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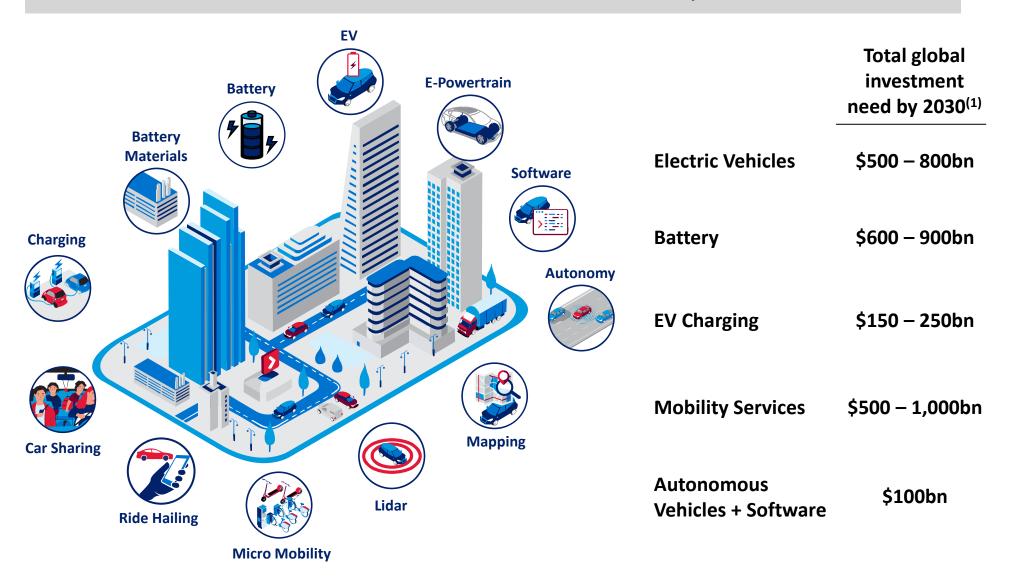
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Investment Needs for Future Mobility Transition



The world needs several trillion dollars to finance the future mobility transformation



Stages of Development for Mobility Companies



Developing and transitioning mobility related technology at global scale requires a bespoke menu of financing solutions and a plenitude of capital sources

Development Phases	Product Development	Pilot / Demonstration	Pre Commercialization	Final Commercialization	Scale
Key Milestones	Product development Lab scale Proof of concept	Pilot facility Product validation	Full-scale prototype Customer contracts	Major contracts signed by customers Commercial facilities ramping up	Full scale production Business generating cash flow Diversify and grow sales
Capital Intensity					
Sources of Funding	Seed	Early Stage (Series A/B)	Later Stage (Series C/D)	Growth (Series D/E/F+)	Public Capital
	Angels	Venture Capital	Venture Capital	Venture / Growth ESG / Impact Private Equity	IPO Follow-On Equity
	Corporate R&D Funding			Pension Funds Sovereign Wealth Funds Family Offices	Convertibles
	R&D Grants	Corporate VC	Government Grants,	Crossovers	Debt Financing
		Venture Debt	Loans, ATVMs MDBs, ECAs	Bank Loans Project Financing	

Funding the Global Mobility Sector



Mobility sector largely funding its transitional growth with equity through venture capital and IPO activity

Large corporations financing the mobility transition mostly with own funds and debt

