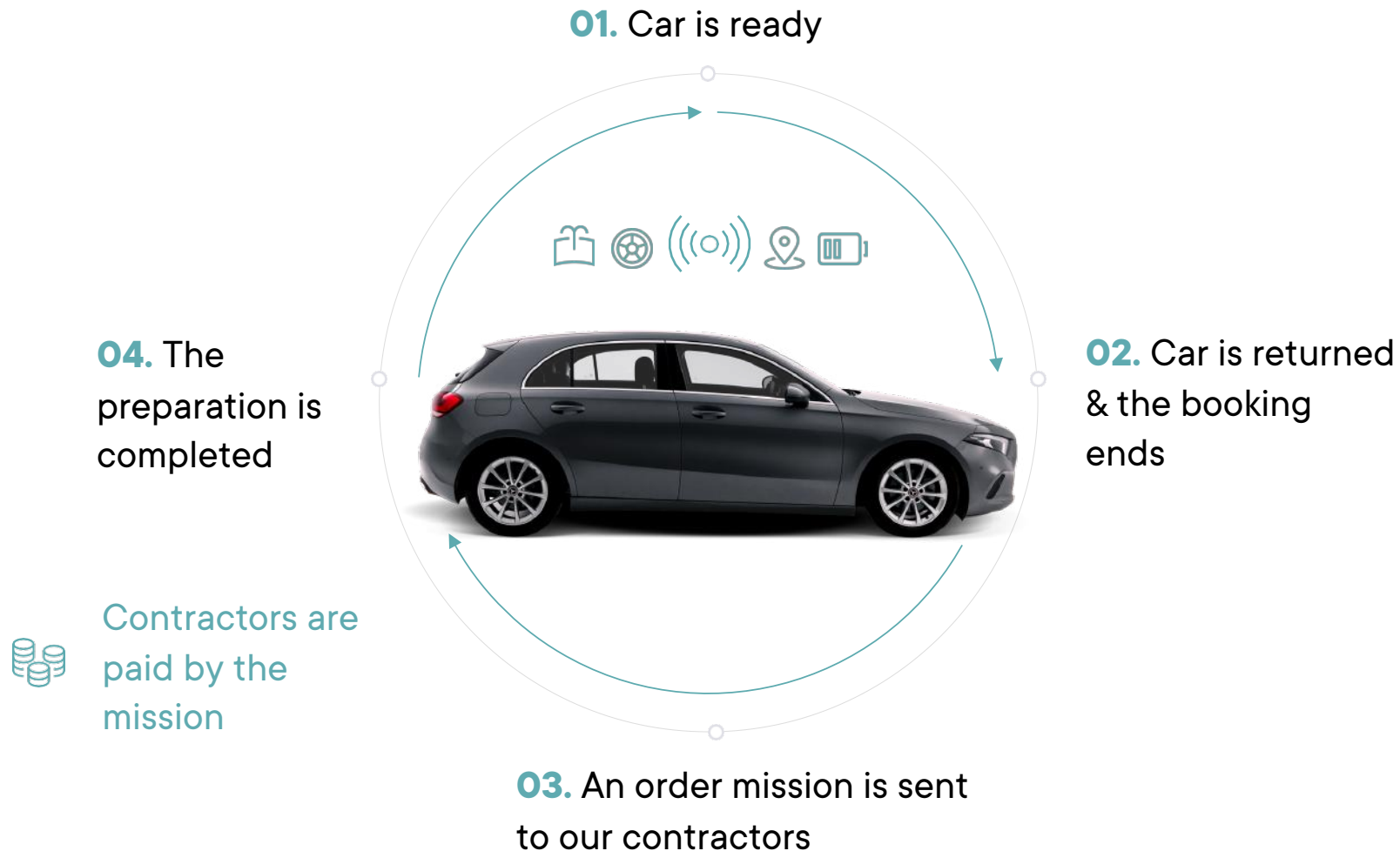


Mercedes-Benz



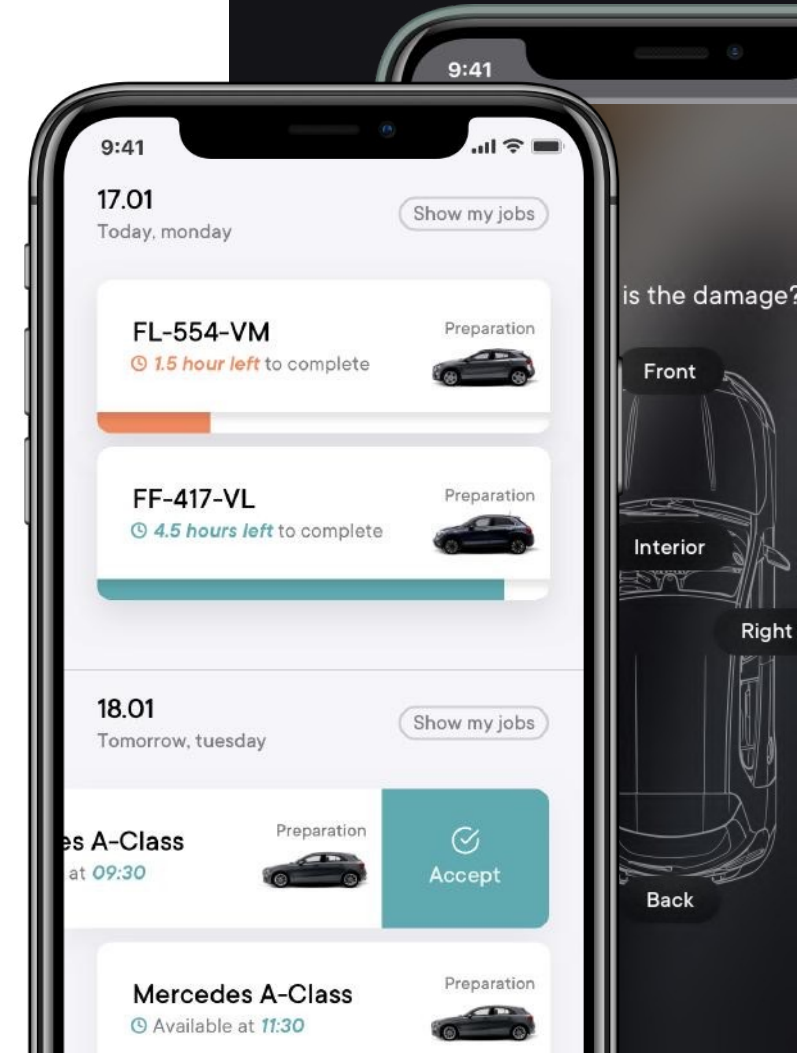
We operate thousands of cars from afar in 22 cities across 4 countries with no personnel on site

We track and monitor the **telematics of our cars** thanks to our Virtuo boxes mounted at the factory



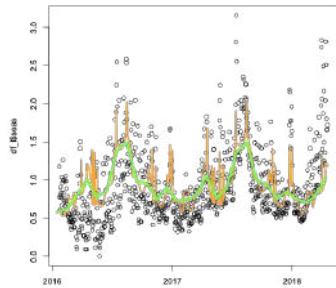
The Virtuo expert app

- Clean & Inspect
- Refueling
- Convoy
- Smart repair



Our class leading data stack enables us to optimally size our fleet and allocate it at the right place, at the right time

Demand prediction algorithm

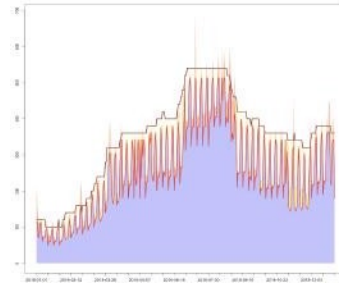


New customers & repeat patterns.
Seasonality adjusted

Based on:

Historical data – Marketing effectiveness – Special events – weather forecasts

Fleet Planning algorithm

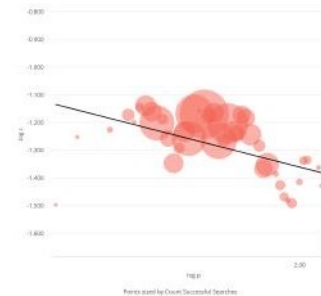


Macro & Micro sizing & allocation per country / city / station / car model

Optimized under business constraints

Demand capture – utilization rate – cost of cars – transportation costs

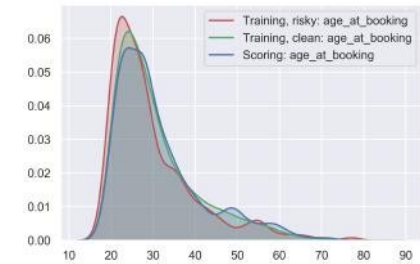
Dynamic Pricing algorithm



Elasticity libraries

Model modifies prices accordingly based on lead time, utilization rate, ramp up, seasonality

Risk monitoring & scoring



Captures suspicious behaviors (multi-devices, multi credit cards)

Triggers additional checks & inflated prices

TEAM

A world class team driving Virtuo's success



Karim Kaddoura

Co-CEO

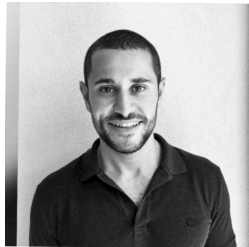
Operations, Expansion, Product



Thibault Chassagne

Co-CEO

Marketing, Tech, Finance



Michael Altom

COO



Richard Bertrand

CPO



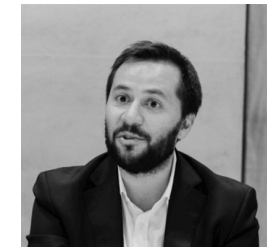
Marie Muller

CMO



Olivier Martin

CTO



Alexandre Perrin

CFO



BOARD & ADVISOR

We raised \$130M with Tier 1 VCs and advisors that have invested in the most successful tech companies



Bernard Liautaud
Balderton Capital



Julien David Nitlech
Iris Capital



Benoit Fosseprez
AXA Venture Partners

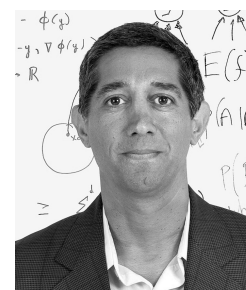


Caroline Lebel
BPI



David Vismans
CPO Booking.com

ADVISOR



Baback Hodjat
CTO Cognizant

Revolut

depop

ZEGO

 **talend**

@forto

**Vestiaire
Collective**


Citymapper

voi.

EXOTEC

Shift.

Careem

REVENUE EVOLUTION

A supercharged growth and geo presence in 6 countries and 22 cities across Europe

