



# ↓ MOBILTe

ELECTRIC FLEET FUNDING,  
WITHOUT THE FRICTION.

eo

## ↳ WHO ARE WE?

We make it easy and affordable for vehicle operators to invest in electric vehicle fleets. Our MOBILITe scheme is a turnkey supply and charging service that provides everything an operator needs to electrify their vehicle fleet at pace and scale.

## EO TEAM



**KEITH WATSON**

Director of eBus & eTruck at  
**EO Charging**



**CHARLIE JARDINE**

CEO at  
**EO Charging**

## OUR EXPERIENCE

*Go-Ahead*

**TESCO**

**RENAULT  
TRUCKS**

**Metroline**

**amazon**

**DAF**

**ALEXANDER  
DENNIS**

**DHL**

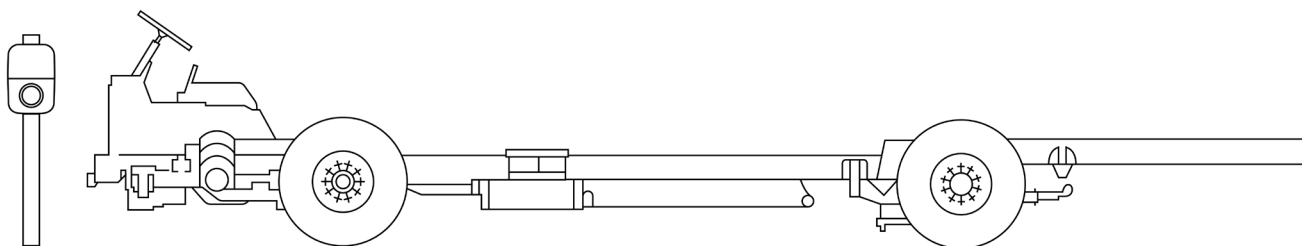
**VOLTA  
TRUCKS**

## ➤ BASICS

MOBILITe is designed to provide a menu of vehicle and charging services, tailored to fleet operators of all sizes. The model has been developed by EO's advisory team, who collectively have over 100 years of transport experience. The funding model includes:

### Core services:

Vehicle supply and use of EO charging infrastructure.



### Optional services:

- + **Battery supply and/or replacement** – the option to lease batteries independent of chassis and/or procure the replacement of batteries.
- + **Charging equipment supply and/or operation and maintenance** – repair and replacement services, 24/7 support team for interruptions in supply/availability backed by industry-leading SLAs.
- + **Grid connections** – MOBILITe funds, arranges and negotiates the grid connection (including ancillary documents) on behalf of the customer and directly interfaces with the Distribution Network Operator (“DNO”) or Independent Distribution Network Operator (“IDNO”).

All of the above is covered by a fixed monthly charge for each vehicle, reflecting the level of services you’ve selected. EO will manage the entire process on your behalf – from supplier negotiation through to in-life support and maintenance.

The Service Charge will consist of a charge for the use of the vehicle and any other services required such as charging equipment, battery supply and maintenance services. Services can be added at any time for flexibility.



## ↘ BENEFITS

MOBILTe provides fleet customers with ease, choice and certainty. Customers will benefit from:



### Ease of management

Removing the anxiety of managing multiple relationships, the customer has a single contract with add on schedules for the different services added with a single point of accountability.

EO handles all negotiations with manufacturers, service providers and DNOs, managing the entire process throughout the term of the lease. Included in the Service Charge is the provision of a dedicated account manager as the customer's single point of contact.



### Choice and flexibility

Service package that can be adapted and tailored to the customer's requirements. MOBILTe is agnostic to the customer's choice of vehicles, batteries and charging equipment from a variety of suppliers, and provides 24hrs/7 days a week support and maintenance from its team of experts.



### Price certainty

Fixed monthly price reduces financial unknowns and provides customers with the ability to accurately forecast costs and calculate returns on investment.



### Efficiency and Cost

Our funding model and extensive network of suppliers means we can provide the best turnkey solution in the market for electric van, truck or bus fleets. No compromise on quality for a lower price.

## PROCESS

### 01 SMART FLEET CONSULTATION

EO will hold an initial “fact-gathering” meeting with the customer to discuss their requirements and what they wish to finance.

### 02 SIGN NDA/EXCLUSIVITY PERIOD BEGINS

EO will provide the customer with its standard ‘MOBILiTe’ confidentiality and exclusivity agreement. This will provide certainty to each party that any commercially sensitive information provided during the course of negotiations will only be used for legitimate purposes. The customer will also agree not to negotiate with any other third party provider for a specified period.

### 03 AGREE HEADS OF TERMS BEGINS

EO and the customer will agree a set of Heads of Terms, which will document the customer’s MOBILiTe service package, preferred bus vehicle manufacturer and pricing structure. The signed Heads of Terms will be subject to contract (including agreement with the relevant manufacturer and financier).

### 04 CONTRACT NEGOTIATION

EO will provide the customer with a MOBILiTe Services Agreement which will set out the terms on which the service package will be provided and which will incorporate the agreed Heads of Terms. The parties will negotiate the contracts in parallel with EO’s discussions with the bus vehicle manufacturer and financier.

### 05 AGREE SUPPLY CONTRACT AND FINANCING

EO will liaise directly with the bus vehicle manufacturer and financiers to agree the supply contract and financing of the customer’s chosen service package. EO will keep the customer informed on the status of its negotiations and will reflect any relevant terms in the customer’s EO MOBILiTe Services Agreement.

### 06 SIGN CONTRACTS

EO and the customer will sign the contract documentation following agreement of the Services Agreement, Manufacturer Supply Contract and financing.

### 07 MOBILISATION & SERVICE COMMENCES

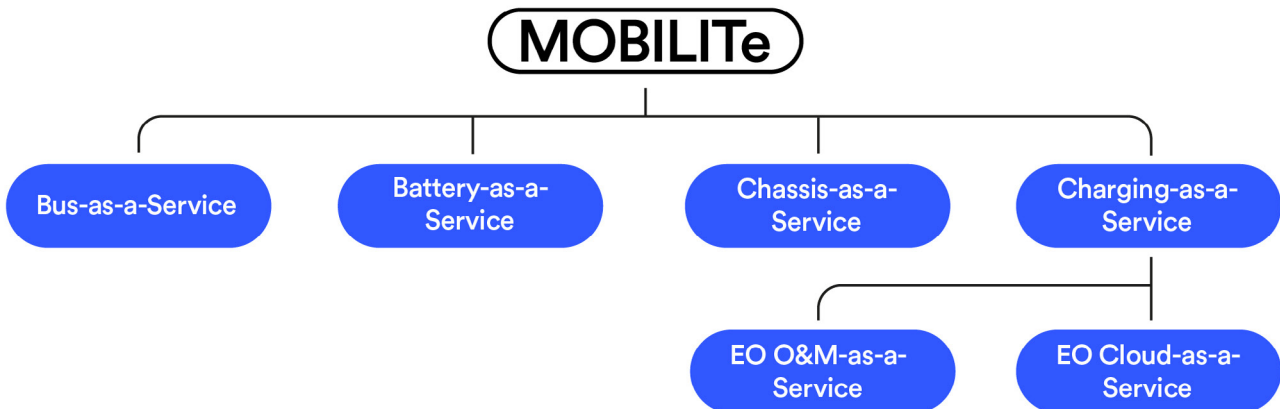
The vehicle manufacturer commences the manufacturing process in accordance with the agreed timescales, and dependent on the service package chosen, charging infrastructure and/or other equipment and services would be procured. The vehicles and any ancillary equipment and services are provided to the customer and operations commences.

### 08 ASSET MANAGEMENT

EO and its partners oversee asset management for the term of the lease to protect and maintain the asset and its value and, in the case of batteries, the state of health.



## FINANCING STRUCTURE



## FINANCING

EO will enter into MOBILITe Services Agreement for each depot or specific area of bus vehicle operator service via special purpose EO entity ("EO entity") dedicated to the relevant services for that depot or area. The EO entity will be guaranteed and supported by a parent guarantee from EO.

The EO entity will contract with the various parties such as battery suppliers to provide the global services that the vehicle operator requires under the MOBILITe Bus as a Service Agreement.

EO will finance the cost ("Product Cost") of the chassis, batteries and any charging units and other infrastructure ("Products") by way of selling the specific payment stream payable via the Service Charges ("Product Element of Service Charges") attributable to the Product Cost to a financier Funding Investor or series of financiers (Funding Investors Financier). Accordingly the EO entity will enter into a sale and assignment agreement relating to the sale of the Product Element of Service Charges ("Sale Agreement") with various Funding Investors.

The EO entity will retain title to all Products as opposed to the Funding Investors but allow such Funding Investors to securely hold a security interest via a chattel mortgage in the Products. This structure is the preferable VAT structuring route for the parties so the EO entity can charge VAT on the Service Charges to vehicle operators as a normal service but this would not need to involve the Funding Investors in relation to the VAT treatment or recovery relating to the transaction. The Financier will be sat in the background with no direct day to day involvement with the vehicle operators.

The funding Investors will execute a letter of quiet enjoyment confirming they won't interfere with the bus/vehicle operators use of the Products.

## ↘ PARTNERS

### Legal Advisers

Praised for its 'expert knowledge of the fleet market', the team at Addleshaw Goddard bring extensive industry experience and in-depth specialism on asset and structured finance. The firm acts national and international for high-profile lenders and borrowers.



### Funding

EO has partnered with the world's leading businesses to offer an unrivalled selection of funding partners\* that will cover vehicle fleet and battery leasing as well as upfront capital to support the electrification process.



NatWest



\*Funding options not limited to company logos included.

### Infrastructure Delivery & Management

MOBILite is supported by EO Charging, acting as a centralised finance service and the provider for the following services:

- + Operations & Maintenance (24/7/365 days a year)
- + Software-as-a-Service (Fleet management software via EO Cloud)

EO is the global leader in charging electric vehicle fleets and currently powers some of the world's largest businesses including Amazon, Tesco, DHL & GoAhead.







[WWW.EOCHARGING.COM](http://WWW.EOCHARGING.COM)

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