

EP Tender

Range extending module for smart phones



Jean-Baptiste Segard, Founder & CEO

21 October 2015, TBB, Berlin

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Modularity, to satisfy our peak usage



Peak range



Daily range



EP Tender

Range extending service for Electric vehicles

Jean-Baptiste Segard, Founder & CEO

31 October 2015, TBB, Berlin

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The proposed service





Roadmap

2020 Objectives:

- 1 400 tenders
- 16 000 clients
- 6m€ turnover



2012-2014

2015

2016

2017

2018-2020

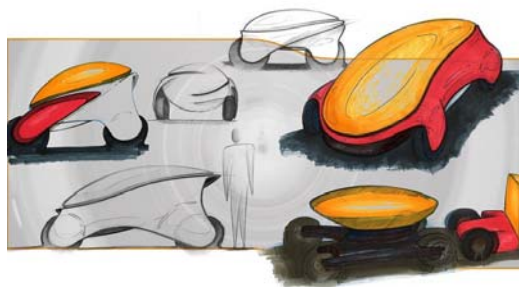
Demonstrator

Preseries and
fundingField test in
France: 50
vehicles, 5
TendersCommercial
Launch in France +
field tests China,
US, other EuropeCommercial
launch China, EU,
US

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Competitor









EP Tender is a real solution to a real problem,
on a large and global market...

**With a meaningful contribution to the better good
of our common environmental future !**

9 Find out more tbb.kic-innoenergy.com

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Thank you
Any questions?

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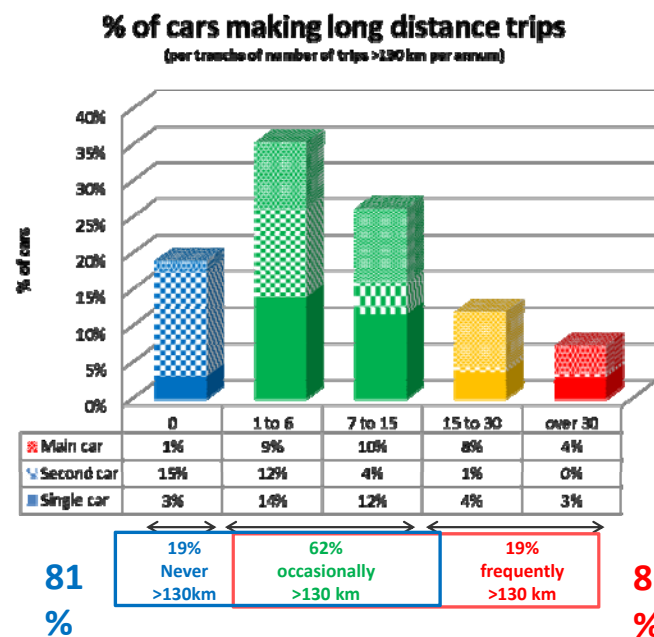


2030 Vision :

Vehicles are clean, lean, connected and autonomous. Their range is adequate for daily usage. During long distance trips, a self hitching energy module (a Tender) complements their internal energy storage.



Car usage:

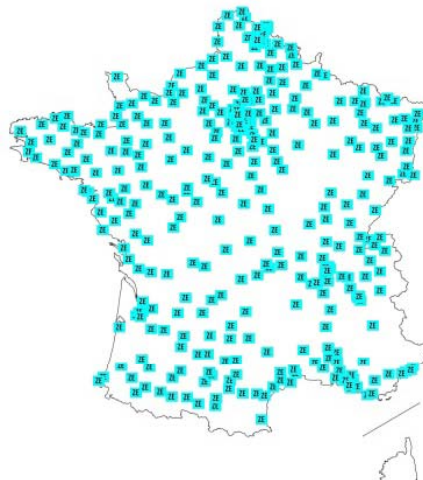


TNS Sofres research
for EP Tender June -
July 2014



Tender'Lib rental network:

- On demand Tender rental network : Tender'Lib
- 50 km mesh from point to point: 400 rental points in the case of France
- Accessible 24/7
- Tarifs
 - 40€ annual subscription
 - 17€/day package (incl 1 hour of engine operation)
 - 7€ per additional hour of engine operation





Target clients:

- Fleets and craftsmen during the week
- Individuals on WE and holidays
- TNS Sofres research (802 people)

Major leverage on EV sales!

EV non-rejectors

49%

8%

30%

6%

27%

50%

96%

EV intenders

5%

16%

49%

13%

48%

47%

94%

% car intenders

4.8%

18%

3.7%

16%

1.8%

3.5%

Like EP Tender

% car intenders

Like a lot

Total Like

EV buyers

0.5%

25%

51%

% car intenders

0.1%

0.3%

EV purchase intention if EP Tender available

Certainly

Probably + Certainly

2% market share!

EP Tender usage intention (if certainly incited to EV purchase)

Mount hitch on EV purchase

Mount on purchase, or option available

EP Tender usage intention

Certainly

Probably + Certainly

Major leverage on EV sales!

2% market share!

Business Model:

Range extending service for Evs

Revenues

- High client value
- Margin protected by patents
- Recurring business (“sticky” business)

Distribution

- Low client acquisition cost (via car dealers)

Growth

- Scalable business (wireless rental management, passive docking stations)
- Variable costs
- Global market
- Growth >20% for decades



EP Tender's value chain

EV makers



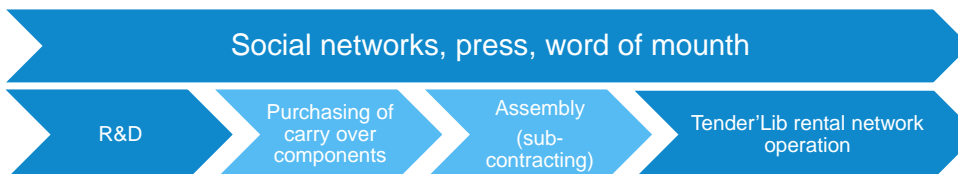
Reduction of client acquisition cost and sales increase



Symbiosis

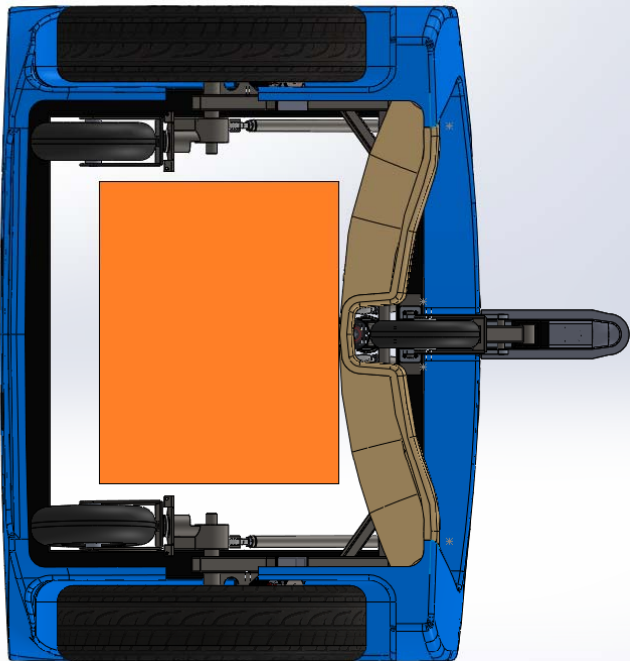
Very low client acquisition cost

EP Tender





Crash safety



- The fuel tank is shielded by the wheels
- It is lowered to the ground in case of crash (second patent)
- EP Tender is a « crash box » and absorbs part of the kinetic energy, thus protecting passengers

Electrical architecture

