



AU1 Corporation

Shareds project

International service for all modes of transportation and public parking lots for blocking, booking and renting them out by the hour

au1x.com/shareds

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PROBLEM

PARKING



MARKET RESEARCH

- ⊖ **No complex solution**
Each of the existing methods solves only one part of the problem
- ⊖ **No guaranteed rent function**
- ⊖ **Complicated technical solutions**
They do not guarantee protection against illegal entry of another automobile
- ⊖ **Small search area for parking spaces within one parking lot**

COMPETITIVE ANALYSIS

	 Shareds	 <small>Powered By PARKWHIZ</small>	ParkMe	 easYPARK	 Parkopedia
PHYSICAL PARKING BOOKING	✓	⊖	⊖	⊖	⊖
DISPLAY OF FREE SPACES & PRICE	✓	✓	✓	✓	✓
APP FOR PARKING OWNERS AND USERS	✓	⊖	⊖	⊖	⊖
FREE SPACE GUARANTEE	✓	⊖	⊖	⊖	⊖
ELECTRIC CHARGING STATION	✓	⊖	⊖	✓	✓
BILLBOARDS AND ADVERTISING SERVICES	✓	⊖	⊖	✓	⊖
GUARANTEED PAYMENT FOR PARKING	✓	⊖	⊖	⊖	⊖
RENT OF PARKING SPACES FOR LEGAL ENTITIES AND INDIVIDUALS	✓	⊖	⊖	⊖	⊖

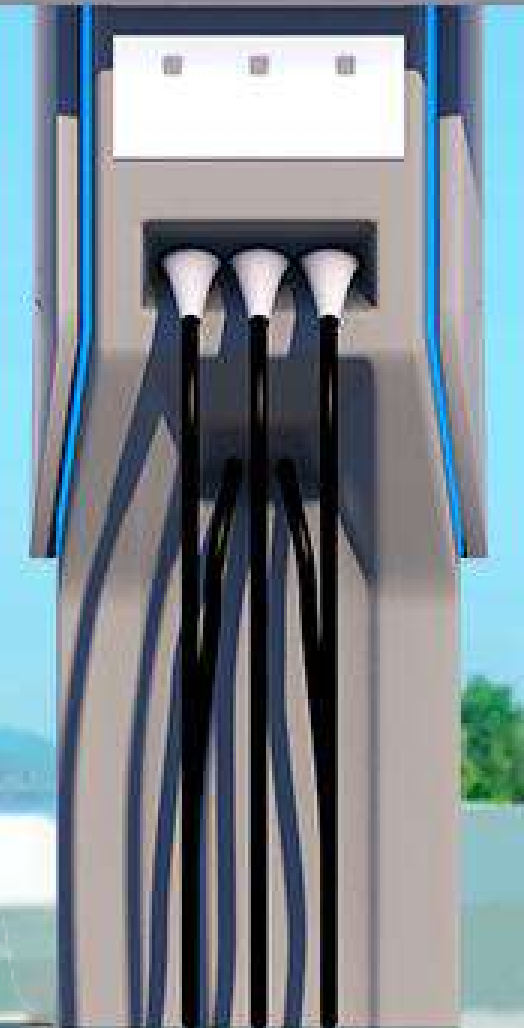


Ecosystem of parking lots around the world



YOUR ADVERTISEMENT
MAY BE HERE

Sale of cars, car parts,
oils and other accessories



Patent No. 13044 dated 03/10/2022

PCT WO2023/225734 dated 30/11/2023

OUR SOLUTION - is a system for searching and renting parking spaces around the world

01 Software

Mobile application for users and owners of parking lots. Combines the concept of **Airbnb** and **Uber** services

02 Technical solution

Automatic road blockers of different types, electric charging stations and billboards

(12) МЕЖДУНАРОДНАЯ ЗАЯВКА, ОПУБЛИКОВАННАЯ В
СООТВЕТСТВИИ С ДОГОВОРОМ О ПАТЕНТНОЙ КООПЕРАЦИИ (PCT)

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(54) Title: PARKING MANAGEMENT SYSTEM
(54) Название изобретения: СИСТЕМА УПРАВЛЕНИЯ ПАРКОВКОЙ

Фиг. 1

(57) Abstract: The invention relates to traffic control for road vehicles. A parking management system comprises parking lots, mobile electronic communications devices of vehicle drivers, and a central server for the management of parking spaces. At each parking lot there is a server that is connected to said central server to transmit information about the overall availability and location of vacant parking spaces in the lot, as well as the planned time of expiry of parking space rentals. Each driver's mobile device is configured to be capable of communicating in real time with the central server and displaying information about the availability and location of vacant parking spaces. The parking spaces are equipped with a means for automatically blocking/unblocking the entry/exit of a vehicle. The invention makes it possible to broaden the functional capabilities of the system.

[продолжение на следующей странице]

PATENT COOPERATION TREATY

WO 2023/225734
PCT/BY2023/000002

From the INTERNATIONAL BUREAU

PCT

NOTIFICATION CONCERNING
AVAILABILITY OF THE PUBLICATION
OF THE INTERNATIONAL APPLICATION

To:

SAPEGA, Ludmila Leonidovna
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Minsk, 220086
BÉLARUS

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Applicant
STASIUK, Vasilii Filippovich

The applicant is hereby notified that the International Bureau:

has published the above-indicated international application on 30 November 2023 (30.11.2023) under No. WO 2023/225734

has republished the above-indicated international application on _____ under No. WO _____
For an explanation as to the reason for this republication of the international application, reference is made to INID codes (15), (48) or (88) (as the case may be) on the front page of the published international application.

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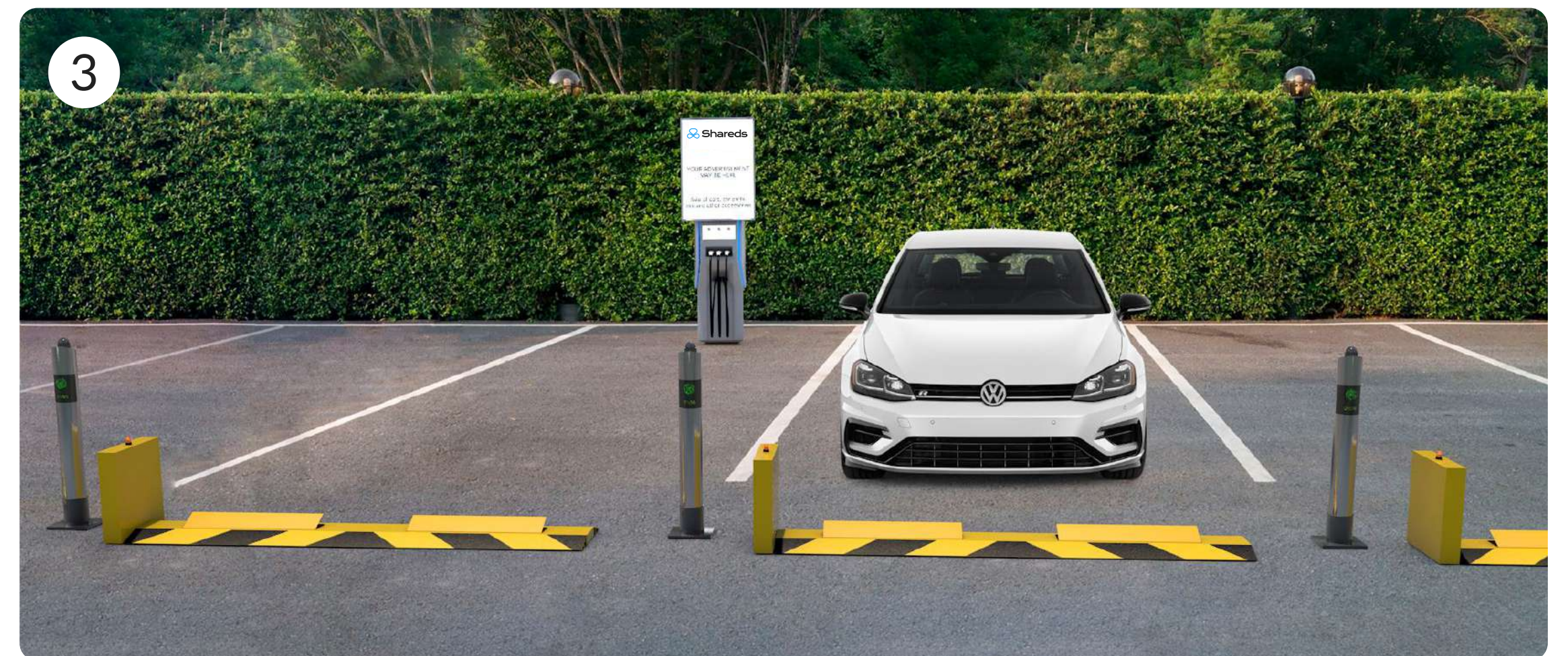
Visualization of ways to block parking spaces

SOLUTION



Types of blocking devices:

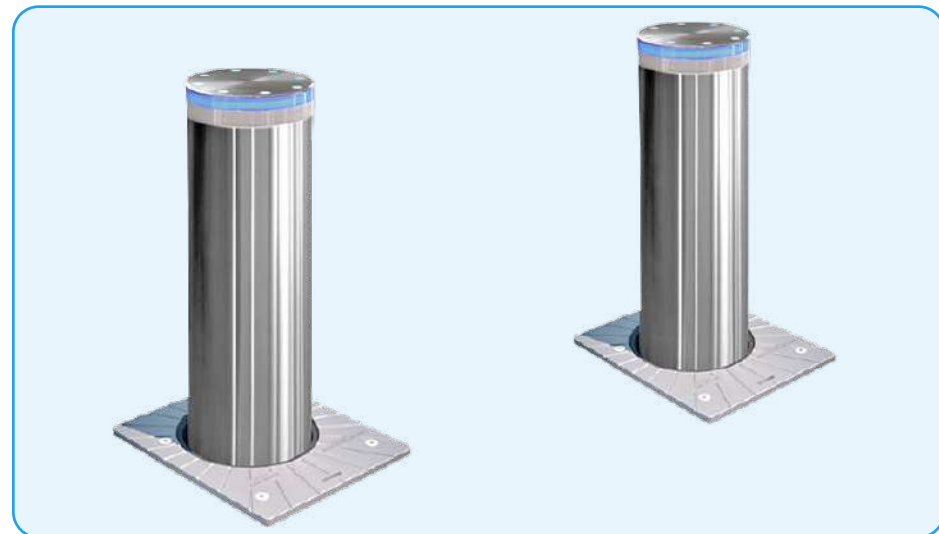
1. Bollard
2. Lifting spikes
3. Lifting hatches



Parking lots are equipped with electric charging stations, cameras for tracking and license plate reading, and advertising billboards

Types of roadblocks

Bollard



Bollard can have hydraulic, electric, spring and other technical solutions. It is installed in a specially equipped well. It works on lifting and lowering.

The roadblocks are equipped with external and internal cameras. The **outdoor** camera reads the license plates of cars and gives access to check-in and check-out from the parking space. The **internal** camera captures all possible violations that occur with a particular car. This control is carried out on an ongoing basis and is transmitted to the smartphone of the user whose car is in the parking space

Lifting spikes



It is a "speed bump" inside which there is a shaft with spikes. At the ends of the shaft there are mechanisms that rotate it, thereby opening and closing the way for entry and exit. These blockers are equipped with both main and backup control units. The blockers are quickly installed on the asphalt surface by means of anchor fasteners. The version with a lifting hatch is similar to the previous one, but has a hydraulic mechanism for lifting the hatch.

Lifting hatch



- ✓ They are installed in both open and closed parking lots.
- ✓ They have their own power source (battery)
- ✓ They are controlled via a Wi-Fi network
- ✓ Equipped with a control unit and sensors to ensure the safety of users
- ✓ They have a magnetic loop to track the presence of a car in a parking space

The software conditionally consists of 3 blocks: parking, ECS and billboards management

01.

Sign up



A personal user account is created (registration certificate, number, type and size of the car, bank card). An offer contract is signed.

02.

Access to the server



The main server manages parking lots and payment, provides access to remote servers. Remote servers process information on parking lots and transmit it to the main server.

03.

User rents a free slot



The user selects an available parking lot on the map of a city in any country in the world, books it for a period of time under certain conditions and tariffs.

04.

Arrive at the parking lot



When a car pulls up, the street camera reads the license plate number and vehicle type. The main server opens the parking lot entrance. The driver parks the car, the parking fee is deducted and the parking space is blocked.

05.

Parking expiration notification



Some time before the parking lease expires, the driver receives a notice with the option to renew the lease.

06.

Closing the rental session

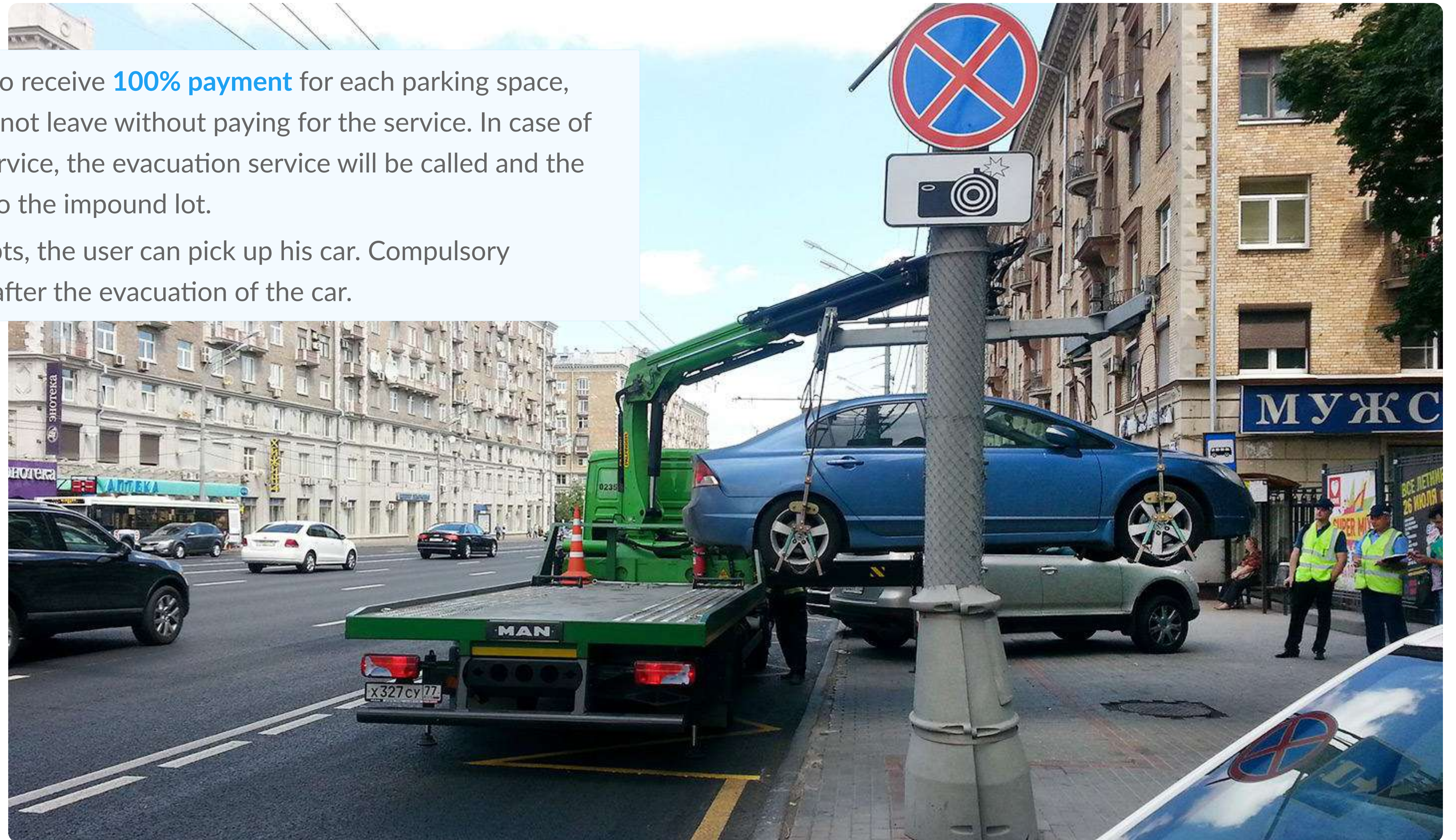


The main server opens the road blocker and lets the car out of the parking lot. If the user refuses to pay, the car is blocked in the parking lot. As long as a car is parked without charging a rental fee, the user gets a fine. The fine will increase until the user pays the rent.



Roadblocks allow you to receive **100% payment** for each parking space, since the customer cannot leave without paying for the service. In case of non-payment of the service, the evacuation service will be called and the user's car will be sent to the impound lot.

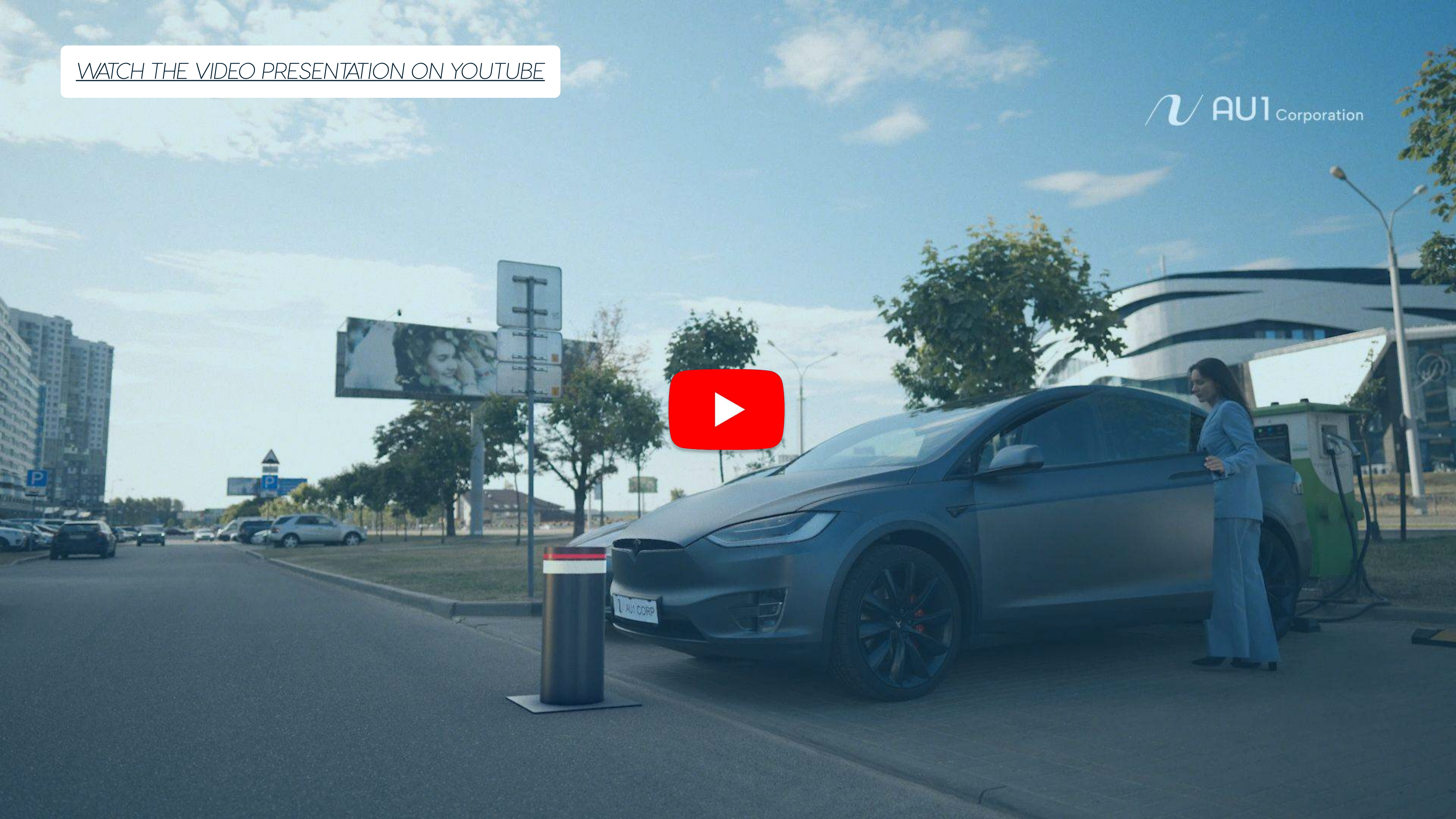
After paying all the debts, the user can pick up his car. Compulsory collection occurs only after the evacuation of the car.





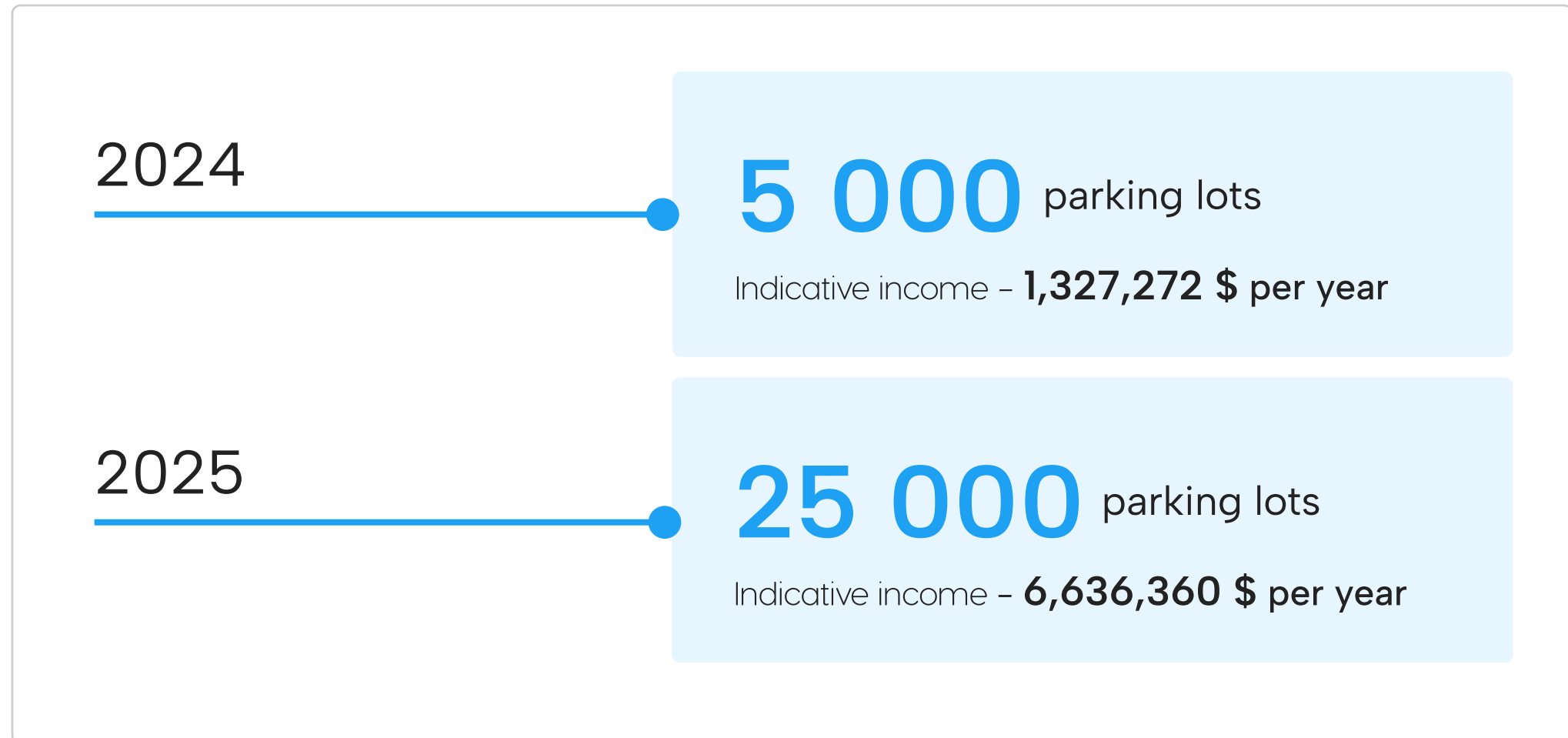
[WATCH THE VIDEO PRESENTATION ON YOUTUBE](#)

 AU1 Corporation



OUR CLIENTS - include municipalities, commercial and private parking lot owners:

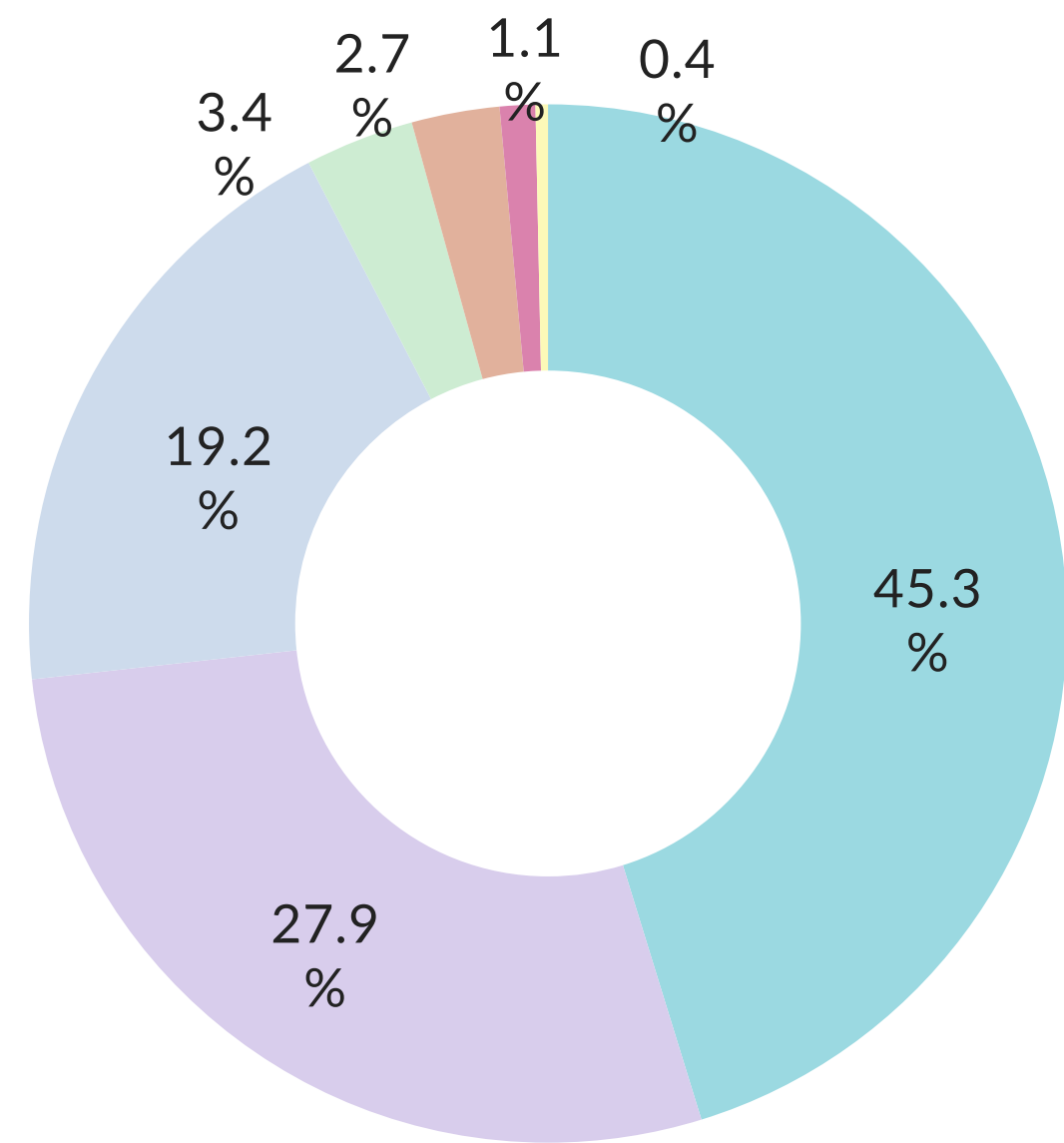
- Airports/train stations
- Offices
- Medical facilities
- Universities/colleges
- Banks
- Restaurants/cafes
- Sports and entertainment venues
- Residential complexes
- Transportation hubs



OUR USERS are the premium and business segment, further scaling up (price reduction, increase in the number of users) and entering other markets.

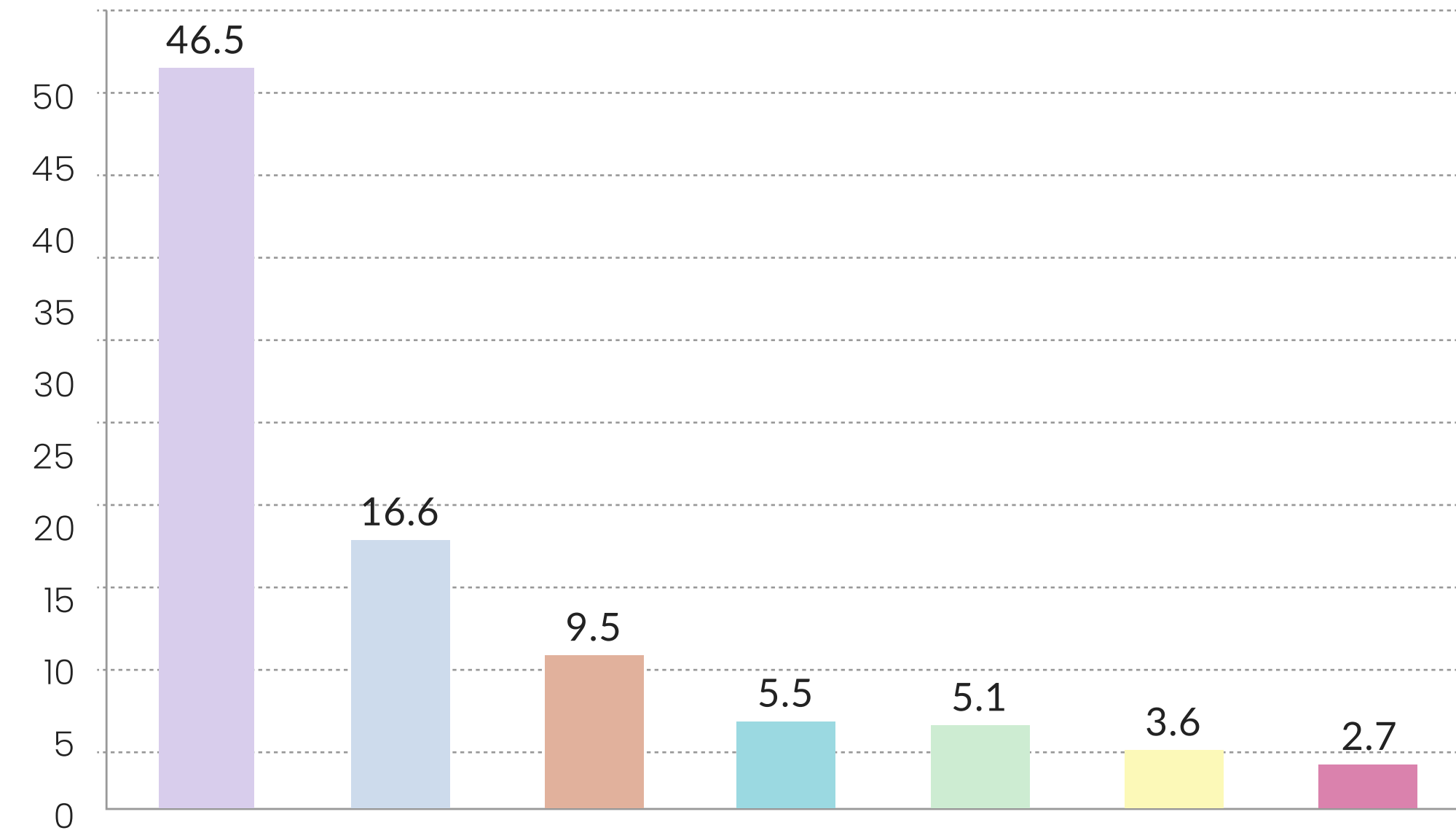
Retention of the premium and business segment is planned by blocking the best parking spaces in the exit and entrance areas at the locations of different establishments.

We plan to expand the user base in the future by expanding the number of parking spaces and a flexible tariff system for the middle class and below the average.



DISTRIBUTION OF PARKING SPACES BY TYPE OF PARKING MANAGEMENT ORGANIZATIONS

- Universities/colleges
- Airports/ train stations
- Offices
- Medical facilities



AVERAGE REVENUE FROM PARKING LOTS DEPENDING ON THE TYPE OF MANAGEMENT ORGANIZATION (MLN USD)

- Municipalities
- Sports and entertainment venues
- Transportation hubs

MAIN

We plan to expand the areas served by **Shareds**:

3-5 countries in the first phase.
Adding new countries **every 6 months**.

We tested this product through the LinkedIn network and received positive feedback and suggestions on the development of the project in different countries. We plan to use our own dealer network due to the patent license, as well as use the dealer network of our partners who will supply us with equipment. We use the technology of blockers, which can be in maximum demand in the partner program with our competitors.



KEY RESOURCES

- Material - distribution network
- Intellectual - patent and copyright
- Finance is an asset of the company
- Personnel (outsourcing) - IT team, HR department, legal department, accounting department, sales department

KEY ACTIVITIES

- Platform
- Production of parking space blockers, electric charging stations and advertising monitors
- Sale of services/Software
- Parking space equipment, their connection to the system and maintenance
- Software testing with hardware
- Project promotion

VALUE PROPOSITIONS

- A public resource for different target audiences
- The ability to plan parking space reservations throughout the day.
- The possibility of renting a parking space for legal entities and individuals.
- The ability to recharge electric vehicles
- The possibility of placing ads on billboards
- Guaranteed access to reserved parking spaces, to the closest location, to the entrance/exit of establishments
- Ease of use of the service

CUSTOMER RELATIONSHIPS

- Self-service - registration in the service and booking of parking spaces
- Consumer interaction through an automated customer service process

CHANELS

- Informational - advertising of the project on information portals, social networks
- For sale - through our own software

CUSTOMER SEGMENTS

- Premium and Business class
- The middle class
- Below average
- The mass market

A highly effective product with monetization and scalability in the global market

KEY PARTNERS

1. Public (municipalities), commercial and private (partnerships of owners) parking lots
2. Manufacturers of blocking Devices, electric charging Stations and Advertising Monitors

Motivation:

- optimization and savings in the field of production;
- reducing risk and uncertainty;
- supply of resources and joint activities;
- mutually beneficial cooperation that guarantees booking and payment of parking space;

COST STRUCTURE

- Fixed costs - software development
- Variable costs - purchase of equipment (servers, blockers, electric charging stations, advertising monitors)
- Economies of scale - cost reduction resulting from increased output

REVENUE STREAMS

- Sale of assets from ownership of a tangible product
- Payment for the use of the service, the use of a certain service (**Connecting to the system - 30% of the income**, earned from each parking space, or **Connection to the system + installation and maintenance of our equipment - 60% of the income**, earned from each parking space)
- Lease is the transfer of temporary rights to use a certain asset for a certain period of time for a fixed fee
- License - revenue stream is created through the transfer of rights to use protected intellectual property
- Advertising - the revenue stream is created by paying for advertising of a product, service or trademark

[VIEW THE BUSINESS PLAN](#)

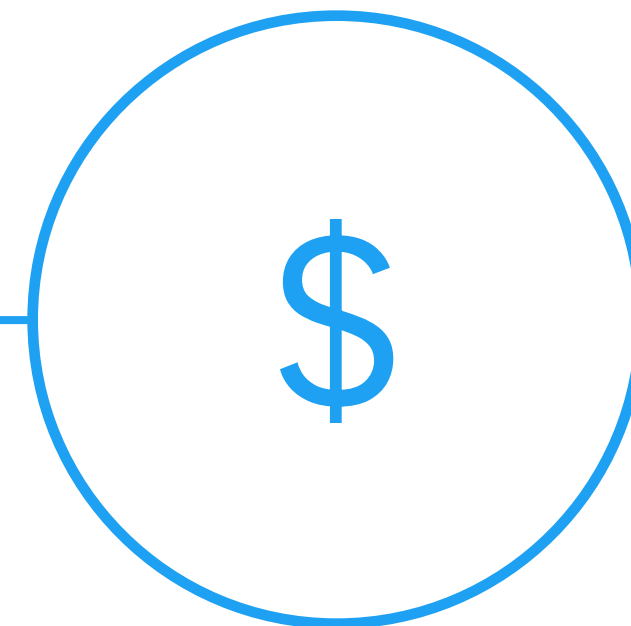
REVENUE SIDE

TWO PARTNERSHIP OPTIONS:

01. **Connecting to the system**
30% of revenue generated from each parking space
02. **Connection to the system + Installation and maintenance of our equipment.**
60-70% of revenue generated from each parking space

Provision of services to system users

(subscription/rental)



EXPENDITURE PART

Software Development

Purchase and installation of road blockers

Cost of device + installation up to 1500\$

There is variability in the technical solution

Any existing parking lot can be quickly equipped and connected to the system.

In the first case, we earn money from a partnership agreement for the purchase of blockers. In the second case, on the manufacture and commission for products of their own production.

We manage parking lots, as well as charge cars and place ads to monetize and scale the business.

Potential (according to the assessment of the international accelerator)

POTENTIAL AND RISKS OF THE PROJECT

Unique Solution: The startup offers a comprehensive solution for international transportation services and public parking management, which addresses multiple aspects of the problem in one platform.

Market Demand: There is a growing need for efficient parking solutions in urban areas worldwide, and the startup's service could cater to a wide range of users, including municipalities, commercial and private parking lot owners.

Scalability: With a scalable business model and potential for expansion into new markets, the startup could increase its revenue and user base over time

Innovation: The startup's patented technical solutions, such as automatic road blockers and electric charging stations, demonstrate innovation and differentiation in the market.

Description of possible risks

Regulatory Challenges: we have taken into account many points that are related to regulatory obstacles and problems of compliance with legal requirements in different countries, therefore, we have introduced three different options for installing roadblocks that do not affect changes in legal requirements, namely those related to underground and surface communications. Since the blockers with spikes and a lifting hatch do not require lifting the asphalt-concrete pavement during installation, but are installed on the surface of the parking lot and do not require connection to the power grid in areas inconsistent with regulations. These blockers are easy to install, operate and maintain and are easily integrated with our software. Our blockers do not affect the underground infrastructure in any way.

Competition: there is competition, but in a comparative analysis of competitors, we have not identified a single platform with the concept of blocking parking spaces and a system of car parking and renting them out by the hour. Our service is not virtual like that of competitors, but real, due to a technical solution, guarantees when booking a parking space not only a 100% guarantee of receiving this place to the user, but also 100% payment without compulsory collection.

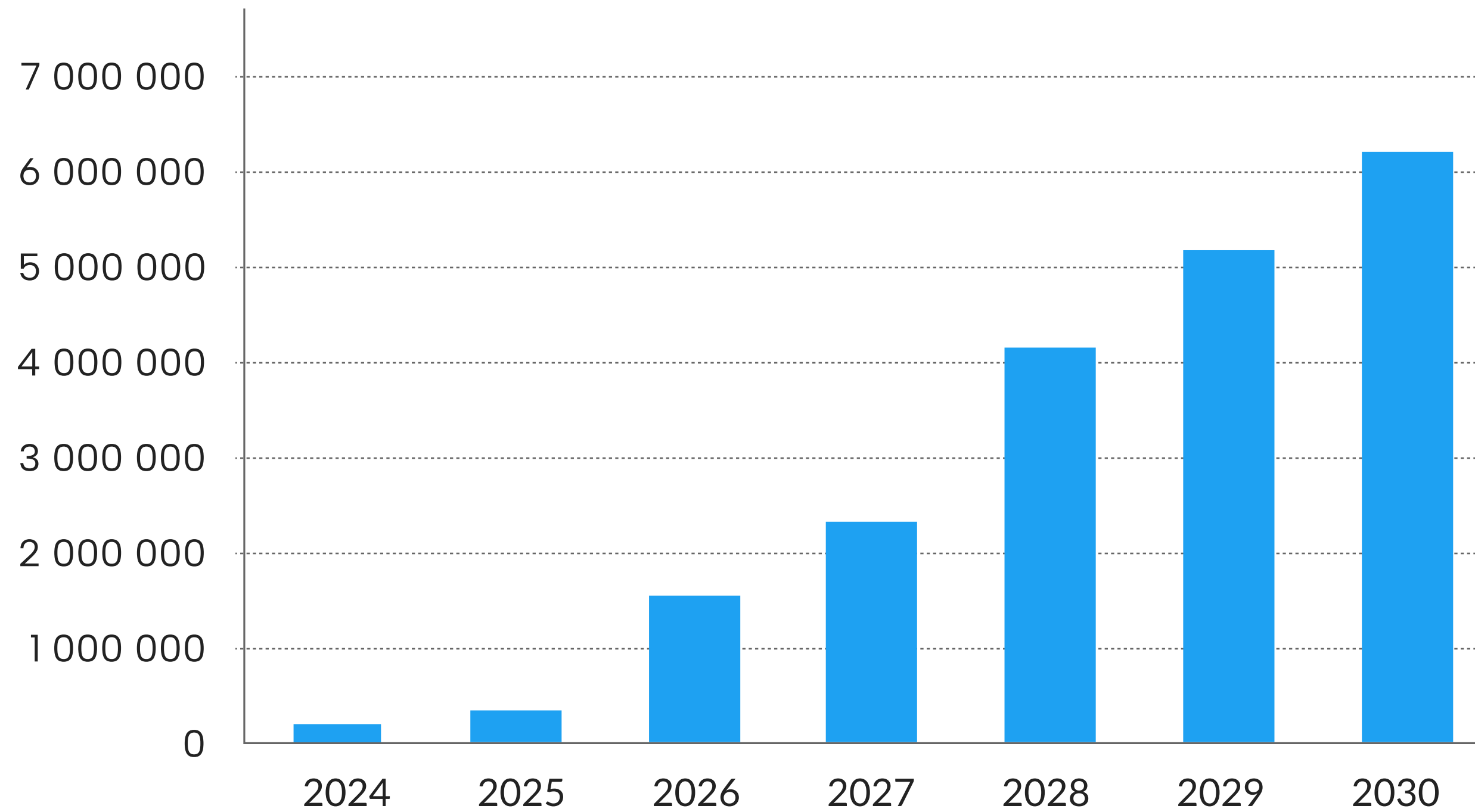
Technology Risks: we use simple technical solutions in the implementation of roadblocks and integration with software. We also have both the main and backup control line, which allows you to switch to manual control of the blockers in case of failures.

Financial Sustainability: financial sustainability primarily consists of proprietary technology and the business valuation itself. The revenue forecast is based on the fact that for 2024-2025, the city administration ordered 30,000 parking spaces in one city in one country with a population of 10 million people. The city administration is maximally interested in this project in order to increase revenues that can be used in other areas and projects. We also build a client base of private parking owners who can rent out their parking spaces during the day and earn income.

INDICA TOP	202 1	202 5	202 6	202 7	202 8	202 9	203 0
Revenue	187 686,8	338 128,9	1 472 061,9	2 208 092,8	3 886 842,4	4 858 553,0	5 830 263,6
Sales tax	13 138,1	23 669,0	103 044,3	154 566,5	272 079,0	340 098,7	408 118,5
Revenue after taxes	174 548,7	314 459,9	1 369 017,5	2 053 526,3	3 614 763,4	4 518 454,3	5 422 145,1
Operating expenses	46 949,9	72 199,8	237 708,8	412 190,2	807 363,9	1 192 970,9	1 389 577,9
Gross profit	127 598,8	242 260,1	1 131 308,8	1 641 336,1	2 807 399,5	3 325 483,4	4 032 567,3
EBITDA	127 599	242 260	1 131 309	1 641 336	2 807 400	3 325 483	4 032 567
<i>EBITDA Margin</i>	68%	72%	77%	74%	72%	68%	69%
Depreciation	21 189,3	128 656,4	197 035,7	468 132,1	587 512,1	706 463,6	706 508,6
EBIT	106 410	113 604	934 273,0	1 173 204,0	2 219 887,4	2 619 019,8	3 326 058,7
<i>EBIT Margin</i>	57%	34%	63%	53%	57%	54%	57%
Loan interest	0,0	15 472,3	12 102,0	7 953,9	3 805,8	0,0	0,0
Profit before taxes	106 410	98 131	922 171,1	1 165 250,1	2 216 081,6	2 619 019,8	3 326 058,7
Corporate/income tax	37 243,3	34 346,0	322 759,9	407 837,5	775 628,6	916 656,9	1 164 120,5
Net profit	69 166	63 785	599 411,2	757 412,6	1 440 453,0	1 702 362,9	2 161 938,2
Net margin (return on sales)	36,9%	18,9%	40,7%	34,3%	37,1%	35,0%	37,1%

The financial results of the project show that the company will make a net profit every year, which indicates that the activities of the established business will be efficient and profitable.

[VIEW THE FINANCIAL MODEL](#)



PROJECT REVENUE DYNAMICS, THOUSAND USD

1. A new type of manufacturing, installation and maintenance services.
2. Exclusive to manufacture products for the project and sell them to our potential partners who operate under AU1 license/franchise in different countries of the world.
3. Co-production of products for the project due to the need in the global market.

The current valuation of our company is **\$20,000,000**. This amount comes from innovative technology, which is reflected in the patent, and business valuation reflected in the financial model. After filing an application and obtaining a patent in the United States, this patent will be put into the asset of AU1Corp.

WOULD YOU LIKE TO EXPLORE PARTNERSHIP OPTIONS? DO YOU STILL HAVE ANY QUESTIONS?



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