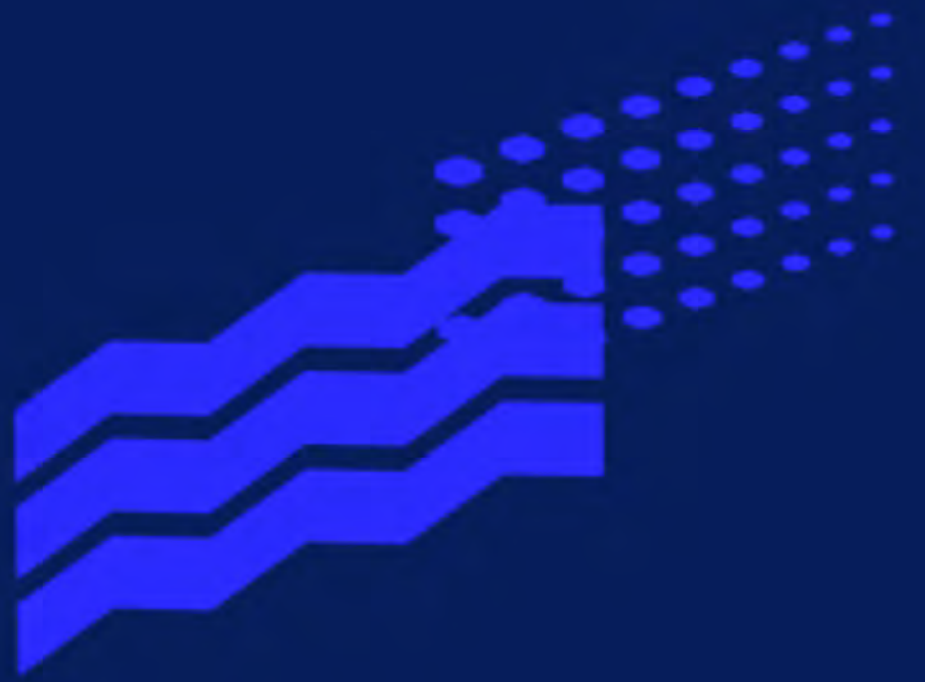
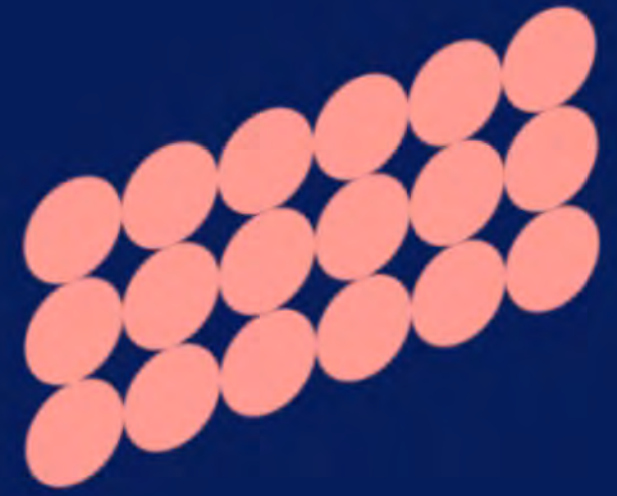


ENVOY



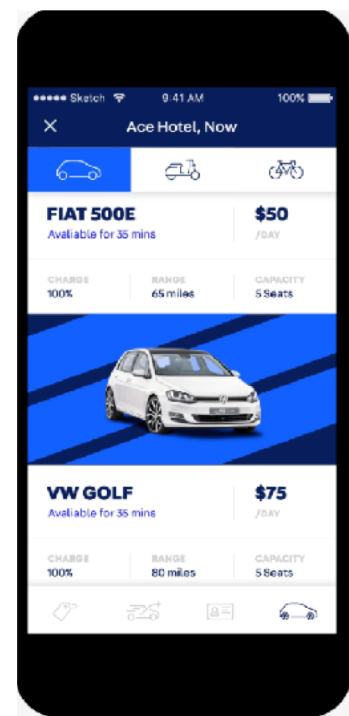
Electric Vehicles Parked At Your Doorstep

Envoy is a community-based shared mobility platform for
apartments+hotels+workplace



Mobility as an Amenity

LIVE
WORK
STAY



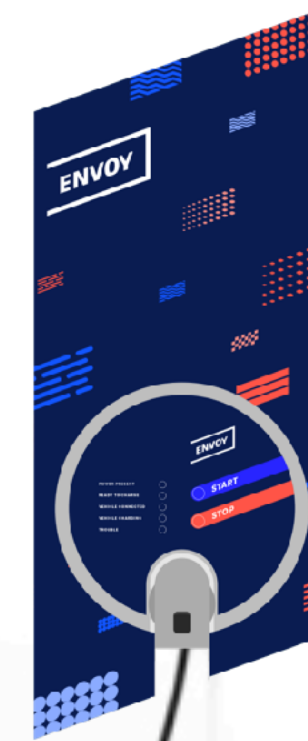
Technology

Full service app:
registration, reservation and
unlocking vehicles



eMobility

In-car hardware + Mobility
Tesla S, Fiat 500e, VW e-Golf, Nissan LEAF
e-Bikes, e-Scooters



EV Infrastructure

Install and maintain
Chargepoint, Greenlots, EV Connect

ENVOY

Turnkey Solution

Real Estate Service



The App

Envoy's **self-service app** provides a **fully automated** and intuitive interface. Go from **registration to reservation in minutes**.



Roadside Assistance

Envoy provides **24/7** live customer & roadside assistance that covers towing, vehicle lockout, flat tire, dead battery and minor mechanical first aid.



Insurance

Envoy insurance policies include auto for members, property, general & liability and worker's comp.



Upkeep

Envoy handles all **maintenance**, car registration and car washes. Envoy uses a **waterless carwash service**. Vehicles are washed every 10 days and detailed every quarter.



Data

Telematics data will be shared with real estate partners that will help create **better lifestyle experiences** for communities.



Community Based Mobility

Turn Key solution for Mobility as an Amenity

Parking & Charging

Vehicles parked and charged in a dedicated **parking** spot



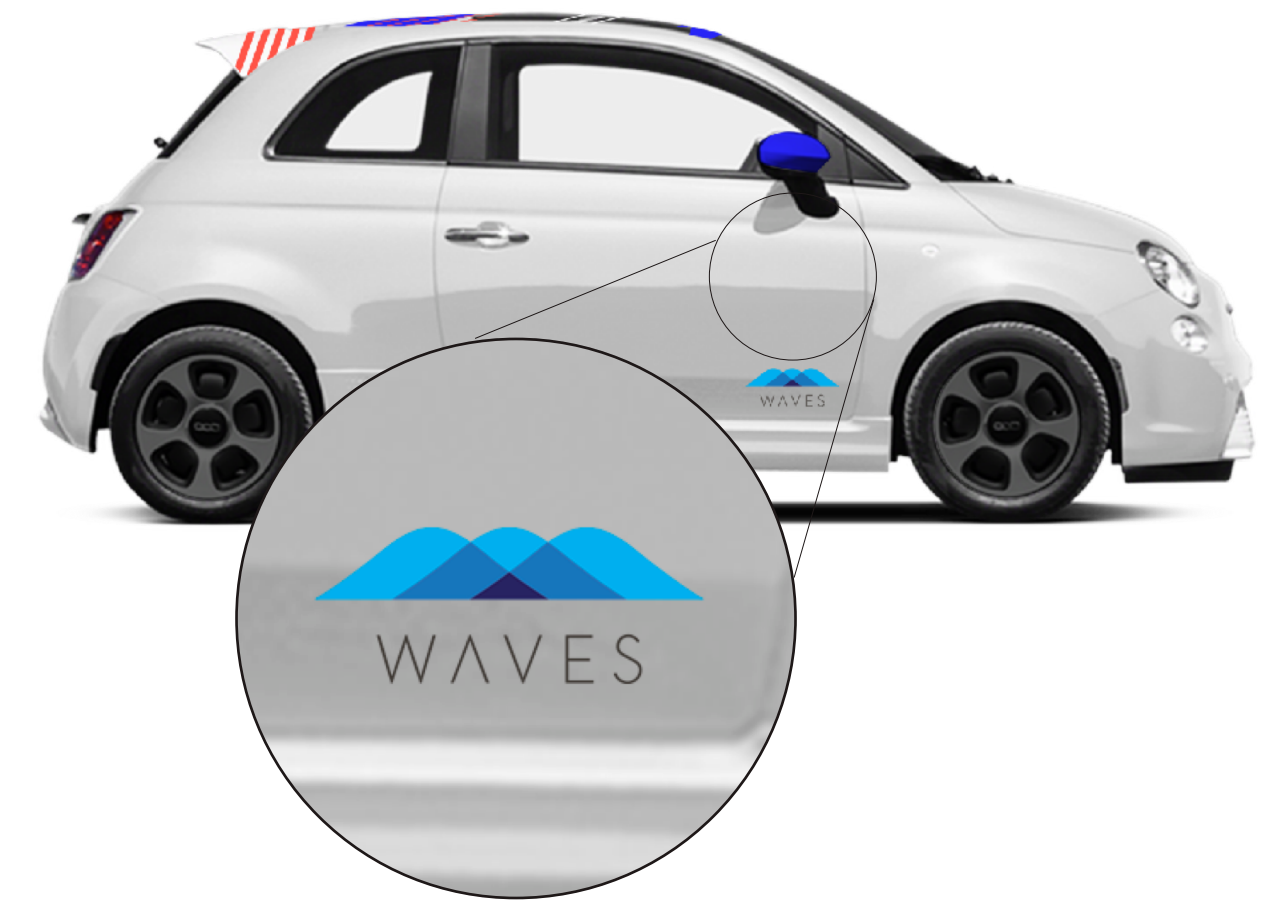
Access Control

The same **keycard** that gets a tenant into a building can get them into an Envoy car



Vehicle Branding

Branding the vehicles unique to their property locations



An Electric Vehicle for *Every* Lifestyle

LIVE
WORK
STAY

Luxury



Tesla Model S
Range: 249 miles

Tenant Pays:
\$.45/min | \$30/hour |
\$140/day

Net Property Cost:
\$550/month*
*\$1,800/month - (\$1,250) estimated revenue share



Tesla Model X
Range: 237 miles

Tenant Pays:
\$.45/min | \$30/hour |
\$140/day

Net Property:
\$550/month*
*\$1,800/month - (\$1,250) estimated revenue share

City



Chevrolet Bolt
Range: 238 miles

Tenant Pays:
\$.25/min | \$15/hour |
\$75/day

Net Property:
\$450/month*
*\$900/month - (\$450) estimated revenue share



Volkswagen e-Golf
Range: 125 miles

Tenant Pays:
\$.20/min | \$12/hour |
\$60/day

Net Property:
\$400/month*
*\$750/month - (\$350) estimated revenue share



NEW Nissan Leaf
Range: 151 miles

Tenant Pays:
\$.25/min | \$15/hour |
\$60/day

Net Property:
\$400/month*
*\$750/month - (\$350) estimated revenue share



Fiat 500e
Range: 85 miles

Tenant Pays:
\$.25/min | \$15/hour |
\$75/day

Net Property:
\$250/month*
*\$600/month - (\$350) estimated revenue share

2-wheels



eBikes & eScooters
Range: 30 miles

Tenant
Cost: Subscription

Property Pays: \$0/month

Included:

50% revenue share
on all vehicles

Free EV charger &
install

Auto/Property
insurance

24/7 roadside
assistance & customer
support

ENVOY

*All numbers are for illustration purposes only, are not intended to present income projections, and are subject to change.

Customer Story

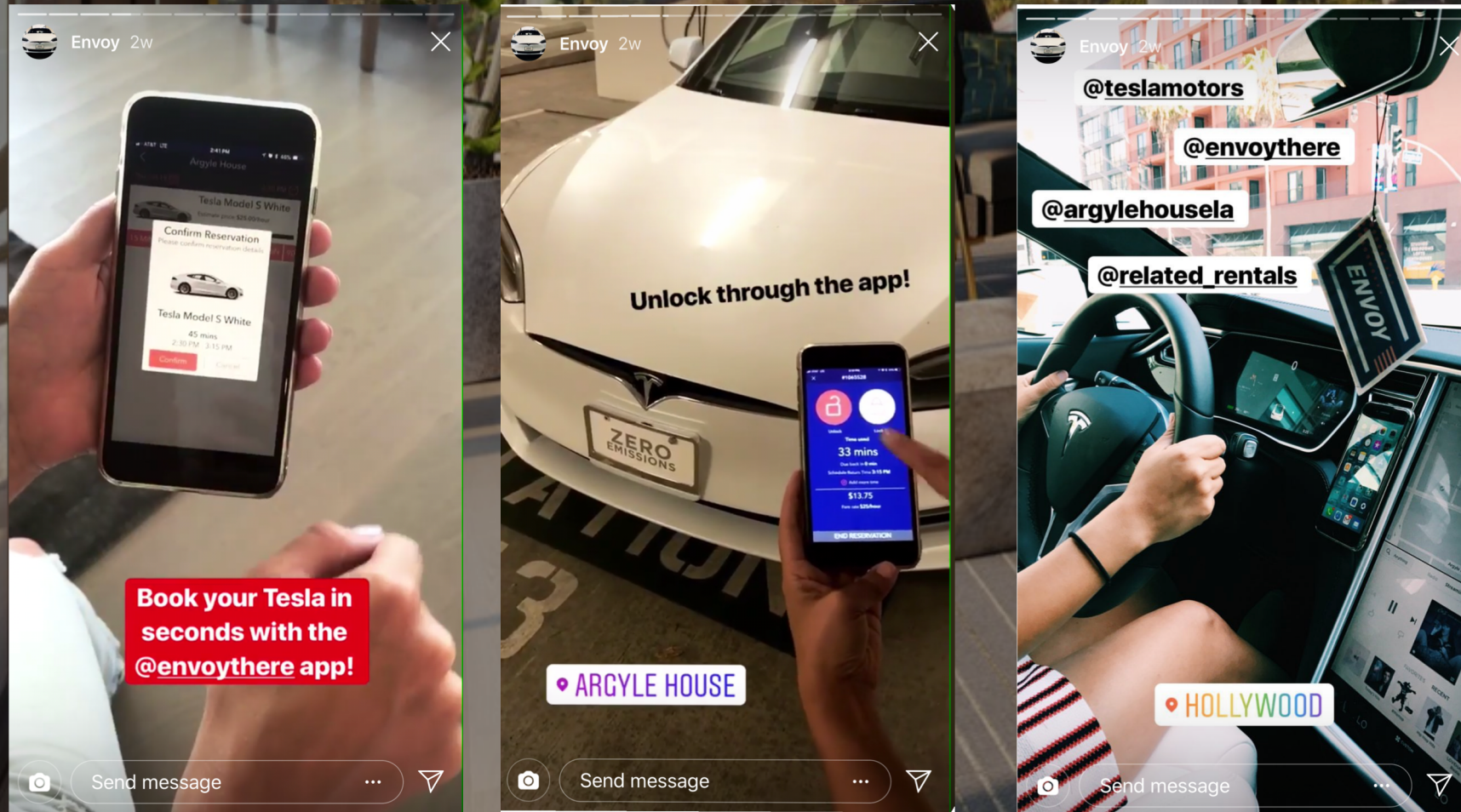
LIVE
WORK
STAY

Client:	Related
Property:	The Argyle House
Market:	West Hollywood, Ca
Units:	114
Occupancy:	Less than 20%
Property Built:	2018

2018 Tesla Model S

Property Cost **\$550/month***

The Argyle House a new development by Related saw an immediate impact on lease up and resident satisfaction with Envoy. Over 50% of current residents are using Envoy on weekly basis.



*Net cost to property \$550 after 50% revenue share

ENVOY

Competitive Advantage

Key Differentiators

Zipcar is the wash and fold down the street. **Envoy** is the laundry concierge in your building. *Zipcar* requires parking to be open to the public and cannot be behind closed gates.

LIVE
WORK
STAY

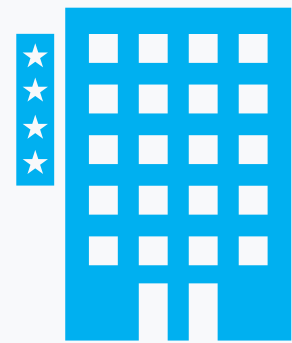
- Community-based mobility**
- Long Term Exclusive Agreements*
- Multimodal transportation**
- All Electric Vehicles*
- Electric Vehicle Infrastructure**
- Real Estate Focused*

	ENVOY	ZIP CAR by Avis	MAVEN by GM	REACH NOW by BMW	CAR2GO by Mercedes
Exclusive Property Amenity	✓	✗	✗	✗	✗
Electric Fleet + Infrastructure	✓	✗	✗	✗	✗
Entitlement Services (reduce parking ratios)	✓	✗	✗	✗	✗
Data Sharing	✓	✗	✗	✗	✗
Community Integration	✓	✗	✗	✗	✗
Choice of Electric Makes and Models	✓	✗	✗	✗	✗

ENVOY

Partner Experience

Launching Envoy at new communities



1. Property Information

1 to 2 minutes

Online Form



2. Onsite Inspection

15-20 minutes

Identify Parking Spots
Electrician Quote



3. Mobility Agreement

We move fast....

Negotiate, Sign & Execute



4. Install

2-3 weeks

Permit, install,
energize

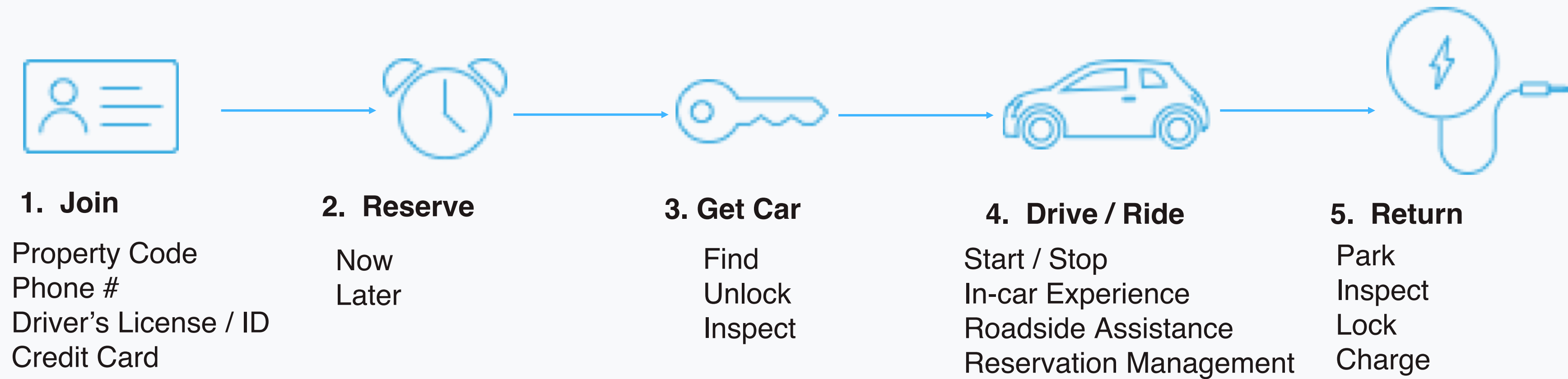


5. Launch

1 week after install

Train Staff
Launch Event

User Experience



In The News

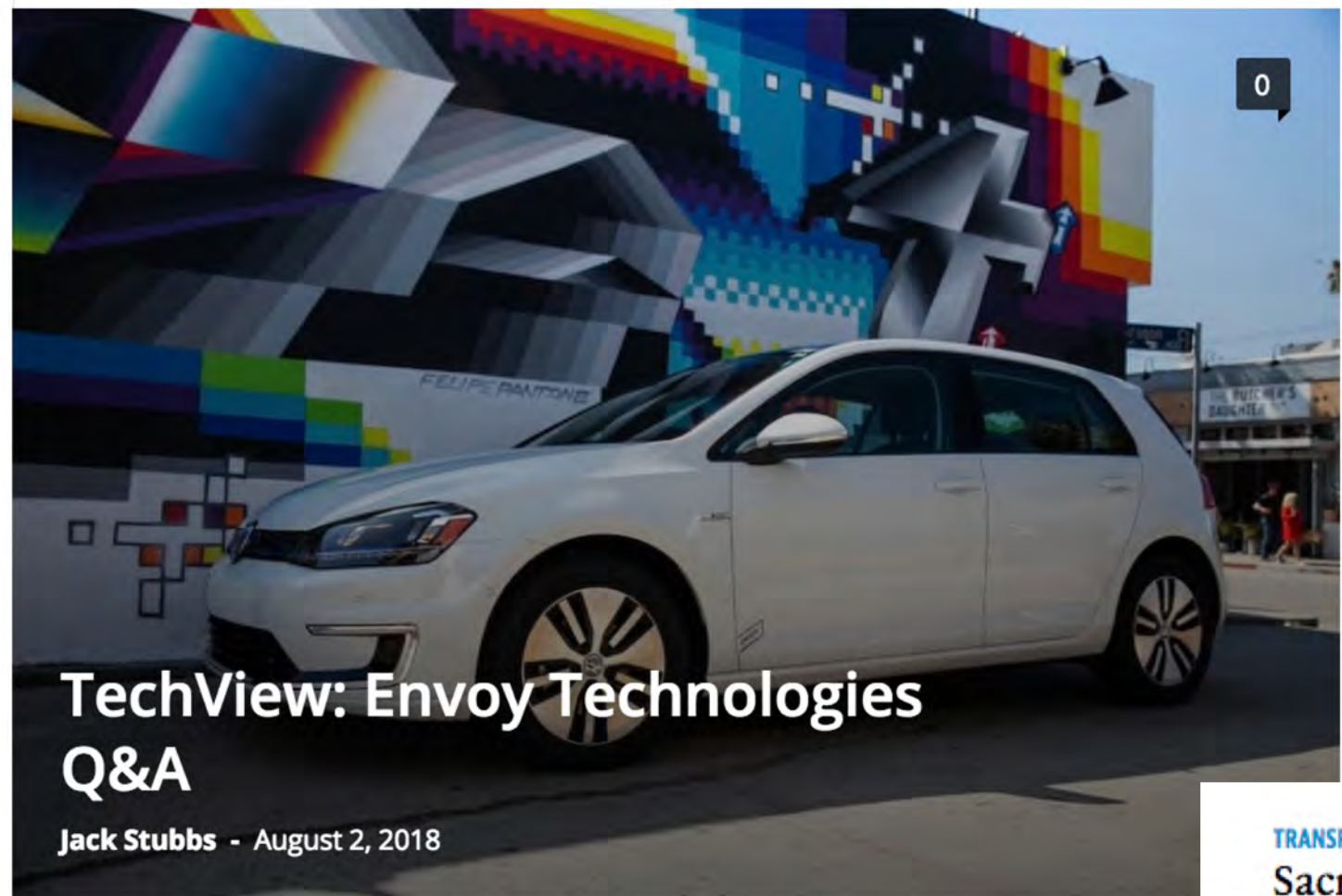
THURSDAY, AUGUST 2, 2018 ADVERTISING CONTACT US JOBS

THE REGISTRY

PUGET SOUND REAL ESTATE


HOME COMMERCIAL RESIDENTIAL FINANCE AEC CONTRIBUTORS CALENDAR NEWS

TRENDING NOW TecBosa Development Acquires 18,000 SQFT Lot in Downtown Bellevue for \$11MM

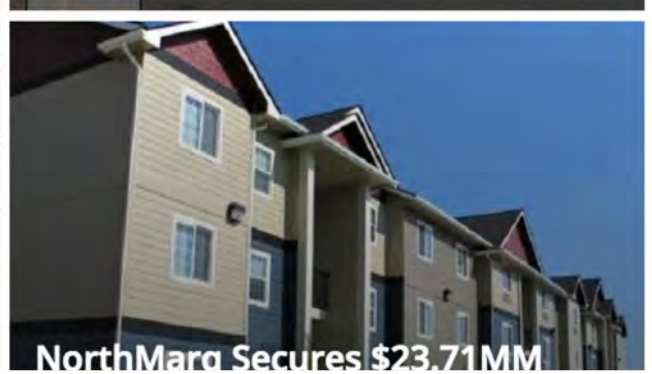


TechView: Envoy Technologies Q&A

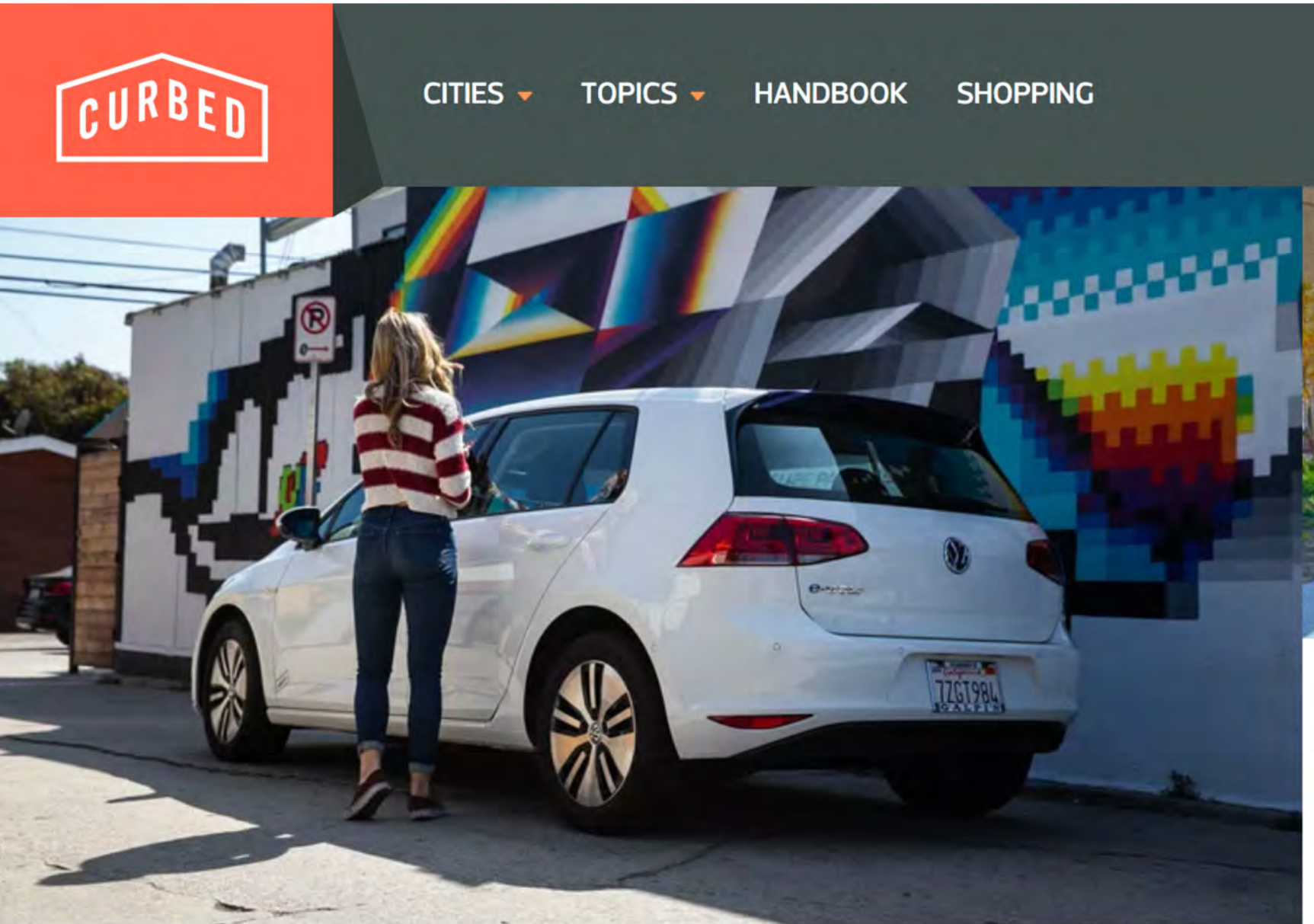
Jack Stubbs - August 2, 2018



Bosa Development Acquires 18,000 SQFT Lot in Downtown Bellevue for \$11MM



NorthMorg Secures \$23.71MM



Sacramento's \$44 million plan to become the U.S. electric car capital

By **Patrick Sisson**

TRANSPORTATION

Sacramento wants you to dump your car and rent one of these 400 electric share vehicles

Sacramento will soon offer the country's largest electric-car sharing program, with GIG Car Share and Envoy Technologies, using funds from an Electrify America grant provided by Volkswagen as part of its settlement for installing software in its diesel cars that allowed them to cheat on smog tests.

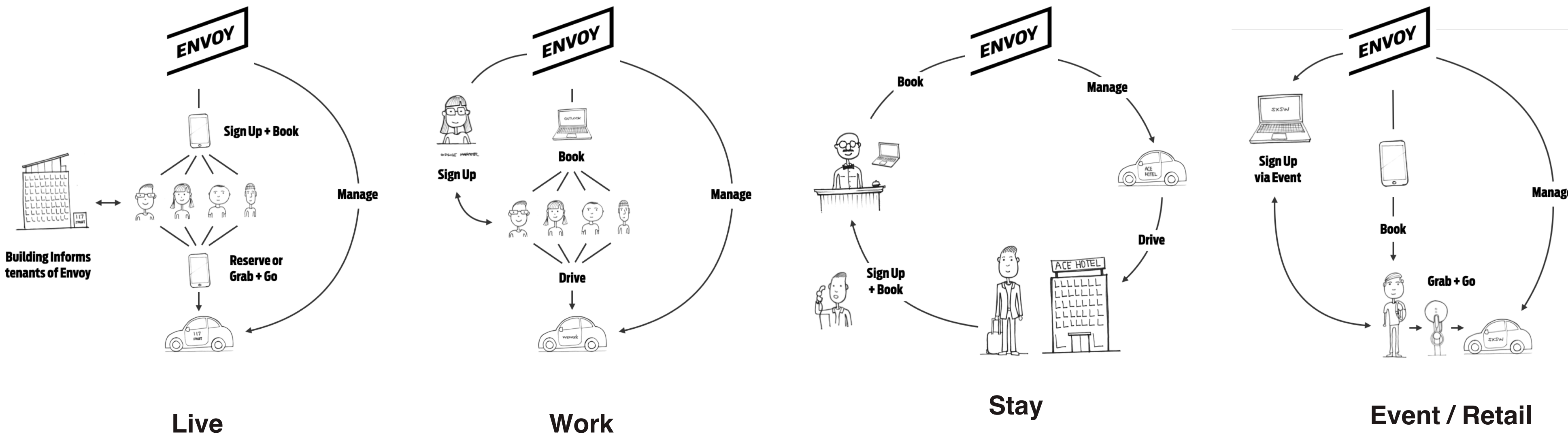


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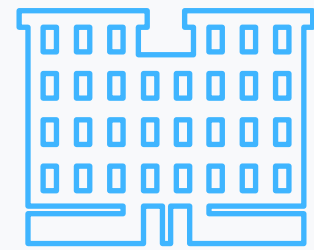
Connecting Communities

Mobility Solutions for different property types



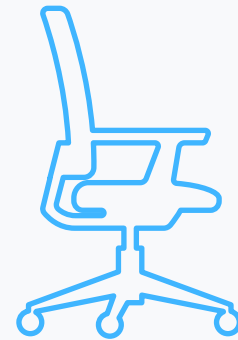
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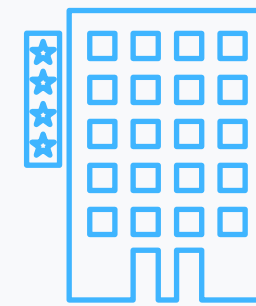
Residential

Envoy creates **car-free living initiatives**, *exclusive* to residential communities, that provides economical and sustainable mobility.



Workplace

Envoy creates **commuter initiatives** that promote the reduction of single occupancy vehicles (SOV) for workplace commuting.



Resort & Hotel

Envoy provides an **alternative** to the shuttle and rental car counter by providing **shared mobility** for their guests.



Retail

Envoy provides a **unique marketplace** for retailers to advertise and drive foot traffic to their brick and mortar locations with **destination promotions**.



In The News

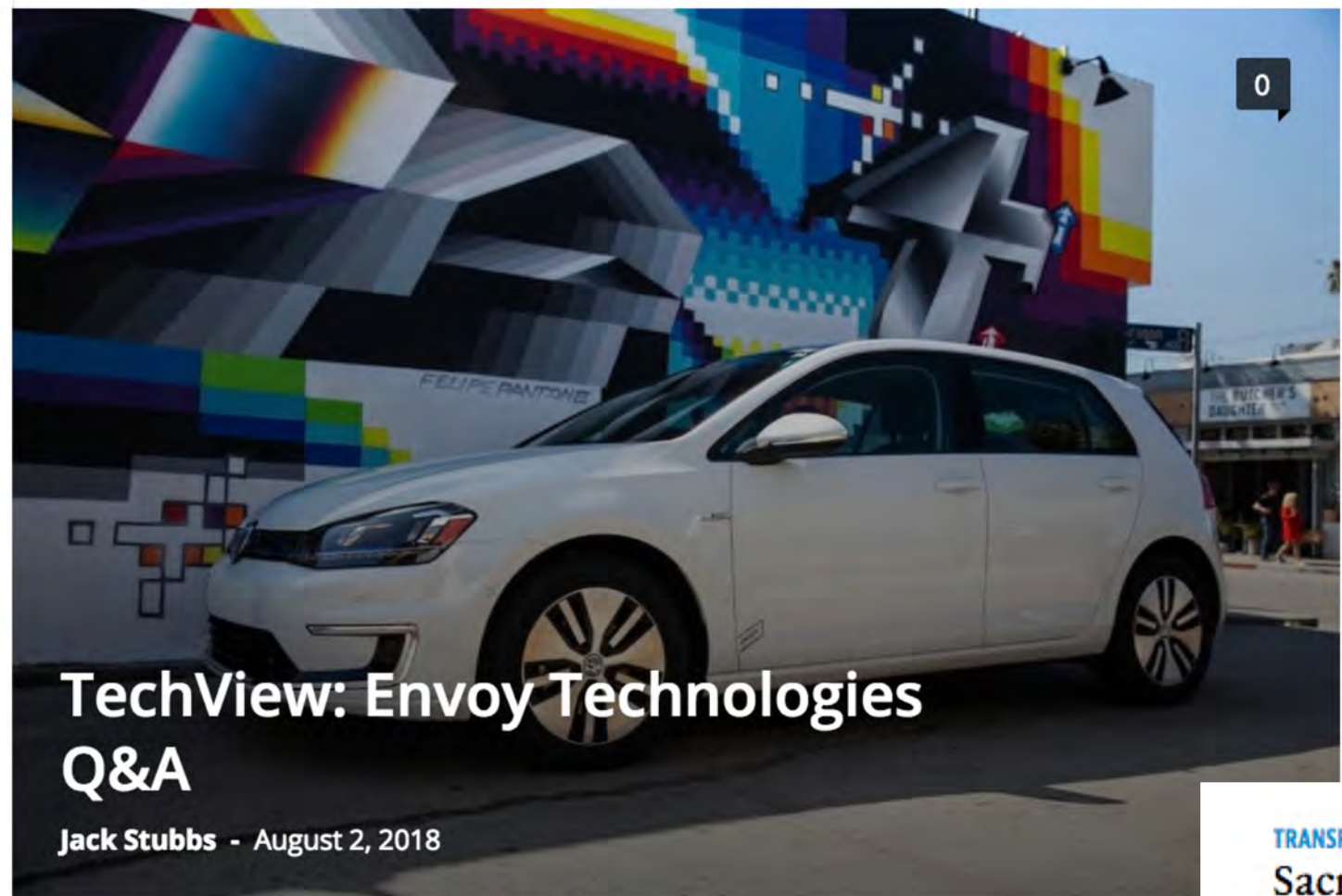
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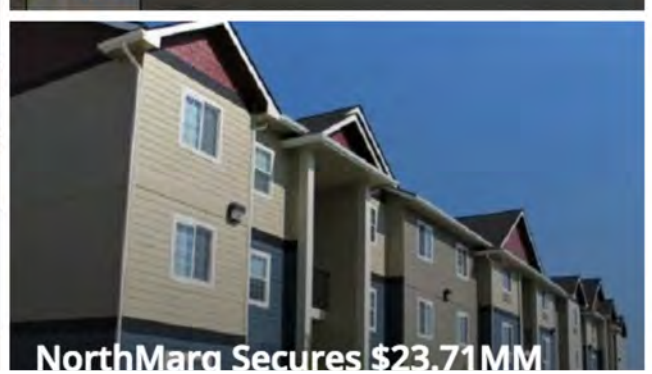


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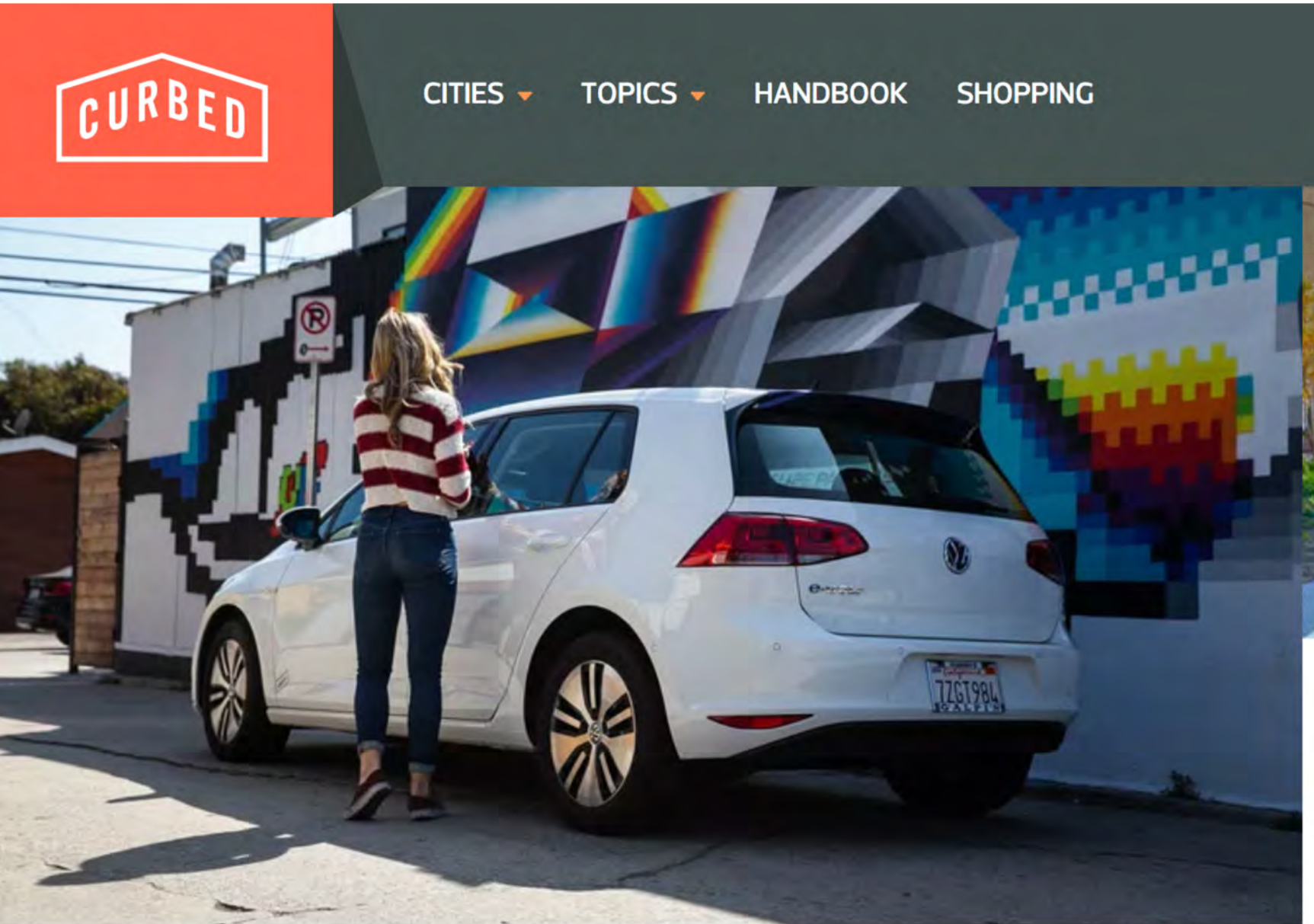
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LIVE
WORK
STAY

ENVOY

Future of Growing Cities

Less Parking, More Shared Rides

“ Using land exclusively for parking is not effective. Every car requires at least **three parking spots**—at home, at work, and at any third location the **driver visits.**”

Urbanland.org - The Future of Growing Cities Requires Less Parking, More Shared Rides

LIVE
WORK
STAY

ENVOY

mpact

Compact

Mobility and Parking Issues

Transit Oriented Development (TOD) and more

LIVE
WORK
STAY

Pain Points

Parking Constraints

\$50k+/parking space

Regulatory / EV ready

Amenity War / Competition
for rents

Mobility Solution



Turn-key Solution

Amenity Differentiator

Rent Premiums

Tenant Retention and Lease-up

LEED / Green Building

Entitlement / Dev. Incentives

Parking Reductions!

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