

+ Expression of Interest (EOI): Zenobē Fleet  
Electrification Program-

**ZENOBĒ**

# About Zenobē

**Zenobē** is an international fleet electrification and battery storage specialist, operating across Australia (Sydney and Melbourne), New Zealand (Auckland) and globally. Founded in 2017 in the UK, the company has grown to more than 380 FTEs across three continents, bringing together expertise in electrical engineering, software, data science and structured energy finance.

Zenobē is backed by leading infrastructure investors including KKR and Infracapital, enabling long-term capital deployment at scale into clean transport and energy assets. Today, Zenobē supports over 3,400 electric commercial vehicles across 122 depots globally and is the largest owner and operator of electric buses in Australia, New Zealand and the UK. The company has deployed significant capital into fleet electrification and battery storage infrastructure, including over 1.3GW of grid-scale battery assets in operation or under construction in Great Britain, alongside major investments in depot charging infrastructure for heavy transport fleets around the world.

By combining deep transport experience in transport operations with energy market and storage capability, Zenobē enables fleet operators to electrify at scale while removing upfront capital requirements, grid constraints and operational risk.

# Overview

Zenobē is inviting **Expressions of Interest** from heavy-vehicle fleet operators across Australia to participate in a \$100 million fleet electrification program.

This program is designed to remove the key barriers to electrification by offering **fully financed, de-risked solutions that maintain operational performance** while reducing total cost of ownership.

Unlike traditional grant programs, Zenobē provides **a fully integrated, long-term commercial solution**, including:

- + **Charging-as-a-Service (CaaS)** – no upfront infrastructure cost
- + **Electric-Vehicle-as-a-Service (EVaaS)** -no upfront capital cost for all assets
- + **Energy optimisation** to reduce peak demand and electricity costs
- + **End-to-end delivery:** design, build, finance, operate and maintain

# Program scope

We are now **seeking partners** who:

- + Operate medium to large fleets of heavy commercial vehicles (typically 10+ vehicles with GVM  $\geq$  4.5 tonnes)
- + Have depot-based operations or predictable duty cycles, including end-to-end heavy haulage routes
- + Are planning electrification within the next 12–36 months

**Target sectors** include:

- + Logistics and freight
- + Waste and municipal services
- + Bus and passenger transport
- + Service and utility fleets (e.g. energy, industrial, construction sectors)

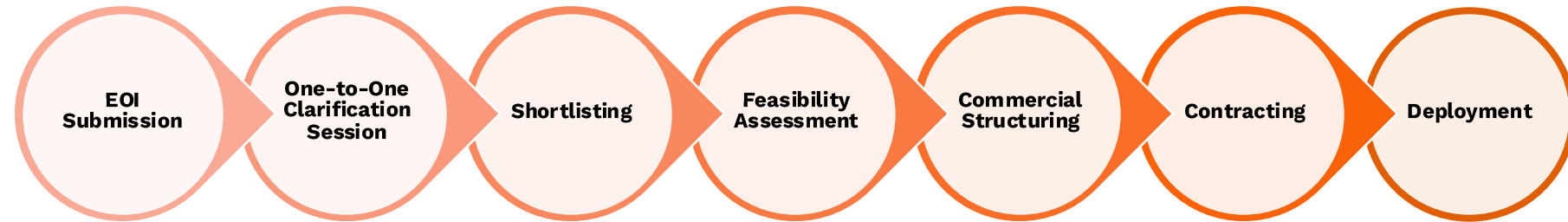
# Program benefits

Selected participants will gain access to:

- ✓ Up to \$100M in capital deployment across multiple projects
- ✓ No upfront cost for assets and charging infrastructure
- ✓ Fully managed charging and energy solution
- ✓ Optimised energy costs through smart charging and demand management
- ✓ No-cost feasibility, design and commercial proposal development by Zenobē (full system design and pricing for participant review prior to commitment)
- ✓ Reduced exposure to:
  - Electricity price volatility
  - Grid capacity constraints
  - Technology and residual value risk
- ✓ (Optional) integration of on-site battery storage/ solar panel

# EOI Process

This EOI is the **first stage** of a structured engagement:



**One-to-One Clarification Session:** Following the EOI submission, a one-to-one clarification session will be organised with respondents. The session will cover:

- + Program structure and commercial models
- + Clarification of fleet and operational requirements, depot and infrastructure considerations, EV experience, and deployment targets
- + Q&A with the Zenobē's team

# Evaluation criteria and timeline

## Submissions will be assessed based on:

- + Fleet size and decarbonisation impact
- + Operational suitability (duty cycle, utilisation, vehicle/battery suitability)
- + Depot and grid feasibility
- + Readiness and implementation timeline
- + Willingness to engage in a long-term partnership model

## Indicative timeline

EOI opens: 23 April 2026

EOI close: 03 June 2026

One-to-One Clarification Session:  
after submission

Shortlisting: 2-4 weeks post close

Feasibility Phase: 1-3 months



# How to apply

Please complete the [EOI Response Form](#)

## **For enquiries:**

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