

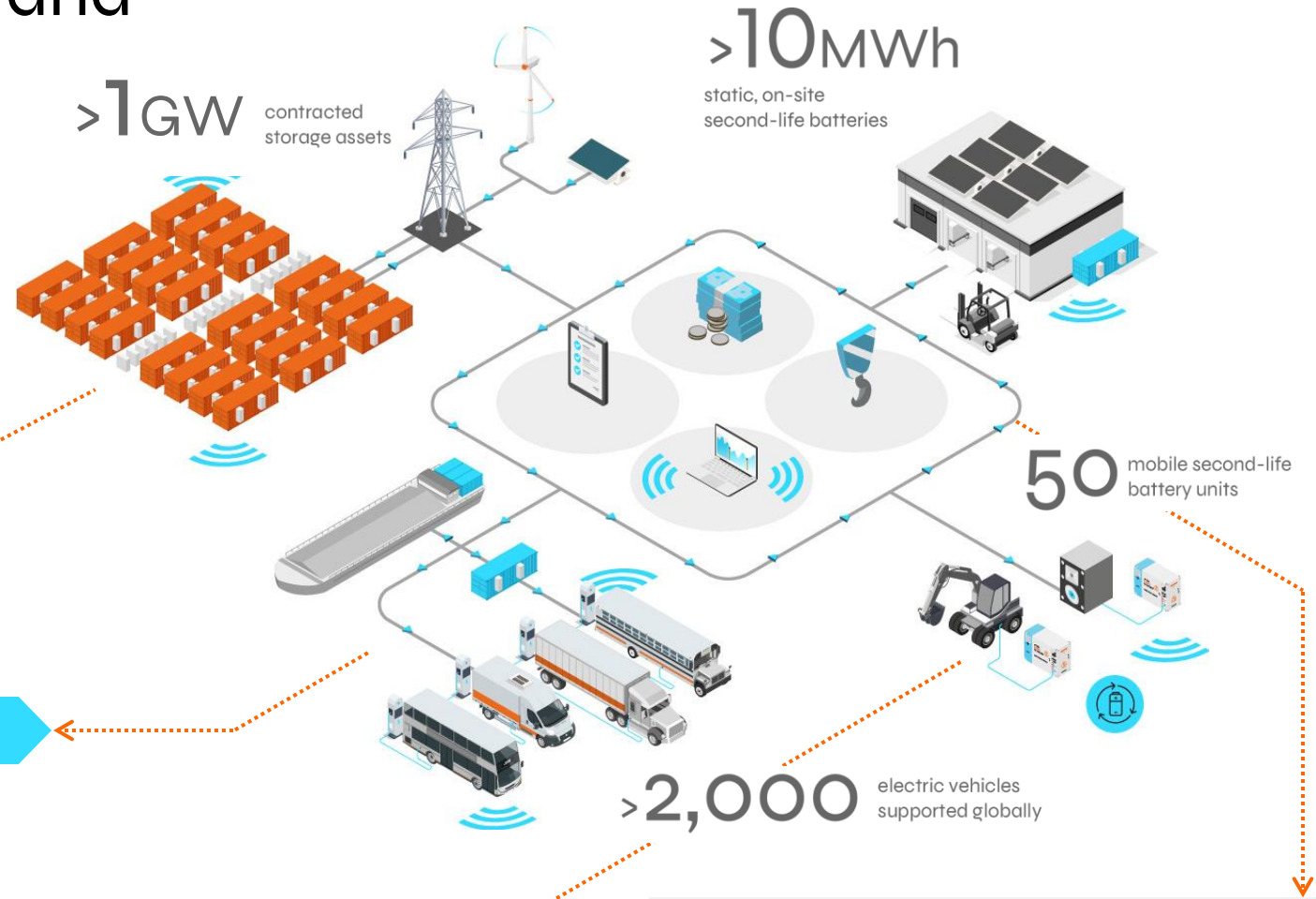


# Breaking Down Cost Barriers and Optimizing Batteries for Fleets





Backed by >\$2bn, Zenobē designs, finances, builds and operates **battery-based services**.



1. Network infrastructure

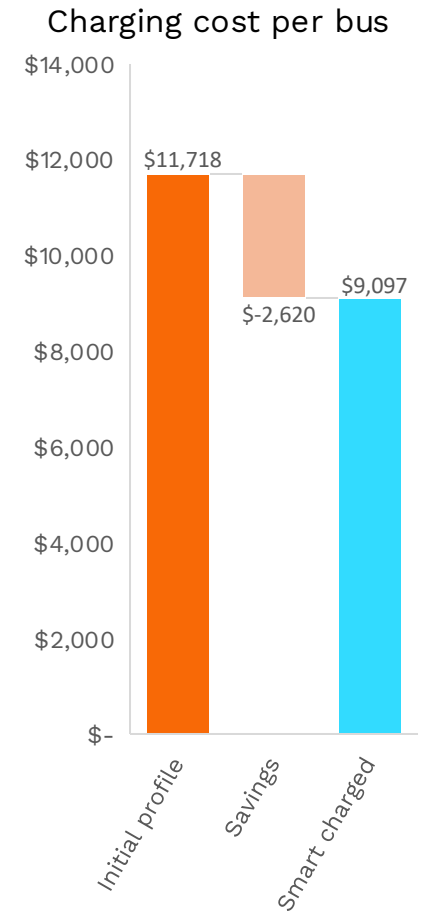
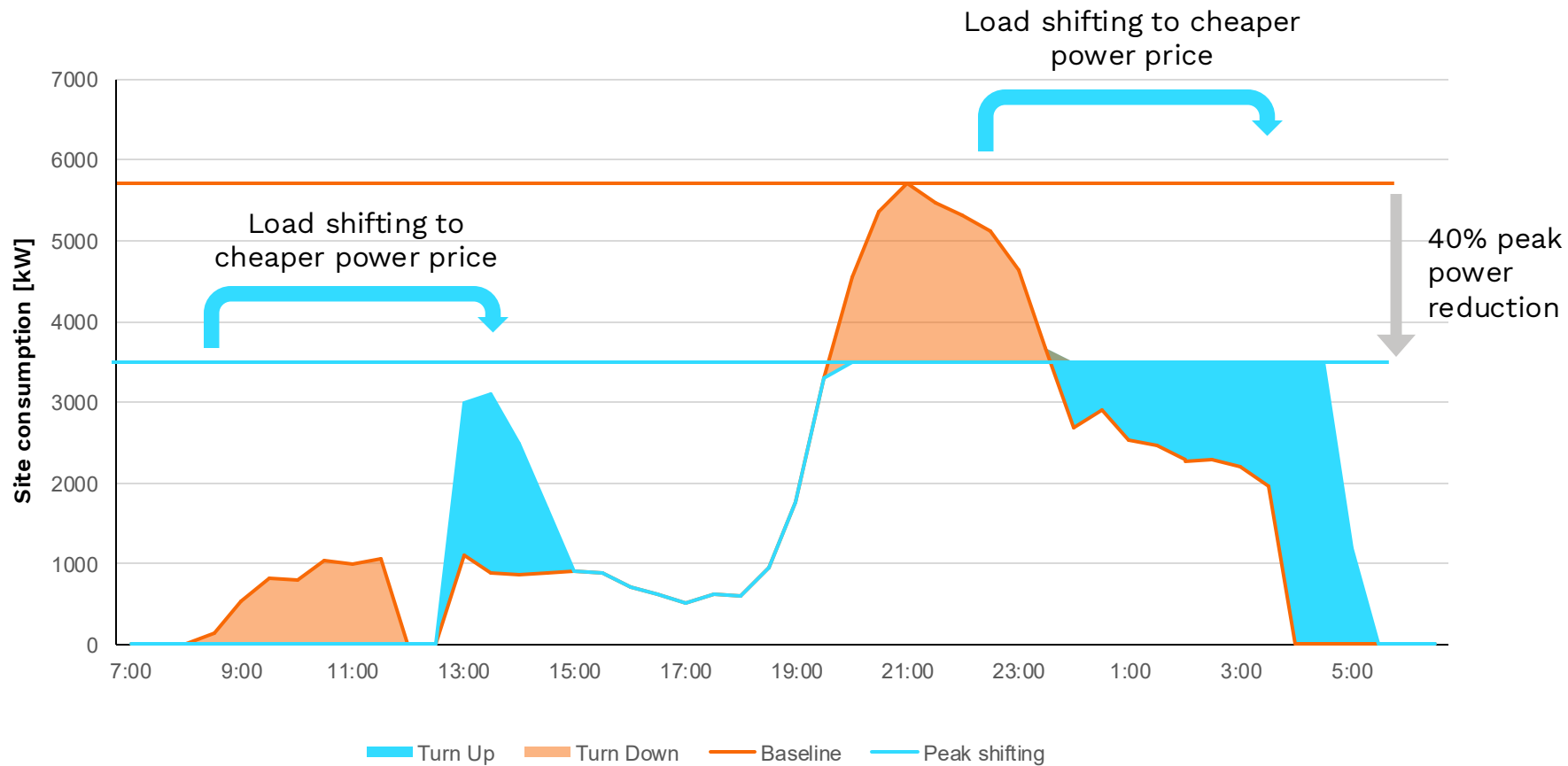
2. Fleet electrification

3. Second life batteries

We offer financing, operational support, software management and construction to help de-risk our battery storage and fleet electrification offerings.



# Smart charging can save **over \$390,000 per year** at a depot with 150 electric buses

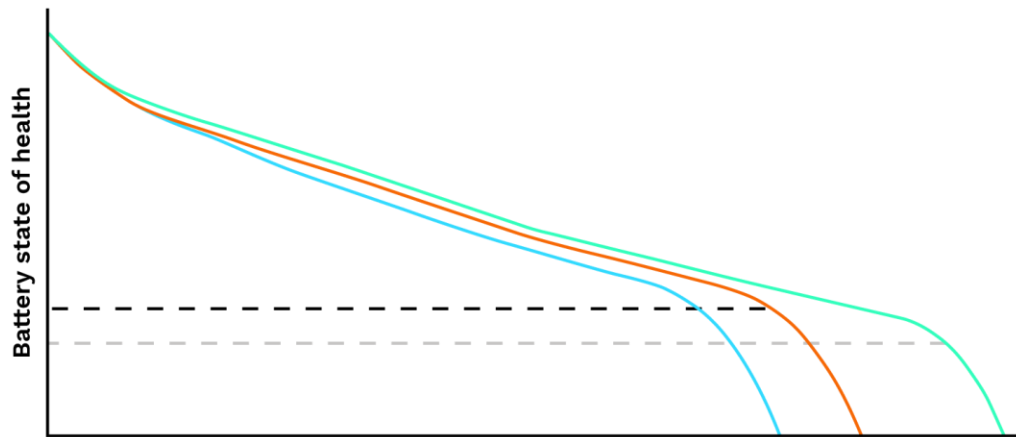


Based on example depot with 150 buses



# Slower battery degradation means a longer first life...

- + Route reallocation allows you to use your buses less on average and spread out the degradation of the fleet
- + Smart charging can reduce the rate of degradation
- + Reducing degradation pushes back the 'knee point' of the battery, making it usable for longer



- Base
- Route reallocation
- Route reallocation + smart charging
- - - Kneepoint without smart charging
- - - Kneepoint with smart charging

# And ability to repurpose in a second-life

- + Reduces their cost in their first life on a vehicle
- + Removes risk associated with battery warranties
- + Incentivizes energy optimization and management of battery degradation
- + Reduces associated costs





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