



AUTOMOTIVE VENTURES

AUTO INTEL REPORT \ MAY 2022

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INTRODUCING: THE AUTOMOTIVE VENTURES DEALERFUND

The new Automotive Ventures DealerFund will help auto dealerships navigate through the next decade of unprecedented change and participate financially in the AutoTech startups they help to grow.



[Learn More](#)

WELCOME TO THE



AUTOMOTIVE VENTURES INTEL REPORT

MAY 2022

It's a good time to be an auto dealer.

2021 was the most profitable year ever for dealers, and 2022 is tracking to be 15% to 35% better than last year.

The public markets have taken a beating, which has weighed on many of the components of our Mobility Index.

We have new employees to announce at Automotive Ventures, and we are currently on the "road show" for our new DealerFund. I hope to see many of you in your cities as we traverse the country.

Thanks as always to you, our 4k+ loyal readers, and please send me a note if you have thoughts on how we can improve the Intel Report.

Many thanks,

Steve Greenfield
steve@automotiveventures.com

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WHITEPAPERS AVAILABLE

AUCTION DISRUPTORS


















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13

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WHOLESALE AUCTIONS

AUCTION CHANNELS AND MARKET SHARE

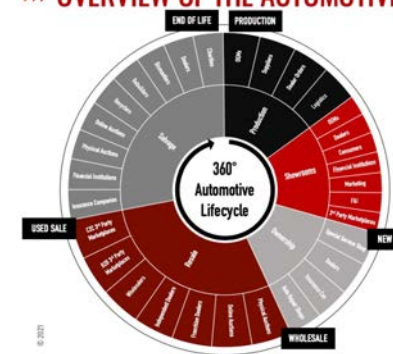
AUCTION CHANNELS AND MARKET SHARE					Market Share by Channel			
					High	Medium	Low	None
					Consignor Type			
Wholesale Channel	Description	Examples	OEM Captive Finance	Financial Institution (Repo)	Fleet	Franchise Dealers	Independent Dealers	
Upstream Online	<ul style="list-style-type: none">Off-lease cars listed for sale online, closed (OEM dealer) & open optionsCar is on dealer's lot	 	40%	0%	0%	0%	0%	
Dealer-to-Dealer/Trade-ins	<ul style="list-style-type: none">Direct-to-dealer, dealer-to-dealer or between dealers & wholesalersCar location can vary		0%	0%	80%	20%	55%	
Digital Trade Network	<ul style="list-style-type: none">Online or mobile live auction for dealers, primarily franchiseCar is on dealer's lot	  	0%	0%	0%	10%	1%	
Online Pre- & Post-Auction Sales	<ul style="list-style-type: none">Online sales with buy now or bid sale before and/or immediately after auctionCar at dealer lot, in-transit, or at auction	  	5%	5%	0%	10%	5%	
Simulcast	<ul style="list-style-type: none">Live stream of physical auctionRemote buyers for cars in the lane	  	25%	40%	10%	30%	9%	
Physical Auction	<ul style="list-style-type: none">Traditional in-person auctionCar is in the lane	  	30%	55%	10%	30%	30%	
Total			100%	100%	100%	100%	100%	

Source: Automotive Ventures Estimate

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AUTO INDUSTRY OVERVIEW

OVERVIEW OF THE AUTOMOTIVE LIFECYCLE

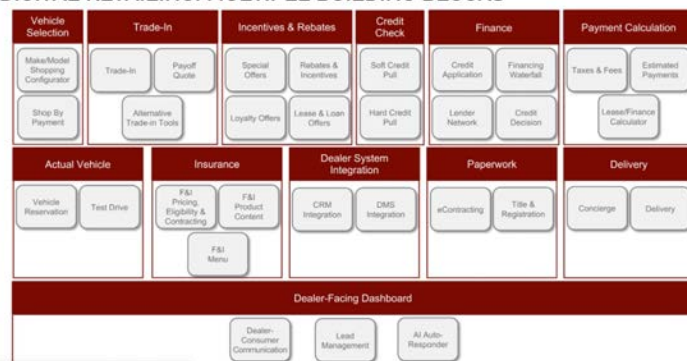


THE AUTOMOTIVE LIFECYCLE IS MULTI-FACED AND SUPPORTS THOUSANDS OF RELATED COMPANIES

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DIGITAL RETAILING

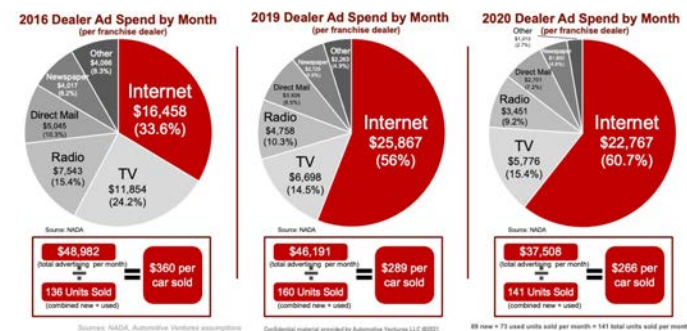
DIGITAL RETAILING: MULTIPLE BUILDING BLOCKS



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AUTOMOTIVE ADVERTISING

WHERE DO DEALERS SPEND AD DOLLARS?



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INVESTORS IN AUTO TECH

PRIVATE EQUITY PLAYERS FOCUSED ON AUTOMOTIVE



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IN THE NEWS

7

»»THEY SAID IT



Quotes

“In the first quarter, over 97% of Driveway transactions were incremental with consumers we had never transacted with in the past 15 years and the average shipping distance of approximately 920 miles. Amidst this growth, our average Google review was 4.6 stars, driven by our focus on building the business sustainably and earning consumer trust for the entire vehicle ownership life cycle.”

- Lithia Motors CEO Bryan DeBoer

»»THEY SAID IT



Quotes

“The acquisition climate remains robust, and we continue to add to our pipeline, which sits now at ***over \$15 billion***. We have not altered our return thresholds of ***15% to 30% of revenue*** or ***3x to 7x normalized EBITDA*** and are confident in our ability to find partners excited to join us at reasonable prices.”

- Lithia Motors CEO Bryan DeBoer

>>>THEY SAID IT



Quotes

“Driveway now offers the **largest selection of negotiation free new and used vehicles, deliverable anywhere in the country.** Different than our traditional or e-commerce peers, our new vehicle inventory represents **all major brands and selection of used vehicles ranges from certified used vehicles to 20-year-old value autos.** These offerings were designed to attract a full spectrum of consumer affordability and full life cycle of after-sales experiences, creating the largest TAM of any single company and personal mobility. Considering our growing physical network of over 1,100 associates distributed across North America focused on procuring used vehicles, **our design is quite difficult to replicate or compete with.**”

- Lithia Motors CEO Bryan DeBoer

>> IN THE NEWS

Dow tanks 900 points, as S&P 500, Nasdaq post worst month since March 2020

Apr 30, 2022

The Washington Post

Car Prices Expected to Remain Elevated in 2022, Prolonging Buyer Pain

Apr 16, 2022

THE WALL STREET JOURNAL.

Penske Automotive delivers most profitable quarter in company history

Apr 27, 2022

Automotive News

The latest numbers on the microchip shortage: Production loss tops 1.5 million

Apr 25, 2022

Automotive News

AutoNation first-quarter net income soars

Apr 21, 2022

Automotive News

Carvana rivals rethink ADESA

Apr 25, 2022

Automotive News

Carvana, Once a Market Darling, Forced to Turn to Apollo for Cash

Apr 27, 2022

THE WALL STREET JOURNAL.

Ford Motor loses \$3.1 billion due to chip shortage and Rivian

Apr 27, 2022

©CBS NEWS

Hertz Agrees to Buy 65,000 Electric Vehicles From Polestar

Apr 4, 2022

THE WALL STREET JOURNAL.

Tesla No Longer Allows Lease Buyouts on Any Models

Apr 20, 2022



'Mr. Lithium' Warns There's Not Enough Battery Metal to Go Around

Apr 22, 2022

Bloomberg

Rental Companies Struggle to Replenish Fleets Amid COVID

Apr 20, 2022



»»»THEY SAID IT



Quotes

“In regard to our fourth quarter online metrics, approximately 11% of retail unit sales were online, up from prior year’s quarter of 5%...Approximately 55% of retail unit sales were omni-channel sales this quarter, up from 51% in the prior year’s quarter.”

- CarMax CEO, Bill Nash

>>> THEY SAID IT



Quotes

“I would like to highlight 4 key areas of focus for FY '23:

First, we are deploying a more sophisticated version of our finance-based shopping capability that enables real-time decisions and offers our customers the ability to pre-qualify for a loan with no impact to their credit score.

Second, adding self-service capabilities to enhance in-store interactions, including appraisals and express pickups.

Third, growing vehicle acquisition through attracting new customers and pursuing partnerships as we expand our appraisal offering to dealers and other businesses.

Fourth, continuing to leverage data science, automation and AI to improve efficiencies and effectiveness across our buying organization, business offices and CEC.”

- CarMax CEO, Bill Nash

A front-facing view of a red Ferrari Formula 1 car. The car features prominent sponsor logos including Shell, AWS, Palantir, and Snapdragon. The driver's helmet is visible in the cockpit. A large red diagonal graphic is overlaid on the left side of the image.

POINT OF VIEW

STEVE GREENFIELD

POINT OF VIEW

IT'S A GOOD TIME TO BE AN AUTO DEALER

For this issue of the Intel Report, I had a chance to examine the performance of the publicly-traded auto dealer groups, and I've included a few slides to support my case. By pretty much any characterization, dealers have navigated through first COVID and then a global microchip shortage in stellar fashion. Front-end and back-end gross profit per unit sold are at historical highs, while they've also found ways to successfully reduce operating costs.

The most important lesson to be learned through all of this may be how artificially reducing supply allows for more profit realization for the seller of the scarce good. According to NADA, 2021 average dealership total sales set a record, topping

\$71 million.

And the good times seem positioned to continue to roll throughout 2022. Public groups have recently reported their Q1 2022 numbers, and they continue to experience record profitability.

J.D. Power forecasts that full-year 2022 profitability for dealers will be 15% to 35% higher than in 2021.

BUT THERE ARE WARNING SIGNS ON THE HORIZON

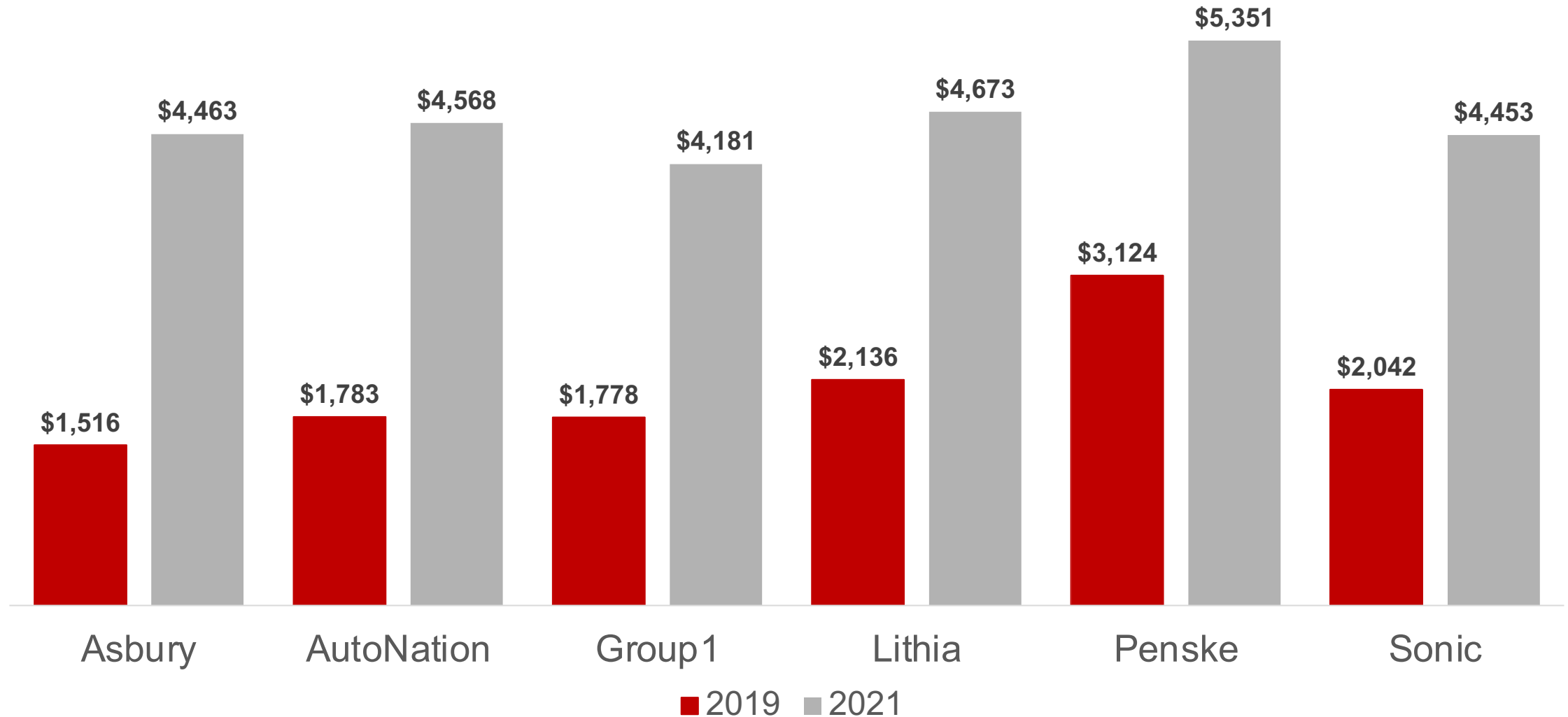
Dealers are facing more uncertainty about the future than ever before and will need to be on their best game as inventory levels normalize and many of these industry dynamics begin to affect their businesses.

This juxtaposition of record high profitability with heightened levels of uncertainty around the future is the exact reason that we've launched the new Automotive Ventures DealerFund, which will harness the collective wisdom of dozens of dealership owners into investment areas for the new fund. Dealers participate in the financial upside while investing in new technology products that benefit their operations.

I've been on a bit of a roadshow visiting dealers to support the new fund, and I've included a calendar of my upcoming trips. Let me know if you happen to be in one of the cities I'm visiting; it would be my pleasure to drop by your store for a visit.

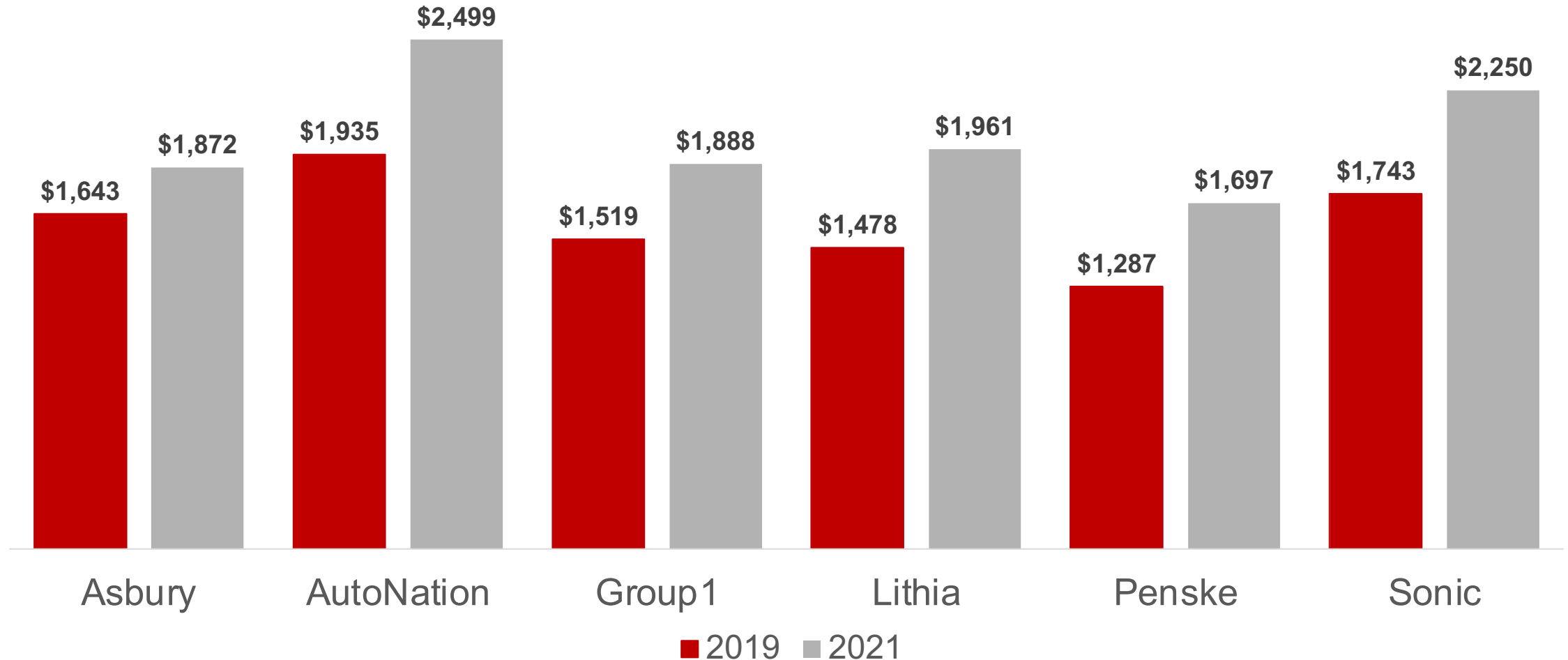
>>> DEALERSHIP FRONT-END GROSS PROFIT PER UNIT SOLD

New vehicle shortages have led to dramatically more gross profit per new car sold



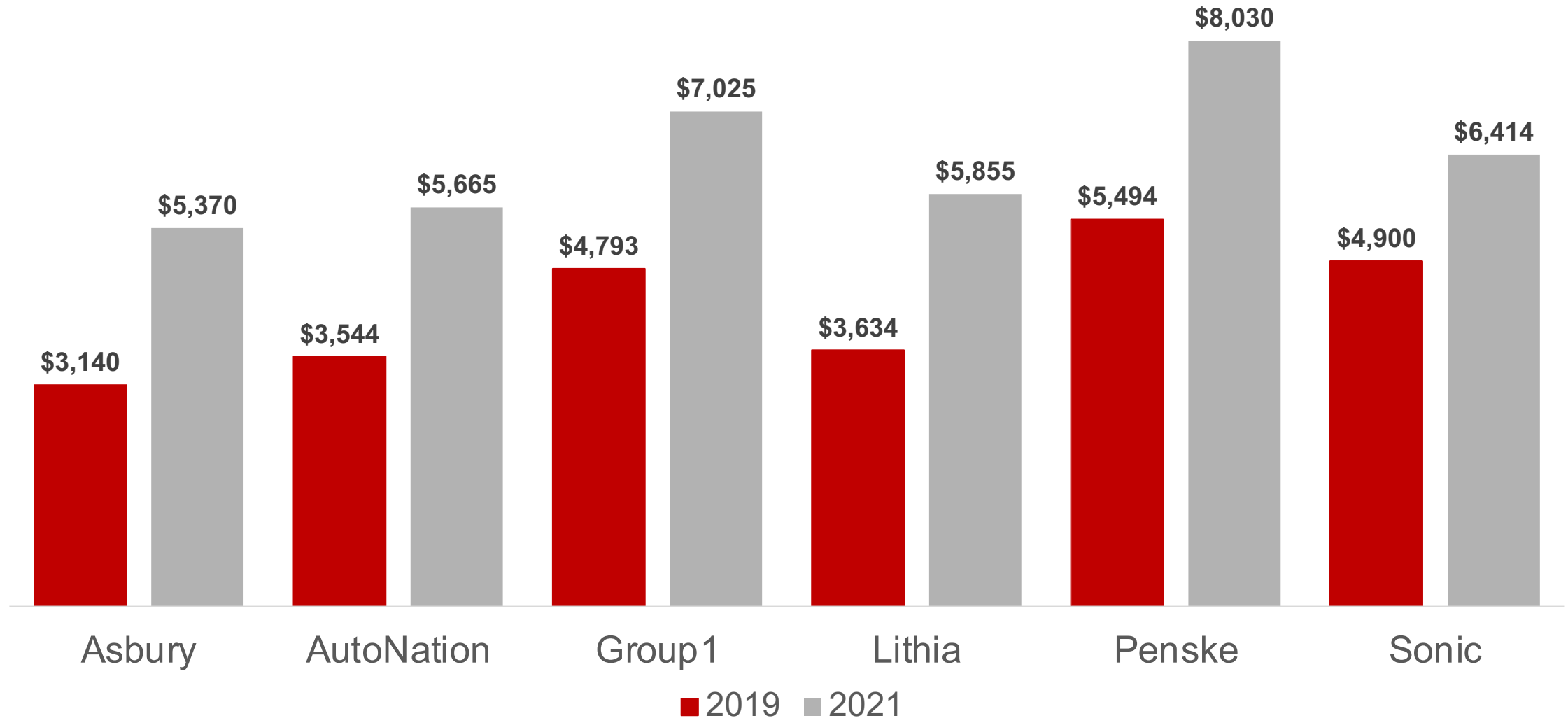
DEALERSHIP BACK-END GROSS PROFIT PER UNIT SOLD

Dealer have found creative ways to drive more financing and F&I profitability per unit sold



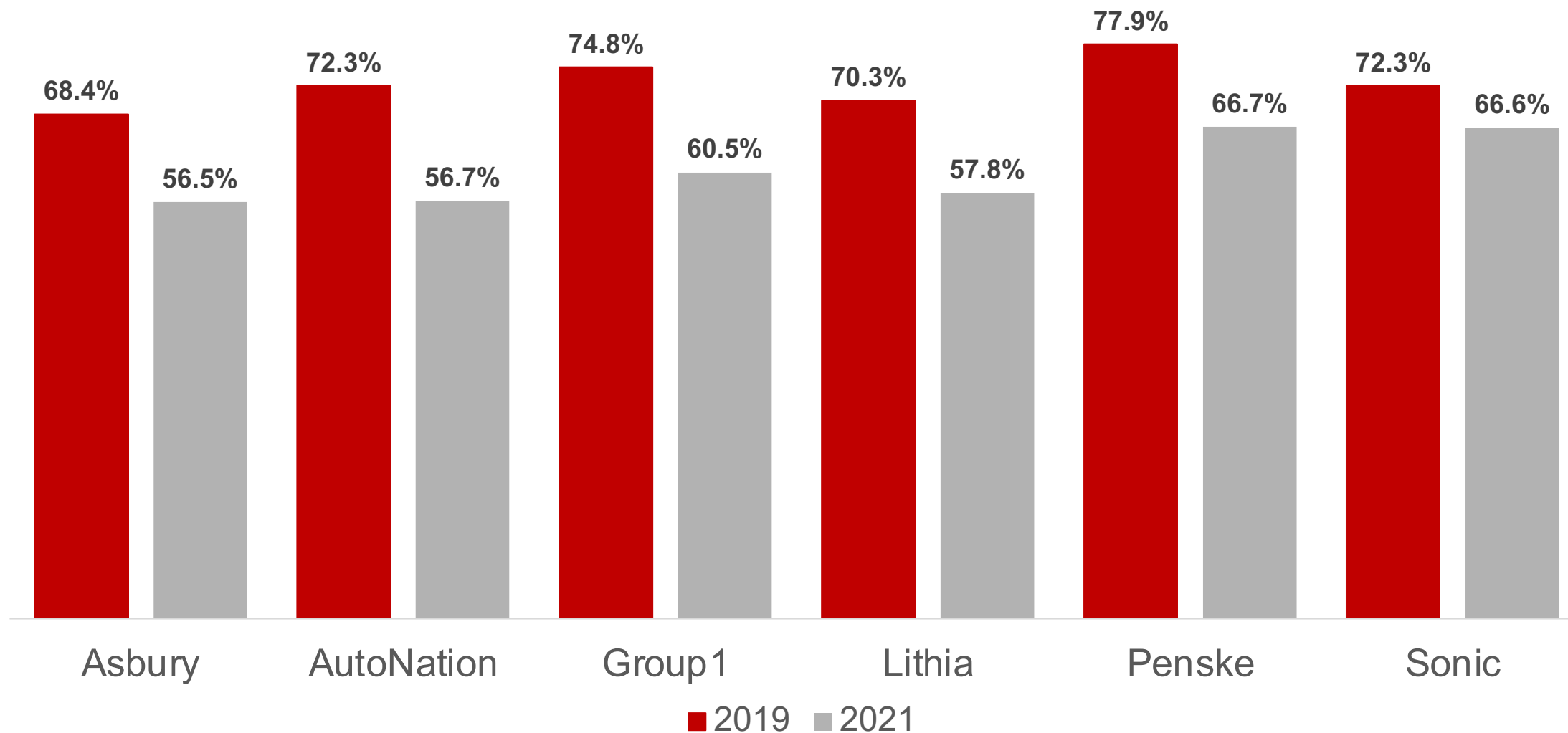
DEALERSHIP TOTAL GROSS PROFIT PER UNIT SOLD

Record front-end and back-end profits have delivered record profitability per unit sold



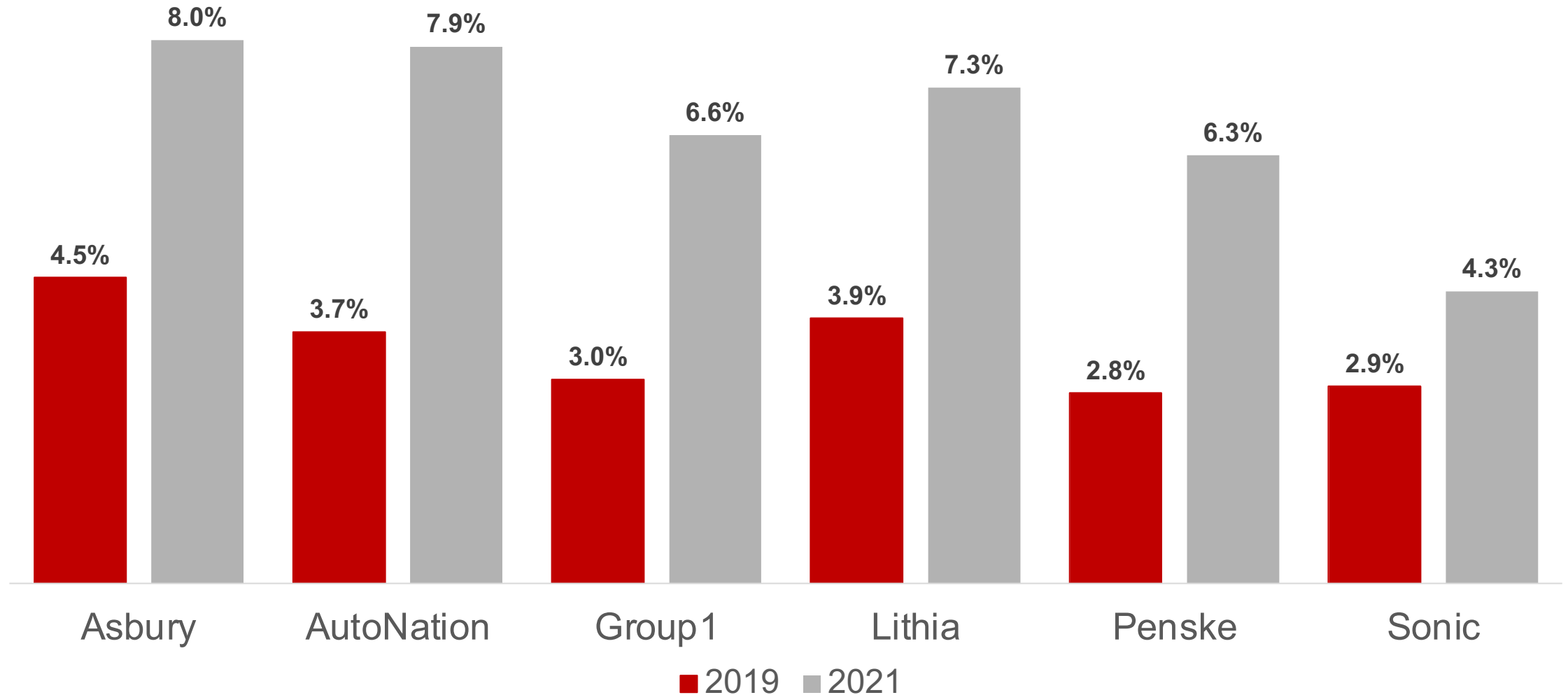
DEALERSHIP SG&A AS % OF GROSS PROFIT

Through COVID and the microchip shortage, the public dealer groups have figured out how to become far more efficient



DEALERSHIP OPERATING INCOME MARGIN JUMPS

More profit per unit combined with lower operating costs (primarily headcount) has meant record profitability for dealers



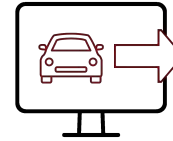
Source: SEC filings; 2019 used as "pre-COVID" benchmark

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>>> DEALERS FACING MORE UNCERTAINTY THAN EVER BEFORE



Focus on Consumer Convenience



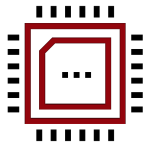
OEMs Selling Direct to Consumer



Accelerating Margin Compression



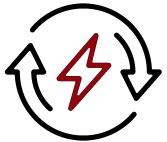
Autonomous Vehicles



Entrance of Big Technology Players



More Complex Vehicles



Electrification



More Reliable Vehicles



Build to Order



Consolidation

POINT OF VIEW

THE DEALERFUND IS BUILDING MOMENTUM

We're planning on conducting the initial close of the fund in mid-May, and in preparation, we have onboarded three new employees:

Andrew Gordon is coming aboard as Head of Value Creation, to work closely with dealers throughout the U.S. to identify solutions that solve key challenges dealers face today, and to guide them as we invest in emerging technologies that are transforming the future of the industry.

Adam Lafferty is joining us as VP of Operations and will manage Automotive Ventures' strategic operations to prepare us

to scale up and grow our investor and portfolio company base.

Brian Reed is joining Automotive Ventures as an Operating Partner, to help us work closely with our investors, better identify companies for investment, and accelerate their adoption post-investment.

Automotive Ventures is committed to hiring the best people to support our investors and entrepreneurs. I've been lucky enough to have worked with Andrew, Adam and Brian in the past, and I respect their leadership skills, value their insight and welcome their vision and ingenuity to support our investors and help our portfolio companies grow. I'm honored that they've decided to join the

Automotive Ventures leadership team and I look forward to driving the company forward together.

We continue to make dealership visits, asking owners to articulate their vision of what the future looks like and identify operational gaps that might be filled by technology solutions, a process that will ultimately define the areas of investment for the DealerFund. I look forward to sharing our findings with you in future Intel Reports.

It's an exciting time for this industry, and I look forward to working with you to create the future.



Steve Greenfield
CEO and Founder
Automotive Ventures



»» ADDING CAPABILITIES TO SUPPORT DEALERFUND



Andrew Gordon
Head of Value Creation



Adam Lafferty
VP of Operations



Brian Reed
Operating Partner

>> DEALERFUND VISITS WITH AUTO DEALERS

Let me know if you want us to drop by and visit you at your store

MAY 2022

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
			Dallas			
8	9	10	11	12	13	14
Tampa		New Jersey				
15	16	17	18	19	20	21
Cincinnati		Chicago	SFO			
22	23	24	25	26	27	28
29	30	31				

JUNE 2022

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
			Las Vegas			
5	6	7	8	9	10	11
			Montana		Miami	
12	13	14	15	16	17	18
	San Diego					
19	20	21	22	23	24	25
26	27	28	29	30		

JULY 2022

Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
						Ft Lauderdale

“There are two schools of thought on the new-car dealership industry in America. One school sees that the industry is 125 years old and concludes its time is over. The other school sees that the industry is 125 years old and concludes that it must be one very adaptable group of entrepreneurs! I side with the second view.”

- **Glenn Mercer**

AUTOMOTIVE VENTURES MOBILITY INDEX

>>> AV MOBILITY INDEX: LARGEST MONTHLY MOVERS

Changes during month of April 2022

LARGEST \$ CHANGE

INCREASE

Penske (PAG)	\$717m ↑
AutoNation (AN)	\$694m ↑
CDK Global (CDK)	\$618m ↑

DECREASE

Tesla (TSLA)	\$218.8b ↓
Rivian (RIVN)	\$14.6b ↓
Volkswagen (VOW3)	\$12.8b ↓

LARGEST % CHANGE

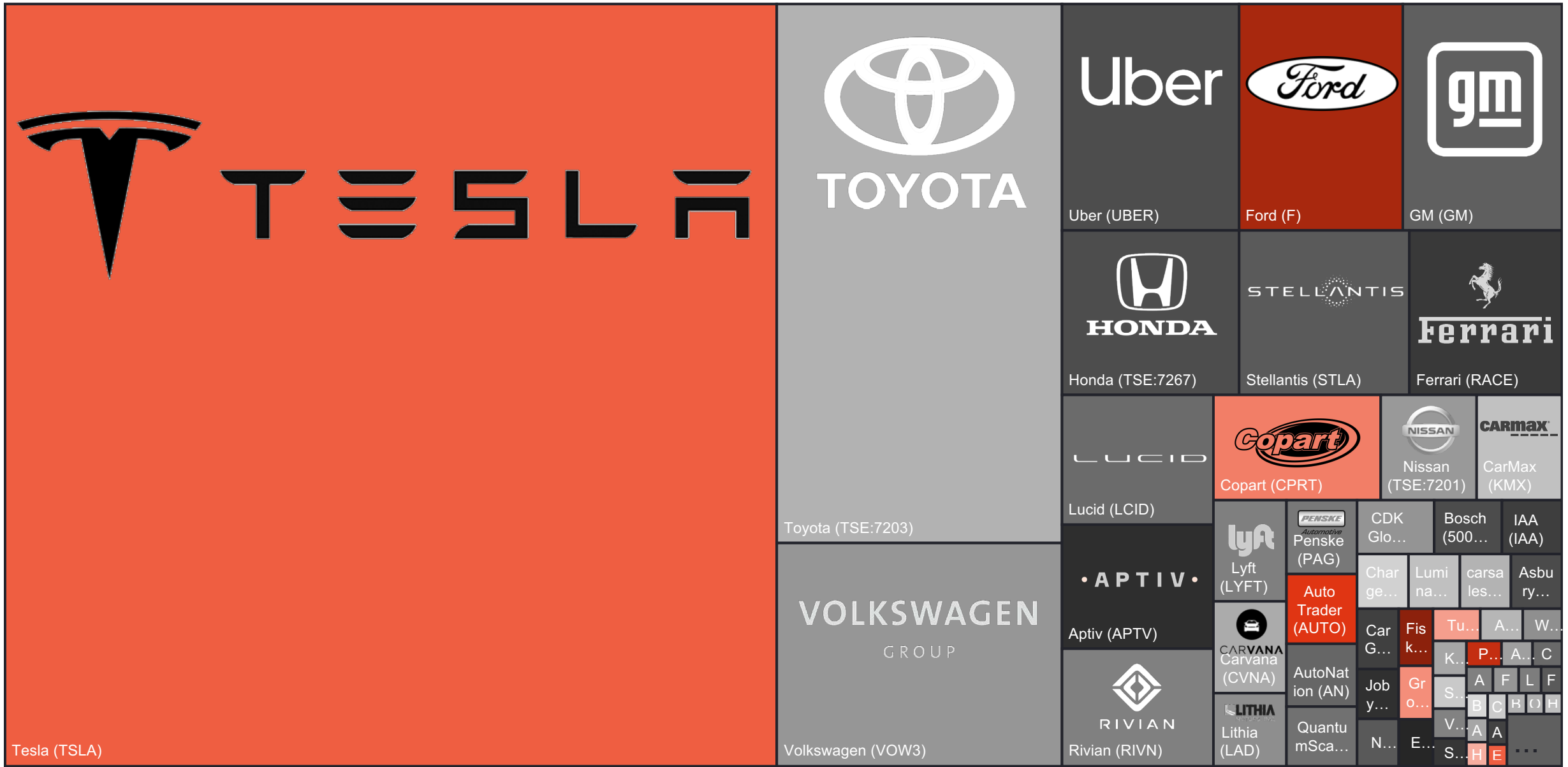
INCREASE

Asbury (ABG)	16.4% ↑
AutoNation (AN)	11.4% ↑
CDK Global (CDK)	10.8% ↑

DECREASE

Carvana (CVNA)	51.5% ↓
Arrival (ARVL)	47.7% ↓
Faraday Future (FFIE)	47.5% ↓

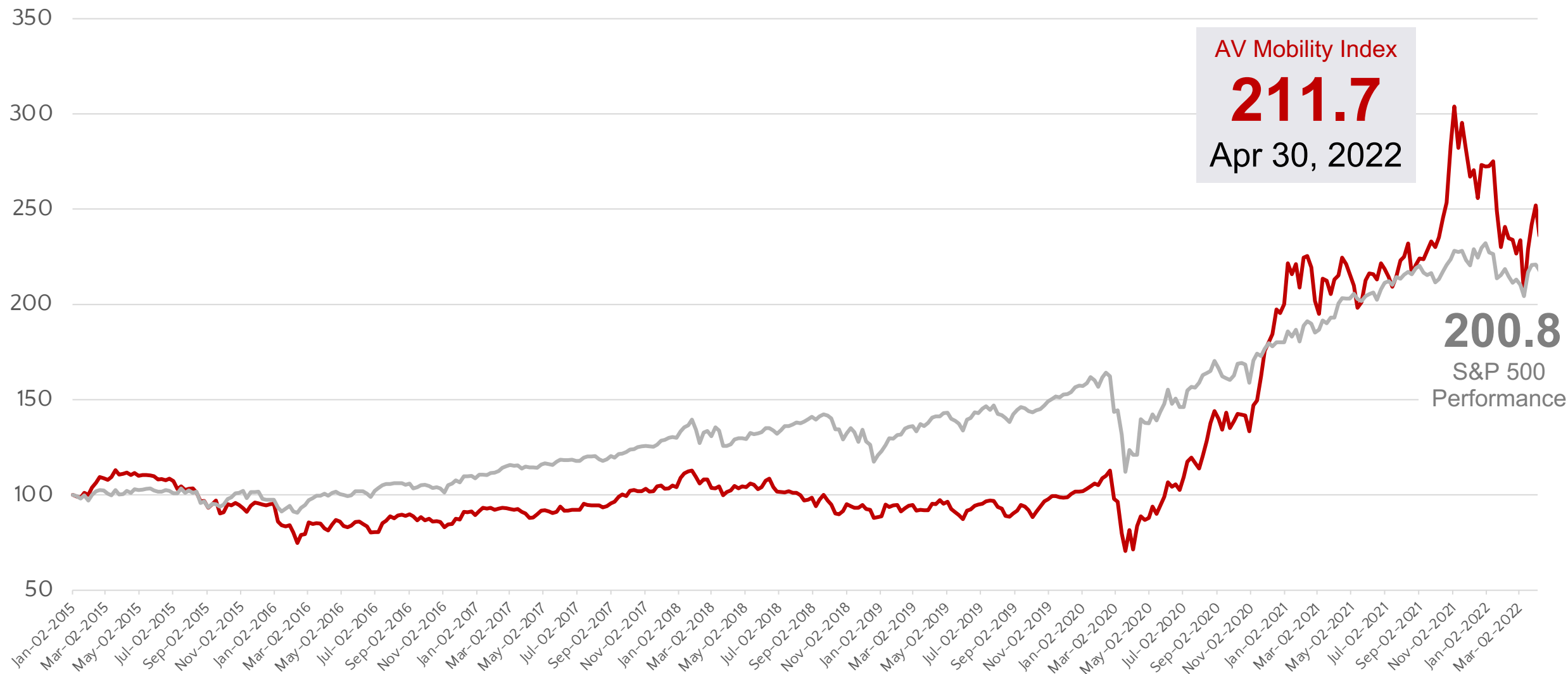
>>> AV MOBILITY INDEX: RELATIVE MARKET CAPS



As of April 30, 2022

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AUTOMOTIVE VENTURES MOBILITY INDEX



AV Mobility Index

211.7

Apr 30, 2022

200.8
S&P 500
Performance

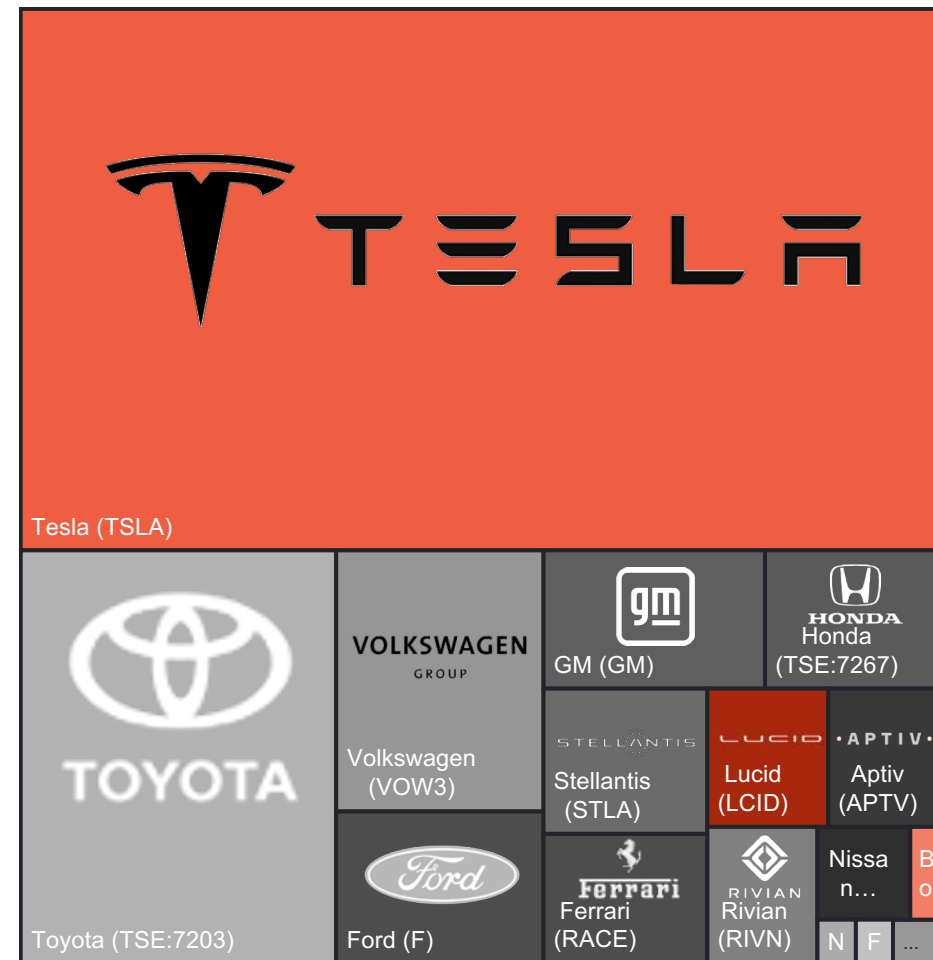
Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2015

>>> SUB-INDEX: AUTO MANUFACTURER



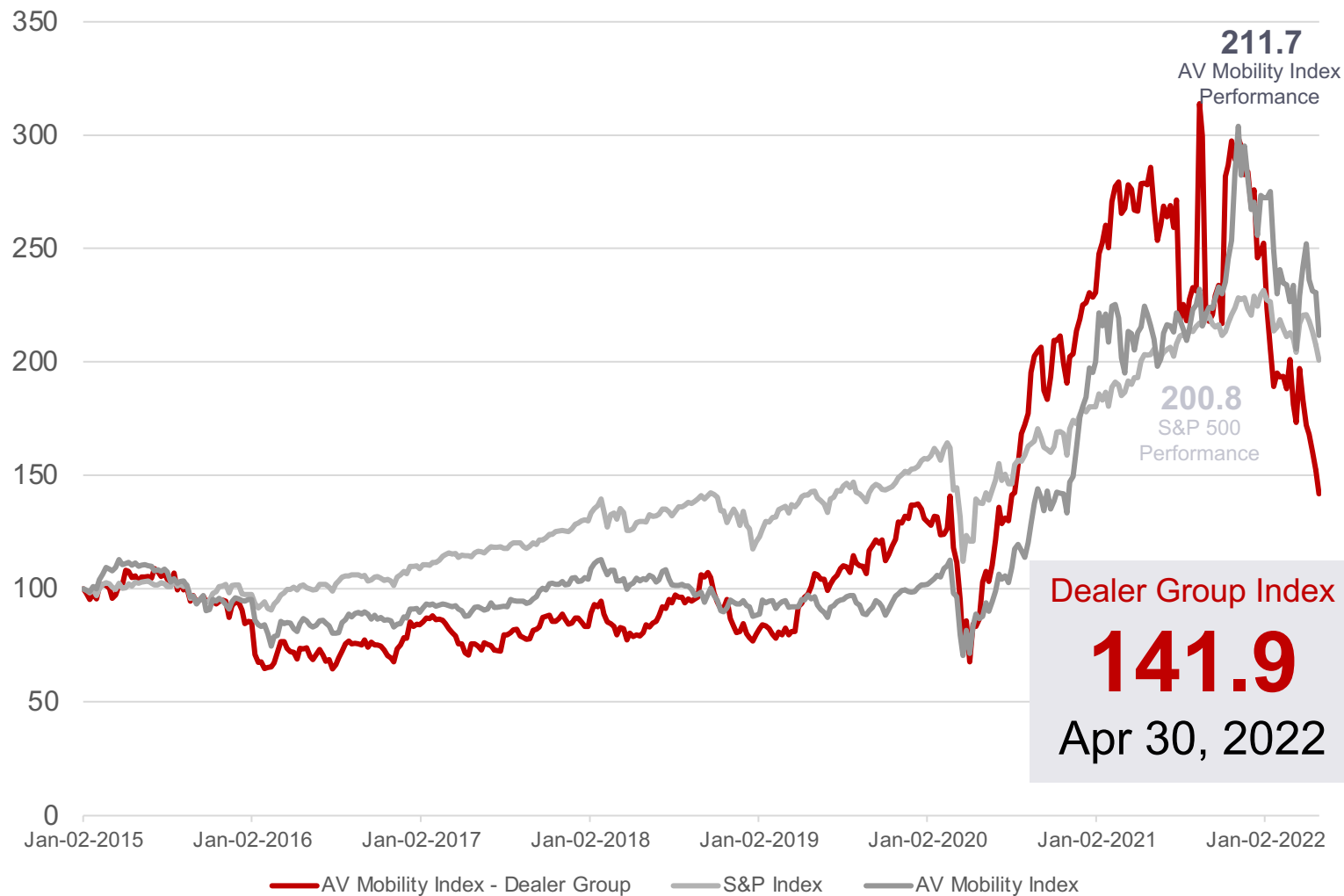
Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2015

RELATIVE MARKET VALUATIONS



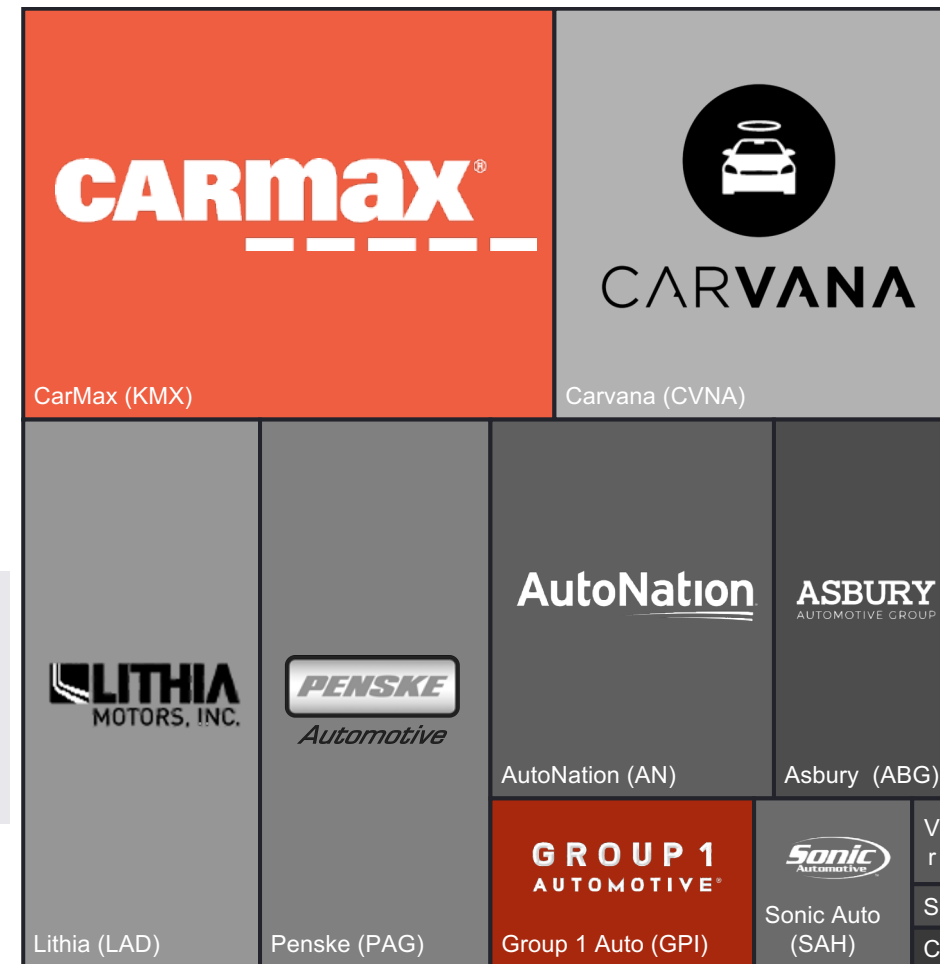
Relative market cap; As of April 30, 2022

»» SUB-INDEX: DEALER GROUP/ONLINE DEALER



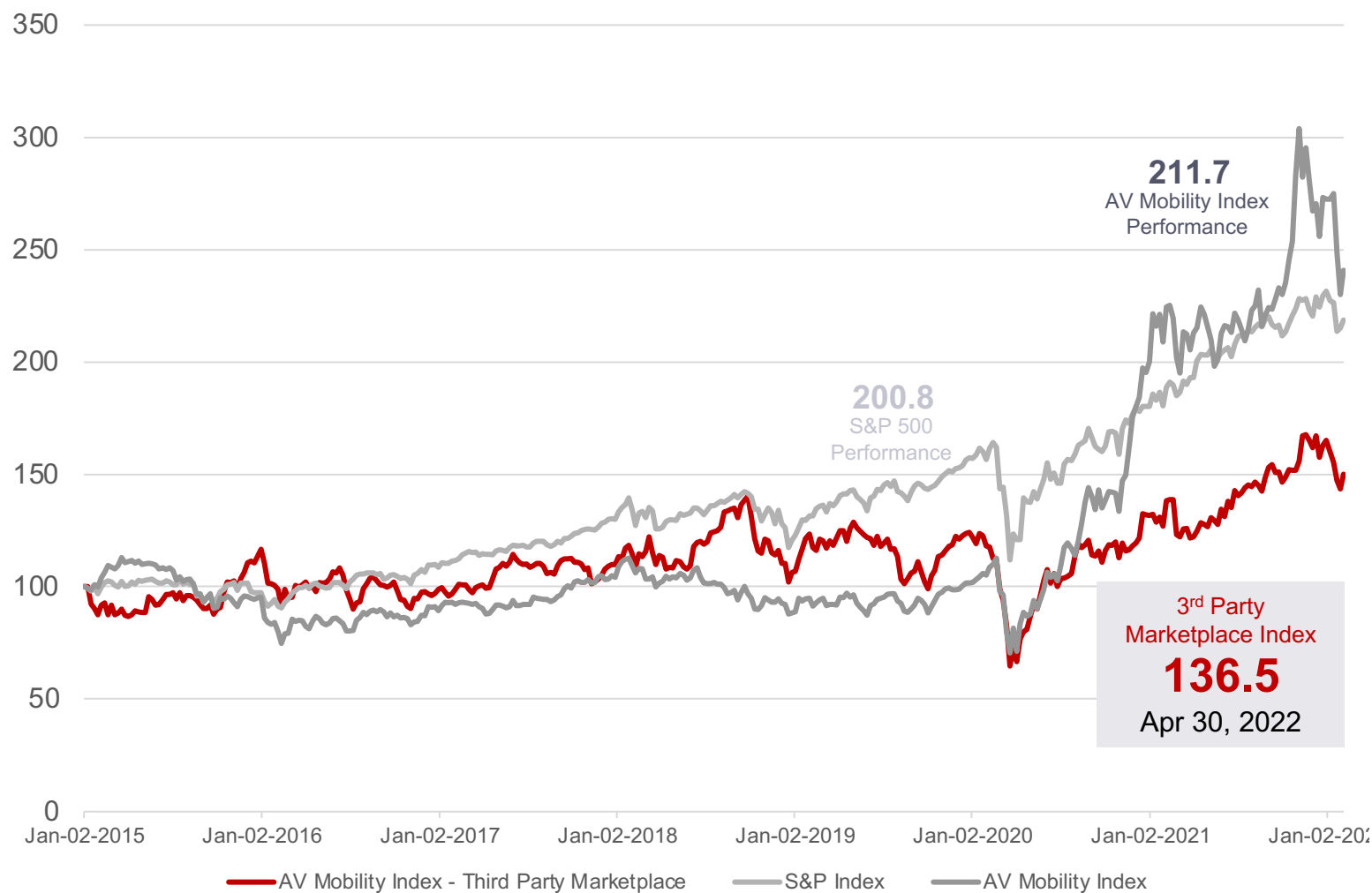
Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2015

RELATIVE MARKET VALUATIONS



Relative market cap; As of April 30, 2022

»» SUB-INDEX: THIRD PARTY MARKETPLACES



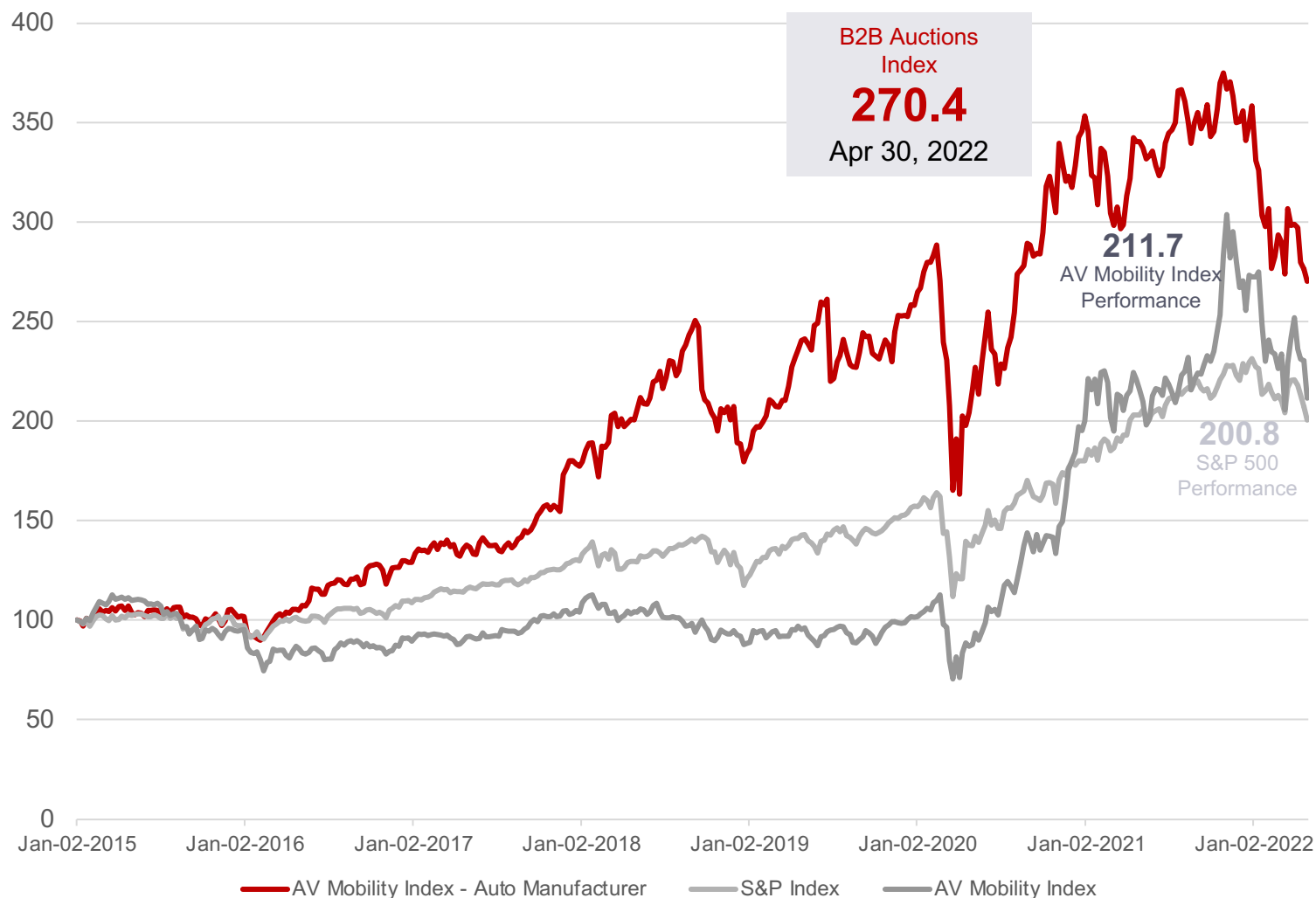
Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2015

RELATIVE MARKET VALUATIONS



Relative market cap; As of April 30, 2022

»» SUB-INDEX: B2B AUCTIONS



Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2015

RELATIVE MARKET VALUATIONS



Relative market cap; As of April 30, 2022

»» SUB-INDEX: AUTONOMY



Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2021

RELATIVE MARKET VALUATIONS



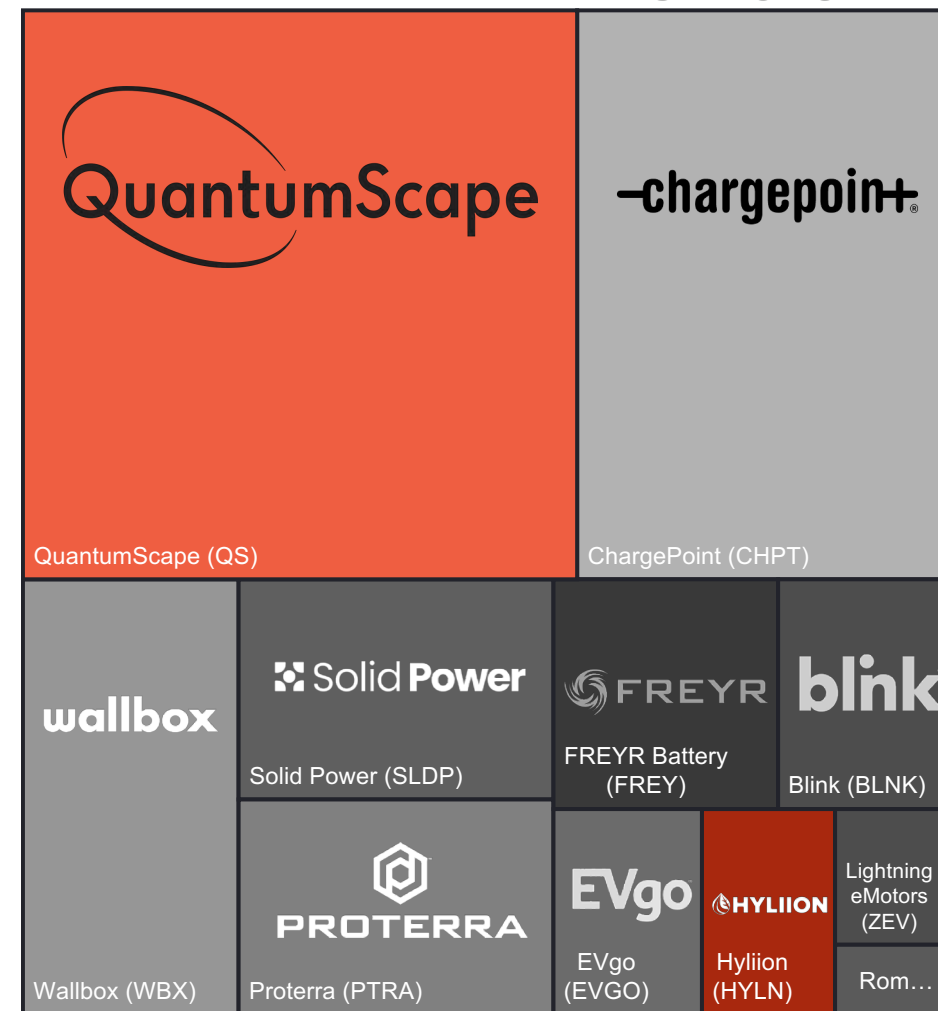
Relative market cap; As of April 30, 2022

»» SUB-INDEX: ELECTRIFICATION



Source: Automotive Ventures; Market Cap weighted; Indexed back to Jan 2021

RELATIVE MARKET VALUATIONS



Relative market cap; As of April 30, 2022



MOBILITY TECH LANDSCAPE



COMPANY VALUATIONS

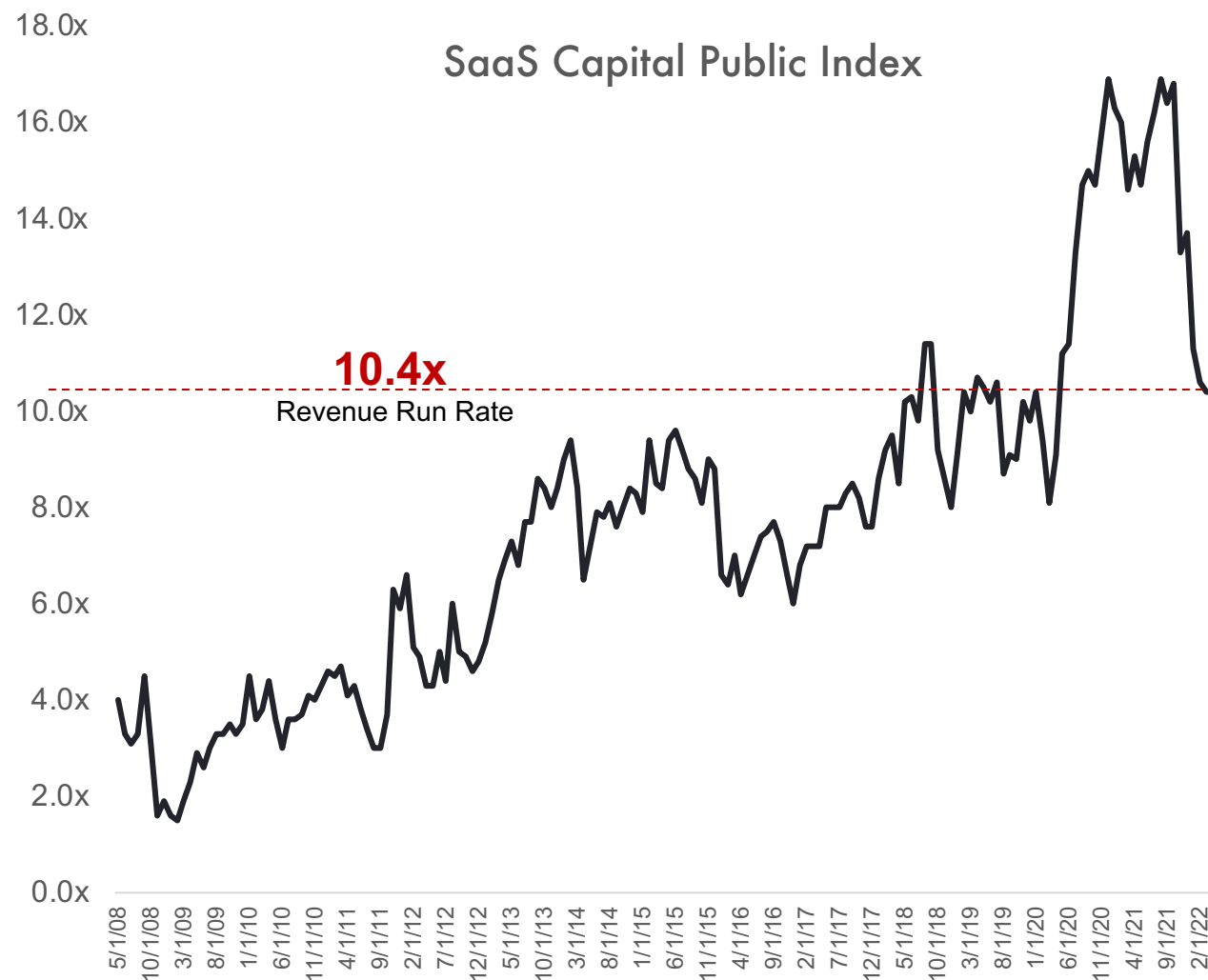
>> FUNDING LEVELS

(Categories are rough estimates only)

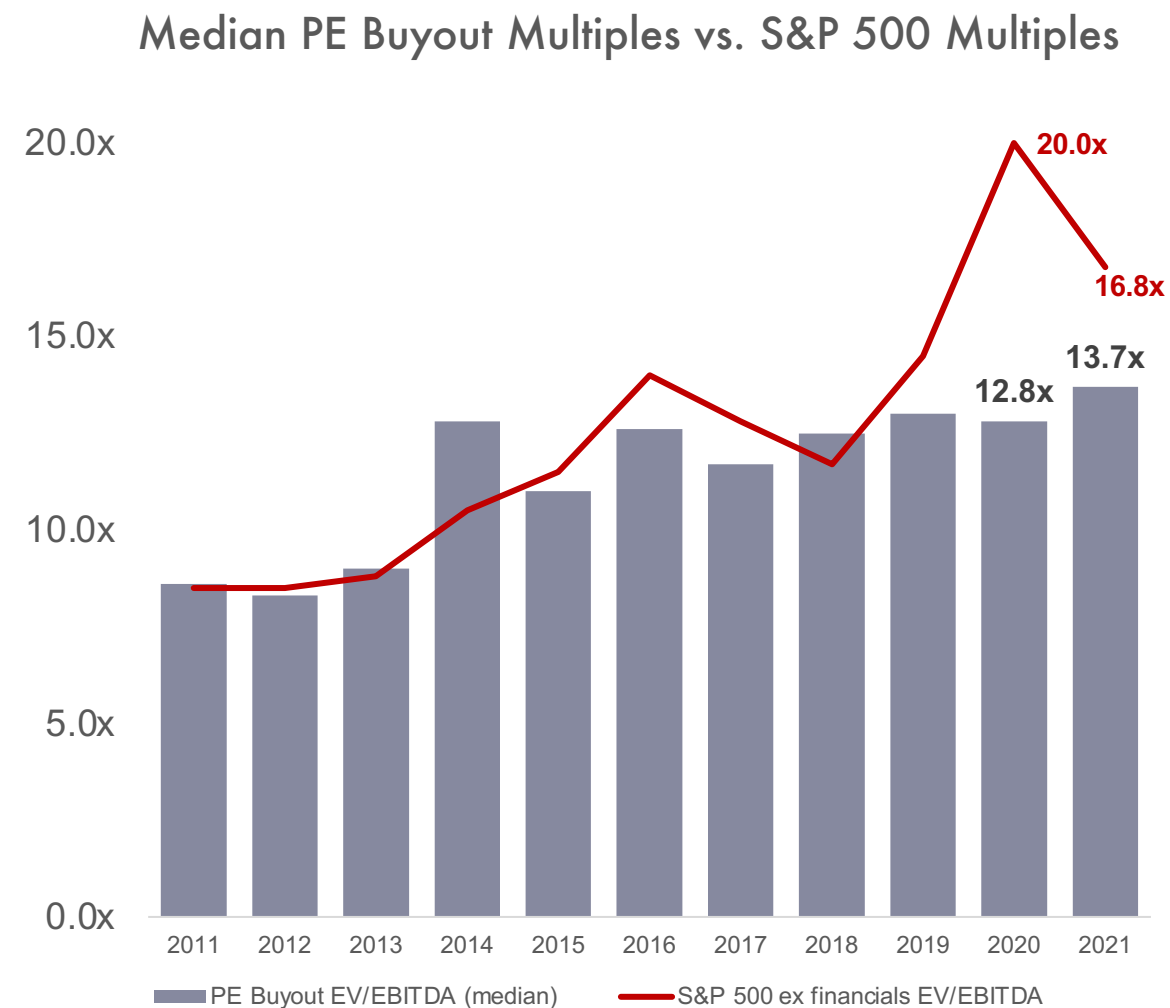
Source: Christoph Janz at Point Nine Capital

	PRE-SEED	SEED	SERIES A	SERIES B	SERIES C
ARR	\$0	\$0 - \$200k	\$1m - \$1.5m	\$3m - \$5m	\$10m+
ARR GROWTH (Y/Y)	NA	300%	300%	250%	200%
VALUATION	\$1m - \$3m	\$4m - \$11m	\$15m - \$40m	\$50m - \$140m	\$100m+
ROUND SIZE	\$200k - \$500k	\$1m - \$4m	\$5m - \$14m	\$15m - \$40m	\$20m+
INVESTORS	Friends, Family, Angels	Angels, Micro VCs	VCs	VCs	VCs, PE
TEAM	Smart, committed team with relevant experience	Strong fit between founders' skills and market need	Proven ability to attract and manage great hires	Experienced leaders in most functions; Proven ability to recruit senior people	Complete senior management team
PRODUCT/MARKET FIT	Market research indicates strong need for the project	Product is loved by early users; strong engagement & stickiness	High usage, low churn; passionate customers; large TAM	Increasing evidence of strong product/market fit in huge market	Clear and increasing evidence of product/market fit
SALES/MARKETING & UNIT ECONOMICS	Understanding best practices; good ideas	Signs of organic traction	Early evidence of a repeatable, scalable, profitable sales model; CAC payback <12 months	Short sales cycle relative to ACV; Net dollar retention>100%; LTV:CAC >3:1	Predictable, profitable, scalable sales/marketing machine
TRACTION	Growing waiting list of first pilot customers	Engaged first users; adding a few \$k in MRR per month	Get from 0 to \$100k MRR within 12 – 18 months; Growing 300%/year	Growing 250% per year	Growing 200% per year; negative net MRR churn
DEFENSIBILITY	None	Speed to market	Brand is emerging; evidence of unique data asset	First signs of a successful brand, platform or data play	Strong signs of a successful brand, platform or data play
MARKET POTENTIAL	Belief in \$10M+ ARR potential	Conviction there's \$100m - \$300m+ ARR potential	Increasing evidence of \$500m+ ARR potential	Increasing confidence in exit potential	Increasing confidence in strategic buyer or IPO potential

PUBLIC MARKET SAAS AND PE BUYOUT MULTIPLES



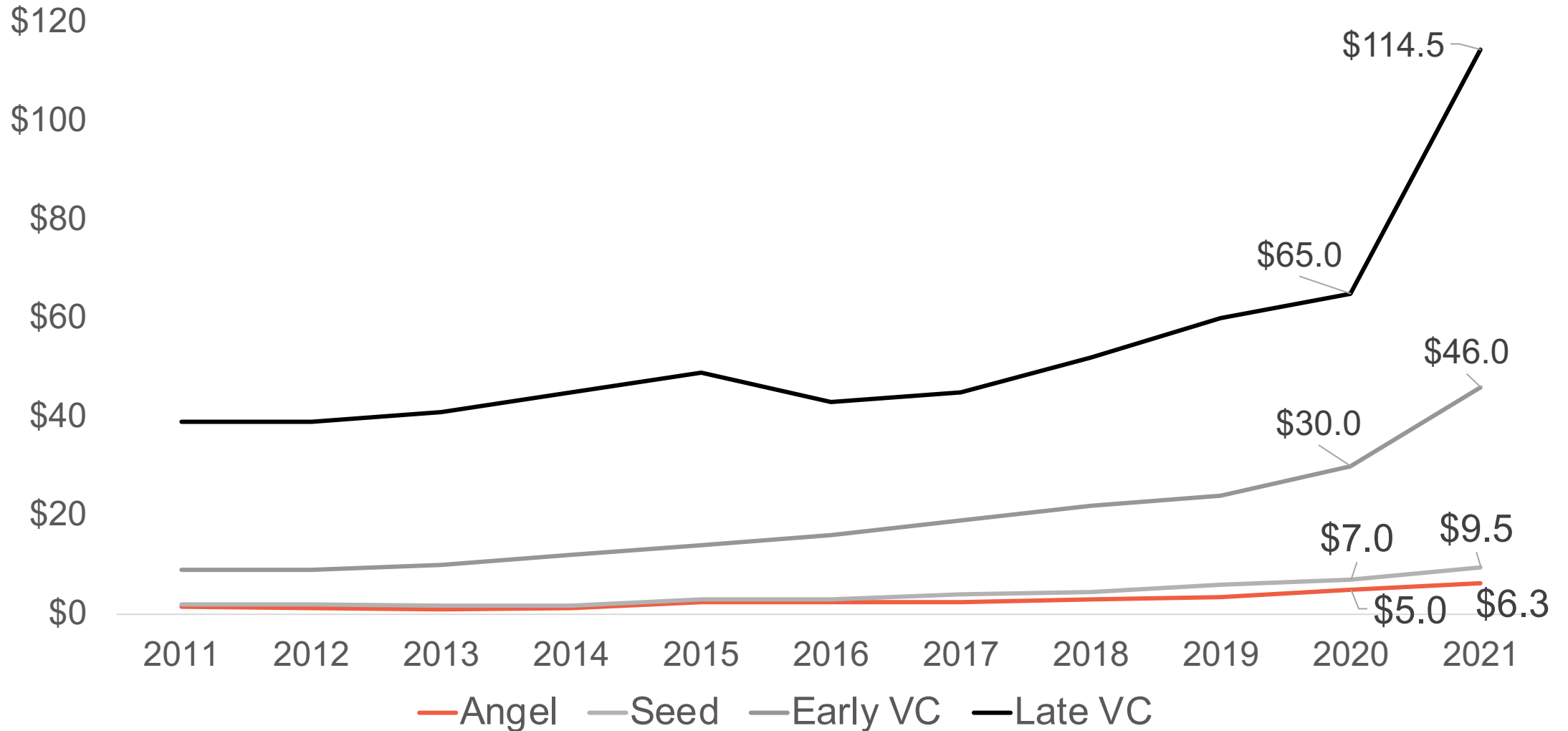
Source: The SaaS Capital Index



Source: PitchBook | Geography: U.S.

» VALUATIONS UP ACROSS ALL STAGES OF FUNDING

U.S. VC median pre-money valuations (\$m) by stage



Source: Pitchbook-NVCA Venture Monitor

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>>> AUTOMOTIVE TECHNOLOGY TRANSACTION MULTIPLES

Business Model	Definition	Revenue Multiple
Pure SaaS	Uses software to provide customers with a service. Creates, develops, hosts, and updates the product. Has access to a global market and can scale without increasing product delivery costs.	10.0x+
Tech-Enabled Services	Brings new or innovative user-experiences using existing technologies to the market. Consumes and/or creates technology (physical infrastructure, hardware or software) designed and configured into a solution delivered to an end user customer.	3.0x-5.0x
Pure Services	A business that generates income by providing services instead of selling physical products.	1.0x-2.0x

Multiples higher for companies that have:

1. Predictable, recurring revenue
2. Low churn
3. High gross margins
4. High growth rates
5. High annual revenue growth
6. Strong upsell opportunities



DEALER AUTOTECH LANDSCAPE



2022 TRANSACTIONS

>>> APRIL 2022 TRANSACTIONS



Investments This Month

wrapmate

\$1.7m Pre-Seed

RECURRENT

\$4.5m Financing



\$2.6m Seed Extension



\$675m Financing
Vy Capital



\$3m Financing
Hike Ventures



\$35m Investment by
BMW Ventures



Investment
GOODYEAR Ventures



\$8.3b Acquisition

Brookfield



\$157m Investment by
財通資本
Caitong Capital



Acquisition by



\$64m Series C
TIGERGLOBAL



\$180m Financing
SWIGGY



\$8.0m Series A
GOOD GROWTH CAPITAL



\$1.5m Pre-Seed
mobility54
Toyota Tsusho Group



FLIGHT RECHARGED
\$375m Series B
TPG RISE CLIMATE



\$125m Financing
BlackRock



\$37m Series A
PIVA



\$2m Funding

SUSV



\$35.2m Venture Round



Filed for IPO



£27m Financing
InMotion



\$9m Financing
USV Union Square Ventures



Acquisition by
HAGERTY



Minority Investment by
VOLVO



\$10m Series A
ALIGNED
CLIMATE CAPITAL



Acquisition by
sambasafety



\$13m Financing
jetBlue technology ventures



\$6.5m Series A
EIF ECOSYSTEM INTEGRITY



\$135m Acquisition by
AAM



\$1.5m Financing
North Central Texas Council of Governments



\$18m Series A
Multicoin Capital



\$160m Series E
BAILLIE GIFFORD



\$25m Funding by
THE DYMOND GROUP OF COMPANIES



\$7.5m Series A
YAMAHA MOTOR VENTURES



Acquired by
TIER



\$75m Investment
PORSCHE



Acquisition by
BOSCH



Investment by
Munich RE Munich Re Ventures



\$25m Series A
ANZU PARTNERS



Acquisition by
lyft



\$153m Series A
pony WeRide



\$5.3m Series A
jungle ventures



\$100m Acquisition by
SARCOS



\$5m Series A



\$30m Investment by
KOCH INDUSTRIES INC



Acquisition by
optibus



\$12M Series A
TROUSDALE VENTURES



\$160m Financing by
HEDOSOPHIA



\$43.5m Series B
GSR Ventures



€100m Equity + Debt
VentureFriends

>>> DEAL DETAILS: CDK GLOBAL ACQUIRED BY BROOKFIELD

OVERVIEW OF TRANSACTION

CDK Global (Nasdaq: CDK) will be acquired by Brookfield Business Partners for a total enterprise value of \$8.3 billion (\$6.4 billion cash, with the remainder in debt). Brookfield has ~\$690 billion of assets under management. In February 2022, Brookfield sold Capital Automotive, a real estate company that provides sale-leaseback capital to auto dealers, to Ares Management Corporation for \$3.8 billion.

With approximately \$2 billion in revenues, and over 15,000 retail locations in North America, CDK provides retail technology and software solutions to auto dealers and OEMs.

SIGNIFICANCE TO INDUSTRY

CDK has over the past several years come under pressure to sell itself and has been an activist target. It has offloaded low-margin businesses and instead tried to build out its digital businesses by buying online platforms such as Salty Dot, Roadster and Square Root.

CDK has expanded beyond its core DMS business, which had 9,181 automotive customer sites as of Dec. 31, into other dealership software products.

CDK has divested business units to focus on its core North American software market. In April 2020, CDK completed the sale of its digital marketing business, which included dealership websites, to Ansira Partners, and in March 2021, CDK sold its international business to private equity firm Francisco Partners for \$1.45 billion.

It's sad that the largest DMS and software vendor to car dealers will no longer be publishing their dealer count, MRR and total revenue quarterly. This will mean that we have less perspective on how CDK and Reynolds are doing vs. Tekion in the DMS wars.



\$8.3b Acquisition by
Brookfield

(\$6.4b cash; \$1.9b debt)

2022 TRANSACTIONS: JAN - FEB

January 2022

CarCapital Drive that deal home™ \$6.125m Financing FORTRESS	ATHER \$57m investment by Hero	WAYVE \$200m Series B ECLIPSE	my Mobility \$83m Series C M&B Asset Management Co., Ltd. M&B Creation Fund	paack €200m Series D SoftBank Vision Fund
INRAS Acquired by Joby	EVage \$28m Seed RedBlue	CANOPY \$100m Joint Venture by ADP Ford	DKV Considering €3.4b IPO	OWL \$15m Series A State Farm VENTURES
SPAC IPO ZANITE	HEYCHARGE Financing BMW VENTURES	CARRO \$7m Financing EON	basicblock \$78m Debt + Equity AUTOTECH VENTURES	LAKA \$12m Series A AUTOTECH VENTURES
Planet42 \$6m Equity Financing NASPERS FOUNDRY	OPTIMUS RIDE Assets acquired by MAGNA	smartcar \$24m Series B ENERGIZ	SIBROS \$70m Series B ENERGY IMPACT PARTNERS	JiLi \$400m Series A Baidu GEELY
throtl Acquired by WHEELPROS	Bolt €600m Financing SEQUOIA	Parallel SYSTEMS \$49.55 Series A ANTHOS	ADDIONICS \$27m Financing DEEP INSIGHT	COWBOY \$80m Series C EXOR
StoreDot \$80m Series D VINFAST	OVANT PHOTONICS \$15.4m Series A UPPARTNERS	agtonomy \$5m Seed Extension GIV GRIT VENTURES	ELECTRIC SHEEP ROBOTICS, INC. \$21.5m Series A TIGERGLOBAL	ZENDAR \$4m Financing HYUNDAI MOBIS
SOCAR IPO Filing	WINDRVR \$4.3b acquisition by APTIV	Phantom Auto \$42m Financing ArcBest	CAR NEXT DOOR Acquired by Uber	
ALD Automotive Business Combination	TURO Planned IPO	MONTA €15 million Series A CREANDUM	OLA ELECTRIC \$200m Financing TEKNE	
Zobie Strategic Investment by DECATHLON CAPITAL PARTNERS	CARSOME \$300m Financing TEMASEK	wisk \$450m Financing BOEING	InCharge Sold 60% to ABB	
Ingat Motor, Ingat MOLADINS \$42m Series A northstar	Factorial \$200m Financing STELLANTIS	brumbrum €80m acquisition by CAZOO	STARSHIP €50m Financing European Investment Bank	

February 2022

TAUR \$1.75m Seed TRUCKS	Accu-Trade INNOVATIVE DEALER TOOLS \$65m Acquisition by CARS HATCH REPAIR CONNECT PHIL	ARES \$3.8b Acquisition by CAPITAL AUTOMOTIVE	Drivably Acquired by ACV	MONK \$19m Acquisition ACV	PORSCHE Potential IPO VOLKSWAGEN GROUP	atlatec Acquired by BOSCH
ADESA U.S. Operations \$2.2b Acquisition by CARVANA	TTTechAuto \$285m Investment by APTIV	driivz Acquisition by VONTIER	BRITISH-VOLT \$54m Series C GLENCORE	Cellink \$250m Financing BMW VENTURES	GOUACH €3.3m Financing breega	
Spireon Acquisition by SOLERA	Superpedestrian \$125m Series C Jefferies	LeddarTech \$140m Series D FS INVESTORS	SHIFT5 \$50m Series B INSIGHT PARTNERS	TRUKKER ANY TRUCK ANY TIME ANY WHERE \$96m Financing AQQ	宏景智驾 HONG JING \$15.77m Financing Prosperity7	
cruise \$1.35b Investment by SoftBank Vision Fund	MOBICARE FIRST IN FLEET SERVICES Acquisition by DICKINSON FLEET SERVICES CO. AUTOMOTIVE + MOBILITY	ODY'S \$12.4m Financing by DIAT	APOSTERA Acquisition by HARMAN	TRUNK 主线科技 Series B BAIC	LEASY \$2m Financing MAGMA PARTNERS	
HELL \$5.95b Acquisition by Faurecia	loadsmart \$200m Series D Softbank Latin America Fund	CAZOO \$630m Convertible Notes	MORAI \$20.8m Series B KIP Korea Investment Partners	zoomo \$20m Series B Collaborative Fund	beam \$93m Series B AFFIRMA CAPITAL	
autopedia IPO	TRUCK IT IN \$13m Financing GLOBAL FOUNDERS CAPITAL	FAZUA Investment by PORSCHE	escoot Acquisition by cogo	RIDECO \$15.8m Series A ECLIPSE	NIRVANA \$22m Series A Lightspeed	
SOELECT INC \$11m Series A gm VENTURES	PLATFORM SCIENCE \$115 Series C SoftBank Vision Fund	SECURE DRIVE \$3.5m Pre-Series A Inflexor	FASTLANE AUTO EXCHANGE Powered by YOU the dealer! Acquisition by INC	tembici BRL 53m Financing Crescendo CAPITAL	revel \$126m Series B BlackRock	
FERRY \$4m Seed AMYP VENTURES AG	safekeep Acquisition by CCC	MundiMoto.com \$22.6m Financing Q1	GO TO SPAC IPO NeraTech Media	YOSHI Minority investment BRIDGESTONE Bridgestone Americas, Inc.	TENNECO \$1.6b Acquisition by APOLLO	
annotell \$24m Series A metaplanet.	Dealer SAFEGUARD SOLUTIONS Acquired by CBC Credit Bureau Connections	DUCKT Acquired by ACTON	MOTORQ \$40m Series B INSIGHT PARTNERS	STABLE \$3.3m Financing MLTPLY	MENTOR \$2.58b Acquisition by Cummins	
dott \$70m Series B Extension abrdn	STREETLIGHT DATA Acquired by Jacobs	UFO DRIVE \$19m Financing Hertz	HAIL \$10m Financing Capital Group	JET CHARGE \$25m Series B RACV	The Floop \$69m Acquisition by otonomo	

>>> 2022 TRANSACTIONS: MAR- APR

March 2022

AutoFi \$85m Financing by Santander Consumer USA	mykaarma Major investment by HIC Growth Partners	tekmetric Growth Investment SUSQUEHANNA GROWTH EQUITY	autoAPR Acquisition by TRADEPENDING	carwow £17.2m Funding by VITRUVIAN	ASOTU Seed Financing State Of The Union
SUMMIT NANOTECH \$14m Investment C>PRICORN INVESTMENT GROUP	mcove \$105m Series A2 Si Speedinvest	ALPINA Acquisition by BMW GROUP	cruise \$3.45b Investment gm	MAY Mobility Minority investment by BRIDGESTONE Bridgestone Americas, Inc.	fair Marketplace Assets: \$15m + 2.5% Equity SHIFT
STARSHIP \$42m Series B NordicNinja By Nordic Ventures	TYRATA Minority Investment BRIDGESTONE Bridgestone Americas, Inc.	AutoBrains. \$120m Series C TEMASEK	SOLO \$7m Seed TRUCKS	OSRAM €65m Acquisition by OP PLATON GROUP	PIX \$11m Pre-A Round pix moving
one our next energy \$565m Financing BMW VENTURES	SPIN Acquisition by TIER	Mechanical Simulation Acquisition by Applied Intuition	TerraDrone \$70m Series B MITSUBI & CO.	WeRide \$400m Financing 广汽集团 GAC GROUP	autorama Up to £200m AutoTrader
URGENTLY Planned SPAC IPO GRAF	VOLOCOPTER \$170m Financing by WP CARE	2trde €7m Seed Round Adevinta Ventures	StoreDot Minority Investment OLA ELECTRIC	REPOWA \$4.2m Seed Round KOCH DISRUPTIVE TECHNOLOGIES	whole dynamic \$2.5m Seed Round 蔚来智能
DRIVA \$6m Growth Funding CARTHONA CAPITAL	mobileye Filed for IPO Intel	IDS \$70m Acquisition by Wolters Kluwer	movi.io \$1.7m Seed	kyte. \$200m Credit Finance Goldman Sachs	FLUX MARINE \$15.5m Series A FLUX
EverWash \$6m Series B SPRING MOUNTAIN CAPITAL	FETCH \$3.5m Financing nextview	DAIHESE €630m Acquisition by THE CARLYLE GROUP	FREEDOM PROTONICS Acquisition by LUMINAR	THE ROUTING COMPANY \$15m Financing 財通資本 Caitong Capital	
CESIUM \$60m Funding AIRBUS VENTURES	INCEPTIO \$188m Financing by SEQUOIA CAPITAL 红杉资本 CHINA	spiffy \$32m Series B edison current	serve \$10m Investment by NVIDIA	beep \$25m Series A-1 ABS Capital	
greenscreens.ai Investment by TIGERGLOBAL	pony Series D Financing TOYOTA	WORK WOUNDS \$12m Series A LEVEL EQUITY	Strio AI Acquired by ZOOX	KARGO \$25m Series A SOZO VENTURES	
F&I SENTINEL Majority Recap by CALERA CAPITAL	goto \$5m Pre-IPO Funding astara	Swobbee we share batteries \$6.5m Series A et InnoEnergy	motto €4m Seed Round CASSIUS	HERMEUS \$100m Financing FOUNDERS FUND	

April 2022

CDK Global \$8.3b Acquisition Brookfield	CYTK \$3m Financing Hike Ventures	Bcomp \$35m Investment by BMW VENTURES	AUTOMOTIVE VENTURES Investments This Month		
THE BORING COMPANY \$675m Financing Vy Capital	hivemapper \$18m Series A Multicooin Capital	NOVA Investment GOODYEAR VENTURES	wrapmate \$1.7m Pre-Seed	RECURRENT \$4.5m Financing	Meter Feeder \$2.6m Seed Extension
ShiftEV \$9m Financing USV Union Square Ventures	FIVE Acquisition by BOSCH	Feasible \$8.0m Series A GOOD GROWTH CAPITAL	etap \$1.5m Pre-Seed mobility54 Toyota Tsusho Group	ROUTE REPORTS \$3.25m Seed Urban Innovation Fund	SPOT WHEEL €100m Equity + Debt VentureFriends
ALI Filed for IPO Technologies	TEKFOR \$135m Acquisition by Ally	SIGU SEGROS \$5.4m Seed Financing LISTEN	SPEEDDIGITAL Acquisition by HAGERTY	carwow Minority Investment by BRIDGESTONE	nodar Re-orientation safety. \$12m Series A NEA
BUILT ROBOTICS \$64m Series C TIGERGLOBAL	EverCharge Acquisition by SK E&S	Trillium Acquisition by optibus	CONVOY \$160m Series E RAILIE GIFFORD	Urban Air Port \$25m Funding by THE SHENKING GROUP OF COMPANIES	SWTCH \$10m Series A ALIGNED CLIMATE CAPITAL
TURO \$35.2m Venture Round	RideUP \$6.5m Series A EIF ECOSYSTEM INTEGRITY	ShipIn Investment by Munich RE Marshall & Venetia	eZINC \$25m Series A ANZU PARTNERS	ON TIME \$153m Series A pony WeRide	verge \$7.5m Series A YAMAHA YAMAHA MOTOR VENTURES
Zong Mu \$157m Investment by 財通資本 Caitong Capital	HIF \$75m Investment PORSCHE	STEER \$1.5m Financing North Central Texas Council of Governments	coreshell \$12m Series A TRIOUSDA VENTURES	neurOn \$43.5m Series B GSR Ventures	db DAT.BIKE \$5.3m Series A jungle ventures
MotionsCloud \$2m Funding SUSV	BLUECURRENT \$30m Investment by KOCH INDUSTRIES INC	carmoola €27m Financing M	PBSC Acquisition by lyA	PYKA* \$37m Series A PIVA	
EPS \$13m Financing jetBlue technology ventures	AUTOSLO \$5m Series A	rapido \$180m Financing SWIGGY	DIVERGENT \$160m Financing by HEDOSOPHIA	Acquisition by sambasafety	
Fontasmo Acquired by TIER	re² \$100m Acquisition by SARCOS	SmartHop \$30m Series B SOZO VENTURES	BETA FLIGHT RECHARGED \$375m Series B TPG RISE CLIMATE	FREEWIRE \$125m Financing BlackRock	



2021 TRANSACTIONS

>>> 2021 TRANSACTIONS: JAN - MAR

Jan 2021

Feb 2021

Mar 2021

CRESTA Investment by PORSCHE VENTURES	Faraday Future \$3.4b SPAC	autozen \$4.2m Financing	AUTO 1 GROUP \$1.2b IPO	DIESEL MINNESOTA Acquired by DICKINSON FLEET SERVICES	pony.ai \$100m Series C Extension	microvast \$3b SPAC	otonomo \$1.4b SPAC SOFTWARE ACQUISITION GROUP	BATON \$10.5m Series A 8VC MAERSK Growth	PRODIGY THE FUTURE OF AUTOMOTIVE RETAIL acquired by Upstart	CAZOO \$7b SPAC	Lightyear ∞ \$A48m Financing
FREEWIRE \$50m Series C RIVER STONE	carlotz SPAC Acamar Partners	EVgo FAST CHARGING \$2.6b SPAC CLIMATE REAL IMPACT SOLUTIONS	PROTERRA \$1.6b SPAC ARCLIGHT CLEAN TRANSITION	LUCID \$12b SPAC CHURCHILL CAPITAL IV	volta \$2b SPAC Tortoise Acquisition Corp. II	gettaCar \$25m Financing 3L LUXOR CAPITAL	metropolis \$41m Financing 3L	CH! Chargerhelp! \$2.75m financing TRUCKS	SERVICE MY CAR \$10m Seed Bahwan IT	ACV \$414m IPO	ParkMobile acquired by easypark
UVEYE Investment by HYUNDAI	FUSE AUTOTECH Financing PICO / partners	CRUISE \$2.0b Investment Microsoft	R3E \$3b-\$4b SPAC	nextmv \$8.0m Series A FIRSTMARK CAPITAL	HYZON \$2.7b SPAC DCRB+	King Acquisition by Sonic Automotive	LOT VANTAGE Acquisition DIGITAL AIR STRIKE	CARPAY \$9.9m Series A AUTOTECH VENTURES	digitalmotors. \$10m Series A DN Capital	ZEGO \$150m Series C DST GLOBAL	BARAJA \$31m Series B
CameraMatics Investment by €4.0m Financing	TACTILE MOBILITY Investment by nexteer AUTOMOTIVE	loop \$3.25m Seed freestyle.vc	RIVIAN \$2.65b Financing T.RowePrice	RECOGNI \$48.9m Funding WRVI CAPITAL	AKASOL acquired by BorgWarner	carbiz Acquisition by Sonic Automotive	BestRide Acquisition DIGITAL AIR STRIKE	REFRACTION AI \$4.2m Seed	Lo/Jack acquired by Spireon	remix Acquisition by VIA	optibus \$107m Series C
BlueDriver Acquired by asTech	BAYIQ Acquired by AutoVitals	oxbotica \$47m Series B bp ventures	KEEPS Investment by SSM PARTNERS	AEYE \$2b SPAC CANTOR <i>Pittenger</i>	swift NAVIGATION \$50m Series C NEA	DEALERPOLICY \$30m Series B 3L A11	momenta \$500m Funding SAC TOYOTA BOSCH	CUBERG acquired by northvolt	flexclub Drive your way \$5m Financing Kindred VENTURES	CLUTCH \$60m Financing Canaan	
DrivenBrands IPO	DICKINSON Acquired by Cox AUTOMOTIVE	FYUSION Acquired by Cox AUTOMOTIVE	TRADEPENDING Recapitalization by CAPSTREET	PlusAi \$200m Series B	CCC \$6.5b SPAC DRAGONEER	MIDWEST FACILITIES, INC. acquired by AKG	CarCapital TECHNOLOGIES \$8.8m Series A FM CAPITAL	DEALER-FX \$200m acquisition Snap-on	RED Diagnostics Acquired by asTech		
VERUSEN Series A BMW i Ventures	kyte. \$9.0m Investment DN Capital	SocialAuto \$1.5m Seed Overline	SBD SWEETIE BOY DELIVERS Investment by CIT GAP FUNDS CENTER FOR INNOVATIVE TECHNOLOGY	XOS \$2.0b SPAC NextGer Acquisition Corporation	adasThink Acquisition by asTech	voyage acquired by CRUISE	RAVIN \$15m Series A KAR GLOBAL	PERRONE ROBOTICS \$10m funding CAPSTONE holdings			
SILA NANOTECHNOLOGIES \$590m Series F BMW GROUP DAIMLER	AEVA \$200m Financing	MotoRefi \$10m Financing MODERNE VENTURES	ENEVATE \$81m Series E Fidelity	SmartHop \$12m Series A USV	SQUARE ROOT \$25m Acquisition CDK Global	Combines with RUMBLE ON RIPENOW	DONLEN \$891m Acquisition ATHENE HOLDING				

>>> 2021 TRANSACTIONS: APR - JUN

Apr 2021

ottopia \$9m Funding HYUNDAI	SES \$139m Investment GM
CRUISE \$2.75b Funding Walmart	KAVAK.COM \$485m Funding
nuvo cargo \$12m Series A QED INVESTORS	lyft Level 5 \$550m Acquisition by woven planet
BlaBlaCar \$115m Financing UNU GLOBAL	polestar \$550m Funding
INNOVIZ TECHNOLOGIES IPO	IDELIC \$20m Funding HIGHLAND AXA CAPITAL PARTNERS Venture Partners
EASY MILE \$66m Series B SEARCHLIGHT	WaveSense \$15m Fundraising RHAPSODY IMPOSSIBLE VENTURES
edmunds \$404m Acquisition CARMAX	AxleHire \$20m Series B AJAX STRATEGIES
tu simple \$1.35b IPO	oxbotica \$13.8m Investment ocado GROUP
CarCapital \$20m Credit Line NP	

May 2021

Jerry \$28B Series B GOODWATER CAPITAL	TRITIUM \$1.2b SPAC DCRC+	irp systems \$31m Series C
Pulsar AI Acquired By SPINCAR	PDM \$4m Fundraising FUSE	wejo \$1b SPAC VIRTUOSO
E/NRIDE \$110m Series B	OCULII \$55m Series B CATAPULT CONDUCTIVE	InnoVusion \$64m Series B TEMASEK
WeaveGrid \$15m Series A	Auction Frontier Acquisition by KAR GLOBAL	Solid Power \$130m Series B
ROCSYS \$6.3m Fundraising FORWARDone	Affectiva Acquired by smart eye	TWAICE \$26m Series B ENERGIZE
WeRide Series C Funding 文远知行	MotoRefi \$45m financing Goldman Sachs	VIRTUO \$96m Funding AXA Venture Partners
AUTOPAY Merger rategenius	DealerSocket Acquisition by Solera	Omnitracs Acquisition by Solera
Passport \$90m Funding SIXTH STREET GROWTH	monoDrive Acquisition By nl	cinch £1bn Fundraising CONSTELLATION
CarTrade.com Filed for IPO	carsales Acquiring 49% of TRADER INTERACTIVE	mileauto \$10.3m Seed Round

Jun 2021

Lender Compliance Technologies \$4.15M Series A AUTOMOTIVE	WeRide \$310M Fundraising YUTONG	TRACTABLE \$60M Series D INSIGHT PARTNERS GeorgianPartners	CARRO \$360M Series C SoftBank Vision Fund	Mister CAR WASH Filed To Go Public	buser \$138M Fundraise
Wabi \$83.5M Series A khosla ventures	locoNav \$37M Series B QUIET CAPITAL	CABANA \$10M Series A CRAFT GOLDREEST CAPITAL	kodiak Investment by BRIDGESTONE	northvolt \$2.75B Fundraising FORSTA AP-FONDEN OMERS	Auto Exchange Acquisition by AA
DEEPMAP Acquisition By NVIDIA	Zong Mu \$190M Series D xiaomi	QUANERGY SPAC Merger CITIC CAPITAL 中信資本	IoTecha \$13.2M Financing bp ventures	GoMechanic \$35M Series C TIGERGLOBAL	ELECTRA \$3.6M Seed Round LIFT
CRUISE \$5B Line of Credit gm FINANCIAL	ELECTRIC ERA \$3M Seed Round REMUS CAPITAL	LOCUS \$50M Series C Qualcomm ventures	DRIVEN DATA \$4.5M Series Seed B	noblr Acquisition by USAA	wallbox SPAC KENSINGTON
EMBARK SPAC Merger Northern Genesis	KEEP TRUCKIN \$190M Series E G2 VENTURE PARTNERS	Where Is My Transport \$14.5 Series A Ext. NASPERS Cathay Atrinvest Innovation Fund	A3 Aramis auto IPO	lendbuzz \$60M Series C WELLINGTON MANAGEMENT	DriveltAway Investment From Knightsgate
PocketExpert Acquisition By mykaarma	brumbrum €65M Fundraising DIP	TRED \$3M Fundraising	满帮 Full Truck Alliance \$20B IPO	ROADSTER \$336M Acquisition by CDKGlobal	
Solid Power Potential Merger DCRC+	Justos Raised \$2.8M Kaszek VENTURES	Joyride \$3.7M Financing	mobiletechrX Acquisition by asTech	edriving Acquisition by Solera	
HESAI \$300M Series D ventures	sennder \$80M Series D BAILLIE GIFFORD	Exeter Acquisition by WARBURG PINCUS	CREDR \$6.5M Financing YAMAHA	WAYMO \$2.5B Funding	
electriphi Acquisition by Ford	motorway \$67.7M Series B Index Ventures	FLixmobility \$650M Series G	Gubagoo Acquisition by Reynolds & Reynolds	trustworthy ai Acquisition by WAYMO	

>>> 2021 TRANSACTIONS: JUL - AUG

Jul 2021

Aug 2021

DARWIN AUTOMOTIVE Acquired by J.D. POWER	NAVOMATIC Acquired By superpedestrian	SONATUS \$35m Series A Translink CAP.TAL	Aurora SPAC IPO Reinvent TECHNOLOGY PARTNERS	RECARGO \$25m Acquired by EVgo	FleetMaster Acquired by COX AUTOMOTIVE™	DEALERPOLICY \$110m Financing Goldman Sachs	iLendingDIRECT \$35m Financing FIRST EAGLE INVESTMENT MANAGEMENT	TURO Filed for IPO	BEAR FLAG \$250m acquisition JOHN DEERE	YAA \$4.2m Seed FLYBRIDGE CAPITAL PARTNERS	CARWAVE \$450m Acquisition KAR GLOBAL
garasepeti Acquired by KAVAK	MOONX Acquired by WeRide	olive SPAC IPO M-D-H MDH Acquisition Corp.	CAMERA Acquired by woven planet	netradyne \$150m Series C SoftBank Vision Fund	SES \$3.6b SPAC IPO IVANHOE CAPITAL ACQUISITION CORP.	LOOP \$2.5m Seed UBIQUITY VENTURES	underpeak \$3m Investment GEWEKE	RIVIAN Filed for IPO	THIRD WAVE \$40m Series B NORWEST VENTURE PARTNERS	CARZEUS \$400k Acquisition autoweb	QCRAFT \$100m Series A+ Q Capital
FIXCRAFT \$1m Equity/Debt ubiQUITY	LUCID SPAC IPO CHURCHILL CAPITAL IV	TRANSPLACE \$2.25b Acquisition Uber Freight	Lightico \$27m Series B CAPITAL ONE VENTURES	NOTRAFFIC \$17.5m Series A Nilsen Ventures	SPINNY \$100m Series D TIGERGLOBAL	Hdvi \$32.5m Series B WEATHERFORD SERVICES	waycare \$61m acquisition REKOR AI DRIVEN DECISIONS	carputty \$7.2m Seed KICK START	veoneer \$4.6b acquisition Qualcomm	Bolt €600m financing SEQUOIA	DigiSure \$13.1m pre-Series A morado venture partners
FLOCK \$17m Series A SOCIALCAPITAL	Venti Technologies \$8m Financing LOV RESEARCH PARTNERS	bipi €100m Acquisition RCI BANK AND SERVICES	LULA \$18m Series A FOUNDERS FUND khosla ventures	Employ/Us/ Acquired by Hireology	MAXDIGITAL \$60m Acquired by ACV	shotl Acquired by SWL	HopSkipDrive \$25m Series C e- ENERGY IMPACT PARTNERS	voi. \$45m financing RAINE	INCEPTIO TECHNOLOGY \$270m Series B 京东物流 JD Logistics	MotoRefi \$5m financing Cural	DeepMotion \$77m Acquisition mi xiaomi
REDWOOD MATERIALS \$700m Series C T.RowePrice INVEST WITH CONFIDENCE	R3E SPAC IPO 10X CAPITAL	has-to-be eMobility €250m Acquired by -chargepoint+	algolux \$23m CAD Series B FORTE VENTURES Drive Capital	widewail your partner in online engagement™ \$1.5m Seed Funding	tru*Payments Acquired by PURECARS	ample \$160m funding Shell REPOL	InnoFusion \$66m Series B+ 國泰君安國際 GUOTAI JUNAN INTERNATIONAL	BLACKBUCK \$67m Series E TRIBE CAPITAL	ELROY AIR \$40m Series A LOCKHEED MARTIN	Instacart \$23m Series B EJ-VENTURES SPONSOR TOGETHER	Upstream \$62m Series C Mital Santhosha Insurance
allego \$3.14b SPAC Merger Spartan Acquisition Corp. III	RIVIAN \$2.5b Funding THE CLIMATE PLEDGE	UVEYE VEHICLE INSPECTION SYSTEMS \$60m Series C CARMAX	caura \$4.2m Financing TWINFOCUS	ABN "AUTOMOTIVE" BROADCASTING NETWORK Acquisition by spectrio	REPAIR SMITH \$42m funding CAPITAL	CHAMptitles \$8.5m Series A Eos Venture Partners	FUSE AUTOTECH \$10m Series A TARGET GLOBAL	Niron Magnetics \$21.3 Financing SPAC CAPITAL	ClearRoad \$2.35m Seed SPACE CAPITAL	Ideanomics \$450m Acquisition Ideanomics	
ONTO \$175m Series B Alfvén & Didrikson	Faraday Future SPAC IPO	iCarAsia \$200m Acquisition CARSOME	freetech \$100m Series A CLIF 中國互聯網投資基金 China Internet Investment Fund	LACUNA TECHNOLOGIES \$16m Series A XPLORER CAPITAL	canadadrives \$100m CDN funding HONOR VENTURES	HAGERTY \$3.13b SPAC ALDEL FINANCIAL	VIRICITI €75m Acquisition -chargepoint+	freightify \$2.5m pre-Series A NORDIC E&E VENTURE CAPITAL	Udrive anywhere, everywhere \$5m financing	TRADE \$10m Financing cuhoVC	
TRADE \$44m CAD Financing AIMIA	COBLI \$35m Series B SoftBank	shopmonkey \$75m Series C BESSEMER VENTURE PARTNERS Index Ventures	MotorDocs Acquisition by keyloop	Griip Minority Investment PORSCHE VENTURES	canadadrives \$100m CDN funding HONOR VENTURES	FIX CAPITAL \$7.2m financing TACTICO	CarIQ \$25m Series B FORTE VENTURES	CEPTON SPAC IPO GROWTH CAPITAL ACQUISITION CORP.	OCTANE \$52m Series D PROGRESSIVE	Gatik \$85m Series B KOCH DISRUPTIVE TECHNOLOGIES	
RODO \$18m Series B Holman STRATEGIC VENTURES	RELAY \$60m Series C	imove €16M Series A Auto Scout24	LIQUIDMOTORS POWERED BY AUTOPARTS GROUP BY SUEZ Acquisition by elerate GROUP	GHOST \$100m Series D SUTTER HILL VENTURES	kovi \$104m Series B VALOR CAPITAL PARTNERS	NE Nanotech Energy \$64m Financing Fubon Financial	Jerry \$75m Series C GOODWATER CAPITAL	azuga Acquired by BRIDGESTONE	fetch \$50m Series C CELOT CAPITAL MANAGEMENT	HAAS ALERT \$5m Seed Round Blu Venture INVESTORS	

>>> 2021 TRANSACTIONS: SEP - OCT

Sep 2021

REDWOOD MATERIALS \$50m Investment 	Salty. Acquired by CDK Global	AUCTO \$3.7m funding NfX	NT SPIERS NEW TECHNOLOGIES Acquired by COX AUTOMOTIVE	SLerate Acquired by BRIGHTSTAR
ASSET TRACK Acquired by Advantage	foretellix \$32m Series B MoreTech Ventures	KAVAK \$700m Series E GENERAL CATALYST	SLerate Acquired by SLerate GROUP	ACCURE Battery Intelligence \$8m Series A BLUE BEAR CAPITAL
C/O CYBELLUM \$240m Acquisition LG Electronics	TRANSFIX Series A G SQUARED ASCEND F INC.	CLARK COUNTY Acquired by SLerate GROUP	PIT CREW Acquired by spiffy	TRADEHELPER Acquired by Block
BLACK SESAME Investment by 長江實業集團	LIGHTYEAR \$110m Financing DELA	WRENCH 10% acquired by BRIDGESTONE Bridgestone Americas, Inc.	OCULII Investment gm	SD STRATEGIC DIVERSIFIED Acquired by APCO HOLDINGS
haydenAI \$20m Series A TYH Ventures	DEEPROUTE AI \$300m Investment Alibaba Group	CarDoor \$3m CAD Seed framework venture partners	AIMEXPERTS Acquired by AUTOVERIFY	CallSource Acquired by CALLREVV
Just \$8m Funding CROST AUT VENTURES	EDGE CASE RESEARCH \$12m Series A yabeo	gogoro \$2.3b SPAC PRINCEVILLE CAPITAL	CARS 24 \$259m Financing DST GLOBAL	CARSOME \$170m Funding MEDIATEK
BATTERY RESOURCES \$70m funding HITACHI Inspire the Next	BridgeLinx. \$10m Financing 20VC	TRITIUM \$40m AUS Cigna	TECHLANTIC Acquired by TRADE X	kevala+ \$21m Series A CAPITAL
Cargamos \$7m funding nazca	VOLTA TRUCKS €37m Financing LUXOR CAPITAL	marshmallow \$85m Series B mission capital	VisionFlow Robotics Series C Funding ByteDance	ryd €10m Financing bp ventures
momento \$300m Investment gm	AVIVA \$26.5m Financing MARVELL	tricolor \$90m Investment BlackRock	caocao \$589m Series B	RENOVO AUTO Acquired by woven planet
CarNow \$30m Financing Battery	cazana Acquired by CAZOO			

Oct 2021

wheels DONLEN Combination ATHENE	TEKION \$250m Financing Durable CAPITAL PARTNERS	Acquired by CONSTELLATION AUTOMOTIVE GROUP	CLAIM GENIUS \$6m Series A3	roserocket \$25m Series A ADDITION CAPITAL	VAVACARS \$50m Series B DUQUESNE	PHIAR \$12m Series A StateFarm VENTURES
1.2b investment FAW	Shuttl Acquired by CHALO	CHALO \$40m Series C lightrock	dellfer \$8m Series A DENSO	SWFT \$10m Seed	Neusoft \$101m Financing SDIC	kyte. \$30m Series A PARK WEST
\$1.5m funding INFLECTION	autochek \$13.1m Seed TLCOMCAPITAL	SYNETIQ £225m Acquisition AA	goto \$400m Investment ADIA	crabi \$4m Seed KasZek VENTURES	Aerotech \$500m Series A IDG Capital	Cover Whale \$15.5m Financing Ambac
ProLogium \$326m funding dGav Capital	Justos \$35.8m Series A Ribbit Capital	cbc Acquisition CAPSTARS	THE BEEKMAN GROUP Majority Investment auto manager	wise systems \$50m Series C6 TIGERGLOBAL	SURE \$100m Series C DECLARATION PARTNERS	VOOM \$15m Financing JAL VENTURES
autofleet \$20m Series B Keyframe	spiffy \$22m Series B TVIP	AirGarage \$12.5m Series A andresen horowitz	GO \$41m Financing SYNERRCAPITAL	HALO \$136m Series C POALIMEQUITY	one \$25m Series A Breakthrough Energy VENTURES	AUTOMOTIVE Investments This Month
TACTILE MOBILITY \$27m Series C BILUX MOTORS	Infinitum \$40m Series C Energy Innovation Capital	Grayhound \$46m Acquisition FLIXmobility	oxbotica 5% Investment ZE	Flock Freight \$215m Financing SoftBank Vision Fund	RELIABLE ROBOTICS \$100m Series C cootue	WarrCloud Seed Financing FM CAPITAL
TRXNOW Acquired by Allied Solutions	UNITED AUTO CREDIT \$300m Acquisition vroom	tenstreet Majority Investment PROVIDENCEEQUITY	LOOP \$21m Series A FOUNDRY GROUP	ocado \$13.6m Financing WAVE	geopipe \$2.4m Seed VILLAGE GLOBAL	RoboTire \$7.5m Series A DISCOUNT TIRE
AutoLeap \$18m Series A BainCapital VENTURES	Acquisition by GO TO	trucklabs \$15m Series A CALIBRATE VENTURES	OUSTER \$69m Acquisition SENSE PHOTONICS	SUN MOBILITY \$50m Financing Vitol	BLU \$25m Series A bp ventures	AlgoDriven \$2.0m Series A global ventures
CarDekho \$200m Series E	tembici \$80m Financing crescena CAPITAL	Otto \$4.5m Seed Uncommon Capital	seez \$5m Financing	River \$2m Financing MANIV MOBILITY	MoLo Acquired by ArcBest	Confidential materials provided by Automotive Ventures LLC @2022
Mobile Fleetcare Acquired by DICKINSON FLEET SERVICES CO. AUTOMOTIVE MOBILITY	RENDERED.AI \$6m Seed SPACE CAPITAL	Zūm \$130m Series D SoftBank Vision Fund	NEURA Acquired by otonomo	\$500m Series D PCCW	MILLENNIAL LITHIUM \$297m Acquisition CATL	

>>> 2021 TRANSACTIONS: NOV - DEC

Nov 2021

Dec 2021

Investment
This Month

NUBRAKES
\$9m Series A

Canvas
VENTURES

Streetlogic \$2.1m Pre-Seed	PUREWATERCRAFT \$150m Investment	helm.ai \$26m Series B AMPLO	OCULII Acquisition by Ambarella	BlackRock \$20m Series A M12	goto \$1.3b Pre-IPO ADIA	momenta \$500m Series C gm	UgaBus Acquired by treepZ
VIANOVA \$3.0m Seed Round ponooc	group Majority Acquired PORSCHE	samsara S-1 Filed for IPO	TEMASEK \$101m Series C	Gett. \$1.1b SPAC IPO ROSECLIFF	ample \$50m Financing Blackstone	SPARTAN \$15m Series A Prime Movers Lab	treepZ \$2.8m Seed UNCOVERED FUND
Spinny \$280m Series E TIGERGLOBAL	sfara \$11.5m Series B	MONARCH \$61m Series B ASTANOR	DRONE BASE \$20m Series C EUCLIDEAN CAPITAL	motorway \$190m Series C Index Ventures	RIVIAN \$78b IPO	YASSIR \$430m Series A WndrCo	Skyryse \$200m Series B Fidelity
cipia \$22m IPO	eatron \$11m Series A MMC	SWIPCAR €30m Acquisition CAZOO	CTOgram \$700k Seed Quest	METOAK \$15m Series A CTC Capital 和利资本	TRED \$25m Series B Westlake Financial	IONITY €700m Investment BlackRock	xeal \$11m Series A ARCTERN
PARK+ \$25m Series B SEQUOIA	M \$10m Series A bdc	Carketa \$6m Seed Round origin ventures	siasearch Acquisition by scale	Inspiration \$200m Financing ARCLIGHT CAPITAL PARTNERS, LLC	metromile \$500m Acquisition Lemonade	TIER \$200m Series D NOVATOR	VERTICAL \$200m Financing MUDRICK CAPITAL
ARC \$30m Series B ECLIPSE	nexar \$33m Series D QUMRA CAPITAL	FIRST ELEMENT FUEL \$105m Series D AIR WATER INC.	optibus \$7.5m Pre-A AT ONE VENTURES	point one \$10m Series A UP.PARTNERS	Zoomcar Never Stop Living \$92m Series E STERNAEGIS VENTURES	coinspace \$25m Series A Aurora	actnano \$21.75m Series B BMW VENTURES
Deliverr \$250 Financing TIGERGLOBAL	PreAct \$13m Series A State Farm VENTURES	42dot \$88.5m Series A Shinhan Financial Group	TEVVA \$57m Financing	TRIEYE \$74m Series B M&G Investments	CreditIQ \$30 Acquisition CARS	ClearFlame \$17m Series A Breakthrough Energy	carzam £112m Financing
Gabi \$320m Acquisition experian	SONO \$1.1b IPO MOTORS	BEANS \$17m Series A-1 Source Capital	clutch \$100m Series B D1 CAPITAL PARTNERS	mobility4 \$3.4m Financing	ASSURED PERFORMANCE NETWORK Acquisition by OECConnection	GRINGO \$8m Financing Kaszek VENTURES	upway €5 million Seed SEQUOIA
COROS \$6.1m Seed Round DYNAMO	viapool Acquisition by SWI	IMOTIONS \$46.6m Acquisition smart eye	MITRA CHEM \$20m Series A SOCIALCAPITAL	kodiak \$125m Series B SIP Global Partners	DATA DRIVEN SAFETY Acquired by Verisk	Factorial Undisclosed HYUNDAI	nowports \$60m Series B TIGERGLOBAL
FLYTREX \$40m Series C BRM	Basigo \$1m Pre-Seed climate capital	zoomo \$60m Series B ORRILLION	Applied Intuition \$175m Series D ADDITION CAPITAL	EMBARK \$5b SPAC IPO NORTHERN GENESIS II	nuro \$600m Series D TIGERGLOBAL	NHR NH Research Acquisition by NI	otoKlix \$10m Series A ALPHA JWC VENTURES

SPREE MOBILITY SPAC \$200m IPO	TIRE RACK Acquisition by DISCOUNT TIRE	Valuinsight Acquired by 360 CONVERGE	AMERICA'S Acquired by XLerate GROUP AUCTIONS
WV MOTORS \$152m D2 Round AGILE 魏易果	TrueNorth \$50m Series B Lachy Groom Sam Altman	FORUM \$7.5m Seed OBVIOUS VENTURES	Eve Mobility Acquisition Corp \$250m SPAC IPO
VIA \$130m Financing Janus Henderson INVESTORS	VIA Planned IPO	aifleet \$21m Series A OBVIOUS VENTURES	max.ng \$31m Series B lightrock
INTAMISYS Minority PORSCHE VENTURES	1KOM Minority PORSCHE VENTURES	Karamba Security \$10m Series B Ext VINFAST	VINFAST Planned IPO
CloudTrucks \$115m Series B TIGERGLOBAL	nuvo cargo \$20.5m Financing TIGERGLOBAL	Carma \$20m Seed TIGERGLOBAL	spare \$18m Series A inovia CAPITAL
beelrack Acquired by DispatchTrack	serve \$13m Seed Uber	CANDELA \$24m Financing IEAT VENTURES	OLA \$52.7m Financing TEMASEK
AUTOLAB \$11m Series A 10X CAPITAL	HAGERTY \$3.0b IPO	carwow \$55m Venture Debt Hercules CAPITAL	BUMPER \$12m Series A AUTOTECH VENTURES
nowports \$60m Series B TIGERGLOBAL	JOKR \$260m Series B GGVCAPITAL	Solid Power \$1.2b SPAC IPO DCRB+	LiveWire Planned SPAC IPO AEA Bridges Impact Corp
otoKlix \$10m Series A ALPHA JWC VENTURES	AMPLY FLEET CHARGING SIMPLIFIED Acquisition by bp	Apex.AI \$56.5m Series B ORILLION	stratio \$20m Series C Forestay
Va4 \$95m Series B KINNEVIK	VERTICAL SPAC IPO BROADSTONE	ADS MANAGEMENT GROUP Acquired by NATIONAL AUTOCARE	cling \$2.3m Financing TRUCKS




































































A black sports car, possibly a Chevrolet Camaro, is shown from a rear three-quarter view. The car is parked on a paved surface with a white fence and trees in the background. A semi-transparent red overlay covers the lower half of the image, featuring a detailed engine and suspension system. The text "PREVIOUS YEAR TRANSACTIONS" is written in a bold, italicized, white sans-serif font across the bottom of the red overlay. The car's rear license plate area and the side of the red overlay both display the text "BRAD BUILDS".

PREVIOUS YEAR TRANSACTIONS
































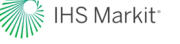







































2020 TRANSACTIONS

 acquired by Adevinta	 acquired by J.D. POWER	 \$300m Financing	 \$3.0b Financing	 \$14m Financing	 \$20m Financing	 \$827m SPAC Acamar Partners	 acquired by KAR GLOBAL	 \$23m Financing	 \$1.45b sale to EP	 \$260m sale to DealerSocket
 Invests in Circular	 acquired by J.D. POWER	 acquired by HEARST AUTOS	 \$25m Financing	 \$100m Financing	 Public Offering (SPAC)	 Acquisition CATTERTON	 Public Offering (SPAC)	 service simplified. acquired by Protective	 \$44.0b sale to S&P Global	 \$45m Series C FORTROSS VENTURES
 \$2.5b Financing	 Financing	 \$50m Financing	 acquired by MAG McCONKEY AUCTION GROUP	 acquired by CarGurus	 \$1.5m Financing	 \$724.4m IPO	 acquired by NATIONAL AUTO CARE	 \$150m Financing Advent International GLOBAL PRIVATE EQUITY	 \$875m sale to ATHENE	 POWERING OUT OF STATE TITLE & REGISTRATION Investment PCF polarispartners
 acquired by ASBURY AUTOMOTIVE GROUP	 Public Offering (SPAC)	 Public Offering (SPAC)	 Acquired by MAG McCONKEY AUCTION GROUP	 acquired by CAZOO	 \$311m Financing	 \$100m+ Financing KKR Tritium	 acquired by NATIONAL AUTO CARE	 \$55m Financing Durable	 \$1.3b SPAC C & CO INSU II	 \$5m Seed Round NEXTGEAR VENTURES
 \$50m Financing GM SAIC	 Public Offering (SPAC)	 Public Offering (SPAC)	 Offers 13.3m Class A stock	 Taken Private by Tencent 腾讯	 \$7.0m Financing	 \$1.33b SPAC RMG	 acquired by auto experience	 \$140m Financing	 \$7m Financing FM CAPITAL	 \$823m SPAC GigCapital
 IPO	 €231m Acquisition Wolters Kluwer	 \$7m Financing	 Offers 5.0m Class A stock	 \$1.375m Financing	 \$20m Financing	 acquired by LMP AUTOMOTIVE	 Financing PORSCHE VENTURES	 acquired by Reynolds & Reynolds	 \$7m Financing OurCrowd	 \$5m Financing THE ENGINE
 \$2.1b SPAC INTERPRIVATE	 \$267m Financing ONTARIO TEACHERS' PENSION PLAN	 \$6.2m Financing	 \$15m Series A HONDA	 Public via SPAC	 Acquired by CUNA MUTUAL GROUP	 acquired by Uber	 \$1b+ SPAC FORUM MERGER III CORPORATION	 \$25m Financing WITTINGTON VENTURES	 \$6m Financing	 \$45m Financing
 \$5m Financing POWERBAND SOLUTIONS	 \$24.5m Acquisition KINGWAY FINANCIAL	 \$50m Financing T.RowePrice INVEST WITH CONFIDENCE	 StoneEagleF&I Majority Investment BV Battery Ventures	 \$20m Financing Kayne Anderson Capital Advisors, L.P.	 \$13m Financing OX	 €20 million Series A	 \$5.4b+ SPAC CIG MERGES CORP	 \$275m Acquisition CarGurus	 \$15m Series A INSIGHT PARTNERS	 \$3.5m Financing Wireframe VENTURES
 \$120m Acquisition vroom	 \$5.0m Financing redfortcapital	 \$23m Financing VENTURES	 \$1.9b SPAC COLONNADE	 \$20.5m Series A CAFFEINATED CAPITAL	 \$1.0b+ SPAC	 \$350m Financing VectoIQ	 \$700k Financing avis budget group	 Investment JMI EQUITY	 Plug into your future \$1.4b SPAC TPG PARTNER	 \$8m CAD Seed Round Threshold

>>> MOST IMPORTANT AUTO TECH DEALS BY YEAR: 2012-2016

2012	2013	2014	2015	2016
 BY  PRICE PAID: \$1.1B EBITDA MULTIPLE: 9.9x	 BY  PRICE PAID: \$25M REVENUE MULTIPLE: 0.8x	 BY  PRICE PAID: \$1.1B REVENUE MULTIPLE: 12.0x	 BY  PRICE PAID: \$460M REVENUE MULTIPLE: 6.5x	 BY  PRICE PAID: \$15M REVENUE MULTIPLE: N/A
 BY  PRICE PAID: \$10.0M REVENUE MULTIPLE: NA	 BY  PRICE PAID: \$1.4B EBITDA MULTIPLE: 14.0x	 BY  IPO Valuation: \$1.3B REVENUE MULTIPLE: NA	 BY  PRICE PAID: \$165M EBITDA MULTIPLE: 5.9x	 BY  PRICE PAID: \$5.9B REVENUE MULTIPLE: N/A
 BY  PRICE PAID: \$351M EBITDA MULTIPLE: 10.0x	 BY  PRICE PAID: \$1.1B EBITDA MULTIPLE: 11.5x	 BY  PRICE PAID: \$377.5M REVENUE MULTIPLE: 7.6x	 BY  PRICE PAID: \$4.6B REVENUE MULTIPLE: 4.4x	 BY  PRICE PAID: \$1.2B EBITDA MULTIPLE: 15.0x
 BY  PRICE PAID: NA REVENUE MULTIPLE: NA	 BY  PRICE PAID: \$974M REVENUE MULTIPLE: 4.2x	 BY  PRICE PAID: \$2.5B EBITDA MULTIPLE: 15.9x	 BY  PRICE PAID: \$6.5B EBITDA MULTIPLE: 14.2x	 BY  PRICE PAID: \$1.1B EBITDA MULTIPLE: 12.9x
 BY  PRICE PAID: NA REVENUE MULTIPLE: NA	 BY  PRICE PAID: \$550M REVENUE MULTIPLE: 15.0x	 BY  PRICE PAID: \$325M REVENUE MULTIPLE: 6.0x	 BY  PRICE PAID: \$142.5M EBITDA MULTIPLE: 11.9x	 BY  PRICE PAID: \$156M EBITDA MULTIPLE: 4.3x
 BY  PRICE PAID: \$49M REVENUE MULTIPLE: N/A	 BY  PRICE PAID: \$53M REVENUE MULTIPLE: N/A	 BY  PRICE PAID: \$193M EBITDA MULTIPLE: 17.5x	 BY  PRICE PAID: \$125M REVENUE MULTIPLE: 1.8x	 BY  PRICE PAID: N/A REVENUE MULTIPLE: N/A
	 BY  PRICE PAID: \$30M REVENUE MULTIPLE: 10.0x	 BY  PRICE PAID: \$65M REVENUE MULTIPLE: 3.6x	 BY  PRICE PAID: \$55M REVENUE MULTIPLE: 1.6x	 BY  PRICE PAID: \$35M REVENUE MULTIPLE: N/A

>>> MOST IMPORTANT AUTO TECH DEALS BY YEAR: 2017-2021

2017	2018	2019	2020	2021
 BY  PRICE PAID: \$125M REVENUE MULTIPLE: N/A	 BY  INVESTED: \$180M (minority investment) REVENUE MULTIPLE: N/A	 BY  INVESTED: \$500M REVENUE MULTIPLE: N/A	 BY  PRICE PAID: \$50M (14% Stake) EBITDA MULTIPLE: 10.0x	  IPO VALUATION: \$4.8B REVENUE MULTIPLE: 23.1x
 BY  PRICE PAID: \$43.0M REVENUE MULTIPLE: N/A	 BY  PRICE PAID: \$22M REVENUE MULTIPLE: 10.0x	 BY  PRICE PAID: \$720M REVENUE MULTIPLE: N/A	 BY  PRICE PAID: \$263M REVENUE MULTIPLE: 7.4x	  IPO VALUATION: \$827M REVENUE MULTIPLE: 7.5x
  IPO VALUATION: \$2.0B REVENUE MULTIPLE: 2.9x	 BY  PRICE PAID: \$525M REVENUE MULTIPLE: 3.5x	 BY  PRICE PAID: \$2.2B REVENUE MULTIPLE: N/A	 BY  PRICE PAID: \$155M REVENUE MULTIPLE: 7.8x	 BY  PRICE PAID: \$360M REVENUE MULTIPLE: 12x
 BY  PRICE PAID: \$435M* REVENUE MULTIPLE: 8.7x	 BY  PRICE PAID: N/A REVENUE MULTIPLE: N/A	 BY  PRICE PAID: \$1.9B EBITDA MULTIPLE: 16.5x	 BY  PRICE PAID: \$275M (51% stake) REVENUE MULTIPLE: N/A	  IPO VALUATION: \$7.0B REVENUE MULTIPLE: 11.7x
 BY   PRICE PAID: \$680M REVENUE MULTIPLE: 5.0x	 BY  INVESTED: \$385M EBITDA MULTIPLE: N/A	 BY  PRICE PAID: \$4.4B EBITDA MULTIPLE: N/A	  IPO VALUATION: \$730M REVENUE MULTIPLE: 3.8x	  IPO VALUATION: \$1.1B EBITDA MULTIPLE: N/A
  IPO VALUATION: \$1.95B EBITDA MULTIPLE: 8.8x	 BY  PRICE PAID: \$50M (7% Stake) REVENUE MULTIPLE: N/A	 BY  PRICE PAID: €2.9B REVENUE MULTIPLE: N/A	  IPO VALUATION: \$2.5B REVENUE MULTIPLE: 2.1x	  IPO VALUATION: \$8.0B REVENUE MULTIPLE: 30.4x
  IPO VALUATION: \$3.0B REVENUE MULTIPLE: 15.2x	 BY  PRICE PAID: \$205M REVENUE MULTIPLE: 10.0x	 BY  PRICE PAID: \$1.2B EBITDA MULTIPLE: 16.5x	 BY  \$120m Acquisition PRICE PAID: \$120M REVENUE MULTIPLE: 6.0x	 BY  PRICE PAID: \$404M EBITDA MULTIPLE: 11.5x



COMPANIES TO WATCH

>>> MAY COMPANIES TO WATCH



carmigo.io

Carmigo is a seller's best friend. Make the dealerships come to you. We're an auction-based marketplace. Hundreds of dealerships bid every day. Don't sell? Don't pay. Flat \$250 if your car sells. Dealers have access to ore cars, more information and can make better buying decisions.



turnautomotive.com

Turn Automotive is a digital marketplace where all dealers can list, buy and sell inventory, get real time trade appraisals, and even make offers on participating dealer's front-line stock right from the same easy platform.



heycharge.com

HeyCharge's mission is to make EV charging ubiquitous and affordable, starting with retrofitting apartment buildings across Europe. We offer a no-hassle, fast retrofit of low-cost electric vehicle chargers to your residential multi-unit property (e.g., a parking garage below an apartment building). We offer ZERO UPFRONT COST for installation.



stableins.com

Rideshare, carshare, and delivery vehicle owner insurance. Stable is building tools and additional services alongside its insurance product that will help you more efficiently and profitably run your business.



everwash.com

EverWash provides marketing support for the nation's number one car wash membership program. EverWash helps owners and operators increase profits through its turnkey membership program. Its new technologies and innovations include Remote Start, digital sales attendants, and WashX Vehicle Analytics.



summitnanotech.ca

Summit Nanotech's first technology, denaLi™ DLE technology (direct lithium extraction), provides extraction as a service (EaaS) using plug-and-play modular units. Summit's denaLi™ modular units are designed to double yield, reduce GHG emissions, minimize the use of chemicals and fresh water, and cut waste by 90% compared to traditional methods.



addionics.com











Addionics provides specialized improved rechargeable batteries by redesigning their architecture. With a novel and patent pending 3D metal fabrication method, we enhance performance, mileage, safety, cost and charging time of batteries. There are two sides to the company - hardware making smart 3D electrodes, and software where Ai will optimize given structures for given performance attributes.



gouach.com

Gouach invented and produces renewable lithium-ion batteries. Our batteries are designed to last thanks to our patented system of cell replacement. Since lithium-ion cells are now expendable, the BMS is connected and guaranteed 10 years. This way we reduce by 80% the environmental impact of lithium batteries.

>>> 2022 COMPANIES TO WATCH

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
 AWAKE Mobility awakemobility.de	 VOLTAIQ voltaiq.com	 FERMATA ENERGY fermataenergy.com	 designated driver designateddriver.ai	 carmigo carmigo.io	?	?	?	?	?	?	?
 EYEGAGE eyegage.com	 1KOMMA5° 1komma5grad.com/en	 Utilimarc utilimarc.com	 Thumbs Up Referrals Without Asking getathumbsup.com	 TURN Keep your whole-life business turning turnautomotive.com	?	?	?	?	?	?	?
 CEREBRUM cerebrum-sensor.com	 RLP rapidliquidprint.co	 Viaduct viaduct.ai	 EVmatch evmatch.com	 HEYCHARGE heycharge.com	?	?	?	?	?	?	?
 VinAi vinai.io	 VISIONARY MACHINES visionarymachines.com	 OTTOMETRIC ottometric.com	 4 screen 4screen.com	 STABLE stableins.com	?	?	?	?	?	?	?
 CarDana cardana.co	 DriveU.auto driveu.auto	 SOELECT INC soelect.com	 CarmaCare myarmacare.com	 EverWash everwash.com	?	?	?	?	?	?	?
 CHARGE LAB chargelab.co	 LECTRUM lectrium.io	 annotell. annotell.com	 cinch cinch.io	 SUMMIT NANOTECH summitnanotech.ca	?	?	?	?	?	?	?
 Kindred kindredmotorworks.com	 knowsmoke knowsmoke.com	 SECURE THINGS securethings.ai	 RIDE CO rideco.com	 ADDIONICS addionics.com	?	?	?	?	?	?	?
 Bcomp bcomp.ch	 PIONIX pionix.com	 SHIFT5 shift5.io	 Assured assured.claims	 GOUACH gouach.com	?	?	?	?	?	?	?

>>> 2021 COMPANIES TO WATCH

JAN

FEB

MAR

APR

MAY

JUN

JUL

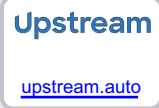
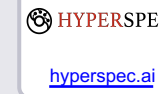
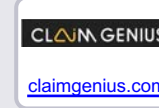
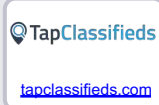
AUG

SEP

OCT

NOV

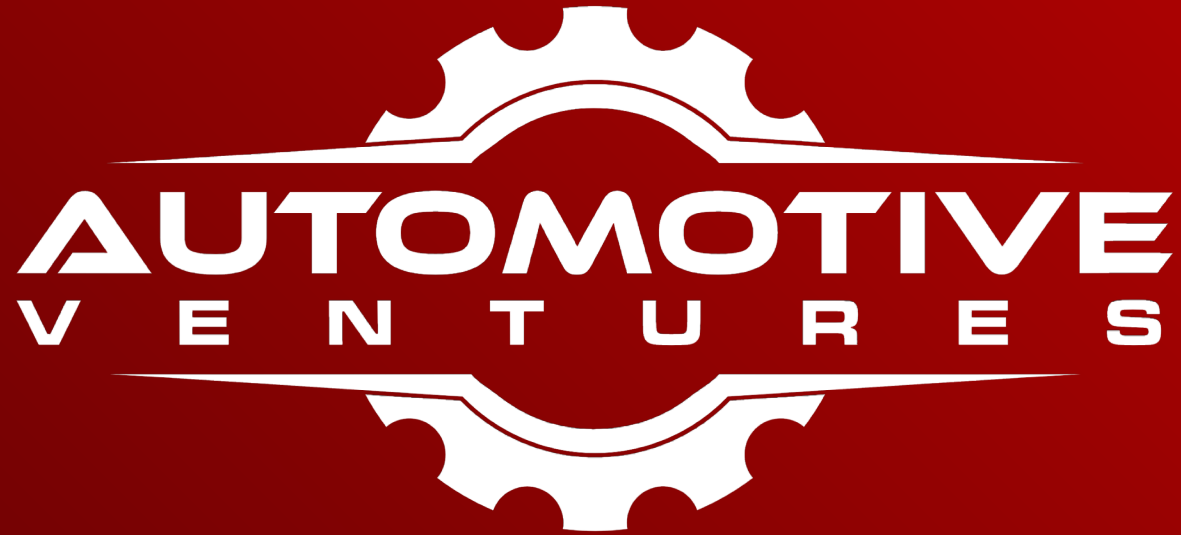
DEC



>>> 2020 COMPANIES TO WATCH

 www.autohub.io	 www.adventresources.com	 www.goquickride.com	 www.dealerpolicy.com	 www.gettacar.com	 https://360converge.com	 www.suresale.com	 www.fluency.inc
 https://square-root.com	 https://autotitling.com	 www.truespot.com	 www.reviver.com	 www.tscpo.com	 www.worktrucksolutions.com	 https://matador.ai	 www.integratedauctionsolutions.com
 https://get.fixdapp.com	 www.autofi.com	 www.driven-data.com	 www.partsedge.com	 www.vinaudit.com	 www.spireon.com	 www.dealerdocx.com	 www.warrcloud.com
 www.dignifi.com	 www.darwinautomotive.com	 www.a2zsync.com	 www.insearchx.com	 www.lotpop.com	 http://wheelstvnetwork.com	 https://zerosum.ai	 https://dataclover.com
 www.privacy4cars.com	 www.digitalmotors.com	 https://astech.com	 www.cbautogroupinc.com	 www.boostacquisition.com	 www.oneauctionview.com	 https://runbuggy.com	 www.revolutionparts.com
 www.generationsdigital.com	 https://getprodigy.com	 www.getspiffy.com	 www.blackwidowimaging.com	 https://acertusdelivers.com	 www.winfooz.com	 www.caroffer.com	 https://drivecentric.com
 www.carletoninc.com	 www.edealerdirect.com	 https://pave.bot	 www.insigniagroup.com	 https://curbside.ai	 www.ravin.ai	 https://understoryweather.com	
 www.autoleadstar.com	 www.carwave.com	 https://offerlogix.com	 www.motiveretail.com	 www.blinker.com	 https://evnusa.com	 www.socialautotransport.com	

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