



FLIT TECHNOLOGIES

Flit Technologies

Where are we now?

Dr Michael S. Galvin
Chief Operating Officer

Disruptive Technolgies

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The most recent research shows that there has been \$60bn 'invested' in the ground transport industry and rising.....albeit more slowly

So where are we now?

My analysis is;

- **We have heard plenty about the downsides of new VC funded new entrants**
 - Unfair competition
 - Ignoring legislation and regulation
 - Congestion
 - Air quality impacts
 - Gig economy working practices
 - Drivers working excessive hours
 - Competition with public transport
 - Lower driver standards
 - Fire hosing money around to acquire market share
 - Multi nationals forcing small companies out of business

My analysis is;

- We have heard plenty about the downsides of new VC funded entrants
- **We haven't heard very much about the benefits or other impacts**
 - Improvements amongst low performing companies to compete
 - Consolidation
 - Opportunities for part time working
 - Cheaper fares
 - Nascent sharing services

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- We have heard plenty about the downsides of new VC funded entrants
- We haven't heard very much about the benefits or other impacts
- **We now seem to be in a Ph2**
 - New entrants are competing with each other not to be the good guys
 - Legislation and regulatory compliance are viewed as paramount
 - Funding is slowing
 - The spectre of break even is rearing its head
 - Policy makers are becoming braver
 - Evidence gathering and authorities reports are identifying common themes

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- We have heard plenty about the downsides of new VC funded entrants
- We haven't heard very much about the benefits or other impacts
- We now seem to be in a Ph2
- **So where next?**
 - Early entrants appear to be diversifying (e.g. food deliveries)
 - New and real disruptive technology has started to appear e.g. soft merger
 - Electronic platforms abound
 - Taxi and PH will be accessed through many more 'etailers'
 - Prices will stabilise
 - The impact of policy will halt and almost certainly reduce growth in the sector
 - Safety concerns will be acted upon;
 - National database of drivers and applicants
 - More powers for enforcement officers
 - Minimum national standards

Phase 3

- We will begin to see competition based on real disruptive technology;
- New technology such as Virtual Reality will provide tangible benefits to consumers
- Chat Bots to accept bookings in a much more relaxed way similar to texting a friend
- Consolidation of supply through platform technology
- Demand responsive bus technology becoming common
- First and last mile becoming the commercial battleground as air quality and congestion become unacceptable
- Through ticketing
- MaaS

Any Questions?

Dr Michael S. Galvin
michael.galvin@karhoo.com