EP Tender
Range extending module for smart phones

Jean-Baptiste Segard, Founder & CEO
21 October 2015, TBB, Berlin
Modularity, to satisfy our peak usage

Peak range

Daily range
Modularity, to satisfy our peak usage.
EP Tender
Range extending service for Electric vehicles

Jean-Baptiste Segard, Founder & CEO
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The proposed service

- **TenderLib**: a running service for Electric Vehicles

- **Energy module**: Combustion engine, Fuel Cell or batteries

- **500 km additional range**

- **Rented on demand**

- **Convenient**
Roadmap

2012-2014: Demonstrator
2015: Preseries and funding
2016: Field test in France: 50 vehicles, 5 Tenders
2017: Commercial Launch in France + field tests China, US, other Europe
2018-2020: Commercial launch China, EU, US

2020 Objectives:
- 1 400 tenders
- 16 000 clients
- 6m€ turnover
Competitor

www.nomadic-power.com
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!
Thank you
Any questions?
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:

<table>
<thead>
<tr>
<th>% of cars making long distance trips</th>
<th>0</th>
<th>1 to 6</th>
<th>7 to 15</th>
<th>15 to 30</th>
<th>over 30</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multi car</td>
<td>1%</td>
<td>12%</td>
<td>58%</td>
<td>8%</td>
<td>1%</td>
</tr>
<tr>
<td>Second car</td>
<td>1%</td>
<td>7%</td>
<td>1%</td>
<td>4%</td>
<td>81%</td>
</tr>
<tr>
<td>Single car</td>
<td>3%</td>
<td>0%</td>
<td>4%</td>
<td>1%</td>
<td>81%</td>
</tr>
</tbody>
</table>

TNS Sofres research for EP Tender June – July 2014

81% Never >130km
62% Occasionally >130 km
19% Frequently >130 km

81%
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 Softex research (802 people)

<table>
<thead>
<tr>
<th>% car intenders</th>
<th>Like EP Tender</th>
<th>EV purchase intention if EP Tender available</th>
<th>EP Tender usage intention (if certainly invited to EV purchase)</th>
</tr>
</thead>
<tbody>
<tr>
<td>EV non-rejecters</td>
<td>49%</td>
<td>50%</td>
<td>96%</td>
</tr>
<tr>
<td>EV intenders</td>
<td>5%</td>
<td>16%</td>
<td>47%</td>
</tr>
<tr>
<td></td>
<td>43%</td>
<td>13%</td>
<td>48%</td>
</tr>
<tr>
<td>% car intenders</td>
<td>18%</td>
<td>1.8%</td>
<td>3.5%</td>
</tr>
<tr>
<td>EV buyers</td>
<td>0.5%</td>
<td>21%</td>
<td>40%</td>
</tr>
<tr>
<td>% car intenders</td>
<td>25%</td>
<td>2.3%</td>
<td>0.1%</td>
</tr>
</tbody>
</table>
**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**
- R&D
- EV Manufacturing
- EV Commercialisation with EP Tender hitch option
  - Reduction of client acquisition cost and sales increase

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**EP Tender**

**Social networks, press, word of mouth**
- R&D
- Purchasing of carry over components
- Assembly (sub-contracting)
- Tender’Lib rental network operation
  - Very low client acquisition cost
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