



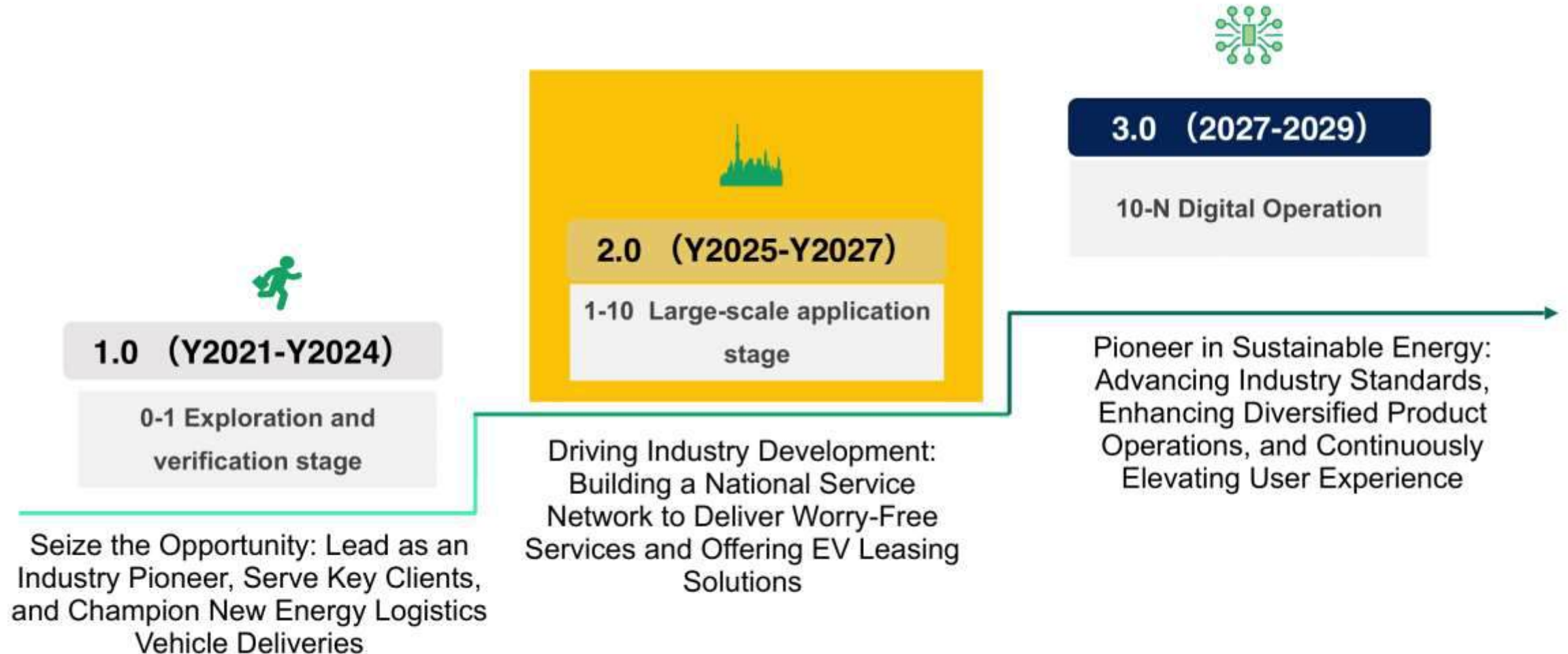
Introduction

The Road to 100% Green Trucking

Brief introduction of Mober and its commitment to green logistics. Highlight the current challenges in transitioning to electric vehicle (EV) trucking in the Philippines.

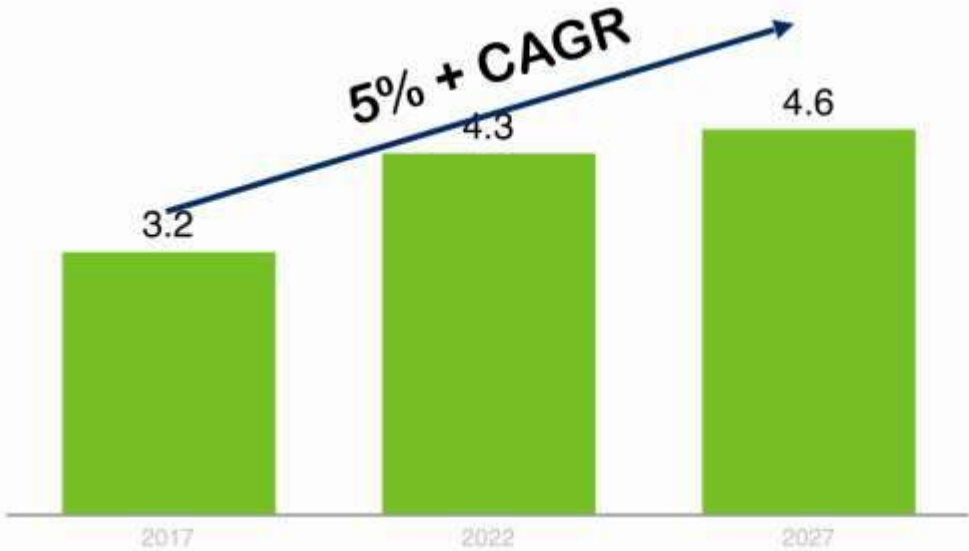


Our Roadmap



Large & growing market

Highly fragmented with mom-and-pops providers



Philippines third-party logistics market size (US\$ billions)



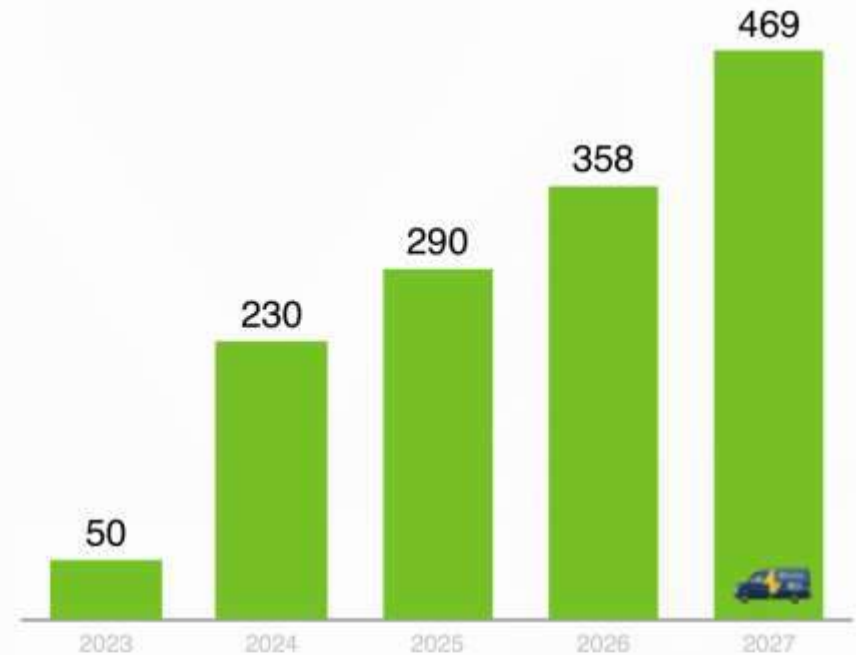
Significant climate impact contribution

-1,542t

Deployment of 300 EVs would bring about **1,542 tons of annual carbon reductions**, equivalent to the CO2 savings from a 1 MWp3 solar PV project

-35%

Assuming Mober EV delivery vehicle commutes ~200km range per day, **daily CO2 emissions can be reduced by 14 kg or 35%**



Projected number of EVs deployed

We help businesses **decarbonize** their fleets **quickly**, accelerating their sustainability ambitions by deploying **EV**.

#1

Market Share

6+

Cities Across Philippines

100+

Vehicles under Management

85%+

Vehicle Utilization Rate
Each Year for the Past 2 Years

ESG

100%
Electric Vehicles

As a leading green logistics provider in the Philippines, we know what works — and our clients agree.

Thought Leader, First Mover

In 2023 and 2024, Mober's commitment to sustainability and innovation earned significant accolades. At the KMC Startup Awards, Mober received the Silver Award in 2023 and the Gold Award in 2024, recognizing its leadership in sustainable logistics and EV fleet expansion.

The company was also named to the Forbes Asia 100 to Watch (2024) for its impactful growth and innovative contributions to green logistics. Additionally, Mober received the SCMAP First Mover Award in Sustainable Transport, celebrating its pioneering integration of electric vehicles into the supply chain.



Powering up Growth: Investments and Partnerships

USD 6M

Investment from SEACEF

USD 2M

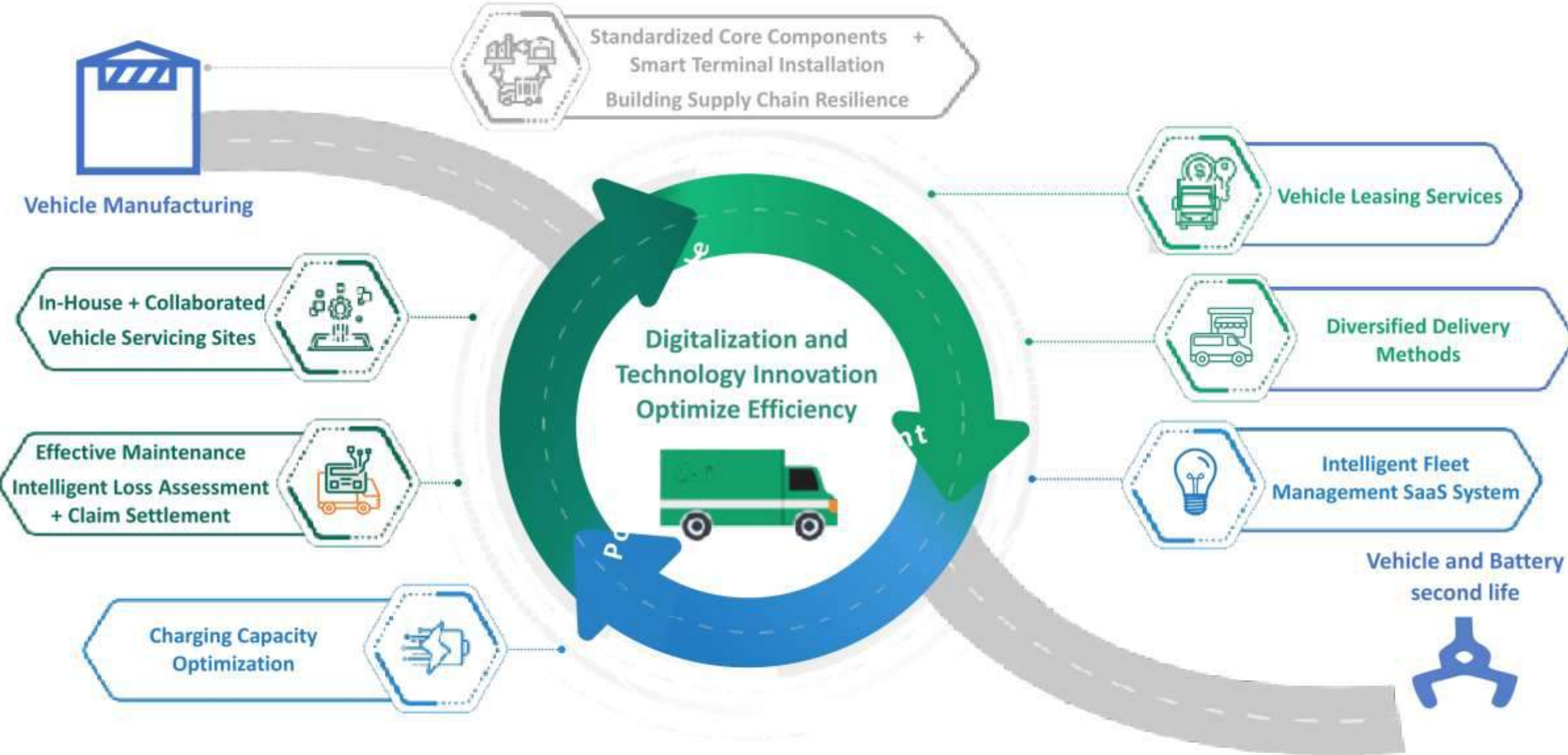
Investment from RT Heptagon Holdings.

Mober's commitment to expanding its green operations and infrastructure.

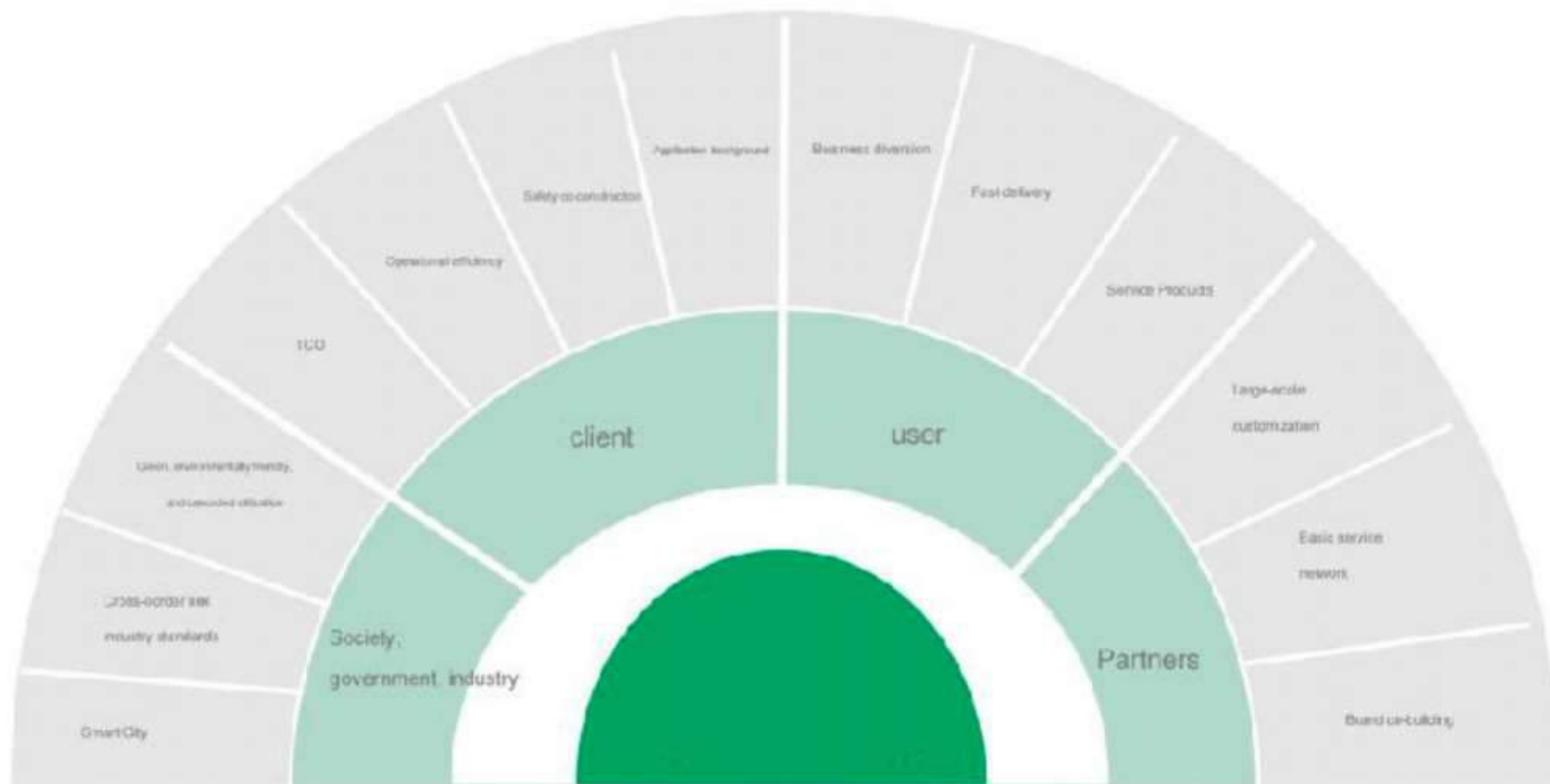


Blue-chip customers like IKEA, SM Appliance Centers, Monde Nissin, Nestle, Starbucks, Kuehne + Nagel, and Maersk.

Reshaping the Logistics Industry as a Digital-Intelligent EV Fleet Service Provider



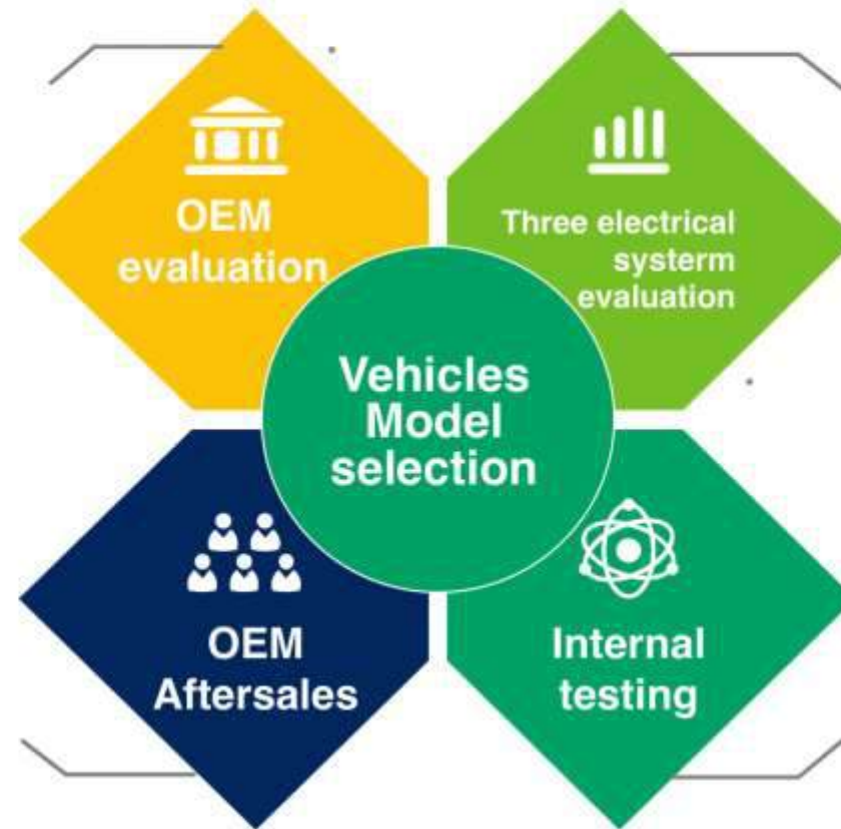
Mober service value chain



Product selection standards accumulated over 3 years

- ① The technical strength of the OEM ;
- ② The brand strength of the car company ;
- ③ Automotive company market ranking ;

- ① City coverage ;
- ② Service content ;
- ③ After-sales system ;



- ① Battery evaluation;
- ② Motor evaluation;
- ③ Electronic control evaluation

- ① Vehicle endurance ;
- ② Electricity consumption per 100 kilometers ;
- ③ Actual vehicle speed measurement ;
- ④ Battery stability ;

We have **proven viability** for operating an EV fleet even as First-Mover, with a **ROI¹ of 70%+**



Unique business model

Leveraging our strong operating track record since 2015, Mober's current business model ensures optimal utilization for both our existing and incremental EVs in our fleet and minimizes idle asset.



Strong competitive advantage

Unlike most competitors with scale, Mober manages our own delivery fleet and drivers which guarantees consistent and high-quality services. Coupled with our proprietary tech, we sign enterprise customers to multi-year contracts rarely available to our peers.



Visible tailwinds

EVs are exempted from the number coding scheme under the EVIDA2, allowing higher utilization of our EV fleet compared to ICE vehicles. Further, more corporates especially MNCs are enforcing their transition to go greener in the next few years.



1: based on a conservative 5-year model

2: Electric Vehicle Industry Development Act, enacted in 2022 with most policies effective for at least 8 years

Chengdu Dayun EA3 Specifications

Model	EA3 Aluminum Van
Rated Power	42 KW
Max Power	100 KW
Max Torque	230 Nm
GVW Rating	4,495 kgs
Payload	2,450 kgs
Cargo Box	3,700 x 1,900 x 2,760
Battery Make	CATL Lithium Iron Phosphate
Battery Capacity	53 kWh
Battery Warranty	6 years



1: based on a conservative 5-year model

2: Electric Vehicle Industry Development Act, enacted in 2022 with most policies effective for at least 8 years

Tractor Head

Model	T6
Rated Power	250 KW
Max Power	360 KW
Max Torque	1330/2400 Nm
GVW Rating	18,000kgs
Payload	8,400 kgs
Cargo Box Dimension	6510x2550x3090
Battery Make	SkySource LFP
Battery Capacity	282 kWh
Battery Warranty	6 years



1: based on a conservative 5-year model
 2: Electric Vehicle Industry Development Act, enacted in 2022 with most policies effective for at least 8 years

Autonomous Light Truck

Model	T6
Rated Power	250 KW
Max Power	360 KW
Max Torque	1330/2400 Nm
GVW Rating	1,769 kgs
Payload	960 kgs
Cargo Box Dimension	5 cbm
Battery Make	CATL
Battery Capacity	18.4 kWh
Battery Warranty	6 years



1: based on a conservative 5-year model

2: Electric Vehicle Industry Development Act, enacted in 2022 with most policies effective for at least 8 years

Growing competitive moat



Comprehensive driver retention strategy

- We employ our own EV drivers branded as Green Delivery Specialists (“GDS”)
- GDS enjoys competitive salary and benefits and up-skilling opportunities
- **High retention** and **quality delivery services** are assured, which strengthens Mober’s brand in the market



Proprietary technology

- Mober’s cutting-edge tech platform enables our unique shared fleet business model in optimizing delivery routes, batch deliveries and fleet utilization
- **Carbon emission monitoring feature** is under development; these data are valuable to both Mober and our corporate customers with sustainability mandates



Innovating as leader; Setting industry standards

- As a first mover in the market, Mober’s growing operating data & experience in managing EV fleet will separate Mober from new entrants in both operating efficiency, service level and growth opportunity
- Mober is in active discussion with **OEMs** to explore **best-fit models and batteries for the Philippines** market to maximize value from our CAPEX

The Financing Challenge

Financing Green Trucking: The Roadblocks

Philippine banks' hesitation
to finance EVs due to unknown factors like:



EV lifespan



Resell and residual
value



Battery life and
replacement costs



Lack of charging
infrastructure

**Need for education and awareness among financial
institutions to mitigate these concerns.**

The Scary Truth: Battery Issues

Addressing Battery Risks: A Reality Check

Discussion on the risks of battery degradation and the importance of monitoring the state of health (SoH) of each battery.



Introduction to Mober's ongoing discussions with prospective investors to buy all EV batteries after their life. **This guarantees a residual value for the most expensive part of the vehicle. Highlight the possibility of Mober entering the second-life battery market and the second-hand EV market in the future.**



Mober's Innovative Solutions

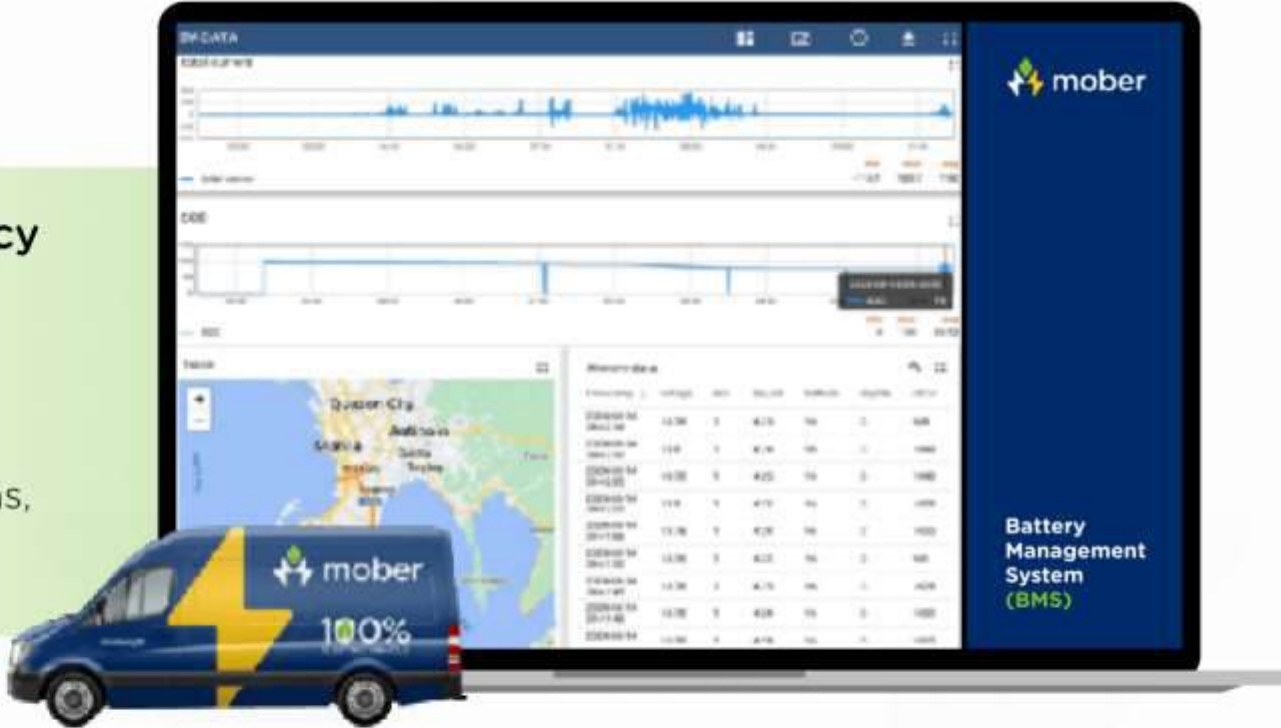
Mober's Response: Pioneering Solutions

Real-time data collection on battery health, ensuring

- ✔ Safety
- ✔ Longevity
- ✔ Cost-Efficiency

- Battery costs account for 40% of the total EV cost, making this a critical investment.
- **Proprietary TMS (Transport Management System):** Optimizes logistical routes, monitors EV CO2 emissions, and supports efficient fleet management.

Proprietary BMS (Battery Management System)



Mober's current fleet of 60 EVs, with 100 more units in transit.

The Infrastructure Gap

Zero Infrastructure: The Charging Challenge



Overview of the current lack of charging stations in the Philippines.



Discussion on how this impacts long-haul and mid-mile trucking operations.

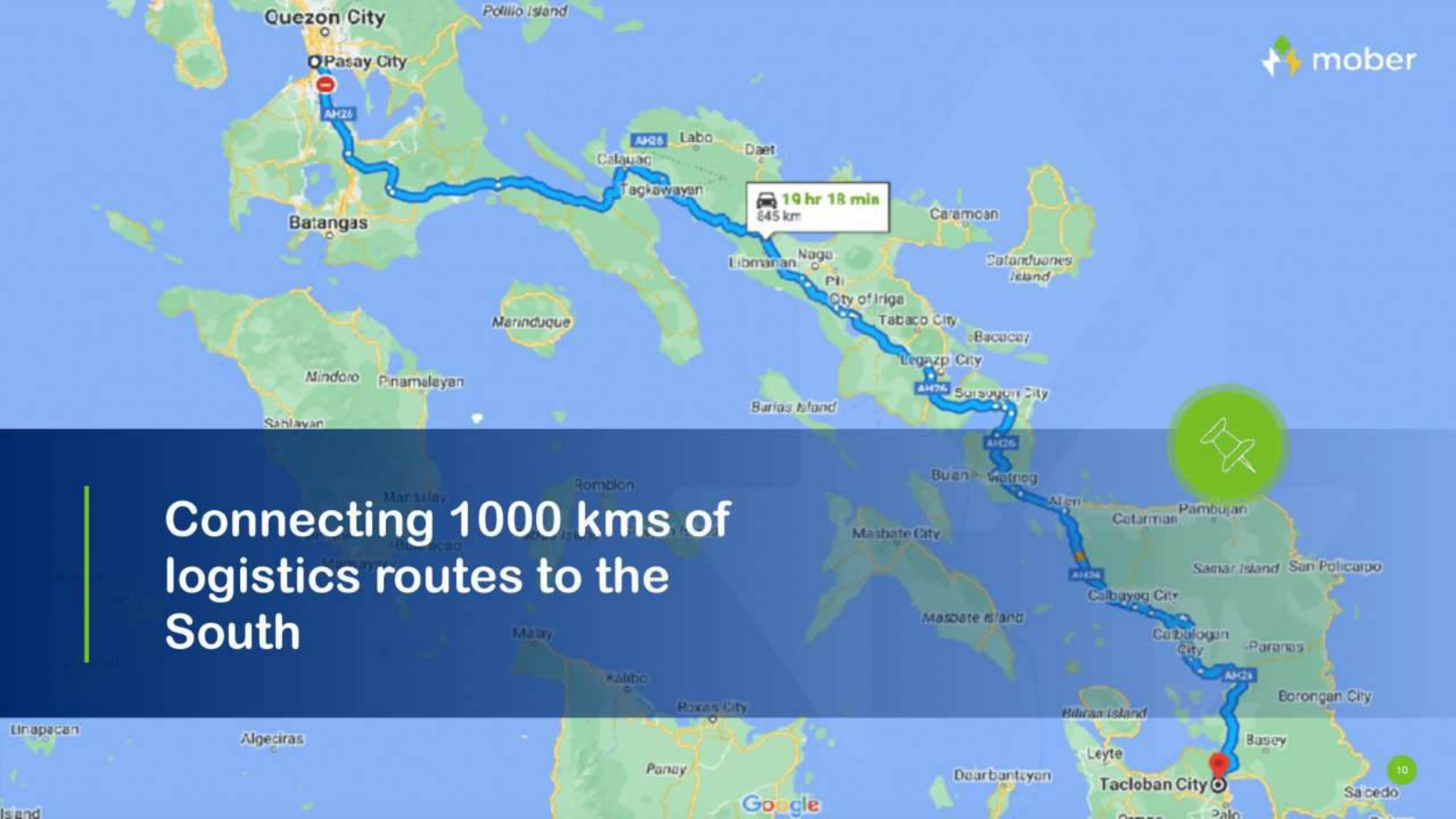


The need for rapid development of charging infrastructure to support green logistics.



Pioneering Charging Solutions

- ✓ Development of strategically located charging yards
- ✓ Partnerships to expand charging infrastructure
- ✓ Vision for national charging network



Connecting 1000 kms of logistics routes to the South

Optimizing with TMS

Smart Logistics Management



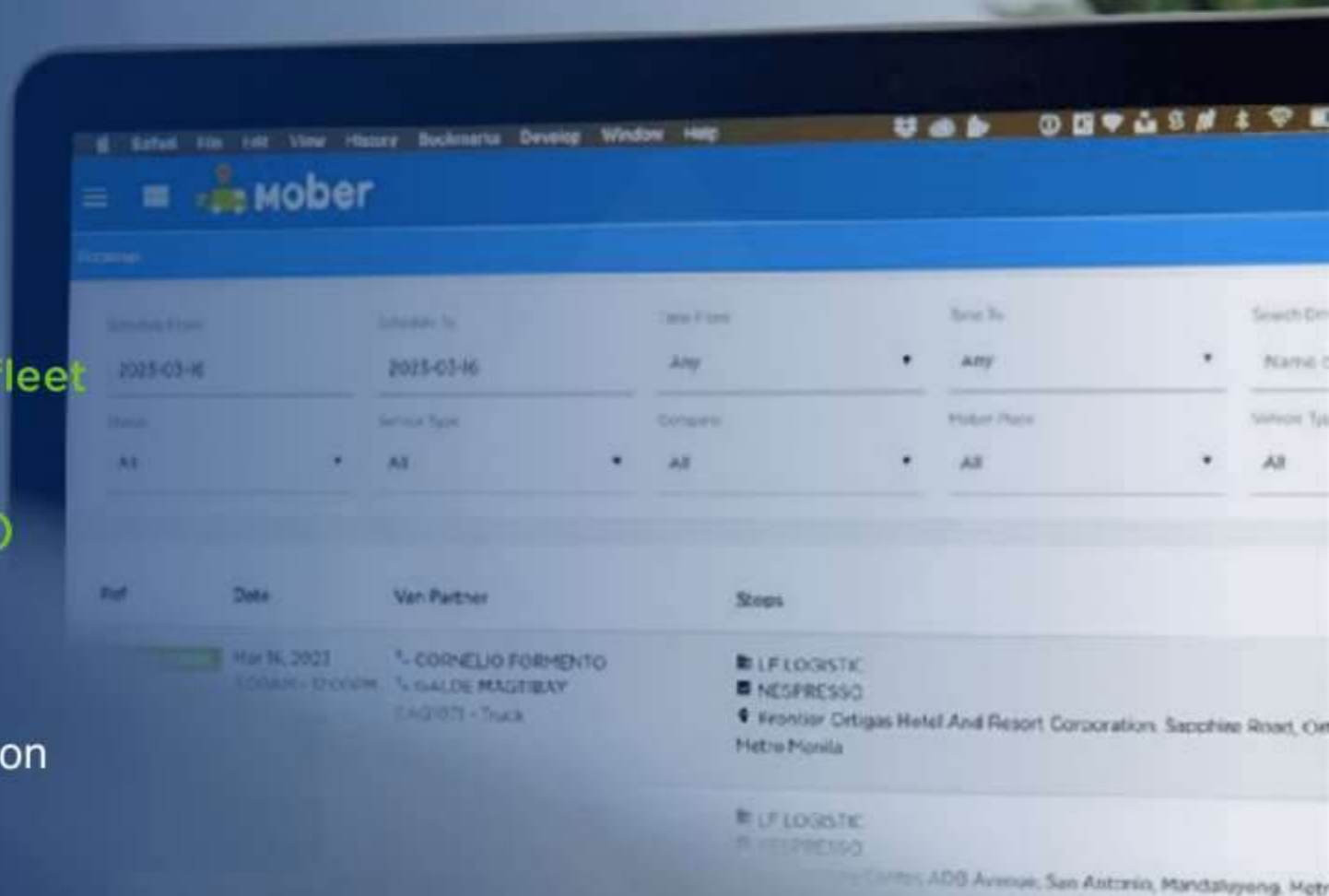
Benefits of TMS in **routing, scheduling, and real-time fleet operations.**



Live State of Charge (SOC) monitoring to ensure optimal battery performance.



Tracking and reporting of carbon emissions data to **support sustainability goals.**



Empowering Small Truckers

Empowering the Small Truckers: Mober's Vision



Mober's vision to help mom-and-pop truckers transition to EVs.



Renting out EVs and providing access to Mober's charging stations.



Collaboration with FMCG companies to support this model.

Market Entry Strategy



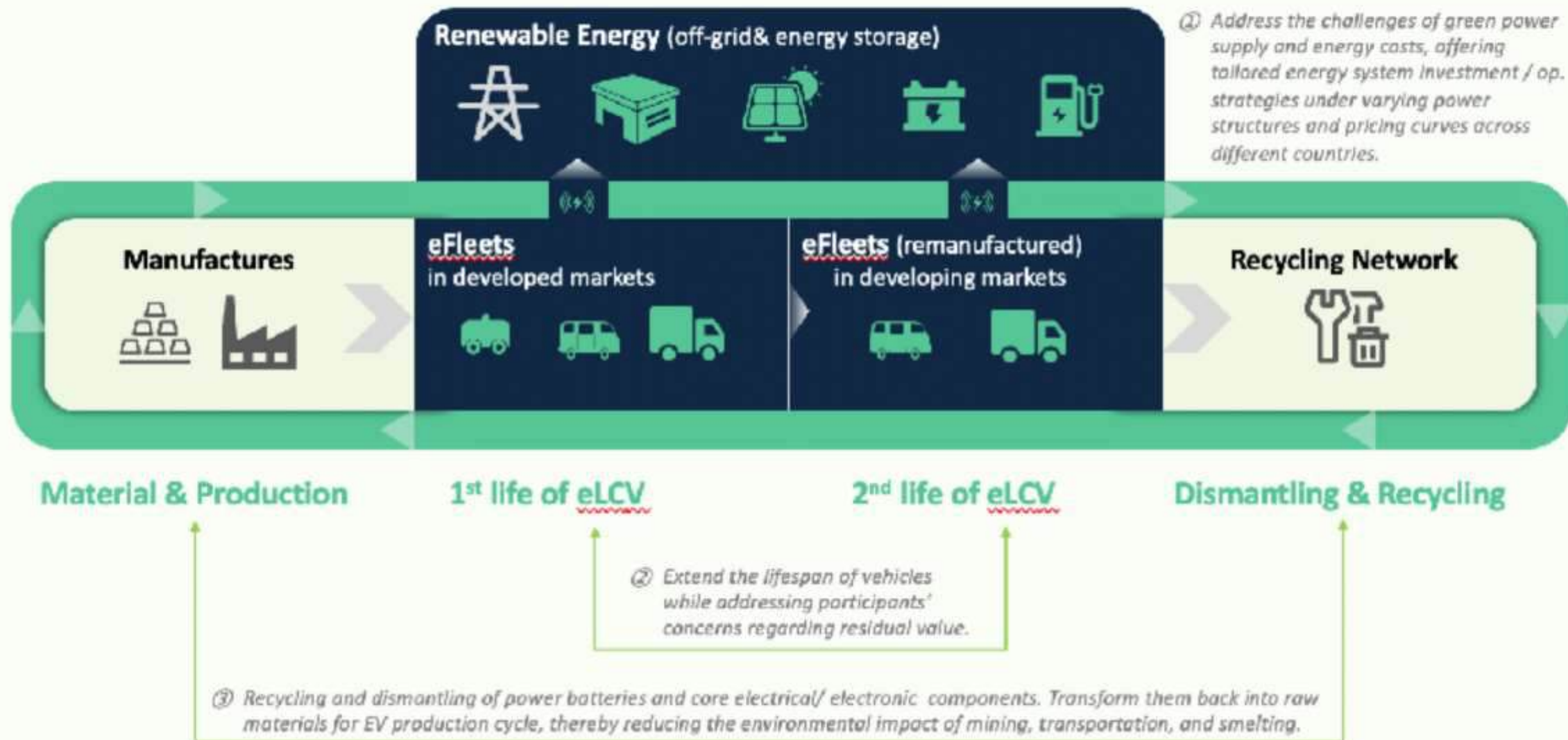
2024-2025:
Thailand ,Malaysia



2026:
Vietnam



EFE Solution - energy & fleet electrification for sustainable operation



Gallery:



The Green Journey

Gallery:







北汽雷驰多功能移动消防站

Dennis Ng

Founder & CEO

- ✔ The “EV Delivery guy” in the Philippines
- ✔ Founder of Govago, first taxi-dispatching system in Philippines
- ✔ Founder of Chismax Magazine, the first free showbiz magazine distributed in Hong Kong, Singapore, Guam, and Tokyo
- ✔ Previously spent >5 years at self-established salt trading business, second largest salt supplier in the Philippines
- ✔ Former auditor at Ernst & Young
- ✔ Graduated from Aquinas University with a Bachelor of Science in Accounting





SQUAWK
BOX 100

MOBER PLANS TO EXPAND DELIVERY FLEET TO OVER 300 EVS BY 2024

NASDAQ	-23.27
JKSE	+0.00
CHF	-0.0012

d 30.91 ▼ 0.3%(1.3m) Csl/d 260.57 ▼ 0.6%(97k) Telstra Group/d 3.79 ▲

Japan Overnight Cash Rate 0.10 - UNCH Australia Overnight Cash Rate 4.32 - UN



SINGAPORE



Go Green with Mober:
Decarbonize Your
Delivery Today!"

Zero Emission, Zero Capex

**Why buy EV, Just Partner
with Mober**

November 2024