

Africa's first integrated energy, mobility, fintech and media platform





# BUILDING THE FOUNDATION FOR A MORE EFFICIENT, SUSTAINABLE, AND INCLUSIVE DELIVERY ECONOMY.

Africa's first integrated energy, mobility, fintech and media platform



-  SUSTAINABLE INFRASTRUCTURE
-  EMPOWERING DRIVERS
-  FINANCIAL INCLUSION
-  SMART MEDIA NETWORKS
-  DATA DRIVEN DECISIONS

## LUMKA – Investment Opportunity

-  **MORE EARNINGS**  
Keep more of what you earn.
  -  **SMARTER SAVINGS**  
Watch your money grow over time.
  -  **BETTER OPPORTUNITIES**  
Access loans for what matters most.
  -  **STRONGER FAMILIES**  
Build a better life for your loved ones.
- POWERING DELIVERIES. EMPOWERING FUTURES.**

Presenter: Andre Herbst  
Date: 22/04/2026

Last-mile delivery is growing rapidly, but the current model is inefficient and unsustainable.

Drivers face rising fuel costs, unpredictable income, and no pathway to long-term financial stability.

This results in high churn, reduced reliability, and increasing operational pressure on delivery platforms.

## THE PROBLEM

### The Last-Mile Delivery Problem

- Drivers spend R800–R1300/week on fuel
- No asset ownership or wealth creation
- High operational downtime
- Rising fuel costs = unstable ecosystem
- Low driver retention

## THE PROBLEM

Last-mile delivery is growing rapidly, but the current model is **inefficient** and **unsustainable**.

- 

**RISING FUEL COSTS**  
Increasing expenses **reduce driver margins** and profitability.
- 

**UNPREDICTABLE INCOME**  
Irregular earnings make financial planning **impossible**.
- 

**NO PATH TO FINANCIAL STABILITY**  
Drivers remain stuck in a cycle with **no long-term financial growth**.
- 

**HIGH CHURN & LOW RELIABILITY**  
Drivers leave frequently due to **low income** and **lack of stability**.



- 

**REDUCED PROFITABILITY**  
Rising operational costs continue to erode driver margins.
- 

**LOW DRIVER RETENTION**  
Drivers leave for more stable income opportunities.
- 

**OPERATIONAL PRESSURE**  
High churn and inconsistent performance increase platform costs.
- 

**POOR CUSTOMER EXPERIENCE**  
Unreliable deliveries impact customer satisfaction and brand trust.

**! THE CURRENT MODEL IS COSTLY, UNSUSTAINABLE, AND BUILT FOR SHORT-TERM SURVIVAL, NOT LONG-TERM GROWTH.**

The system is expensive, inefficient, and unsustainable.

Delivery demand continues to grow, driven by urbanisation, digital adoption, and changing consumer behaviour.

At the same time, rising fuel costs are reducing driver margins and increasing system inefficiency.

This creates a structural opportunity for a more cost-efficient and scalable model.

## THE OPPORTUNITY

- Rapid growth in last-mile delivery demand across urban markets
- Increasing cost pressure on drivers and delivery platforms
- Shift towards electrification and energy-efficient solutions
- Growing need for financially inclusive models for drivers

## THE OPPORTUNITY



### DELIVERY DEMAND IS GROWING

Delivery demand continues to grow, driven by **urbanisation**, **digital adoption**, and **changing consumer behaviour**.



URBANISATION



DIGITAL ADOPTION



CHANGING CONSUMER BEHAVIOUR



### RISING FUEL COSTS ARE REDUCING MARGINS

At the same time, **rising fuel costs** are reducing driver margins and increasing system inefficiency.



REDUCED DRIVER MARGINS



INCREASING SYSTEM INEFFICIENCY



HIGHER OPERATING COSTS



### A STRUCTURAL OPPORTUNITY

This creates a **structural opportunity** for a more **cost-efficient** and **scalable** model.



LOWER COSTS



HIGHER MARGINS



SCALABLE GROWTH



**GROWTH IS INEVITABLE.**  
**EFFICIENCY AND SCALE WILL DEFINE THE WINNERS.**



EFFICIENT



SCALABLE



SUSTAINABLE

Growth is inevitable. Efficiency and scale will define the winners.



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## WHAT IS LUMKA

LUMKA is an integrated platform combining infrastructure, mobility, fintech, and media to power the next generation of delivery.

By reducing costs, improving efficiency, and enabling financial inclusion, LUMKA transforms last-mile delivery into a scalable and value-generating ecosystem.



### LUMKA is building the backbone for Africa's new delivery economy.



#### Infrastructure

Smart energy network  
(Nests + Pods)



#### Mobility

Electric delivery ecosystem



#### Fintech

Payments, lending, and driver financial access



#### Media

Digital advertising network across our infrastructure



**Energy Nest**  
Central infrastructure powering high-volume operations



**Energy POD**  
Distributed, scalable energy access points



ONE INTEGRATED SYSTEM. **MULTIPLE REVENUE STREAMS.** SCALABLE IMPACT.

We don't just power delivery - we power an entire economic ecosystem.



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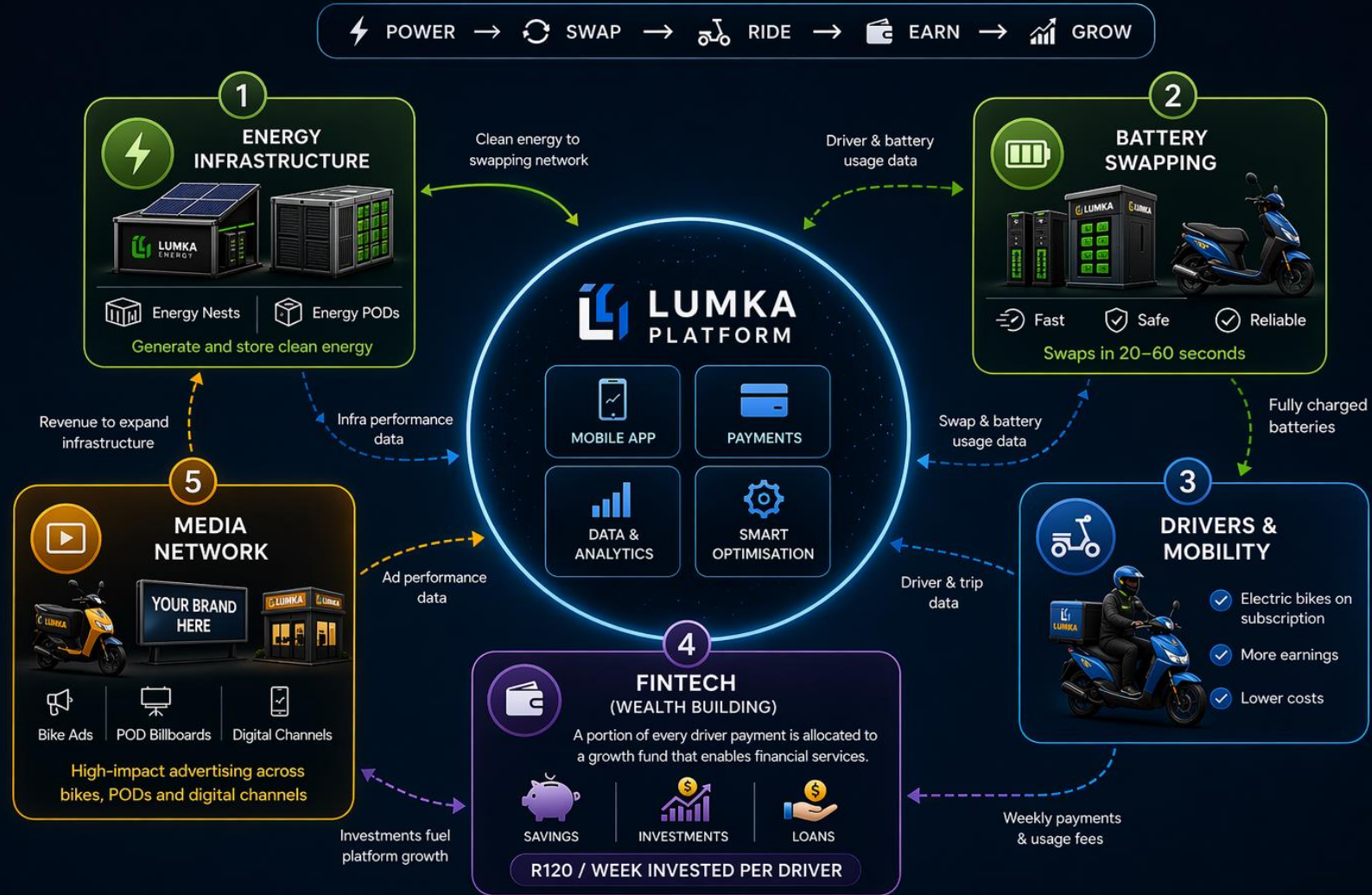
## HOW IT WORKS

LUMKA operates through a structured and repeatable system where energy infrastructure, mobility, and financial services are fully integrated.

Drivers access electric bikes and battery swapping through a subscription model, generating income through deliveries while contributing to a central fund.

This fund enables financial services and long-term value creation, while additional revenue from media further strengthens the platform.

Each layer feeds into the next, creating a scalable and self-reinforcing ecosystem.



EVERY SWAP **POWERS** A RIDE. EVERY RIDE **GENERATES** INCOME. EVERY PAYMENT **BUILDS** WEALTH. EVERY LAYER **FUELS** GROWTH.

# ENERGY INFRASTRUCTURE

## Decentralised Energy Network

LUMKA deploys modular energy infrastructure designed for scalability and efficiency.

Energy Nests act as central hubs, supported by distributed Energy Pods.

- Solar-powered Energy Nests
- Solar Hybrid Pod
- Battery storage systems
- 24/7 operational uptime



Reliable, scalable, and cost-efficient energy infrastructure.



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## BUSINESS MODEL

LUMKA generates revenue across multiple integrated streams:

- Driver subscriptions
- Media and advertising
- Financial services

This diversified model increases revenue per driver and strengthens long-term profitability.



Reliable, scalable, and cost-efficient energy infrastructure.



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47% margins at scale, with  
break-even built for resilience.

## DRIVER ECONOMICS and BREAK EVEN ANALYSIS

This unit economics model is based solely on the driver subscription revenue and excludes any additional revenue streams such as media advertising, financial services, or lending.

At full cluster utilisation, the model delivers approximately 47% gross margin per driver, driven by shared infrastructure and predictable operating costs. Importantly, break-even is achieved at around 38% utilisation, providing strong downside protection.

For the OneCart proof of concept, the pilot will be deployed at a single dark store location supporting approximately 80 drivers, with one fully off-grid NEST installed.

This represents near-full utilisation of the NEST capacity, allowing the pilot to validate performance, driver adoption, and economics under optimal real-world operating conditions.

# UNIT ECONOMICS & BREAK-EVEN ANALYSIS

Strong Margins. Scalable Model. Low Break-Even Risk.

200 DRIVERS PER CLUSTER

### 1. REVENUE

Per Driver (Weekly)

Battery Swap Revenue  
**R700**  
per week for 10 years

Bike Rental Revenue  
**R550**  
per week for the first 2 years

**TOTAL REVENUE PER DRIVER (YEARS 1-2)**  
**R1,250** per week

### 2. COST BREAKDOWN

Per Driver (Weekly Costs)

- Energy ~R75
- Battery Depreciation ~R15
- Bike Depreciation ~R155
- Infrastructure (NEST + POD) ~R79
- Site Cost ~R88
- Staff ~R37

**TOTAL COST** ~R660

### 3. GROSS PROFIT

Per Driver

Gross Profit (Weekly)  
**~R590**

Gross Profit (Monthly)  
**~R2,560+**

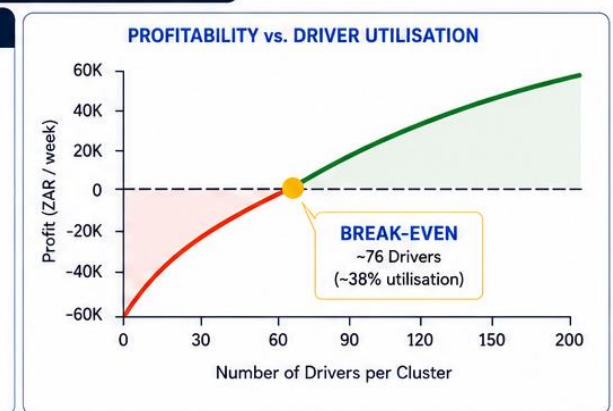
**GROSS MARGIN** ~47%

~47% GROSS MARGIN AT FULL UTILISATION (200 DRIVERS PER CLUSTER)

### 4. BREAK-EVEN ANALYSIS

A. FIXED COSTS PER CLUSTER (WEEKLY)	B. CONTRIBUTION PER DRIVER	C. BREAK-EVEN DRIVERS
<ul style="list-style-type: none"> <li>Infrastructure (NEST + PODs)</li> <li>Site Costs</li> <li>Staff Costs</li> </ul> <p><b>TOTAL FIXED COSTS</b> ~R45,000 /week</p>	<p>Revenue per Driver (Weekly) R1,250</p> <p>Variable Costs per Driver (Weekly) ~R660</p> <p><b>Contribution per Driver (Weekly)</b> <b>~R590</b></p>	<p>Fixed Costs per Cluster (Weekly) ~R45,000</p> <p>Contribution per Driver (Weekly) ~R590</p> <p><b>Break-Even Drivers</b> <b>~76 DRIVERS</b> (~38% utilisation)</p>

Break-even achieved at ~38% utilisation (76 drivers). The model remains profitable well below full capacity, providing strong downside protection.





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## REVENUE STREAMS AND PRICING

LUMKA operates a multi-layer revenue model combining predictable weekly driver payments with high-margin infrastructure and financial income.

Drivers pay separately for electric bike rental (first 24 months) and unlimited battery access, ensuring stable recurring revenue. A portion of payments contributes to a central fund, enabling financial services that generate additional returns through lending and compounding capital.

Media revenue from digital screens across Nests, PODs, and delivery assets provides a high-margin supplementary income stream, significantly enhancing overall profitability.

Revenue Stream	Driver / Client Pays	LUMKA Revenue	Margin Profile	Notes
<b>EV Bike Rental (Years 0–2)</b>	ZAR 550 / week	ZAR 550 / week	High	Ownership transfers after 24 months
<b>Battery Subscription</b>	ZAR 700 / week	ZAR 850 / week	High	Unlimited swaps across all Nests & PODs
<b>Fund Contribution</b>	Included (ZAR 120/week)	Allocated to fund	Strategic	Builds long-term capital base
<b>Media Revenue (POD)</b>	Advertisers	ZAR 8,500 / month	Very High	1 screen per POD
<b>Media Revenue (NEST)</b>	Advertisers	ZAR 25,500 / month	Very High	3 screens per Nest
<b>Financial Services</b>	Drivers / Fund	Interest income	High	9% lending + compounding fund

### KEY HIGHLIGHTS

- 👉 ZAR 1,250 per driver per week (Years 0–2)
- 👉 ZAR 700 per driver per week (Years 3–10)
- 👉 ZAR 8,500 per screen per month (media)

👉 **ZAR 384 800,00 total revenue per driver (10-year lifecycle)**

Multiple revenue streams, with increasing margins as the platform scales.

# LUMKA transforms drivers from unstable contractors into infrastructure-supported mobility entrepreneurs with predictable costs and a path to ownership.



## PETROL DRIVER VS LUMKA DRIVER

Lower, Predictable Costs. Higher Earnings. Ownership After 24 Months.

### PETROL DRIVER VS LUMKA DRIVER

LUMKA is designed to solve one of the biggest challenges facing delivery drivers in South Africa: unpredictable operating costs. Traditional petrol-based delivery models expose drivers to rising fuel prices, maintenance breakdowns and long-term financial instability, often without any ownership outcome.

LUMKA replaces this with a predictable, infrastructure-backed mobility model that combines fixed weekly energy costs, lower downtime, integrated support and a clear ownership pathway. By improving driver economics and operational reliability, LUMKA enables drivers to complete more deliveries, increase take-home earnings and participate in a more sustainable delivery ecosystem.

PETROL DRIVER – THE REALITY	LUMKA DRIVER – THE SMARTER WAY
 <p><b>WEEKLY OPERATING COSTS</b></p> <ul style="list-style-type: none"> <li><b>FUEL COST</b> Quiet week: R750 – R850 Busy week: R1,000 – R1,150</li> <li><b>BIKE COST (RENTAL OR LEASE)</b> Lease to own (Pingo): R650 / week Third party rental: R650 – R750 / week</li> </ul> <p><b>TOTAL WEEKLY COST</b> Quiet week: R1,400 – R1,600 Busy week: R1,700 – R1,900</p> <p><b>WHAT DRIVERS FACE</b></p> <ul style="list-style-type: none"> <li>⊗ Fuel prices always fluctuating</li> <li>⊗ High &amp; unpredictable maintenance</li> <li>⊗ Breakdowns &amp; downtime</li> <li>⊗ No ownership with rental</li> <li>⊗ Stress of unpredictable weekly costs</li> </ul> <p><b>HIGHER COSTS. MORE STRESS. LOWER TAKE-HOME PAY.</b></p>	 <p><b>WEEKLY LUMKA SOLUTION</b></p> <ul style="list-style-type: none"> <li><b>BATTERY SWAP SUBSCRIPTION</b> Unlimited swaps R700 / week</li> <li><b>BIKE RENTAL</b> Includes maintenance &amp; support R550 / week</li> </ul> <p><b>TOTAL WEEKLY COST</b> <b>R1,250</b> 100% PREDICTABLE</p> <p><b>WHAT DRIVERS GET</b></p> <ul style="list-style-type: none"> <li>✓ Fixed, predictable weekly cost</li> <li>✓ Unlimited battery swaps</li> <li>✓ Lower maintenance &amp; downtime</li> <li>✓ Ownership of bike after 24 months</li> <li>✓ Higher uptime = more deliveries = more income</li> <li>✓ Backed by LUMKA support &amp; infrastructure</li> </ul> <p><b>LOWER COSTS. MORE DELIVERIES. HIGHER TAKE-HOME PAY.</b></p> <p><b>OWNERSHIP</b> Your bike. Your future. After 24 months.</p>

WEEKLY COST COMPARISON	ANNUAL COST COMPARISON (EST.)	24 MONTHS COMPARISON
<p><b>PETROL DRIVER</b> R1,400 – R1,900</p> <p><b>LUMKA DRIVER</b> R1,250</p> <p><b>SAVE R150 – R650 EVERY WEEK</b></p>	<p><b>PETROL DRIVER</b> R72,800 – R98,800 / year</p> <p><b>LUMKA DRIVER</b> R65,000 / year</p> <p><b>SAVE UP TO R33,800 / YEAR</b></p>	<p><b>PETROL DRIVER</b> Still paying Still renting</p> <p><b>LUMKA DRIVER</b> Own your bike Build your future.</p> <p><b>OWNERSHIP. FREEDOM. GROWTH.</b></p>

**IMPACT MESSAGE**

LUMKA is designed to solve one of the biggest challenges facing delivery drivers in South Africa: unpredictable operating costs. Traditional petrol-based delivery models expose drivers to rising fuel prices, maintenance breakdowns and long-term financial instability, often without any ownership outcome. LUMKA replaces this with a predictable, infrastructure-backed mobility model that combines fixed weekly energy costs, lower downtime, integrated support and a clear ownership pathway. By improving driver economics and operational reliability, LUMKA enables drivers to complete more deliveries, increase take-home earnings and participate in a more sustainable delivery ecosystem.

LUMKA transforms delivery drivers from unstable operating contractors into infrastructure-supported mobility participants with predictable economics and a path to ownership.

PREDICTABLE WEEKLY COSTS	MORE UPTIME MORE DELIVERIES	HIGHER INCOME POTENTIAL	RELIABLE SUPPORT & INFRASTRUCTURE	OWNERSHIP AFTER 24 MONTHS
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As the driver base grows, revenue increases linearly while costs scale more efficiently, expanding margins over time.

## UNIT ECONOMICS

Simple. Predictable. Profitable.



**DRIVER MODEL**

Two revenue streams in the first 2 years, followed by long-term recurring revenue.

**YEARS 0-2 (FIRST 2 YEARS)**

- EV Bike Rental: ZAR 550 / week
- Battery Subscription: ZAR 700 / week

**TOTAL REVENUE PER DRIVER: ZAR 1,250 / week**

- LUMKA Contribution to Fund: ZAR 120 / week

**CONTRACT DURATION: 24 MONTHS**

**YEARS 3-10 (LONG TERM)**

- EV Bike Rental: —
- Battery Subscription: ZAR 700 / week

**TOTAL REVENUE PER DRIVER: ZAR 700 / week**

- LUMKA Contribution to Fund: ZAR 120 / week

**CONTRACT DURATION: 8 YEARS**

**WEEKLY REVENUE SUMMARY**

**YEARS 0-2**  
ZAR 1,250 per driver per week

**YEARS 3-10**  
ZAR 700 per driver per week

**10-YEAR LIFETIME SUMMARY PER DRIVER**

<p>REVENUE YEARS 0-2</p> <p>ZAR 130,000</p> <p>(104 weeks x ZAR 1,250)</p>	+	<p>REVENUE YEARS 3-10</p> <p>ZAR 291,200</p> <p>(416 weeks x ZAR 700)</p>	=	<p><b>TOTAL REVENUE PER DRIVER (10 YEARS)</b></p> <p><b>ZAR 421,200</b></p> <p>Total over 10 years</p>	+	<p>LUMKA FUND CONTRIBUTION (10 YEARS)</p> <p>ZAR 62,400</p> <p>(520 weeks x ZAR 120)</p>	=	<p>FUND GROWTH WITH 15% COMPOUND INTEREST</p> <p>Future Value After 10 Years</p> <p><b>~ZAR 155,000+</b></p> <p>(On ZAR 62,400 at 15% p.a. compounded weekly)</p>
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**THE FUND ADVANTAGE**

LUMKA's Fund grows through weekly contributions of ZAR 120 per driver at a compound interest rate of **15%** per year.

- STRONG EARLY REVENUE**: High revenue in the first 2 years accelerates cash flow.
- LONG-TERM RECURRING**: Battery subscription ensures stable, predictable revenue for up to 10 years.
- BUILT-IN FINANCIAL ENGINE**: LUMKA's Fund grows at 15% compound interest, creating long-term financial strength.
- SCALABLE MODEL**: More drivers = more revenue, larger Fund, greater impact.
- LOWER RISK, HIGHER RETURNS**: Diversified revenue streams with long-term visibility and scalability.

**★ EVERY DRIVER IS A RECURRING REVENUE STREAM. LUMKA TURNS TODAY'S REVENUE INTO TOMORROW'S VALUE.**

## UNIT ECONOMICS (per driver)

LUMKA's model is built on strong and predictable unit-level economics per driver, ensuring profitability from the ground up.

Each driver generates consistent weekly revenue through:

- Battery swapping fees
- Bike rental payments
- Platform-based services

At the same time, operating costs are controlled through:

- Centralised infrastructure
- Shared operational resources
- Scalable cluster deployment

This results in:

- Positive contribution margin per driver
- Increasing profitability as utilisation improves
- Strong operating leverage as the network scales

Profitability is built into every driver from day one.

Every driver is a recurring revenue stream with long-term financial upside.

## DRIVER MODEL

Drivers do not require upfront capital.

Participation is based on predictable weekly operational costs.

Over time, the platform builds a financial profile per driver, enabling access to financial services.

## DRIVER MODEL

Simple. **Affordable**. Built for long-term ownership and earnings.



### HOW IT WORKS

- 1. JOIN LUMKA**  
Driver registers and completes onboarding.
- 2. GET YOUR EV BIKE**  
Driver receives an EV bike and safety gear.
- 3. SWAP & GO**  
Access unlimited battery swaps at any NEST or POD location.
- 4. EARN MORE**  
Save on fuel, earn more with higher uptime and lower operating costs.
- 5. OWN & GET PAID**  
Own the bike after ~24 months and qualify for payout from the fund after 10 years.

### THE DRIVER JOURNEY



### WEEKLY PAYMENTS (YEARS 0-2)

	<b>BIKE RENTAL</b>	ZAR 550 / week
	<b>BATTERY SUBSCRIPTION (UNLIMITED SWAPS)</b>	ZAR 700 / week
<b>TOTAL</b>		<b>ZAR 1,250 / week</b>

### WEEKLY PAYMENTS (YEARS 3-10)

	<b>BATTERY SUBSCRIPTION (UNLIMITED SWAPS)</b>	ZAR 700 / week
<b>TOTAL</b>		<b>ZAR 700 / week</b>

### FUND CONTRIBUTION (YEARS 0-10)

	<b>ZAR 120 / week</b> Automatically contributed to the LUMKA Fund for 10 years.	→ Payout after 10 years
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YEARS 0-2 (104 WEEKS)	YEARS 3-10 (416 WEEKS)	10 YEAR LIFETIME (520 WEEKS)
ZAR 1,250 / week Total Weekly Payments → ZAR 130,000 Total over 2 years	ZAR 700 / week Total Weekly Payments → ZAR 291,200 Total over 8 years	ZAR 421,200 Total Revenue per Driver → Own the bike after ~24 months → Payout from fund after 10 years

## IMPACT AT SCALE

Empowering people, building sustainable infrastructure, and driving Africa forward.



**ECONOMIC IMPACT**  
Improving driver income and enabling long-term financial participation.



**ENVIRONMENTAL IMPACT**  
Reducing fuel dependency and supporting the transition to electric mobility.



**SOCIAL IMPACT**  
Expanding access to financial tools and creating inclusive economic opportunities.



**SAVE ON FUEL**  
Lower operating costs



**EARN MORE**  
Higher uptime  
More deliveries



**GO GREEN**  
Zero emissions  
Better future



**WE'VE GOT YOU**  
Support, maintenance and rider care

This fund enables LUMKA to develop internal financial services, including -

- Driver financing and micro-loans
- Asset-backed lending
- Insurance and financial protection products

Because LUMKA operates the infrastructure, assets, and payment flows, it has -

- Full visibility of driver earnings
- Predictable cash flow data
- Reduced lending risk

## FINANCIAL ENGINE

LUMKA's financial engine evolves beyond capital accumulation into a **scalable fintech and lending** platform.

A portion of weekly driver payments is allocated into a centralised fund, which grows as the network expands and assets mature.

### The fund is:

- Fully owned by LUMKA
- Built from bike and battery revenue
- Compounded annually

### Unlike traditional financial institutions:

- Lending decisions are based on real operational data
- Repayments are integrated into the platform
- Risk is managed through direct system control

This creates a unique opportunity to offer financial services to an underserved market with significantly lower risk compared to traditional lenders.

**Operations generate revenue - the fund creates long-term value.**

## LUMKA FUND VALUE PROJECTION

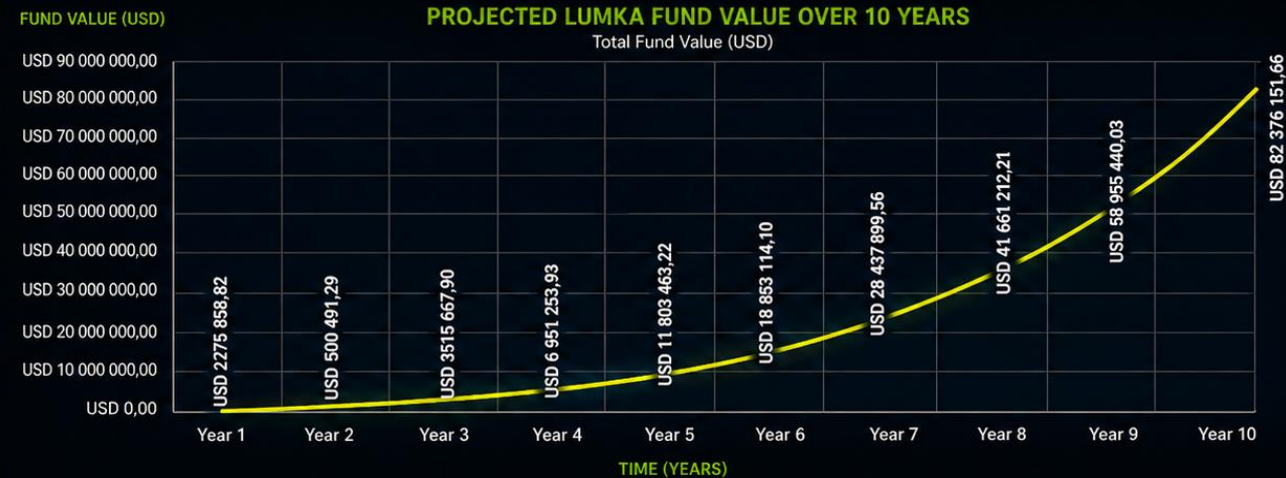
Built on scale. **Powered by driver loans and compounding returns.**



**BASED ON 20,000 DRIVERS**

The fund is built from driver loan repayments and grows through compound interest over 10 years.

Every driver powers the fund.  
Every repayment builds long-term value.



**10-YEAR FUND VALUE**

**USD 82.38 MILLION+**

Generated from driver loan repayments and interest income.

### KEY MESSAGE

The fund grows as more drivers join, repay, and generate interest income.

### WHERE THE FUND VALUE COMES FROM



#### DRIVER LOANS

LUMKA provides EV bikes and batteries to drivers on flexible repayment plans. Repayments flow into the fund.



#### INTEREST EARNED

The fund earns interest on all outstanding loan balances, increasing the value every year.



#### SCALE MULTIPLIES VALUE

With 20,000 drivers, the combined repayments and interest create powerful, compounding growth.

### KEY ASSUMPTIONS

- Total of 20,000 drivers
- Driver loans repaid over time
- Interest earned on outstanding loan balances
- Conservative repayment behavior assumptions



**TODAY'S LOANS. TOMORROW'S WEALTH.**

The LUMKA Fund turns everyday repayments into long-term institutional value, creating a **sustainable financial engine** that grows with every driver.

**This enables LUMKA to build a high-margin financial services layer on top of its core operations.**

**A data-driven lending platform built on predictable cash flows.**

We convert mobility infrastructure into a high-margin, always-on advertising machine

## MEDIA MONETISATION

High-impact visibility. Recurring revenue.

LUMKA unlocks premium advertising real estate across our ecosystem – at fixed NEST locations and on every delivery on the road.



**HIGH VISIBILITY**

High-footfall locations and daily road exposure



**RECURRING REVENUE**

Monthly advertising fees create predictable income



**SCALE WITH IMPACT**

Grows with every NEST and every driver on the road

## MEDIA MONETISATION

- Digital ads on bikes
- Pod and Nest billboards
- Location-based advertising
- Recurring high-margin revenue

LUMKA integrates a distributed media network across its infrastructure. This creates an additional high-margin revenue stream while offering advertisers targeted, real-world exposure in high-traffic urban environments.

**LUMKA turns every kilometer driven into a monetised advertising opportunity.**



**PER CLUSTER: 200 DRIVERS & 6 SCREENS**

**LED SCREENS ON NEST STATIONS**  
Digital screens at every NEST deliver high-impact brand exposure in key urban hotspots.



 <b>SCREEN TYPE</b> LED Digital Display	 <b>PLACEMENT</b> All NEST Stations	 <b>REVENUE MODEL</b> R8,500 per screen per month
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**6 SCREENS PER CLUSTER × R8,500 = R51,000 PER MONTH**

**LED ADVERTISING ON DELIVERY BOX**  
Mobile LED ads on every delivery box put brands in motion, reaching thousands of people every day.



 <b>PLACEMENT</b> On every delivery box	 <b>AD FORMAT</b> LED Digital Display	 <b>REVENUE MODEL</b> R350 per bike per month
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**200 DRIVERS × R350 = R70,000 PER MONTH**



**DIVERSE REVENUE STREAM**

Media monetisation adds a high-margin, scalable revenue stream that grows with our network and visibility.

**NEST LED SCREENS REVENUE**  
**R51,000**  
per month  
(6 screens × R8,500)



**DELIVERY BOX LED ADS REVENUE**  
**R70,000**  
per month  
(200 drivers × R350)



**AD REVENUE POTENTIAL**  
**R121,000+**  
per cluster per month  
**R1,452,000+** per year



**LUMKA INFRASTRUCTURE CREATES MULTIPLE REVENUE STREAMS.**

## LUMKA Group Structure & Long-Term Vision

LUMKA Group is building an integrated African platform combining clean energy infrastructure, smart mobility, battery swapping, fintech and AI-powered operations.

Starting with core mobility infrastructure, the platform is designed to scale into financial services, digital media and intelligent data-driven ecosystems that create recurring revenue, economic inclusion and long-term sustainable growth.

Built in Africa. Designed to scale.

### OUR PURPOSE

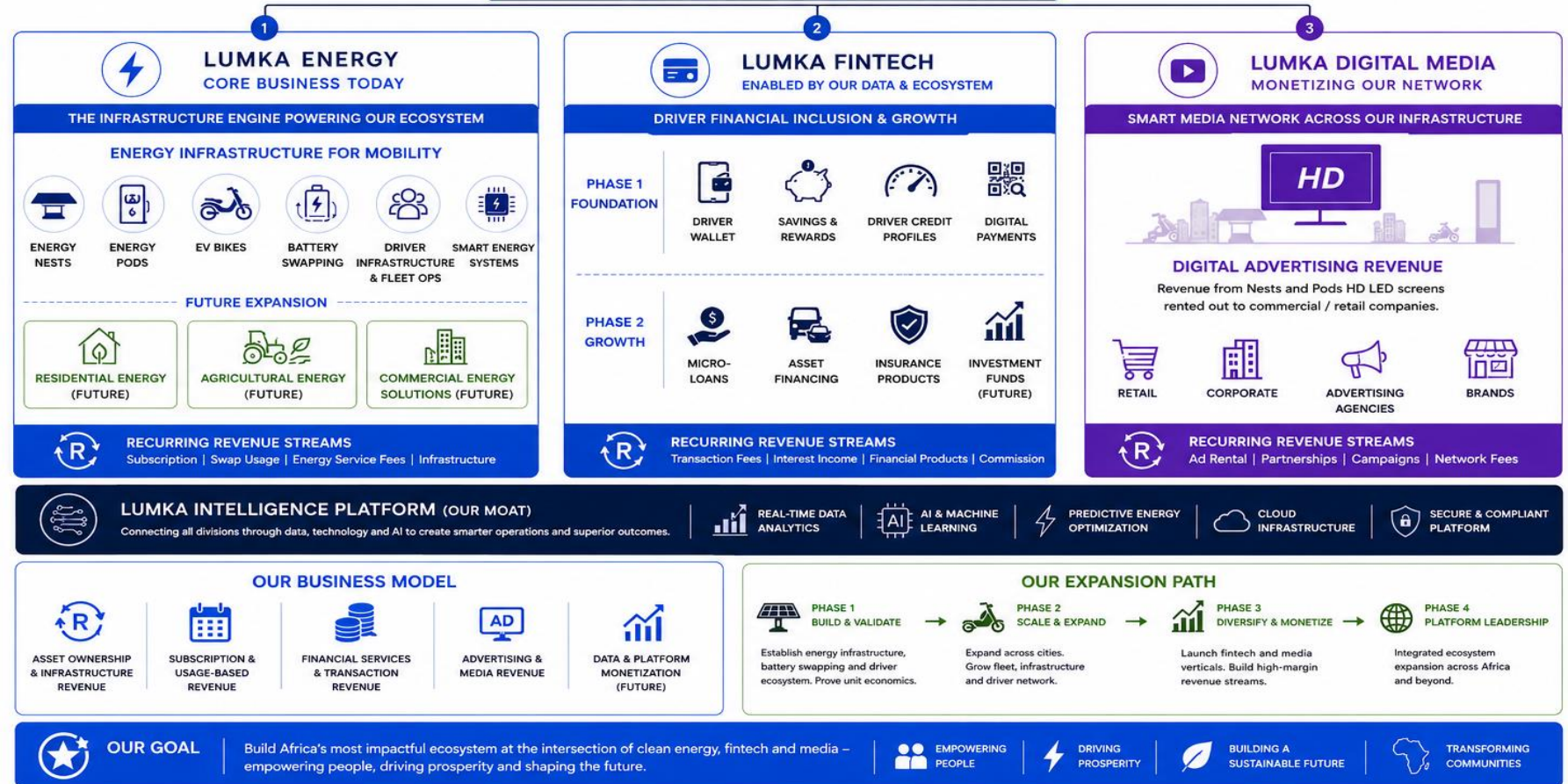
To power movement and build wealth by delivering integrated solutions that empower people, businesses and communities.



**LUMKA GROUP (HOLDING COMPANY)**  
Africa's integrated platform at the intersection of clean energy, mobility, fintech and media.

### OUR VISION

To be Africa's leading ecosystem driving sustainable mobility, financial inclusion and digital impact.



Others move people.  
**LUMKA moves the entire economy around them.**

## COMPETITION

LUMKA operates in a market where most players focus on a single layer of the value chain, such as electric mobility or battery swapping.

While companies like Spiro and Valternative address important parts of the ecosystem, they remain limited to operational infrastructure.

LUMKA differentiates itself by integrating energy, mobility enablement, financial services, and media into a single AI-powered platform - capturing multiple revenue streams and creating a more scalable, defensible business model.



## COMPETITION

Many players electrify mobility. **LUMKA** builds the complete economic ecosystem.

COMPANY	 <b>SPIRO</b> Battery Swapping Leader	 <b>valternative</b> SA Focused Player	 <b>Other Emerging Players</b> Regional / Niche Players
			
	<ul style="list-style-type: none"> <li>Battery swapping network</li> <li>EV bikes deployment</li> <li>Focus on scale and operations</li> </ul>	<ul style="list-style-type: none"> <li>Swap &amp; Go model</li> <li>Subscription battery service</li> <li>Focus on last-mile delivery</li> <li>Primarily South Africa</li> </ul>	<ul style="list-style-type: none"> <li>Smaller pilots and deployments</li> <li>Limited infrastructure scale</li> <li>Focused on mobility only</li> <li>Limited revenue diversity</li> </ul>

FEATURE	<b>SPIRO</b>	<b>VALTERNATIVE</b>	<b>OTHER PLAYERS</b>	<b>LUMKA</b>
Battery Swapping	✓	✓	⊖	✓
Energy Infrastructure	✓	⊖	✗	✓
Mobility Enablement	✓	✓	⊖	✓
Financial Services (Driver Fund)	✗	✗	✗	✓
Media Monetisation	✗	✗	✗	✓
Multi-Revenue Model	⊖	⊖	✗	✓
AI-Powered Platform	✗	✗	✗	✓
Supports Multiple Delivery Platforms	⊖	⊖	✗	✓



**LUMKA** AI-POWERED ECOSYSTEM PLATFORM

- INFRASTRUCTURE** Energy Nest + POD network across high-traffic locations
- MOBILITY ENABLEMENT** We support drivers on PINGO, ONE CART and other platforms with energy, battery and operational support
- FINANCIAL ENGINE** Driver loans + weekly contributions into the fund (compounding value)
- MEDIA MONETISATION** LED advertising on NESTS, PODs and delivery boxes
- AI-POWERED PLATFORM** AI optimises energy, operations, driver insights, credit assessments and revenue across the network

 **LUMKA IS DIFFERENT.**  
**LUMKA IS THE PLATFORM.**

We don't just power rides. We power people, businesses and communities through an **AI-driven** ecosystem.



**AI-DRIVEN DECISIONS**  
Smarter operations, better outcomes



**ECOSYSTEM AT SCALE**  
Infrastructure, mobility, finance, media



**SUSTAINABLE VALUE**  
Long-term value creation for drivers and investors



**OTHERS PROVIDE SOLUTIONS. LUMKA BUILDS THE FUTURE.**



+ & OTHERS

One platform.  
Infinite impact.  
Powered by AI.

A unified platform that drives efficiency, scale, and long-term value creation.

## PLATFORM

LUMKA's platform integrates energy infrastructure, mobility enablement, financial services, and media into a single AI-powered system.

By connecting NESTs, PODs, drivers, and partners on one platform, LUMKA optimises energy usage, driver performance, credit decisions, and revenue generation in real time.

This unified architecture enables efficient operations, scalable deployment, and continuous value creation across the entire ecosystem.

Powered by AI. Built to scale.  
Designed to capture the full ecosystem.



## PLATFORM DESIGN



**INTEGRATED ECOSYSTEM**  
All services on one platform



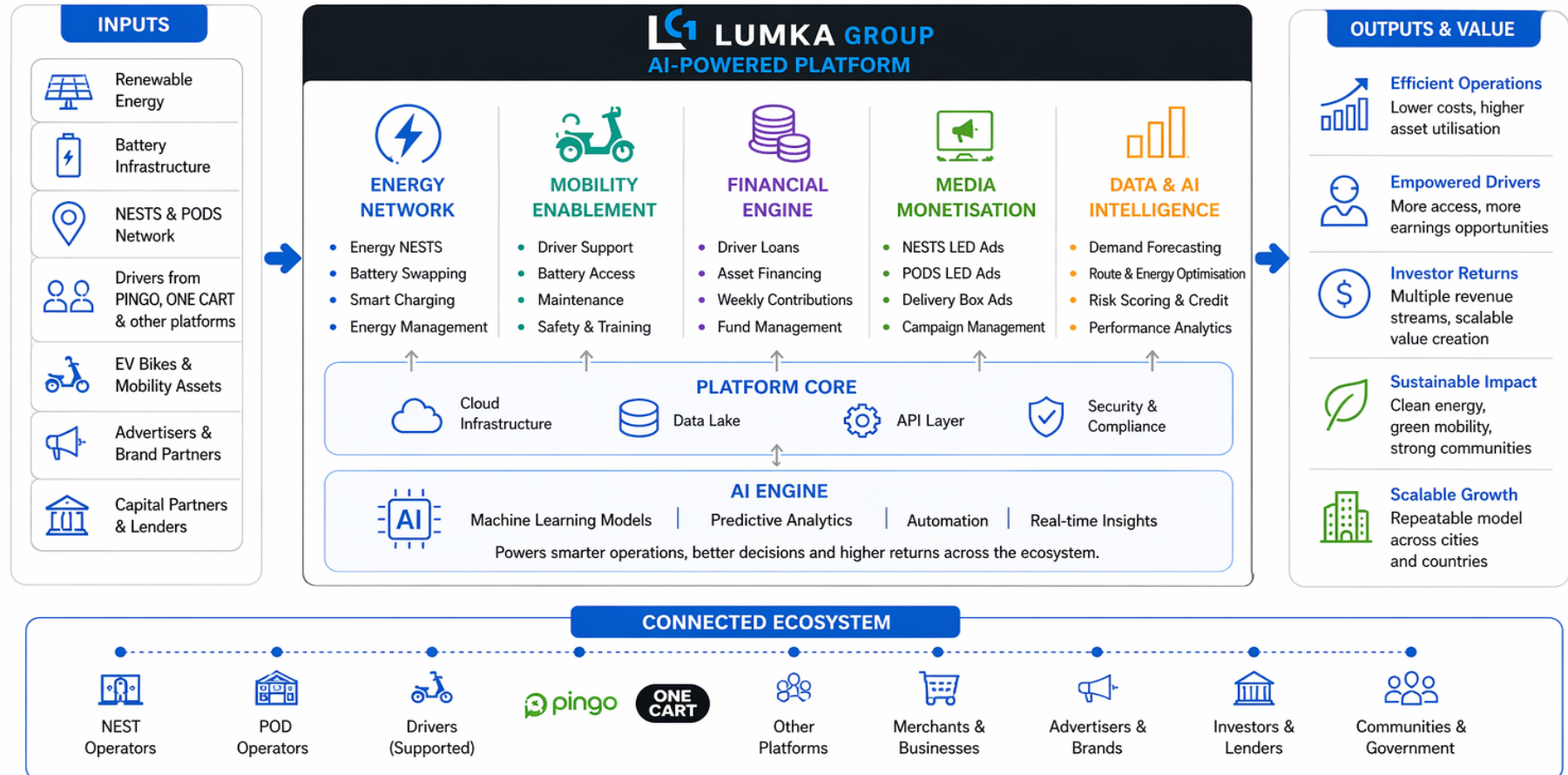
**AI-POWERED INTELLIGENCE**  
Smarter decisions, better outcomes



**SCALABLE BY DESIGN**  
Built to grow across cities and countries



**MULTIPLE REVENUE STREAMS**  
Energy, finance, mobility & media





LUMKA GROUP

POWERING MOVEMENT. BUILDING WEALTH

Built as a system. Defended by scale.

## MOAT

LUMKA's competitive advantage is built on an integrated ecosystem that combines infrastructure, mobility enablement, financial services, and media into a single AI-driven platform.

As the network scales, each layer reinforces the others - increasing efficiency, improving data intelligence, and strengthening driver and partner retention.

This creates a powerful flywheel effect where growth compounds over time, making the model increasingly difficult to replicate and highly defensible.

***A multi-layered moat where each layer strengthens the next.***



## MOAT

Our **Defensible Advantages**



*Strong demand validated. POC ready to deploy.*

From validated demand to real-world deployment.

## TRACTION/POC

LUMKA has secured a verbal agreement with OneCart, a leading last-mile delivery platform serving major retailers such as Woolworths, Makro, and Walmart in South Africa, to conduct a Proof of Concept.

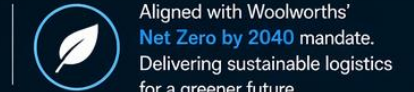
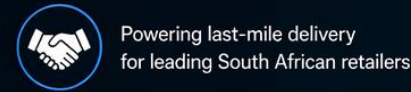
The POC will deploy 2 Energy NESTs and 1 POD to validate operational performance, energy efficiency, and rider experience in a real delivery environment.

This engagement reflects strong market demand for LUMKA's solution and aligns with large retailers' sustainability mandates, positioning LUMKA as a key enabler of the transition toward cleaner, more efficient delivery networks.



## TRACTION / POC


Verbal agreement secured. POC ready to deploy.




### ABOUT ONECART



OneCart is South Africa's leading on-demand delivery platform, partnering with major retailers Woolworths, Makro and Walmart to deliver groceries and everyday essentials to thousands of customers every day.

 Trusted by leading retailers Woolworths, Makro & Walmart

 Wide reach across major cities in South Africa

 Thousands of orders delivered daily with a large rider network

### POC DEPLOYMENT PLAN

**2**  
NESTS



To be installed

**1**  
POD



To be deployed

  
POC







Upcoming

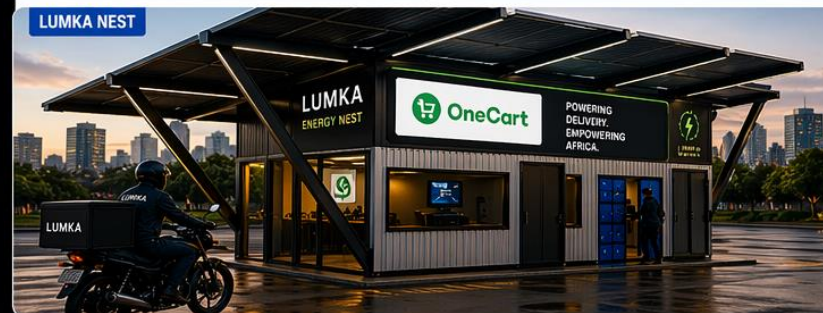


### POC OBJECTIVE

Validate operational performance, energy efficiency, rider experience, and cost savings at scale.

### POC HIGHLIGHTS

-  Verbal agreement (POC) in place with OneCart
-  POC scope: 2 x NESTS and 1 x POD
-  Evaluating performance, efficiency and scalability
-  Real-world testing with delivery riders
-  Supporting OneCart and retailer sustainability goals
-  Foundation for long-term strategic partnership



### WHY THIS MATTERS



Enables OneCart and retail partners to meet sustainability and net zero commitments



Delivers reliable energy infrastructure for last-mile delivery operations



Improves uptime, reduces costs and enhances rider productivity



Strengthens the foundation for national roll-out and long-term impact

“ Strong demand validated. POC ready to deploy. LUMKA + OneCart

We are proving that better infrastructure and better economics together drive inevitable adoption.

## POC Explanation

This proof of concept, conducted in partnership with OneCart, is designed to validate LUMKA's core infrastructure model under real operating conditions.

Over a three-month period, the pilot will demonstrate that the fully off-grid NEST operates reliably, supports continuous delivery activity, and provides a superior working environment for drivers.

The focus is on ensuring that drivers are comfortable transitioning to EV bikes, benefit from improved facilities and on-the-road technical support, and achieve higher net income compared to petrol-based alternatives.

By combining reliable energy infrastructure with improved driver experience, the pilot aims to prove that adoption is driven by immediate economic and operational benefits.



## PROOF OF CONCEPT WITH **ONECART DRIVERS**

A focused 3-month pilot to validate real-world performance

### WHAT WE ARE VALIDATING

-  100% off-grid NEST operates reliably under real conditions
-  OneCart drivers are comfortable using EV bikes and the LUMKA NEST
-  Driver income is increased vs petrol-based model
-  Drivers are supported technically on the road

### DRIVER EXPERIENCE FOCUS

- ✔ Seamless transition to EV bikes
- ✔ Better facilities (clean, safe and convenient)
- ✔ Improved comfort, safety and daily efficiency
- ✔ Reliable on-the-road support and maintenance

### SUCCESS CRITERIA


- ✔ NEST achieves consistent uptime (off-grid reliability proven)
- ✔ Drivers adopt EV bikes and remain active
- ✔ Measurable increase in driver net income
- ✔ High driver satisfaction and stability

### TECHNICAL ROAD SUPPORT

- ✔ On-the-road assistance for breakdowns
- ✔ Maintenance support and diagnostics
- ✔ Fast response and spare parts availability
- ✔ Dedicated support team for drivers

PARTNER  
**OneCart**

 **DURATION**  
3 months  
(post-installation)

 **SCALE**  
1-2 clusters  
(NEST + Pods)

 **DRIVERS**  
80-150  
active drivers

**BIKE MODEL**



**THIS PILOT PROVES THAT OFF-GRID INFRASTRUCTURE WORKS, DRIVERS EARN MORE, AND ADOPTION FOLLOWS.**



When drivers earn more, switching to EV isn't a decision - it's inevitable.

If drivers earn more and the system works reliably, adoption is not a risk - it is the outcome.

## ICE VS LUMKA

LUMKA replaces fuel, maintenance, and bike rental with a single fixed weekly cost, removing the biggest and most unpredictable expenses drivers face.

In the petrol model, more work means more fuel spend, reducing take-home income.

With LUMKA, costs stay stable, so as drivers complete more deliveries, they keep more of what they earn and take home a higher, more consistent income.




**We don't push EV adoption - we make it the only rational option.**



## DRIVER INCOME IMPROVEMENT

Real-world earnings comparison: ICE vs EV with LUMKA

### KEY ASSUMPTIONS (Based on Real Driver Data)

 Earnings per delivery	ZAR 30
 Working days per month	26 days
 Bike rental (ICE)	ZAR 2,100 / month
 ICE fuel cost (15 deliveries/day)	ZAR 1,091 / week
 ICE fuel cost (20 deliveries/day)	ZAR 1,278 / week
 Maintenance cost (ICE)	ZAR 125 / week
 LUMKA weekly fee (all-inclusive)*	ZAR 1,350 / week

\*Includes EV bike, battery, insurance, maintenance, support, and energy.

### WHAT THIS MEANS

- ✓ Fuel + maintenance + rental are the biggest costs for ICE drivers.
- ✓ LUMKA replaces all these with a predictable, all-inclusive weekly fee.
- ✓ Drivers keep more of what they earn.
- ✓ More deliveries = higher income, not higher costs.



## IMPACT AT SCALE

-  **ECONOMIC IMPACT**  
Improving driver income and enabling long-term financial participation.
-  **ENVIRONMENTAL IMPACT**  
Reducing fuel dependency and supporting the transition to electric mobility.
-  **SOCIAL IMPACT**  
Expanding access to financial tools and creating inclusive economic opportunities.

### 15 DELIVERIES PER DAY

 Monthly Revenue: ZAR 11,700 (15 deliveries x ZAR 30 x 26 days)

ICE DRIVER (PETROL BIKE)		LUMKA DRIVER (EV BIKE)	
MONTHLY COSTS	ZAR	MONTHLY COSTS	ZAR
Fuel (ZAR 1,091 / week)	ZAR 4,364	All-inclusive weekly fee* (EV bike, battery, insurance, maintenance, support, energy)	ZAR 5,845
Maintenance (ZAR 125 / week)	ZAR 500		
Bike Rental (ZAR 2,100 / month)	ZAR 2,100		
<b>TOTAL MONTHLY COSTS</b>	<b>ZAR 6,964</b>	<b>TOTAL MONTHLY COSTS</b>	<b>ZAR 5,845</b>
<b>NET INCOME (MONTHLY)</b>	<b>ZAR 4,736</b>	<b>NET INCOME (MONTHLY)</b>	<b>ZAR 5,855</b>

### IMPROVEMENT WITH LUMKA

 **+ZAR 1,119** more per month

**+23.6%** higher income

### 20 DELIVERIES PER DAY


 Monthly Revenue: ZAR 15,600 (20 deliveries x ZAR 30 x 26 days)

ICE DRIVER (PETROL BIKE)		LUMKA DRIVER (EV BIKE)	
MONTHLY COSTS	ZAR	MONTHLY COSTS	ZAR
Fuel (ZAR 1,278 / week)	ZAR 5,112	All-inclusive weekly fee* (EV bike, battery, insurance, maintenance, support, energy)	ZAR 5,845
Maintenance (ZAR 125 / week)	ZAR 500		
Bike Rental (ZAR 2,100 / month)	ZAR 2,100		
<b>TOTAL MONTHLY COSTS</b>	<b>ZAR 7,712</b>	<b>TOTAL MONTHLY COSTS</b>	<b>ZAR 5,845</b>
<b>NET INCOME (MONTHLY)</b>	<b>ZAR 7,888</b>	<b>NET INCOME (MONTHLY)</b>	<b>ZAR 9,755</b>

### IMPROVEMENT WITH LUMKA

 **+ZAR 1,867** more per month


**+23.7%** higher income


 **LUMKA DRIVERS EARN MORE, BECAUSE THEIR COSTS DON'T GROW WITH MORE DELIVERIES.** ICE drivers face rising fuel costs + fixed rental. LUMKA provides predictable, all-inclusive costs.

 **R1,119** more per month at 15 deliveries/day

 **R1,867** more per month at 20 deliveries/day

 **MORE INCOME. LOWER COSTS. BETTER FUTURE.**

 Drivers keep more in their pocket every single day.

 Off-grid energy from LUMKA = reliable, affordable, and scalable.

 **BETTER INFRASTRUCTURE + BETTER ECONOMICS = INEVITABLE ADOPTION.**

Note: Figures are based on real driver data and current operational assumptions. Actual results may vary.

**Modular by design. Scalable by default.**

A repeatable unit that converts infrastructure into scalable revenue.

## GROWTH MODEL

Each LUMKA cluster is designed as a self-sustaining operational unit consisting of one Energy NEST and four Energy PODs.

The NEST acts as the central hub, supporting approximately 60 - 90 drivers and providing staffed assistance for onboarding, technical support, and system management. Surrounding PODs are unmanned battery swapping points, each supporting 24 - 40 drivers, enabling fast, distributed access to energy across high-demand areas. All infrastructure is remotely monitored, with dedicated technical support vehicles assigned to every five clusters to ensure uptime, maintenance, and operational continuity.

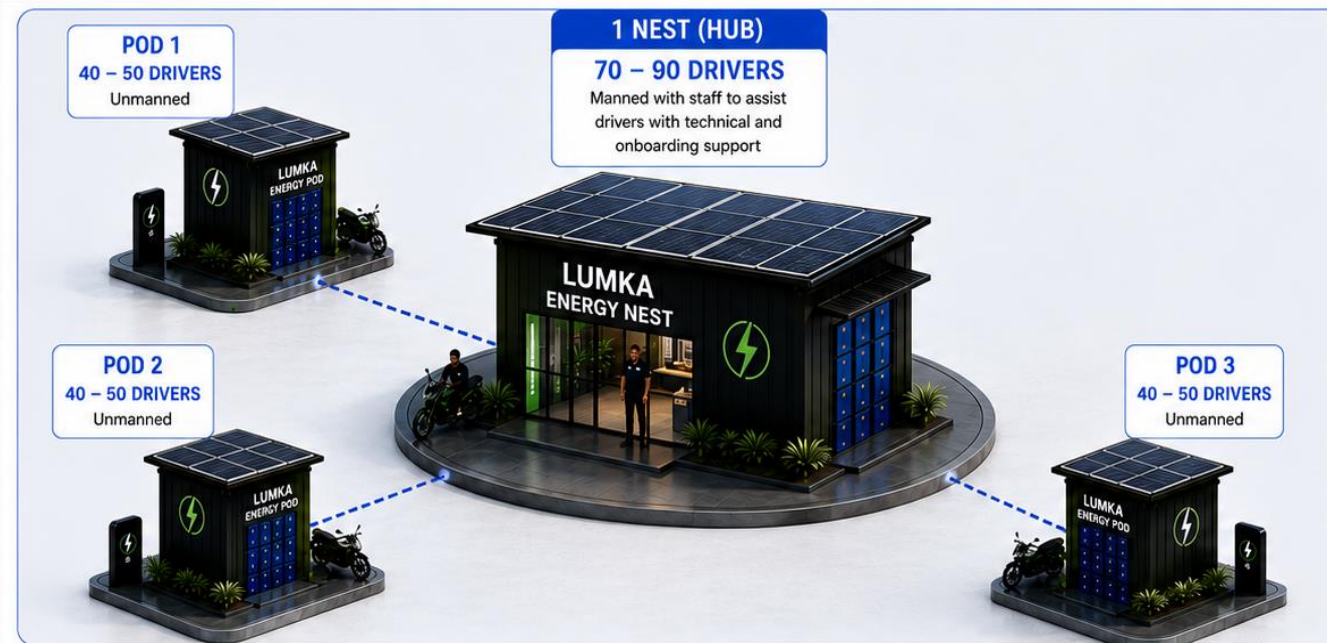
This modular cluster design allows LUMKA to scale efficiently while maintaining high service levels and system reliability.



# LUMKA CLUSTER MODEL

1 NEST. 3 PODS. POWERING HUNDREDS OF RIDERS.

**1 CLUSTER = 1 NEST + 3 PODS**



**CLUSTER CAPACITY**

- 1 NEST (HUB)**  
70 – 90 DRIVERS  
Manned with staff
- EACH POD**  
40 – 50 DRIVERS  
Unmanned
- TOTAL PER CLUSTER**  
~190 – 240 DRIVERS

**MONITORED & SUPPORTED**

All NESTs and PODs are remotely monitored 24/7 for optimal performance and security.



**THE LUMKA ADVANTAGE**

- ✓ High uptime & reliability
- ✓ Fast, convenient battery swapping
- ✓ On-ground technical support
- ✓ Scalable and modular
- ✓ Built for efficiency and sustainability

## RISK and MITIGATION

LUMKA has been designed with risk mitigation embedded at every level of the business model.

By deploying infrastructure in modular clusters, scaling in line with demand, and diversifying revenue streams across energy, mobility enablement, financial services, and media, the platform reduces reliance on any single driver of performance.

The use of proven technology, real-time monitoring, and strategic partnerships further lowers execution risk, while phased deployment ensures capital efficiency.




This approach allows LUMKA to manage downside exposure while maintaining strong upside potential as the network scales.




## RISK & MITIGATION

We proactively identify risks and implement strategies to ensure **resilience, scalability** and **long-term success**.



RISK CATEGORY	POTENTIAL RISK (IMPACT)		MITIGATION STRATEGY	RISK LEVEL (AFTER MITIGATION)
 <b>FINANCIAL RISK</b>	Capital intensity and funding requirements may impact growth pace.	 <b>HIGH</b> → 	<ul style="list-style-type: none"> <li>Phased deployment to match capital with traction</li> <li>Diversified funding sources (equity, debt, grants, partnerships)</li> <li>Strong unit economics and clear path to profitability</li> </ul>	 <b>LOW</b>
 <b>TECHNOLOGY RISK</b>	System reliability or battery performance may affect service delivery.	 <b>HIGH</b> → 	<ul style="list-style-type: none"> <li>Use of proven battery technology and certified components</li> <li>Robust testing and quality assurance</li> <li>Real-time monitoring and predictive maintenance</li> </ul>	 <b>LOW</b>
 <b>REGULATORY RISK</b>	Policy changes or regulatory hurdles could impact operations.	 <b>MEDIUM</b> → 	<ul style="list-style-type: none"> <li>Active engagement with regulators and industry bodies</li> <li>Compliance with local laws and safety standards</li> <li>Advocacy for supportive e-mobility policies</li> </ul>	 <b>LOW</b>
 <b>SUPPLY CHAIN RISK</b>	Delays or disruptions in supply of critical components may affect deployment.	 <b>MEDIUM</b> → 	<ul style="list-style-type: none"> <li>Multiple supplier strategy for key components</li> <li>Maintain safety stock for critical parts</li> <li>Strong supplier relationships and local partnerships</li> </ul>	 <b>LOW</b>
 <b>MARKET ADOPTION RISK</b>	Slow adoption by riders or fleet operators could limit growth.	 <b>MEDIUM</b> → 	<ul style="list-style-type: none"> <li>Focus on strong value proposition (savings, uptime, convenience)</li> <li>Strategic partnerships with fleets and delivery platforms</li> <li>Continuous rider education and support</li> </ul>	 <b>LOW</b>
 <b>SECURITY RISK</b>	Theft, vandalism or cyber threats could impact assets and data.	 <b>MEDIUM</b> → 	<ul style="list-style-type: none"> <li>Physical security (CCTV, smart locks, tamper-proof design)</li> <li>Remote monitoring and anomaly alerts</li> <li>Cybersecurity best practices and data protection</li> </ul>	 <b>LOW</b>

### OUR RISK MANAGEMENT APPROACH

 Risk management is embedded in our culture and operations. We continuously assess, monitor and adapt to safeguard our mission and deliver sustainable impact.



#### IDENTIFY

Proactively identify potential risks across the business.



#### ASSESS

Evaluate impact and likelihood to prioritise.



#### MITIGATE

Implement controls and strategies to reduce exposure.



#### MONITOR

Continuously monitor and respond to changing risks.



#### IMPROVE

Learn and adapt to strengthen resilience.



**STRONG RISKS CONTROLS. RESILIENT OPERATIONS. SUSTAINABLE GROWTH.**

**A repeatable model driving consistent, compounding revenue growth.**

## REVENUE

The revenue projection demonstrates LUMKA's ability to scale predictably through its modular cluster model and diversified revenue streams.

Growth is driven by the rollout of Energy NESTs and PODs, increasing driver density per cluster, and the expansion of recurring revenues from mobility enablement, battery access, media, and financial services.

As the network scales, each additional cluster contributes incremental, repeatable revenue, creating a compounding effect that accelerates growth over time while maintaining operational efficiency.

**Each cluster deployed converts directly into recurring revenue.**

# REVENUE PROJECTION

Built on scale. **Powered by operations and compounding growth.**



### BASED ON OPERATIONAL SCALE

The business scales with every cluster deployed, driving recurring and high-margin revenues.

Every new cluster adds incremental revenue and **strengthens long-term growth.**

### REVENUE (USD)

### PROJECTED REVENUE OVER 10 YEARS

Total Revenue (USD)



**10-YEAR REVENUE CAGR**  
**~61%**

**10-YEAR REVENUE**  
**USD 56.6 MILLION+**

Generated from scalable operations and recurring revenue streams.

#### KEY MESSAGE

Every cluster deployed drives recurring revenue and long-term value.

### WHERE REVENUE COMES FROM



#### ENERGY & MOBILITY

EV charging, battery access and mobility solutions generate recurring revenue.



#### DRIVER SERVICES

Subscription plans, insurance, financial services and support drive additional revenue.



#### MEDIA & ADVERTISING

In-platform advertising and partnerships create scalable revenue streams.



#### FINANCIAL SERVICES

Lending, savings and wallet services expand monetization potential.

### KEY ASSUMPTIONS

**BASED ON 20,000 DRIVERS**

- Cluster rollout as per plan
- Recurring revenue grows with scale
- Market and pricing remain stable
- Operational efficiency improves over time



**SCALE TODAY. REVENUE TOMORROW.**

Every cluster deployed drives recurring revenue and builds a **stronger, more valuable** business.

**High margins are a function of scale, not assumption.**

**Operating leverage drives exponential profitability.**

## EBITDA

The EBITDA profile reflects the inherent operating leverage in LUMKA's model as the network scales.

While early years absorb infrastructure deployment and platform build costs, profitability accelerates as clusters reach utilisation and fixed costs are spread across a growing base of drivers and transactions.

High-margin revenue streams - including battery access, media, and financial services - contribute increasingly over time, while the asset-light components of the model enhance margins.

As a result, EBITDA expands significantly in later years, driven by recurring revenues, improved unit economics, and the compounding effect of scale across the platform.

## EBITDA PROJECTION

Built on **operating leverage**. Scaling drives **exponential profitability**.



### BUILT ON OPERATING LEVERAGE

As scale increases, fixed costs are spread and margins expand significantly.

High-margin revenue streams and efficiency drive **powerful EBITDA growth** over time.



### 10-YEAR EBITDA CAGR

**~45.6%**  
(Year 1 to Year 10)



### BREAK-EVEN ACHIEVED EARLY

Rapid margin expansion driven by scale and operating leverage.

### 10-YEAR EBITDA

**USD 17.2 MILLION+**

Generated from scalable operations and high-margin revenue streams.

### KEY MESSAGE

As we scale, margins expand and profitability compounds.

### EBITDA MARGIN (Year 10)

**~30.4%**

17.20M EBITDA on 56.61M revenue



### OPERATING LEVERAGE

Fixed infrastructure costs are distributed across a growing base of drivers and transactions.



### HIGH-MARGIN STREAMS

Battery access, media, and financial services contribute increasing high-margin revenue.



### SCALE EFFICIENCY

Process automation and technology improve efficiency and boost profitability.



### FINANCIAL OPTIMIZATION

Smart capital allocation and risk management enhance EBITDA over time.

### WHERE EBITDA GROWS (ECAFIC)



**SCALE EFFICIENCY. MAXIMIZE PROFITABILITY.**

High-margin revenue streams and operational leverage drive **exponential EBITDA growth** over time.

### KEY ASSUMPTIONS

#### BASED ON 20,000 DRIVERS

- Cluster rollout as per plan
- Recurring revenue grows with scale
- Market and pricing remain stable
- Operational efficiency improves over time
- Efficient cost management at scale

Invest early in a model designed to scale fast and compound value.

## KEY METRICS

These metrics reflect a business model built on strong unit economics, recurring revenue, and scalable infrastructure.

LUMKA combines high-margin revenue streams with disciplined cost structures, enabling rapid expansion while maintaining profitability.

The combination of low customer acquisition cost, high lifetime value, and predictable payback periods demonstrates capital efficiency, while the growing driver base and revenue per cluster validate the model's ability to scale sustainably and generate long-term value.

**Early capital. Exponential upside.**

# KEY METRICS

Strong unit economics. **Scalable impact.** Sustainable growth.



### BUILT FOR SCALE.

Key metrics that drive sustainable value for drivers, partners and investors.



### HIGH GROWTH

Strong growth across revenue, EBITDA and driver base.



### HIGH EFFICIENCY

Low CAC, high LTV and improving unit economics.



### HIGH IMPACT

Driving financial inclusion, clean mobility and economic opportunity.

#### TOTAL DRIVERS (YEAR 10)



**20,000+**

Active drivers on the LUMKA network by Year 10

#### TOTAL REVENUE (YEAR 10)



**USD 56.6M+**

10-year revenue CAGR  
~61%

#### EBITDA (YEAR 10)



**USD 17.2M+**

10-year EBITDA CAGR  
~45.6%

#### EBITDA MARGIN (YEAR 10)



**~30.4%**

Strong operating leverage and scale efficiency

#### DRIVER LOAN PORTFOLIO (YEAR 10)



**USD 2.22M+**

Cumulative loans disbursed to drivers over 10 years

#### AVG. LOAN SIZE (YEAR 10)



**USD 1,750**

Affordable financing enabling driver growth

#### LOAN REPAYMENT RATE (YEAR 10)



**96%+**

Strong repayment discipline driving portfolio quality

#### CAC (CUSTOMER ACQUISITION COST) (YEAR 10)



**USD 28-32**

Efficient acquisition at scale through organic channels

#### LTV (LIFETIME VALUE) (YEAR 10)



**USD 900+**

High lifetime value driven by multiple revenue streams

#### PAYBACK PERIOD (DRIVER LOANS) (YEAR 10)



**12 MONTHS**

Fast payback through flexible repayment plans



**STRONG UNIT ECONOMICS. POWERFUL LONG-TERM VALUE.**

Our metrics reflect a business designed for scale, profitable growth, and lasting impact.

**Early entry. Accelerated value.  
Exponential upside.**

## INVESTMENT STRUCTURE

LUMKA's investment structure is designed to de-risk early capital while unlocking significant upside through a phased growth strategy.

The initial USD500K POC investment funds the deployment of 2 NESTs and 1 POD, validating unit economics, operational performance, and driver adoption.

In return, angel investors receive 20% equity at an early-stage valuation, positioning them to benefit from substantial value creation as the business scales.

With a clear path to a USD5M scale round and projected valuation growth to USD15M by Year 4 and USD145M by Year 10, early investors gain exposure to both near-term value inflection and long-term compounding returns, supported by strong fundamentals and scalable infrastructure.

# INVESTMENT STRUCTURE

Phased capital for **scalable growth**. Clear terms. Strong alignment.

## OUR INVESTMENT JOURNEY

We are raising capital in two distinct stages to de-risk early execution and scale with validated unit economics.

### 1 ROUND 1 – INITIAL ANGEL INVESTMENT USD 500K

Initial investment for 20% ownership (Seed Round)

- Onboard ~175 drivers
- Prove unit economics and operational model
- Set up offices and operational structure
- Duration: 6–9 months

### 2 ROUND 2 – SEED INVESTMENT USD 5M

- Expand to 20+ clusters
- Scale to 3,000+ drivers
- Accelerate revenue and EBITDA growth
- Duration: 18–24 months

Each round is designed to de-risk, validate and unlock significant value for early investors.

## EQUITY STRUCTURE

SHAREHOLDERS	PRE-ANGEL (100% COMPANY)	POST ANGEL (USD 500K ROUND)	POST SEED (USD 5M ROUND)
Founders & Core Team	100.0%	80.0%	50.0%
Angel Investors (Seed Round)	–	20.0%	20.0%
Seed Investors (Series A / Seed Round)	–	–	30.0%
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

- ✓ ESOP will be introduced post Seed Round as we scale the team.
- ✓ Early investors have pro-rata rights to maintain ownership in future rounds.

## VALUE CREATION FOR ANGEL INVESTORS



**ANGEL INVESTOR VALUE** (20% ownership post Angel)

Estimated value at Year 4 (USD 75M valuation): **USD 15M** (≈30x on USD 500K)

Estimated value at Year 10 (USD 725M valuation): **USD 145M** (≈290x on USD 500K)

\*Company valuation at Year 10 based on financials: USD 725 million.



**EQUITY AVAILABLE FOR INITIAL ANGEL INVESTMENT**

**20.0%**  
of the company  
(Seed Round)



Angel investors will have the opportunity to maintain or increase ownership in the next round.

## WHY THIS IS ATTRACTIVE FOR ANGEL INVESTORS

- ✓ Early entry at attractive valuation
- ✓ Clear path to significant value creation
- ✓ Strong unit economics with high scalability

## USE OF FUNDS – INITIAL ANGEL INVESTMENT (USD 500K)



Note: Excludes debt financing for bikes and batteries.

## KEY TERMS – INITIAL ANGEL INVESTMENT (USD 500K)

- ✓ Instrument: Priced Equity (Seed)
- ✓ Investment Amount: USD 500K
- ✓ Equity Offered: 20.0%
- ✓ Pre-Money Valuation: USD 2.46M
- ✓ Post-Money Valuation: USD 3.125M
- ✓ Use of Funds: PoC Execution, Infrastructure, Operations & Validation
- ✓ Board Seat: 1 Observer Seat
- ✓ Liquidation Preference: 1x Non-Participating
- ✓ Anti-Dilution: Standard Broad-Based Weighted Average
- ✓ Voting Rights: Standard
- ✓ Closing Conditions: Standard legal & financial due diligence

## OWNERSHIP & DILUTION PATH (UPDATED)

STAGE	COMPANY VALUATION	FOUNDER OWNERSHIP	ANGEL OWNERSHIP (20% POST ANGEL)	SEED OWNERSHIP (30% POST SEED)
Pre-Angel (Now)	USD 2.46M	100.0%	–	–
Post Angel (0–1 yr)	USD 3.13M	80.0%	20.0%	–
Year 4 (≈ 3–4 yrs)	USD 75M	≈ 50.0%*	20.0%	30.0%
Year 10 (≈ 10 yrs)	USD 725M	≈ 50.0%*	20.0%	30.0%

\*Assumes no further dilution beyond Seed Round and no exercise of ESOP pool by Year 4.



**INVEST EARLY. DE-RISK THE MODEL. SHARE IN THE UPSIDE.**

Be part of building the **infrastructure backbone** for clean, affordable and scalable mobility.



LUMKA GROUP  
POWERING MOVEMENT. BUILDING WEALTH

Same infrastructure. More revenue.  
Higher returns.

## EV CHARGING. EXTRA REVENUE. HIGHER RETURNS.

Unlocking a high-margin, incremental revenue stream across the LUMKA Energy NEST network.



### INTEGRATED INFRASTRUCTURE

EV charging built into every NEST – no additional land or footprint required.



### SCALE IMPACT

At full rollout of **100 NESTs** across South Africa.



### TOTAL ADDITIONAL ANNUAL REVENUE

**~R16.4M+** from EV charging.



### REVENUE DENSITY INCREASE

More revenue per asset without increasing infrastructure costs.



### STRONGER RETURNS

Enhances unit economics, accelerates payback and improves IRR.



### EV CHARGING REVENUE STREAM

3 CARS CHARGED PER DAY  
30 kWh per car per day  
**Total: 90 kWh per day**  
at R5 per kWh



### DAILY REVENUE

90 kWh/day × R5

**~R450**



### ANNUAL REVENUE PER NEST

**~R164,250**



### NETWORK (100 NESTs) ANNUAL REVENUE

**~R16.4M+**

At higher utilisation (200+ kWh/day), revenue per NEST exceeds R365,000 annually.



### SOLAR GENERATION

**53,6 kWp SOLAR ARRAY**

Estimated generation: ~248 kWh/day\*

\*Based on 4.6 peak sun hours/day and system losses.

## SAME INFRASTRUCTURE. MORE REVENUE. HIGHER RETURNS.



More energy delivered



Same land. Zero expansion



Lower capex. Higher efficiency



Sustainable. Scalable. Profitable

Building Africa's most scalable and profitable clean energy and mobility platform.

**LUMKA**  
ENERGY NEST

All figures are estimates based on average assumptions and may vary by location and utilisation.

We are not competing in the market - we are enabling it.

# EV CHARGING GAP IN SOUTH AFRICA

DEMAND IS ACCELERATING. INFRASTRUCTURE IS NOT.

## THE GAP

The rapid increase in fuel prices and growing EV adoption in South Africa are placing significant pressure on an already limited charging infrastructure, with fewer than 500 public charging points nationwide.

Existing public charging solutions are often expensive, with DC fast charging typically costing between R7.00 and R7.35 per kWh.

LUMKA addresses this gap by offering accessible, distributed charging at approximately R5.00 per kWh — up to 30–40% cheaper than conventional public charging.

This not only improves affordability for EV drivers but also enables predictable operating costs, positioning LUMKA as a critical infrastructure layer supporting the next phase of electric mobility adoption.

### THE PROBLEM: A CLEAR MARKET GAP



#### UNDERBUILT INFRASTRUCTURE

- <500 public EV chargers nationwide
- Concentrated in urban & high-income areas
- Limited access for high-usage delivery & gig economy drivers



#### RISING DEMAND

- EV sales growing >250% YoY
- Fuel prices up over 50% since 2019
- Shift to EVs accelerating across consumers & fleets



#### HIGH COST OF EXISTING CHARGING

- DC Fast Charging: R7.00 – R7.35/kWh
- AC Charging: ~R5.80+/kWh
- Some stations: >R8.00/kWh
- Cost barrier limiting mass-market adoption

### THE GAP

High demand meets limited, expensive infrastructure.



### THE LUMKA SOLUTION: BUILT FOR THE FUTURE



#### AFFORDABLE PRICING

**LUMKA: ~R5.00/kWh**

Up to 30–40% cheaper than public fast charging





#### ACCESSIBILITY AT SCALE

- Distributed NEST network
- Located in logistics & delivery hubs
- Built for high-frequency, real-world usage



#### ENERGY INDEPENDENCE

- Solar-powered + battery-backed
- Reduced reliance on unstable grid
- Predictable, stable pricing
- Lower carbon footprint

LUMKA DELIVERS MORE VALUE PER KM	COST PER kWh			COST PER 50 kWh CHARGE		COST PER KM* (300 km range)		ACCESSIBILITY		COST STABILITY	
	 <b>TRADITIONAL CHARGING</b> Lower cost. Greater access. Stronger economics.	<b>R7.00 – R7.35</b> per kWh	<b>~R350 – R400</b> per charge (50 kWh)	<b>~R1.30 per km</b>					<b>Limited</b> Concentrated in cities & major routes	<b>Volatile</b> Prices subject to market & demand	
 <b>LUMKA ENERGY NEST</b>	<b>~R5.00</b> per kWh	<b>~R250</b> per charge (50 kWh)	<b>~R0.80 per km</b>					<b>Distributed</b> Across 100s of NESTs nationwide	<b>Predictable</b> Solar-backed, stable pricing		

\*Based on 50 kWh charge = ~300 km real-world range



THE OPPORTUNITY IS MASSIVE.  
THE INFRASTRUCTURE IS MISSING.



EV ADOPTION IS NOT LIMITED BY DEMAND – IT IS LIMITED BY INFRASTRUCTURE AND COST.



LUMKA BUILDS THE MISSING LAYER OF EV INFRASTRUCTURE.



LUMKA GROUP

POWERING MOVEMENT. BUILDING WEALTH

# THANK YOU

FOR BEING PART OF

# LUMKA'S JOURNEY. AFRICA'S FUTURE. TOGETHER.

Empowering people, building sustainable infrastructure, and driving Africa forward.



LUMKA  
ENERGY NEST

Powering  
Mobility.  
Empowering  
Africa.



SWAP.  
CHARGE.  
GO.



Download the  
LUMKA App



### ECONOMIC IMPACT

Improving driver income and enabling long-term financial participation.



### ENVIRONMENTAL IMPACT

Reducing fuel dependency and supporting the transition to electric mobility.



### SOCIAL IMPACT

Expanding access to financial tools and creating inclusive economic opportunities.

LUMKA represents a unique opportunity to invest in scalable, infrastructure-backed mobility that combines immediate revenue generation with long-term financial compounding. By integrating real assets, technology, and financial services into a unified platform, the business is positioned to deliver both strong unit economics and exponential growth. With a clear path from proof of concept to large-scale deployment, LUMKA is building not just a business, but a sustainable ecosystem that unlocks value for drivers, partners, and investors alike.



BUILDING TODAY. EMPOWERING MILLIONS. SHAPING TOMORROW.



INVEST IN IMPACT. INVEST IN LUMKA.