

Press Release

SHARE NOW Defies the Pandemic With a Good Financial Year 2020

- **410,000 new registrations**
- **Average rental duration increases by 63 percent**
- **Long-term car sharing triples number of days rented out**
- **Fiat 500 expands fleet portfolio**

Berlin, January 14, 2021 - Europe's leading free-floating car sharing provider SHARE NOW strengthened and strategically expanded its business model in the past year, despite deep cuts due to the effects of the pandemic and its withdrawal from the U.S. and Canada in spring 2020. The joint venture of the BMW Group and Daimler AG gained 410,000 new customers. SHARE NOW recorded the largest increase in registrations in Frankfurt (17 percent), closely followed by Berlin and the Rhineland business region (both 14 percent).

"The year 2020 has been challenging for SHARE NOW and at the same time has strengthened us in our activities. Against all odds, we recorded 410,000 new registrations and improved the utilization of our fleet across Europe," says Olivier Reppert, CEO of SHARE NOW. "More importantly, we have proven ourselves as a reliable and safe mobility option for all our customers across Europe."

More Electric Trips and Longer Rental Periods

Last year, the three million SHARE NOW customers rented one of the approximately 11,000 available vehicles almost 18 million times. Users made more than 23 percent of all journeys electrically and thus without local emissions. This is an increase of 50 percent compared to the previous year. The average rental duration increased by 63 percent in the same period and is now 53 minutes. This growth is particularly based on the consistent further development and use of long-term car sharing offers meaning rentals of at least one day.

Long-Term Rentals: Tripling of Days Rented

The long-term rental offer can now be used at all 16 locations and for a duration of up to 30 days. Customers can either spontaneously rent their desired vehicle from the roadside or book it up to 45 days in advance free of charge and conveniently specify the pickup location and time via app. The figures show that this flexibility has been well received: compared to the previous year, SHARE NOW tripled the number of days rented. "With our combination of short- and long-term rentals, we cover almost all use cases of car usage and thus offer our customers full flexibility - without having to commit to owning a car," says Olivier Reppert.

Outlook 2021

In the up-coming year 2021, SHARE NOW intends to follow up on the positive development from 2020. A cornerstone of this will be the expansion of the European fleet by including models from various manufacturers. The Fiat 500, which is already in use in Berlin, Frankfurt, Munich and the Rhineland (Düsseldorf and Cologne), made the start last October.

"Even in 2021, we are not thinking of standing still. We are pursuing our chosen path and consistently gearing our business towards sustainable growth," says Olivier Reppert. "Our conviction at SHARE NOW is to share more and own less so we can make our cities more livable for residents and to continue to make mobility as individual and flexible as possible."

About SHARE NOW

As market leader and pioneer of free-floating car sharing, SHARE NOW is represented in 16 major European cities with around 11,000 vehicles, including 2,900 electric vehicles. Around three million customers already use the service. SHARE NOW offers a sustainable solution for urban mobility and makes a significant contribution to reducing traffic congestion in cities. Each car sharing car replaces up to six private cars in urban traffic. SHARE NOW operates purely electric fleets in four locations and is with a total of four partially electric cities Europe's largest provider of electric free-floating car sharing. The fleet portfolio consists of vehicles of the brands BMW, Fiat, Mercedes-Benz, MINI and smart. The company is one of five mobility services that emerged in 2019 from the joint venture between the BMW Group and Daimler AG. The company is based in Berlin.

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