

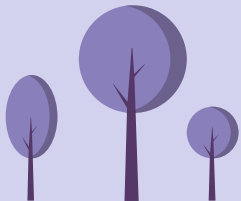
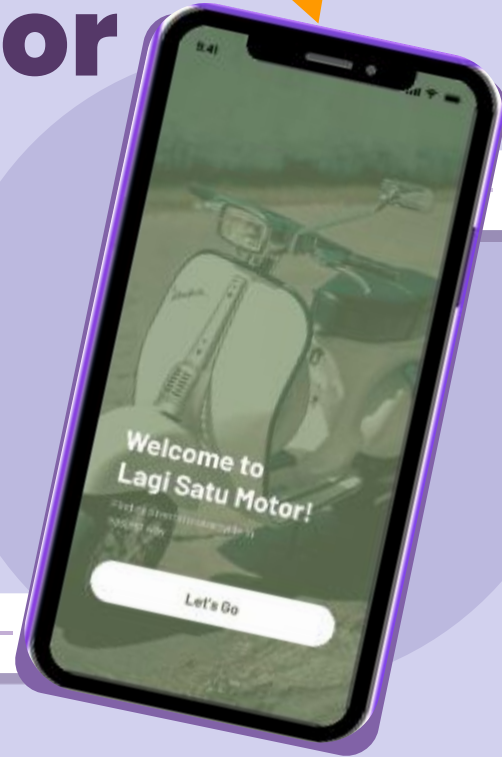


Lagi Satu Motor Pitch Deck

REPORT!

Group :

- | | | |
|----|---------------------------|-------------|
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Problem Statement



Lack of Accessibility

Tourist tend to find difficulties in borrowing a motorcycle



Limited Transparency

In general, there are no transparency in price when customer want to rent transportation



Safety for both parties

In traditional motorcycle rentals, safety can be considered inadequate because there is no technology such as tracking system



Pollution

The emission gases come out from motorcycle causing an increase of pollution

Solution



Lack of Accessibility

With this application, it will help customer to rent motorcycle by only using smartphone



Limited Transparency

Price are estimated by the duration of rent



Safety for both parties

We implement tracking systems into the motorcycle to increase the safety features



Pollution

Electric motorcycles help reduce the air pollution





Product and Technology Concept

GPS Integration

Every e-cycle has GPS to help user finding the best e-cycle and its availability

Docking Stations

Docking station anywhere to return the e-cycle

Mobile App

Easily find nearest docking station to rent and return the e-cycle

Seamless Rental Process


Easy way to rent an e-cycle with just one click

Security Measures

E-cycle is equipped with high-security features and GPS to ensure user's comfortability

Maintenance & Support

Regular maintenance to e-cycle to ensure the performance at its best, as well as providing any emergency supports needed by user



Business Model



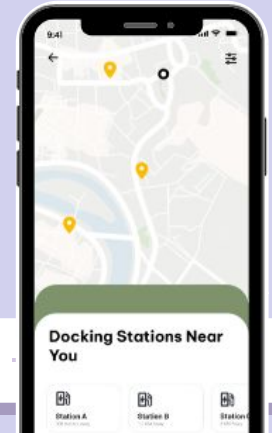
Daily Rent Income

In general, the income comes from regular e-cycle rent everyday from the users



Helmet

Other income comes from helmet sales and any other incident caused by the user



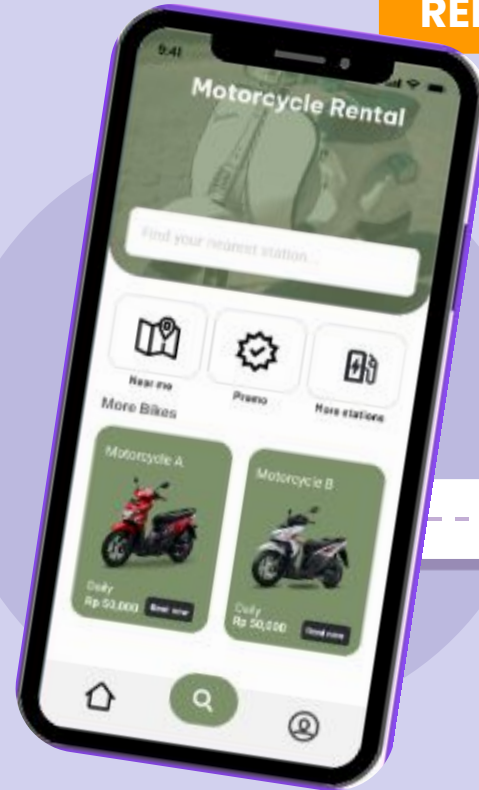
Market Size

Worker Population in Bali = ± 2.000.000
Total Tourist Number = ± 800.000
Total Population = ± 2.800.000

Users = 400 users / day
(Based on Financial Prediction)

Market Size = $400 / 2.800.000 = 0.0143\%$
from total population.

REPORT!



Go-To Market Strategy

1. Launch Team

- Assemble a capable and dedicated launch team in operations, marketing, technology, and customer service.
- Establish strong communication channels within the team to facilitate collaboration and timely decision-making.

3. Initial Market

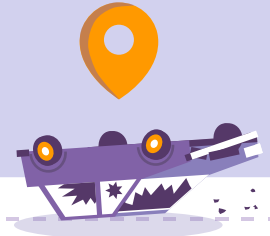
- Choose a specific geographical area or city as your initial market launch.
- Evaluate factors such as population density, transportation infrastructure, and environmental consciousness to select a market with high potential for electric motorcycle rentals.
- Identify local regulations and permits required for operating the rental service and ensure compliance.

2. Market Strategy

- Conduct thorough market research to understand the demand for electric motorcycle rentals in your target market.
- Identify key competitors, their strengths, weaknesses, and market positioning.
- Determine the pricing model, rental duration options, and any additional services you plan to offer.

4. Target Market

- Define your target markets based on demographics, psychographics, and specific customer segments.
- Tailor your marketing efforts to reach and attract your target customers effectively.
- Craft messaging and promotional materials that resonate with the values and needs of your target markets.



Competition

	Big City (Jakarta, Surabaya, Jogja)	Small City
B2B Collaboration	<ul style="list-style-type: none">- Volta	<ul style="list-style-type: none">- Volta- Viaje
Rent P2P	<ul style="list-style-type: none">- Vrent- Semolis	<ul style="list-style-type: none">- Bold- Dewa Motor- iMotoShare- Viaje

Team

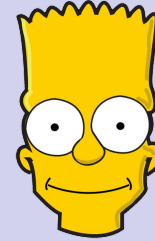
We Have Background, proven track record and vision to succeed



CEO
Rayhan



CFO
Yohanes



CTO
David



Marketing Head
Theodore



Finance Manager
Jonathan W.



Operations Head
Axel

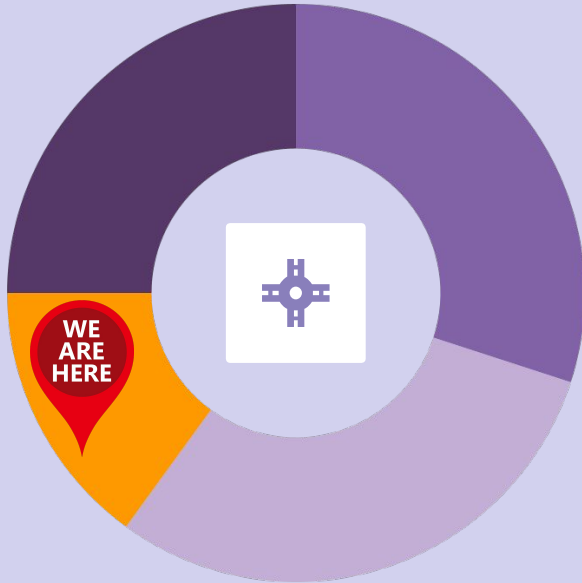


Financial Projection



	Year 1		Year 2		Year 3		Year 4		Year 5	
	Value	Percentage	Value	Percentage	Value	Percentage	Value	Percentage	Value	Percentage
Pendapatan										
Pendapatan Jasa	Rp 1.140.000.000,00	75,75%	Rp 4.275.000.000,00	80,49%	Rp 8.400.000.000,00	86,93%	Rp 10.880.000.000,00	89,53%	Rp 12.240.000.000,00	90,53%
Pendapatan Penjualan	Rp 15.000.000,00	1,00%	Rp 36.000.000,00	0,68%	Rp 63.000.000,00	0,95%	Rp 72.000.000,00	0,59%	Rp 81.000.000,00	0,60%
Pendapatan Lain-Lain	Rp 350.000.000,00	23,28%	Rp 1.000.000.000,00	18,83%	Rp 1.200.000.000,00	12,42%	Rp 1.200.000.000,00	9,87%	Rp 1.200.000.000,00	8,88%
Total Pendapatan	Rp 1.505.000.000,00	100,00%	Rp 5.311.000.000,00	100,00%	Rp 9.663.000.000,00	100,00%	Rp 12.152.000.000,00	100,00%	Rp 13.521.000.000,00	100,00%
HPP										
HPP Barang	Rp 48.000.000,00	3,19%	Rp 72.600.000,00	1,37%	Rp 100.800.000,00	1,04%	Rp 70.200.000,00	0,58%	Rp 75.600.000,00	0,56%
Total HPP	Rp 48.000.000,00	3,19%	Rp 72.600.000,00	1,37%	Rp 100.800.000,00	1,04%	Rp 70.200.000,00	0,58%	Rp 75.600.000,00	0,56%
Pendapatan Kotor	Rp 1.457.000.000,00	96,81%	Rp 5.238.400.000,00	98,63%	Rp 9.562.200.000,00	98,96%	Rp 12.081.800.000,00	99,42%	Rp 13.445.400.000,00	99,44%
Beban										
Motor	Rp 2.067.000.000,00	137,34%	Rp 2.226.000.000,00	41,91%	Rp 2.385.000.000,00	24,68%	Rp 192.000.000,00	1,58%	Rp 204.000.000,00	1,51%
Bangunan	Rp 420.000.000,00	27,91%	Rp 330.000.000,00	6,21%	Rp 390.000.000,00	4,04%	Rp 270.000.000,00	2,22%	Rp 300.000.000,00	2,22%
Pemeliharaan	Rp 360.000.000,00	23,92%	Rp 810.000.000,00	15,25%	Rp 1.350.000.000,00	13,97%	Rp 1.485.000.000,00	12,22%	Rp 1.620.000.000,00	11,98%
Karyawan	Rp 1.800.000.000,00	119,60%	Rp 2.880.000.000,00	54,23%	Rp 3.600.000.000,00	37,26%	Rp 3.900.000.000,00	32,09%	Rp 420.000.000,00	3,11%
Baterai	Rp 202.500.000,00	13,48%	Rp 807.500.000,00	11,44%	Rp 1.039.500.000,00	10,76%	Rp 1.296.000.000,00	10,66%	Rp 1.458.000.000,00	10,78%
Pemasaran	Rp 1.035.000.000,00	68,77%	Rp 1.440.000.000,00	27,11%	Rp 1.800.000.000,00	18,83%	Rp 1.280.000.000,00	10,37%	Rp 1.080.000.000,00	7,99%
Beban Operasional	Rp 5.884.500.000,00	391,00%	Rp 8.293.500.000,00	156,16%	Rp 10.564.500.000,00	109,33%	Rp 8.403.000.000,00	69,15%	Rp 5.082.000.000,00	37,59%
Keuntungan/Kerugian	Rp -4.427.500.000,00	-294,19%	Rp -3.055.100.000,00	-57,52%	Rp -1.002.300.000,00	-10,37%	Rp 3.678.800.000,00	30,27%	Rp 8.363.400.000,00	61,85%
Gross Profit Margin										
*) Gross Profit / Total Sales Revenue		96,81%		98,63%		98,96%		99,42%		99,44%
Net Profit Margin										
*) Net Income / Total Sales Revenue		-294,19%		-57,52%		-10,37%		30,27%		61,85%
Return On Investment										
*) Net Income / Total Asset		-59,92%		-22,46%		-4,96%		17,90%		44,96%

Roadmap



2023

- App development
- Market Research
- Business Planning
- Partnership with electric motorcycle supplier

2024

- Prototyping
- Market Testing
- Product launching

2025

- Cover Bali area
- 7+ Docking station

2026

- Cover Jakarta & Bali area
- 15+ Docking station
- Planning to cover in Indonesia

Summary & Call to Action

Investors

Join us in shaping the future of urban transportation by investing in our electric motorcycle rental service.

Partners

Collaborate with us to expand our reach and impact. Whether you're a local business, tourist attraction, or transportation hub, let's work together to provide convenient and eco-friendly mobility options to our shared customers.

Customers

Experience the convenience, sustainability, and excitement of our electric motorcycle rental service. Join us in reducing your carbon footprint while enjoying the freedom and flexibility of exploring your city.



Contact us :

lagisatumotor@gmail.com

To discuss investment opportunities and be part of a sustainable mobility revolution.



THANKS!

Do you have any questions?

