We help people
“GET AROUND LIKE A LOCAL”

With our largest city transportation network

The Solution for Sustainable & Green Transportation
PROBLEMS

TRANSPARENCY

RELIABILITY

SAFETY

ACCESSIBILITY

AVAILABILITY
YOUR CHANCE IS 1 OUT OF 3
LOCA is the SOLUTION

- Standard pricing and tracking
- Realtime tracking and detailed histories with our monitoring system
- Driver are passed background check and training, all driving documents are verified, and insurance is a must
- Access to LOCA drivers via a mobile application everywhere around the city
- LOCA provide tailor-made and insightful information about the city you are visiting and at the time you are visiting
2021: RHA and Taxi Penetration rate is 3.0% with revenue of US$15M
What LOCA Platform offers

- Safe and reliable taxi service 24/7
  - Transportation for corporate
- Express Delivery
- Selling Bus Ticket
- 100% Online Customizable Insurance
- Moving Advertising
- Car and VAN Rental - Q2 2022
- EV Charging Network – Q2 2022
- Ride Share - City-City Carpool – Q2 2022
- Financial Services – Q3 2022
LOCA’s CORE Business

- LOCA Transportation network
- LOCA EV Fast Charging Network
- LOCA EV Leasing for drivers
- LOCA PAY – Seamless Cross border QR payment
- LOCA Lending – BNPL and Partner Lending service
Some interesting detail  

September 2022

✓ ~80,000 Registered customers
✓ ~30% are local customers
✓ More than ~600 drivers.
✓ ~9,000 credit cards linked to our platform
✓ 30% paid by NON-CASH
✓ 4.80 / 5.00 Customer rating to drivers
Type of vehicle available

- Regular car
- Affordable
- Plus – Medium size
- Pickup Truck
- Motorcycle
MOBILITY PIPELINE

Q1 2023
- Electric scooter for rental
- Electric scooter taxi

Q2 2023
- Ebike sharing

Q4 2023
- 3 wheels electric taxi
Available Cities and Expansion Plan

- Vientiane Capital – Available 24 hours
- Luang Prabang Province – Available 24 hours
- Champasak Province – Launched May 2021
- Savannakhet Province – Pilot Q2 2022
- Vang Vieng City – (Q3 2022)
LOCA Current Volume (LAK)

Service Volume by month

- Pre Covid-19
  - (96% Tourist)

- After the 1st Wave of Covid-19 lockdown
  - 0 tourist (100% local)

- After the 2nd & 3rd Wave of Covid-19 lockdown
  - 0 tourist (100% local)
When the country start to fully open for tourist, our volume will double instantly with tourist and local customers volume combine.

Additionally, with 15-20% growth month-over-month by 2025, LOCA will generate $5.8M USD in service volume and LOCA Revenue will be ~$1.3M USD/Year.
Why it is important to know this?

• There is a need of 10,000,000 KM of driving total by 2025

• This will produce 1200 tCO2 to the environment
What LOCA wants to achieve

Our next goal for sustainable & green mobility
BUILDING A SUSTAINABLE & GREEN MOBILITY ECOSYSTEM

1. Generate from Solar

2. DC Charging Stations

3. EV Taxi Service

NET ZERO EMISSION
Self-Sustain Fast Charging Station
The Progress
BUILDING A SUSTAINABLE & GREEN MOBILITY ECOSYSTEM

DC Charging Stations

EV Taxi Service
LOCA EV TAXI –(September 2022)

• 31 EVs out of 600 drivers
• ~120,000 KM of serving to passengers to date
• Approximate total driving ~150,000 KM on the job
• ~8000 unique passengers rode on EVs (~22,000 trips)
• Approximate reduced CO2 Emission by 19,000 Kg
CHARGER COVERAGE

• 4 charging point installed
• 50,000 kWh Charged
• 10 charging points will be installing until November 2022
  • Travel from Kasi to Pakse by end of November 2022
• Software & System is 100% ready
  • 540 Unique Active Customers
  • Supporting Roaming, Credit Card, and BCEL ONEPAY
Business Model

1. LOCA Owned
2. Franchising
3. Network Partner

The first in Laos to get License Approved by Ministry of Energy and Mine
Strategic locations

• LOCA EV Charging station will be installed at the well-known Food & Beverage service locations of the area.
• Each hub will not be more than 200KM further away from each other.
  • Each charger will not be more than 100km from each other
• LOCA EV users can travel worryless.
EV LEASING - For Taxi Service
Business Model – Lease to own

• LOCA lease the EV to driver to encourage driver to switch to EV 100%
• Invest capital upfront to purchase car at lower price and lease out at market price that driver can afford
• Cost of the monthly lease will be equal or less than to the amount of money that driver would spend on gasoline
• Drivers will be able to buy out the car after 5-6 years lease contract for FIXED AMOUNT
• Potential Leasing 2,000 units by 2025
Is it possible to move to EV?
Number of Vehicles registered in Laos
4 wheels Personal Passenger vehicles

- Jeep: 14.2%
- Pickup Truck: 66.3%
- Sedan: 19.5%

Total: 455,190
2 wheels Personal Passenger vehicles
Energy Produced

- Currently output 50,000,000 MWh
- Almost 100% from renewable source
Let work out some number
Simulation

• Total of 455,190 four wheels passenger vehicles would require 2,500,000 MWh per year (5% of current energy produced)

• Total of 1,766,383 two wheels passenger vehicles would require only 650,000 MWh (1.3% of current energy produced)

• Total Electricity required is 3,150,000 MWh per year which is only 6.3% of the current electricity produced
THANK YOU