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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 8-K

Current Report

Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): January 15, 2019

**DROPCAR, INC.**  
(Exact name of Registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction of incorporation)

**001-34643**  
(Commission File No.)

**98-0204758**  
(IRS Employer Identification No.)

**DropCar, Inc.**  
**1412 Broadway, Suite 2105**  
**New York, New York 10018**  
(Address of principal executive offices and zip code)

Registrant's telephone number, including area code: (646) 342-1595

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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**Item 2.02 Results of Operations and Financial Condition.**

DropCar, Inc. has prepared a corporate presentation to be used in connection with general corporate presentations, a copy which is attached to this Current Report on Form 8-K as Exhibit 99.1. Slides 14 and 18 of the corporate presentation include certain operating results for the three months and year ended December 31, 2018. Such operating results are incorporated by reference into this Item 2.02 of this Current Report on Form 8-K.

In accordance with General Instruction B.2 on Form 8-K, the information set forth in this Item 2.02 and the corporate presentation attached to this report as Exhibit 99.1 is “furnished” and shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section, nor shall such information be deemed incorporated by reference in any filing under the Securities Exchange Act of 1934, as amended, or the Securities Act of 1933, as amended.

**Item 7.01 Regulation FD Disclosure.**

The information disclosed under Item 2.02 of this Current Report on Form 8-K is incorporated by reference into this Item 7.01.

In accordance with General Instruction B.2 on Form 8-K, the information set forth in this Item 7.01 and the corporate presentation attached to this report as Exhibit 99.1 is “furnished” and shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section, nor shall such information be deemed incorporated by reference in any filing under the Securities Exchange Act of 1934, as amended, or the Securities Act of 1933, as amended.

**Item 9.01 Financial Statements and Exhibits**

(d) *Exhibits.*

[99.1](#) Corporate Presentation of DropCar, Inc., dated January 2019.

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**DROPCAR, INC.**

Date: January 15, 2019

By: /s/ Spencer Richardson

Name: Spencer Richardson

Title: Chief Executive Officer



## Overview - Jan 2019

Nasdaq: DCAR

## Disclaimers

This presentation contains "forward-looking statements" that involve substantial risks and uncertainties for purposes of the safe harbor provided by the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical facts, included in this press release regarding strategy, future operations, future financial position, future revenue, projected expenses, prospects, plans and objectives of management are forward-looking statements. Such statements are based on management's current expectations and involve risks and uncertainties. Actual results and performance could differ materially from those projected in the forward-looking statements as a result of many factors, including, without limitation, the ability to project future cash utilization and reserves needed for contingent future liabilities and business operations, the availability of sufficient resources of the company to meet its business objectives and operational requirements and the impact of competitive products and services and technological changes. The foregoing review of important factors that could cause actual events to differ from expectations should not be construed as exhaustive and should be read in conjunction with statements that are included herein and elsewhere, including the risk factors under the heading "Risk Factors" in DropCar's filings with the Securities and Exchange Commission. Except as required by applicable law, DropCar undertakes no obligation to revise or update any forward-looking statement, or to make any other forward-looking statements, whether as a result of new information, future events or otherwise.



NASDAQ: DCAR

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The way the auto industry connects with consumers is **fundamentally** changing.



1,000's of mobility programs re-inventing a \$3.5T+ industry. More everyday.



NASDAQ: DCAR

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NADAQ: DCAR

## McKinsey says this is just the tip of the iceberg...



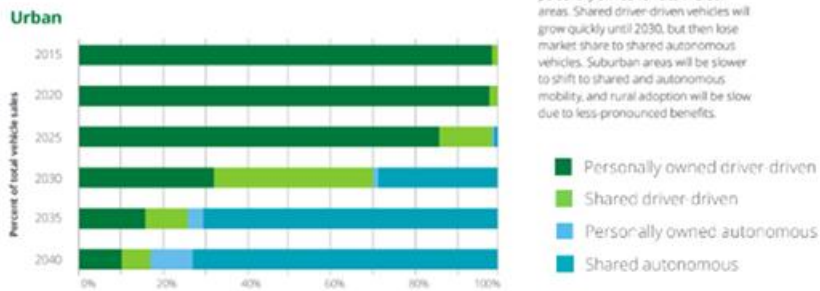
<http://www.mckinsey.com/industries/automotive-and-assembly/our-insights/autonomous-trends-that-will-transform-the-auto-industry>



NADAQ: DCAR

## Deloitte concurs.

Vehicle sales by future state and geographic area in the US



<http://www2.deloitte.com/usa/topics/automotive-technology/autonomous-vehicles/autonomous-vehicles-forecast-2015-2040.html>



NADAQ: DCAR

## The Challenge

The **easier** we make cars to use, the more **complex** they become logistically.



NASDAQ: DCAR

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## A massive opportunity in the making.

- The “fleetization” of 100+ million cars is happening
- Largest operational cost is moving & maintaining cars (\$ billions already being spent)
- Consumers increasingly expecting front door service (adds complexity)
- Field ops & last mile logistics are not CORE value prop for most car companies
- Dealerships also building mobility programs to drive service revenue
- Even traditional fleet managers are light in D2C tech
- Who will infleet, defleet, track, service, store, optimize, *and* deliver all these services to **everyone’s front door**?



NASDAQ: DCAR

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## The go-to **platform** for managing mobility programs.



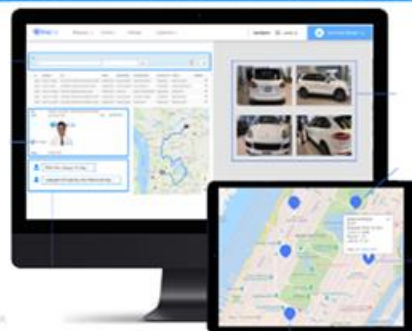
Turnkey, easy to use, logistics technology.



Versatile drivers at the ready.




Growing network of support vendors.




NASDAQ: DCAR

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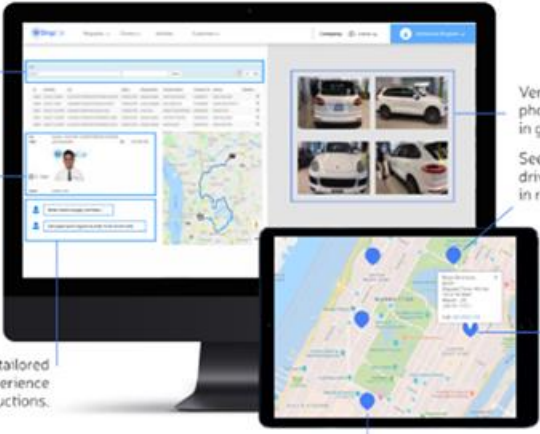


**Mobility Cloud**

OEMs  
Fleets  
Carsharing  
Dealerships  
Retailers  
Consumers



- 100% cloud based
- "Last Mile" vehicle & driver tracking
- Vehicle lifecycle management
- Smarter everyday (machine learning)
- CRM tools for keeping clients informed
- Access via self-serve SaaS, managed service, or API



Searchable trip history.

Manually assign jobs, or let our system automate.

Deliver a tailored customer experience with driver instructions.

Verify driver photos with built in geofencing.

See all drivers & ETAs in real-time.

Optimize driver efficiency.

Arm your support team with precise held info.

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**Driver Network**



### Versatile drivers at the ready.

- Best-in-class vehicle care & transportation
- Turn any mobility program into a **front door** service
- Trained & insured
- Fully integrated into Mobility Cloud
- Available in: NY, NJ, SF, LA, DC, MD
- Billed hourly

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**Service Marketplace**



### Tap into our growing network of support vendors.

- Parking, wash, fuel, repair, inspections - you name it!
- Ability to add your existing vendors
- Fully integrated into Mobility Cloud
- Aggregation lowers cost (increases margin)
- Billed by usage

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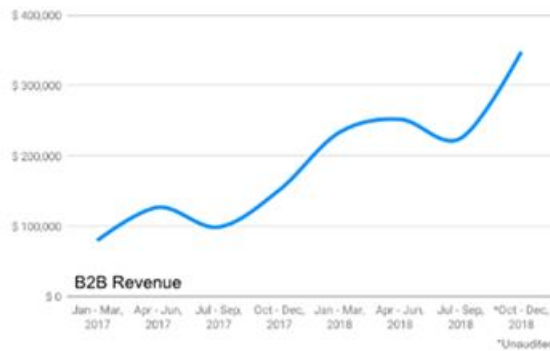
## Auto Service Landscape

DropCar's fully integrated model offers B2B and B2C customers the ability to centralize all of today's single-point solutions into a single platform.



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The space is heating up,  
and we have a **first mover advantage**.



### Growth Game Plan

- Sell to largest & fastest growing influencers
- Dominate the key urban markets
- Differentiate on technology, field efficiency & best in class consumer services

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## Simplifying fleet management.



NASDAQ: DCAR

**GM**

Largest OEM in the US, and one of the fastest growing car sharing fleets.

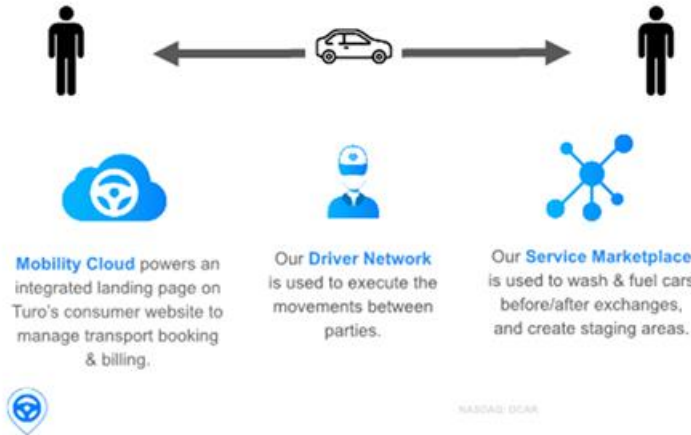
Needed a partner to streamline management of multiple markets, and a platform to digitize operations to service its 200,000+ Maven members.

Successful pilot in NYC, quickly expanded to SF, LA, DC and MD.

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## Enabling frictionless P2P sharing.



**Mobility Cloud** powers an integrated landing page on Turo's consumer website to manage transport booking & billing.

Our **Driver Network** is used to execute the movements between parties.

Our **Service Marketplace** is used to wash & fuel cars before/after exchanges, and create staging areas.



NASDAQ: TURO

**TURO**

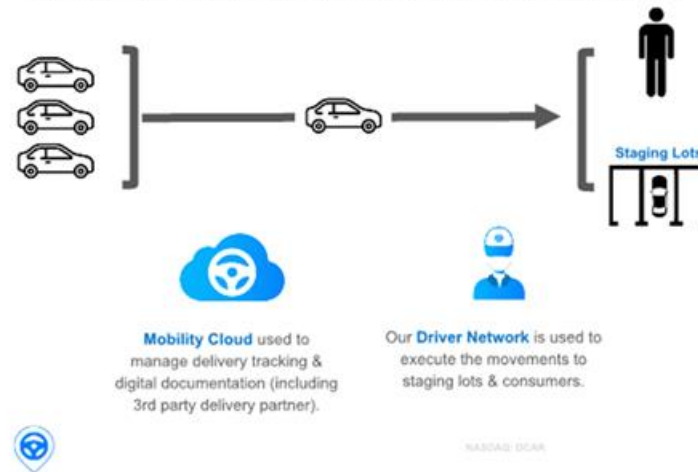
Largest P2P car sharing marketplace in the US ("Airbnb for cars")

Needed a partner that could independently manage the coordination & customer service for their car sharing marketplace and provide vehicle delivery services within it.

Launched partnership Jan 14th, 2019 in SF, LA, DC, and NJ.

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## Optimizing D2C distribution.



**Mobility Cloud** used to manage delivery tracking & digital documentation (including 3rd party delivery partner).

Our **Driver Network** is used to execute the movements to staging lots & consumers.



NASDAQ: TURO



Rapidly growing electric car manufacturer in US.

Needed a partner to help expand the distribution capacity for their electric vehicle line, fulfill demand, help manage sub-vendors, and bring visibility to field ops.

Recent pilots for SaaS in Chicago and vehicle distribution support in NYC led to expansion of relationship and Dropcar services into DC, MD, and NJ.

## Eliminating car ownership headaches at the tap of a button.

- DropCar's in-house direct to consumer product
- 750+ Self-Park subscribers across NYC
  - Discount monthly parking
  - ~\$2.6m ARR\* (~40%+ margin\*\*)
- Personal car concierge (\$25/hr)
  - Replace Uber/Lyft with your OWN car
  - ~\$450k ARR\* (~30% margin\*\*)
- Potential to integrate mobility programs directly into our app for sale

\*Annual Run Rate (ARR) based on unaudited FY 18 Q4  
 \*\*Unaudited estimate of marginal revenue, excl. semi-fixed costs shared across all products & services



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A partnership to **accelerate** the  
autonomous future.



A **single destination** that fleets, dealers, OEMs, and retailers can launch & manage mobility programs today, while extending their value to include the benefits of fully autonomous vehicles.

NASDAQ: DCAR

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