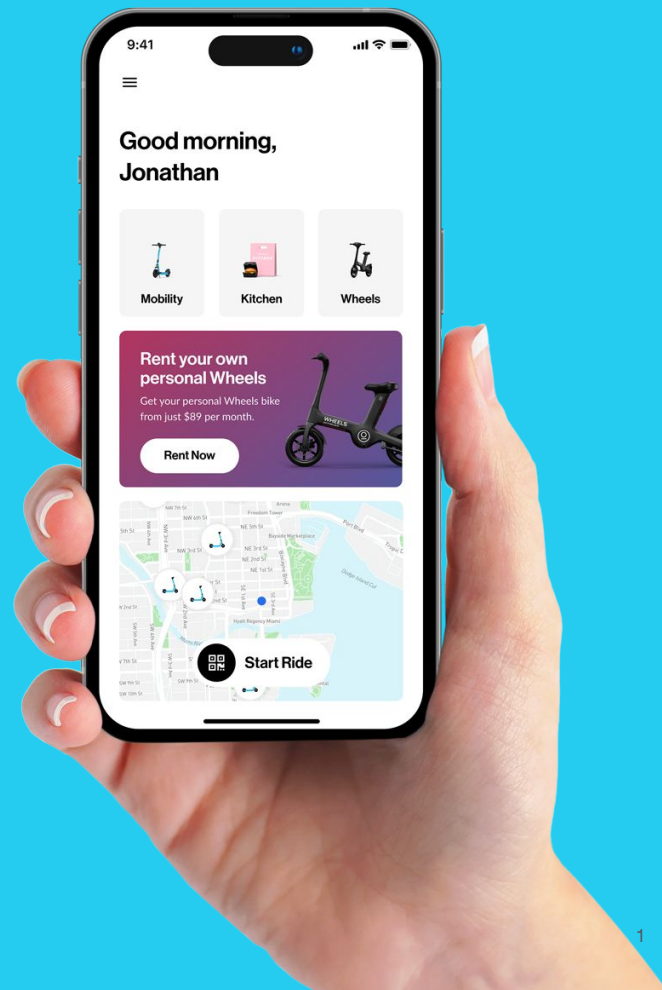


# HELBIZ

NASDAQ: HLBZ

## Earnings Presentation

March 2022



# Disclaimer

## Additional Information and Where to Find It:

Helbiz, Inc. ("Helbiz") files quarterly, annual and current reports with the U.S. Securities and Exchange Commission ("SEC"), and those reports are available on the SEC's website at [www.sec.gov](http://www.sec.gov). You may obtain a copy of those reports and each of the company's other filings with the SEC, without charge at the SEC's website at [www.sec.gov](http://www.sec.gov) or by writing to Helbiz, Inc., 32 Old Slip, New York, NY 10005, Attn: Salvatore Palella, Chief Executive Officer.

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## Industry and Market Data

In this Investor Presentation, Helbiz relies on and refers to information and statistics in the sectors in which it competes. Helbiz obtained this information and statistics from third-party sources believed to be reliable, including reports by market research firms. Helbiz has supplemented this information where necessary with its own internal estimates, taking into account publicly available information about other industry participants and its management's best view as to information that is not publicly available. Helbiz has not independently verified the accuracy or completeness of any such third-party information.

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This presentation contains financial forecasts. Helbiz's auditor has not audited, reviewed, compiled or performed any procedures with respect to the company's projections for the purpose of its inclusion in this presentation, and accordingly, it has not expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this presentation. These projections are for illustrative purposes only and should not be relied upon as being necessarily indicative of future results. In this presentation, certain of the above-mentioned projected information has been provided for purposes of providing comparisons with historical data. The assumptions and estimates underlying the prospective financial information are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information. Projections are inherently uncertain due to a number of factors outside of Helbiz's control. Accordingly, there can be no assurance that the prospective results are indicative of any future performance of Helbiz or that actual results will not differ materially from those presented in the prospective financial information. Inclusion of the prospective financial information in this presentation should not be regarded as a representation by any person that the results contained in the prospective financial information will be achieved.

# FY 2022 Financial Results

HELBIZ

# Key Takeaways

- **Strategic transformation:** Focus on near-term profitability and sustainable growth, prioritizing core micro-mobility opportunity.
- **Wheels merger and B2B2C model:** The merger with Wheels extends Helbiz's vehicle types and refines the business model, providing a cost-effective and profitable B2B2C model that does not require licensing.
- **Partnerships:** Helbiz established partnerships with industry leaders like WeTaxi and Google Maps and is planning to integrate public transit options into its platform to provide users with a seamless multi-modal transportation experience.
- **Financial performance:** Helbiz's revenue increased by 21% y/y in 2022. The company is focusing on reducing operating expenses, optimizing cost structure, and achieving bottom line profitability.



# Financial Results

FY 2022

- Full-year 2022 revenue **up 21% y/y**
- Combined pro forma **full year revenue** of Helbiz and Wheels Labs Inc. would have amounted to **\$21.2 million**

 **15%**

Full-year 2022  
AAPUs up

 **10%**

y/y decrease in mobility  
cost of revenue

# A ride for every preference

Demographic & pricing for every vehicle type

Sharing



**E-Scooter**



**E-Bike**



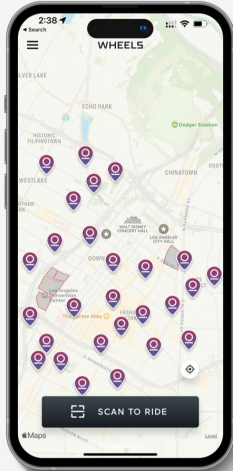
**E-Moped**

Sharing &  
Long Term Rental

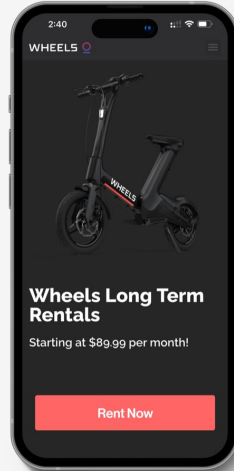


**Wheels e-bike**

# Wheels Revenue streams



Sharing



Long Term Rentals

## Universities

**E& Cooperative Services**  
Sourcing. Strategy. Savings.®



Exclusive Micro-Mobility Partner of E& Cooperative Services to expand Campus' operations in North America bypassing RFP processes with 5,800 member universities

## Corporate

Dedicated access to fleets of e-vehicles to employees of medium & large corporations.



Google is paying for Helbiz Wheels commuter subscription plan for its employees.

## Delivery Services

Dedicated, personalised fleets of electric vehicles to companies employing networks of drivers or with delivery needs.



Wheels is the only electric vehicle incorporated into Uber Eats vehicle marketplace.

## Direct Partnerships

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