air park one

Invest in innovation in European airport parking for proven market-leading returns

Overview

- AirParkOne ("APO") – since 2017
- Proven airport parking concept in key European locations - currently operating very successfully at Frankfurt Airport
- Established business model, now ripe for scale-up with readily accessible capex entry level
- Reliable cashflows based on high occupancy and dynamic pricing model
- An effective alternative use for underutilised or 'hard to let' real estate assets makes APO attractive to landlords
- APO typically acts as the lessee via an existing Op Co

Highlights

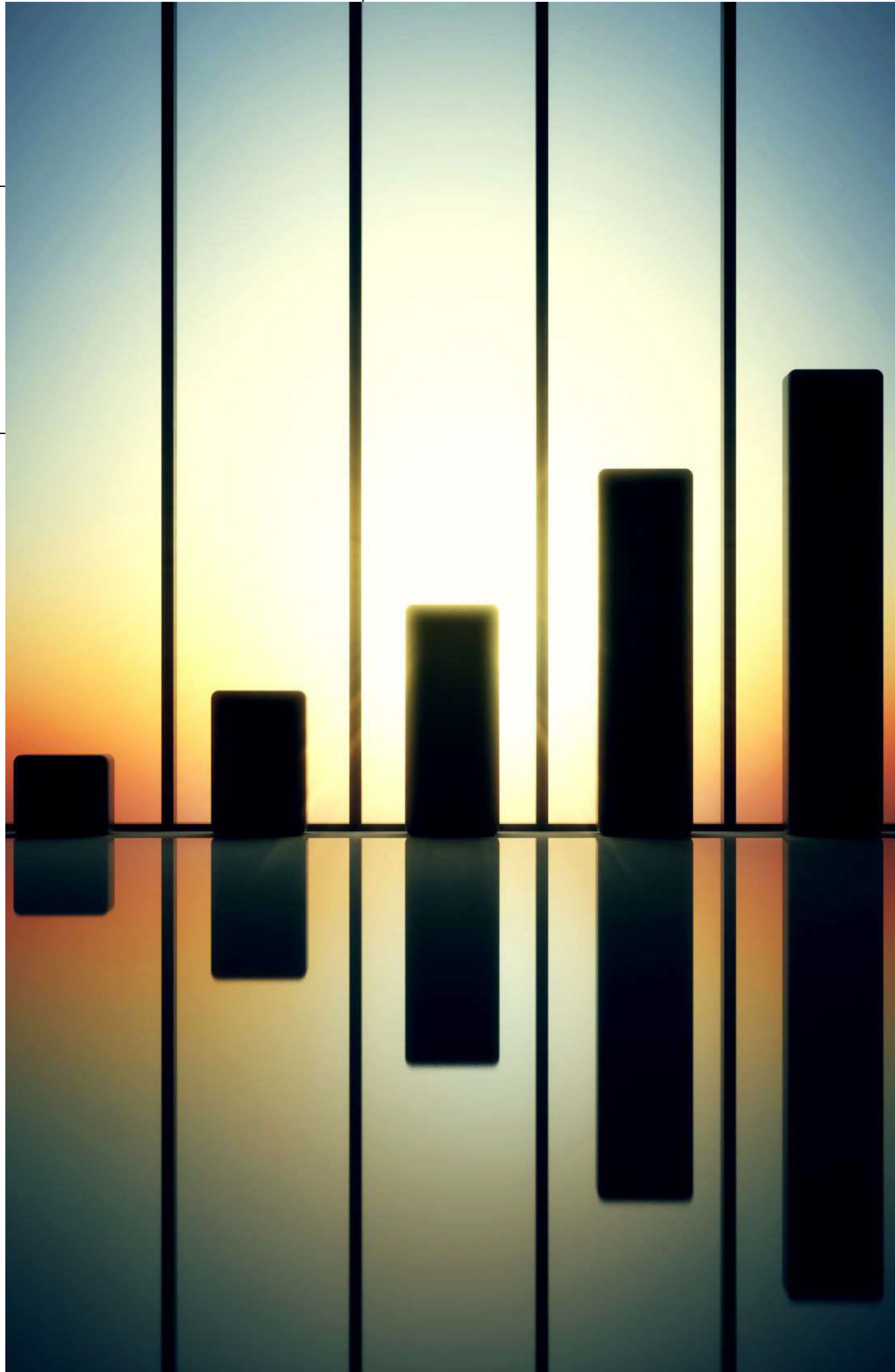
Trade in Frankfurt 2025

01 Turnover
€2.2m

02 Margin
21.4%

03 Profit
€447k

04 Occupancy rates
91.7%



Typical Asset Profile

Size	20,000 m2 for outdoor spaces
Spaces	c800+
Location	10-12 minutes from Terminals (in normal conditions)
Tenure	As lessee (Op Co)
Duration	Min 20 years
Type	Existing car parks, or undeveloped outdoor space (flat land)

Differentiators

Intuitive UX & easy customer journey

Online presence
Dynamic pricing and easy booking process

Shuttle bus
Every 30 mins in each direction

Convenience
10-12 minutes to terminal (in normal conditions)

Operational Efficiencies

Optimisation
Of admin and back-end, leading to cost-saving efficiencies

Channel partner sales model
Paid only on success

Low head-count and Opex
Low staffing requirements and non-intensive business model

Opportunity

Requirements

- Facility type - senior debt alongside founder group equity commitments with option to convert into Ordinary Shares
- 3 x return of capital over a target term of c60 months (a preferred return based on 75% of all retained earnings to go to lender until 100% of principal loan is repaid, then 50% until a further 200% has been attained)
- One project at a time - potential future opportunities for follow-on investment in an eventual target portfolio of c10 operations in key European transport / aviation hubs
- Capital requirements - €350-€600k per project (agreed draw-down facility against pre-determined transaction metrics)

Opportunity

(continued)

Typical features

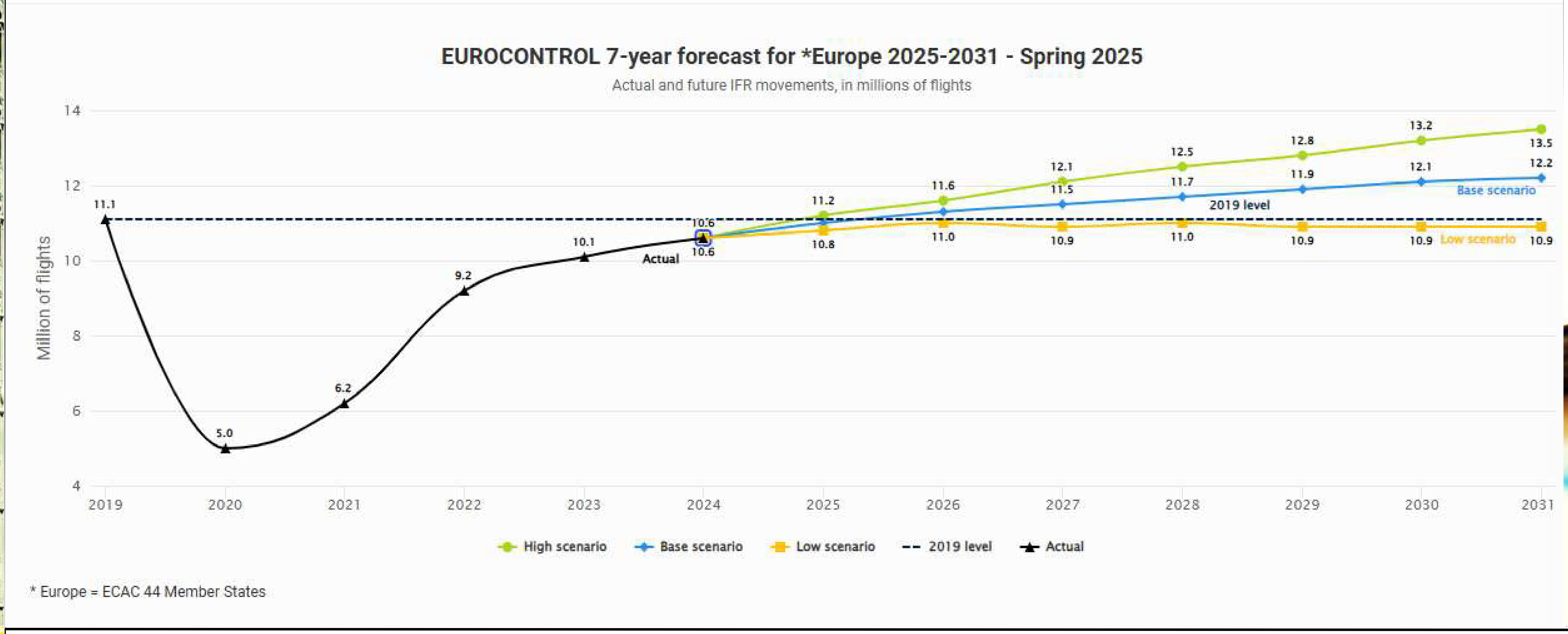
- Operational cashflows comfortably support anticipated debt obligations
- Fiscally efficient corporate entity structures
- Pipeline of high-quality target projects
- Non-complex business - relatively uncorrelated to equity or fixed income markets

Opportunity

(continued)

Demand drivers

- Strong forward looking demand for product as air travel passenger numbers continue to rise



Worked example

Illustration of rotation of capital using a forecast scenario based on conservative assumptions

APO ParkoBello_Joint Venture_Profit Share Assumptions

EXAMPLE FACILTY BASED ON A €500,000 INVESTMENT

€ EUR

INDOOR PARKING IN AN EXISTING CARPARK		
START-UP INVESTMENTS:		
Arivo barriers incl. installations		80,000
IT and software		30,000
Waiting room / office 54 m2		45,000
Water / drains / toilets		30,000
Shuttle and signs		15,000
Reconfiguration parking bays		50,000
LED light changes		50,000
3 months rent-deposit to landlord		200,000
Total JV investment		**500,000**
TRADING ASSUMPTIONS:		
Income:		
Turnover		2,800,000
Broker Comms		392,000
Credit Card Fees		49,000
Gross Income		2,359,000
Costs:		
Rent	800/space	800,000
Shuttle bus + airport access		590,000
Other fixed costs		345,000
Anticipated marketing		100,000
Total operational costs		1,835,000
Net Operating Profit		**524,000**

INVESTOR REPAYMENT	**Investor**	**APO**
In year-1 (75% split)	393,000	131,000
In year 2 (75% & 50% split)	295,000	229,000
In year 3	262,000	262,000
In year 4	262,000	262,000
In year 5	262,000	262,000
During year 6	26,000	498,000
TOTAL	**1,500,000**	

NB: The above is based on mid-case income and cost assumptions from recent experience at Frankfurt Airport operation

Worked example

(continued)

Illustrationofprojectedreturns

1. Initial capital commitment = €500,000
2. Capital returned at M12 = €393,000 (0% ROI, 78.6% capital recovery)
3. Cumulative capital returned at M36 = €655,000 (31% ROI)
4. Total capital returned during Y6 = €1,500,000 (300% ROI exit trigger)
5. Projected project IRR = 59%

Management Team

Experienced & proven delivery:

- Committed
- Results focused
- Finding optimal & effiicient business solutions

Expertise in:

- Finance
- Property development & management
- Marketing

Executive Director
Thomas Witenborg (1965) Copenhagen, Denmark

Thomas has 40 years of experience in the financial sector with careers at Merrill Lynch, Bank of America and Barclays Capital. Today, he runs his own corporate finance boutique.

Non-Executive Director
Lasse Ekstroem Petersen (1956) Marbella, Spain

Lasse is an entrepreneur with 9 successful businesses behind him developed since 1975.
Today, he is a start-up investor in several exciting ventures.

Non-Executive Director
Tobias Schultheiß FRICS SIOR (1970) Königstein, Germany

Tobias has 30-year commercial real estate industry experience and a track record in excess of € 3bn, Today he is Managing Partner of Blackbird Real Estate GmbH and advises corporate clients and investors on German and international real estate transactions.

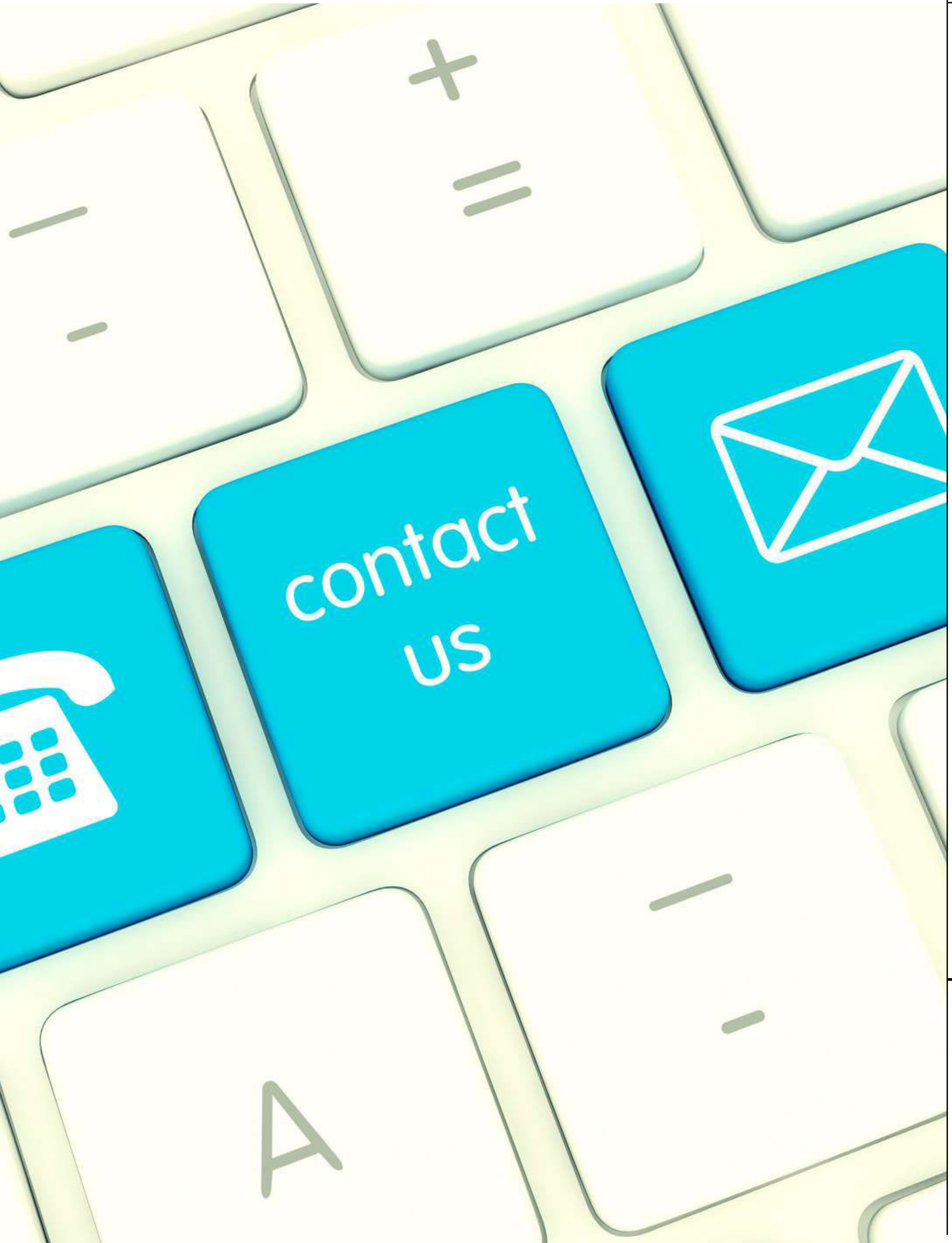
Non-Executive Director
Stig Juhl-Madsen (1950) Vedbaek, Denmark

Stig has a broad investment background having been a stockbroker in Carnegie, Denmark.
Today, he is a retired but active investor

Bankers & Professional Advisors

Germany:
Solicitors : Fabian Muehlen, DLA Piper, Frankfurt
Auditors : Oliver Heising, ATG Treuhand, Hamburg
Bankers : Deutsche Bank & VolksBank

Ireland:
Solicitors: Philip O'Connor & Michael Walshe, Holmes, Dublin
Auditors : Laurence Hill, RBK – Russell, Brennan, Keane, Dublin
Bankers : Bank of Ireland



CONTACT

Michael W.G Fix | t. +1 617 543 5414 | e. mf@airpark.one

Stephen J. Williams | t. +44 (0)7770 833 737 | e. sw@airpark.one

AirParkOne Valet Parking Limited, Termini Building, 3 Arkle Road, Sandyford, Dublin, D18 T627, Ireland