

Let's Vok!

Indrek Petjärv
CEO, Vok Bikes

FOUNDER STORY

6 years of successful teamwork

2015 - 2018

Formula Student Team Tallinn

Hands-on engineers and team leaders of their respective competencies. Carried the team to Top 3 amongst 700 competitors.

2018

Founded Optigon Engineering

Developed custom solutions to various clients, including the e-scooter prototype for the Estonian e-scooter sharing platform Tuul (Comodule).

SINCE 2015

Making the team work

Started as a hands-on student team (Indrek managed 60 engineers at its peak), now leading a company of 20 and growing.



VOK BIKE

Built for sharing



Nominal power: 250W

Top speed: 25km/h

Cargo compartment: 380l
(H:995 x W:655 x D:590 mm)

Vehicle mass: ~150kg

Driver weight: 1 person up to 100 kg

VEHICLE CATEGORY

e-bike / cargo bike

LICENCE

no drivers's licence



IOT

updates, tracking, predictive maintenance

DRIVING RANGE

up to 50/100 km

TOP SPEED

25 km/h

CHARGING

swappable battery



ABOUT

Vok Bikes

- ✓ Founded in 2019
- ✓ Vok 1.0 on the street July 2020,
- ✓ 30 employees, looking to fill 20 more roles in 6mo
- ✓ All our bikes are assembled in Estonia from custom made components sourced mainly from Europe.



Expansion plan for EU 2022

Countries where Vok Bikes is

- ✓ Estonia
- ✓ Lithuania
- ✓ UK
- ✓ Germany
- ✓ Sweden

Countries where Vok Bikes will be

- ✓ Latvia
- ✓ Belgium
- ✓ Denmark
- ✓ Netherlands
- ✓ Spain
- ✓ In case of larger orders wherever you want



Why Vok?



- ✓ Cities are changing
- ✓ Delivery volumes are growing
- ✓ It's more efficient



York to ban private car journeys from city centre within three years

City councillors unveil 'unashamedly ambitious' goal to cut carbon emissions

TRANSPORT BRITAIN © June 24, 2019

Millennials are killing the car, and other lessons from the DVLA database of driving licences

By Robin Wilde

Hamburg city centre to become car-free zone by October 2020

New York City to 'break car culture' and build more than 250 new bike lanes

WORLD NEWS SEPTEMBER 14, 2018 / 6:15 PM / A YEAR AGO

France wants to triple bike use with better cycle lanes

TRANSPORTATION URBAN PLANNING

London's ambitious plan: Make half its historic center car-free

Plus a protected bike network, zero-emission zone, and 15 mph speed limit

By Allissa Walker | @awalkerinLA | Oct 26, 2018, 10:30am EDT

Delivery bike as a service

Designed for couriers

- ✓ Improved working conditions - no more heavy backpacks
- ✓ No driver's licence
- ✓ Comfortable and safe in every weather
- ✓ Durable and built for sharing

Worry-free rental service

- ✓ Easy on-demand booking
- ✓ Vok Hubs for easy and scalable service
- ✓ Maintenance and support
- ✓ Insurance



PRICING FOR Vok + Service

Work with us

Efficiency

- ✓ Vok beats e-bike couriers by **15%-30%** more efficient deliveries.
- ✓ Vok beats van couriers by **60%** in efficiency.
- ✓ Vok holds **3x** more cargo than a bike.

Attract workforce

- ✓ Vok needs no drivers' licence
- ✓ Driving a Vok needs little physical strength
- ✓ Better working conditions (no backpain!)

Vok + Service

Perfect for companies who want to have full control of their fleet. Bikes are at your warehouse and available to your couriers at any time.

Fixed fee per bike **from €6590** + VAT

Maintenance package **from €149** /month

- | | |
|---|-----------|
| ✓ Mileage | limited |
| ✓ Insurance, maintenance and customer support | included |
| ✓ Fleet management | if needed |

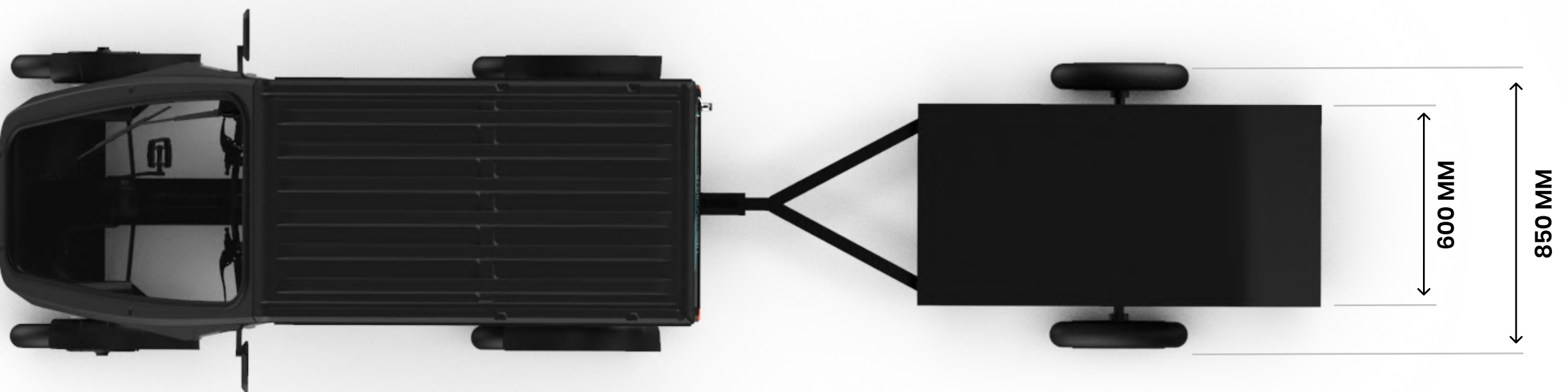
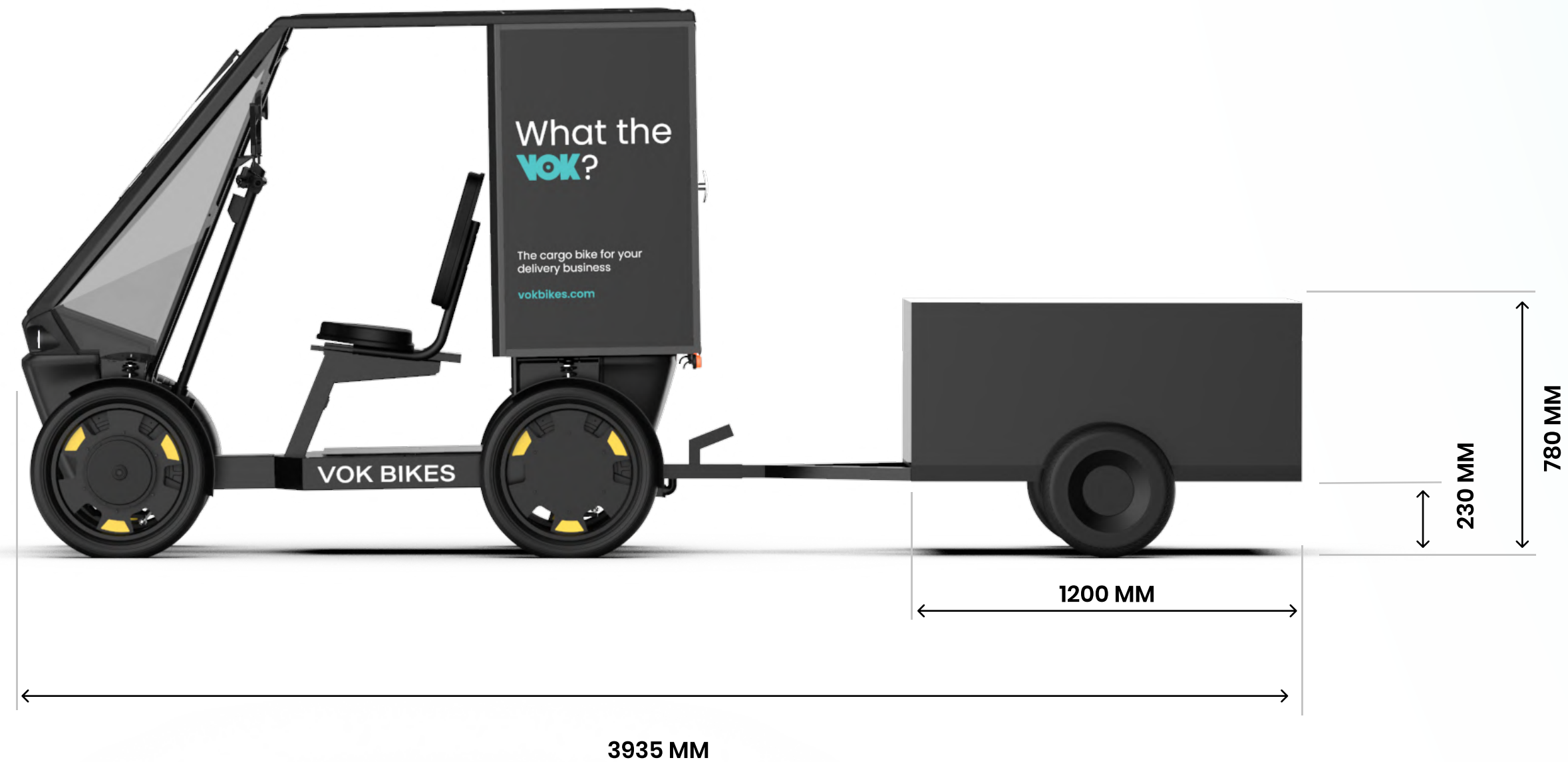
Our B2B clients include:



Custom cargo
compartment by **VOK**



Trailer by **VOK**

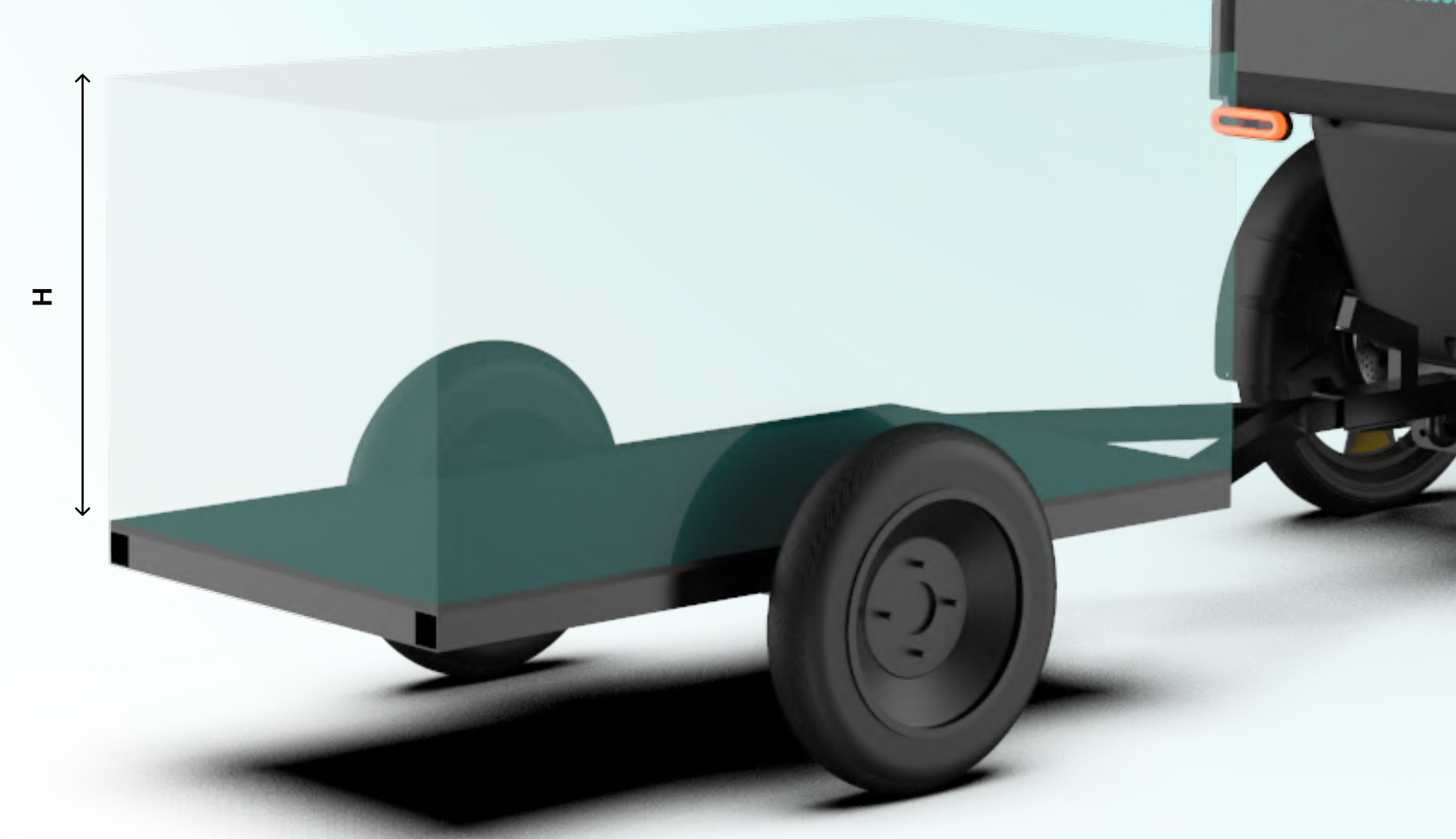


Loading area
1200 x 600 x H mm

Payload
200kg

Weight approx
40kg

variable box heights available



INDEPENDENT PRODUCTION


Designed and produced in Europe

- ✓ All parts designed and optimized for delivery
- ✓ Final assembly and quality control are done inhouse
- ✓ Fast product iterations and updates
- ✓ Supply chain risk management / Cashflow management

Production partners:



FAVOR

COMODULE 



CASE STUDY

Omniva delivers more, faster and with the lowest cost

STATUS

Trial successful. Going forward with ca **58 bikes** across Estonia.

CARGO

Postal delivery

CURRENT VEHICLES

Company-owned bicycles, cars and vans

VOK HELPS WITH

- 🚩 40% faster than foot couriers
- 🚩 20% faster than car couriers
- 🚩 Making the regular mailman job more attractive
- 🚩 Tackling our biggest concern – the weather

“In cities, we can swap cars for Voks.”



Marten Seepter
Head of Transportation Department



Indrek Petjärv

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