Every Ride Counts

Join the Republic

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Where are we now?

20,000+
bikes and e-bikes

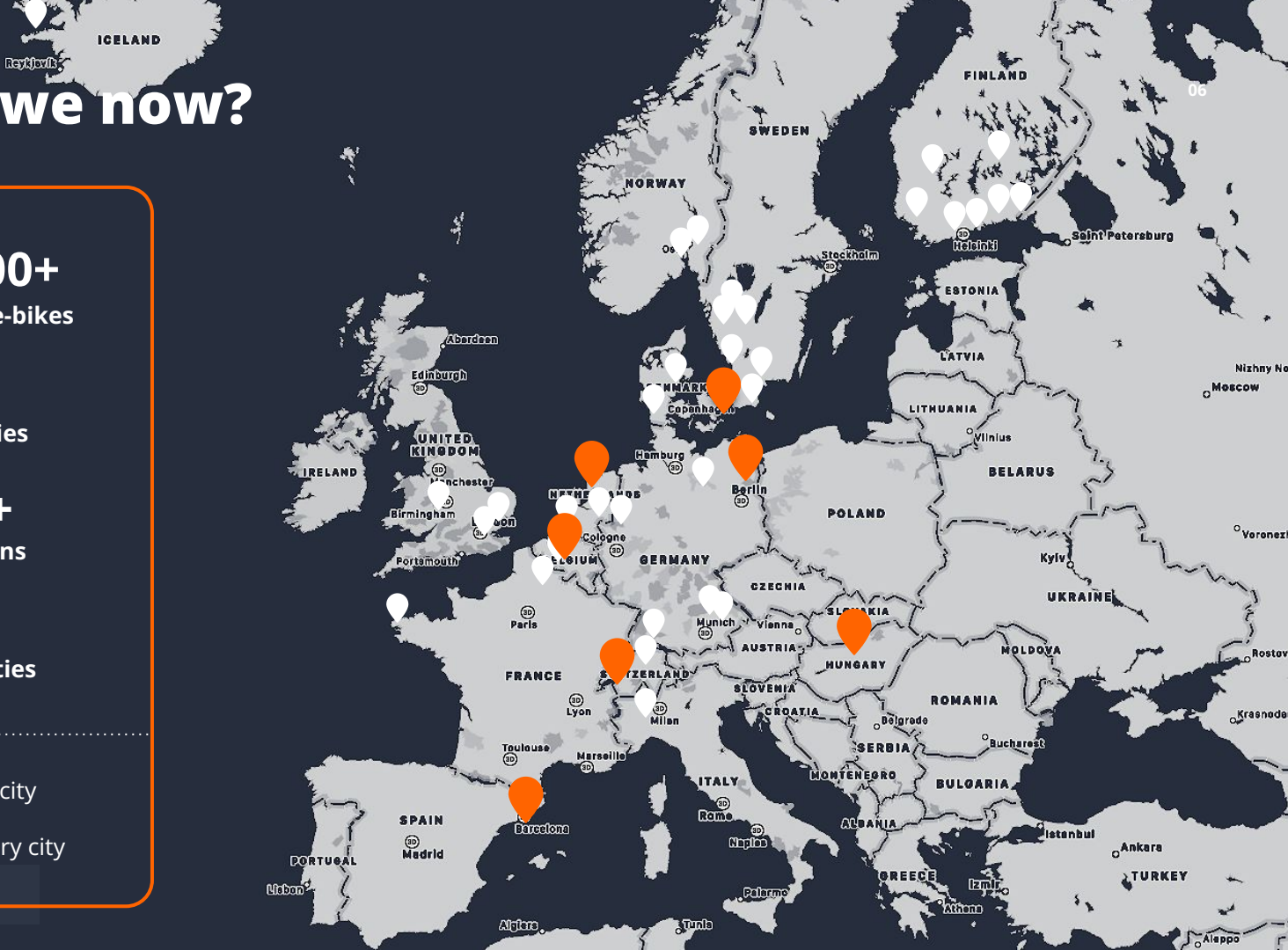
16
countries

70+
locations

13
large cities

Primary city

Secondary city



Our Donkeys
(Generation 3)

No	Description
1	Info Panel/Phone mount on the handlebar for safe navigation
2	Handlebars and steering tube with integrated brake and gear cables to minimize wear when parking your bike
3	Dynamo front light (no batteries required) integrated into the body
4	Unique front basket to minimize theft and easier parking
5	Anti-puncture air tubes
6	Anti-gyrating system limiting turn capacity + spring system to maintain the wheel in line when at rest
7	Additional GPS tracker (optional) + ID name / serial number on bike frame
8	Anti-theft screws
9	7 gears
10	Rear carrier with integrated IOT and GPS-tracker
11	Axa lock bluetooth connection with security chain option
12	Adjustable saddle height for riders from 1,50 - 2,10 m with extraction cap

Our Donkey e-bikes
(Generation 3)

No	Description
	+ 200% increase on range from Gen 1 model (increased battery capacity + improved controller components + torque sensor)
1	*Bafang mid-motor with torque sensor*
2	*Axa lock IOT connection with security chain option*
3	Handlebars and steering tube with integrated brake and gear cables to minimize wear when parking your bike
4	Dynamo front light (no batteries required) integrated into the body + rear lights
5	Unique front basket to minimize theft and easier parking
6	Anti-puncture air tubes
7	Anti-gyrating system limiting turn capacity + spring system to maintain the wheel in line when at rest
8	Strong kickstand to avoid bike falling over
9	GPS tracker and ID name / number in bike frame
10	7 gears
11	Anti-theft screws
12	Digital battery lock fully integrated in frame, controlled via IoT unit + 4G
13	Adjustable saddle height for riders from 1,50 - 2,10 m with extraction cap and printed logo
14	Info Panel/Phone mount on the handlebar for safe navigation

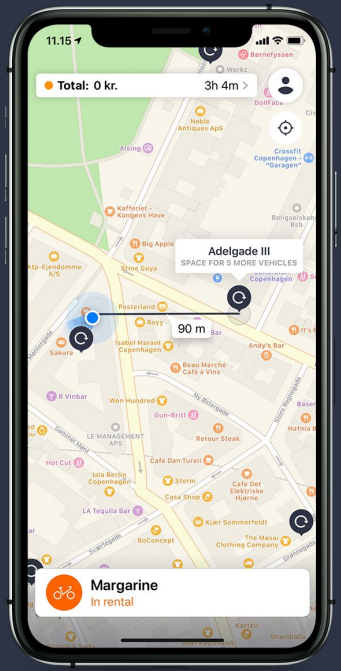
Donkey & ShareDiMobiHub

Virtual Hubs:

- A GPS location, where the bikes can be picked up and dropped off.
- There is a maximum capacity per hub. Once a hub is full, the drop-off location disappears from the map.
- Riders who finish their rental outside of a virtual hub get a fine, issued for the relocation cost and to discourage recurring instances
- Maintaining a good balance between the number of bikes and hubs is an important factor to achieve flexibility.
- Our experience shows that having 2-3X parking spaces in hubs as number of bicycles supports best availability.
- To make our system as convenient for users as possible we plan a maximum of 200m between hubs → the user can find the next hub in 100m. This creates the flexibility of a free floating system whilst ensuring bike parking remains structured and city-friendly.

Pick up

Drop off



Our fleet is maintained ***sustainably***

Our shepherds:

- Employed by Donkey Republic
- Internal onboarding and training
    - Stressing maintenance to be executed on the street for minimal impact
    - Use shepherd app for daily planning of fleet management and real-time data on the ground
- Maintenance is executed by team riding Donkey Republic Ops bikes

Local social responsibility

Donkey has *various collaborations* with social enterprises and NGOs

They collaborate with:

- Preparing new bikes before putting them out on the streets
- Distributing bikes
- Major repairs in assigned workshops

Retired Donkey Program:
When a bike gets too old to be part of our fleet, we work with Free Velov who refurbish them for young people in Lyon
10,000 bikes to be retired / refurbished in the next few years.

Measuring our impact

What do we know about the impact of bikes?

	Congestion €/km Time delay costs to society	Public health €/km Effects of activity, accidents and air pollution	CO2 emissions Gr/km	Space m2/passenger When parking
Bike	0 €	1.3 €	17 Gr/km	2
Train	0 €	0 €	66 Gr/km	50
Scooter	0 €	-1.4 €	107 Gr/km	1
Car	-0.35 €	-0.12 €	162 Gr/km	20

eurostat

COWI

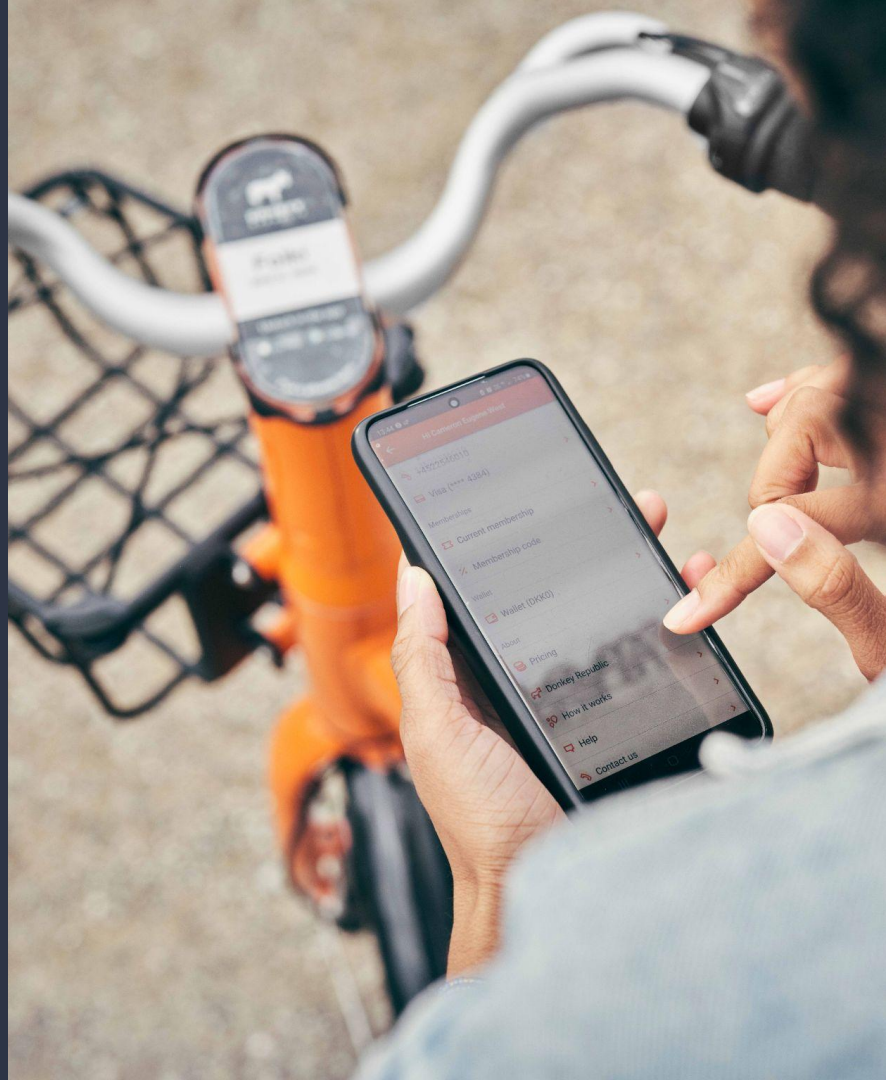
DTU Danmarks Tekniske Universitet

OECD

Tendering

Reasons to apply:

- Size and duration of project
- Tender fits Donkey Republic-product
- Enough subsidies available to increase the success rate of the project
- Internal motivation to expand on current or new market (DE, NL, BE, FR, FI, DK, SE, NO...)
- Only 1 or 2 other operators
- Regional projects
- Room for negotiating the SLAs



Tendering

Reasons to not apply:

- Short-term project, small operations
- Cost of operation due to strict SLAs
- No product fit (high development costs, e.g. white label app)
- Not enough subsidies (high risk of project)
- Outside of scope (e.g. outside of Europe)
- Workload (too many big projects cannot be worked on at same time)

Preferred model

Subsidised bike-sharing scheme in region

- Back-to-many
- One operator (both e-bikes and pedal bikes)
- Revenue goes (partly) to operator
- Local partnerships with social workplaces
- Regional systems connecting cities and surrounding towns + suburbs
- Mix of e-bikes & pedal bikes
- Flexible system
- Tight collaboration with stakeholders involved

Workload tenders

Administrative workload tenders:

- Tender assessment (2-3 workdays)
- Financial assessment (3-4 workdays)
- Collecting cross-departmental input (3-4 workdays)
- Tender writing (4-5 workdays)
- SLA discussions with stakeholders (2-3 workdays)
- Setting up operation (several weeks)
- Onboarding (1 workday)
- Account management (constant process)

Case: Transport region Antwerp & Waasland (1)

lantis

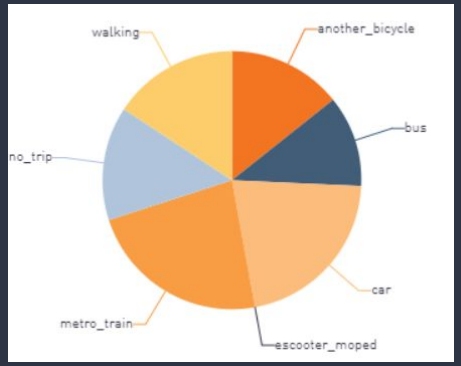
Start: 2022 with 1650 bikes (10 year contract)

Together with Lantis, Donkey Republic operates the regional network of Antwerp and Waasland with in **total 1650 e-bikes.**

To focus of the project is the **last-mile connection** and to support the **modal shift.** The hubs are based on the **Mobi-points network** and main points of interest are train stations, tram lines and regional bus lines. Next to that, every municipality within the network (42 in total) **could extend with more bikes**. So far, around **500 bikes have been added** in the extended network.

Other regions such as Mechelen are now also considering joining the extended network.

- Total # Donkeys: currently 2150 bikes.
- **Replacement of car: 15-25%** depending on the time day
- Regional network: **more than 400 hubs**, of which most are outside of the city



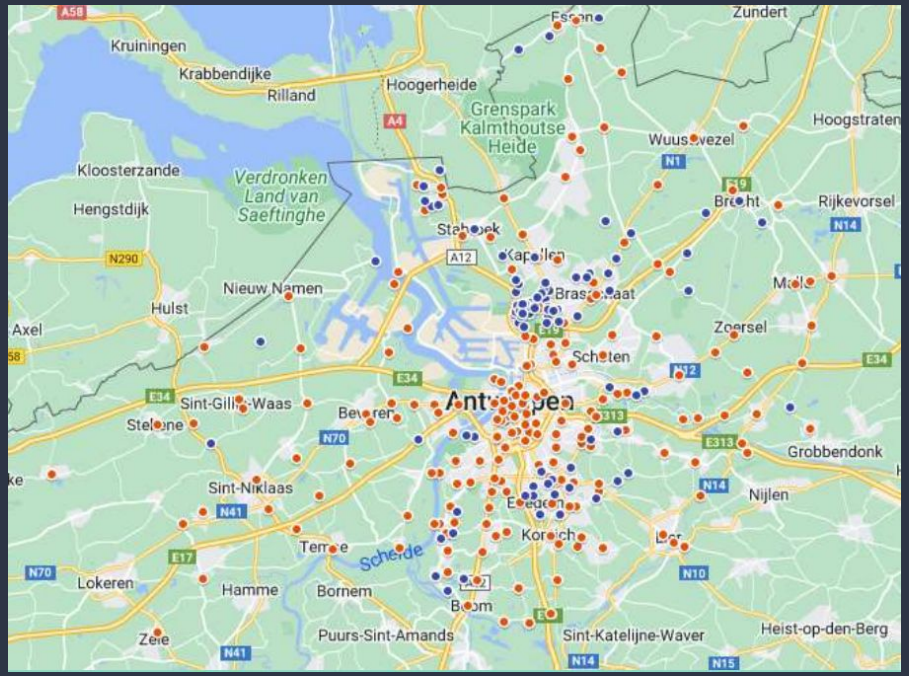
Case: Transport region Antwerp & Waasland (2)

- Connecting the **urban areas** with **rural areas**

- Urban
  - Dense network
  - High concentration of hubs (~150 m radius)
  - Less e-bikes per hub (6 bikes per hub)
  - Short trips
  - Mixed users (visitors, subscribers, commuters, and local)

- Rural area
  - 1-3 stations per town
  - Mostly linked to train station/mobility hubs in town
  - More e-bikes per hub (12-24 bikes per hub)
  - Less concentration of hubs in area (~5km radius)
  - Longer trips
  - Mostly local usage

lantıs



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