

Executive Summary

Founded in 2022 and based in Lagos, Nigeria, ZOOMe leads the electric mobility revolution in Africa, focusing primarily on developing battery swap infrastructure for electric 2- and 3-wheelers. We have established a network of battery swap stations that facilitate the transition to electric vehicles. Additionally, we distribute electric motorcycles sourced from various OEMs, complemented by comprehensive after-sales services. Our last mile logistics arm, eFTD leverages this infrastructure to deliver eco-friendly logistics solutions across the region, enhancing our integrated approach to sustainable transportation. Together, these efforts have successfully mitigated over 140 tonnes of CO₂ emissions, reinforcing our commitment to sustainability.

Mission and Market Need

ZOOMe's mission is to power sustainable transportation in Africa by advancing the transition to zero-emissions electric mobility solutions. We address the significant challenges faced by logistics companies reliant on petrol motorcycles, including high fuel costs, reliability issues, and severe environmental damage. These issues not only inflate operational costs by up to 50%, but also significantly increase urban carbon emissions.

By focusing on a reliable network of battery swap stations and complementing this infrastructure with the distribution of tailored electric motorcycles, ZOOMe offers strategic solutions that significantly reduce operational and environmental impacts. Our after-sales support ensures the effectiveness and longevity of these systems. Simultaneously, eFTD leverages our infrastructure to offer dependable, environmentally friendly logistics services, further demonstrating our commitment to revolutionizing transportation in Africa with innovative infrastructure solutions.

Operational Success

Our logistics subsidiary, eFTD exclusively operates on ZOOMe infrastructure, demonstrating the robustness and efficiency of our ecosystem. Key operational highlights include:

- **Carbon Savings:** Since inception, we have averted over **140 tonnes** of CO₂ emissions.
- **Operational Efficiency:** We've reduced vehicle maintenance costs by **66%** and eliminated fuel expenses, significantly lowering operational costs for businesses using our network.
- **Reliability and Durability:** Motorcycles on our network have achieved over **90%** uptime and covered more than **1.4 million kilometers**.

- **Network Expansion:** Our network currently comprises 9 battery swap stations, powering over 150 motorcycles and facilitating more than 19,000 battery swaps.

Market Opportunity

The African motorcycle market is experiencing significant growth, with a projected compound annual growth rate (CAGR) of 2.90%. Within this broader market, the electric two-wheeler segment is emerging with an impressive CAGR of 24.78%¹. This rapid growth presents a substantial opportunity for ZOOMe, which strategically targets this sector, focusing especially on logistics companies that stand to benefit significantly from electrifying their fleets.

ZOOMe leverages a network of battery swap stations and deep local market insights to support this strategy focus. Our value proposition includes:

- **Battery Swap Station Network:** Ensures constant access to charged batteries, maximizing fleet efficiency and eliminating range anxiety.
- **Cost-Effective Solutions:** Electric motorcycles reduce operational costs by up to 50% offering substantial savings over traditional petrol motorcycles.
- **After-Sales and Maintenance:** ZOOMe's maintenance teams keep electric vehicles on the road with minimal downtime, enhancing operational reliability.

Business Model and Funding Goals

Our business model integrates service fees for battery swaps and maintenance, direct sales of electric motorcycles, and logistics services, ensuring diversified revenue streams and strong customer retention. Backed by a team of seasoned entrepreneurs with expertise in last-mile logistics, and African market dynamics, we are seeking \$2.5 million in funding (\$1 million in equity and \$1.5 million in debt) to expand our swap station infrastructure, and intensify our marketing efforts. These investments are projected to propel us to profitability within three years as we significantly expand our market presence.

Immediate and Long-Term Objectives

Our immediate goal is to solidify and expand our presence in Nigeria, leveraging our proven success and existing infrastructure. In the long-term, we aim to lead electric mobility infrastructure solutions across Africa and continue to innovate our offerings to meet evolving market demands.

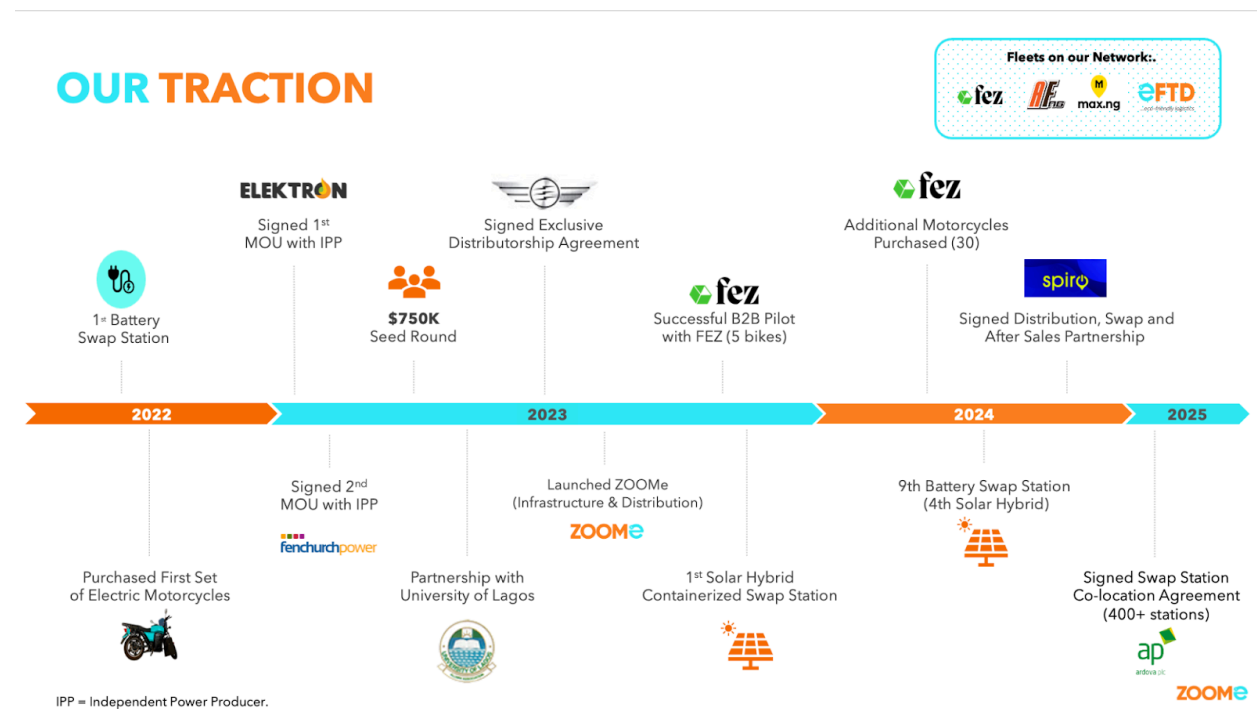
¹ <https://www.marketsanddata.com/industry-reports/africa-electric-two-wheeler-market>

Company Description

ZOOMe is at the forefront of transforming urban transportation in major African cities. Established by Adedayo during his studies at the University of Lagos in 2015, the company began as Fast Track Delivery (FTD) Logistics with a single petrol motorcycle. Growing to a fleet of 27 motorcycles across five states by 2022, the high costs of fuel and maintenance highlighted the need for a sustainable alternative.

In response to these challenges, Adedayo initiated a pivotal transformation of the business, launching eFTD and phasing out FTD Logistics. This strategic shift marked the advent of a fully sustainable model within ZOOMe, redefining industry standards for efficiency and environmental responsibility.

Significant Milestones



2022

- **Initial Launch:** eFTD was introduced with a fleet of 14 electric motorcycles.
- **Infrastructure Development:** Established 5 swap stations to support the electric fleet.

2023:

- **Strategic Partnerships:** Signed MOUs with 2 Independent Power Producers (IPP) in April and June, to enhance electricity availability and expand the swap station network.
- **Funding Milestone:** Secured \$750,000 in seed funding in July, which facilitated a significant expansion of our fleet and swap station infrastructure.
- **Operational Efficiency:** Officially branded our infrastructure and distribution operations as ZOOMe in October, optimizing scalability and operational efficiencies.
- **Market Expansion:** Sold 5 electric motorcycles to FEZ Delivery in November, extending our market reach.
- **Sustainability Achievements:** Operated 8 swap stations, including 2 solar hybrid stations utilizing both solar and grid power, by December. These stations enabled our drivers to cover over 400,000 kilometers, preventing 43.2 tons of CO₂ emissions and reinforcing our commitment to environmental sustainability.

2024

- **Infrastructure Expansion:** Deployed 1 additional solar hybrid swap stations, bringing our total to 9 swap stations.
- **Market and Fleet Expansion:** Sold 30 electric motorcycles to FEZ Delivery increasing fleets on our battery swap network.
- **Strategic Partnerships:** Signed a comprehensive agreement with OEM Spiro Mobility, enabling us to distribute their motorcycles, integrate their users into our battery swap network, and provide robust after-sales support. This partnership has expanded our network and is actively generating revenue through increased battery swaps.
- **Sustainability Achievements:** Operated 9 battery swap stations, including 4 solar hybrid stations utilizing both solar and grid power, by December. These stations enabled our drivers to cover over 1.4 million kilometers, preventing 140 tons of CO₂ emissions and reinforcing our commitment to environmental sustainability.

2025

- **Strategic Partnerships:** In 2025, ZOOMe aims to strengthen partnerships with Spiro, Ardova, and Independent Power Producers (IPPs) to enhance our battery swap network and refine our energy solutions. These collaborations will deepen the integration of enterprise customers into our ecosystem.
- **Infrastructure Expansion:** We plan to deploy 20 new battery swap stations, increasing our total to 29, which will improve accessibility in key urban and logistics hubs. These stations will incorporate solar-hybrid technology to boost energy efficiency. Additionally, four dedicated repair centers will be established to support maintenance and ensure reliable operations across our network.
- **Business Development:** Our goal for 2025 is to integrate 3,000 electric motorcycles into our network by offering new financing options through strategic partnerships, strengthening OEM relationships for a steady supply of customized motorcycles, and enhancing after-sales support. We will also onboard logistics companies, providing them

with tailored EV solutions to improve efficiency and reduce costs. This effort will be supported by newly established battery swap stations and repair centers, enhancing service quality for both ZOOMe customers and third-party users

Legal Structure and Ownership

ZOOMe is a privately held corporation registered in Nigeria under the Companies and Allied Matters Act. The company operates as a limited liability company (LLC), providing a level of legal protection to its shareholders and facilitating ease of ownership transferability.

Ownership

- Founders and ESOP: 47.56%
- Oxbridge Capital: 34%
- Various Investors 13.44%
- SSSILI LTD 5%

Corporate Governance

ZOOMe Group remains committed to the highest standards of transparency, accountability, and ethical conduct. With our expansion and evolution, we have established a formal Board of Directors to steer our strategic direction and oversee corporate governance.

Board of Directors

- Composed of distinguished leaders with expertise in renewable energy, business strategy, and infrastructure development.
- Responsible for setting policies, ensuring compliance with governance standards, and guiding the company towards its long-term goals.
- Meets regularly to assess company performance and approve strategic initiatives, ensuring ZOOMe adheres to rigorous corporate governance and ethical practices.

This streamlined governance structure enhances our ability to navigate market complexities and drive sustained growth effectively.