



INVEST IN THE SECOND ROUND OF CITYFREIGHTER INC.

## Ultra Low-Floor, modular EV platform, purposefully built for urban logistics

LEAD INVESTOR



**Remo Weber** NA

We are in the EV Commercial Industry since 2013 and are looking for great products ever since. When I got to know about CityFreighter, at the end of 2018, I made an initial investment to support their project to build a prototype for the ACT show in April 2019. Honestly, I never believed they will make it on time but I was convinced that their concept would be a successful business model in the future. But then, the Easter weekend before the ACT show, a 747 cargo plane with the prototype on board landed at LAX and we virtually drove the CF1 to my facility that evening, just two and a half hours after landing! I could not believe it! And the CF1 was the most beautiful truck of its class, I have ever seen. Everything had been realized, almost to perfection. In specific I love the clean cockpit, the low-floor chassis and the intelligent locking system. I have no doubt that this innovative company, given the right support and funding, can change the industry for good and we will be there with the to a glory EV future.

**Invested \$1,000 this round & \$150,000 previously**

[cityfreighter.com](https://cityfreighter.com)

Santa Barbara CA



Technology

B2B

Climate Change

Transportation

# Highlights

- 1 Proven history of execution, proof of concept 2019, fully functional Beta version in 2021
- 2 Substantial Market Size with exponential growth, \$792B by 2028 (not guaranteed)
- 3 The market needs electrified Cab Chassis. Modular, customizable, designed for ease of manufacturing
- 4 Reducing CAPEX and speeding up time-to-market by using existing and proven parts
- 5 Addressing the largest key markets for urban-logistics, the US and Europe
- 6 Building strong collaborations and alliances with global partners is one of our key strategies
- 7 Setting up CDK-micro-assembly factories in global key markets
- 8 SOP - Start of production Q3 2024

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## Our Founder



**Michael Schoening** President & Founder

Michael is a visionary leader and serial Entrepreneur. He has proven to turn visions into execution.

By talking to fleet operators we recognized that there is a need for individual and flexible solutions. We are very excited about our unique, customer-focused concept. It will shake up the last-mile vehicle segment with a keen design, radical new features, and a faster time-to-market, all of which will set us apart from what is available.

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**Here we go. Join us for our second round, raising \$5 million to build the Gamma versions**

## The Problem Inner-city Logistics face Multiple Challenges

- Vehicle manufacturers (Traditional OEMs) cannot meet the ever-increasing demand from customers for urban last-mile delivery vehicles, nor can they provide the numerous customizations requested
- As the market transitions to electric vehicles, the problem is worsening due to manufacturing complexities related to EV conversion, forcing manufacturers and customers to make compromises. Customers are seeking alternatives
- Governments are already pushing back with regulations against pollution from gas and diesel vehicles, governing access to cities (e.g., Paris 2024)

## The Solution

An EV platform from the start purposefully built for last-mile delivery and urban logistics, which is modular, customizable, and designed for ease of manufacturing



Delivery



Shuttle Bus



Service



RV's



Food Trucks



Emergency Response



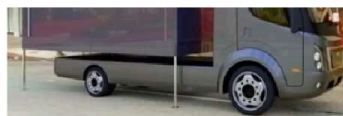
## Introducing CityFreighter

- Designed specifically for urban logistics
- Walk-Through, lower step-in and step-out heights, modular, customizable and best-in class payload capacity
- Using readily available common parts where applicable, CF is decreasing development costs and





time-to-market, while simultaneously changing industry standards where it matters



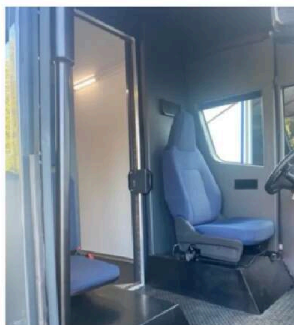
option of detachable rear box (mobile hub)

## CF1 Quick View



## CF1 Specs

- 86 kWh Lithium-Ion Battery
- Range 150 Miles
- E-Axle Front Drive
- Heat Pump Based Thermo Management
- Best in Class Payload Values



### Europe

**Class N2**, 4.25 tons GVWR, payload 1.75 tons, load volume 20 m<sup>3</sup> (+)

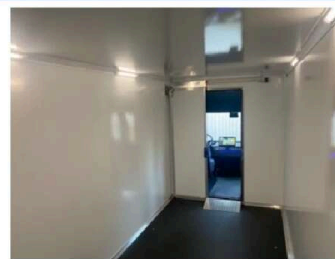
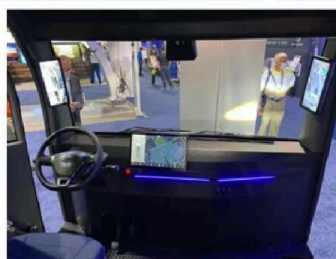
### USA

**Class 3**, 4.8 tons GVWR, payload 2.3 tons, load volume 706 ft<sup>3</sup> (+)

### Dimensions

6585 x 2000 x 2700 mm (l x w x h)

21.60 x 6.56 x 8.86 ft (l x w x h)



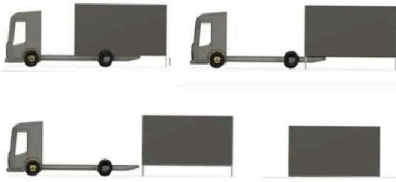
## Intelligent Mobile Hub



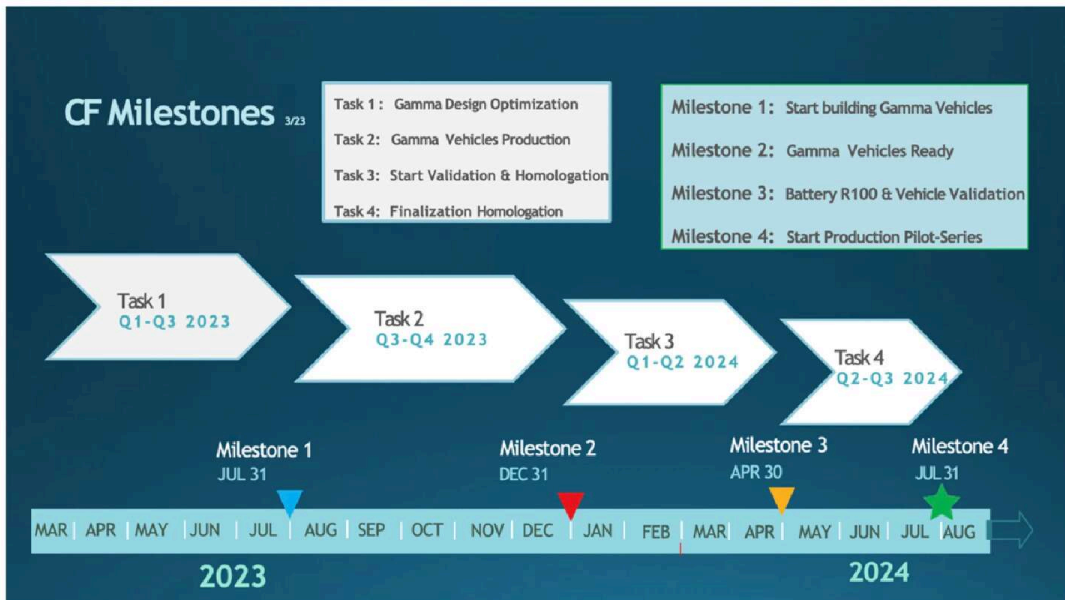
- Local Distribution
- Portable Storage
- Vending – Pop Up Store
- Packing Station
- Moving Container

**Update:** Due to increasing demand, we decided to speed up with the development of the concept. Recently, we had meetings with potential customers in Paris, France, and New York, USA, who confirmed that they would like to implement our Intelligent Mobile Hub concept

and much more



## Milestone Plan Overview



*Forward-looking projections are not guaranteed.*

## Proven History of Execution and Growth

### Phase I 2018/2019

- Building proof of Concept
- Executed within 9 Months with limited resources
- Premiered on ACT Expo in Long Beach April 2019



### Phase II 2020/2021

- Building Beta Version
- Unveiled on ACT Expo in Long Beach August 2021



### Phase III 2022/2023

- Gamma Design Optimization & Gamma Vehicle Production
- Validation & Homologation
- MOU With South Korean Partner for ADAS/AEBS Development *signed*
- In final talks with US contract manufacturer
- Development Manufacturing collaboration with European contract manufacturer *LOI signed*

### Phase IV 2023/2024

- SOP (Start of Production) Q3, 2024  
Pilot Series North America & Europe
- Ramping up to 30,000 vehicles/year in 2027  
North America and Europe combined

*Forward-looking projections are not guaranteed.*

## The Core Team It is all about people

# Exceptional TEAM with hands-on and out-of-the box thinking mentality



**Michael Schoening**  
Founder and President CityFreighter  
Inc. and CEO of CityFreighter Europe  
GmbH  
Michael is a visionary  
leader and serial  
Entrepreneur. He has  
proven to turn visions  
into execution.



**Frank Grossbude**  
cto  
30 years in automotive  
with hands-on mentality  
He has extensive Leadership  
experience and deep  
knowledge about automotive  
electric applications and  
integration into automotive  
EE systems



**Martin Poeloeskey**  
Project lead EEDS  
Certified Engineer  
Longtime automotive  
experience ADAS and  
EEDS at Daimler, Ford



**Laszlo Kovacs**  
Project lead High Voltage  
System and VCU  
Certified Engineer Long  
term experience  
in automotive software  
and electronics  
development (e.g., Bosch)

## Advisory Board



**Stefan Krause**  
Chairman of the Board

Stefan has been a successful  
entrepreneur in the electric car  
industry. He has been Co-  
Founder, CEO, and Chairman of  
Carac, CEO and president of  
Faktor, and CEO of Future  
Fusion. He has served BMW  
and Deutsche Bank as CEO.



**Paul Rivera**  
Chairman of the Board

Paul is a "hands-on" leader with  
a proven track record in leading  
global corporations (e.g., CEO of  
Blackhawk and President  
Northern America of Ricardo)  
focused on the automotive and  
aerospace sectors. He  
negotiated numerous contracts  
with automotive OEMs and  
government agencies.



**Russel Kharuk**  
Chairman of the Board

Russel has more than two decades  
of experience in finance at top  
Northwest corporations.  
In 2007 he ventured into logistics  
to build a transport company with  
over 12 locations and 2000  
employees.



**Markus Nünnerich**  
Chairman of the Board

Markus has been a leader in the  
financial services industry for  
more than two decades. He served  
as a chief executive for a subsidiary  
of Postbank AG, a 100% subsidiary  
of Deutsche Bank AG, for more than  
eleven years. He brings together  
corporate finance with the logistics  
sector, IoT/tech, and innovation to  
support the transition of different  
industries to sustainability.



## Why Now?



- Demand for urban logistics and last-mile delivery continues to grow rapidly due to key drivers such as E-commerce
- The need for fully electrified commercial vehicles is just beginning and will grow rapidly
- Urbanization increases. By 2030, 60% of all people will live in cities.

## Comparison Chart Best in Class

E-CARGO/PANEL VAN Comparison Chart

Brand Name and Type	Cargo Volume m³	Payload (Kg)	Floor to Ground mm	GVWR Kg	Length mm	Width mm	Height mm	Turning Circle in meter
CityFreighter CF1	20 706 ft³ (+)	2,300 US 1,750 EU	487	4,800 US 4,250 EU	6,584	2,000	2,700	13,3
Chanje 8100	19	2,721	743	7,480	8,080	2,195	2,735	16,2
Workhorse C650	18	2,721	700 approx	5,669	6,273	2,235	3,116	unknown
ARRIVAL	17	1,975	450	4,250	6,490	2,075	2,270	12,9
GM EV600	17	1,000	780	4,500	7,315	2,159	2,718	unknown
Rivian Amazon Van	15 approx	unknown	500 approx	unknown	6,150	2,050	2,620	unknown
Ford E-Transit	14	1,100	640	3,500	6,704	2,000	2,687	13,3
Mercedes E-Sprinter	14	1,100	615	3,500	6,088	2,000	2,687	14,9
MAN TGE e-City	14	1,735	670	4,250	6,085	2,000	2,500	13,6



## Comparison in Detail

### CityFreighter CF1



GVWR	4250 - 4800 kg
Vehicle Length	6594 mm
Vehicle width	2040 mm (without mirrors)
Vehicle height	2730 mm (empty)
Wheelb./turn.cycle	3630 mm/13.3 meters
Drivers Cabin	Full Walk-Through
Cargo Space	over 20m³
Payload	1750 kg (@ GVWR 4250 kg)
	2300 kg (@ GVWR 4800 kg)
Loading Height	512 mm

Remarks: For the US market, safety features like AEBs – Advanced Emergency Brake System (e.g., pedestrian, bicyclist recognition) will be, although not required by US law, implemented in Class 3 and will reduce injuries in traffic accidents significantly (ref.: research by NHTSA and similar global authorities)

### GM Brightdrop EV600



GVWR	4530 kg
Vehicle Length	7310 mm
Vehicle width	2159 mm (without mirrors)
Vehicle height	2710 mm (empty)
Wheelb./turn.cycle	3800 mm/≈14 meters
Drivers Cabin	Full Walk-Through
Cargo Space	over 17m³
Payload	1000 kg
Loading Height	780 mm

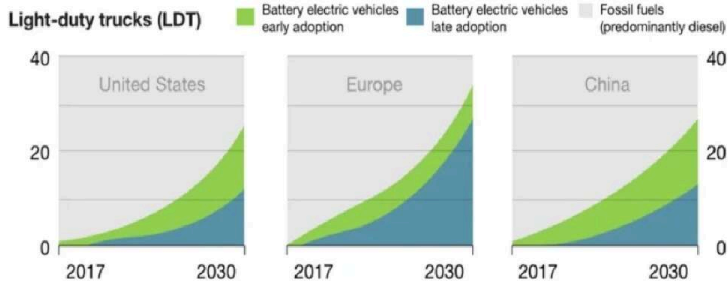
### Ford eTransit L4H3 (EU)



GVWR	4250 kg
Vehicle Length	6704 mm
Vehicle width	2059 mm (without mirrors)
Vehicle height	2799 mm (empty)
Wheelb./turn.cycle	3750 mm/14.3 meters
Drivers Cabin	Limited Walk-Through
Cargo Space	15.1 m³
Payload	≈ 1300 kg
Loading Height	731 mm

## Market Substantial Growth - Europe in the lead with (LDT)

Early<sup>1</sup> and late adoption scenario for eTruck sales by weight class,<sup>2</sup>  
% share of trucking



<sup>1</sup>Based on set of more optimistic assumptions (for example, higher impact of regulation).

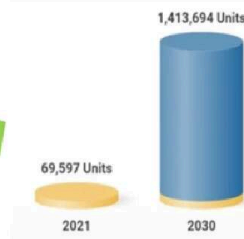
<sup>2</sup>Weight-class definitions: United States: HDT: class 8 (>15 tons), MDT: class 4-7 (6.4-15 tons); LDT: class 2-3 (3.5-6.4 tons); Europe: HDT >16 tons, MDT: 7.5-16 tons, LDT: 3.5-7.5 tons; China: HDT >14 tons, MDT: 6-14 tons, LDT: 1.8-6 tons.

<sup>3</sup>City buses not included.

McKinsey&Company | Source: McKinsey Center for Future Mobility



Global Electric Trucks Market  
Market forecast to grow at a CAGR of 39.70%



## Urban Last Mile Deliveries In Acceleration Mode

### Unparalleled Demand for Urban Last-Mile Transport

- E-commerce has grown significantly in the past decade, as new digital business models and smarter logistics concepts enable both instant and same-day deliveries (respectively increasing 36% and 17% a year)
- While COVID-19 has amplified and accelerated this trend, elevated e-commerce and time-definite

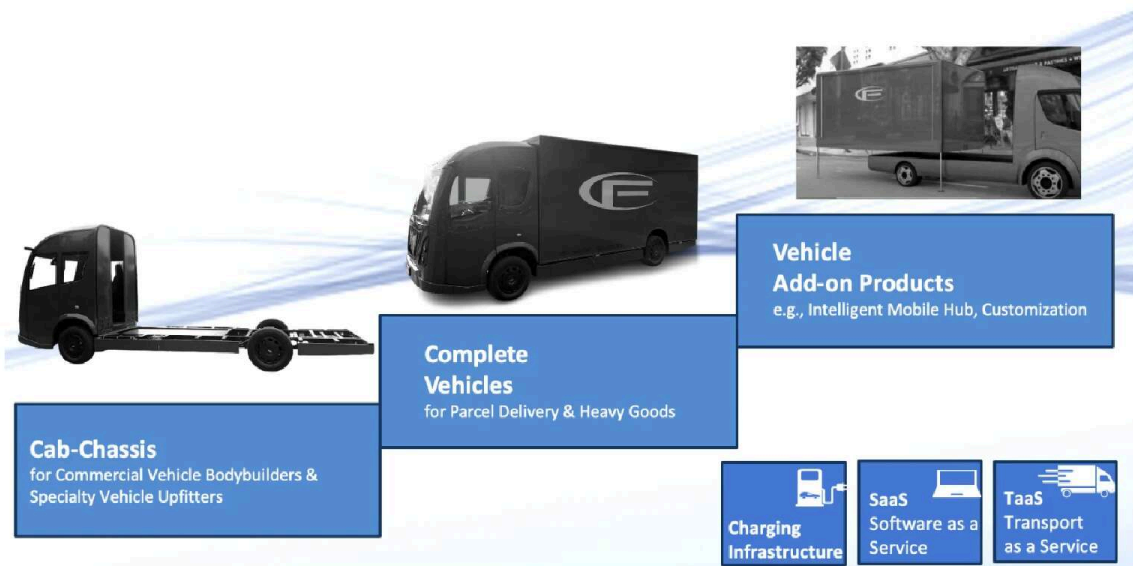
#### Unparalleled demand for last mile transport



delivery levels should remain above the pre-COVID-19 baseline in the long term



## Growing Revenue Streams - Step by Step



## Asset-Light Manufacturing Volumes Up. Capex Down.



- Electric truck manufacturing is less complex compared with fuel trucks or even if compared to passenger vehicles
- CityFreighter's modular and flexible concept allows fast implementation of an assembly line and to scale quickly
- Leased industrial buildings in key markets convert into assembly factories within months, and we ship CKD kits to those factories

## Faster to-Market with Collaboration Partners

CityFreighter's Founder and President Michael Schoening:

*"We have shown that we can maximize the results and can speed up development by working closely with*

Some of our multiple collaboration partners

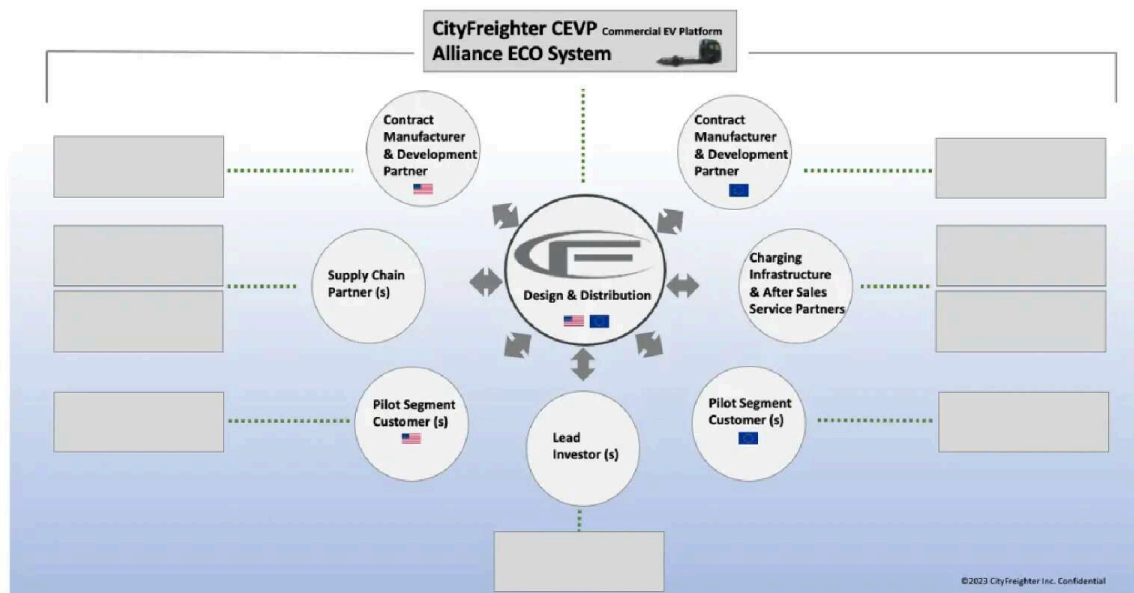




Working closely with our carefully chosen and valuable collaboration partners. This is part of our DNA. We do not want to reinvent the wheel."



## Building the Alliance Ecosystem



## FAQ's: Why can we succeed in a competitive industry?

**Question:** Your competitors are raising (and spending) hundred millions of dollars, why do you think you can do with much less

**Answer:** We want to avoid reinventing the wheel, building up our fixed costs, or investing in fancy stuff. Our DNA is based on building valuable collaborations and strategic partnerships in the automotive industry using experience, given resources, and off-the-shelf products. For example, we just reached an agreement with Volkswagen to licence a part for the electric steering system. This speeds up time-to-market and decreases the initial development costs significantly. Eventually, we will need an estimated \$150-200million over time, but this is way less than the standard

**Question:** Why can CityFreighter succeed in the highly competitive automotive industry?

**Answer:** *Innovation:* We believe that we have the flexibility and creativity to develop innovative technologies and solutions that established companies may overlook or be slow to adopt. This can give us a competitive advantage in the industry. *Agility:* CityFreighter can be more agile and adaptable than established companies. This can allow us to respond more quickly to changes in the market or industry trends. *Cost-effectiveness:* We have lower overhead costs and we may be able to operate more cost-effectively than larger companies. This can enable us to offer competitive pricing or unique value propositions to customers. *Disruption:* We will disrupt the traditional business models of established companies, challenging the status quo and driving innovation in the industry

