# The world's first unlimited travel package including payments



**Monthly Plans** 

**About us** 

News

Help





Whim to Go

0€

per month

For those who want to try Whim first or simply don't travel that much. Pay per ride, no commitment, no surcharges.



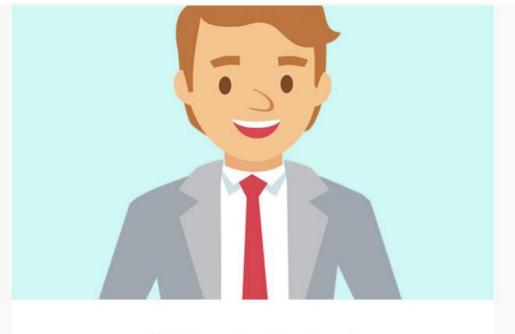
Whim Urban

49€

per month (cancel any time)

INTRODUCTORY OFFER

For regular travellers who could use the fexibility of a taxi or car occasionally.



Whim Unlimited

499€

per month (cancel any time)

INTRODUCTORY OFFER

Modern alternative for owning a car. At the price of owning a car you get unlimited access to public transport, taxi or a car according to your daily need.



#### Helsinki results

- After launching new Whim packages (Urban and Unlimited) in December 2017 more than 20 000 Whim downloads (total iOS + Android) in the first three weeks – now 50,000
- Most of users who downloaded Whim also registered as pay-as-you-go users
- Urban Package (49 €/month) has been the most popular package (over 5000 subscribers) but also Unlimited Package (499 €/month) subscriptions were made immediately after the launch
- Overall new packages seem to be more attractive than the ones originally introduced



## Bringing Whim into the UK

#### Whim in the West Midlands - Project Partners























#### Whim in the West Midlands, UK

- MVP launch 5 April 2018
- PAYG
- Whim Everyday all public transport modes included, taxi & car hire as you need it -£99 per month
- Whim Unlimited £349 per month



#### **Building Whim in the West Midlands, UK**

- Build the product beyond MVP focus on taxi/PHV and National Rail
- Commence marketing activity at a micro-targeting level
- Build the product through co-creation with the Whim community
- Learn the lessons from our story to date...

### Whim in UK – expansion plans

#### Timeline

- Announce at least 2 additional cities Q2 2018
- Go live in at least 2 additional cities Q3/4 2018
- Develop national Whim partner ecosystem ongoing
- Continue to evaluate options for London ongoing

## Whim 2018 – developing the global

ecosystem



Birmingham Antwerpen

Amsterdam

Rotterdam

Brussels

Wien

Munich

Berlin

Cambridge

London

Stockholm

Copenhagen

Oslo

Vancouver

**Montreal** 

Seattle

Las Vegas

Miami

Singapore

Japan

and more....



## Global roaming network





### How will growth of MaaS change the game?

- Fewer "owned" cars
- Higher levels of utilization of vehicles fewer vehicles sold
- Mobility to be sold at a service level
  - Fastest
  - Greenest
  - Cheapest
  - Individual vs shared
- Significant disruption to market
- Emergence of mobility service providers



# What is happening in government policy re MaaS?

- Public sector enabling MaaS in UK
  - West Midlands project
  - Deregulation in UK supporting innovation
  - Evolution of willing partnerships
- MaaS supports existing policies re economic growth and shift towards lower Carbon/lower emissions
- Transport Select Committee investigation into MaaS

# What will be the role of the car in the bigger mobility picture?

- Car always going to be a key part of the mobility ecosystem for many journeys.
- Cars likely be be connected, shared and autonomous
- Car ownership models likely to be significantly disrupted

### QUESTIONS?

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