



□ Revenue (sub)streams

Exemplary levers

Vehicle sales volume	Average ticket size	Penetration rate	Passenger waiting time	Commission fee
Average vehicle price	Number of repair shop visits	Asset value	Mobility fleet operating costs	Share of service subscriptions
Contribution margin	Parts and labor share of ticket size	Average duration of contracts	Modal transport split	Data market value

¹ Independent aftermarket ² Over-the-counter