

THE  
**MOBILITY**  
FACTORY

**Annual Report 2021**



## INTRODUCTION

TMF was founded four years ago with a clear purpose: to spread the sustainable mobility model together with cooperatives and local communities in different regions. This year has been a unique year due to the challenges that TMF, especially its members, have faced. These challenges have ranged from the latest outbreaks of the pandemic to the substantial increases in electricity prices. Despite this, we are pleased to say that TMF has continued to progress and improve its members' platform and services.

It is also important to point out that our community continues to grow. Four new organizations have joined TMF, and we are now 17 cooperatives in 6 countries. The main TMF application has been completely redesigned, both visually and internally. It is now programmed with the Flutter framework, and many improvements have been added to increase its usability.

The new roaming service between the two Belgium cooperatives, Partago and Coopstroom, allows users to employ cars from both cooperatives indistinctly. We also have launched a new service, the Community App,

which facilitates communication and the organization of large communities. TMF developed the new APP in close collaboration with Dutch member VGA (Vereniging voor Gedeeld Autogebruik), and over 2000 neighborhood communities are now using the TMF platform to organize their groups.

TMF has also made significant progress in its future viability. This year the board members have drawn up a new Strategic Plan, which defines the future of TMF and sets the basis for its growth over the next four years. One of the clear conclusions of the Strategic Plan was that TMF needed additional capital to accelerate its growth. Therefore, TMF, with LITA's platform support, organized a crowdfunding campaign at the end of the year. The campaign ended successfully, reached 264k€, and got the support of 95 investor members who are now part of the community.

Together, in 2022, we want to continue working on the platform by integrating services and providing citizens' communities with confidence and convenience in the transition to sustainable mobility.



## TMF IN NUMBERS BY END 2021

**3,5K**

Users

**6**

Board  
members

**95**

B-members

**240**

e-Cars

**17**

Member Organizations

**4**

Team  
members

**6**

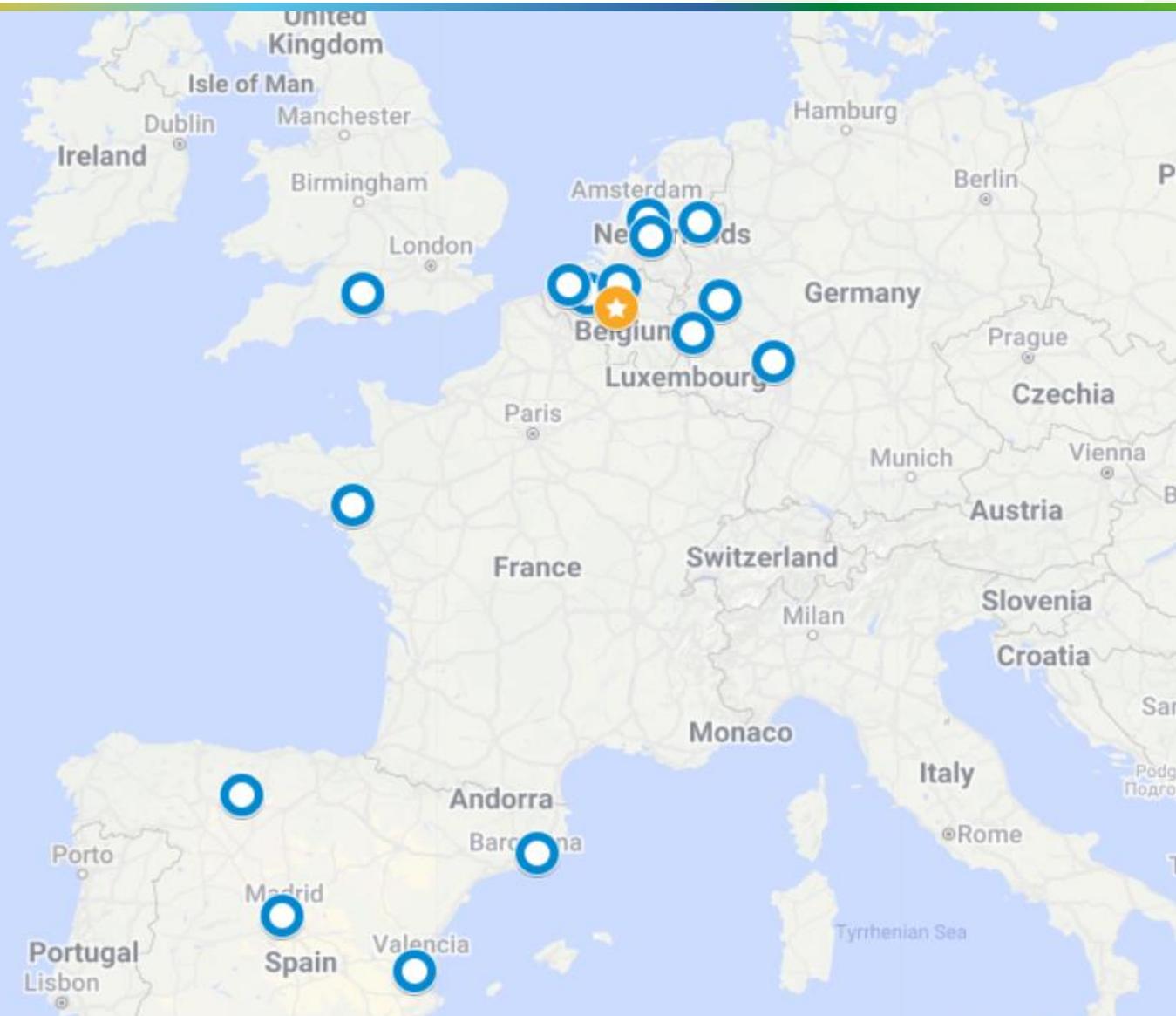
Countries

**581**

Tickets solved

**8**

Newsletter



## FINANCIAL REPORT

Financially, this has been an exceptional year for TMF: ninety-five investors invested **€264,000** in TMF. The additional capital will allow TMF's growth. Overall, the year has been characterized by a significant increase in TMF's size. Substantial increases in revenues and expenses have resulted in a better than expected result, which exceeded forecasts.

In more detail, on the revenue side, we note a significant growth of 75% from €152,000 to €267,000. The cost growth has been slower than the income growth, 71%, from €184,000 to €316,000. The results align with the forecasts presented at the last assembly, with an equivalent income but costs €20,000 lower than budgeted. The result for the year was **-50,000€**, a significantly better outcome than estimated.

INCOME STATEMENT			
	Budget 2021	2020	2021
<b>Income</b>	<b>265.715 €</b>	<b>152.898 €</b>	<b>267.327 €</b>
Sales and services		152.432 €	266.024 €
Other incomes		466 €	1.303 €
<b>Costs</b>	<b>336.121 €</b>	<b>184.733 €</b>	<b>316.704 €</b>
Purchases		84.909 €	78.142 €
Remuneration		37.344 €	68.513 €
Depreciation		48.576 €	58.901 €
Additional costs		13.904 €	111.147 €
<b>Operational Result</b>	<b>-70.405 €</b>	<b>-31.836 €</b>	<b>-49.377 €</b>
<b>Financial result</b>		<b>-1.663 €</b>	<b>-641 €</b>
<b>Result Before Taxes</b>		<b>-33.499 €</b>	<b>-50.018 €</b>

BALANCE SHEET			
	Budget 2021	2020	2021
<b>Total Assets</b>		<b>210.762 €</b>	<b>452.612 €</b>
Fixed assets		162.244 €	142.945 €
Current assets		48.519 €	309.667 €
<i>Cash</i>		18.512 €	273.511 €
<i>Other</i>		30.007 €	36.156 €
<b>Total Liabilities</b>		<b>210.762 €</b>	<b>452.612 €</b>
<b>Equity</b>		<b>11380</b>	<b>243.362 €</b>
Issued Capital	114.000 €	76.000 €	94.000 €
Share premium		0 €	264.000 €
Accumulated results		-64.620 €	-114.638 €
<b>Amounts Payable</b>		<b>199382,08</b>	<b>209.250 €</b>
Long term	90.000 €	0 €	25.000 €
Short term		199.382 €	184.250 €

The balance sheet shows a loss for the current and the previous financial year. The board determines that article 3: 6, §1, 6° of the CCA is applicable and decides explicitly to maintain the valuation in the perspective of continuity for the following reasons:

- The cooperative still enjoys the support of its members, who have the role of investors and, in case of the A-members, of clients.
- The cooperative has so far been able to meet all payment obligations, and there is no reason to believe that this would not be the case in the coming financial period.
- In addition, there has been a capital increase which should ensure the necessary cash flow in the coming years.



## COSTS AND INCOMES

The following tables show TMF's top 10 sources of expenditure as well as the top 10 sources of revenue. The amount invoiced to Partago derived from the Software purchase contract (67k€) and the acquisition of the onboarding flow (5k€).

Among the other highest costs, we can find Invers, the supplier used by TMF to acquire the hardware installed in the vehicles and provides the connectivity platform.

Som Mobilitat's also invoiced part of the Software purchase (22K€) and provides part of the workforce of TMF management as a service to TMF.

During this 2021, we find exceptionally Lita.co which are the expenses derived from the Crowdfunding campaign management.

Partner	Incomes
Partago cvba	83k €
Som Mobilitat SCCL	69k €
VGA	16k €
Vianova Service Gmbh	16k €
COOPERATIE COOPERATIEAUTO B.A.	14k €
CoopStroom cv so	13k €
Coöperatie Hilversumse Energie Transitie U.A.	7k €
eKiwi movilidad. MOVILIDAD COMPARTIDA SO	4k €
EG Elektromobilität GmbH & Co. KG	3k €
Alterna Coop V	3k €

Partner	Cost
Partago cvba	81k €
INVERS GmbH	73k €
Som Mobilitat SCCL	61k €
LITA.co	19k €
Carla Gomez Castellví	16k €
COOPERATIE COOPERATIEAUTO B.A.	7k €
Bofidi Gent	6k €
Strategies and Leaders CV	5k €
Mind the App	4k €
Google Cloud EMEA Limited	3k €

## 2021 HIGHLIGHTS



### PLATFORM DEVELOPMENT & MAINTENANCE

- **The launch of the new App:** The new app has been re-built from scratch using modern app-building technology called Flutter. Using this technology streamlines the development across the whole platform, makes new features possible and easier to develop.
- **New design of the app.** It focuses on improving the user experience and user interface.
- **Community App.** VGA uses the newly developed community APP interface, which provides registration, payment, and group management.
- **New feature process:** TMF has placed a survey to find out the top three needs of each member to define a roadmap for the new development process.
- **Price model** to allow the new Partago price model, the pricing and invoicing capabilities of the platform have improved.
- **Exact integration.** Exact API is now integrated as an invoicing service.



### COMMUNICATION

- **New TMF logo.** It better explains the dynamism, trajectory and vitality that describes TMF and all members.
- **Video presentation of TMF** for the crowdfunding campaign.
- **Telephone hotline.** For urgencies and for general information
- **Consortium (PCC).** Forging the Cooperative Digital. TMF presented in Berlin.
- **Urban Mobility after Covid-19:** Long-term strategies for the sustainable mobility transition in Barcelona.
- **IT 4 Social Economy, workshop.** Organized by Coopdevs<sub>2</sub> from Catalunya, and Coop IT Easy, from Belgium. The Workshop was an inter-operation meeting at European level on IT processes and strategies between cooperatives.
- TMF is one of the organizations that have been interviewed for the study "Promoting

#### CONFERENCES AND STUDIES:

- **The New Common Sense.** The Annual conference of Platform Cooperativism

cross-border activities for social economy, including social enterprises (SE)", which is funded by the EU Program for the Competitiveness of Small and Medium-sized Enterprises (COSME).

- Everything old is new again. A study on the cooperative model of TMF and EVA. It is an evaluation of the legal and governance structures of the shared-services platform cooperatives.

- TMF supported Som Mobilitat in the **Red Movilidad project**, a project granted the Spanish Government. The project's goal was to disseminate the experiences, including tools, of existing initiatives among new cooperative initiatives in Spain. More info <https://www.redmovilidad.coop/>
- We participated in one H2020 call and an EIT subsidy, unfortunately without success.

#### CALLS AND SUBSIDIES:



## SOCIETAL & BOARD

- **4 new members** joined TMF:
  - Vereniging voor Gedeeld Autogebruik (VGA), NL
  - eKiwi Movilidad compartida, SP
  - Vianova eG, DE
  - Energies Citoyennes en Pays de Vilaine (EPV), FR
- **Strategy process.** The Board defined the strategic lines for the next 4 years. This

process was organized in 4 workshop sessions and supported by an external consultancy cooperative (Strategies and Leaders, Gent)

- TMF present in **two digital platforms:** The switchers and Platform Cooperativism Consortium (PCC).





## OPERATION

- **Roaming Inter-cooperative.** TMF has developed the necessary features in the platform to ensure a unique fleet of shared electric vehicles in Flanders, between the cooperatives Partago and CoopStroom.
- **Onboarding flow** Integration. It's a feature that verifies the users' docs. The user is already registered and can start using the car with a few minutes.



## COLLABORATIONS

- **Two Internships:** Erasmus for Young Entrepreneurs via Partago and IASTE exchange student internship via Som Mobilitat.
- Collaboration with expert from Cooperatie Auto (Jan Maarten Fernig) to work on in-car hardware integration and solve hardware related issues.
- External developer contracted from Applifting to accelerate the new app development.
- The team was finally able to meet in person during two live team meetings, in Ghent (Mai) and in Mataró (October).

## OUTLOOK 2022

2021 has been an exciting year that settle the foundations for the years to come. Both the Strategic Plan and the financial support received through the crowdfunding are two catalysts that will enable the enhancement of the platform with new services.

One of the first steps for 2022 will be to expand the technical team to increase the software development capacity. Thanks to the new communication channels with the members, we can identify their specific needs and define a clear road map for the following years.

2022 will also bring a new pricing model to the TMF. This will facilitate the incorporation of new members and boost technological development for communities that need specific features.

In the financial site, the software acquisition loan is expected to be repaid in 2023. At this point, TMF will start to show positive results. In the meantime, revenues are expected to grow steadily with an average annual growth rate of over 50%, driven by the increase in new members and vehicles.

FINANCIAL PLAN 2022 – 2025	
	2022
<b>Underlying assumptions</b>	
CARS (total at end of period)	360
USER-MEMBERS (total at end of period)	25
<b>TEAM</b>	
<b>Total FTE</b>	<b>450%</b>
Coordination & Communication & Admin (FTE)	200%
Development & platform maintenance & support (FTE)	250%
<b>FINANCING</b>	
Loans (debt payment)	15.000 €
Additional services (development, config)	0 €
Funds from Project calls	0 €
<b>COST</b>	
Total yearly cost	368.903 €
<b>REVENUE</b>	
Total yearly revenue	301.955 €
<b>OPERATIONAL RESULT</b>	
Yearly result	-66.948 €
<b>LIABILITIES</b>	
<b>Capital</b>	<b>376.000 €</b>
A-shares	122.000 €
B-shares	254.000 €
<b>Loan</b>	<b>50.960 €</b>
Total other loans	10.000 €
Total platform dept	40.960 €
<b>CASH</b>	
Cash	87.544 €

## TMF NETWORK



Alterna.coop

Valencia, ES  
alterna.coop



Conecta MovEL  
SCM

Madrid, ES  
conectamovelcoop.es



Coöperatie Auto

Culemborg, NL  
cooperatieauto.nl



Coöperatie  
Hilversumse Energie  
Transitie U.A.

Hilversum, NL  
hetcooperatie.nl



Coöperatie  
LochemEnergie U.A.

The Netherlands, NL  
lochemenergie.nl



CoopStroom cv so

Bruges, BE  
coopstroom.be



Courant d'Air

East of Belgium, BE  
courantdair.be



eKiwi movilidad

Castilla y León, ES  
ekiwimovilidad.es



Energiegewinner eG

Cologne, DE  
energiegewinner.de



Energies Citoyennes  
en Pays de Vilaine  
(EPV)

Pays de Vilaine, FR  
enr-citoyennes.fr



Nadder Community  
Energy (NCE)

Tisbury, GB  
nadderce.org.uk



Partago cv

Flanders, BE  
partago.be

RESCOOP.EU

RESCOOP.eu

Belgium, BE  
rescoop.eu



Som Mobilitat SCCL

Catalonia, ES  
sommobilitat.coop



UrStrom eG

Mainz, DE  
urstrom.de



Vereniging voor  
Gedeeld  
Autogebruik (VGA)

The Netherlands, NL  
deelauto.nl



Vianova eG

Mainz, DE  
vianova.coop.de

## TMF BOARD

These organizations are member of the TMF board, each of them is represented by a natural person:

### Elected board members

- **Coöperatie Hilversumse Energie Transitie U.A.** represented by Jeroen Pool
- **Coöperatie Cooperatieauto B.A.** represented by Jan De Kock
- **Energiegewinner eG** represented by Kay Vossenhric
- **Som Mobilitat SCCL** represented by Ricard Jornet Ginesta

- **REScoop.eu** represented by Dirk Vansintjan
- **Partago CV** represented by Joachim Jacob

### Invited board members

- **Coopstroom CV** represented by Karen Bracke
- **LITA.co** represented by Raphaël Beaumo

## TMF TEAM



**Lukas Reichel**

CEO



**Rik Bellens**

CTO



**Tim Alenus**

SOFTWARE DEVELOPER



**Carla Gómez Castellví**

COMMUNICATION &  
PROCESS



THE  
**MOBILITY**  
FACTORY