



VivaDrive

AI-empowered mobility

Mateusz Maj | Brussels 2024

Municipal energy transformation

- 1 Transport accounts for 25% of GHG**
with 70% of city CO₂ from road vehicles
- 2 Strong regulatory pressure**
Green Deal, CSRD, Clean Vehicle Directive
- 3 Urban fleets are pivotal in zero-emission transportation**
- 4 Important challenges ahead**
high upfront costs, infrastructure development, and operational integration



Longstanding barriers



Decreased productivity



Capital risk



Grid constrains



Operational complexity

Temporary barriers



Upfront cost



Vehicle availability



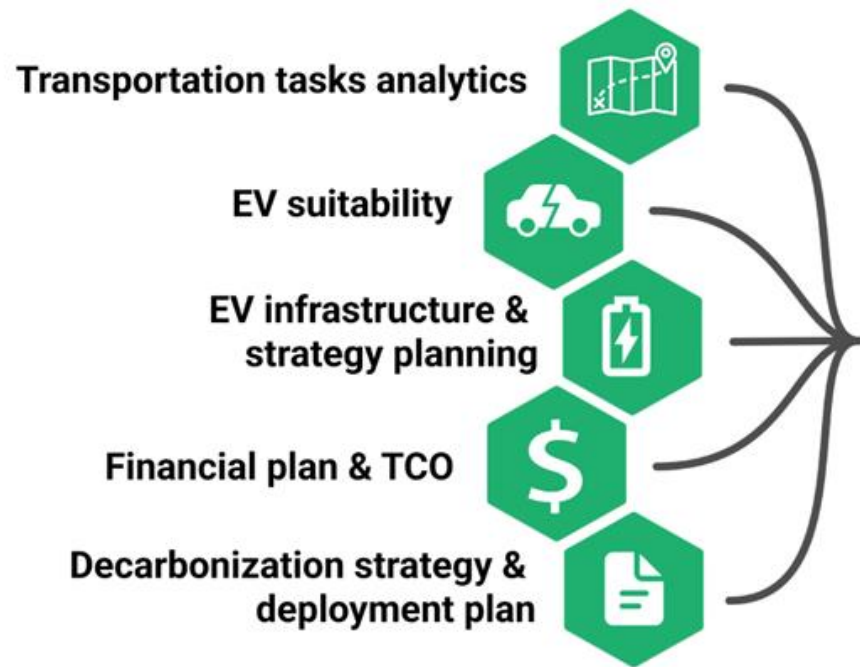
Charging availability



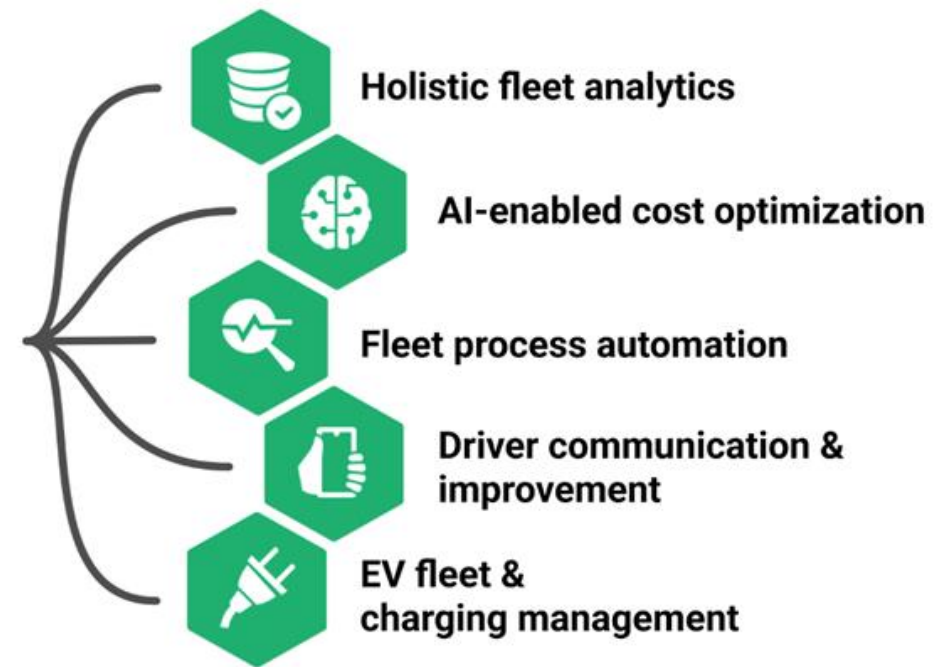
Consumer concerns

AI-empowered fleet Digital Twin

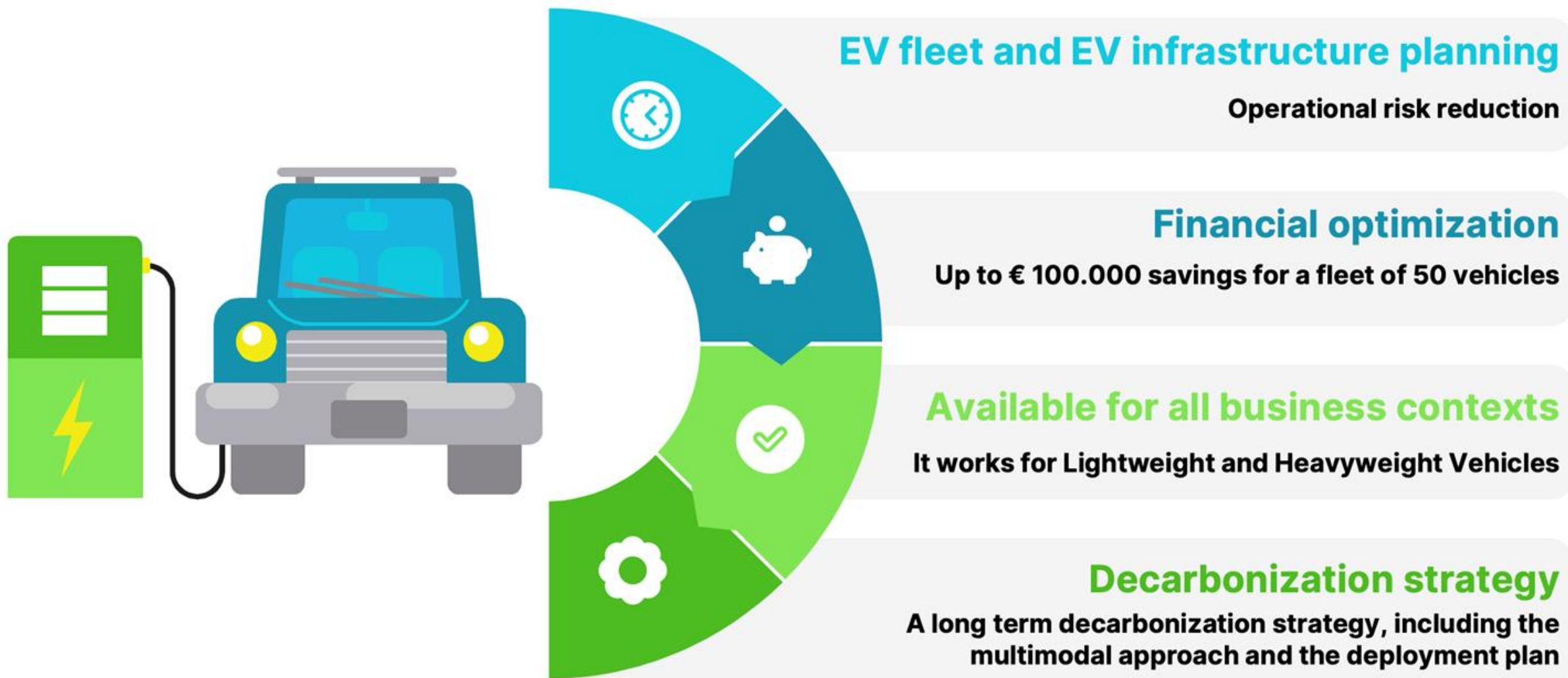
Fleet electrification



Fleet management



Decarbonize your urban/municipal/city fleet



Build an optimal charging network for your customers/citizens/businesses

Find a single charging point

- 1 Find an optimal charging location
- 2 Assess location potential
- 3 Assess the technical aspects incl. grid
- 4 Determine the best charger for the location

Plan a charging network

- 1 Determine the best expansion strategy
- 2 Assess the socio-economic, demographic and traffic contexts
- 3 Calculate the financial scenarios

Better manage your low/zero-emission fleet



- 1 40% Cost optimization**
€1.000 annually per car
- 2 100% emission reduction**
600t CO2 annually for an average fleet
- 3 Effective multimodality management**
- 4 ESG reporting**

Business approach - synergy in action: 1+1 =3 (B2B2B)



1

Partnerships

Financial services, Energy utilities, Administration

2

Value Added Services

Fleet management, Fleet Electrification, Infrastructure Planning

3

Simple financial model

License for a partner and subscription for a VAS customer

4

Joint effort – joint goals

We combine our expertise and technical capabilities to deliver best-in-class solutions



Electromobility is behind the corner

All EU fleets 100% zero-emission by 2050

- EU - No ICE car registration by 2035
- EU - AFIR accelerates EV charging infrastructure
- BE - All company cars electric by 2026
- PL – zero-emission transportation in public administration since 2022

Our target market in the EU

255k

#Companies
we target
(>30 cars, EU)

33 655
(in '000)

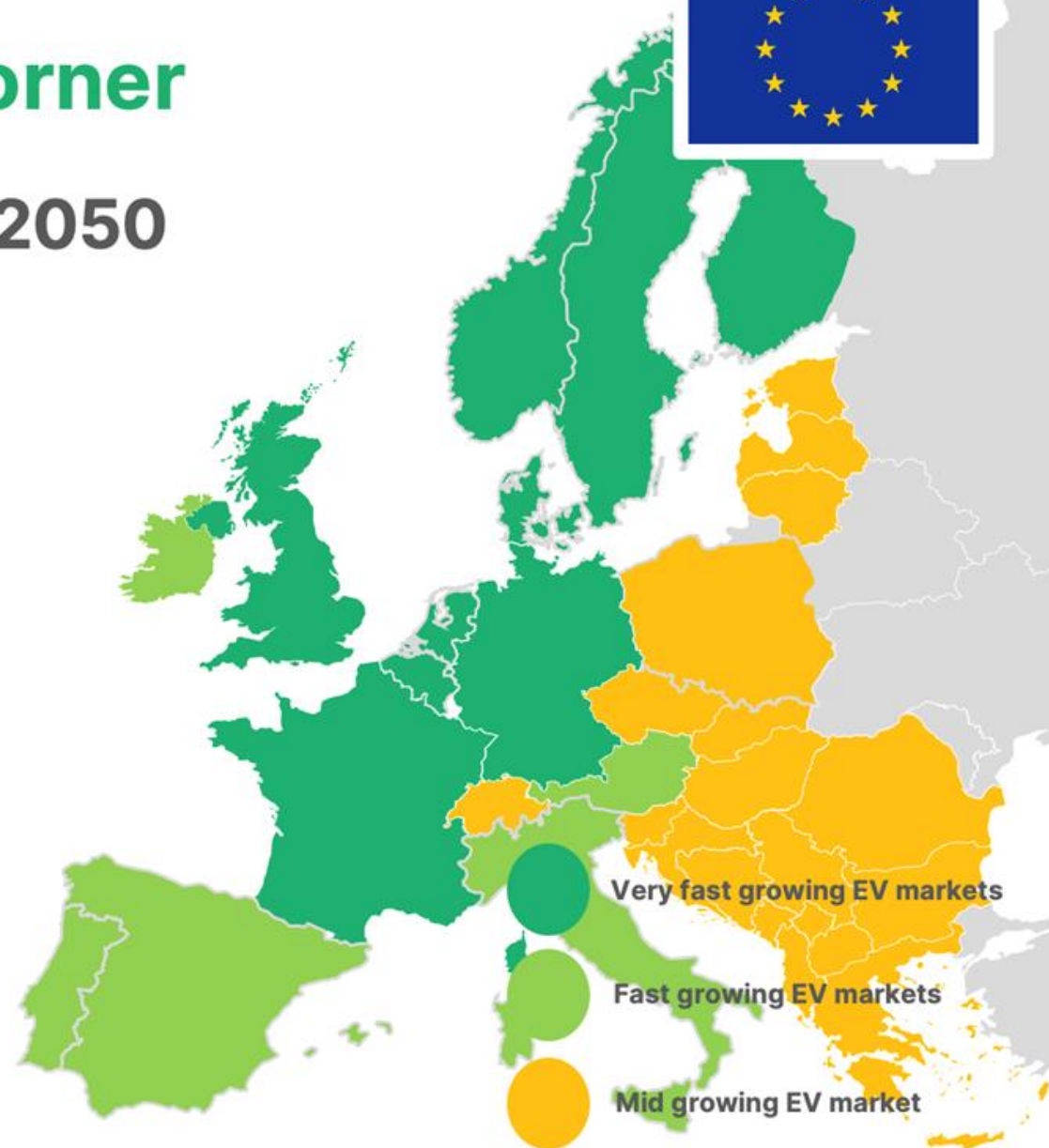
#Vehicles
we target
(<3.5t, EU)

€6 bn

Total
Addressable
Market

28.2%

of CAGR
up till 2030



Example: fleet management (PL)



The best fleet solution in Poland



- 1 Technology partner of PZU group in Poland, **the largest financial group in the CEE region** (2.5M cars insured)
- 2 **Problem:** offer digital services to customers that improve retention and reduce claims
- 3 **Joint projects** in fleet management (1) and fleet electrification (2)
- 4 **600 customers** and **100.000 vehicles** under management

(1) https://www.pzu.pl/_files/assetmanager/item/1539536

(2) https://media.pzu.pl/informacje-prasowe/szczegoly/PZU_iFlota_EV

Example: fleet electrification (PL)



- 1** **Problem:** boost sales of own zero-emission solutions e.g. PV
- 2** Joint offer for customers that helps them **decarbonize their fleet** and **introduce cost-effective energy flow**
- 3** Thanks to offering unique approach we offer effective way to attract new leads, boost the sales conversion rates

Case study: PKO BP



Bank Polski

Polish largest bank wanted to create a fleet electrification and mobility strategy for its entire fleet, including charging infrastructure and ESG reporting approach.

Results





- Fleet electrification strategy created
- Mobility approach created
- ESG reporting assessed including Scope 3
- Joint offer with [e.on.](#) for company charging infrastructure

Example: Fleet customer analytics (PL)



- 1 **Problem:** Boost sales of EV cars
- 2 Joint project offering customers **fleet decarbonization solutions** and **ESG reporting**
- 3 Expandable across other automotive players

One-stop shop for effective mobility

	AI-enabled multi-mobility analytics	B2B2X model & partnerships	Focus on ESG & Decarbonization	Advanced insurance functionalities	GenAI capabilities
VivaDrive	✓	✓	✓	✓	✓
 SAWATCH	x	✓	✓	x	x
 webfleet solutions	x	✓	x	x	x
 OCTO	x	✓	x	✓	x
 ALD Automotive	x	x	✓	x	x

Next steps

1

1M EUR round

Monetization of the current customer-base, enter new markets (DE, FR, BE, CEE)

2

Sign new partnerships

We are finalizing 3 large partnerships in Poland (Oil&Gas, Energy utility, Bank), started working with **FIA** on road safety initiatives and we look for partners abroad

3

Enter the Public Sector

We started addressing the public sector – corporate/municipal/regional/city fleets in Poland and as of 2025 we will start scaling up in the CEE region

Proven track record in Insurtech, Automotive, Mobility & AI



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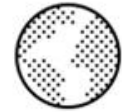
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Why VivaDrive?



+100.000 vehicles under management



Scalable business model on a growing EV market with prestigious partners in Poland and Germany



Relevant solution for corporate and public players that are pivotal in energy transformation



International and experienced team



AI-driven and secure (SecNumCloud certified)



Enterprise Forum
CEE

