

Target Audience: Collaboration Partners

*The MHP Team is excellent at what it does. However, we also recognize the fact that we won't be able to do it all alone as reflected in our values: Dependability | Ambition | Innovation | **Co-creation**.*

We will continuously be looking for: (1) Associate Partners (individuals), and (2) Strategic Partners (organizations) who would like to support MHP in both originating future Off-Street Mobility Hub projects as well as implementing them. We see a significant demand for our product and we will need support and a trusted ecosystem of collaborators across Europe.

Specifically, we have identified 20 stakeholder groups that are particularly relevant to our business model.

On the next pages, please consider these stakeholder groups and our project delivery process to understand where you could fit in with MHP. Do reach out to us to discuss how we potentially could come together in future business.

www.mobilityhub-partners.com | **We hope to talk to you soon!**

Target Audience: Collaboration Partners

Thought Leaders
(incl. academia)

Consultants/
Professional Services

Trade
Associations

Real Estate
Brokers

Owners of
Car Parks

Landowners

Transportation and
Mobility Planners

Urban
Planners

Architects

Capital
Partners

Banks

Public Sector Entities
(incl. grants)

Energy Utilities and
Providers

PropTechs

Builders

Modern Mobility Service
Providers

Modern Mobility
Infrastructure Providers

Investment Funds

Energy Infrastructure

Press



Target Audience: Collaboration Partners

<u>Stakeholder group >>>:</u>		0. Project initiator and owner
		1. Municipalities
		2. Real Estate Owners
		3. (Car park) Operators
		4. Other customers and stakeholders
		4.1 Thought Leaders (incl. academia)
		4.2 Consultants/Professional services
		4.3 Trade associations
		4.4 Real estate brokers
		4.5 Owners of car parks
		4.6 Landowners
		4.7 Transportation and mobility planners
		4.8 Urban planners
		4.9 Architects
		4.10 Capital partners
		4.11 Banks
		4.12 Public sector entities (incl. grants)
		4.13 Energy utilities/providers
		4.14 PropTechs
		4.15 Builders
		4.16 Modern mobility service providers
		4.17 Modern mobility infrastructure providers
		4.18 Investment funds
		4.19 Energy infrastructure
		4.20 Press
		5. End-user (out-of-scope)
MHP project phase:		
	00. PRODUCT CONCEPT & -SOLUTION	
	01. MARKET SCREENING	
	02. POTENTIAL PROJECT(S)	
	GATE 01: Prioritize Project(s)	
	03. CONCEPT ANALYSIS	
	04. FEASIBILITY ANALYSIS	
	GATE 02: Sign-off	
	05. OWNERSHIP/GOVERNANCE	
	06. FINANCING	
	GATE 03: Go-Live	
	07. PLANNING	
	08. CONSTRUCTION	
	GATE 04: Building Completed	
	09. OPERATION	
	10. ASSET MANAGEMENT	
	11. RE-FINANCING	
	12. RECYCLING	

Where do you fit in?
Where would you add most value?
Where would you have most fun?!!!