

# EP Tender



Smart mobile powerbank to enable inclusive mass market EV adoption

October 2020



Soutenu par



# Mission & Business

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

→ Accelerate the advent of sustainable mobility

## Batteries as a Service

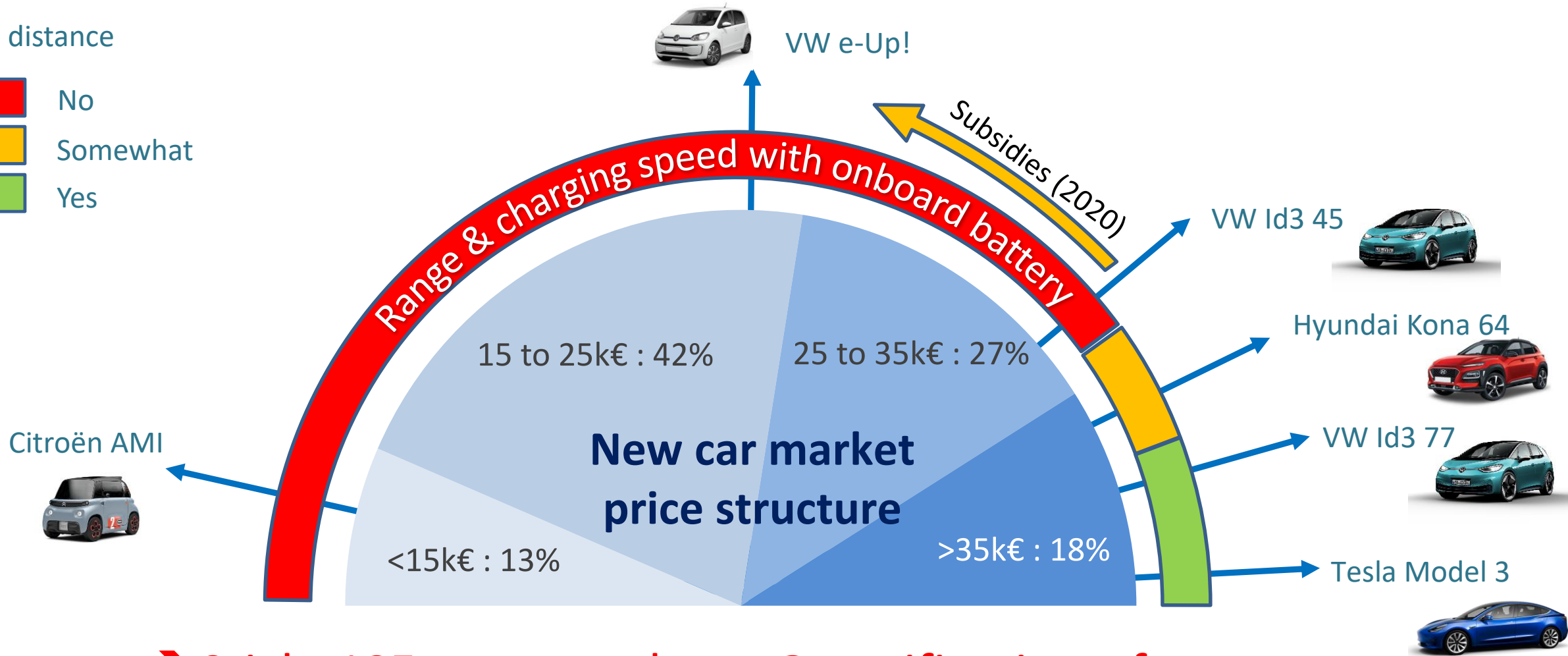
- Range extending
- Grid services
- ZE Generator
- Mobile charging
- Home storage



# Problem

Long distance

- No
- Somewhat
- Yes



➔ Sticky ICE mass market + Gentrification of new cars



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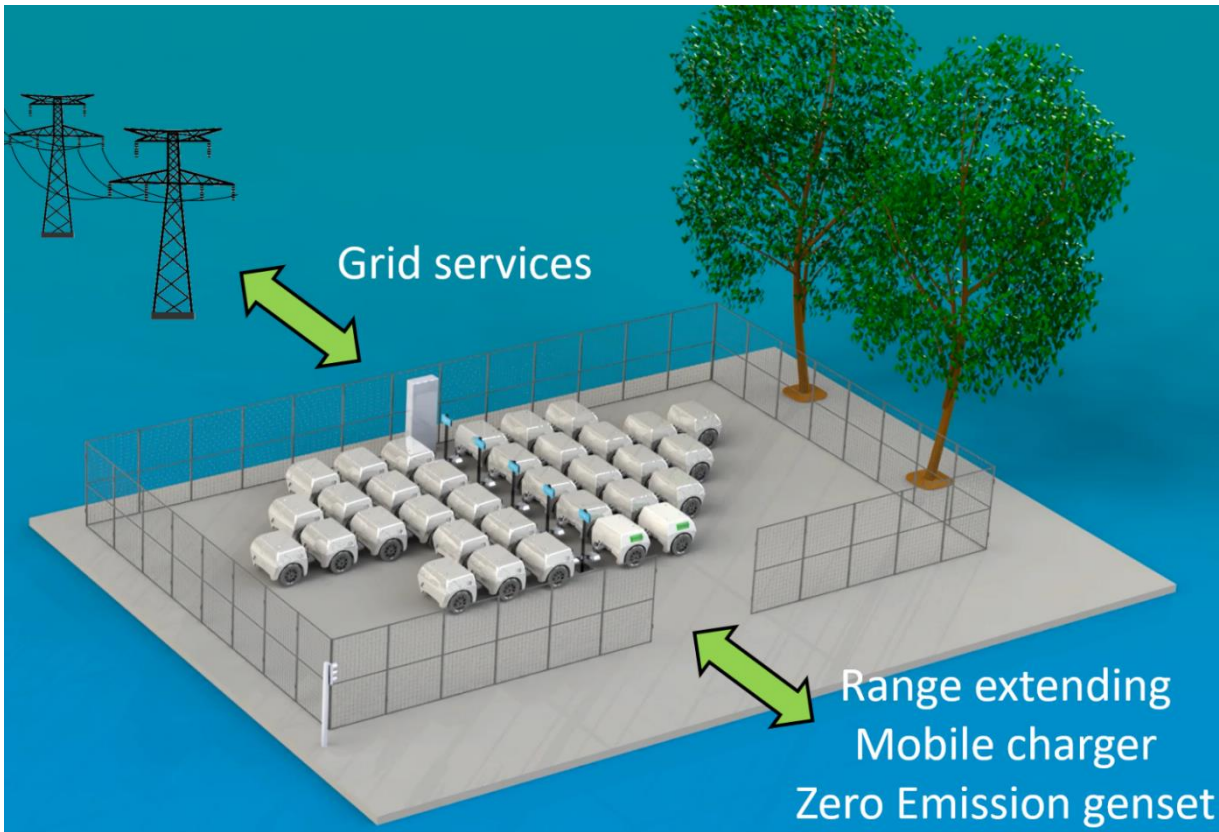


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Better using batteries: Batteries as a Service

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 (Patented)
  - Equivalent to 1,8MW net charging power
- Grid services when stationary



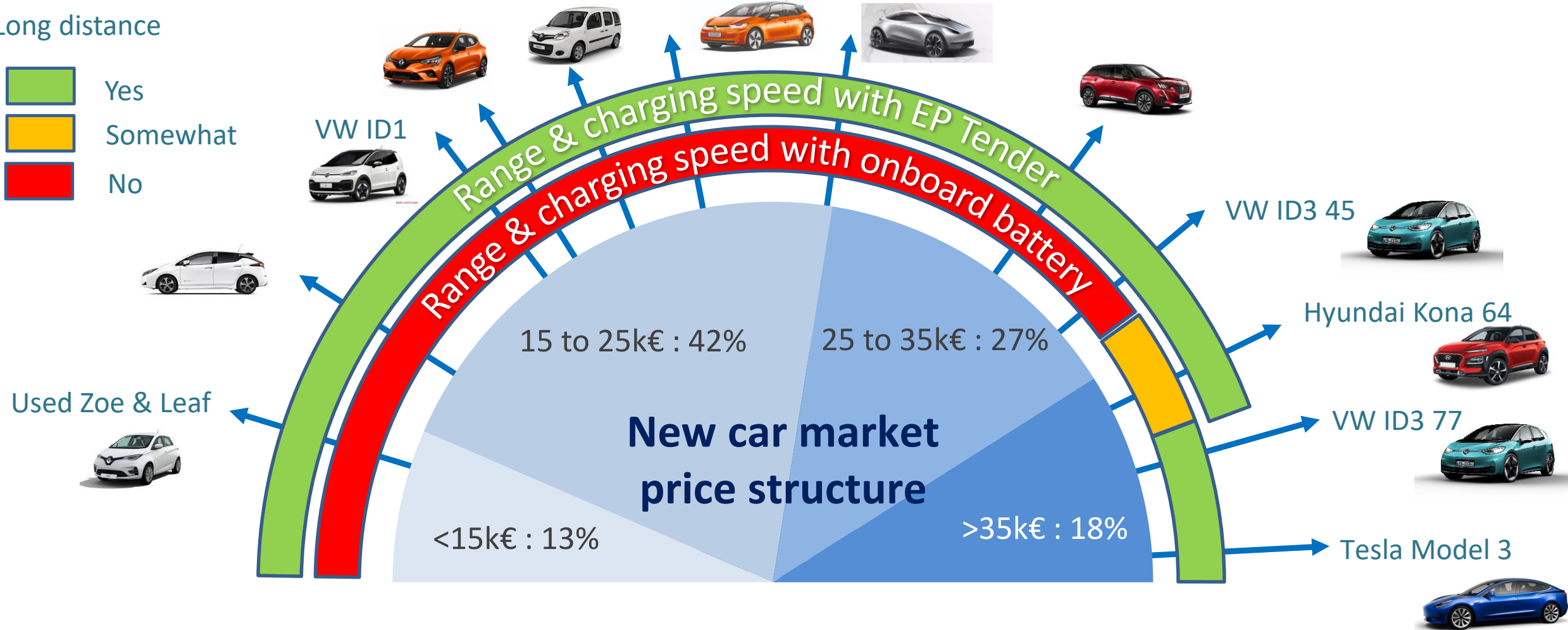
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# Solution

Long distance

- Yes
- Somewhat
- No



→ EVs become inclusive and suitable for all budgets !



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# Solution



## VW ID3 45

45kWh battery  
175km effective motorway range  
30 000€  
45 kW net avg charging power  
(3,75 km/min)  
5 seats

Price Range



## VW ID3 45 + EP Tender

45 / 105 kWh battery  
475km effective motorway range  
30 600 €  
1 800 kW net avg charging power  
(150 km/min)  
5 seats

Price Range



## VW ID3 77

77kWh battery  
335km effective motorway range  
50 000 €  
110 kW net avg charging power  
(9,17 km/min)  
4 seats

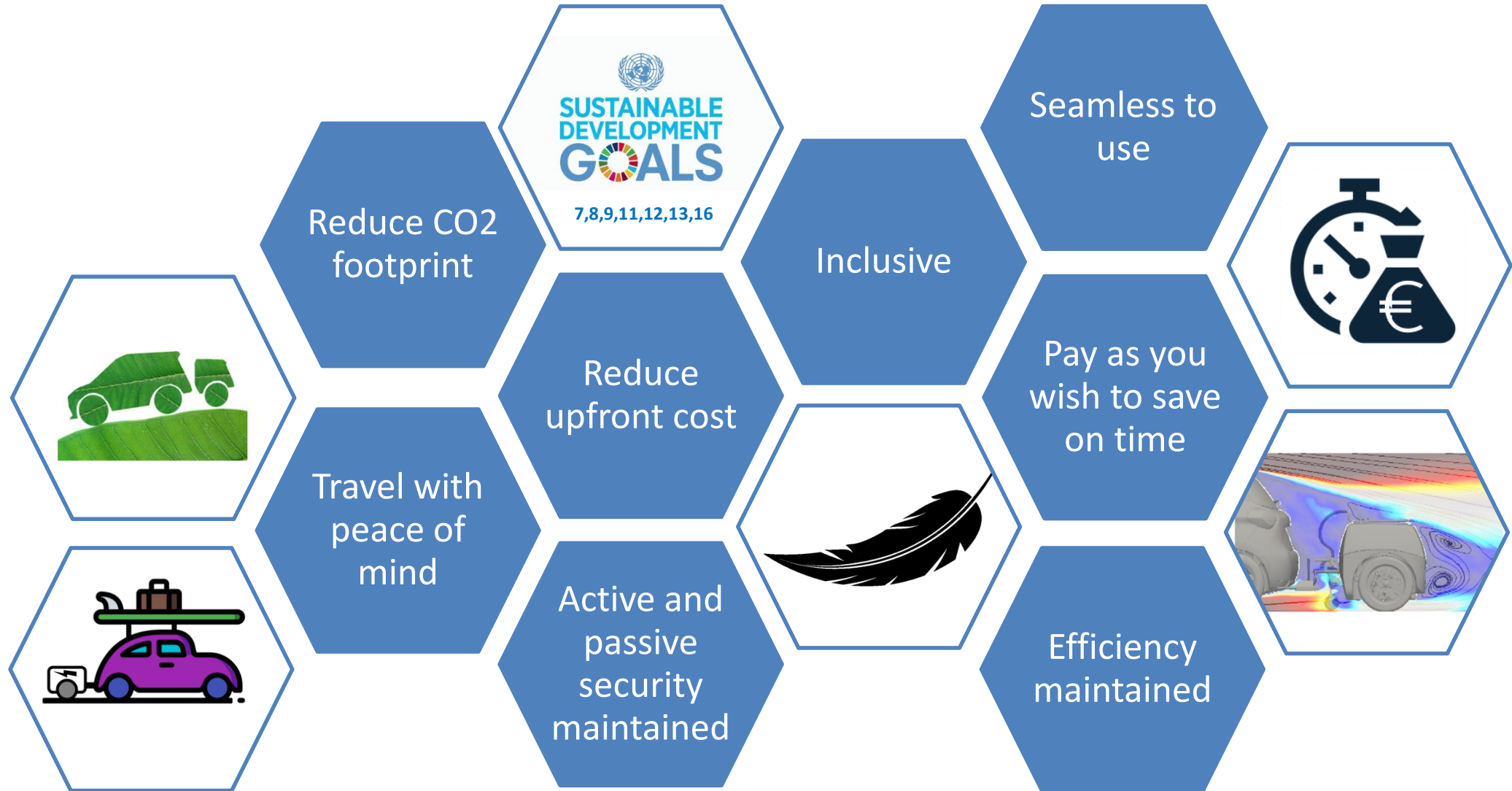
Price Range



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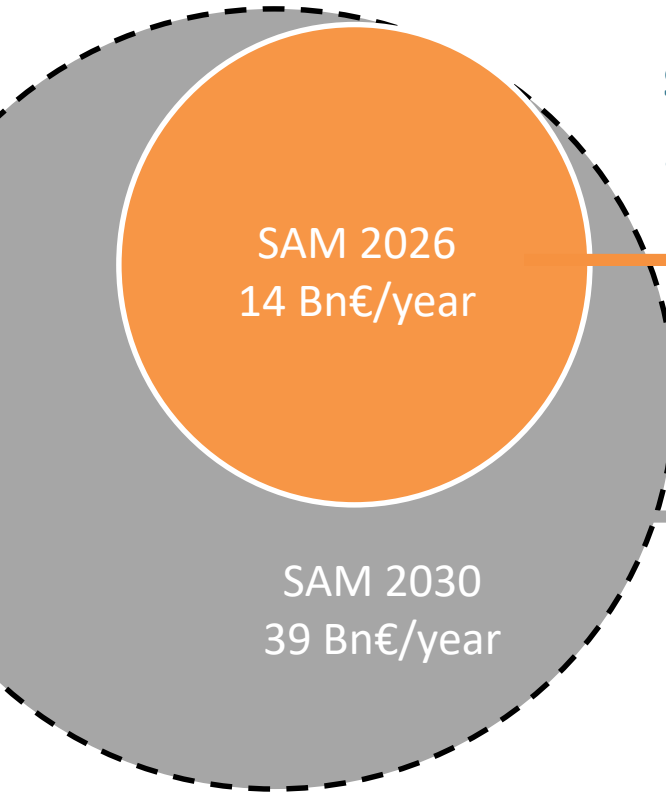
# Value proposition



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# Market Opportunity and Risks



**SAM 2026:** 14 Bn€/y  
 25 M adressable cars  
 Market share central scenario: 0.5%

**SAM 2030:** 39 Bn€/y  
 71 M adressable cars  
 Market share central scenario: 2.5%



**Limited EVs available for towing**  
 Clear trend with new platforms homologated for towing

**Capital intensive business**  
 VCs and corporate VCs with environmental mandate  
 Derisking by EIC Accelerator

**User acceptance:**  
 Seamless user experience and safety  
 Field test / dissemination / pioneers / OEM support

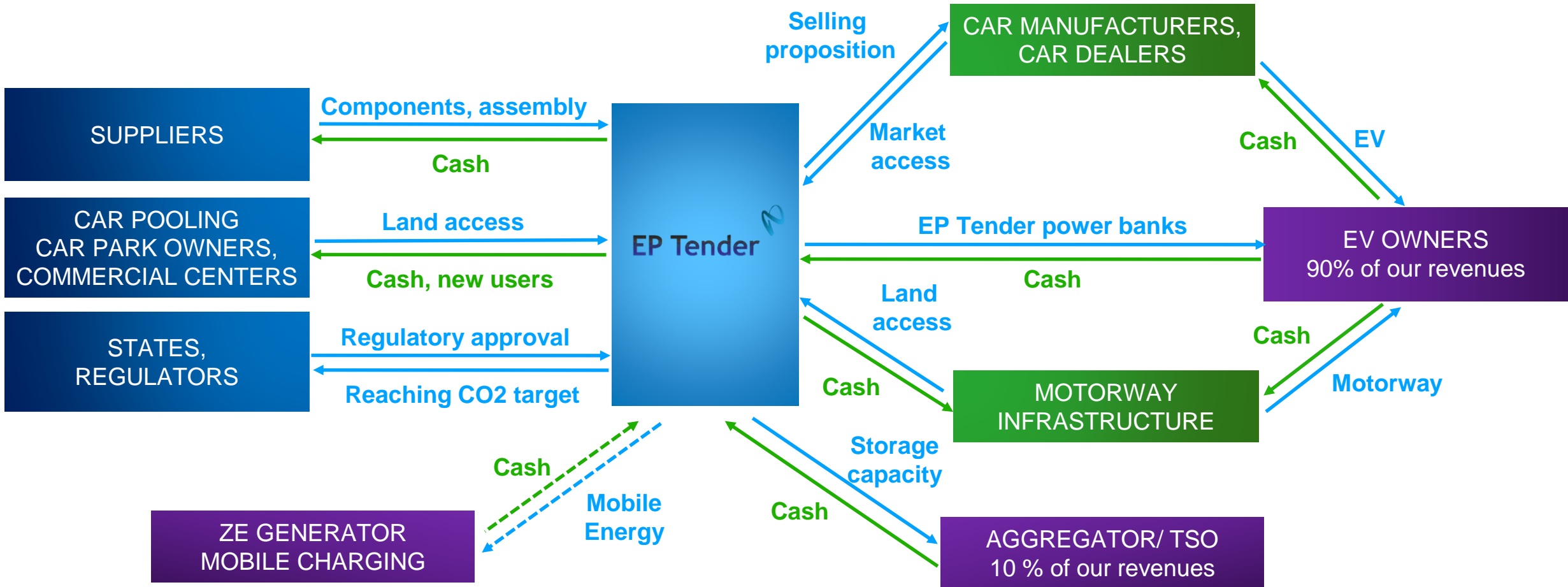


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# Business Model



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# Pricing

	Voyageur	Grand Voyageur
Membership fees/yr	40€	240€
1-day rental	15€	10€
Price per kWh	0,75€	0,50€
Swap fee	€5	€5
One-way fee	€10	€10



# Value of time analysis

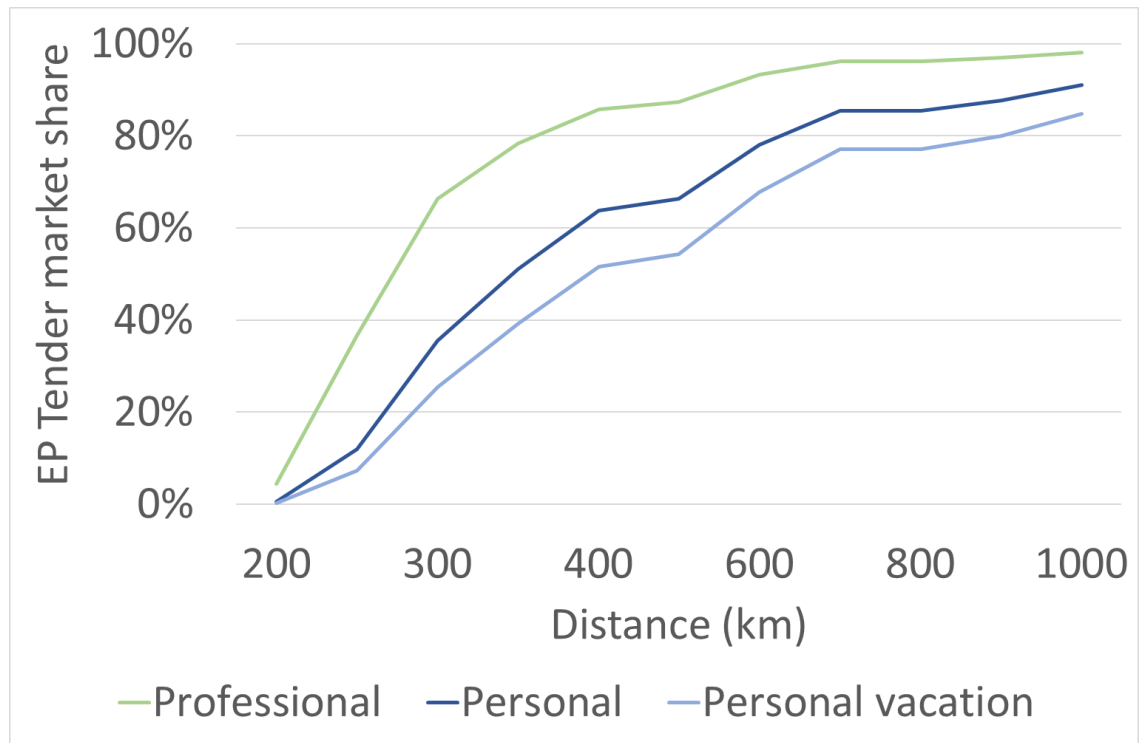


<b>EP Tender</b>
<b>€90</b>
<b>6h15</b>

Paris-Bordeaux: 600 km  
50 kWh EV

Break-even value of time:  
7,44€/hour

<b>Fast charging</b>
<b>€72</b>
<b>8h40</b>



Break-even line  
EP Tender/fast charging



# Current ecosystem

## OEM



## B2B and B2C



## Industrial



## Infrastructure



# Channels and sales/distribution model



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Equipment of the vehicle

Range Extending service



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# 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  
15 rental points, 50 Tenders, 500 clients



PSA FCA  
GROUPE FIAT CHRYSLER AUTOMOBILES

VINCI  
AUTOROUTES

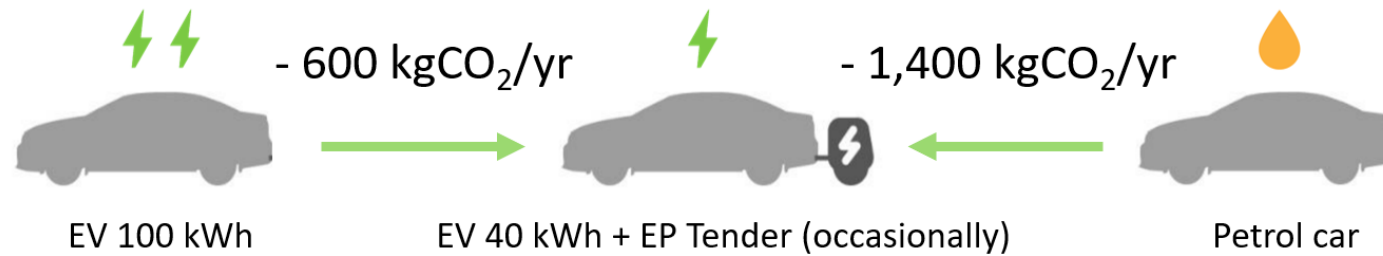
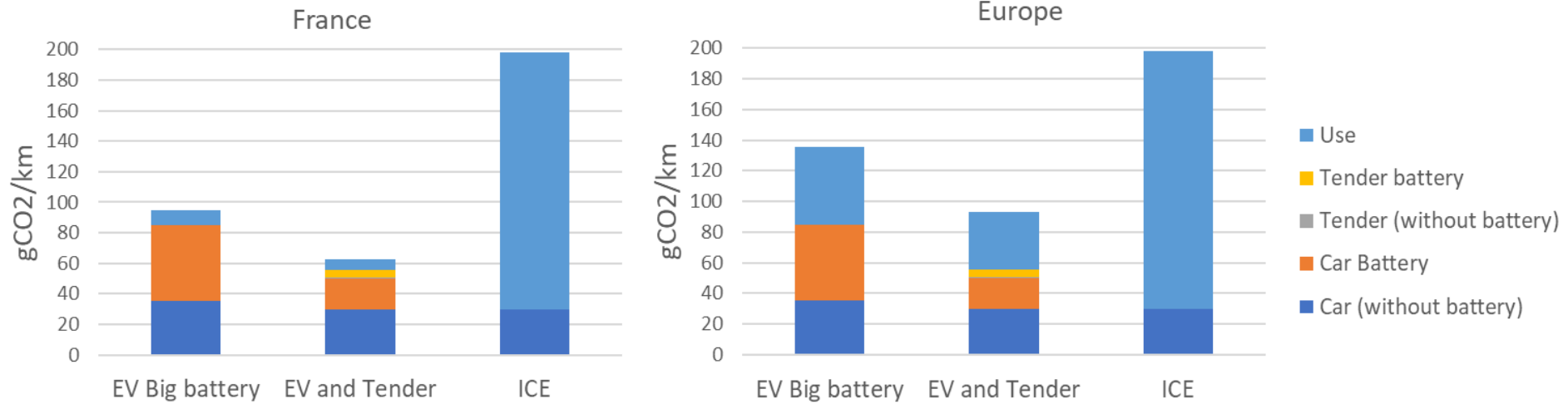


2024

Expand in Europe  
Find local partners  
95 rental points, 600 Tenders, 6 700 clients



# CO<sub>2</sub> savings



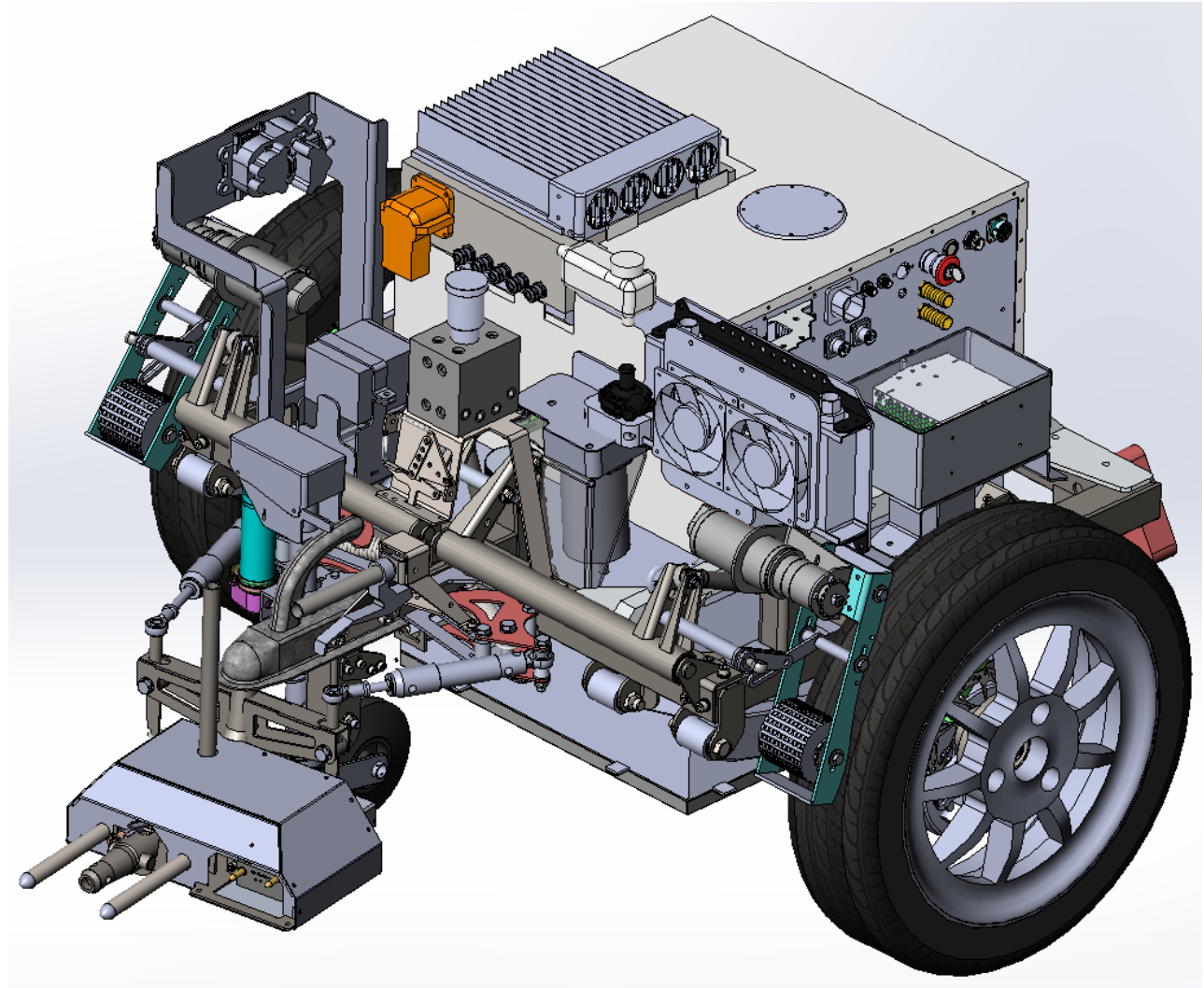
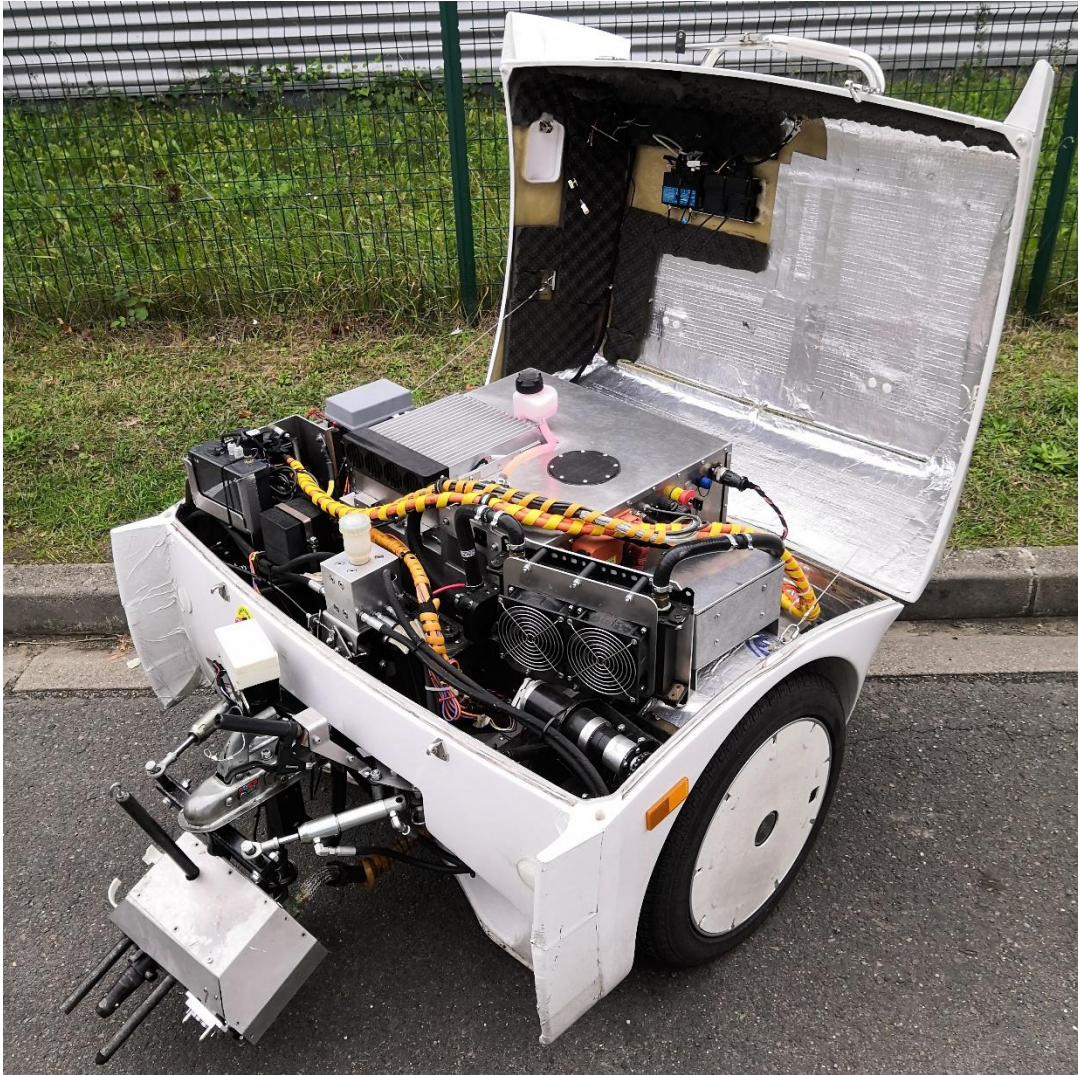
CO<sub>2</sub> savings of 20-50 million tons per year in Europe  
(15% market share assumption)



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# Battery Tender



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# Team



**Jean-Baptiste Segard**, CEO,  
EPFL, INSEAD AMP



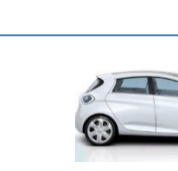
**Hugo Basset**, Data scientist,  
Ecole Polytechnique, UC Berkeley



**Vincent Baudier**, Mechanical engineer,  
Arts et Métiers, Georgia Tech



**Théo Laurent**, Mechanical designer,  
IUT Mantes en Yvelines



**Ahmed Gharsellaoui**, Embedded Software,  
ENET

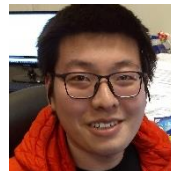


**Jingwei Zhang**, Embedded software,  
ESIGELEC



**Zied Abidi**, Electronics engineering,  
ENSIT

**Starting in 2021** : Head of sales and  
marketing



## Advisory board

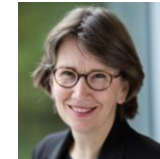
**Johanne Ulrich** : Investor & Startup  
acceleration InnoEnergy



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



**Martin Roemheld**: Head of e-mobility  
Services at VW Group, Board member of  
Ionity



**Philippe Chain**: Chief Client Officer Verkor,  
formerly at Tesla, Audi, Renault



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



**Pascal Serres**: Mobility consultant (Moby-D),  
former deputy CEO at ALD S.A.



**Geneviève Houriet-Segard**: EDHEC Open  
Leadership for Diversity and Inclusion



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



# User acceptance ?



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## Batteries as a Service:

- **Doing more** (range, renewables, inclusion)
- **With less** (cost, carbon impact, raw materials, travel time)
- **By better using batteries**



## Traveling with peace of mind with an affordable EV



# Contact

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