DONKEY REPUBLIC



DONKEY REPUBLIC REPORT

Key Performance Indicators

Q1 2022

Company Announcement No. 3 – 2022

Strong growth in revenue puts Donkey Republic on track to double their revenue in 2022.

- **Total revenue is 1.0m € in Q1 up 84% from 2021 Q1.**
  Very strong growth of the rider revenue (+179% vs 2021) is driving this performance.
  As with H2 of 2021, we observe return of visitors in addition to improved local retention.
  With major subsidized operation (e.g. 1,650 e-bikes in Antwerp) starting later this year plus new bike deliveries scheduled for the summer, Donkey Republic is well positioned to achieve their revenue target of 9-10m € in 2022.
- **Number of users almost tripled (+179% vs. 2021 Q1) and number of trips reached over half a million in Q1 (+73% vs. 2021 Q1).**
  With Covid-19 related restrictions easing across Europe, the growth is coming to a large extent from visitors. Donkey Republic also continues to strengthen their local user basis, with around doubling their local riders compared to last year.
- **Strong growth of the sales pipeline of B2G and B2C deals.**
  Especially top of the pipeline grew significantly thanks to new sales initiatives. Overall, both SaaS and subsidized MaaS pipeline grew in Q1 in line with expectations.
- **Continued progress recorded on the longer-mileage of the ebikes.**
  Performance per battery swap has improved from below 5 rentals per swap with Gen1 ebikes to above 10 rentals with Gen2 ebikes.
- **Made significant upgrades in city operations with retooling of reporting, vehicles and training materials.**
  A new standardization of operations is ongoing also in Q2, as we make Donkey operations the best practice in quality, financial viability and scalability.

KEY PERFORMANCE INDICATORS Q1 2022 (01. January - 31. March 2022)

Total

Metric	Total for Q1 2022	Year on year growth compared to Q1 2021
Total revenue[1]	**1.0m €**	**⬆ 84%**
Users[2]	**55k**	**⬆ 179%**
Trips[3]	**566k**	**⬆ 73%**
Fleet size (active bikes)	**13k**	**⬇ -2%**
CO_2 savings	**72 ton**	**⬆ 73%**

[1] *Total revenue are unaudited figures*
[2] *Users with a minimum of one rental*
[3] *Trips are defined from when bike is unlocked to locked again*

MAKING CITIES MORE LIVEABLE

The 566k trips taken with an average of 3 km per trip on Donkey Republic bikes in Q1 2022 correspond to total positive impact of:



1.4m € in health benefits



72 Tons in CO_2 savings



72k € in congestion savings

IT'S GREENER ON OUR SIDE OF THE ROAD

Today **more than 70%** of Europeans live in cities and therefore transforming the way we move is critical in achieving a sustainable future. **There are 4 major areas that bike sharing has a positive impact on:**



IMPROVING PUBLIC HEALTH



MINIMIZING EMISSIONS



REDUCING CONGESTION



BETTER USE OF PUBLIC SPACE

Note: The calculations are based on data from the following sources:

DTU / COWI: Transportøkonomiske enhedspriser for cykling
Minister of Transport of Denmark: Evaluation of small motorized vehicles
Eurostat: Handbook on the external costs of transport
OECD: Assessing the Environmental Performance of New Mobility

See more about sources, and calculations on this GoogleSheet: Donkey Footprint Analyses

EXPANDING ACROSS EUROPE

Q1 New Cities[1]

(Not launched yet)

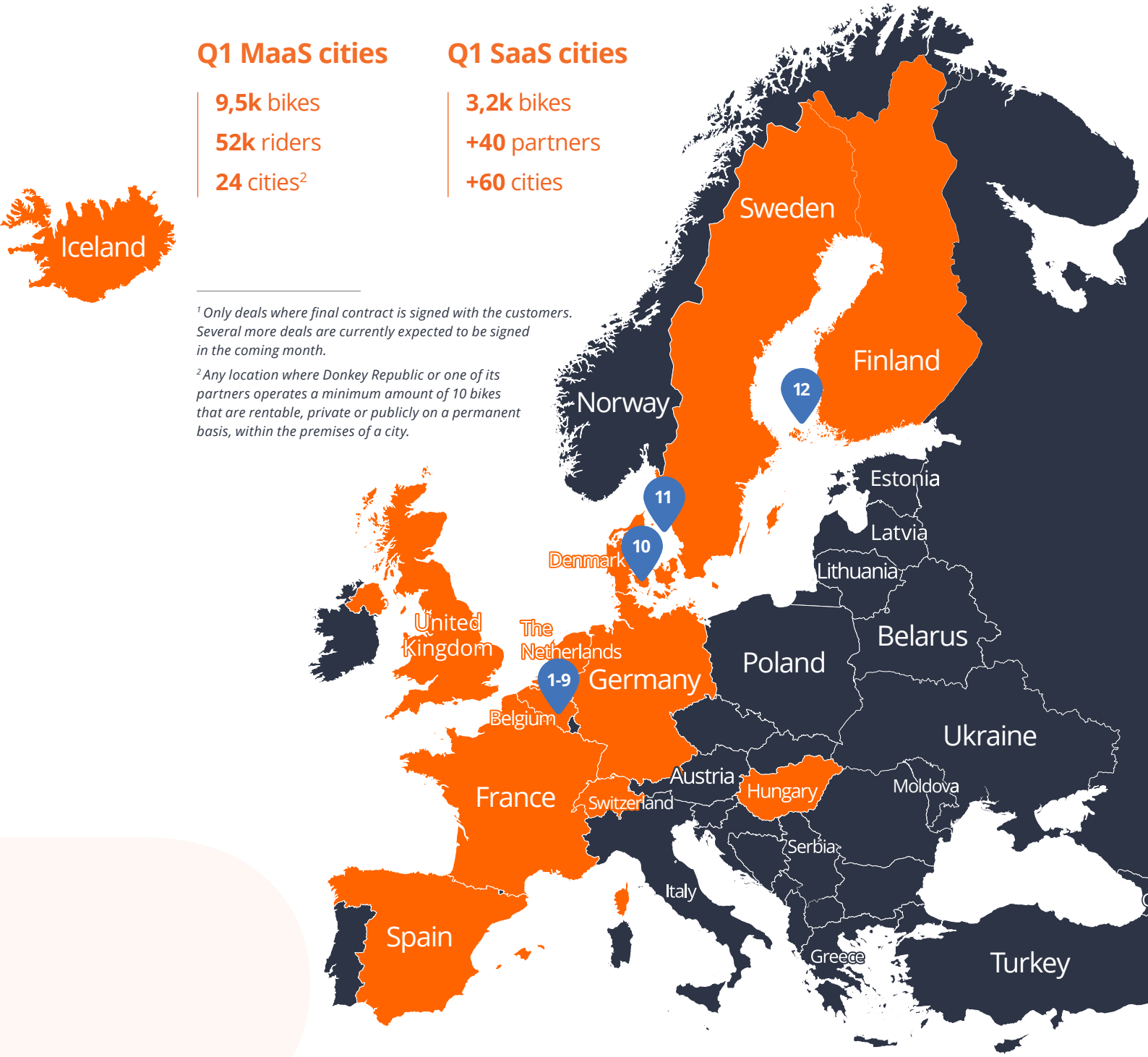
1. **Hemiksem**, BE
2. **Wommelgem**, BE
3. **Brasschaat**, BE
4. **Beveren**, BE
5. **Boechout**, BE
6. **Mortsel**, BE
7. **Kapellen**, BE
8. **Borsbeek**, BE
9. **Edegem**, BE
10. **Herlev**, DK
11. **Ven**, SE
12. **Åland**, FI

Q1 MaaS cities

9,5k bikes
52k riders
24 cities[2]

Q1 SaaS cities

3,2k bikes
+40 partners
+60 cities



[1] *Only deals where final contract is signed with the customers. Several more deals are currently expected to be signed in the coming month.*

[2] *Any location where Donkey Republic or one of its partners operates a minimum amount of 10 bikes that are rentable, private or publicly on a permanent basis, within the premises of a city.*

ABOUT DONKEY REPUBLIC

Donkey Republic is a leading provider of end-to-end bike-sharing solutions. The company is expanding across Europe and as of **Q1 2022**, it operates **9k bikes in 24 cities** as Mobility-as-a-Service ("MaaS") provider as well as licenses its platform as Software-as-a-Service ("SaaS") to partners operating **3k bikes across 60 cities.**

Based on its proprietary software at the core, **Donkey Republic offers** cities and local partners **a fully integrated turn-key solution**, including software critical to all stakeholders, bikes, operations, and support services. Donkey Republic taps into megatrends such as **sustainability**, **sharing economy**, and **urbanisation**, and has a vision of making city life better for everyone with affordable and responsible bike-sharing.



JOIN OUR CEO FOR Q1 WEBINAR

DATE: APRIL 8th
TIME: 13.00-13.30

CLICK HERE TO REGISTER

Donkey Republic invites you to an online webinar presentation of our Quarterly KPI report for Q1 2022.
The report will be released April 6th 2022.

Program: 13.00-13.30
- Introduction from Donkey Republic (10 min)
- Summary of Q1 2022 developments (10 min)
- Q&A (10 min)

Add event to Google Calendar here click here

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