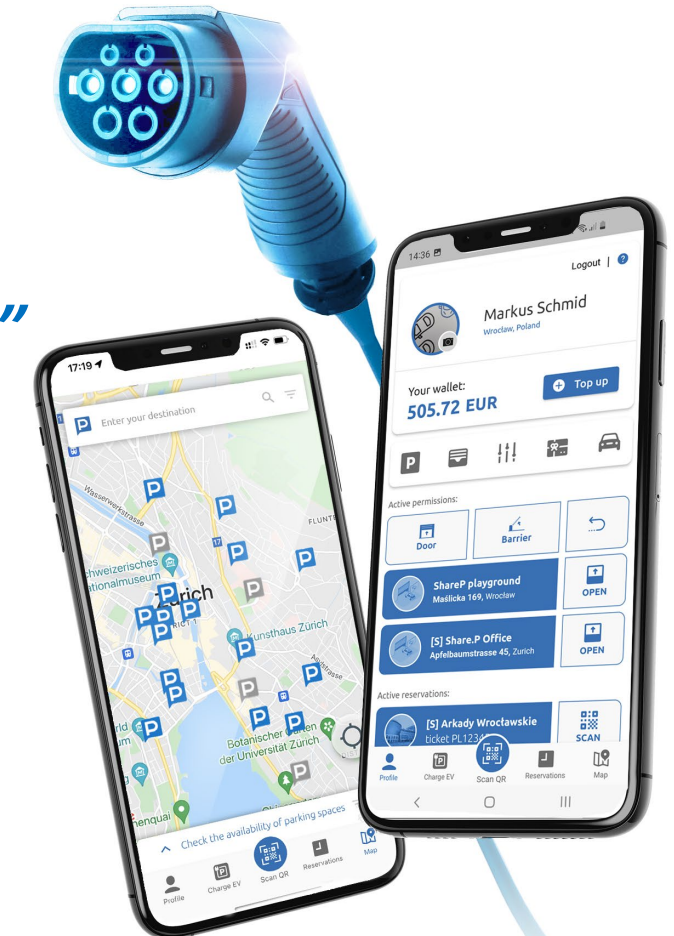# Share.P™ Sustainable Mobility Solution

Full Digitalization of Parking and EV Charging Rental Process

"«Air bnb» for EV charging points and parking spots!"

N.b.: Everything you will see has been achieved in the last 15 months.

Innosuisse - Swiss Innovation Agency

Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

University of Zurich UZH

SwissPropTech
Innovation in Real Estate & Construction

Parking and Charging Problems

🚫 **Looking for parking** causes up to **70% of traffic.**

🚫 Street parking is overflooded while **20% of other parking spaces remain unrented.**

🚫 Parking rental is **unprofitable and not flexible.**

🔋 EV adoption is hindered by poorly developed charging network **where people actually live.**

🔋 Building Owners **can only lose money** by installing EV chargers (so they don't).

🔋 Public Transport is **not attractive** for car drivers.

The Solution

Share.P allows real-estate proprietors to easily **manage and rent out parking spaces** and **monetize every electrical outlet** as a charging station for electric vehicles – in a safe, fully automated way!
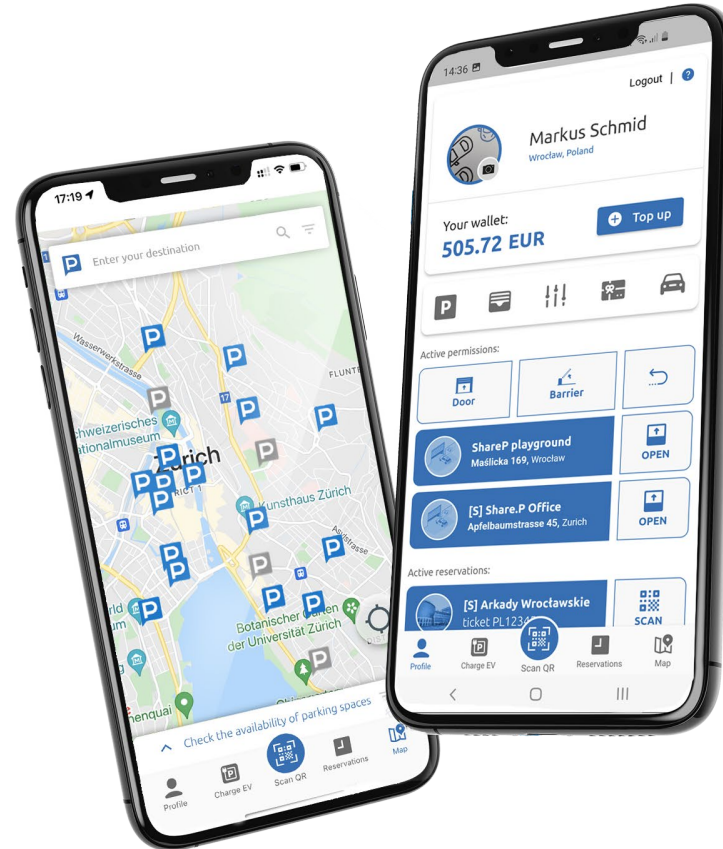
The owner or manager decides **who can rent** their space and **under what conditions.**

Share.P modules installed at garage doors and charging points allow you to **enter the parking lot and charge your vehicle without any assistance**.
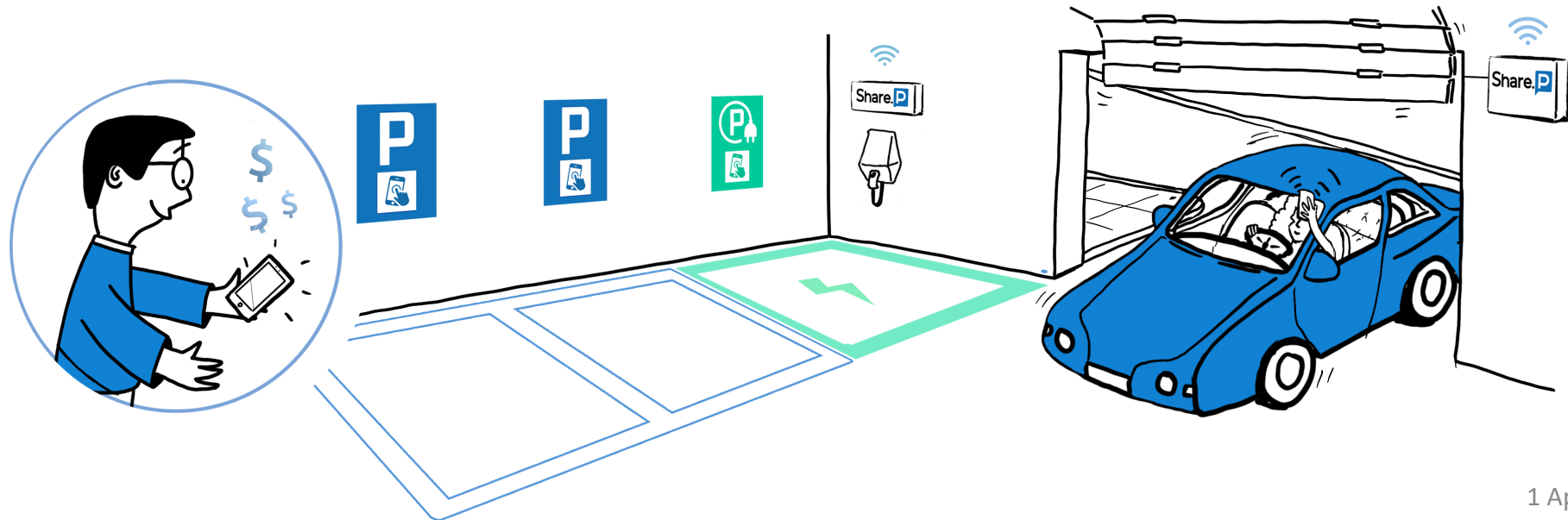
Share.P App For Drivers – How It Works

Find and **reserve** a parking or charging spot **in advance**

Open the barrier with the App, **park** the car and **plug in**

Pay automatically.

You can even buy a ticket from

SBB CFF FFS

It's that simple!

Why Building Owners Love Share.P

- **Optimization and flexible use of parking spaces.**
  (One parking space can be used by several tenants during the day without conflict)

- **Digital contracts** and a **sophisticated booking** and allocation system.
  (e.g. booking *every Friday at 10am* or long term rental on *weekdays from 8am to 5pm only*).

- **More security – verified users,** full control over assigned access rights, no key transfers.

- **Maximization of return on investment** in EV charging infrastructure

- **Automated online advertising** and significant rental **cost savings**.

- **Intuitive Admin Panel** for managing parking spots and pricing

*"Since we use Share.P we don't have to spend money on online advertising to find tenants. No more keys or signing paper contracts. **Everything is done automatically. This is a huge time and hassle saver."***

HUBMANN IMMOBILIEN **Priska Hubmann**, CEO
Zurich, Switzerland

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No More Problems with Charging Stations!

Less air pollution and noise–

with Share.P no one has to pay extra for it!
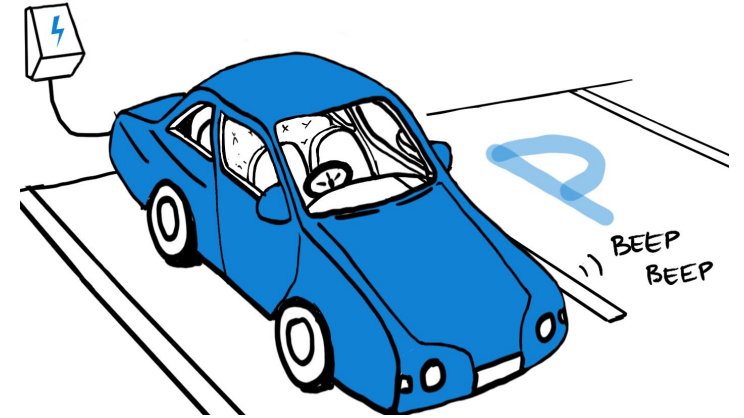
- **Reliable reservations** solve the **biggest problem** for e-drivers: the unpredictable availability of charging stations.

- The Share.P app **tracks the individual energy consumption** of each user.

- The property manager is free to set the prices for the different user groups and thus **earns from the investment in the EV charging infrastructure!**

- Drivers **can flexibly** share their chargers - **without RFID cards!**

- The Share.P system is **hardware agnostic** and can control chargers from **all manufacturers.**

The Share.P Ecosystem

GateModule™

Brain of the system.
Opens the garage door.

PowerModule™

Activates the electrical socket and tracks electricity consumption.

Mobile App for Drivers
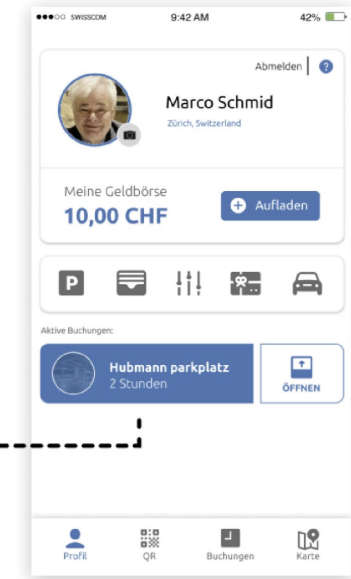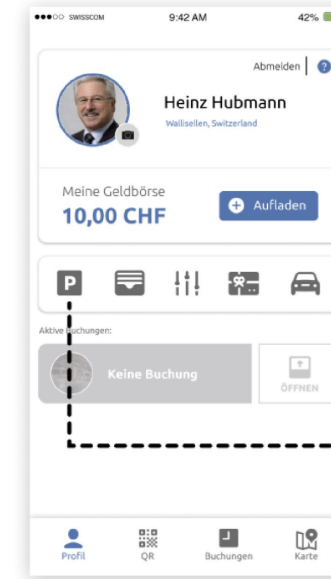*(Android/iOS)*
and
Admin Panel for Owners
(PC/Mac/iPad)

ConnectionModule™

Establishes Internet connection on existing electrical installation.
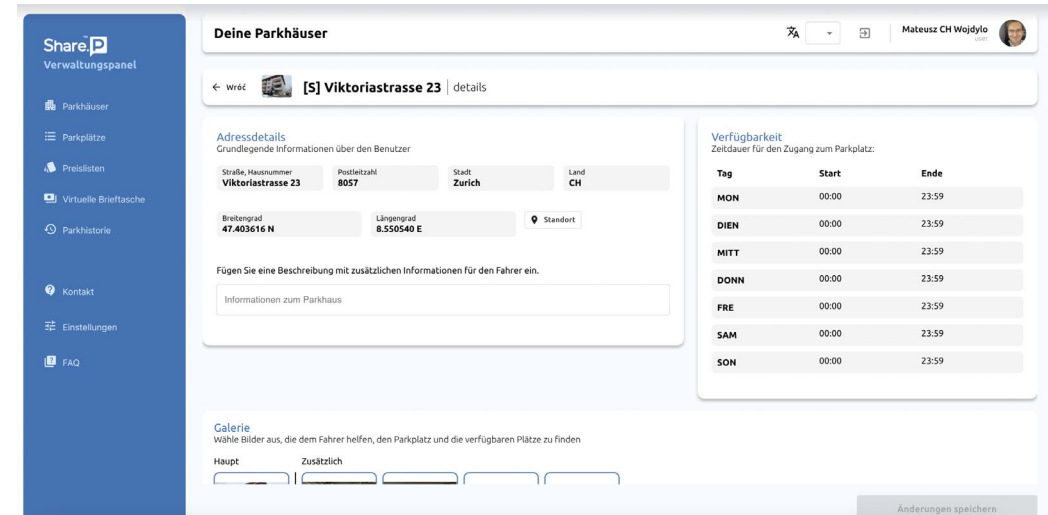
R&D and Innovation

Intellectual Property Office

Application number: GB2107892.8
Date: 2 Jun 2021
"System and method for managing parking of vehicles"

✓ Share.P patent application has been preceded by a **novelty search** conducted by specialist company from London

✓ Both **Process and Product-based innovation** (Oslo Manual). Geographically: **Global innovation.**

The Patent Application protects:

🛡 **All technical components**

🛡 **The system as a complete process of automated parking rental** (finding and booking a spot, opening the garage door, automatic payment etc.)

Current R&D Project in Consortium with 🏛 University of Zurich^UZH

(24 months)

Σ **eureka**
Eurostars-3

VisionModule™ – an innovative **algorithmic vision device** to monetize obtained information about the whole parking lot traffic (technology stack: **IoT, Blockchain, AI, machine learning**).

Powerful Traction in Switzerland and EU

Selected Successful Customers and Pilots:

Entity	Category		Location	Number of parking spaces	Potential number of parking spaces	Potential number of charging stations
Develia	Real estate management	🇪🇺	Wroclaw, Poland	1 100	8 000	3 500
Wroclaw Business Parks	Real estate management	🇪🇺	Wroclaw, Poland	700	2 700	800
Interparking	Parking management	🇪🇺	9 countries in UE	660	338 000	150 000
Lviv City Council	Municipal authority	🇺🇦	Lviv, Ukraine	600	55 000	12 000
Propark	Parking management	🇪🇺	Poland	600	28 000	11 000
Shaeppi Grundstuecke	Real estate fund + management	🇨🇭	Zurich, Switzerland	450	50 000	20 000
Ogrody Hallera	Real estate management	🇪🇺	Wroclaw, Poland	400	800	200
Forum Nieruchomosci	Real estate management	🇪🇺	Wroclaw, Poland	350	45 000	11 000
Camping Aaregg	Camping sites	🇨🇭	Brienz, Switzerland	320	630	600
Nawigator Nieruchomosci	Real estate management	🇪🇺	Wroclaw, Poland	260	35 000	10 000
Republika Wnetrz	Real estate developer	🇪🇺	Wroclaw, Poland	200	4 500	2 000
Lokum Deweloper	Real estate developer	🇪🇺	Wroclaw, Poland	180	3 500	1 500
Radisson Blu * * * * *	Hotels	🇨🇭	Andermatt, Switzerland	120	180	100
The Granary Boutique Hotel	Hotels	🇪🇺	Wroclaw, Poland	60	80	60
AMD	Real estate management	🇪🇺	Wroclaw, Poland	50	2 600	1 600
Gemeinde Rain	Municipal authority	🇨🇭	Rain, Switzerland	20	100	20
TOTAL				**6 995**	**668 750**	**248 200**

Our cold outreach campaign (65 of prospects) yielded 67% real estate companies interested in the system!

Current customers (B2B - selection)
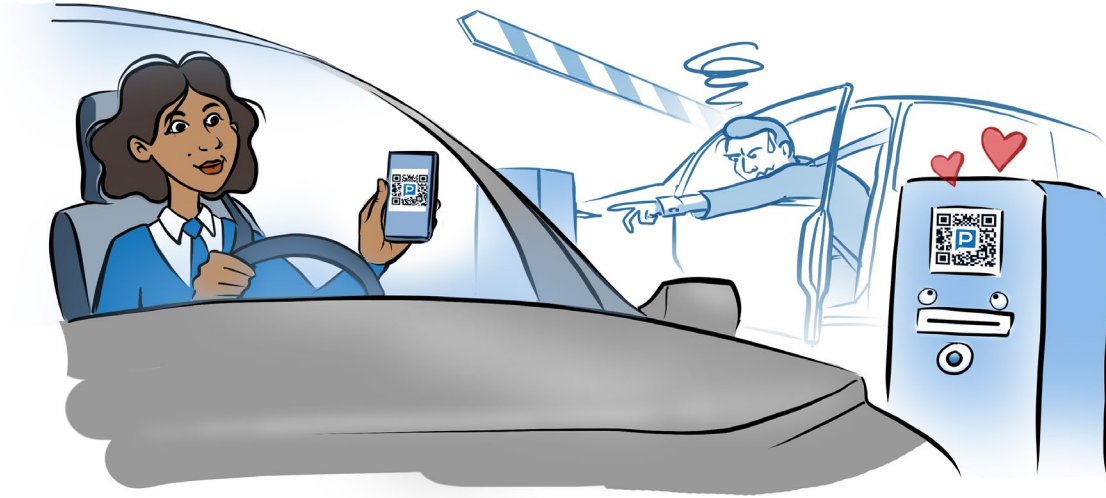
Arkady Shopping Center, Wroclaw

1000 parking places

Propark equipment

Processing of all cashless payments

EV charging stations

License plate recognition

Parking reservations

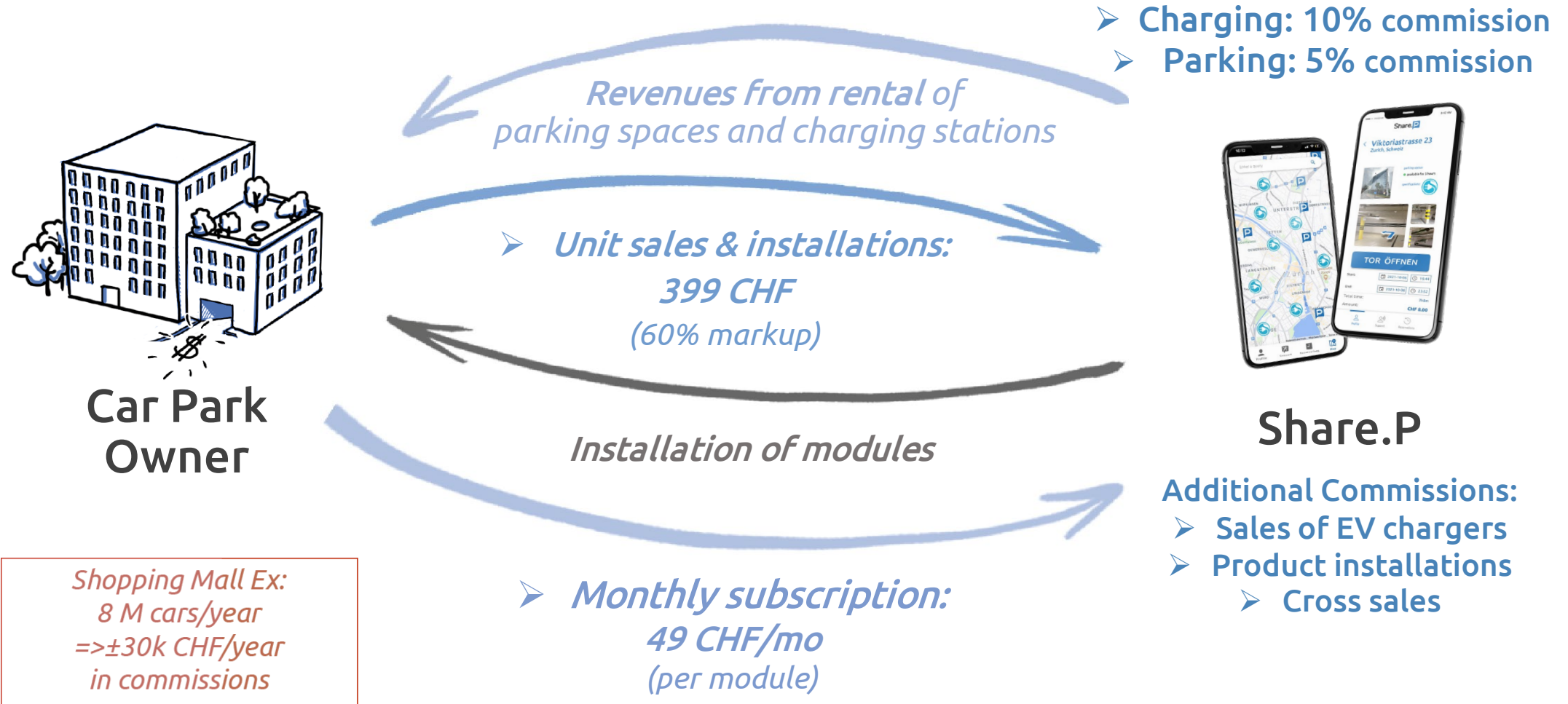**National Music Center**, Wroclaw

862 parking spaces

Equipment Skidata

Management: Interparking

EV charging stations

License plate recognition

QR scan (virtual ticket)
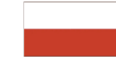
Business Model
SaaS with affordable electronic components

Share.P

➢ **Charging: 10% commission**
➢ **Parking: 5% commission**

Revenues from rental of parking spaces and charging stations

➢ **Unit sales & installations: 399 CHF**
(60% markup)

Car Park Owner

Installation of modules

Share.P

Additional Commissions:
➢ **Sales of EV chargers**
➢ **Product installations**
➢ **Cross sales**

Shopping Mall Ex: 8 M cars/year =>±30k CHF/year in commissions

➢ **Monthly subscription: 49 CHF/mo**
(per module)

Competition Analysis

	Mobile app	Sharing private spots	Garage opening system	Sharing EV charging points	Current markets	Funding
Share.P™	✓	✓	$ ✓	$ ✓	EU / Switzerland	CHF 0.45 M / Bootstrapping
peter park®	✓	✓	$$$ ✓	✗	EU	CHF 4.82 M
naviparking	✓	✗	$$$ ✓	$$$ ✓	Poland	CHF 8.8 M
PAYUCA SMART PARKING	✓	✓	$$$ ✓	✗	EU	CHF 6.3 M
PARCANDI	✗	✗	$$$ ✓	✗	Switzerland	CHF 5.2 M
PARKNOW	✓	✗	✗	✗	EU	acquired by EasyPark (2021- undisclosed)
ParkMobile	✓	✗	✗	✗	USA	CHF 6.3 M acquired by EasyPark (2021- undisclosed)
FindPark by naviexpert	✓	✗	✗	✗	Poland	CHF 9.4 M

Target Markets

TOTAL AVAILABLE MARKET 2026:

Global Parking Market: 6,5 B US$

Global EV Charging Market: 18,6 B US$

SERVICEABLE AVAILABLE MARKET 2026:

30 M Parking Spaces

In Switzerland, Germany and Poland

SERVICEABLE OBTAINABLE MARKET 2026:

360'000 Parking Spaces

=> ~25 M US$ of Revenues

Potential Customers:

- Office Buildings,
- Commercial Parking Lots
- Multi-Family Buildings
- Hotels, Aparthotels,
- Restaurants,
- Shopping Centers,
- Railroad Stations,
- Airports etc.

Progress and Awards

Recognition from United Kingdom Department for International Trade:

ONE OF 20 WORLD FINALISTS OF 2022 SCALE-UP GAMES representing Central and Eastern Europe in the Technology Competition

Recognition from World Tourism Forum Lucerne and London Tourism Market:

TOP3 FRONT RUNNERS 2021

(from 450 startups from 80 countries), invited to pitch at the exclusive Front Runners Travel Tech Summit in London

- ✓ **Multi-platform app in 5 languages with over 700 real app users**
- ✓ **Proprietary IoT modules produced in EU**
- ✓ **R&D project with the University of Zurich**
- ✓ Member of European Association for Electromobility (PSPA-AVERE)
- ✓ Member of SwissPropTech
- ✓ Member of Urban Innovation Association
- ✓ Partnership with SVIT Schweiz
- ✓ Partnerships with municipalities (Rain, Wetzikon, Wroclaw etc.)
- ✓ Grants from Google, OVH Cloud, Stripe

United Nations Development Programme 2022

- Grant **95'000 USD** for **scaling-up Share.P** solution developing **European countries**.

- **Best proposal** in the Autumn 2021 Call.

- Cooperation with local partners (local authorities) to propose a **sustainable mobility system** for cities.

- **Promoting e-mobility** and main driver in the charging infrastructure development

Experienced Team

Mateusz Wojdyło – Chief Visionary Officer, Co-founder – The successful founder of several companies, the largest of which is **M3 Group**, providing IT services to companies. In 2017, together with Georg Liechtenstein and Michael Klein, he co-founded the tech start-up **Safeside.life** in collaboration with the Swiss accelerator F10, with **Baloise Bank** as a strategic partner.

Mateusz **Wojdyło**

Paweł Gorzelewski – Chief Technical Officer, Co-founder – Telecommunications engineer with over 10 years of experience as a network engineering specialist at **Nokia.** He has been involved in numerous mobile network sizing negotiations. His analyses have been used in strategy for large companies in Europe, Australia and North America. He has 8 years of experience managing software development teams and programs in Python himself.

Paweł **Gorzelewski**

Simone Frick – Chief Financial Officer – Doctor of Economics (University of St. Gallen), manager with multi-year experience as a project leader, financial director, and executive officer. Current Managing Director of **Business Angels Club Liechtenstein** with strong analytical skills and international network, innovative thinker in a dynamic and ever-changing environment.

Dr. Simone **Frick**

Michal J. Zielinski – Chief Commercial Officer, Co-founder – Architect with over 8 years of experience in managing construction projects in Germany and Switzerland. Collaborated on interdisciplinary strategies for large telecommunication brands of **Axiata Group**: **Celcom** (Malaysia) and **Ncell** (Nepal), unifying visual communication, customer experience and architectural design of headquarters and stores. His passions are business development and programming.

Michal J. **Zielinski**

Marek Wojdyło – Chief Design Officer, Co-founder – Architect and designer with over 10 years of experience in graphic design and 4 years of experience in UI/UX and user interface programming in JavaScript (React.js, Vue.js), among others for **Sonel S.A.**, a world leader in the electrical measurement equipment market.

Marek **Wojdyło**

... as well as 6 Software Developers (Total of 8 FTE)

Media on Share.P (Selection)

Any Questions? :)

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