

poney

**Participative bike and
scooter sharing**



PONY IN A NUTSHELL



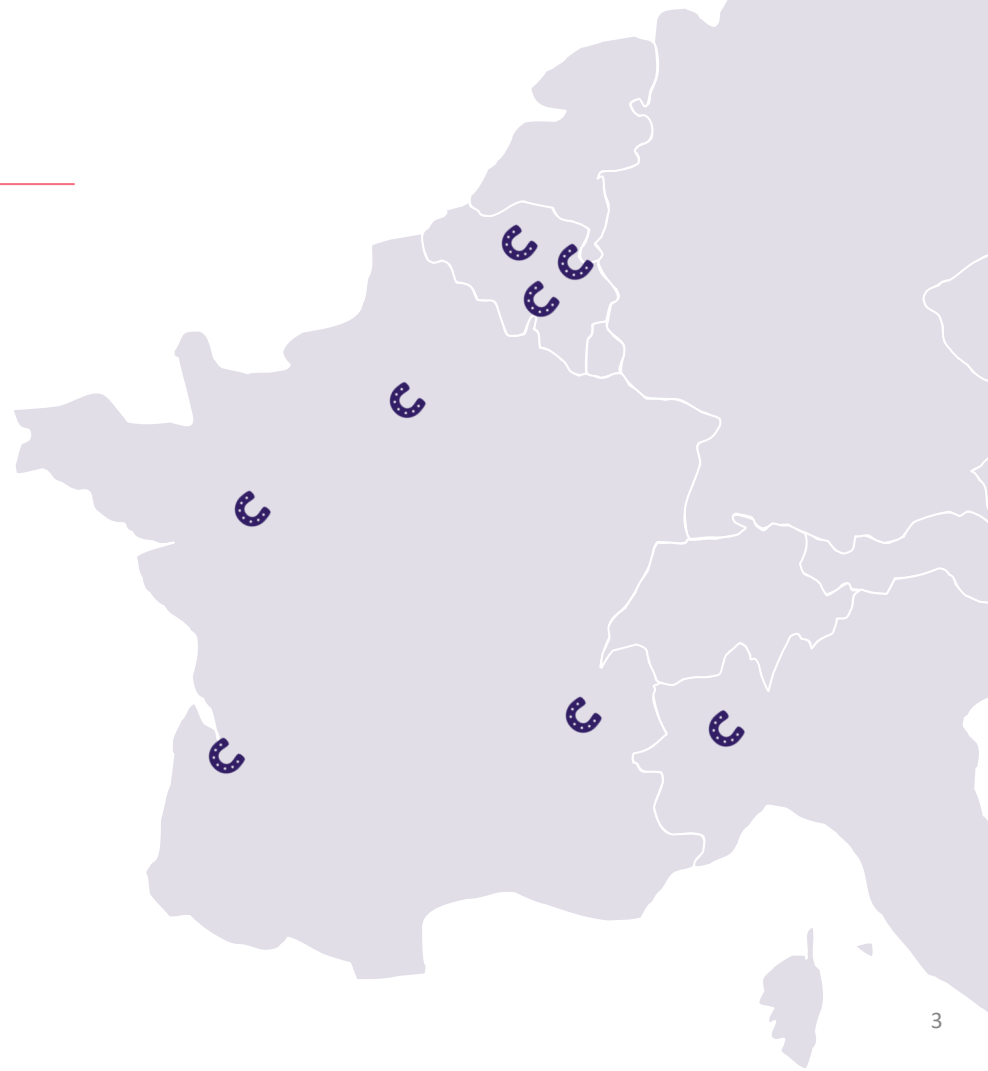
Mechanical bike



E-scooter



E-bike



PONY IN A NUTSHELL

25%

Of the population

10%

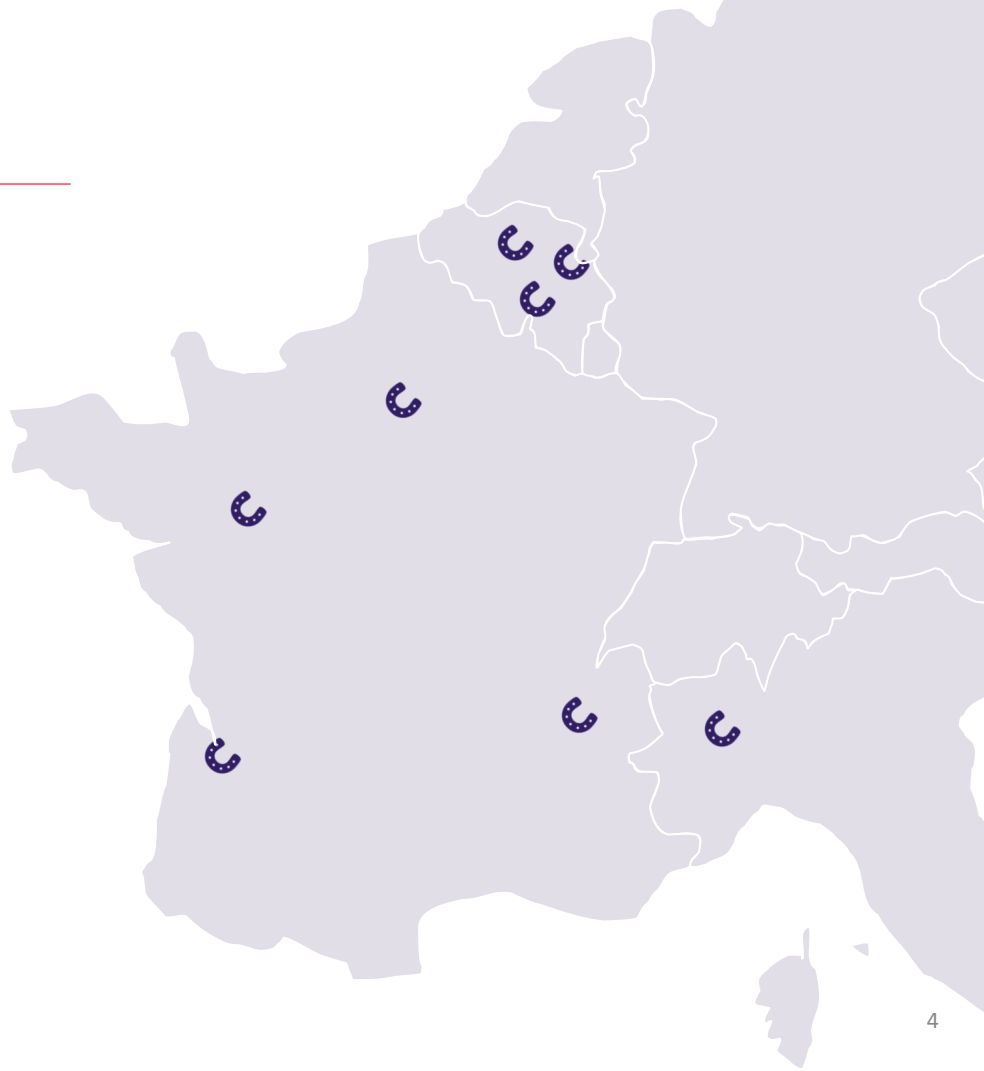
Of cycling trips

230,000

Users

6000

Operating vehicles



***WE NEED
THIS TO
WORK***



pony

DOCKED

- ✗ Expensive Infrastructure
- ✗ Heavy regulatory framework
- ✗ no flexibility (vehicle, station)



DOCKLESS

- ✓ light infrastructure
- ✓ lighter licensing
- ✓ constantly improving

Invest





Paris asks scooter sharing services to restrict speed to 10km/h

Romain Dillet @romaindillet / 7:01 PM GMT+1 • November 26, 2021

[Comment](#)



TO SUCCEED WE NEED TO ALIGN INCENTIVES

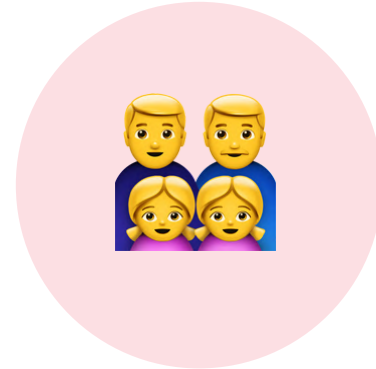
Operators



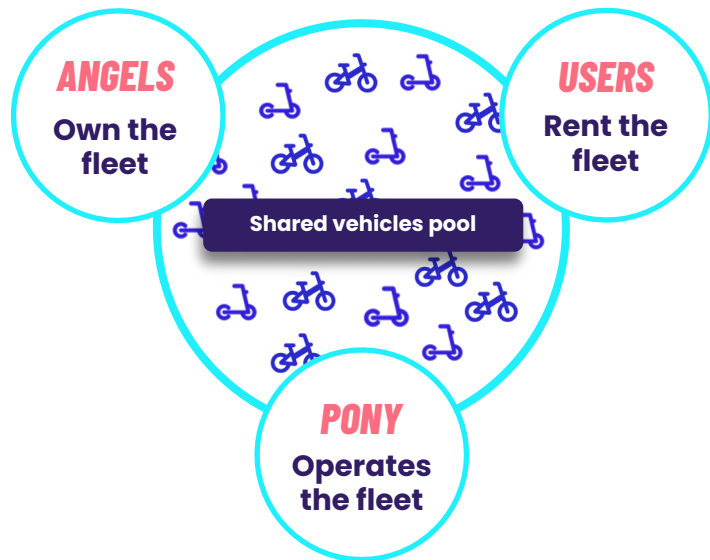
Cities



The public



HOW OUR PARTICIPATIVE MODEL WORKS:



50%

of revenue from adopted vehicles shared with our Angels

0

effort for the Angel. The fleet is fully operated by Pony

9 to 18 months

guarantee period during which Pony replaces broken vehicles

WHY IS THIS GOOD ?

MEANINGFUL

Acceptability

DEDICATED PROMOTERS

Higher usage
Lower vandalism

LONG TERM, LOCAL INVESTORS

Long term commitment
Healthy pressure on quality

ADOPT A PONY RESULTS

2m€ +

Invested in shared vehicles

1000+

Individual investors

-66%

Vandalism after fleet sale

3+ years

Realised lifetime

7+

Avg rides per day per vehicle in mature market

80%

Of cash flows stay in the local economy



TAKE THE REINS

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pony