



[www.blockcity.tech](http://www.blockcity.tech) 

Micromobility infrastructure 

Budapest, Hungary 

### Contact info

Szabolcs Szilágyi, CEO 

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### Company Stage

Legal firm (AviBike Ltd.) was registered in February, 2019. Official market entry happened in Q1, 2022.

### Financial Status

The company received \$205k in incubation funding, but seeks for another \$500-800k investment.

### Management Team

► **Szabolcs Szilágyi**, CEO  
Environmental Engineer and  
Regional Economist @BME.

Specialized in urban transitions and sustainable development.

► **Beáta Sindler**, CMO

Marketing & Communications, 20+ years of field experience.

► **Mátyás Abonyi**, CTO

Proficient Mechatronics Engineer and Craftsman.

### Certificates

CE marking, European-scale design and trademark protection.

BLOCK (bi: ɒk) is an urban tech startup from Hungary. Our mission is to popularize urban micromobility vehicle use (cycling & scooter riding) and eradicate theft. We create a more connected and secure urban mobility experience that fosters the development of Smart Cities and is also beneficial for our clients and end users.

### The problem we identified

Is bicycle/scooter theft, which is no doubt a serious issue in every major city. It puts unnecessary pressure on a location's owners and decreases customer loyalty and business income. Carrying and applying a heavy, bulky and expensive portable lock is a burden for most commuters. Cities also struggle to find tangible Smart City solutions with real, measurable benefits.

### So, what is your solution?

We eliminate all aforementioned problems with our tech-enabled Smart Dock System. It is the new generation of public racks, and much more! Our solution prevents theft and speeds up the locking procedure by 3 times thanks to our multipoint locking design. One touch in the BLOCK App and the vehicles are untouchable. We can fit 10 paying BLOCK racks on a regular car parking spot, bringing in more revenue and loyal local customers for our clients. We make life easier by taking the burden of worrying off from the riders' shoulders.

### Any competitors?

Direct competition is scarce, since it's a brand-new market. Only one real opponent emerged before us, the San Francisco based BiKeep. Their business is thriving, they recently closed a \$2m round. Our competitive advantages ensure that we will do even better.

### Competitive advantages, you said?

That is correct. Our product's LCC is 38% less than BiKeep's, provides 2x more protection and generates revenue 14% faster for its owners! We also offer a money-back guarantee and premium services for our users. We also add charging ports to our racks by default.

### Our beachhead market

Is CEE offices, shopping malls and cities. Later on, we will reach the following entities in Western-Europe and North-America: educational institutes, real estate developers, small businesses (gyms, cafés), municipalities, public institutions and railway companies.

### How do you make money?

Our business model is threefold. On the B2B side we lease our Smart Docks to our clients supported by long-term agreements. On the B2C side, users interact with our premium BLOCK application that carries a substantial value (shared parking revenue). Additional revenue comes from provided location-based marketing services for third parties.

### Where are you right now?

After months of development and successful pilot tests, we already work with our first customers. We are actively looking for local and foreign clients and partners to grow our sales and network