

Access Mobility
for Good.™

kite™

PARTNERSHIP VISION

NINCO
DEVELOPMENTS

Access Mobility
for Good™

Kite Mobility

Our mission is to revolutionize personal transportation by accelerating the shift to electric vehicles and infrastructure, transforming communities with cutting-edge mobility hubs.



Canada's leading electric car-sharing service tailored for residential communities



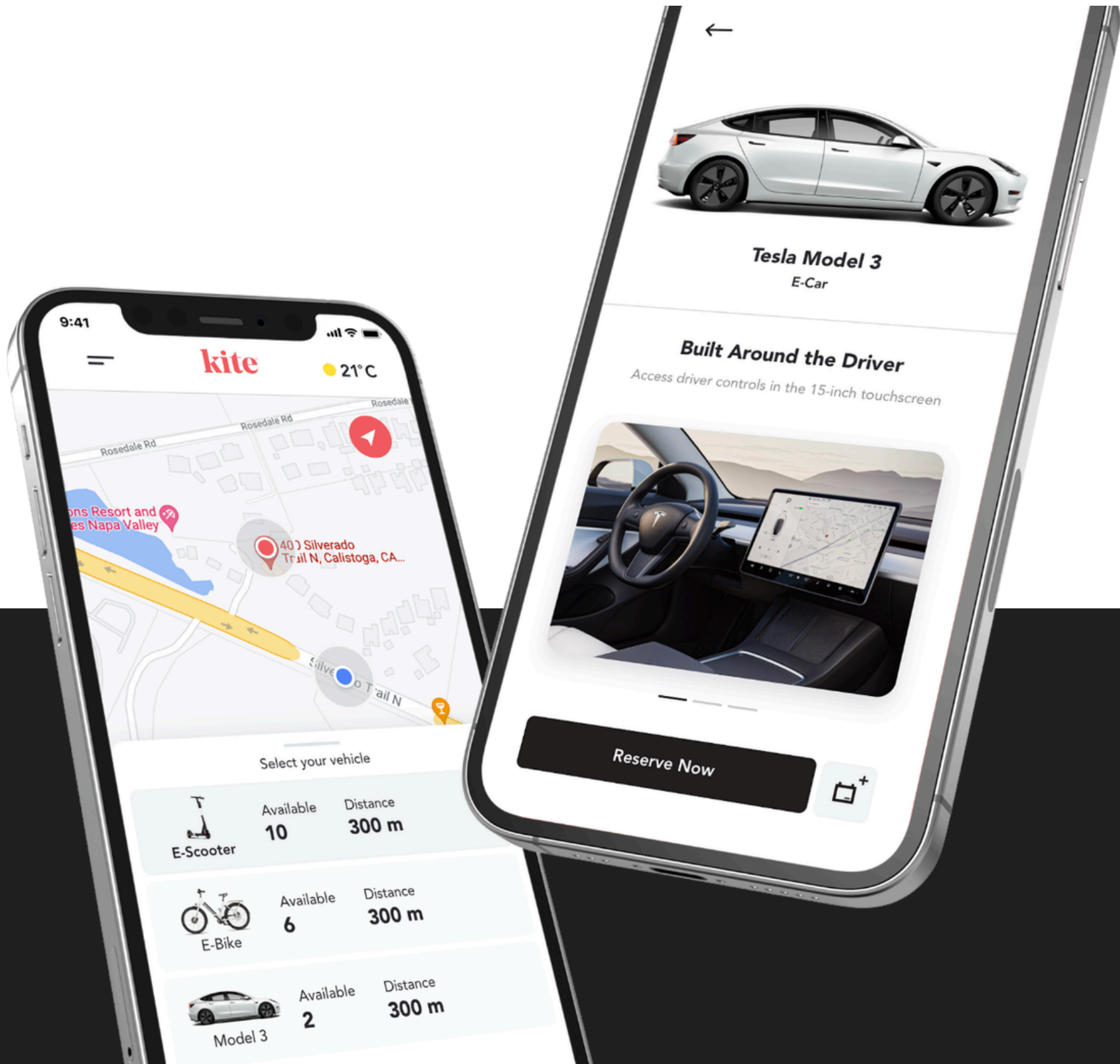
Trusted by leading developers, asset owners, and property managers across the country



Designed as an alternative to personal car ownership - proving to be a factor in investor, buyer, and renter's purchase decisions

Current fleet offerings and telematics integrations.

Convenient and affordable access to aspirational EV brands.



Micromobility



zoomo



eVehicle Supply and Telematics Integration



TESLA



EV Charging Software and Hardware Partners



TESLA



KITE BATTLECARD

Landscape overview

Based on starting packages

		 zipcar			
Fully electric fleet	✓	✗	✗	✗	✓
Vehicle insurance included	✓	✓	✓	✓	✓
Unlimited mileage	✓	✗	✗	✗	✓
Impact reporting	✓	✗	✗	✗	✓
24/7 Access	✓	✓	✓	✓	✓
No hidden fees	✓	✗	✗	✗	✓
Micro mobility options	✓	✗	✗	✗	✗
Customer support	✓	✓	✓	✓	✓
Resident/Guest only access	✓	✗	✗	✗	✓
Commitment to program continuity	✓	✗	✗	✗	✗
Fleet	Tesla Model 3, BMW i3, BMW i4, Volvo CX40, Lexus RZ, +	Ford Focus, Honda Civic	Toyota Prius C, Kia Rio, Chevrolet Volt	Nissan Versa (and similar models)	Tesla Model 3, Model X, Model S, Polestar 2, Nissan Leaf, Chevy Bolt

Premium Building Amenity Designed for New / Existing Construction

- Kite Premium Amenity Model
- Risk Mitigation + Revenue Opportunity

Kite Premium Amenity Model

A seamless integration of hardware, software, and amenity services.



Operational Model

Fleet Allocation

We place 1 premium shared vehicle for every 50 residential units, optimizing utilization without overcrowding.

Baseline Program

\$34.99/month per unit provides every unit with 2 hours of drive time via their digital wallet (accessed via Kite mobile app).

Flexible Billing

Developer choice: fund via rent or building amenity to attract tenants or subsidize the program.



Financial Model

Recovery Target

Our model is built to recover \$4,000 per car per month to cover all operational costs (e.g., vehicles, operations, fleet insurance).

Additional Revenue Streams

Residents purchase Subscription, Pay-Per-Use, or Off-Peak packages once free hours are used.

Profit sharing

Developers earn 35% of revenue generated above the \$4,000/car monthly threshold



Resident Access

Add-On Options (highly competitive pricing with Premium EVs and User Experience)

Baseline Program

2 hours of monthly drive time
\$34.99 / unit / mo

Subscription

3 hours of drive time
\$39.99 (\$11.66/hr)

Pay-Per-Use

2 hours of drive time
\$54.99

Off-peak Unlimited

Mon-Thurs, 12am-6am
\$49.99

Risk Mitigation + Revenue Opportunity

A balanced partnership model designed to protect your downside while maximizing upside.

Financial Protection

\$3,000/Car Guarantee Required

We set a clear recovery target based on live data, to deliver a sustainable offering and exceptional user experience.

Costs are transparent, predictable, and recovered via nominal rent increase / amenity fee which delivers high value to prospective and current owners / renters.

Limited Liability

Developers only cover the shortfall if the monthly revenue target is not met. No hidden fees.

Zero Operational Risk

Kite handles everything: fleet acquisition/cost, operations, insurance, service & maintenance, technology, and 24/7 support.

Revenue Upside

High Revenue Potential

With packages and peak usage, revenue potential up to \$7,000 per car per month.

Example: High Utilization Month (1 eCar)

Total Revenue Generated	\$7,000
Program Overhead Costs	-\$4,000
Surplus Revenue (50%)	\$1,500
Parking rent*	\$200

Developer Profit **+\$1,700/eCar/month**

Project Overview

- Project Proposal: 23 Elizabeth
- Estimated Setup Costs

Project Proposal: West Street Apartments

Projected revenue breakdown



188
RESIDENTIAL UNITS



4
KITE VEHICLES
1 per 50 units

MONTHLY REVENUE GENERATION

Baseline Program

\$6,578

188 units x \$34.99/month

+

Add-on Packages

\$22,096

Estimate

=

Forecasted Monthly Revenue

\$28,673

Gross Revenue | Kite Cost \$16,000

DEVELOPER PROFIT SHARE

Above Threshold

\$12,673

\$28,673 - \$16,000

×

Revenue Share

50%

Developer Split

=

Monthly Project Profit

\$6,337

New Net Operating Income

Annual Profit Per Building:

(Monthly profit per building x 12) + (Monthly rent per building x 12)
(\$6,337 x 12) + (\$800 x 12)
\$76,004 + \$9,600

\$85,644

Schedule A

Estimated Setup Costs: 4 eCars and 4 eBikes

**Sample 200 Unit Community, 5 Parking Stalls*

One-time mobility hub set-up

Category Item – Infrastructure (Developer/Property Costs)

Estimated Cost

- Wiring and Electrician Install (estimated wiring cost for L2 charging stations)
- Electrical hardware components + installation (incl. Geotabs, Linka, Igloo)
- Cameras (wired or wireless)
- Cell Booster (only if required)
- L2 eCar charging stations
- Kite eBikes Docking/Charging Stations (incl. install)
- Mobility Hub (space signage, paint, wayfinding) production and installation

- \$2,400
- \$4,800
- \$4,500
- TBD
- \$8,000
- \$11,700
- \$23,500

Total (one time)

~54,500 (one time)

Estimated Annual Utility Cost

- eCar \$350/yr
- eBikes \$20/yr

Program launch and operations

Category Item – Infrastructure & Ops (Kite Costs)

Estimated Cost

- eCars
- Operations (logistics, project management, launch, maintain)
- Carshare fleet insurance (annual)
- Technology/Integration (ID validation; digital facial recognition and digital MGO checks)
- Branded space design
- Customer Support – 24/7 live and in-app support
- Parking rent

- \$320,000
- \$55,000 (annual)
- \$35,500 (annual)
- \$15,000 (annual)
- \$5,000 (one-time)
- \$4,000 (one-time)
- \$12,000 (annual)

Total

\$446,500

*Kite requires a \$23,500 advanced payment to secure partnership upon sign-off of agreement
**These costs reflect estimated pricing at the time of discussion and may be subject to change prior to launch due to market conditions and timing



Kite Unique Platform

A world-class digital and physical experience.

- ✓ Customized fleet according to demographic of building residents (eCars + Micromobility)
- ✓ Carshare fleet insurance (CGL + Auto/Micromobility 3rd party liability)
- ✓ Vehicle maintenance (tuneups, servicing, repairs, cleaning)
- ✓ Branded space design and production (mobility hub, wayfinding)
- ✓ Technology– mobile app to user to vehicles, ID validation, digital facial recognition and MGO checks
- ✓ Live Customer Support (24/7 hotline and email)
- ✓ Around the clock security (hardware and software– Geotab, security cameras, in-app)
- ✓ Marketing Support (communications, social media, press release)
- ✓ Demonstration days (new user on-boarding, test drives)
- ✓ Staff training sessions

Program models

Parking Reduction Model (PRM) Designed for Pre - New Construction

- Developer Cost Reduction
- Sample Mobility Hub
- User Benefits
- Mobility Hub Examples
- Resident Savings

PARKING REDUCTION + EV INFRASTRUCTURE MODEL



Kite Electric
Vehicle

1

Removes 10 spaces on
average for developers

Savings per
parking space

\$100k

Each parking space costs
developers up to \$100,000

Potential Savings
for Developer

\$20M /project

20 Kite vehicles within mobility hub,
removes ~200 spaces or ~1 level of
underground parking

A portion of the construction savings are used to fund the program, and highly valuable amenity can be offered as a no-cost amenity to the end user.



Delivering massive value to large real estate developers, via significant cost savings, faster time to market & quantifiable GHG reductions (less concrete and construction related emissions)

Mobility Hub Example 1

A centralized Kite Zone for convenient resident access.



Start
Something
Priceless™



kite
Rideshare.

Kite Mobility Hub Example 2

A centralized Kite Zone for convenient resident access.

PARKING REDUCTION MODEL

User Benefits:

Using Construction Cost Savings to fund the program to attract new buyers / renters

- ✓ Monthly eCar time included in digital wallet
- ✓ Unlimited mileage
- ✓ Advanced reservations (up to 90 days in advance)
- ✓ No reservation limitations
- ✓ Up to 3 free reservation cancellations per month
- ✓ Discounted membership top-ups (additional drive time)
- ✓ Discounted extended trip bundles
- ✓ Roadside assistance
- ✓ Discounted deductibles (\$500 vs \$1500)
- ✓ Live Customer Support (24/7 hotline and email)
- ✓ Higher vehicle-to-user ratio (guarantees greater vehicle availability during peak times)

Marketing

Sample Marketing Content

SAMPLE DEMO DAY AND PROMOTIONS CONTENT

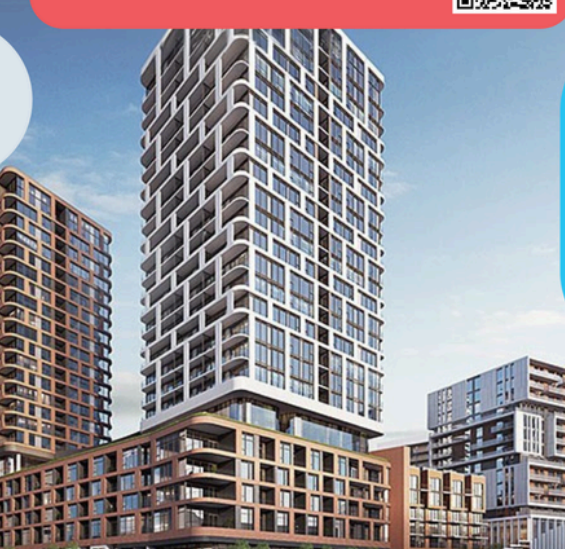


Access Mobility
for Good™

Launching Kite Mobility electric rideshare at Gallery Square!

WELCOME PACKAGE:
SCAN TO SIGN-UP AND ENJOY
YOUR FIRST HOUR FREE!





The poster features a top section with an aerial view of a road winding through a dense green forest. A small car is visible on the road. The word "kite" is written in a bold, lowercase, sans-serif font, with a small trademark symbol. Below it, the tagline "Access Mobility for Good™" is written in a smaller, all-caps, sans-serif font. The word "DEMO" is written in large, white, all-caps, sans-serif font, and "DAY" is written in large, red, all-caps, sans-serif font. Below this, the text "Join us at for a day of" is followed by "FREE" in red, underlined, all-caps, sans-serif font, then "test drives and Q&As!" in red, all-caps, sans-serif font. Below that, the text "(Please download the Kite app in advance)" is written in red, all-caps, sans-serif font. A horizontal line separates this text from the "Download the app" text, which is in red, all-caps, sans-serif font. Below this are two QR codes. Under the first QR code is a black button with the Apple logo and the text "Download on the App Store". Under the second QR code is a black button with the Google Play logo and the text "GET IT ON Google Play". At the bottom, there is a table with three columns: DAY, TIME, and PLACE. The DAY column contains "WED, NOV 20" in red, all-caps, sans-serif font. The TIME column contains "4PM- 7PM" in red, all-caps, sans-serif font. The PLACE column contains "90 CARLING STREET" in red, all-caps, sans-serif font.

kite™
Access Mobility for Good™

DEMO DAY

Join us at for a day of
FREE test drives and Q&As!
(Please download the Kite app in advance)

Download the app



Download on the
App Store

GET IT ON
Google Play

DAY	TIME	PLACE
WED, NOV 20	4PM- 7PM	90 CARLING STREET



How does it work? It's simple, really.



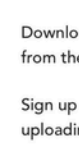
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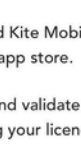
Download Kite Mobility from the app store.
- 

Sign up and validate your profile by uploading your licence.
- 

Return your vehicle where you started your trip.

DOWNLOAD THE APP NOW






Access Mobility for Good™

Kite Mobility | Toronto, ON Canada

A promotional graphic for Kite's 'WELCOME50' offer. The background is a solid light blue. At the top center is the Kite logo, consisting of the word 'kite' in a bold, lowercase sans-serif font, with a small 'TM' trademark symbol. Below the logo is the tagline 'Access Mobility for Good™' in a smaller, lighter blue font. The main headline, 'KITE WELCOME PROMO: GET \$50 OFF YOUR FIRST RIDE', is centered in a large, bold, dark blue sans-serif font. Below this, the instructions 'Just enter code WELCOME50 in the feedback section after your first trip.' are centered in a dark blue font. To the right of this text is a white smartphone mockup. The phone screen shows a white Kite car at the top. Below the car, the text 'How was your trip?' is followed by 'Help us improve by rating your experience.' and five red stars. At the bottom of the screen, there are two buttons: 'Cancel' and 'Rate Us'. Below these buttons is a white box containing the code 'WELCOME50', which is circled in red. At the very bottom of the phone screen is a red link that says 'Send Feedback'. Below the phone mockup, the terms of the offer are listed in a smaller, dark blue font: '*Terms: The promo code provides up to \$50 off your first ride. Please allow up to 10 days for processing, depending on your banking institution.' At the bottom center of the entire graphic is the contact information 'support@kitemobility.io | www.kitemobility.io' in a dark blue font.

SALES AD

Access Electric Vehicles on Day One.

kite Move into Electric Rideshare.
Visit www.condoname.com



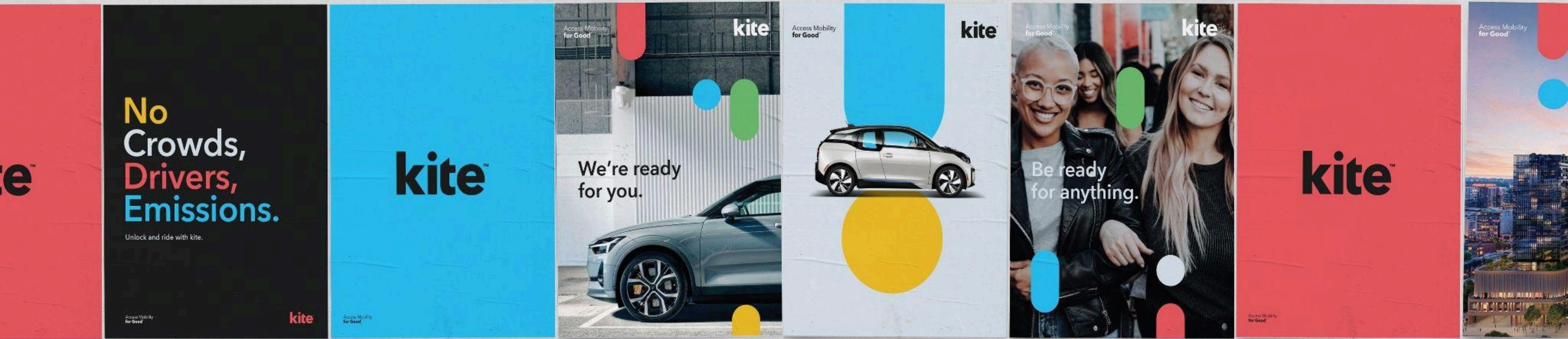


Condo Imagery

Units starting from \$XXX,XXX hold exclusive access to Kite Premium Membership – eBikes and eCars, from the comfort of your home. Available day one. No ride limits, your access is guaranteed. Welcome.









Contact

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Have another Project in Mind?

Submit our Project Assessment Form to get started, and a member of our team will reach out to you promptly.

<https://forms.gle/fRy7mATUwUGy5Zng9>