

TWIKE



First test drives with rider test vehicle of the TWIKE 5

On the way to the prototype, the completion of the driver test vehicle is an important milestone for the market launch of the TWIKE 5. In addition to technical and logistical challenges, however, the project still faces financial challenges.

Rosenthal, 17.10.2023 – Nine years have passed since the new TWIKE 5 development was launched. Nine years in which all those involved have overcome countless hurdles to realize their vision of a lightweight, powerful and at the same time comfortable and suitable for everyday use, but above all „cool“ in the purest sense of the word, mobility solution for a sustainable future. Building on the experience of more than 35 years of vehicle history, since its origins as a velomobile, the TWIKE also sees itself as a community project to this day. Accordingly, TWIKE CEO Martin Möscheid already announced the current status of prototype development in the community live chat at the end of August.

A further milestone has been reached with the completion of the driver evaluation vehicle (FET), consisting of the TWIKE chassis with frame, the suspension, the drive unit, the electrics and electronics, and even the software. The roadworthy basic chassis was put into operation last week and now offers extensive opportunities for practical testing of the driving characteristics and further optimization and tuning of all vehicle components, right through to step-by-step adaptation of the body and interior.

„Even the first driving impression is convincing. Things are now hanging together in such a way that there are not many steps left,“ Möscheid explained. In the meantime, the first wiring has also been completed, for which Möscheid had predicted some more challenging night sessions in the interview.

As well as continuing to perform demanding technical tasks, the TWIKE team also has a lot to manage logistically and financially. For example, a significant proportion of the components needed for the subsequent series production of 500 planned vehicles must be ordered, stored and paid for by around 600 suppliers.

As longer delivery times have to be calculated for many components and orders can often only be placed in full quantities, Mörscheid anticipates a total liquidity requirement of around EUR 6 million in the coming months. In order to be able to start series production next year, the TWIKE makers are continuing to rely on the power of the community.

So far, almost 2,400 pre-orders have been received for the limited series of 500 TWIKE 5 vehicles. Who gets a vehicle does not depend solely on when the order is placed. A down payment on the purchase price increases the chances by improving the individual ranking. The current status can be tracked online. In this way, around 360 vehicles are currently reserved for the time being. To cover the increasing liquidity requirements, Mörscheid is therefore counting on further advance orders with advance payment as well as on topping up advance payments already made, which can secure the relevant position in the ranking.

If the first 500 buyers in the ranking each pay a base of around 20,000 euros in advance, we can provide the necessary liquidity over the period," Mörscheid calculates in the interview. Should this not be possible in full, Mörscheid says this would result in a delay to the project, which everyone involved would like to avoid as far as possible. Against this backdrop, cooperation with external investors is also not taboo, even if strong identification with the TWIKE philosophy is always a prerequisite here.

In the spirit of crowd innovation, communication with the TWIKE community and future as well as potential users remains a priority. This is also expressed in monthly Saturday events in Rosenthal. The TWIKE developers not only use these events to provide information on current topics and the status of development, but also provide feedback in a direct exchange that can be used constructively in the development process.



Contact

Stefanie Feußner
Office Manager
fon +49 (0) 6458 1392
stefanie.feussner@twike.com

TWIKE GmbH
Feldgasse 6
35119 Rosenthal
Deutschland
press@twike.com
www.twike.com

About TWIKE

The TWIKE is a highly efficient, highway-capable, three-wheeled electric vehicle for two people. The lightweight construction-optimized and muscular power-assisted vehicle concept stands for a new form of sustainable mobility, sophisticated design and a unique driving experience.

The TWIKE company is based in the Hessian Burgwald town of Rosenthal, where Germany's most innovative vehicle is developed and built. TWIKE 3 vehicles are currently being serviced and maintained in the vehicle manufacture, which as a passive house symbolizes the company's sustainable orientation. With the recent expansion of the room capacities and the change in the production processes, ten TWIKE 5 will soon be manufactured per week.

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