



GET ANYONE CONNECTED TO ANY PLACE



Deck | Seed Round Extension | October, 2025

Blurb

Ualabee is a SaaS mobility platform that integrates Transit & Mobility Data from cities, delivering structured information & real-time insights to optimize urban transportation and improve daily commutes.

Deployed in **10 cities** in Latam and **19% Growth MoM**, we present **strong network effects** to secure growth and **long-term contracts** with clients such as **Google Maps** or partners as **Waze** accelerating our go-to-market.

Main
Clients

Google



Maps



YANGO

Quilmes

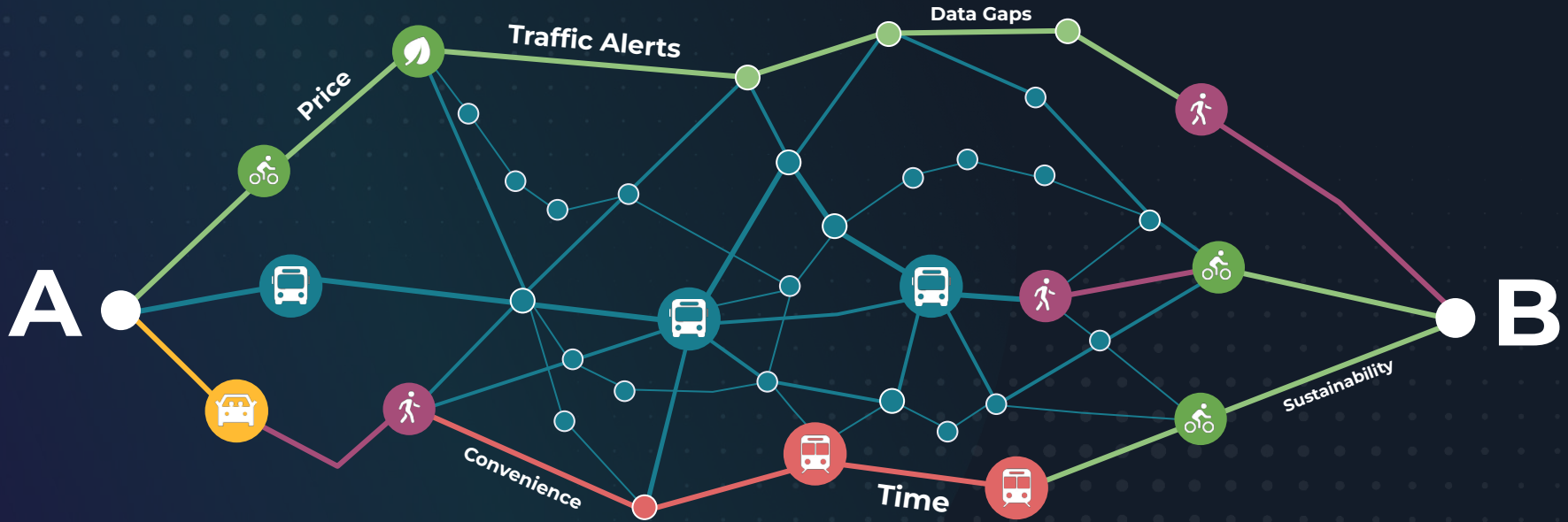
Deployed

4 Countries **10** Cities **673+** Operators



New Mobility: AI Driven Planning

Companies are seeking real-time insights into mobility patterns and traffic disruptions.



Urban mobility is broken

**3 years of our lives wasted in traffic jams,
2% of GDP lost in major LATAM cities,
15% of delays caused by traffic jams.**

Why?

Non-standardized data.

Weak stakeholder coordination.

Limited understanding of user behavior.



We are the **Backbone** for **Connected Mobility**

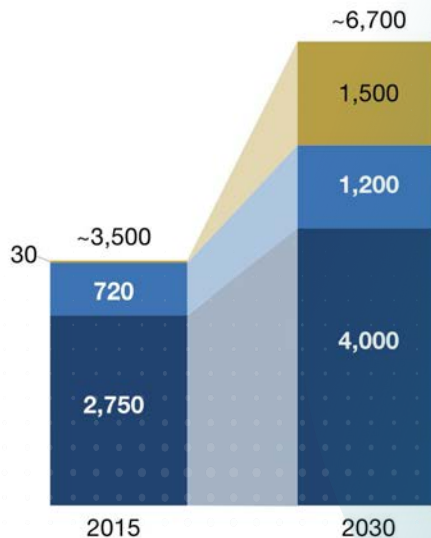


We integrate transport operators and transit alerts in an unique platform,
offering **Data & Real-Time Insights** for people, cities and businesses.

TARGET MARKET

CAGR 17.5% by 2030

Tapping into a massive market with substantial growth potential and few established players like Ualabee



¹Excludes traditional taxis and rentals.

Recurring revenues from new services

- Shared mobility—eg, car sharing, e-hailing¹
- Data-connectivity services—including apps, remote services, software upgrades

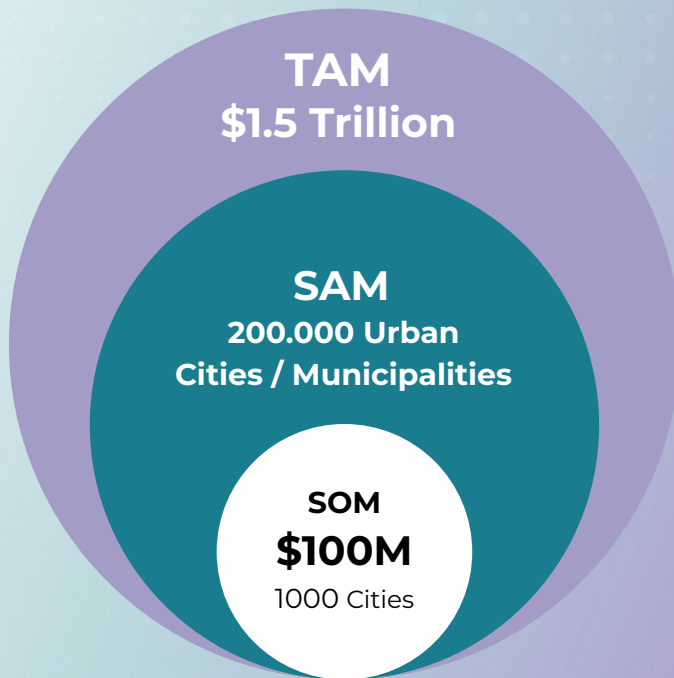
Aftermarket

- Growth from increased vehicle sales

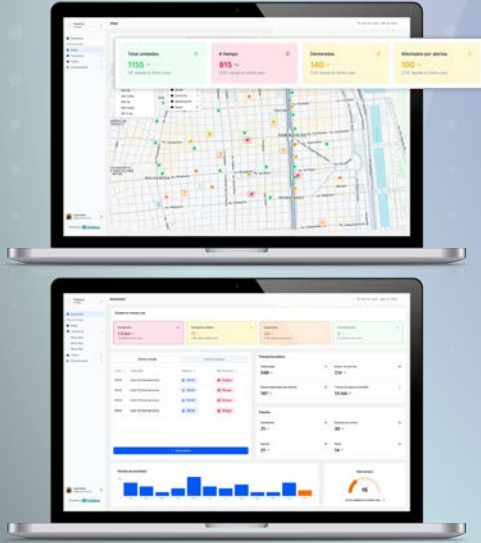
One-time vehicle sales

- ~2% annual increase driven by macroeconomic growth in emerging markets

McKinsey
& Company
New Mobility
Businesses for 2030



B2B Side



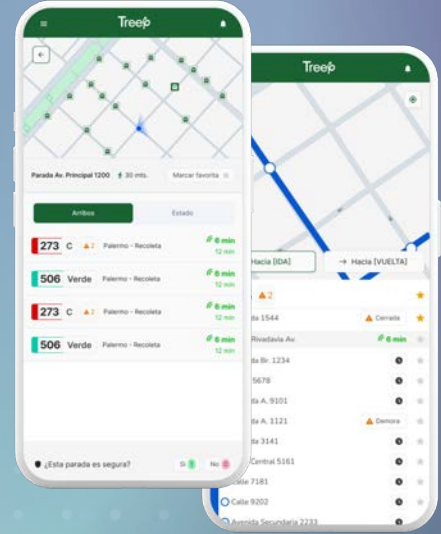
Mobility Behaviour | Transit Alerts
Communication Tools | Impact KPIs

Platform Business Model



Strong Network Effects

B2C Side



Route Planning | Waiting times
Traffic anomalies | Safe commutes

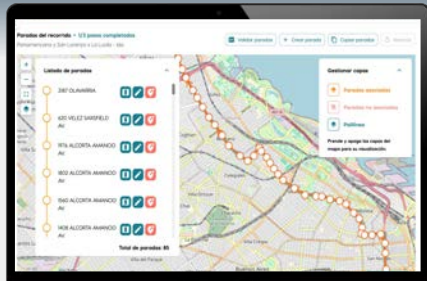
SaaS Solutions for B2B

Three SaaS-based commercial products developed to attack industries needs

APIs

Digitization and Delivery
of Public Transportation Data

Static GTFS | GTFS RT & Alerts | APIs



AVG MRR by Deal = \$2400

INSIGHTS

User Control and
Communication Hub

Alerts Management | Notifications
Map Information | Dashboard

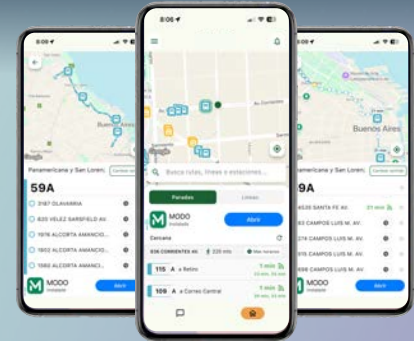


AVG MRR by Deal = \$1100

APP

Accurate and real-time info
to retain your users/clients

ETA | Directions | Customized Info

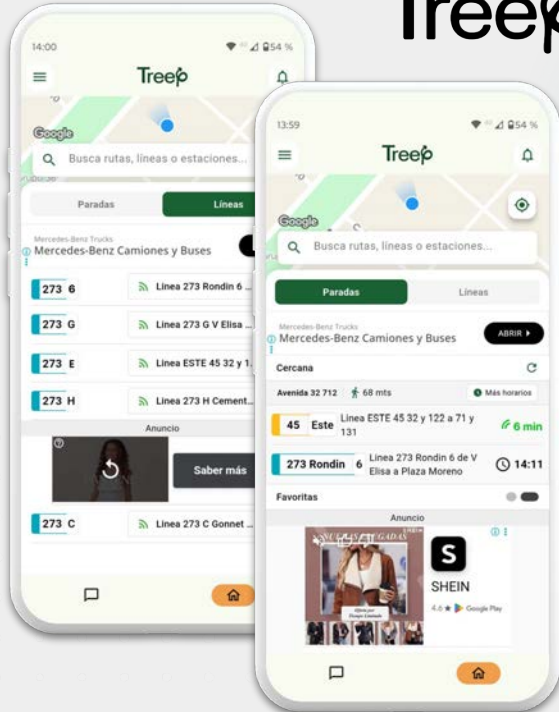


AVG MRR by Deal = \$2000

Treep for B2C

Treep is deployed in 9 cities following a strategic redesign to drive monetization and network effects

Treep



ADS

Google Ads | Customize Ads
\$0,03 by MAU

*\$0,1 by MAU
2026*



TICKETING & WALLETS INTEGRATION

2027

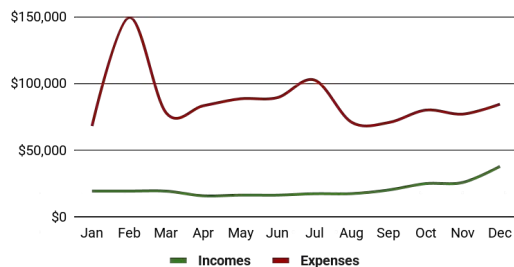


VTC & MICROMOBILITY INTEGRATION

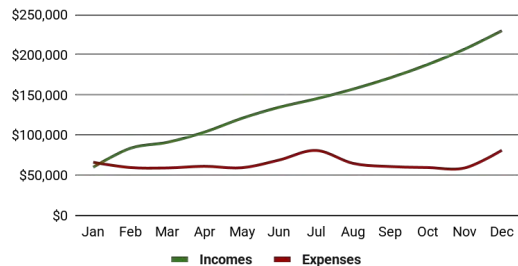
2028

TRACTION

2025 Statement



2026 Projection



We are the backbone of the Mobility Ecosystem, offering an extensive set of out-of-the-box product capabilities

Maps Platform



Transport Operators



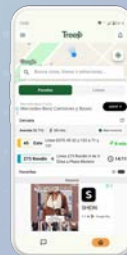
Governments & Multilateral



Logistics & Auto



Users (ADS)



Main KPIs



19% MoM Growth Rate
 \$38K Current MRR
 80% Incomes from APIs
 3Y Avg Deal Duration



Why is Ualabee Unique?

1

DATA PROTOCOL

> 90% GTFS (*) Coverage

(*) General Transit Feed Specification

2

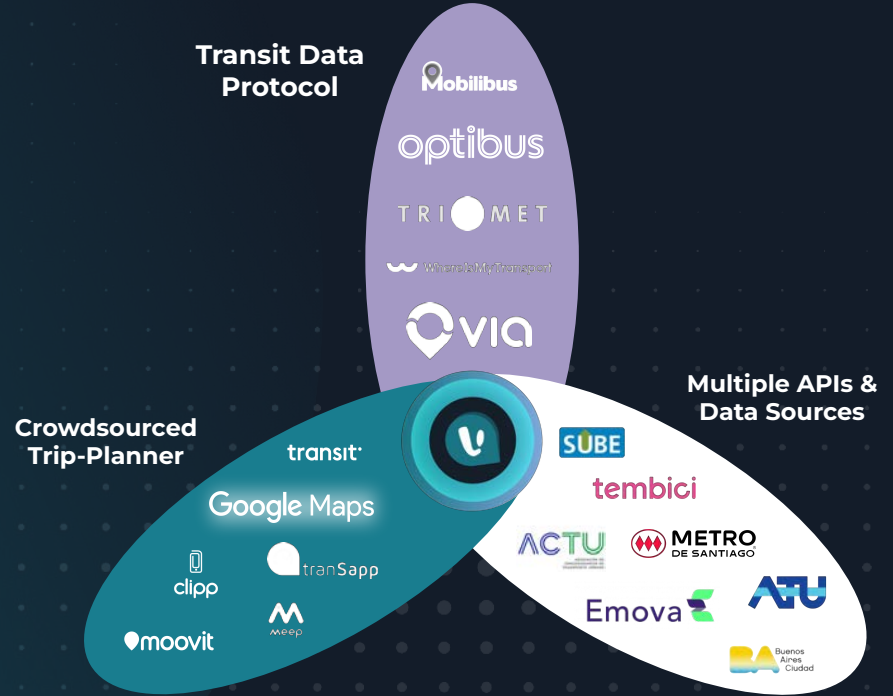
N° DATA SOURCES

x2 Data Sources vs Moovit

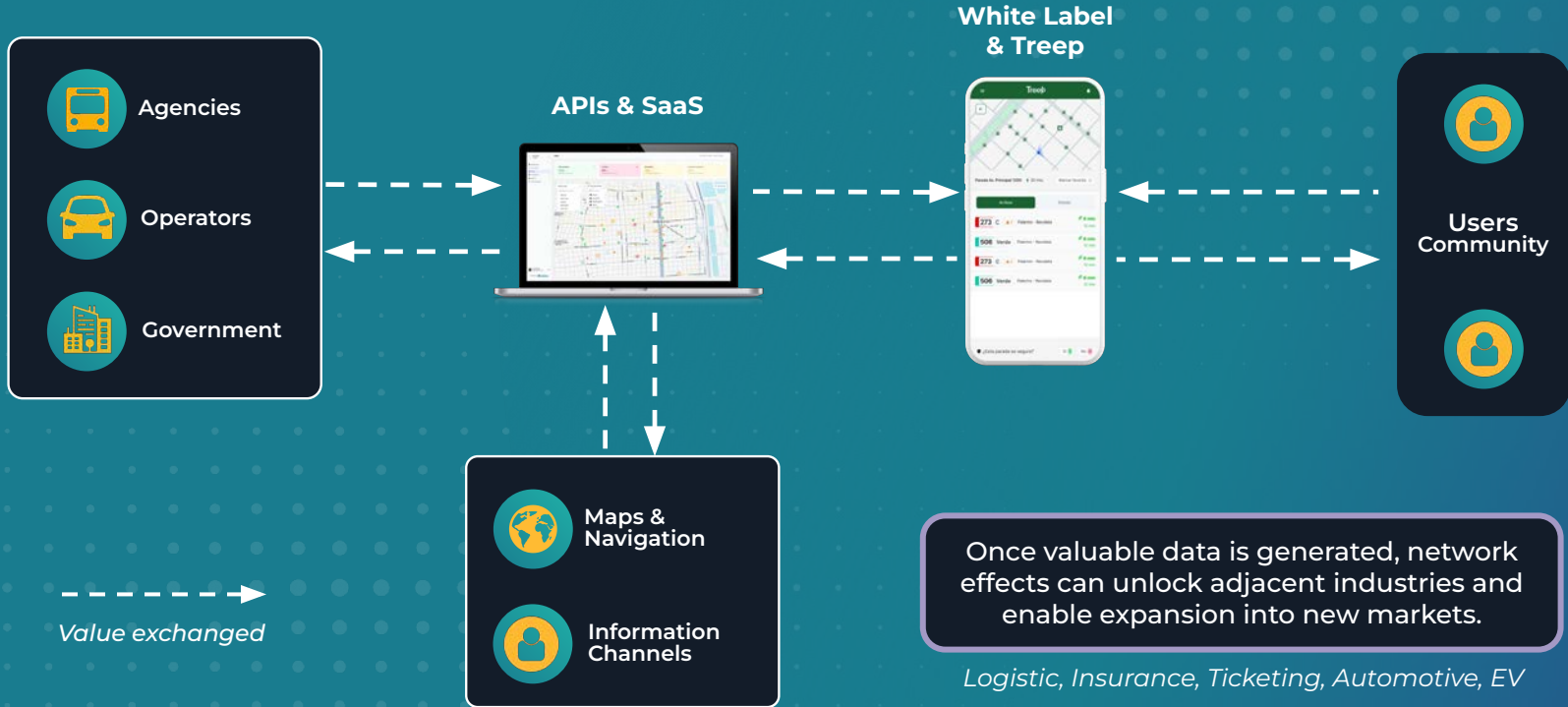
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CROWDSOURCED

3% of Interactions vs 1% Waze



Clients & Network effects



Go-to-market Strategy

1st step: Set-Up

- ✓ City + Transport Associations
- ✓ Static GTFS + Waze Integration
- ✓ Automatic Whatsapp Channels

2nd step: Traction

- ✓ GTFS RT + B2G Upsell
- ✓ Treep/WL official deployment
- ✓ Wpp Channel Users Conversion



















3rd step: Growth

- ✓ Viral Growth + SEO + Partners
- ✓ B2C: New Revenue Streams
- ✓ B2B: Adjacent Markets Deals



Current Status

Ongoing negotiations and footprint

Status	By Country			
	 Arg	 Per	 Mex	 Col
Set-Up				
Traction				
Growth				
Products & Services				
Mobility APIs				
Mobility App		On Negotiation	On Negotiation	On Negotiation
Mobility Insights		On Negotiation	On Negotiation	
ADS		Incoming		



Roadmap & Revenue Projection



PARTNERS

The only company with such deep strategic alliances, enabling a connected ecosystem that drives industry evolution.

Ready to scale globally, backed by Latam's proven model

Cloud Providers



Maps & Navigation



Transport Associations



Payments & Bank



Key City Players



Banks & ONGs



What's next?



Secure major clients like Here, TomTom, Uber. Target AI Big Players like OpenAI or Meta. Partner with management and GPS providers. Pursue global scaling partners (Asia, USA).

Investment Opportunity - Bridge

We maintain same
conditions from last round

\$150K

SAFE, \$7.5M

Post Money CAP



Deadline: December 19th

15+ Cities

Stage 1

\$60K MRR

Break Even:
April 2026

Col & Mex

Market Entry
(5 deals already)



Experience Team

30+ years of experience working in Mobility Industry together



**Joaquín
Di Mario**
CEO



**Alexis E.
Picón Güell**
COO



**Angelo
Rodríguez**
CPO

Top Investors & Advisors



Accelerators & Programs



Main Press & Events



"Most Innovative Urban Solution"



"The transition from combustion to electric will not be a simple 1 to 1 exchange of ICE to EV, but a radical change in ownership and usage models, data & software services"
"Autonomy Mobility World Expo" Paris, 2023

Our Vision

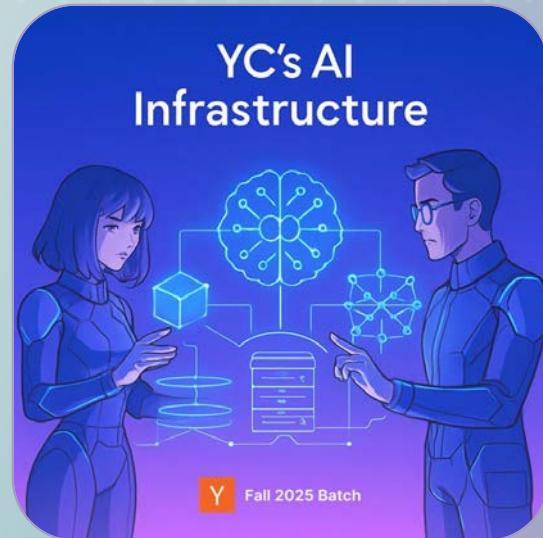


Final Thoughts

"Government consulting with LLMs: \$100B annually spent by governments on consultants to write reports that AI can already generate" YC, 2025 batch

While many companies in our space have failed, we've remained strong by focusing on what we do best: **capturing and delivering data.**

Leveraging our experience, we're ready to lead the AI transformation in both: **Data Scraping and Transit Data Delivery.**



Become the world's leading AI Backbone of Urban Mobility, empowering millions to move smarter.

JOIN OUR TRIP!

Let's build the new mobility together



Joaquín Di Mario

CEO

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