

COMPANY PROFILE

MICRO-MOVILITY SOLUTIONS



Prepared by:

JUAN CAMILO CHAQUEA

ROBERTO PINZON

JUAN DIEGO JIMENO

VLADIMIR BASIL

OUR COMPANY

Our mission at PJBC Group is simple: to provide high-quality services for our valued clients. Our team goes above and beyond to cater to each project's specific needs. Through open communication and exceptional service, we hope you'll find what you're looking for with our logistics company.

For more information or general inquiries, get in touch today.

We were born in 2018 with the entrance to the Colombian market of the different mobility companies in scooters and bicycles. Offering a logistics and transport solution to our clients to alleviate the operational burdens that these companies had, and leaving them to focus on their core business. Currently we operate in Bogotá, Cali and Medellín. Soon expand our operation to Cartagena and Buenos Aires

KEY OBJECTIVES

We take care of the collection process of the vehicles (bicycles and scooters) in the points where the GPS indicates us, we take them to our warehouses where we do an inspection of the current state, we identify an error and we start the charging process. Later we distribute them in the points that our clients indicate us.

During the day of operation, we collect the scooters that do not have charge in early hours, we leave units in strategic places during peak hours and we identify the movement of the demand to give more trips to each scooter. In this way, the profitability of our customers is increased by increasing the number of trips made by each vehicle, which is finally the way to measure the goals and sales of each company.





WAREHOUSE - BOGOTÁ

We have a warehouse of 5,000 square meters, which 1,500 meters are located on the first floor where we perform the loading and unloading process of the scooters. The whole process is done behind closed doors as we have an area where our trucks enter for security reasons. Currently we have a daily charging process of 800 scooters, which are placed in metal structures to avoid deterioration of the units.

We have an electric capacity of 10,000 KVA with the possibility of increasing it to carry out simultaneous charging of 1000 scooters.



VEHICLES

Our fleet

We have 8 vehicles for the logistics process, which are:

- 12 trucks of 2 tons
- 4 truck of 3.5 tons
- 4 vans for logistics

This fleet of vehicles is for the daily collection of 1000 to 1500 scooters.





BRANDING

We want our processes to be impeccable, in the same way we design our brand. In this way we can certify which are the fleets that work within our operation and the workers that accompany the day to day of the collection of scooters.

ONBOARDING

Within the organization there is a robust selection of personnel, for employees who are selected depending on their abilities, we carry out a one-week training for the understanding of the operation, handling of the scooters, use of the application or platform, among other activities.

All employees, regardless of their role, must meet the following requirements:

1. A day on the scooter collection routes, understanding how they are organized inside the trucks to avoid damage and how the scooters are captured with the application that our customers provide us.
2. A day in the warehouse to learn how scooters are unloaded and how trucks arrive. Similarly, learn how the scooters are accommodated to optimize space and how to connect and charge verification to avoid the next day a scooter without battery. Personnel training is done on how to identify common damages (brakes, handles, screen, etc.) and what type of damages can be fixed in the warehouse and which should be taken to the cellars of our customers.
3. Riding scooters as users to understand the needs of end customers. The way in which the scooters are left on the street and which are the areas of greatest flow for re-accommodation on the day and night.



EXAMPLE OF OPERATIONS

In our current operation, we charge from 540 to 800 units a day. It varies according to the demand that the client has and the days of the week.

We begin the collection of the scooters at 4pm by previously assigned polygons, each truck goes with an operator which identifies by GPS the scooters that are with no charge, at the moment of arriving at the place where the scooter is located, we scan the QR code with the application of each client to identify that is within our inventory. It is important to know that at this time we only collect units that have battery below 15% and that they will no longer make trips during the day.

At 7pm we start to explore the areas and pick up all the scooters we have on the map. We have identified different ways to make the collection to be effective, so at 10pm we have the 540 - 800 scooters collected and we go to the warehouse.

Once in storage, a check is made at the time of download to identify physical damage that needs repair. They are classified into different groups depending on the damage (some can be repaired in our warehouse, others must be taken to the customer's warehouse). We place the scooters in racks to optimize the space and connect them. Always with current stabilizers and constantly monitoring the charge capacity of each rack.

In the morning, at 4am we start the delivery process in the points that have been previously assigned by the client.

We are currently conducting a pilot test in which we charge the scooters directly on the trucks. In this way we reduce the operational load and the amount of personnel used. Similarly, we shortened the charging times of the scooter since we only connect to the electric supply when the truck arrives at our warehouses.

OUR TEAM

People that makes this possible.



Juan Camilo
Chaquea
CFO & Co-
Founder



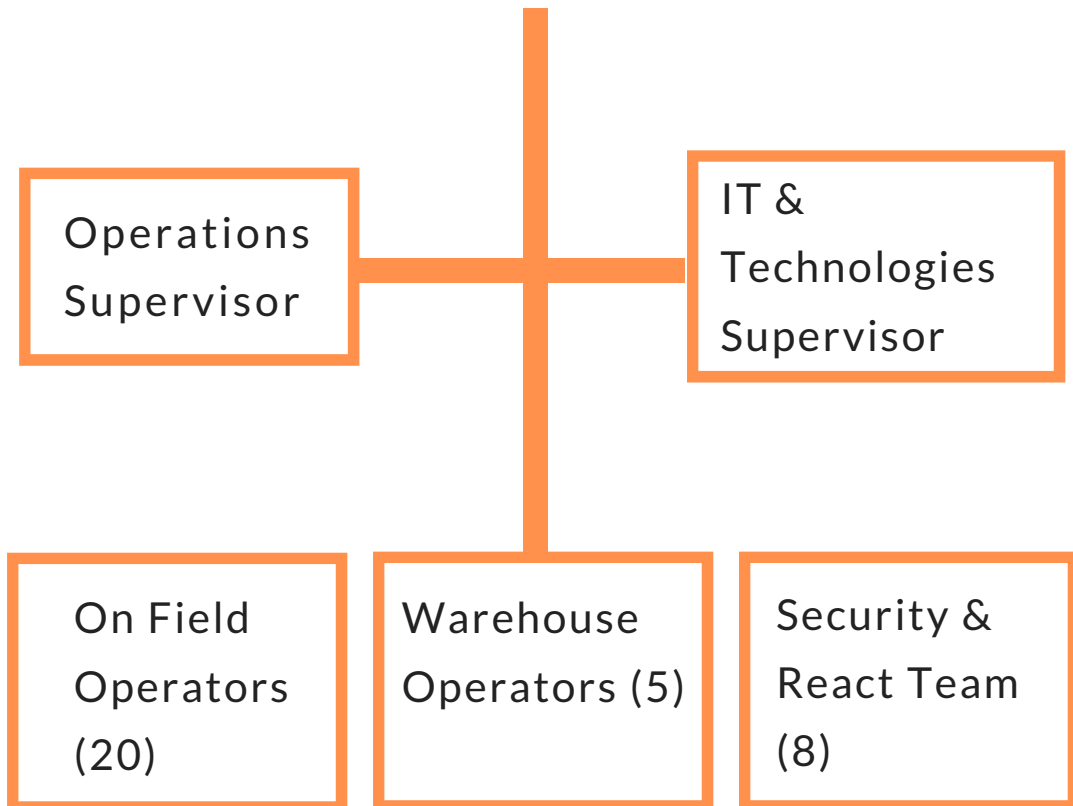
Juan Diego
Jimeno
COO & Co-
Founder



Roberto Pinzón
CMO & Co-
Founder



Vladimir Basil
Partner & Co-
Founder





www.pjbcgroup.com