

A close-up, low-angle shot of the rear of a silver Lupa car. The car's body is highly reflective, showing bright highlights and deep shadows. The taillights are illuminated with a warm orange glow. The word 'LUPA' is visible on the rear panel. The background is dark and out of focus.

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PRESENTATION 2021

Fundador

· Carlos Álvarez

Carlos is the promoter of this project. He has been a racing car driver since he was 10 years old, he has been in the world of competition for more than 20 years: karting, single-seater, GT's, etc.

He started a bachelor's degree in economics, but left it to found his first company, Motor Events, dedicated to circuit events. At the age of 24, he founded Tarjeta Boost, a discount company for people who were unemployed. He after he founded Alco Studio BCN, a kitchen furniture factory.

He currently has 5 years of experience in the development of road vehicles as a professional test driver for McLaren Automotive, working with the first prototypes to the final product.



Mentor

. Xavier Serra

Degree in Business Sciences and MBA from the University of ESADE, Barcelona. International Management Program by the universities of HEC, Paris and New York University, NY. Advanced Management Program at Esade and Wharton School of Business, Philadelphia.

He has developed his entire professional career in large companies and various countries. Ceo of Martini & Rossi Portugal; Ceo of Martini & Rossi Brasil; President of Bacardi Latin America America; Director General Bacardi Iberia; President Southern European Region of Bacardi; CEO at Affinity Petcare. Currently, retired, he is an advisor on the advisory boards of several companies.



What is Lupa?

Lupa was born as an automotive company to respond to sustainable and economical mobility. We solve the mobility of people from the first to the last mile.

- Electric vehicles.
- Quality vehicles manufactured in Europe.
- Latest technology.

The Team

- We have managed to gather great minds from the automotive universe to venture together in this challenge.
- All our engineers, technicians and test drivers come from historical companies such as Ferrari, Nissan, McLaren, Renault and Land Rover among others.



R&D

We will design and manufacture a system that will allow the customer to buy the car with or without a battery. The battery can be mounted on any Lupa model in workshops attached to the brand in less than an hour.

What do you do with the car without a battery?

You can sell it second hand. The person who buys it can buy a new battery from us directly.

You sell the car and keep the battery. What do you do with the drums?

You buy another new magnifying glass without battery and assemble it in the attached workshop that the new car provides you.

The battery is more than 10 years old and performance has decreased. Do I have to throw it away?

You can install it inside a PowerHome and thus store energy at home. Giving it a second useful life.

R&D

At Lupa, we want to change the rules. All of our vehicles will come with an integrated scooter, the Lupa QNi.

You no longer have to find a place to park near your destination. You will be able to access to big cities downtowns without problems or places where it is difficult to park the car, pedestrian areas, etc.

The Lupa QNi battery will be charged inside the vehicle, so that you are always ready and that nothing slows you down!!

Engineering

What will Lupa's internal engineering team develop?

The engineering team will be the one who will define and implement the complete product:

It will develop the key characteristics that define the DNA of the vehicle: suspension calibration and stability controls, energy management (regeneration and braking) as well as motor power delivery calibrations and finally durability.

It will define the objective targets for the vehicle's performance as well as its simulation with current technologies.

What will Lupa develop together with Tier 1 suppliers?

The key elements with high added value from the technological point of view: Human - machine interaction, vehicle platform, connectivity and control software for the different vehicle subsystems.

What will Lupa buy as a product for direct application on the vehicle?

Elements with little technological added value, but necessary and mandatory elements for regulations, especially the new safety regulations that come into force in Europe in 2022.

E-26



SPECIFICATIONS E26

25 MIN

CHARGE TIME 80%

350+ KM

RANGE

120 HP

ELECTRIC MOTOR

150 KPH

TOP SPEED

50 KWh

BATTERY CAPACITY

TRANSMISSION

AUTOMATIC

LATEST TECHNOLOGY

CONNECTIVITY

5G

AUTONOMOUS DRIVING

LEVEL 2

EDR

EVENT DATA RECORDER

SAFETY

AEBS & LANE CHANGE ASSIST

ATTENTION MONITORS

DRIVER DROWSINESS & DISTRACTION



SPECIFICATIONS E66

25 MIN

CHARGE TIME 80%

350+ KM

RANGE

140 HP

ELECTRIC MOTOR

150 KPH

TOP SPEED

50 KWh

BATTERY CAPACITY

TRANSMISSION

AUTOMATIC

LATEST TECHNOLOGY

CONNECTIVITY

5G

AUTONOMOUS DRIVING

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PowerHome

PowerHome is a battery that stores energy, detects power outages, and automatically becomes the power source for your home if the power grid stops working.

PowerHome keeps your lights on maintenance-free, fuel-free, and noise-free.

Combined with solar power, it can be recharged with sunlight to keep your equipment running for days.

You can use a new or used battery, giving your car battery a second life.



Products

| Car development and sales estimation (units) | | | | | |
|--|----------------|----------------|----------------|----------------|-------|
| | 2021 | 2022 | 2023 | 2024 | 2025 |
| E26 - Compact | Dev + Bookings | Dev + Bookings | Dev + Bookings | 4000 | 6000 |
| E66 - Last Mile | Dev + Bookings | Dev + Bookings | Dev + Bookings | 4000 | 6000 |
| PowerHome | | Development | Dev + Bookings | Sales | Sales |
| E137 - SUV | | Dev + Bookings | Dev + Bookings | Dev + Bookings | 4000 |
| Total | | | | 8000 | 16000 |

Market B2B y B2C

- People from the age of 18 to 99.
- Car Sharing Companies.
- Rental Car Companies.
- Courier companies (Amazon, Seur etc.).
- Taxis (Uber, Cabify etc.)
- Governments & Official

Locations

Development (R+D)

- Barcelona (Spain)

Production

- Confidential (Spain)

Production (Latam)

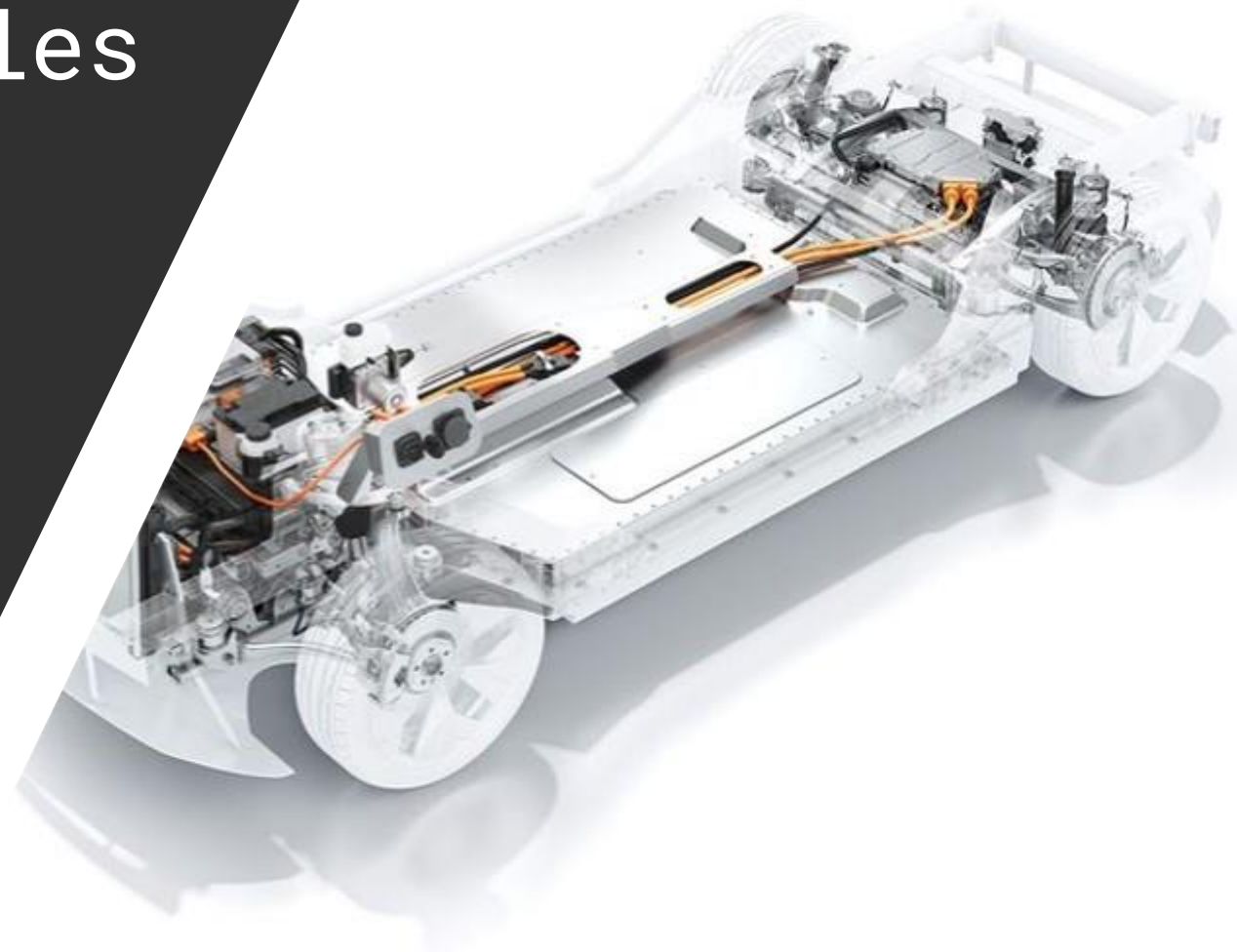
- Uruguay

Sales

- LATAM and Europe

Sales and after-sales

- Online sale with pre-reservation of 100 euros. No Showrooms or intermediaries.
- Deliveries and reviews in attached workshops.



Competence

- No brand offers to be able to buy the car without a battery and, therefore, save more than 7,000 euros on the purchase of the car.
- We are also the only ones who offer the power to use this battery (at the end of its useful life in a car) to store energy.
- We set up from zero adapted to new rules and new production systems
- Extreme cars knowledge brought to a WORLDWIDE AFFORDABLE & SUSTAINABLE car to everyone!



Business Development

· **Isaac Soro**

Thanks to his commercial experience at a local and international level, in addition to reaffirming his knowledge acquired on-field with several Masters, and having acted for different companies and universes such as Industrial, Food, Services ..., he has a very broad and open vision, which gives it the facility to give a quick and efficient response, in the face of disruptive changes in the Status Quo, guaranteeing the commercial success of those companies for which it has provided service.

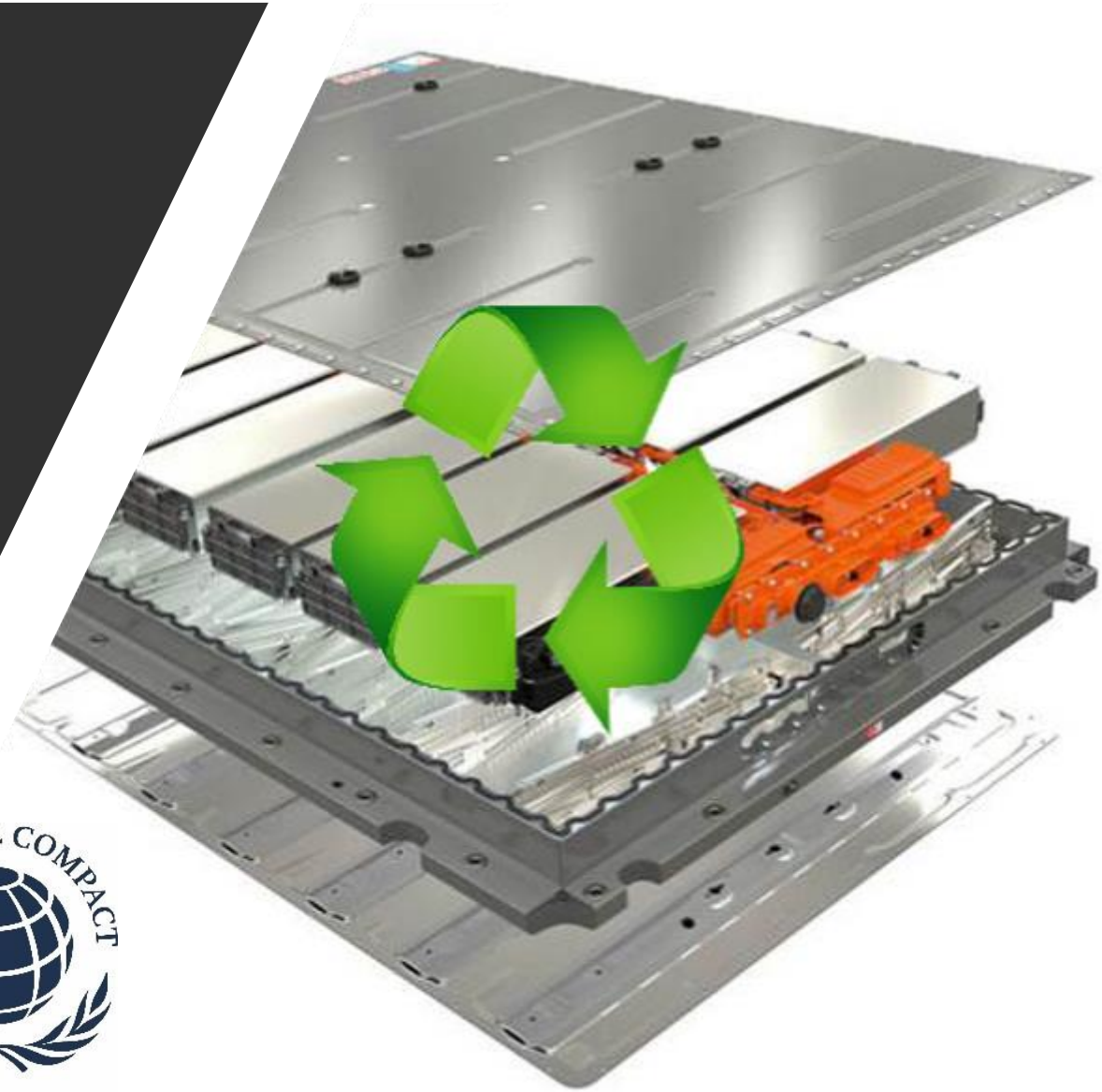


Sustainability

- Lupa has joined the United Nations Global Compact as part of its commitment to sustainability.
- Circular economy: between cars and the PowerHome, featuring the battery a minimum useful life of 30 years.

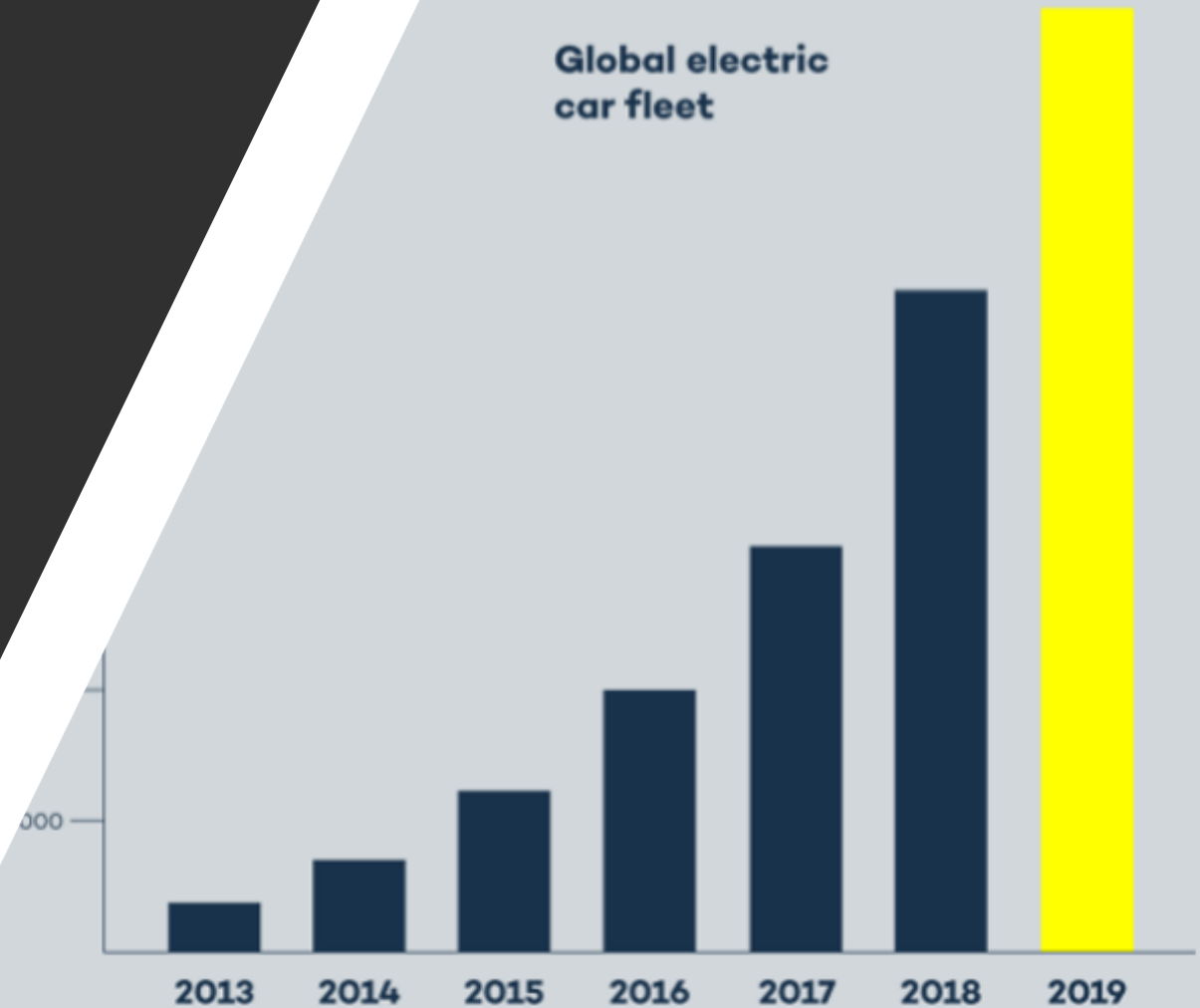


Red Española



Indicators

- Currently, there is 1% of electric vehicles in all of Europe. 10% is expected in 2026.
- 74% of drivers think electric vehicles are the future.
- The next 15 years will always increase sales thanks to state subsidies and a ban on the sale of combustion vehicles across the EU, Latam... & some more regions.





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THANK YOU

