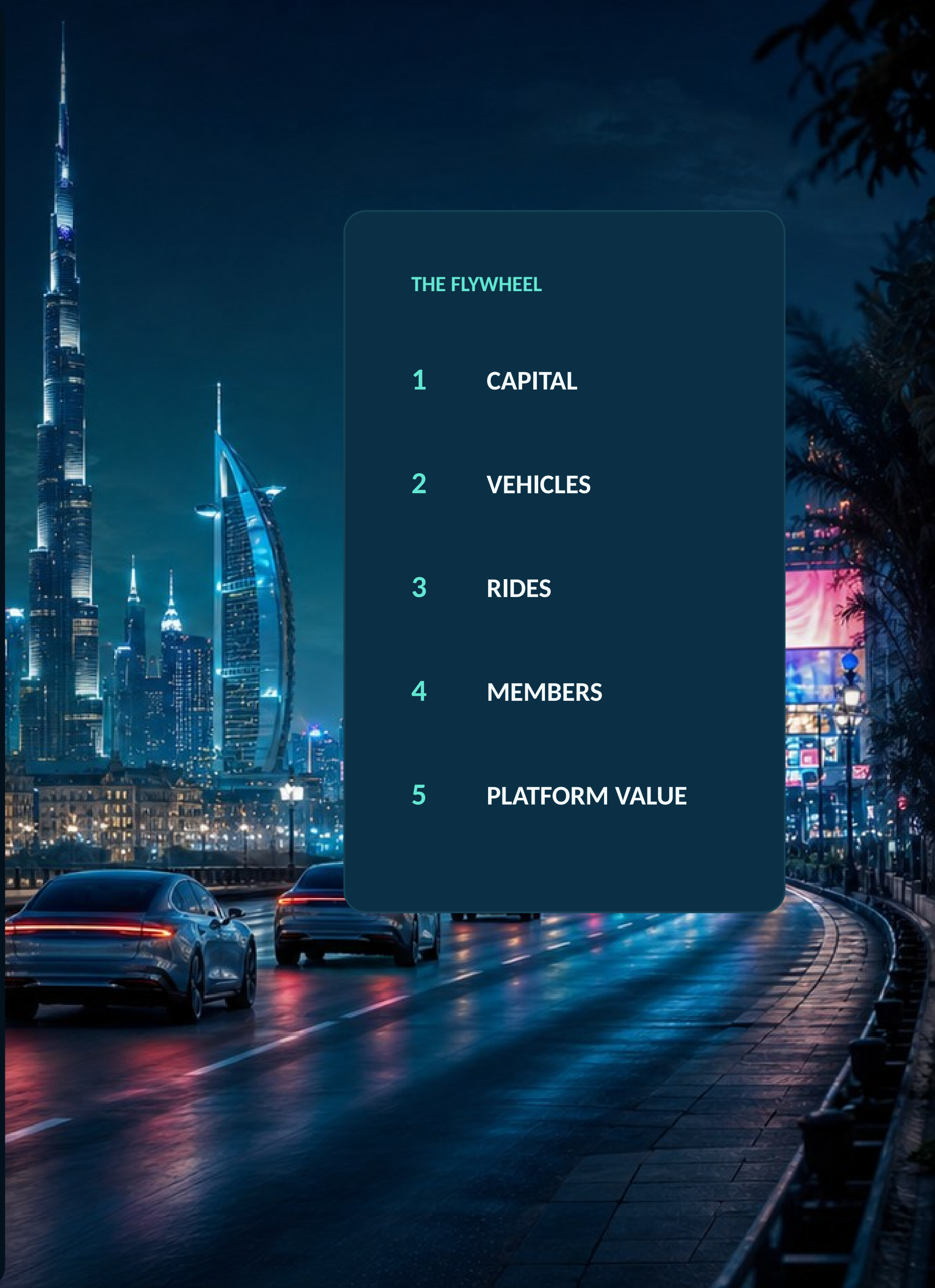
GULF-EL × NEXRIDE

Asset-backed mobility. Subscription-powered network.

One fleet can create cash flow. One community can create a unicorn. Own the vehicles, the riders and the upside.

Investor growth case • 10–20× five-year ambition



THE INSIGHT

Distribution is the bottleneck—not the app.

Most new mobility platforms burn capital solving supply and demand at the same time.

INCUMBENT PATH

Ads → installs

Capital can disappear before local liquidity exists.

GULF-EL PATH

Assets → rides

Vehicles can earn on existing channels from day one.

NEXRIDE PATH

Rides → members

Every passenger becomes a measurable acquisition opportunity.

The advantage is the linkage: cash-producing fleet operations become the distribution channel for a subscription network.

BUSINESS ARCHITECTURE

Two businesses. One compounding acquisition loop.

GULF-EL FLEET

Owns or controls vehicles
Earns across Uber, Bolt, Grab, corporate and local channels
Builds operating history and residual-value support

CASH FLOW + ASSET SUPPORT

NEXRIDE

Subscription-based marketplace
No ride commission planned
AI price negotiation between riders and drivers
Robotaxi-ready mobility layer
Converts riders and drivers into recurring members

RECURRING REVENUE + EQUITY UPSIDE

WHY IT CAN WIN

Monetize first. Convert second. Open the network third.

01	**Monetize fleet**	Use incumbent platforms and contracted channels while NexRide demand is forming.
02	**Convert riders**	Offer 15–20% next-ride value; target 30% registration and measure every funnel step.
03	**Retain members**	Subscription benefits, negotiated pricing, rewards and later in-ride services drive recurrence.
04	**Open supply**	After city liquidity is proven, invite external fleets and owner-drivers onto NexRide.

THE GROWTH ENGINE

A vehicle earns today. A subscriber compounds tomorrow.

VEHICLE COST	EQUITY PORTION	UTILIZATION	RESIDUAL VALUE
$40–50k	**10–20%**	**15–20 rides/day**	**30–40%**
Base underwriting midpoint: $45k	Where bank or institutional leverage is available	Validate by city, season and shift	Use third-party evidence and stressed resale cases

100–150% annual revenue growth ambition • 10–20× investor value in five years

Transportation cash flow funds the machine. NexRide subscription scale creates the exit multiple.

INVESTOR OUTCOME

See what your capital is built to become.

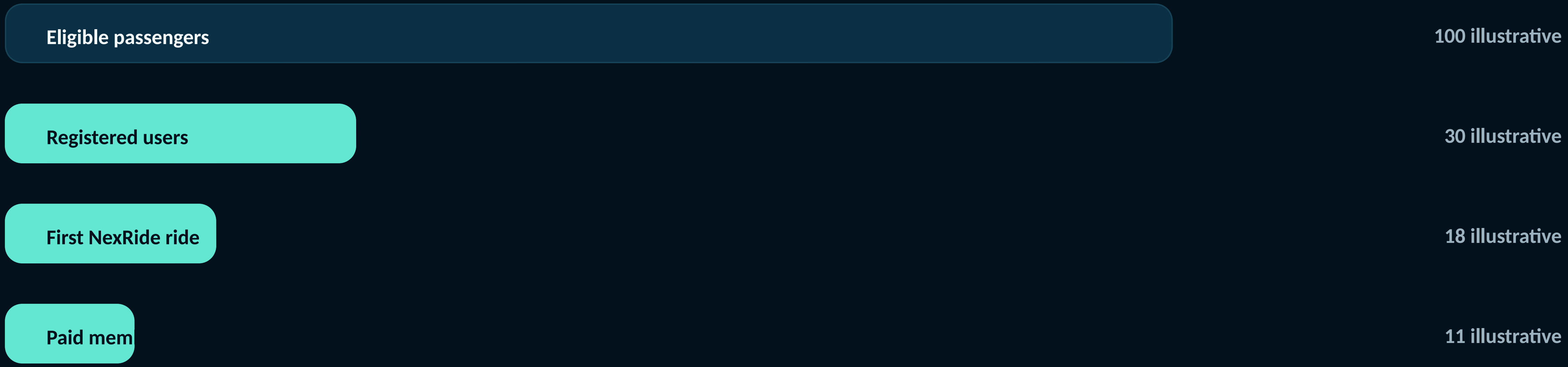
Illustrative five-year scenario: 12% annual distributions plus a 10× / 15× / 20× equity exit.

INVESTMENT	4-YEAR VALUE*	5-YEAR EXIT RANGE
$100k	$648k–$1.25M	$1.06M–$2.06M
$500k	$3.24M–$6.24M	$5.30M–$10.30M
$1M	$6.48M–$12.48M	$10.60M–$20.60M

*4-year value uses a 6–12× equity-value scenario plus cumulative 12% annual distributions.

ACQUISITION ECONOMICS

Every car is a moving customer-acquisition channel.



At 30% conversion, one 1,000-car fleet serving 18 riders per car/day can generate almost 2 million registrations a year before referrals.

GO-TO-MARKET

Expand only when the previous city clears its scorecard.

VALIDATE

Bucharest + Berlin

EU fleet and funnel proof

STAGE 0

PROVE

UAE + GCC

Company created; limousine business established

STAGE 1

REPLICATE

Bangkok + Ho Chi Minh + Hanoi + Manila

Southeast Asia expansion cluster

STAGE 2

SCALE

Bangalore + Chennai

India scale after liquidity and compliance gates

STAGE 3

FUNDING STRUCTURE

Match capital to the risk it is actually taking.

Vehicle-backed debt	Fleet assets	Security + DSCR + reserve
Preferred equity	IP and market launch	Liquidation + pro-rata rights
Revenue-share note	Early cohorts	Capped return + waterfall
Tokenized participation	Compliant asset pool	SPV linkage + KYC/AML

Recommended anchor raise: $5M, with a staged first close and drawdowns tied to vehicle, licensing and conversion gates.

THE UNICORN EQUATION

Three valuation engines can converge above $1 billion.

5M USERS × $150

$750M

Subscriber-network value

FLEET + CASH FLOW

$150–300M

Scaled operating value + residual assets

TECHNOLOGY PREMIUM

$100–300M

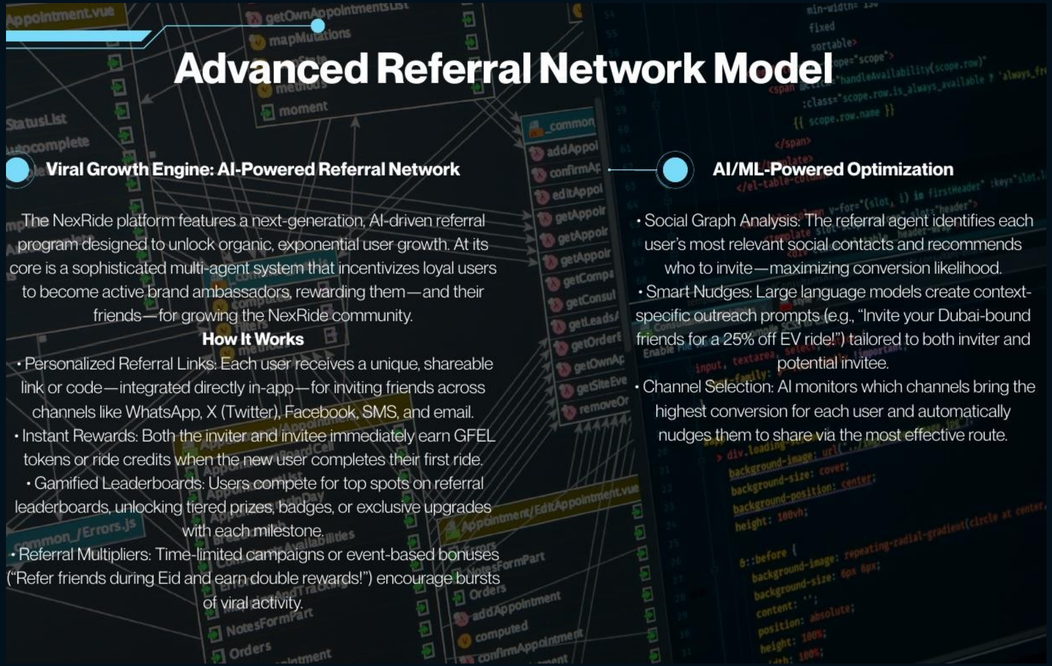
AI, negotiation, rewards and future robotaxi layer

Illustrative combined enterprise-value range: $1.0B–$1.35B

The same pattern created category leaders: build network density, turn demand into data, then let scale re-rate the company.

WHY THIS CAN MOVE FAST

A founder-built operating machine meets a software-scale opportunity.



12 years in mobility • vehicle acquisition and operations • driver economics • platform nearly ready • community-led distribution

EXECUTION PLAN

De-risk in four measurable gates.

01 Complete & audit

Repository review, payments, dispatch, security and store readiness.

02 Launch fleet cohort

Vehicles, licences, insurance, driver model and multi-channel utilization.

03 Prove the funnel

Passenger → registration → first ride → paid member → retained member.

04 Replicate city

Fund expansion only when contribution margin and service quality repeat.

PHASE 4/5

Simulate before real-money scale.

Synthetic riders and drivers make platform reliability visible—without presenting simulation as traction.

SIMULATION

10k+ rides/day

Normal paths + failure scenarios

CITIES

EU • GCC • SEA • India

Demand, shifts, zones and payments

INVESTOR VIEW

Live operating twin

Utilization, matching, payments and errors

Key scenarios: cancellation • no-show • negotiation • GPS loss • payment failure • dispute • rewards • fraud signals

THE ASK

Own the fleet. Own the network. Own the upside.

$5M anchor round

Staged close • vehicle and working capital • app completion • licences and compliance • measured launch

NEXT INVESTOR MILESTONES

1 Executed first-city operating plan
2 Launch-ready application
3 First vehicle cohort
4 90-day unit economics
5 Paid-member cohort

Cash-flowing vehicles can protect the entry. Millions of NexRide members can create the 10–20× exit.

MARKET OPPORTUNITY

A $284.7B market is moving toward subscriptions, AI and autonomy.

Ride-hailing is already global infrastructure; NexRide enters through asset-backed supply and owned rider conversion.

GLOBAL TAM — 2025

$284.7B

Global ride-hailing market value

DEMAND PROOF

202M users

Uber monthly active platform consumers in 2025

DAILY BEHAVIOR

40M+ trips

Trips completed every day across Uber in 2025

SEA MOMENTUM

+15% YoY

Grab Mobility revenue growth in Q4 2025

SOM ambition: 3–5M active NexRide users across Europe, GCC, Southeast Asia and India.

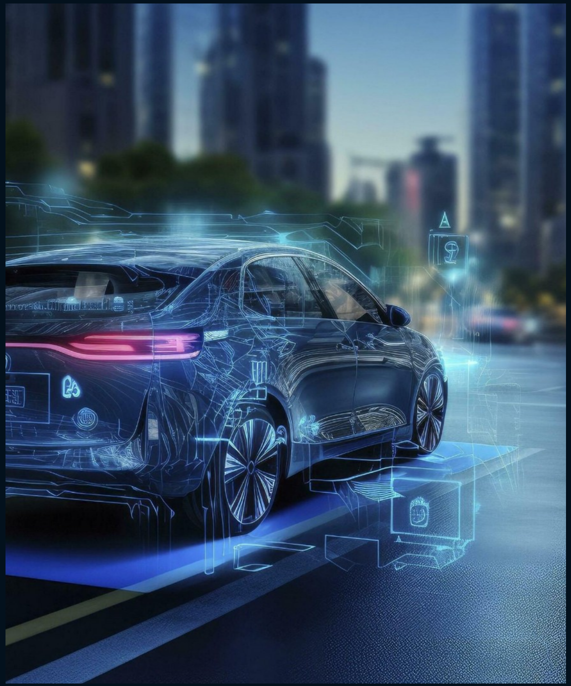
Sources: Fortune Business Insights (2026) • Uber FY2025 results • Grab FY2025 results

GO-TO-MARKET STRATEGY

Turn every operating vehicle into a distribution channel.

Launch with controlled supply, acquire riders inside the journey, then compound through subscriptions and community referrals.

01	**Fleet-first launch**	Earn through incumbent, corporate and limousine channels while NexRide liquidity forms.
02	**Convert the passenger**	Offer 15–20% next-ride value and move riders into the NexRide subscription funnel.
03	**Community growth**	Referral rewards, memberships and social proof turn customers into active promoters.
04	**Replicate city-by-city**	Open external fleets after supply density, conversion and contribution margin are proven.



Bucharest + Berlin → UAE + GCC → Bangkok, Ho Chi Minh City, Hanoi, Manila → Bangalore + Chennai

FOUNDER / CEO

Mihai Petrea — a builder with operating scale behind him.

More than two decades across manufacturing, national distribution, automotive and ride-hailing—now focused on building Gulf-EL and NexRide.

EXPERIENCE	FOOD BUSINESS	AUTOMOTIVE SCALE
23+ years	**€12M revenue**	**€60M business**
Entrepreneurship and operating leadership	Built Lacta Prod and regional distribution	Opel Romania importer/dealer + VW dealership

- **Built businesses from zero and expanded across Romania, Bulgaria and Moldova**
- **Added approximately €10M revenue in three years through new-market execution**
- **Built in ride-sharing through BlackCab, part of Addison Lee London**
- **Founder & CEO of GULF-EL, based in Dubai and focused on electric mobility**

Sources: LinkedIn • Gulf-EL • Bayt professional profile • Ziarul Financiar