



## How to implement the modal shift on a regional level?

Erdem Ovacik, CoFounder & Executive Board

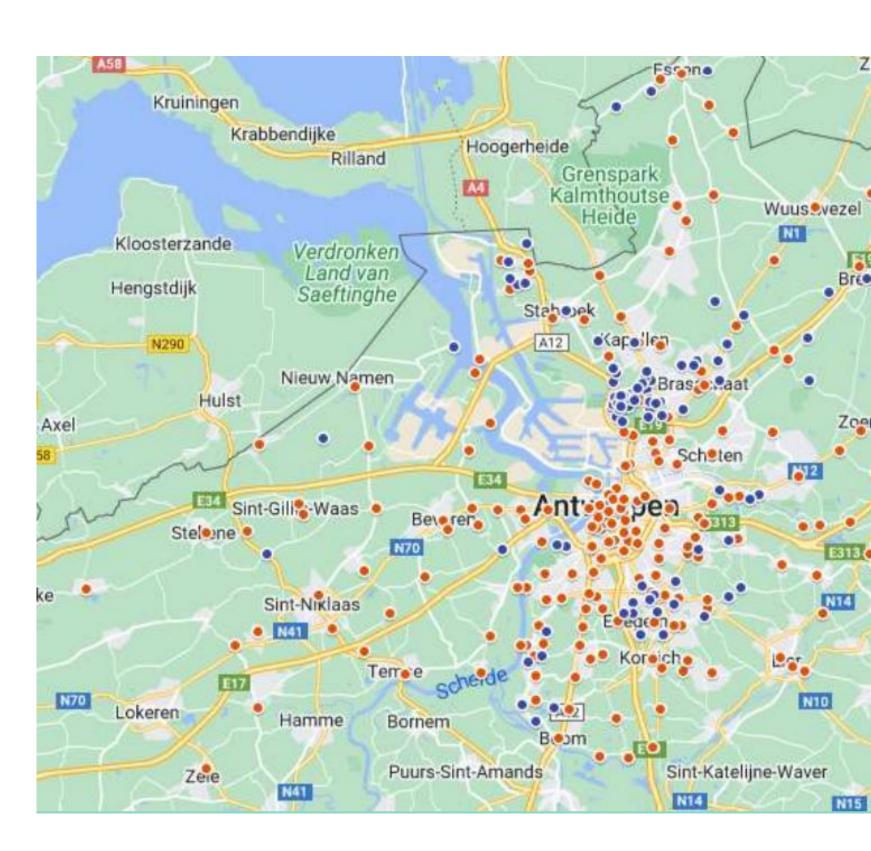
erdem@donkey.bike





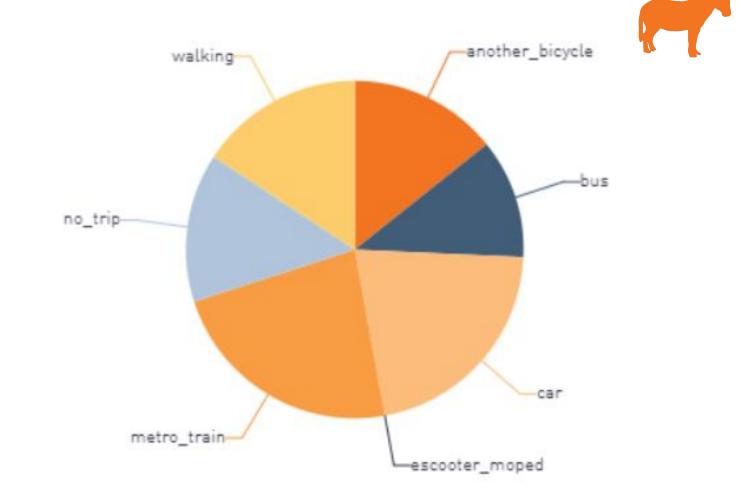
#### Regional system - Antwerp

- 1650 e-bikes in the Antwerp and Waasland transport region
- 400 extra (e-)bikes through several partners
  - Municipalities, schools, businesses, etc.
- Operational area of 1640km2
- Furthest points are 62km apart
- More than 400 virtual hubs (geo-fencing)
- 10 year contract (5yr. extension possible)



#### Impact

- Focus on modal shift
- Connection with mobility hubs
  - P+R locations
  - Public transport (tram, bus, train)
- Replacing car trips with e-bikes
  - 17% in general
  - 25% during rush hour
  - Saving 40gr. of CO2 per kilometer on average
- Running operations with focus on sustainability







#### (Great!) Tender design

- Long term operation
- Operator gets part of revenue
  - Increased trips should lead to increased revenue to carry costs
- Inclusion of areas around the city to increase audience
- Use of virtual hubs to increase flexibility
  - Future: 10% docking stations with charging at popular locations can further reduce total cost
- Long range e-bikes
  - 100km (8+ trips) per full battery
  - Comfortable for short and long term usage





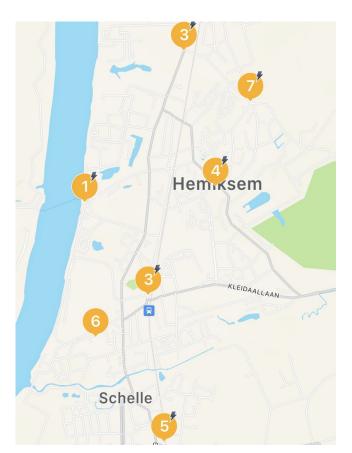
#### Area

- Connecting the urban areas with rural areas
- Urban
  - Dense network
  - High concentration of hubs (~150 m radius)
  - Less e-bikes per hub (3-5 bikes per hub)
  - Short trips
  - Mixed users (visitors, subscribers, commuters, and local)
- Rural area
  - 1-3 stations per town
    - Mostly linked to train station/mobility hubs in town
  - More e-bikes per hub (12-24 bikes per hub)
  - Less concentration of hubs in area (~5km radius)
  - Longer trips
  - Mostly local usage





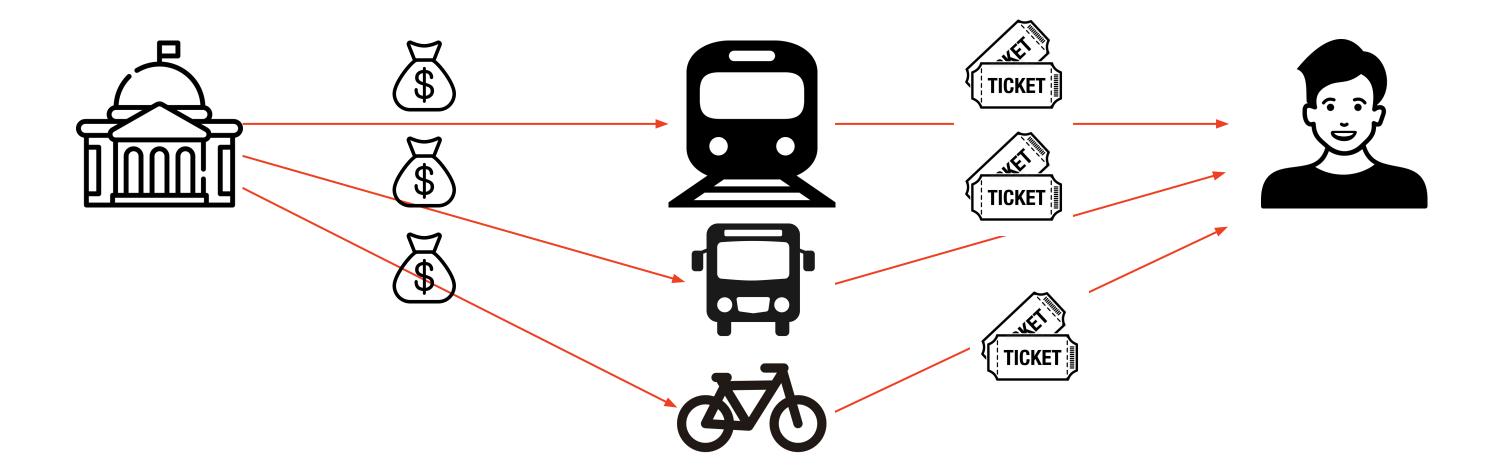






#### Fully-integrated future and modal shift (1/2)

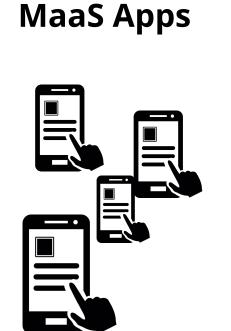
**Current public funding and user experience in terms of access to transport** 



#### Fully-integrated future and modal shift (2/2)

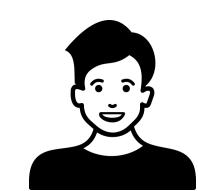
Possible future public funding and user experience

# Rider-side subsidy

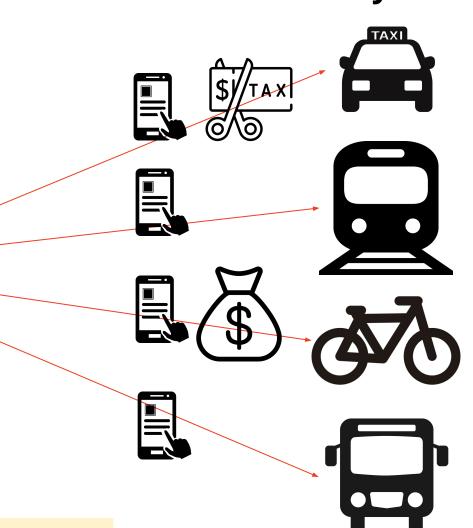




wallet



#### Mode prices adjusted with taxes or subsidy



Expect **3x - 10x multi-modal riders** once public transport and new mobility options are seamlessly integrated

### Thank you for your attention!

For questions:

Erdem@donkey.bike

