Next-Generation Mobility is Not Only the Future, it is the Present!

Current advancements are laying the groundwork for the future state of mobility – an everlasting industry

Why the mobility sector?...Why are we so excited about this space?...Why are we here today?

1. Investment Drivers
   - Exciting Investment Characteristics
   - Attractive Market Characteristics
   - Industry Challenges to Address

2. Sector & Technology Dynamics
   - Next Generation Mobility is Incredibly Broad
   - Expanding Nature of Next-Generation Mobility
   - Impact to Automotive & Transportation

3. Financial Returns & Societal Impact
   - Significant Strategic Investment Activity
   - Global Mobility Opportunity
   - Positive Impacts to Society
1 // Investment Drivers
Exciting Investment Characteristics

Innovation is higher than ever, which is driving significant competition and emerging themes in the mobility sector.

**Target Investment Characteristics**

**Compelling Themes**
- Enhancing efficiency, reducing cost, improving sustainability
- Addressable and large market opportunities
- Software- and data-driven digital trends spurring adoption
- Fertile landscape for operational growth and expansion
- Strong M&A environment for exits

**Experienced Teams**
- Operational and transactional experience
- Deep global networks in mobility
- Built-in first-mover advantage
- Reputation as thought leader in mobility

**Strategy & Operations**
- Unique value proposition and differential advantage
- Recurring nature, strong traction, capital efficient
- Deep customer pipeline and end-market opportunities
- Strong go-to-market strategy and effective use cases
- Scalable technologies and multiple avenues to grow

**Investor Value-Add**
- Sales support, intro to customers, sales development
- Business development, intro to partners, industry access
- Board-level support, intro to investors, executive recruiting
Attractive Market Characteristics

A fundamentally new business ecosystem has emerged from favorable mobility industry characteristics and trends

1. Large & Existing Global Markets
   - Multi-billion dollar markets: consumer technology and transportation technology
   - Demand already exists; no “waiting for market to develop”

2. Rapid Expansion & Development
   - Macro trends and changing consumer demand are driving immense growth
   - The new mobility-as-a-service economy, focusing on customer care and satisfaction
   - Reliant on new models of private-public collaboration

3. Digital Trends are Catalyzing Growth & Adoption
   - Cloud based technologies, autonomous systems, sharing economy, machine learning, AI, etc.
   - Data and analytic solutions can be easily ported to new markets

4. Fertile Ground for Entrepreneurs & Innovation
   - Entrepreneurs are attracted to this space, creating abundant deal flow and accelerating innovation
   - Next-generation mobility is not a “winner-take-all” market, and its numerous facets allow many early-stage entrants

5. The Arrival of “Information Everywhere”
   - The world has opened up opportunities to make the transportation network far more efficient and user friendly
   - Internet of Things can integrate technologies, change behavior, and get us moving
The expanding nature of mobility presents challenges and actionable white space opportunities for businesses and investors.

Advancements in technologies, machine learning, and computing abilities are making way for comprehensive data sets that will drive decision making for the public and private sector.

Focus on investing in companies and projects that empower data origination, consolidation, and utilization.

Ask yourself, as *virtual* and *real assets* converge, what will the future look like?

*Ubiquitous connectivity, multi-modal integration*, and *the freedom of movement*. We have the opportunity to redefine mobility.
2 // Sector & Technology Dynamics
Next-Generation Mobility is Incredibly Broad

Examples of emerging mobility sectors

**Autonomous Vehicle Technologies**
- nuTonomy

**Peer-to-Peer Ridesharing**
- Lyft

**Drone Data Marketplace**
- Hangar

**Enterprise Software for Air Cargo**
- SmartKargo

**Smart City Data**
- Stae

**Automotive Cybersecurity**
- Karamba Security

**Supply Chain Intelligence Platform**
- Elementum

**Software Driver Data Analytics**
- ZenDrive

**Bike-Sharing and Bicycle Rental**
- Zagster
Expanding Nature of Next-Generation Mobility

The expanding nature of the mobility industry is reflected by emerging sectors brought by innovative horizontal technologies.

Examples of Pure-Play Mobility
- Autonomous Vehicles
- Connected Car
- Connected Fleets / Telematics
- Driver & Vehicle Data
- Drones (Sea, Air, and Land)
- Freight / Shipping
- Last-Mile Delivery
- Location-Based Services
- Logistics / Routing
- Mapping
- Mobility Services
- Supply Chain
- Transit Solutions
- Travel

& Many More!

Examples of Horizontal Technologies
- Artificial Intelligence / Machine Learning
- Cloud Infrastructure
- Data Analytics
- Industrial Automation
- IoT Security
- Mobile Payments / Ticketing
- M2M Communications
- Robotics
- Sensors / Computer Vision
- Simulation Software
- Virtual & Augmented Reality
- Wireless Technologies & Communications

& Many More!

FP Example Vertical Investments
- Artificial Intelligence
- Wireless Communications
- Cybersecurity

FP Example Horizontal Investments
- Geometric Intelligence
- Artificial Intelligence
- Wireless Communications
- Cybersecurity
One Example: Impact to Automotive & Transportation

Reimagining the role of the vehicles, new transportation ecosystems, and passenger experiences

Transitioning to holistic mobility and investing in smart mobility strategic areas allows for significant revenue and growth potential
## Significant Investment Activity Across the Strategic Landscape

Large OEMs and tech companies are reacting to paradigm-shifting technologies and moving into next-generation mobility through acquisitions, driving favorable investment activity.

### Emergence of Mobility Mega Deals in Last 18 Months

<table>
<thead>
<tr>
<th>Acquirer</th>
<th>Deal</th>
<th>Amount</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intel</td>
<td>acquired</td>
<td>$15.4 billion</td>
<td>Pending Close</td>
</tr>
<tr>
<td>SAMSUNG</td>
<td>acquired</td>
<td>$8.7 billion</td>
<td>Closed March 2017</td>
</tr>
<tr>
<td>verizon</td>
<td>acquired</td>
<td>$3.3 billion</td>
<td>Closed July/Nov 2017</td>
</tr>
<tr>
<td>Audi</td>
<td>acquired</td>
<td>$3.1 billion</td>
<td>Closed December 2015</td>
</tr>
<tr>
<td>Ford</td>
<td>investing</td>
<td>$1.0 billion</td>
<td>Over the next 5 years</td>
</tr>
<tr>
<td>UBER</td>
<td>acquired</td>
<td>$680 million</td>
<td>Closed August 2016</td>
</tr>
<tr>
<td>GM</td>
<td>acquired</td>
<td>$578+ million</td>
<td>Closed May 2016</td>
</tr>
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</table>

### Strategic Activity Spans Multiple Verticals

#### Automotive OEMs & Suppliers
- GM
- Ford
- BMW
- DAIMLER
- DELPHI
- BOSCH

#### Major Technology Companies
- Intel
- SAMSUNG
- QUALCOMM
- UBER
- Google
- Apple

#### Wireless Carriers
- verizon
- AT&T
- Deutsche Telekom
- Telefónica

#### Other Verticals
- Insurance
- Other

Other: MDW, Liberty Mutual, Munich RE, Citi, jetBlue
Global Mobility Opportunity

It’s become clear that the mobility industry means so many different things from a global perspective.

Intersection of Global Mega-Markets

- Small changes in behavior translate to massive commercial opportunities
- Strategic partners can propel growth in hard-to-navigate industries
- Innovative mobility solutions have global relevance and potential

Global Urbanization

Percentage of Population Living in Urban Areas

Once in a Lifetime Paradigm Shifts

- A Driverless Revolution
- New Age of Accessible Autonomy
- A World of Car Sharing
- Innovation to Business Models
- Digital-Age Transportation

Source: Goldman Sachs; Rethinking Mobility; May 23, 2017; Deloitte University.
### Positive Impacts to Society

#### Inefficient Mobility has Pronounced Societal Effects

**Environment**
- Traffic congestion leads to carbon emissions
- Supply chains become increasingly global
- Goods are traveling further

**Social**
- Accidents due to urban density & traffic
- Longer first emergency response times
- Long commutes reduce time for family & impacts quality of life

**Government**
- Infrastructure and roadways are inefficient
- Congestion accelerates infrastructure wear and tear
- Current budgets are insufficient
- Governments are being forced to divert spending away from other civic programs

#### Societal Trends Will Shape the Future and Transform Sought-After Innovation

**Future Urbanization**

**Middle Class Growth**

**Air Quality**

**Consumer Attitudes**

#### Next-Generation Mobility is the Solution

- Reduces CO₂ emissions
- Dramatically improves quality of life
- Increases governmental revenues and/or reduces costs
- Extends useful life of infrastructure/fixed assets
- Increases safety
The Future of Mobility
LAST EXIT
We are at an **inflection point and positioned perfectly** to drive the future of mobility. Not just in our city, our state, or our country, but around the world.

However, it is not our birthright. We all have an opportunity drive innovations in mobility...but **we have to act now** or this opportunity will pass us by.