

solutions

Key characteristics

Company stage

Early growth stage

Sector

Electric mobility, SAAS

Region

Focus area: Europe

Seated in Amsterdam

Financials

Projected 2020

revenue: €1.158.000

Proposition

Solutions is currently raising €400k in equity, to be closed in Q2 2020.

Team

CEO:

Joury de Reuver

Product & Supply:

Alain van Galen

Development:

Rick Houf

Branding & Marketing:

Gerben Verhaar,

Remco Zuidbroek

Enterprise:

Frederic Ridou,

Randolf Weterings

Executions:

Patrick van der Meij,

Michael Oed

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Unique opportunity to invest in a fast growing company that facilitates the adoption of EV's by offering tailor made charging solutions.

Company introduction

Already 203 thousand electric cars were sold up until end of 2019 in The Netherlands. This means 14,9 percent of all new cars were electric in that year. This is still a small percentage of what is needed to meet climate goals. Adoption of EV's is partly inhibited by charging anxiety. There is too little information for buyers of new cars and there is little to no personal advice on how to acquire access to your personalised EV charging needs. In other words, the missing link in the electric driving chain is the provision of information, advice and execution for both consumer and for businesses. *Solutions* offers automated, personalised and independent support for an optimised turnkey charging solution.

Solutions has been offering this support for several years via its web shop for EV charging products. They expect to have about 2.500 individual customers this year, resulting in a revenue of €1.16 million, a growth of 370% YoY.

With a proven sales track record, well organized supply chain, fulfillment and support services, it has rolled out a new service with a total package for charging infrastructure. Including home charging stations, installation and solutions for

out-of-home charging situations. The turnkey solutions are provided via an independent network of installers and suppliers bundled with a simple online configurator for consumers. They help the EV driver to get informed, find the right products and provide turnkey execution for home, public and workplace charging. Their partner program for installers, suppliers, businesses and EV services providers creates a scalable platform ready for international expansion and other markets.

Financial forecast

P&L (€K)	2019	2020	2021	2022	2023	2024
Revenue	304	1.158	4.054	8.437	17.719	38.519
Gross margin	83	318	1.067	2.005	3.803	7.918
Costs	113	647	1.680	2.237	3.329	4.539
EBITDA	-20	-186	-333	-52	653	3560

Key investment considerations

- Innovative business model in a fast growing and new market
- Proven track record in selling comparable products in several European markets
- Easily scalable internationally
- Strong, committed and scalable team

Fund Raising

Solutions is now scaling up with the development of the new platform. The development and roll out of the new platform require funding. *Solutions* is looking for a convertible loan for €400k to enable the growth, to be closed in Q2 2020. We will reward you with a 6% interest rate and 15% conversion bonus for our equity round in 2021.