

EP Tender



**Traveling with peace of mind with an affordable EV
+ Grid Services**

June 2020



Mission & Business

- Enable mass market EV adoption
- Optimise the use of natural resources
- Reduce CO2 impact and cost

Batteries as a Service

- Traveling with peace of mind with an affordable EV
- Grid Services
- Mobile charging



Problem

Traveling with peace of mind in an affordable EV ?



Not capable of traveling
with peace of mind



Not for the mass market
Large carbon footprint



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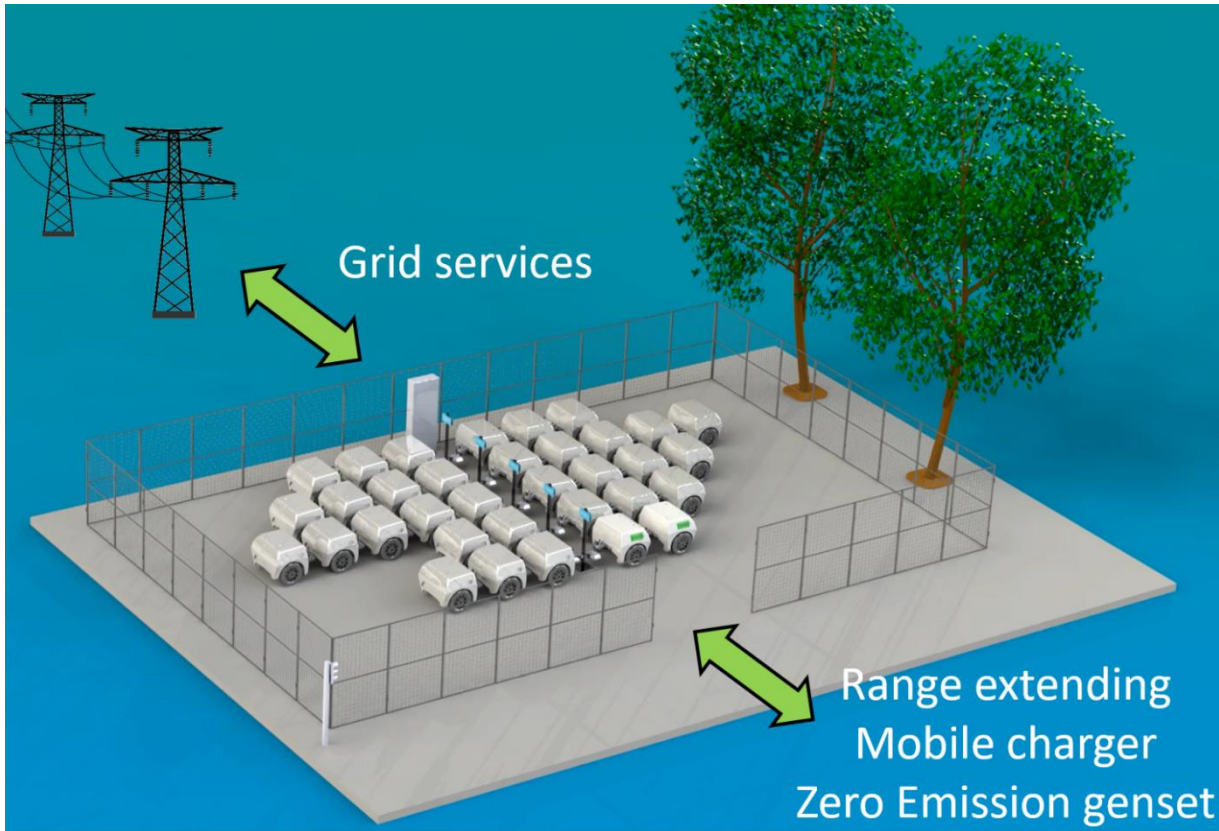


Solution

Better using batteries: Batteries as a Service

A 60 kWh powerbank on-demand

- No payload impact
- Pay per use
- Seamless to use and drive (see links to video)
 - Self pairing with the car
 - Self steering when backing
 - Equivalent to 1,8MW net charging power
- Grid services when stationary



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Value proposition



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€90
6h15

Paris-Bordeaux: 600 km

50 kWh EV

Break-even value of time:

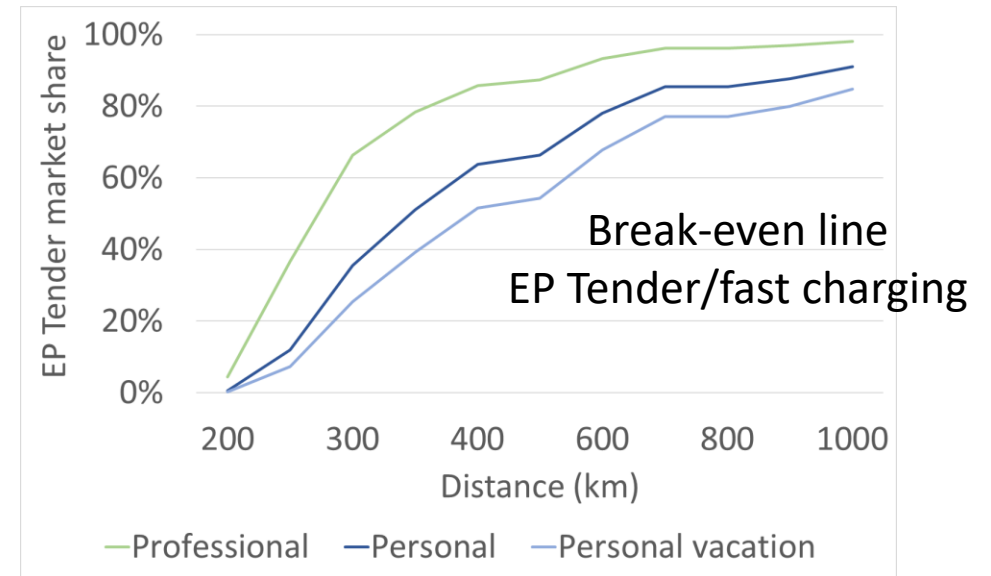
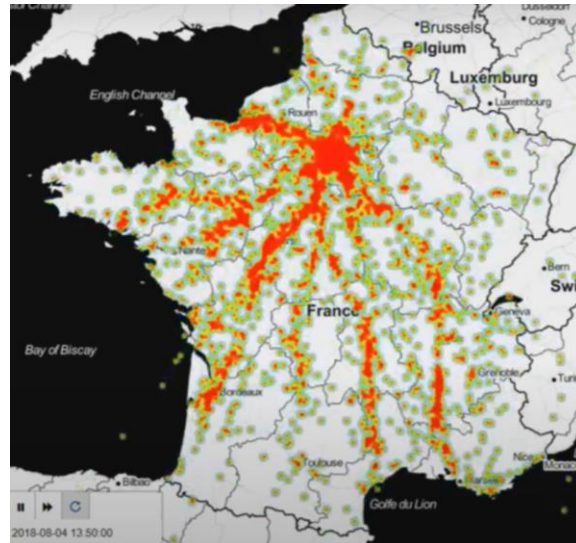
7,44€/hour

Fast charging
€72
8h40



Microsimulation with :

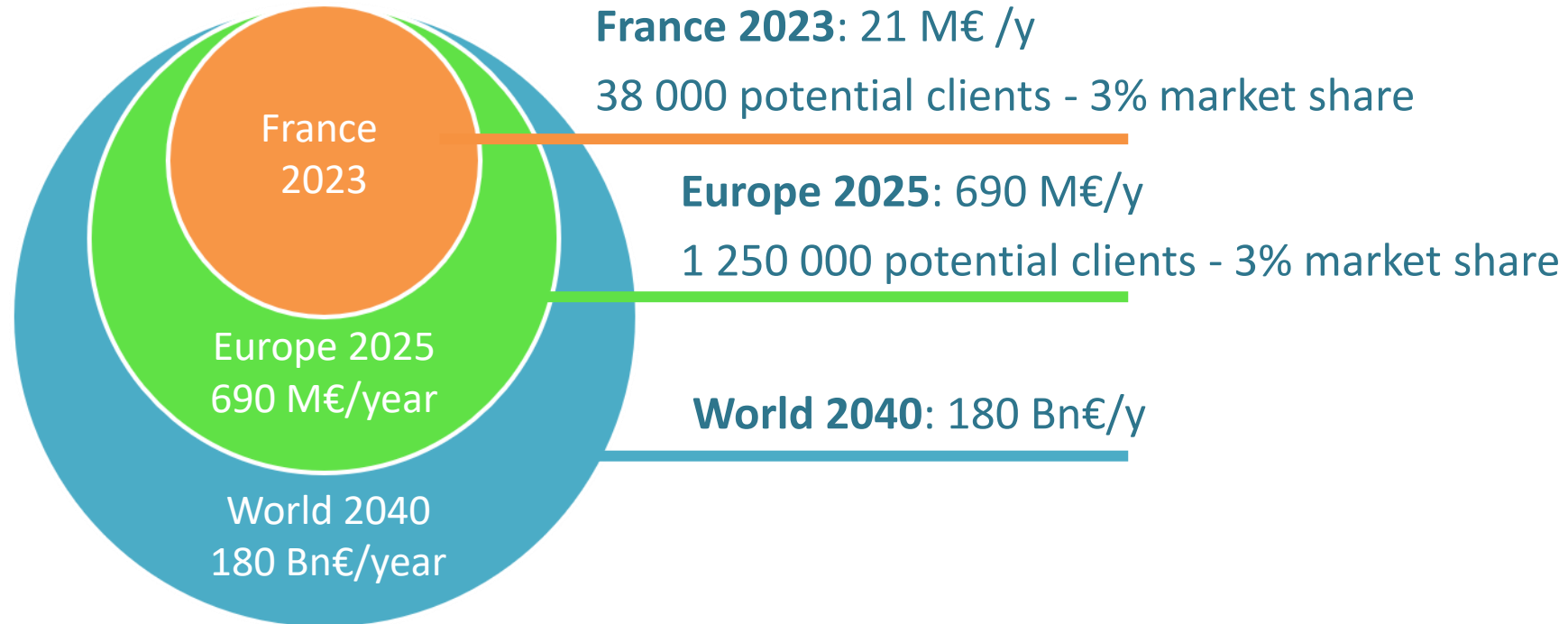
- 4 million trips
- 350 000 individuals



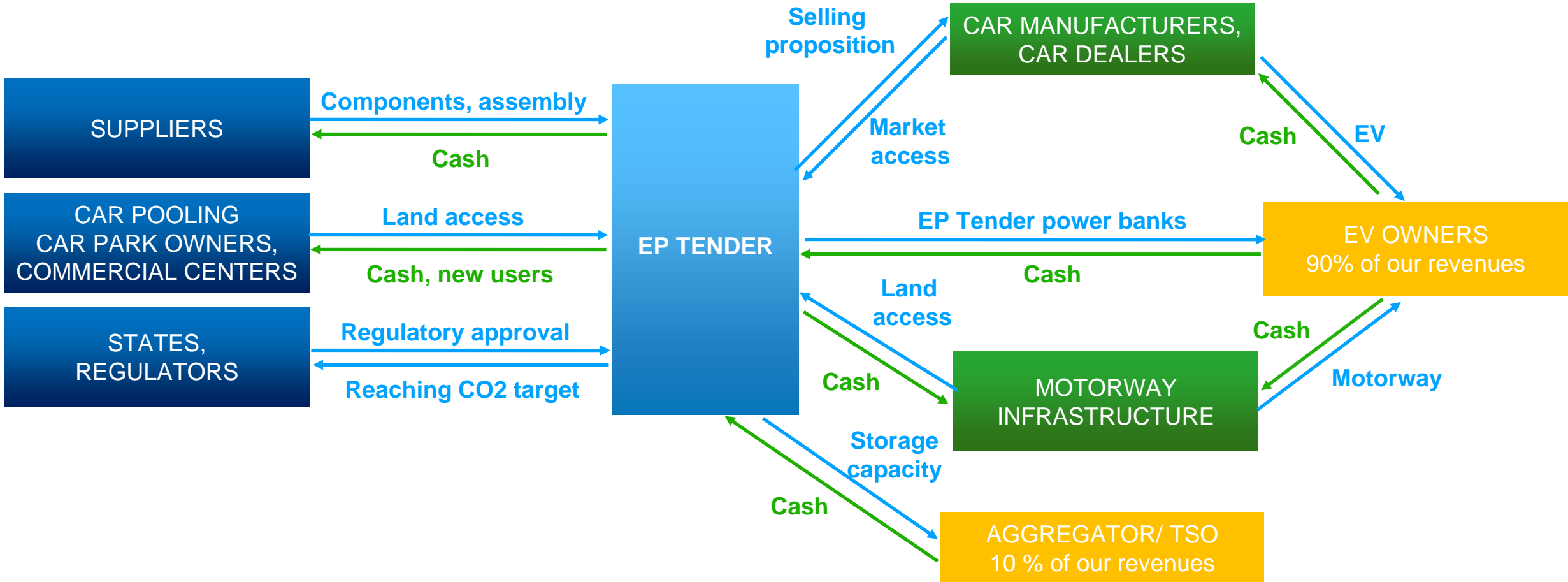
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Market Opportunity and Risks



Business Model – EP Tender providing value 93% of the time!



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Current ecosystem



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Brute force: ever larger battery

Finesse: Batteries as a Service



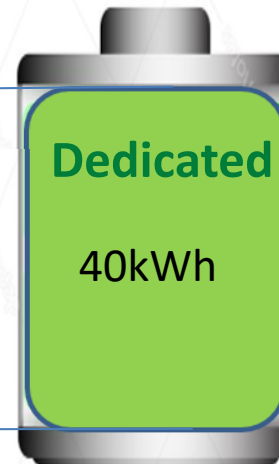
100 kWh EV



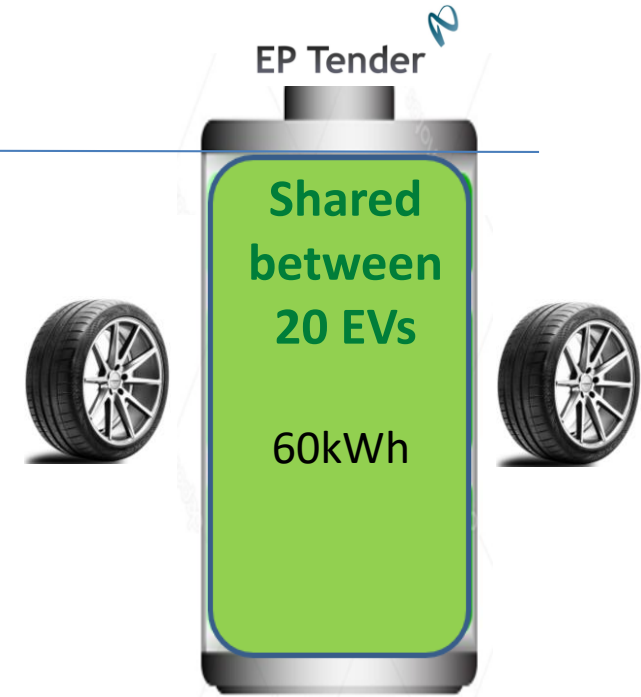
Valuable : **0.5%** of the time
(10% of km made by the car)

Valuable: **5%** of the time
(same as the car)


Valuable: **>90%** of the time



40 kWh EV



- 1,8MW « charging »
- Viable business model for motorway charging
- 55% reduction of global battery requirement



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Brute force: ever larger battery



Audi e-tron

95 kWh battery
82 000€
100 kW charging

Finesse: Batteries as a Service



Renault Zoé + EP Tender

50 kWh + [60 kWh] battery
30 000€
1 800 kW charging

Seamless user experience
International patent



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Delivering the Green Deal

Battery	CO2 Footprint	Time to market	Required investment	Technology risk	User cost reduction	User acceptance	Value for money
Use it better	-55%	2022	€€ Millions	Low	-55%	To be validated	Immediate
Better make it	-50%	2025	€€ Billions	Low	0%	High	Medium term
Make it better	-25%	2030	€€€ Billions	High	-40%	High	Long term
Total	-83%	2030	€€€ Billions	Medium	-73%	High	Medium term

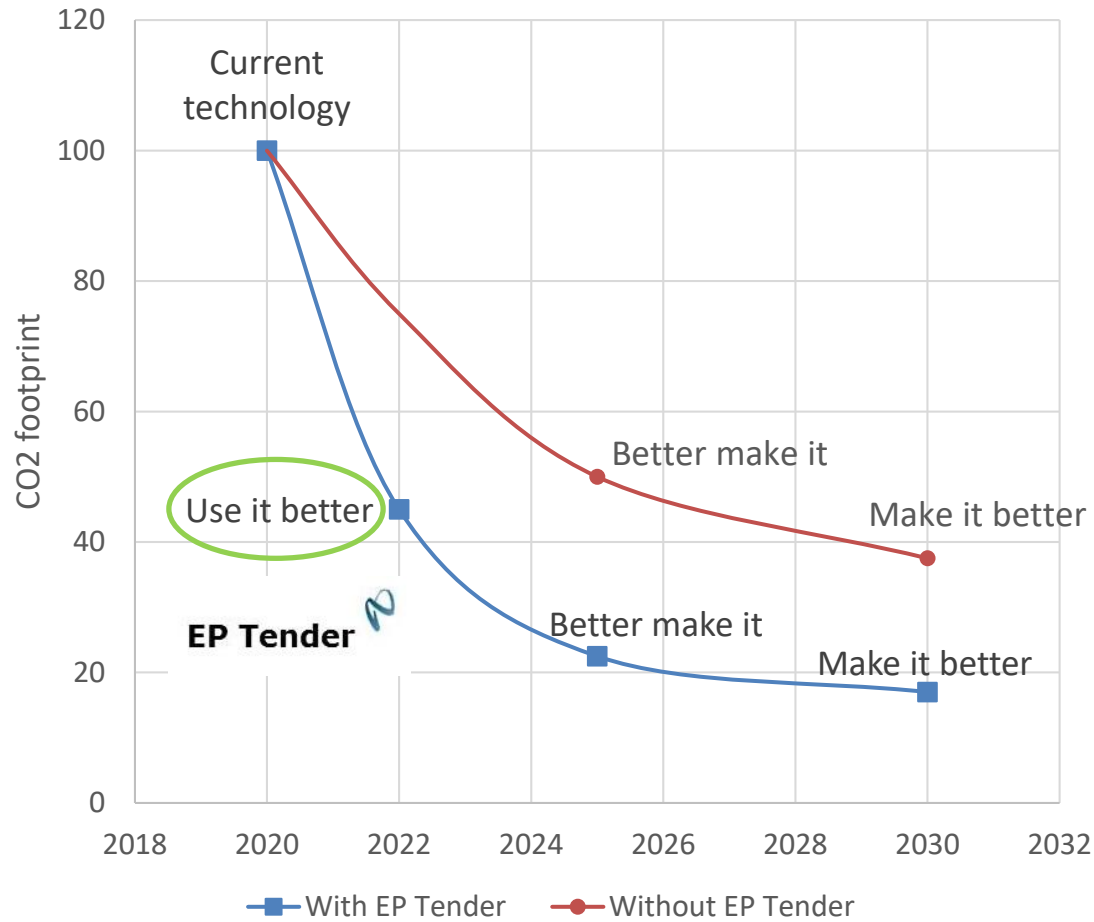


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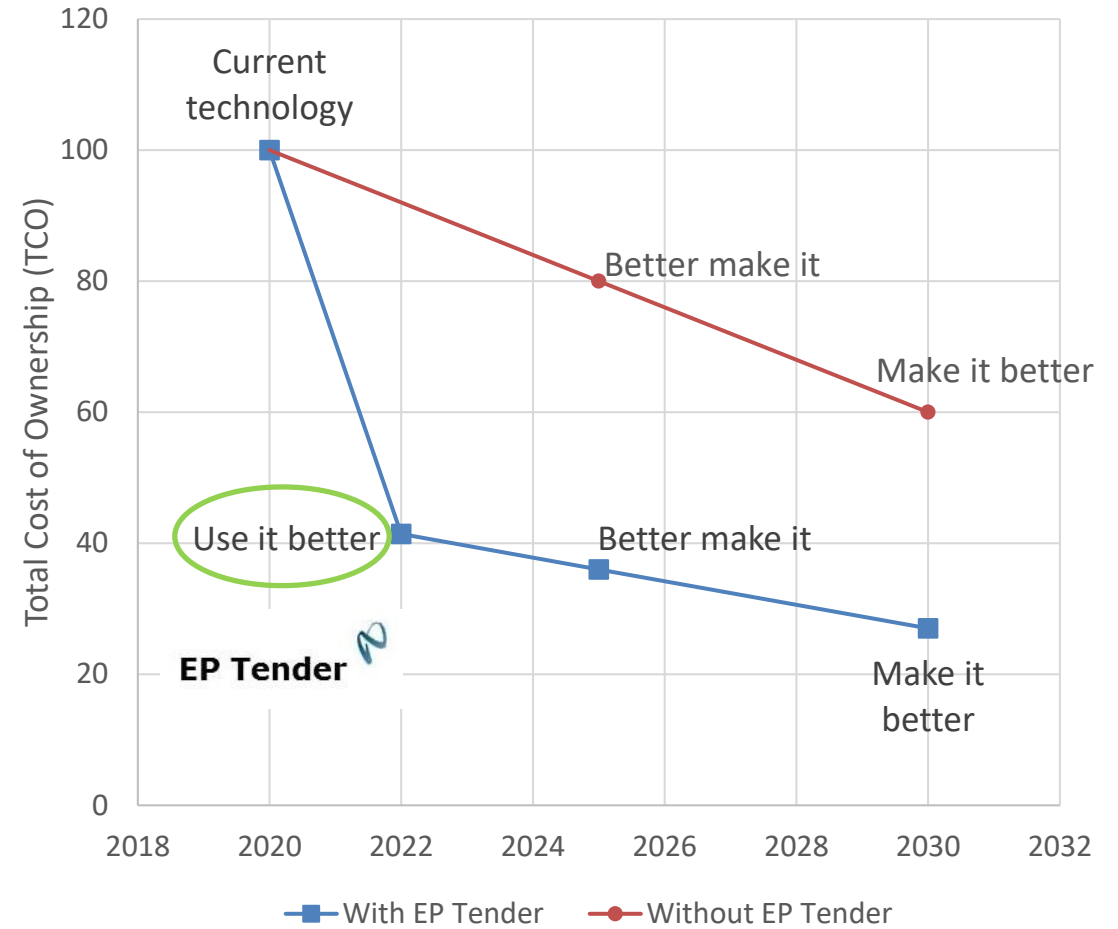


EP Tender's contribution

Battery carbon footprint reduction



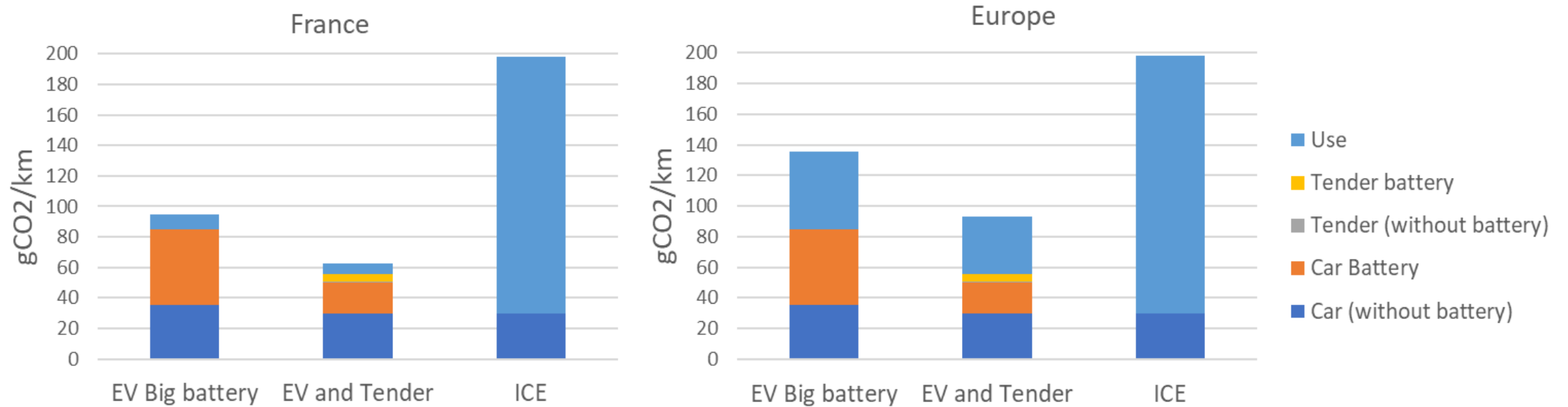
Battery TCO reduction



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Green Deal



- CO2 savings of 20-50 million tons per year in Europe (15% market share assumption)
- Reduce by 54% the battery quantity
- Facilitate adoption of ULEZ in cities



Commercialisation strategy

2021

Engineering
Manufacturing
Homologating



northvolt

UTAC CERAM

2022

Pilot users
Field tests
Dissemination
EU type-approval
EV series homologation



2023

Factory option
Train car dealer sales teams
20 rental points, 110 Tenders, 1200 clients



2024

Expand in Europe
Find local partners
100 rental points, 900 Tenders, 11 000 clients



Team



Jean-Baptiste Segard, CEO,
EPFL



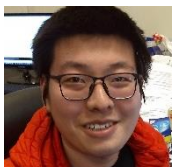
Hugo Basset, Data scientist,
Ecole Polytechnique, UC Berkeley



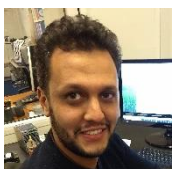
Vincent Baudier, Mechanical engineering
Arts et Métiers, Georgia Tech



Ahmed Gharsellaoui, Embedded Software,
ENET



Jingwei Zhang, Embedded software engineering
ESIGELEC



Zied Abidi, Electronics engineering,
ENSIT

Advisory board



Johanne Ulrich : Investor & Startup acceleration
InnoEnergy



Bertrand Largy: former Renault's Expert Leader
Powertrain & Batteries



Philippe Doublet: former Renault's Secretary General
R&D



Philippe Chain: EV strategy consultant, formerly at
Tesla, Audi, Renault



Gilles Van Eegher: former PSA's head of Europe
homologations



Geneviève Houriet-Segard: research engineer of
EDHEC Business School



User acceptance ?



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Closing message

Our mission:

Doing **more** (range, renewables)

With **less** (cost, carbon impact, raw materials, travel time)

Using Better \times Better Making \times Making Better $=$ Frugality,
over exuberance !

EP Tender [↻] northvolt Solid state



EP Tender [↻]



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