



Uber

X

TURO

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Introduction



- **From the corporate development and innovation team**
- **Years of Expertise**



- **Board of Executives**

Introduction

Company
Overview

Car Rental

Solution

Benefits

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Uber

- 44 B Revenue
- Rides, UberEats, Courier, Bike Rental, Car Rental
- Over 7.5 million drivers

Yahoo Finance
Demand Sage



- 958 M Revenue
- Peer to peer car rental
- 340k active cars

Sacra
Turo

Company
Overview

Car Rental

Solution



Uber

- Uses Budget, Avis, Hertz, Turo
- Increasing Demand
- Variety in companies and experience



- Individuals rent out personal cars
- No physical locations
- Pickup, drop off, contactless pickup options

Company
Overview

Car Rental

Solution

Market

“Car rental demand remains significantly higher than pre-pandemic levels, with an increase of **29%** from 2020 to 2024”

- Nerd Wallet

Solution

Uber Acquires Turo

Benefits

- Existing partnership
- Compete directly in the car rental market
- Increased revenue and profit
- More consistent service

Car Rental

Solution

Benefits



Risks

- Change/loss of relationship with Avis, Budget, Hertz
- Increased Debt
- Lower peer-peer rental margins

Benefits

Risks

Goals



Goals

- Increases services offered
- New, scalable revenue stream/market
- Works well in addition to current services
- Market dominance in ride-share (76%)

autoinsurance.com



Benefits

Risks

Goals

Benefits to Uber

- Growth and expansion
- Increased revenue long term
- Expand with further acquisitions

Risks

Goals

Conclusion

Potential Acquisitions



getaround

Sources

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Q & A

Financing

| | |
|----------------------------|-------------|
| Turo 2024 Revenue | 958 M |
| Turo 2024 Profit | 26 M |
| Last Fundraising Valuation | 1.7 B |
| Premium (20-50%) | 2 B - 2.6 B |
| Cash / Stock | 60% / 40% |

Why Turo

- No physical locations
- Growing revenues, profitable
- Scalable
- Increased demand


| Year | Revenues |
|------|----------|
| 2020 | 149 M |
| 2021 | 469 M |
| 2022 | 747 M |
| 2023 | 880 M |
| 2024 | 958 M |

(Over 6x revenue from 2020 to 2024)



200 Billion

Global Car Rental Market

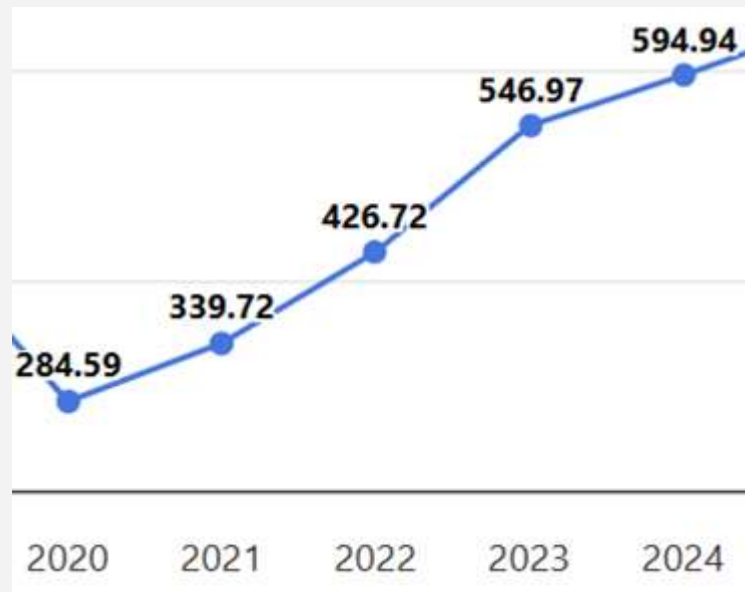
A low-angle, black and white photograph of several tall skyscrapers reaching towards a cloudy sky. The perspective is from the ground looking up, creating a sense of height and scale. The buildings are modern with many windows.

35 Billion

U.S. Car Rental Market

Car Rental User Growth

Current



Projected



Anti Trust Lawsuits

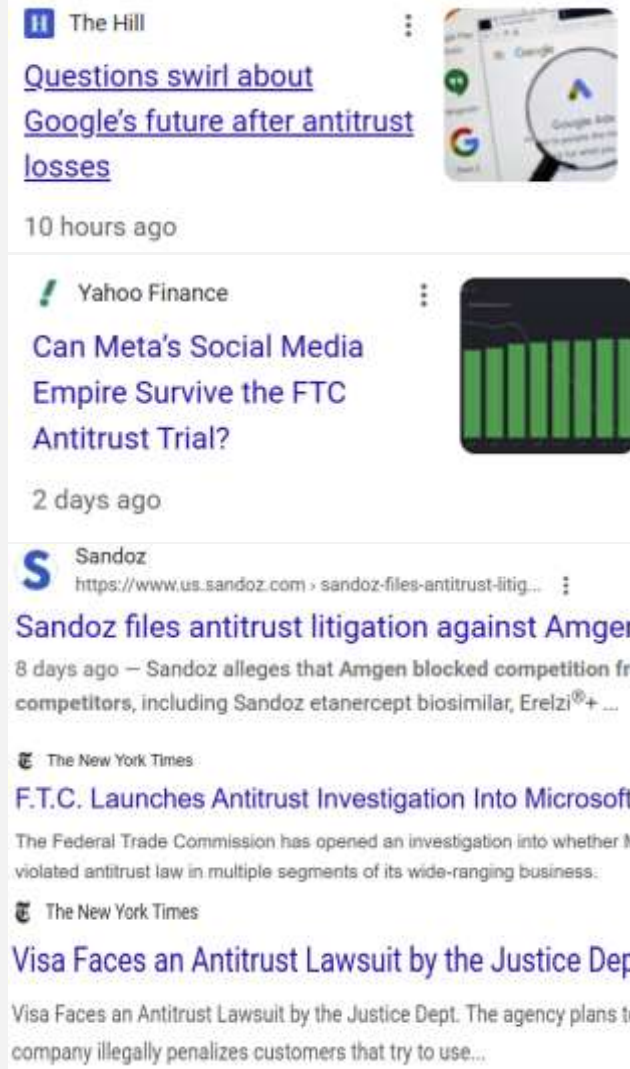
- Recent heightened focus on anti - monopoly policy especially in tech
- In 2020 Uber acquired postmates for 2.65 Billion
- Deal likely to be allowed to go through

Potential issue

Similar purchase value

Turo is worth significantly less

Not in the exact same industry



Other Potential Acquisitions

- Pave the way for further expansions



- Acquire other companies in a similar industry

- Expand Offerings



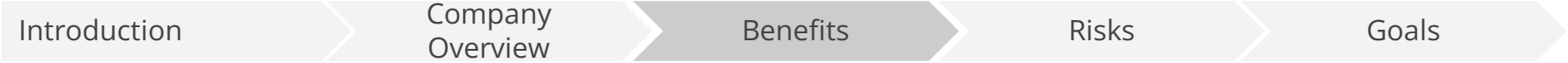
- Already shown signs of expansion (Uber freight)

Tariffs

- Little to no effect on Uber since people already have cars
- Potential to affect users buying cars to make money
- Potential to affect future car prices
- Potential for less disposable income

Why Uber

- Large company in similar market
- Rental referral revenue is in competition with Lyft
- Has the infrastructure



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