


**A connected  
user experience  
wins hearts**





 Comodule now

**Alert!**  
Your vehicle is experiencing unauthorized movement...

# Priceless peace of mind

E-bikes are 3x more likely to be stolen than a regular bike. Make your e-bikes theft-proof with digital anti-theft features:



GPS positioning



Digital Lock



Movement Alerts

More than 60% of e-bike riders look for smart safety features when choosing their next vehicle\*

80% recovery rate for stolen e-bikes equipped with Comodule's IoT

\*Comodule's e-bike riders survey with 400 participants. Conducted by Spiegel Institute in June 2022



## Riders will save on insurance

All e-bikes equipped with Comodule's connectivity get a **40% discount on e-bike insurance** at nexsurance\*

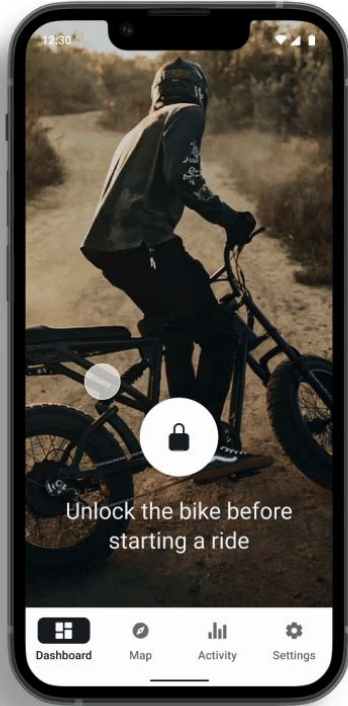
Within a few years, the cost of IoT is covered by savings on insurance



\*Currently available only in Germany

\*\* Price for Comodule's Guardian IoT solution

Insurance price [www.nexsurance.de](http://www.nexsurance.de), e-bike 3000 EUR insured in Nuremberg, Germany



# A seamless digital experience

**Riders are conveniently in control with an app:**

- monitor trip info
- check vehicle status and data
- set ride navigation
- configure and customize e-bike settings

**3 out of 4 e-bike riders value smartphone as an e-bike display\***

\*Comodule's e-bike riders survey with 400 participants. Conducted by Spiegel Institute in June 2022

# Smooth customer support



## Self-service is the best service

within-app FAQ and manuals, predictive maintenance notifications, data-based diagnostics, and over-the-air updates, riders can practically service their own bikes and skip coming to a physical servicing centre



## Data-driven support

Reduce time spent on tickets by tapping into the e-bike's historical data. Turn 5+ service interactions into 1 or 2



Comodule

now

**Great job, you have cycled 3000 km!**

Time to book a check-up. 🚀 See available times.

# Efficient customer communication

## Direct communication with in-app messages to:

- introduce new products and accessories
- invite to test rides or group rides
- send special offers

Messages can be targeted by different demographics with messages filtered by country, vehicle type, gender, age group or bike history

Average open rate\*

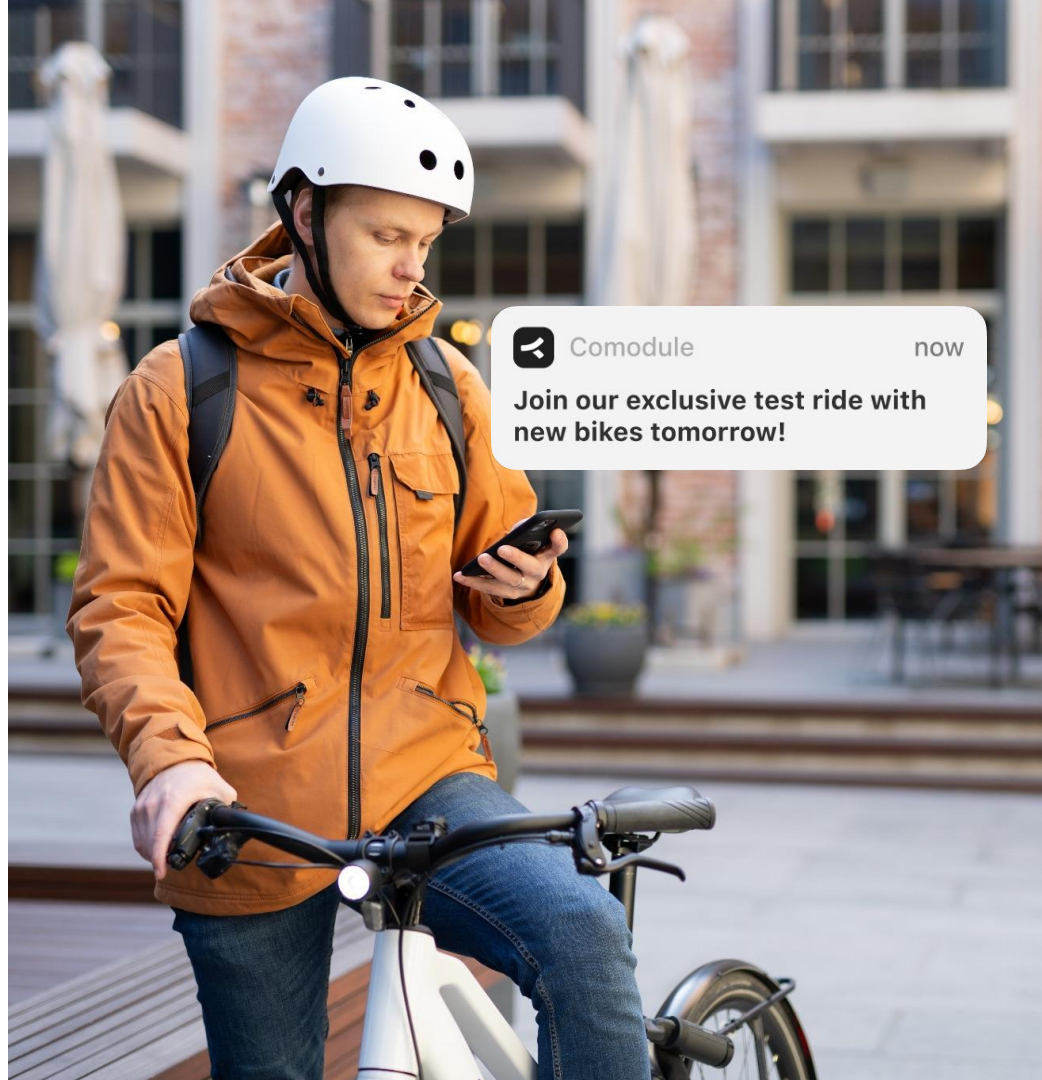
**34%**

In-app  
notifications

VS

**21%**

E-mail  
marketing



\* Comodule's customer data and Hubspot research

Data-based development decisions helped Swapfiets to reduce bike-breakdowns by 66%



## Informed product development

- Save time on manual research and leverage vehicle and rider data to meet customers needs
- Track how often, and which parts of the bike break down over time, to make them last longer

## Explore new regions and business models

- **Gear up for worldwide sales**  
Region-based e-bike settings enable to comply with different regulations
- **Expand your offering**  
Develop new business models and services such as B2B fleets or subscription e-bikes

# Connectivity pays off



## Higher demand

### Potential earnings and savings

-40% discount for e-bike insurance for riders



## More efficient customer support

15 - 35 % reduction in customer service head count as ticket handling becomes more efficient

30 - 60% savings using remote diagnostics



## Improved customer marketing

50% increased user experience and customer engagement, converting into mouth to mouth referrals



## Data based product development

reduce bike-breakdowns by 66%

save on research