



***SaferTaxi***



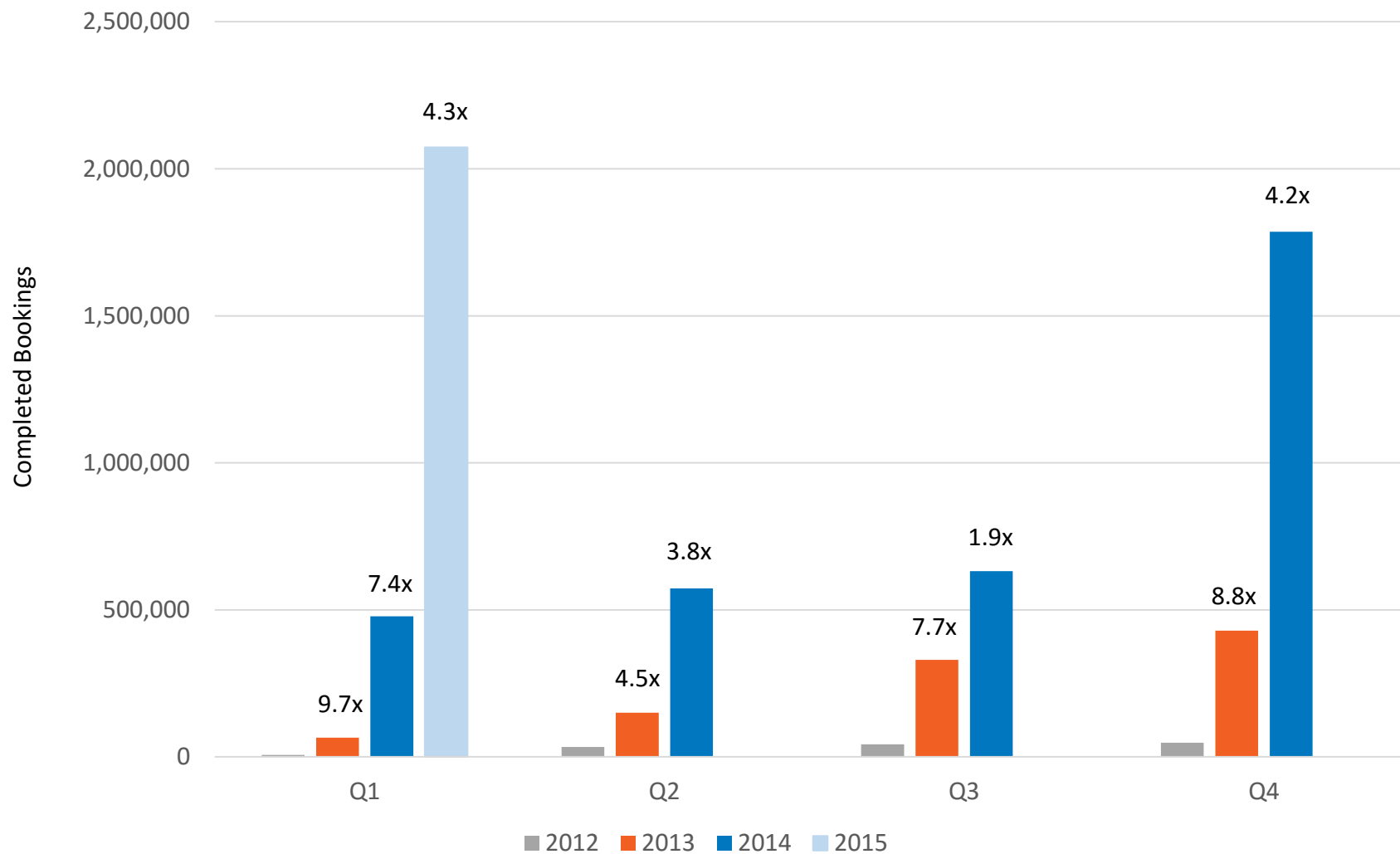
## WHAT IS SAFERTAXI?

- A mobile marketplace connecting taxi drivers and passengers
- A free solution for three types of passengers to find the closest taxi driver
  - Consumers
  - Corporate Customers
  - Venues (Shopping Malls & Airports)
- A powerful tool for taxi drivers to gain recurring and additional customers at all times of the day

# SAFERTAXI HAS SOLID TRACTION IN THE REGION ...

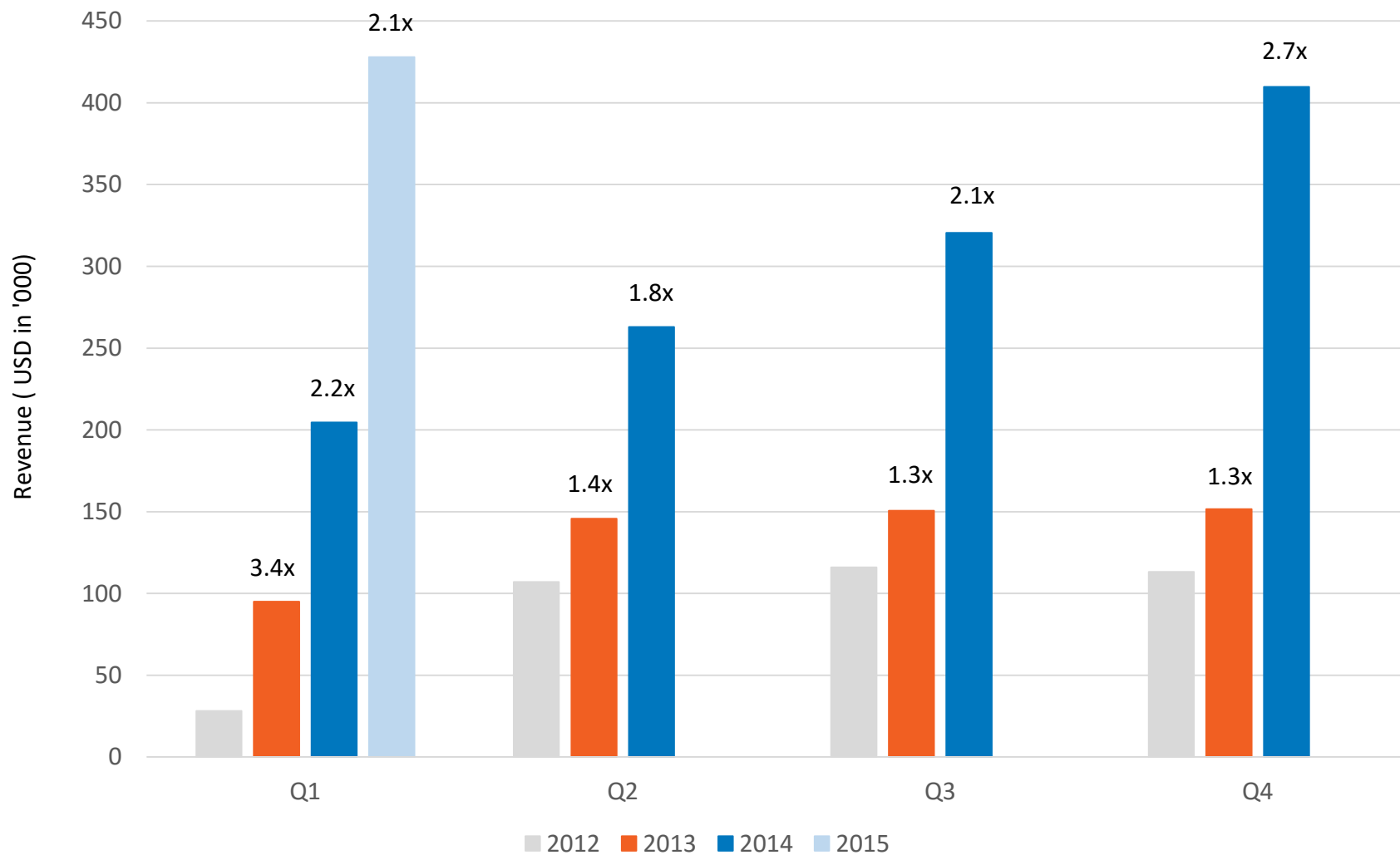


# ... AND WE ARE GROWING VERY QUICKLY ...

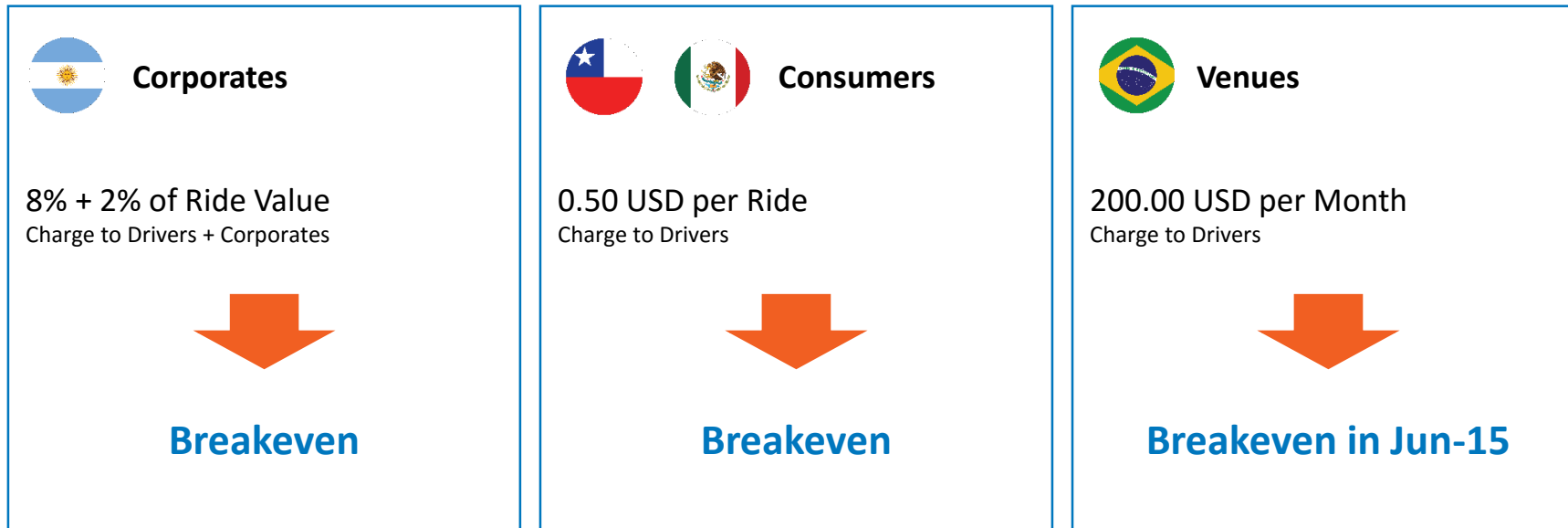


Includes pro forma of 100% of ResolveAi, Yaxi, and Viapool

# ... COMBINED WITH SOLID REVENUE GROWTH



Includes pro forma of 100% of ResolveAi, Yaxi, and Viapool



➔ With our current run rate, SaferTaxi will reach breakeven in August 2015

# YET THIS IS JUST THE TIP OF THE ICEBERG WITHIN LATAM



**5.4bn**

Rides per Year

**46.3bn USD**

GMV of Rides per Year

**4.6bn USD**

Revenue Potential per Year\*

vs.

**0.004bn**

SaferTaxi 2014 Rides

vs.

**0.140bn USD**

SaferTaxi 2014 GMV

vs.

**0.001bn USD**

SaferTaxi 2014 Revenue

\* Assuming a 10% average commission of ride value charged to the driver

## WE ARE THE LEADING PLAYER IN LATAM WITH SOLID REVENUES



	Present In	# of Countries where #1	Monthly Completed Rides	Growth	Customer Focus	Are Drivers Paying?	Close to Breakeven?	Total Funding
SaferTaxi	4 countries	3 + RJ	0.7M	high	Consumer / Corporates / Malls & Airports	✓	✓	6M USD
EasyTaxi	26 countries	~3 in LatAm	3M	stagnating	Consumers	Just starting	No	80M USD
99Taxis		Sao Paulo	2M	high	Consumers	No	No	44M USD
Wappa			200k	stagnating	Corporates	No	✓	3M USD
WayTaxi*		Belo Horizonte	150k	moderate	Consumers	No	No	None
Taxija		Curitiba	50k	stagnating	Consumers	No	No	~10M USD
Cabify			60k	stagnating	Consumers	✓	No	20M USD
Uber	45 Countries	35 (1 in LatAm)	unknown	high	Consumers	✓	N/A	6bn USD

\* Signed letter to be acquired by SaferTaxi



## TAXI APPS HAVE RAISED 12.2BN USD OUTSIDE OF LATAM



	Present In	Last Funding Round	Post-Money Valuation	Total Funding Raised	Customer Focus	# of Monthly Rides	Profitable?	Investors
Uber	45 Countries	Jul-2015	51.0bn USD	6bn USD	Consumers	~40M	No	Google, TPG, Benchmark,...
Kuaidi/Didi		Jul-2015	26.0bn USD	3.7bn USD	Consumers	~300M	No	Alibaba, Softbank,...
Lyft		Apr-2015	2.5bn USD	1.0bn USD	Consumers	unknown	No	A. Horowitz, Alibaba, ...
GrabTaxi		Jul-2015	1.8bn USD	690M USD	Consumers	4.5M	No	Softbank, Tiger, ...
Olacabs/ TaxiForSure		Sep-2015	5bn USD	556M USD	Consumers	2M	No	SoftBank, Tiger, Sequoia ...
GetTaxi		Aug-2014	unknown	207M USD	Consumers / Corporates	unknown	No	Vostok Nafta, LenBlavatnik,...
Hailo		Feb-2014	188M USD	100M USD	Consumers	~800k	No	Accel, Union Square, ...
MyTaxi		Sep-2014	unknown	16M USD	Consumers	~500k	No	Acquired by Daimler AG
SaferTaxi		Jan-2013	12M USD	6M USD	Consumer / Corporates / Malls & Airports	700k		Kaszek, Draper, Otto

## SAFERTAXI'S BUSINESS MODEL IS BASED ON PROFITABLE GROWTH



## Assumptions

1. SaferTaxi acquired in Q1-15 Viapool (currently 60k monthly rides, 30k USD monthly revenue, breakeven)
2. SaferTaxi acquire in Q2-15 Yaxi (currently 55k monthly rides, 32k USD monthly revenue, breakeven)
3. SaferTaxi will acquire in Q3-15 WayTaxi (currently 150k monthly rides, no revenue)
4. Viapool, WayTaxi, and Yaxi data is not pro forma, but starts adding post acquisition date
5. 3M USD Investment in June 2015

<i>Numbers in USD million</i>	2014	2015	2016	2017	2018
<b>Number or Completed Rides</b>	<b>4.7M</b>	<b>18.1M</b>	<b>73.3M</b>	<b>129.5M</b>	<b>165.2M</b>
<i>Year on Year Growth</i>	7.1x	3.8x	4.1x	1.8x	1.3x
<b>Number of Drivers</b>	<b>5.1k</b>	<b>7.7k</b>	<b>31.6k</b>	<b>51.4k</b>	<b>61.5k</b>
<b>Revenue</b>	<b>0.4</b>	<b>3.2</b>	<b>23.1</b>	<b>56.0</b>	<b>74.5</b>
S&M	0.8	2.4	14.9	33.6	43.6
G&A	0.3	0.8	5.1	12.2	16.2
R&D	<u>0.3</u>	<u>0.5</u>	<u>0.9</u>	<u>1.6</u>	<u>2.8</u>
<b>Total OpEx</b>	<b>1.3</b>	<b>3.7</b>	<b>20.8</b>	<b>47.4</b>	<b>62.6</b>
<b>EBITDA</b>	<b>-1.0</b>	<b>-0.5</b>	<b>2.3</b>	<b>8.6</b>	<b>11.9</b>
<i>Revenue Year on Year Growth</i>	4.4x	8.4x	7.3x	2.4x	1.3x
<i>EBITDA Margin</i>	NM	-15.9%	9.8%	15.4%	16.0%

*Includes 100% of ResolveAi, Viapool, WayTaxi and Yaxi (financials, rides, and drivers)*

TEAM

# A STRONG TEAM WITH DIVERSE SKILLS



**Clemens Raemy**  
CEO



**Jonathan Lo**  
Head of Consumer



**Gabriel Silva**  
Head of Venues



**Alejo Miragaya**  
Head of Corporates



**Ale Taubas**  
CFO



**Roberto Estivill**  
CTO



### Board Members

#### Nicolas Szekasy

- Founding Partner of Kaszek Ventures
- Former CFO of MercadoLibre (MELI, \$5B Market Cap)
- Stanford MBA



#### Stelleo Tolda

- COO of MercadoLibre
- Stanford MBA and MSE
- 4 years of investment banking at Merrill Lynch and Lehman Brothers



#### Ulrich Otto

- Founder and Owner of Otto Capital
- Built and sold the world’s largest waste logistics-equipment company
- Strong acquisitions knowledge

### Investors



Kaszek Ventures is the leading Latin American venture capital company. The firm actively supports its 25 portfolio companies through strategic guidance and operational help.



DRAPER ASSOCIATES, L.P.

Draper Associates is the personal investment vehicle of Tim Draper and a member of the Draper Fisher Jurvetson (“DFJ”) Network. Together, DFJ and the Network manage over \$7B and have made more than 600 investments.

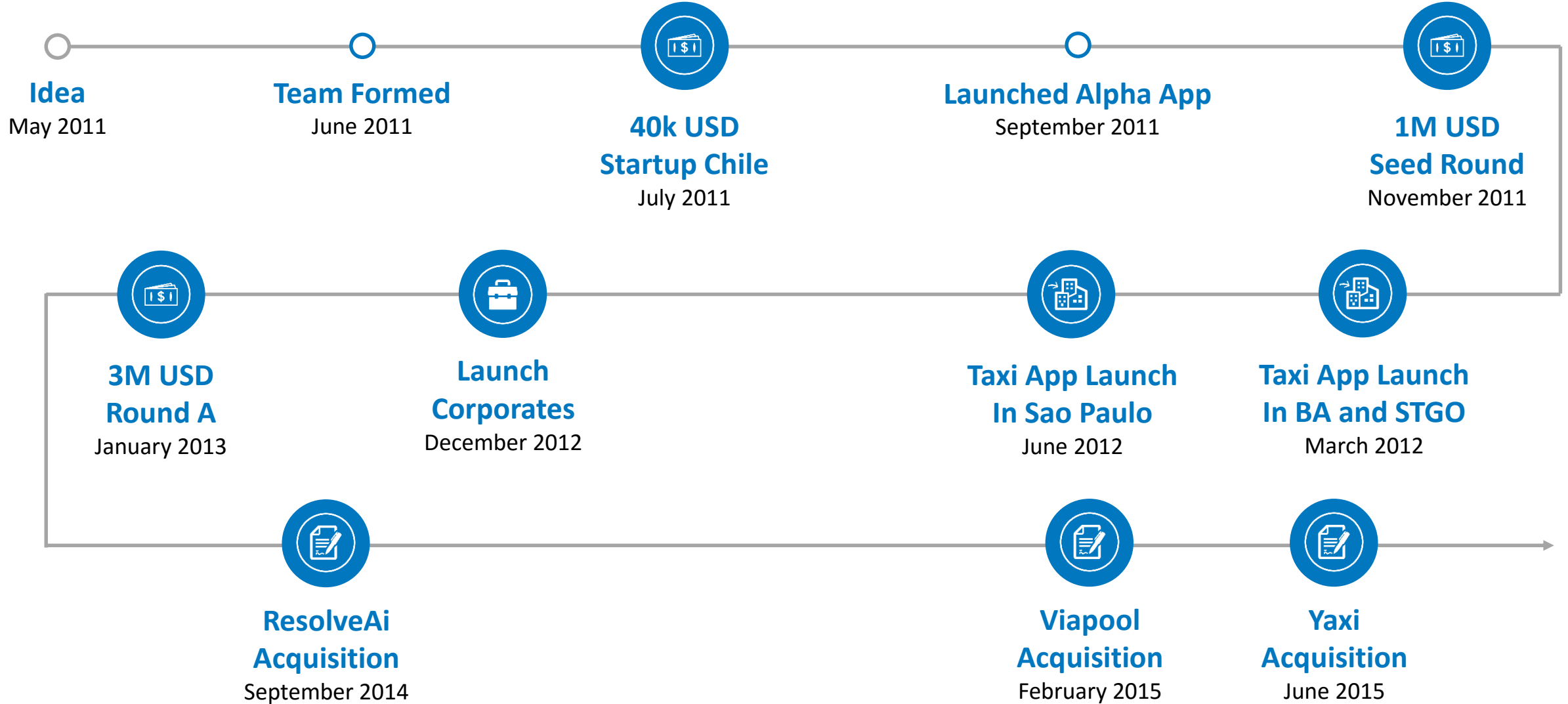


Otto Capital

Otto Capital draws on more than 70 years of experience. The VC Portfolio includes 21 investments in Europe, Asia, and LatAm. The mandate is global and unrestricted in terms of business stage.

# TIMELINE

## SAFERTAXI HAS COME A LONG WAY



# THANK YOU

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