Two engines. One capital flywheel.

Transportation cash flow + technology equity value

ILLUSTRATIVE RAISE

$5M

Capital deployed into fleet assets, launch and platform execution.

BASE UTILIZATION

18 rides/day

Each ride creates revenue and a NexRide acquisition opportunity.

CONVERSION FUNNEL

30% → 18%

Passenger to registered user, then registered user to paid subscriber.

THE INVESTMENT THESIS

Gulf-EL deploys vehicle assets to generate transportation revenue, preserve residual value and create reliable rider supply. **NexRide** converts a portion of those journeys into owned user relationships and recurring subscription revenue. Capital supports both a cash-generating fleet and a scalable technology platform.

WHY THE MODEL IS DIFFERENT

- **Asset-backed acquisition.** Capital is placed into vehicles instead of being consumed entirely by advertising.
- **Lower CAC.** Every ride is a direct opportunity to register, retain and subscribe a NexRide user.
- **Two return engines.** Fleet contribution and residual value support downside protection; subscriptions and platform value create upside.
- **Staged rollout.** Bucharest + Berlin proof, UAE + GCC operating base, followed by Southeast Asia and India city clusters.

BASE-CASE OPERATING ASSUMPTIONS

DRIVER	BASE CASE	INVESTOR RELEVANCE
Fleet	100 cars @ $45k	Deployable asset base
Utilization	18 rides / car / day	Transportation revenue
Fare	$22 blended	Gross fleet revenue
Conversion	30% register · 18% paid	Technology acquisition
Subscription	$14.99 / month	Recurring ARR
Residual value	38% after four years	Asset protection

How the investor can make money.

Auditable economics, staged execution, visible controls

RETURN ENGINE 01

TRANSPORTATION

Ride revenue less channel, driver and operating costs creates fleet cash contribution.

RETURN ENGINE 02

TECHNOLOGY

Paid subscribers and owned user relationships support recurring ARR and platform value.

1. TRANSPORTATION RETURN

Fleet revenue is generated from daily rides. After channel fees, drivers and operating costs, fleet contribution can service financing, support distributions and fund rollout. Vehicles retain residual value and may be refinanced or sold, subject to market conditions.

2. TECHNOLOGY RETURN

Riders enter the NexRide funnel through operated journeys. A commission-free marketplace, AI price negotiation, community features and future robotaxi integrations support conversion and retention. Recurring subscription revenue and an expanding user base support platform valuation and a potential equity exit.

CAPITAL STRUCTURES

The raise may combine NexRide equity, vehicle-backed financing, debt, revenue share and tokenized asset participation where legally and commercially appropriate. Final terms should match investor risk tolerance, duration and governance requirements.

MILESTONES THAT UNLOCK VALUATION

- **01** Acquire and finance the first operating vehicle cohort.
- **02** Launch NexRide and measure ride-to-registration and registration-to-paid conversion.
- **03** Prove city-level fleet contribution, subscriber retention and cohort economics.
- **04** Repeat the playbook after city liquidity and return gates are achieved.

FOUNDER EXECUTION RECORD

Mihai Petrea has built approximately €60M in automotive business as an Opel Romania importer/dealer and Volkswagen dealership operator, with ride-sharing experience through BlackCab, part of Addison Lee London. This connects vehicle sourcing, fleet execution and technology-led mobility.

RISK CONTROL
Staged city deployment · vehicle-backed security · residual-value monitoring · cohort stop/go gates · clear separation of actual, contracted, forecast and aspirational claims.