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Triple-A Model for scaling EV ecosystem

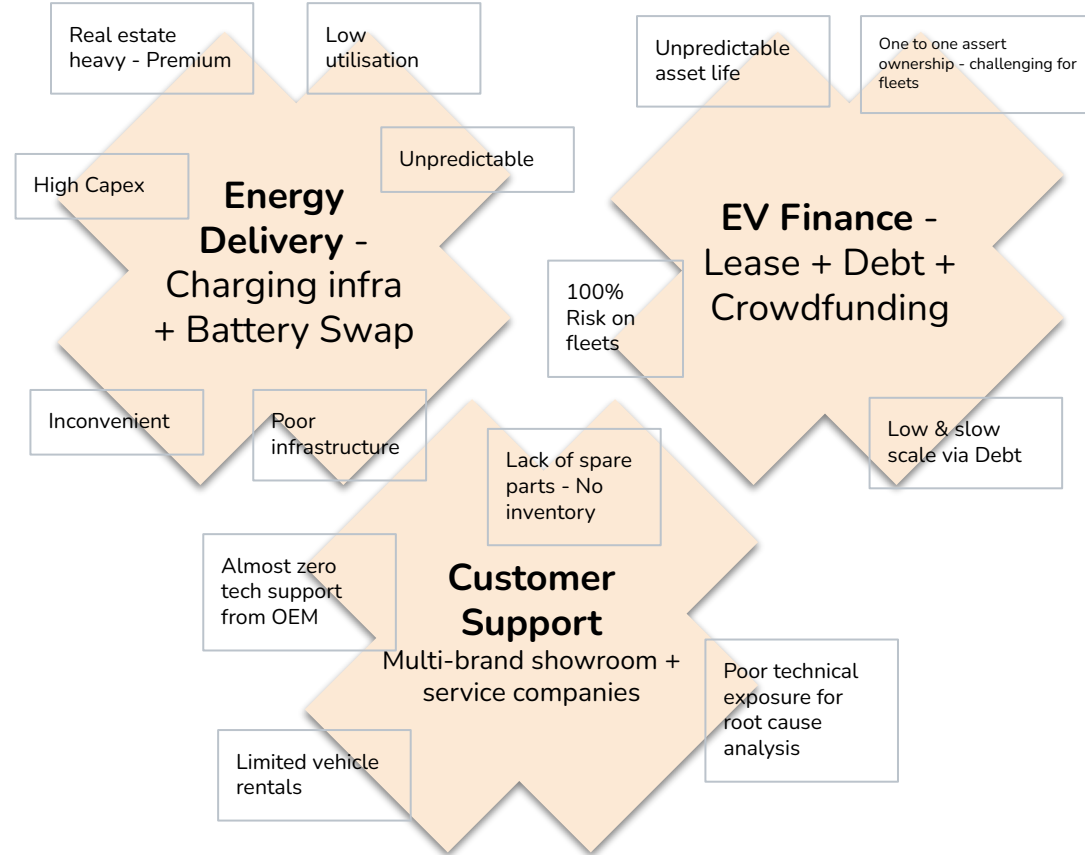
Triple-A Model Consortium
TAMC

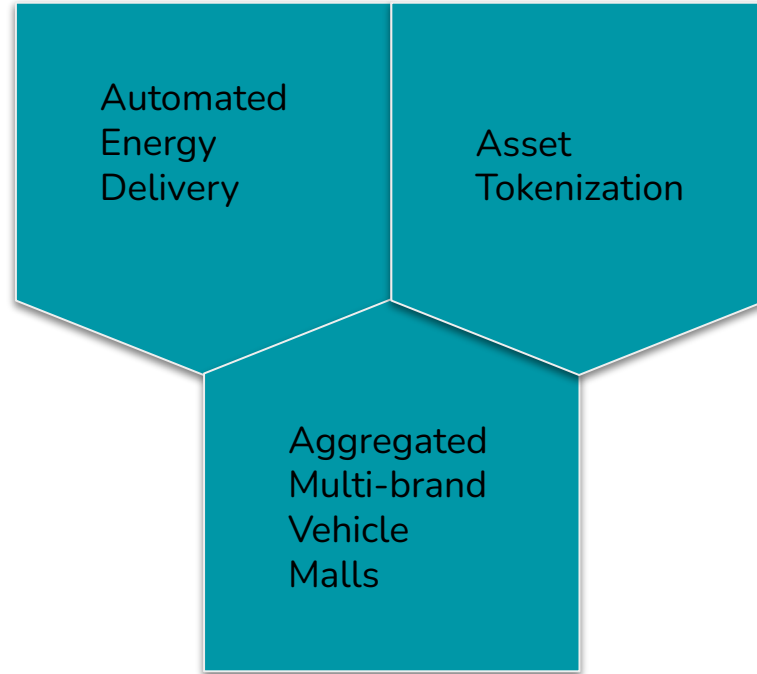
Triple-A Model for scaling EV ecosystem vA0 || All rights reserved

The 3 Business Problems

- Scaling energy delivery infrastructure
- Financing EV assets
- Customer experience - Service & Support

If solved, these three problems can open floodgates of immense business opportunities for multitude of companies in EV space.





Automated Energy Delivery

Delivering energy via mobile vehicles carrying batteries for swapping compatible vehicles or on-board charging gun for fixed battery vehicles.

- Customer vehicle sends notification for fleet for low battery status.
- Fleet Delivery executive is assigned to delivery battery automatically without customer booking on app
- Executive not only swaps battery but also cleans vehicle, checks for faults and fills up air

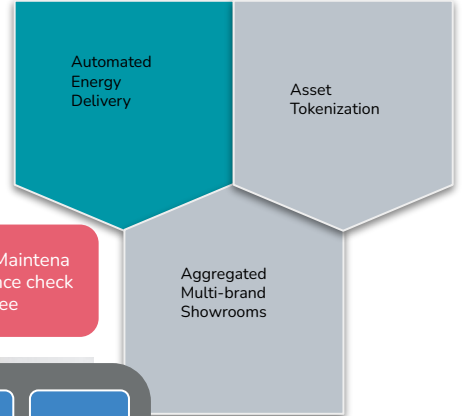
Fleet is a swarm of floating - mobile swapping / charging stations

Can enable intercity travels

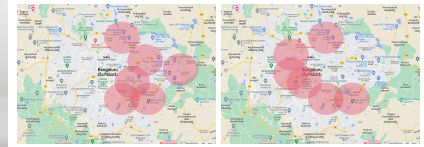
High revenue due to bundling of services



$$\text{High revenue due to bundling of services} = \text{Swap / Charge fee} + \text{Cleaning fee} + \text{Maintenance check fee}$$



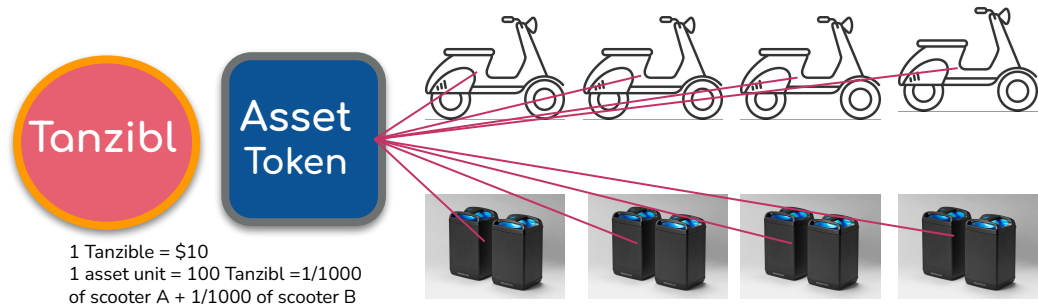
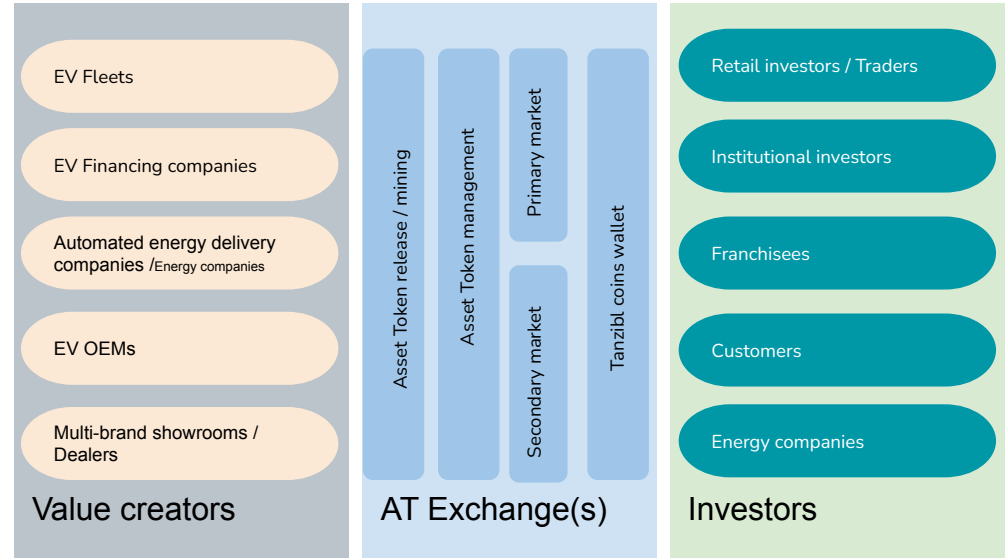
Batteries can be connected in parallel for charge larger fixed battery vehicles



Can be moved wherever demands peaks

Blockchain based digital asset token is linked to multiple physical units with fractional ownership of each. Averaging out profits / losses / risk over a wide spectrum of assets.

- Investors purchase Tanzibl coins and top-up digital wallets. Then they can purchase asset tokens issued by any value creator.
- Value creator applies for creating asset tokens at exchange like IPO in equity market. These are then vetted and approved by exchange to be floated in primary market for investors.
- First investors then can sell (flip) tokens in secondary market later when demand grows (fossil fuel prices going up increasing earning potential etc)
- Each Token is linked to revenue sharing per asset income to Value creator. Vice versa - losses are also linked.



Aggregated Multi-Brand Vehicle Malls

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Aggregation of services like maintenance services , new vehicle sales , financing by a dedicated professional entity catering to customers of major types and brands in EV

- Shared staff : Sales , service , operations etc reduce overall cost. Best teams are rotated to staff each brand outlet every week for uniform advantage to all brands.
- Same location but different shops ensure isolation in branding yet benefits of sharing real estate and other overheads for dealer.
- Rapid scale / descale / rescale for OEMs with less impact on prospects for dealers.
- Very high market presence and hence footfall
- COCO model - building built from scratch



Bulk Charging station for AED & Fleet parking-rentals

Common service area + Spare parts shop

2w 2w 2w 4W

↑ Mall front



Major EV brand in one location : compare & buy

Reduced cost of regional marketing as cost is jointly shared indirectly

Shared service centre means better inventory & service quality for customers

High footfall compared to standalone showrooms and lower overheads

Sales boosters



Lease to own



Long term Rentals



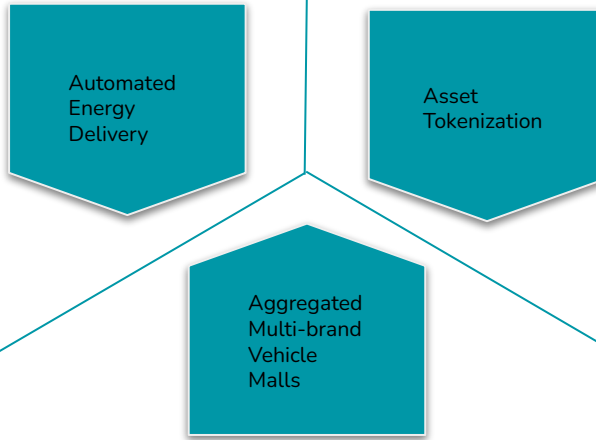
Vehicle exchange

Participating companies (min two each type)

1. Battery manufacturers / Swapping
2. Maintenance
3. Charging infra companies
4. Energy companies
5. Vehicle manufacturers

Scope of pilot

- Launch Swappr company / app
- To build customer base of 100-500
- Build operations for pilot with 50-100 batteries and 5-10 vehicles
- Achieve 100% order fulfillment and high NPS score
- Identify , experiment and solve potential scaling issues



Participating companies (min two each type)

1. Fintech companies
2. EV finance companies
3. Blockchain based organization
4. NBFCs and Banks
5. EV 3PL Fleets

Scope of pilot

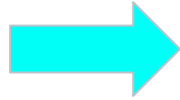
- Launch Tanzibl company / app
- To raise investment for 100-500 batteries via online platform
- Onboard 5-10 EV fleets / Value creators
- Establish partnership with other fractional ownership companies
- Identify , experiment and solve potential scaling issues

Participating companies (min two each type)

1. Vehicle dealers
2. Petrol pump owners
3. AutoSpare / service companies
4. EV Rental Fleets
5. Commercial property developer

Participation Requirements

- Participation fee = Rs 20 lac + taxes
- Bi-monthly review / brainstorming meetings
- Optional contribution of sample products / services for standardisation benefits



Access to clients / customers acquired in pilots

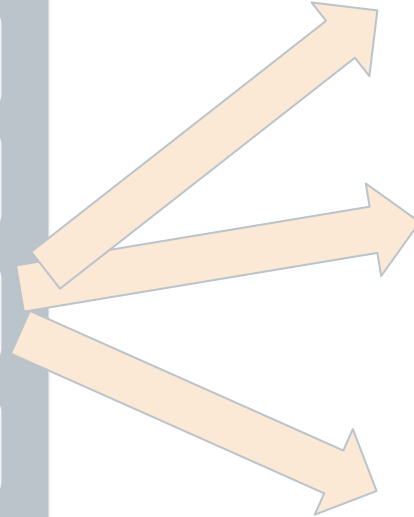
License to all IP created in the pilots to be used in own private projects

Sharing of costs / risks limited to participation fee compared to high risks & overheads if done inhouse

Equity Option (5% tentative) in respective "partner startup" formed for each model

Consortium enabling better visibility with policymakers and financial institutions

"Partner startups" becoming captive business to potentially buy or service customers of main business , these will also be ideal for further investments or potential acquisition



Sappor

Tanzibl

VIBEY



HITEN PAL SAKLANI
CEO & Co-founder

- IIM Bangalore EGMP , BE Production
- Specialisation : Business management, innovation , engineering, business development , strategic partnerships, co-investments , government relations
- Experience : 8+ yr , Micelio Mobility , ION Energy etc



Amitabh Vaidya
Chief Consultant & Co-founder

- MMS Marketing , AICWA, BE Mech
- Specialisation : Program management, engineering process development, staff training , manufacturing technology , PLM , digitisation. IOT.
- Experience: 35+ yr . Mahindra ,Tata Technologies, T-Systems, PTC



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Thank you.

Excited to work with you