

## **PRESS PACK**

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## **MOBILIZE DRIVER SOLUTIONS: LIBERTY MEETS SERENITY**



### **INTRODUCTION**

Cities are undergoing deep transformation to address a variety of mobility-related issues ranging from traffic and parking to pollution and noise. To tackle them, public authorities are principally hoping to reduce reliance on private cars, as solo driving is now dated. They encourage a shift towards other more eco-friendly and people-friendly alternatives. Electric cars for ride sharing tick all these boxes.

The ride-hailing market has been soaring steadily for several years, in particular thanks to the budding private hire vehicle (PHV) segment and is expected to grow by an unprecedented 80% through 2030! Private drivers and fleet operators are directly impacted by traffic restrictions in large cities and rising fuel prices, so need to keep an eye on their

profit margins. Here again, a competitive offer of electric vehicles is a natural answer to all these issues.

Pioneer in its approach to electric mobility, Mobilize is marketing an all-new Vehicle-as-a-Service (VaaS) solution. It is called Mobilize Driver Solutions, is exclusively for professional taxi and PHV drivers, and encompasses a range of Mobilize Limo leasing deals including a full set of services with flexible timeframes and mileage. Mobilize Limo is an all-electric saloon with a convenient 450 km WLTP range. It is elegant, spacious and comfortable enough to meet all of its users' and their customers' wants and needs.

Mobilize Driver Solutions is focused on addressing taxi drivers' and chauffeurs' requirements, treating them to the peace of mind that comes with a complete offer: a work tool they can trust and enjoy driving with top of the range featured and tailored services. The comprehensive bespoke package includes pre-financing, priority service in garages and dedicated customer support.

Mobilize Driver Solutions' services starts in Madrid this June. [The PHV company Cabify is the first customer of Mobilize Driver Solutions](#), integrating 40 Limos into its fleet as soon as the collaboration starts. The service will be available in Paris this autumn before expanding to other European cities in the coming months.

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## MOBILIZE DRIVER SOLUTIONS



**An all-inclusive turnkey service geared specifically for professional drivers' needs**

### **An ideal answer to professional drivers' needs**

Professional drivers and fleet operators have specific requirements linked to their ride-hailing business. Mobilize has fully understood their needs and tailored its Mobilize Driver Solutions around them.

Starting with the car: Limo is a dependable and comfortable work tool. Besides its very generous space inside and full range of features, it comes with all the advantages of an all-electric car including the absence of noise, odor and vibration of the motor.

The “all-inclusive” subscription deal provides flexibility when it comes to timeframes and control over costs. This enhances peace of mind and convenience.

The no-surprises deal includes everything: the vehicle is guaranteed throughout the duration of the contract, and the comprehensive insurance covers roadside assistance, servicing, the wear parts (even the tyres) and a recharging badge.

Mobilize Drivers Solutions provides a top-of-the-range service for professionals. Each formality and request is handled swiftly and efficiently by a single contact person. Maintenance appointments can be scheduled less than 48 hours beforehand in specific garages with fast tracks for Mobilize customers. The vehicle's pre-diagnosis is completed within 30 minutes. We stop at nothing to provide all the information about the process and minimise vehicle downtime.

## **One solution for two distinct targets**

Mobilize Limo is not for sale: it is a VaaS (Vehicle as a Service), exclusively available through an “all-inclusive”, no-deposit lease. Mobilize Driver Solutions is much more than a vehicle: it is a full service designed specifically for ride-hailing professionals:

- Taxi and PHV drivers: a choice of subscriptions ranging from 3 months to 3 years with a choice of mileage starting at €1,499 all taxes included a month for a 36-month/150,000-km deal. Customers can sign up online in minutes.
- Fleet operator: this deal is built around a long-term leasing package from Mobilize Financial Services, and can run for up to 6 years or 300,000 km.

## **An “all-inclusive” range of services**

Mobilize Driver Solutions services encompass:

- No-deposit financing for the car in the form of a monthly subscription
- Swift vehicle delivery (delivery to the customer’s home as an option)
- The Mobilize Business Pass to pay at more than 250,000 electric charging points across Europe.
- Manufacturer warranty covering the vehicle for the duration of the contract
- Free maintenance covering labour and parts, including wear parts such as tyres
- Priority access to an assigned garage
- Customer assistance
- P&C insurance for transport of persons including repairs and towing

This all-inclusive deal gives drivers full control over their budget, and a one-stop-shop for all their requirements.

## **Swift and easy subscription**

With its user-friendly online process, customers can sign up online in minutes on a dedicated website, by supplying proof of their taxi or PHV licence and their tax return. There are no administrative formality and each request is processed simply and smoothly. A single contact person handles all the services (leasing, insurance, etc.) and approval takes 2 working days.

The vehicle is available within weeks, as Mobilize Limo has a stock of new and refurbished vehicles (the refurbished ones are pre-used but entirely overhauled). Delivery to the customer’s home is available as an option.

With Mobilize Driver Solutions, taxi and PHV drivers can focus on what really matters to them: their business and their customers.

## MOBILIZE LIMO



### **A full-option saloon and the ideal work tool**

Mobilize Limo covers individual divers' and fleet operators' requirements. Its 450 km WLTP range is enough to cover the average daily shifts of 250-300 km of a working day. Its all-electric powertrain releases no pollutant emissions in use, so there are no restrictions to driving the car in city centres. The driver and all the passengers, in other words, can relax and enjoy all the advantages of electric mobility (no noise, smooth and seamless driving) in a very comfortable and spacious cabin.

### **A reliable and safe work tool**

#### **A dependable and efficient powertrain, and no pollutant emissions or noise in use**

Limo is powered by an all-electric 118 kW motor delivering 160 bhp and 225 Nm of torque. Its powertrain provides the performance that professional drivers expect (0 to 100 km/h in 9.6 seconds) as well as durability and dependability. In addition to the Renault Group's quality control protocol, tests were carried out over more than 700,000 kilometers, including more than 350,000 km in "taxi" use.

Mobilize Limo is guaranteed for 6 years or 300,000 km (whichever comes first).

#### **Full safety features**

Mobilize Limo comes with the following safety and driving aids:

- ABS and ESC
- 7 airbags (2 front, 2 side front, 1 central, 2 front and rear side curtains)



- Adaptive Cruise Control including stop and start
- Blind Spot Detection
- Lane Change Assist, Lane Keeping Assist, Lane Deviation Warning
- Front Collision Warning, Pedestrian Collision Warning, Advanced Emergency Braking
- Traffic Sign Recognition
- Door Opening Alarm

Mobilize Limo also comes standard with features that make maneuvering in urban environments easier:

- Around View Monitor (360° view from above in real time, with 4 cameras)
- Front and rear parking radars
- Rear Cross Traffic Alert
- Vehicle Sound for Pedestrians at speeds under 30 km/h
- Hill Start Assistance

### The ideal car for professional drivers



#### A 450 km WLTP range

Mobilize Limo's 450 km range in WLTP mixed driving conditions puts consumption at 16.2 kWh per 100 km.

This substantial range means the driver does not have to worry about stopping mid-shift to charge. As a reminder, a taxi travels an average of 250 to 300 km a day in standard conditions (according to a quantitative survey conducted by Kantar for Mobilize among 200 cab and VTC drivers in February and March 2022).

It has a 123 mm high, 60 kWh, liquid-cooled lithium-ion battery.

AC charging (7.4 and 11 kW) and DC charging are fitted at standard, to synch charging times with drivers' schedules:

- 250 km charge in 40 minutes with a DC fast charge, the time of a break
- Full charge in 10 to 12 hours (i.e. one night) with a 7 kW AC fast charge
- Full charge in 7 to 8 hours with an 11 kW AC fast charge

Besides its sleek aerodynamics, the total mass of only 1,610 kgs and the use of a heat pump for the thermal comfort of the cabin contribute to the good energy efficiency of Mobilize Limo.

### **A high-end driving experience**

Limo offers a smooth and balanced driving behavior as well as a good road handling thanks to a consequent wheelbase of 2,75m, comfort-type suspensions and a low center of gravity. In addition to a linear acceleration, the road behavior is dynamic thanks to a contained total weight of 1,610 kgs and a good aerodynamics.

At the wheel, three driving modes (Eco, Normal and Sport) and three regenerative braking intensity levels are available for a bespoke experience.

In cities and everywhere else, its 11.2 m turning circle gives this 4.67 meter long sedan a good manoeuvrability.

### **An elegant and comfortable interior**

Welcome aboard! Limo wows everyone in it. From an aesthetic standpoint, the TEP (faux leather) upholstery is soft to the touch, hard-wearing and easy to clean. Aluminium-grey and carbon fiber-coloured inserts and LED mood lighting also adorn the passenger compartment.

Regarding comfort, the driver will enjoy the 8-setting, electrically adjustable heated seat and the height-adjustable and depth-adjustable multifunction heated steering wheel. The central armrest opens to reveal a refrigerated storage compartment. The 6-setting passenger seat is manually adjustable.

### **On-board technology: a connected saloon**

The dashboard has a wide panel spreading across the top housing two digital screens: a 10.25 inch screen for the digital instruments and a 12.3 inch touchscreen on the centre line for the multimedia controls. These amenities include smartphone replication (wired) compatible with Apple CarPlay and Android Auto on the main screen. Four USB ports (two at the front, two at the back) are also available. The audio system comprises six loudspeakers.



Limo connects via the My Mobilize Limo app and [remote updates \(FOTA\)](#) for some features. For fleet managers, this access to vehicle data in real time facilitates their activity of monitoring the status of their fleet management.

### **Ideal amenities for customers**



#### **A spacious interior and trunk**

Everything in this car is designed for taxi or PHV driver and passenger comfort. The rear area is top-notch with a flat door, 288 mm of knee room and a shoulder width of 1,404 mm). The passengers on both sides have a reading light and cup holder located on the central armrest. The other amenities at the back include audio system controls, adjustable air vents and two USB ports for charging electronic equipment.

The generously-sized 500 litre boot is unencumbered by the spare wheel, which is lodged under the car. It can accommodate, for example, 2 pieces of hold luggage and 2 cabin ones.

#### **An elegant, status-symbol saloon**

First vehicle to feature the Mobilize logo, Limo is easily identifiable in the street thanks to a sophisticated F-shaped at the front, Y-shaped at the rear light signatures and scrolling indicators. It is a D-segment saloon, 4.67 metres long, 1.47 metres high and 1.83 metres wide, and its loaded ride height is 150 mm (loaded).

Revealed by the three body colors (Jade Black, Chevalier Grey and Aurora White) and black 17 inch rims, the all-round design is fetching – especially with flush door handles that unfold electronically when the car is unlocked.

## TWO APPS TO SIMPLIFY LIFE WITH LIMO



### **My Mobilize Limo**

My Mobilize Limo is the app to control the car. Wherever you are, you can use it to:

- Lock and unlock doors and open and close the windows (aeration mode)
- Switch sidelights on or off
- Start up or schedule the passenger compartment preheating system
- Retrieve an array of information, especially about the car's status (parked/charging or not), remaining range, total distance travelled, battery charge, and tyre pressure and temperature
- Receive alerts on your smartphone, for example when the battery needs charging, the system is updating (progress status) or the car needs maintenance
- Run diagnostics (a warning displays if an anomaly is detected)

### **Mobilize Power Solutions**

Mobilize Power Solutions is the essential app for easy charging. It:

- Stores a payment method to charge the car using Mobilize Business Pass
- Locates nearby charging points among the more than 250,000 available in Europe and provides the specifics for each one (charging power, type of connector and availability)
- Provides directions to the charging point
- Provides pricing and payment information
- Tracks consumption

### **About Mobilize**

Mobilize, the Renault Group brand dedicated to new mobility, offers a wide range of services around the vehicle thanks to an integrated technological platform: financing, insurance, payments, energy, maintenance and reconditioning. Built around open ecosystems, Mobilize encourages a sustainable energy transition, in line with Renault Group's goal of achieving carbon neutrality in Europe by 2040, and its ambition to develop the value of the circular economy.

For more information, visit [mobilize.com](https://mobilize.com) or follow Mobilize on Twitter, Instagram and LinkedIn.