



DONKEY
REPUBLIC



DONKEY REPUBLIC REPORT

Key Performance Indicators

Q2 2022

Company Announcement No. 9 – 2022

Doubling of revenue in Q2 vs last year puts Donkey Republic on track to achieve their revenue target of EUR 9m to 10m in 2022.

- **Total revenue is EUR 2.2m in Q2 up 96% from 2021 Q2.**

We continue to see strong growth with our own fleet of bikes, both with our riders (MaaS rider revenue up 158% vs. Q2 2021) and our subsidized operations (MaaS B2G and B2B up 206% vs. Q2 2021). This is driven by visitor traffic coupled with continued growth of local riders and improved retention thereof. Also having the full impact of our already existing subsidized operation that started last year further supports this development.

SaaS business continues to be impacted by overall economic uncertainties, as purchase decisions of partners are being delayed, so that the revenue from licenses remains stable (SaaS licenses on same level as last year) and the sale of hardware stayed below expectations (SaaS hardware sales down -67% vs. last year).

- **With a revenue EUR 3.2m in the first half of 2022 Donkey Republic is well on track to achieve the full year revenue target.**

We expect that the revenue trends within the MaaS business in the first half will continue throughout the rest of the year. Notably the large growth in revenue is not due to new bikes, as new bikes are still to be deployed in H2, 2022. With the deployment of new bikes, and large subsidized operations in Antwerp and Turku starting, Donkey Republic remains well positioned to achieve its EUR 9 to 10m revenue target.

- **Number of riders more than doubled (+142% vs. 2021 Q2) and the number of trips reached over 1.2 million in Q2 (+82% vs. 2021 Q2).**

With the reopening of cities across Europe and ease of restrictions due to Covid 19, the growth is coming to a larger extent from visitors. Local riders also continue to grow and are up close to 50% vs. last year.

- **New rebalancing practice in place and new memberships launched.**

Many product improvements were launched throughout Q2. Especially the rebalancing practice and new membership scheme had a positive impact on both existing and new riders.

- **Extending the life cycle of our bikes for good.**

In Q2 2022, 353 bikes were repurposed and sold to our partner in Lyon Metropole adding to a total of 1,228. These bikes will be lent for free to young students and people. An activity in line with the principles of a circular economy, in extending the life cycle of our bicycles, as well as having positive social impact.

KEY PERFORMANCE INDICATORS Q2 2022 (01. April 2022 - 30. June 2022)

Metric	Total for Q2 2022	Year on year growth compared to Q2 2021
Total revenue¹	EUR 2.2m	↑ 96%
Users²	135k	↑ 142%
Trips³	1,255k	↑ 82%
Fleet size (active bikes)	12.5k	↓ -4%
CO₂ savings	159 ton	↑ 82%

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

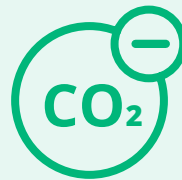
MAKING CITIES MORE LIVEABLE

The 1,255k trips taken with an average of 3 km per trip on Donkey Republic bikes in Q2 2022 correspond to total positive impact of:

EUR 3.2m
in health benefits



159 Tons
in CO₂ savings



EUR 160k
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

Donkey Republic is growing its herd of orange bikes and e-bikes across Europe.

Q2 New Cities¹

(Not launched yet)

1 Antwerp, BE

expansion across municipalities: Gemeente Stabroek, Gemeente Brecht, Gemeente Niel, Gemeente Schoten, Gemeente Wijnegem, Gemeente Zandhoven

2 Horslunde, DK

3 Turku, FI

launching in July 2022

Q2 MaaS cities

9.1k bikes

124k riders

21 cities²

Q2 SaaS cities

3.5k bikes

+40 partners

+60 locations

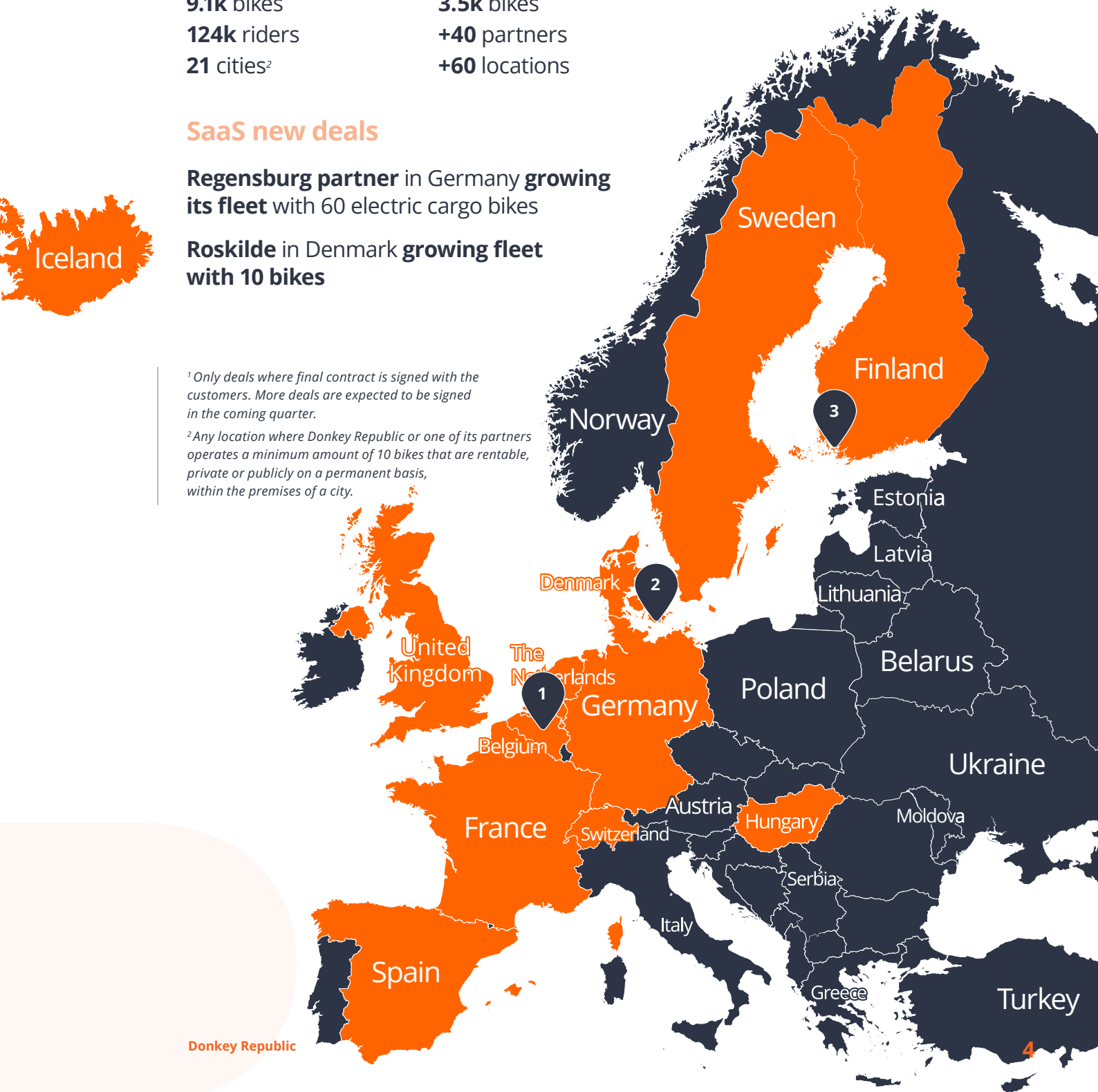
SaaS new deals

Regensburg partner in Germany **growing its fleet** with 60 electric cargo bikes

Roskilde in Denmark **growing fleet with 10 bikes**

¹ Only deals where final contract is signed with the customers. More deals are expected to be signed in the coming quarter.

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 one of Europe's leading providers of end-to-end bike-sharing solutions providing both pedal- and e-bikes. The company provides affordable and sustainable mobility for the masses by partnering with cities to turn bikes into the hero of urban transportation and has a vision of making city life better for everyone with affordable and responsible bike-sharing. The company is expanding across Europe and as of **Q2 2022**, it operates **+9k bikes in 24 cities** as Mobility-as-a-Service ("MaaS") provider. Furthermore it 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 believes that bike-sharing can be a key enabler to the green transition of our economies and to make cities more liveable.



JOIN OUR CEO & CFO FOR Q2 WEBINAR

Date: **July 8th**
Time: **11.30-11.55**

[CLICK HERE TO REGISTER](#)

Donkey Republic invites you to an online webinar presentation of our Quarterly KPI report for Q2 2022. **The report will be released July 6th 2022.**

Program 08.07 at 11.30-11.55hrs:

- Introduction from Donkey Republic (5 min)
- Highlights for Q2 2022 (10 min)
- Q&A (10 min)
- Thank you for today

Add event to Google Calendar [here](#).

Add event to Outlook Calendar [here](#).

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