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NEoT Green Mobility

A Conversation with Aurélien Achard, e-Mobility Director at NEoT Green Mobility

Helping Operators and Local Authorities Meet Their Green Mobility Goals

Question: Can you present NEoT Green Mobility and how your proposals help with deployment of zero emission vehicle fleets?

Aurélien Achard: NEoT Green Mobility is a financing platform for zero emission vehicle fleets. Created in 2017 by the Caisse des Dépôts et Consignations and

EDF, and reinforced in 2021 by the UK investment fund 3i and the infrastructure fund Mirova, it provides financing solutions for private transport operators and public authorities to promote their energy transition. It also provides manufacturers with complementary solutions for financing and marketing their vehicles. In practical

terms, NEoT Green Mobility buys vehicles, batteries or charging infrastructures and provides them to local authorities or operators under service contracts or operating leases.

Q: What are the advantages of your rental solutions?

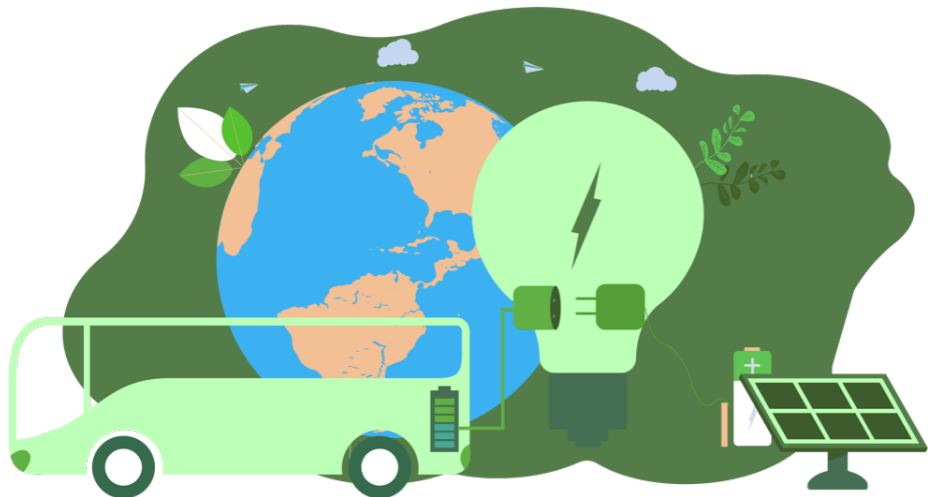
AA: Firstly, the scope of our services, which range from energy packs (batteries and fuel cells) on their own to integrated solutions including vehicles, batteries and the charging infrastructure. Secondly, our ability to operate in different market segments, from minibuses to 18-metre buses, including coaches, logistics and shipping. Finally, we have great flexibility in terms of the duration of our contracts and their type. The volume of kilometres factored in is adapted to the needs of communities or operators.

The advantage of this solution is that it removes the initial investment barrier, especially in





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this post-Covid period of rising costs when investment budgets are tighter. In fact, with electric vehicles, you have to pay for both the vehicle and the batteries. At the time of purchase, it is a little more expensive than thermal vehicles, whereas these vehicles pay for themselves in the long run because the energy and maintenance costs are greatly reduced. Our Battery-as-a-Service solution balances out the level of investment and operating expense compared to a thermal solution, and could be off-balance. Our rental solutions are also compatible with certain subsidies, such as the ZEBRA tracks scheme that is available from the UK Department for Transport.

Q: So, do you cater to all types of projects?

AA: We are aimed at operators of large fleets of vehicles, for example at least a dozen buses, for long-term use of at least 5 years – and up to 16 years or more. Our geographical scope of activity covers the European Economic Area, Switzerland and the United Kingdom. I would also like to clarify that by zero emissions we

mean both battery electric vehicle projects and H2 fuel cell projects.

Q: You are also helping to remove the technological barrier that makes operators reluctant to make long-term commitments to recent technologies...

AA: Thanks to our in-house technical expertise, we are able to qualify products, which allows us to provide our customers with performance guarantees. We work with about ten different manufacturers and have about fifteen different battery models in our fleet. We have already deployed battery leasing and fleet solutions in France, Chile and the United Kingdom: for example, this year we implemented a Battery-as-a-Service solution with one of our partners, Hitachi ZeroCarbon, using their proprietary software platform and offerings in smart charging, telemetry, and low-carbon technologies across around 150 batteries for the operator FirstBus in Scotland – and we are already working with operators on TfL routes or on ZEBRA projects in the provinces. For a fixed monthly fee throughout the duration of the

contract, we guarantee the battery's performance for the entire rental period, even if it means replacing it during the rental period, depending on the type of contract.

neotgreenmobility.com



Aurélien Achard

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FINANCING
THE ENERGY
TRANSITION

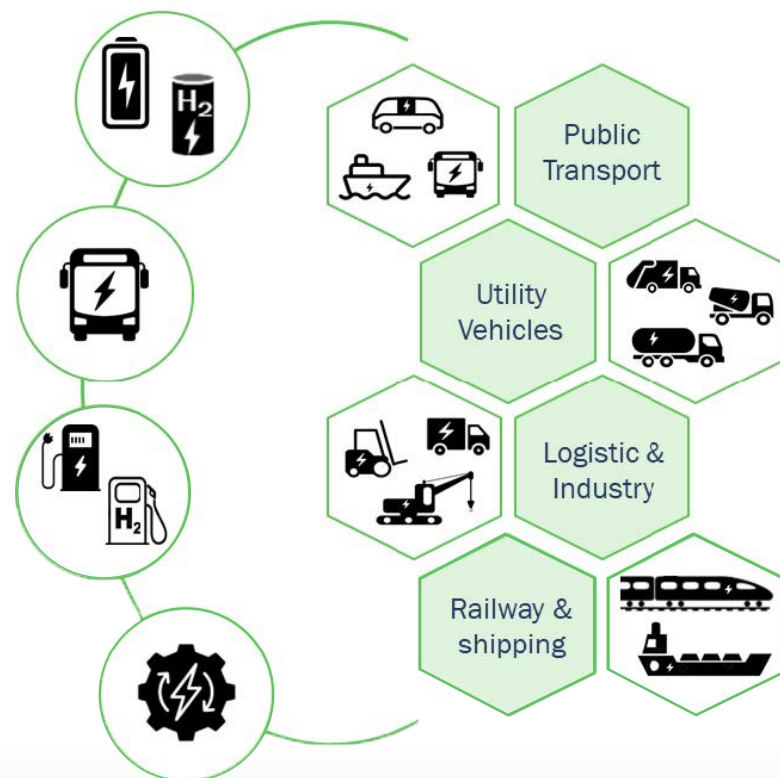
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GREEN MOBILITY

NEoT Green Mobility offers financing solutions for **public and private transport operators, public authorities, logistics operators** looking to deploy Zero-Emission electric or FuelCell fleets: buses, coaches, trucks, ships, infrastructures.

As such, NEoT Green Mobility

- **reduces the initial investment** for the Operator
- **improves the TCO** of the vehicles, by optimizing the batteries values
- takes on the **technological risk**
- facilitates discussions and interfaces with **ZE mobility stakeholders** (manufacturers of vehicles, FC, batteries, chargers)



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