

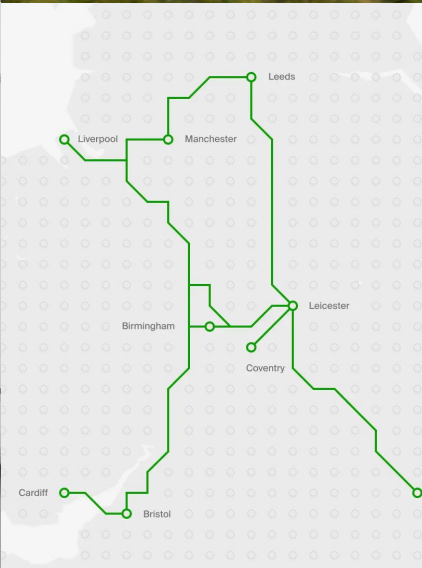
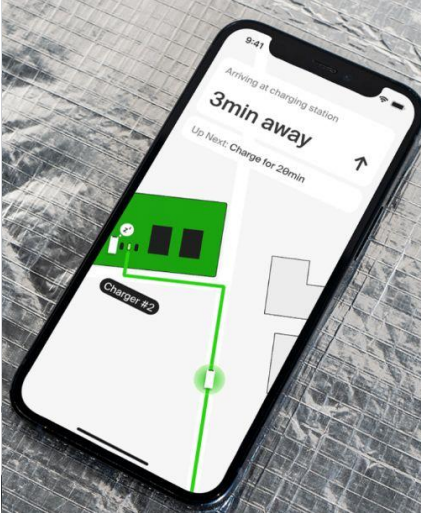


# Einride is the largest electric freight operator in Europe and is rapidly expanding its footprint

**Business model** Transport Service Provider with a turnkey solution for electric road haulage and no capex investment for our customers

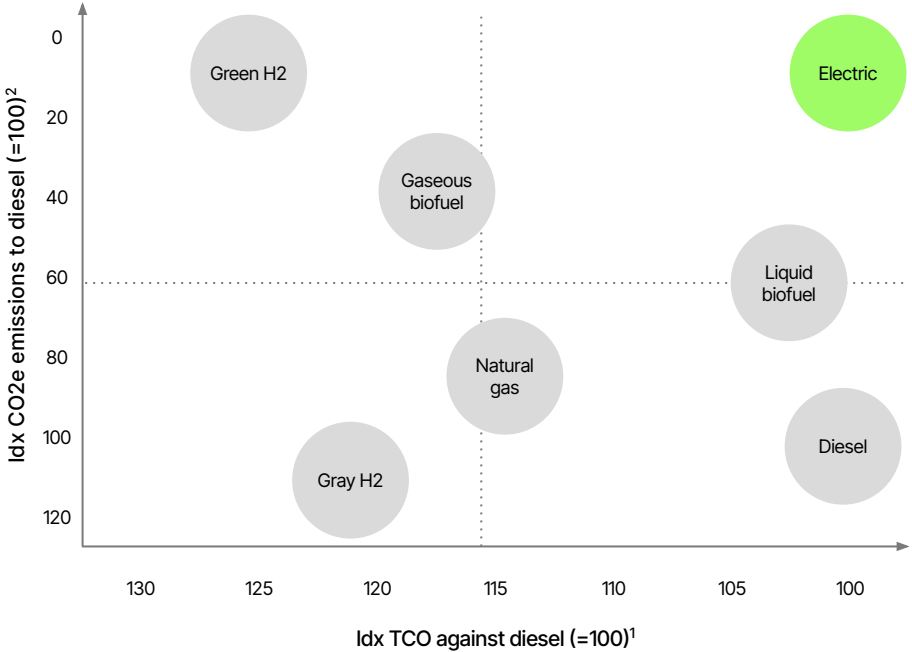
**Why Einride**  
**Ops Experience** Largest e-fleet operator in Europe and the US  
**Digital Native** platform enabling cost effectiveness and high reliability  
**Charging Grid** combining Einride Stations and bespoke charging solutions  
**Innovation partner** with a clear path towards autonomous

**Selected achievements**  
**+3 years** of electric heavy duty truck operations, servicing global clients including Lidl, REWE, Carlsberg, PepsiCo  
**99.7% on time deliveries**, up to >95% CO2e reductions  
First in the world with an autonomous electric truck on a public road 2019

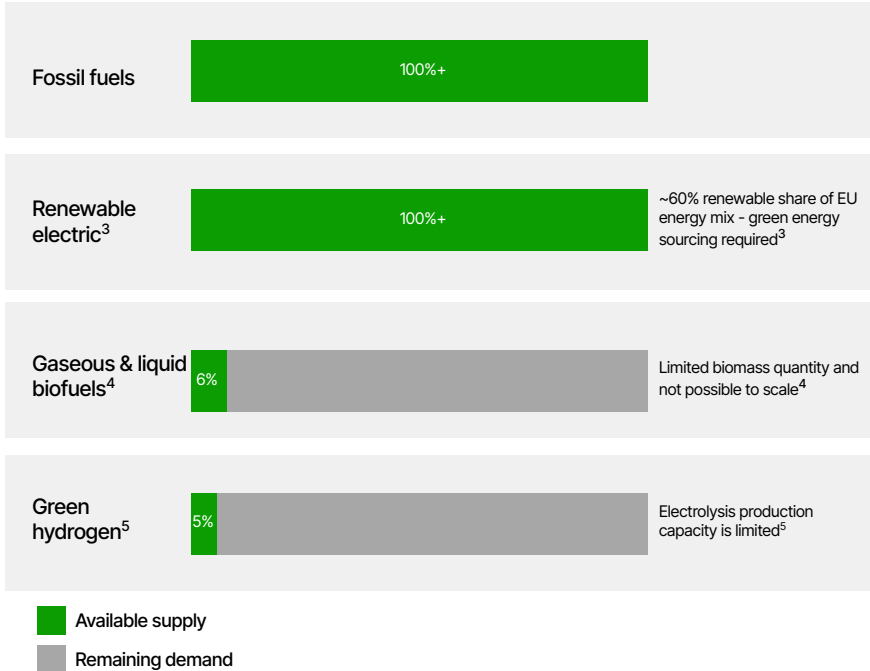


# Electric is the most promising sustainable transport given low cost and low environmental impact while being scalable

## Business case for transport technologies



## Fuel availability for EU's transport demand 2030



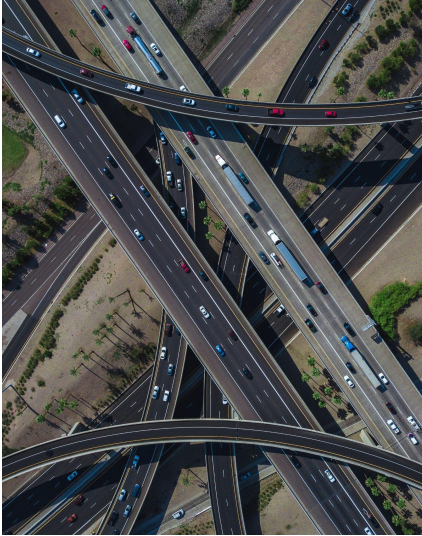
1) Calculations based on Gustafsson et al., Transportation Research 2021; Transport and Environment 2021; ICCT 2022; European Parliament 2022. Calculations are excluding financing cost; the exact cost differences will depend on market and case.

2) Based on GLEC and EN 16258 framework, H2 is adapted from Gustafsson et al., Transportation Research, 2021.

3) Based on EU Long Term Strategy. 4) Panoutsou & Maniatis 2021. Sustainable biomass availability in the EU. p40. 5. 5) Adapted from Odenweller et al. 2022. Nature Energy.

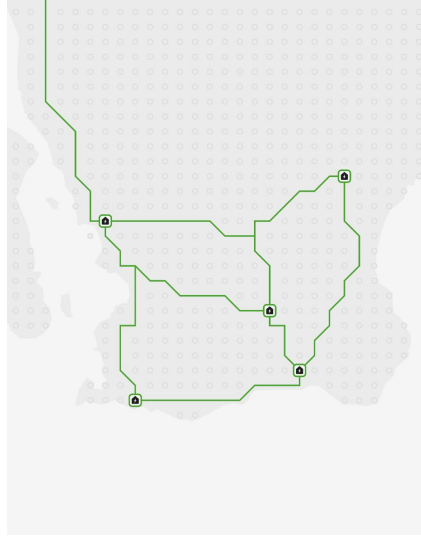
# Key drivers to identify immediate optimal electrifiable routes

## Following a proven approach



### High-density locations

We will focus on high density locations to operate as efficient as possible through network effects.



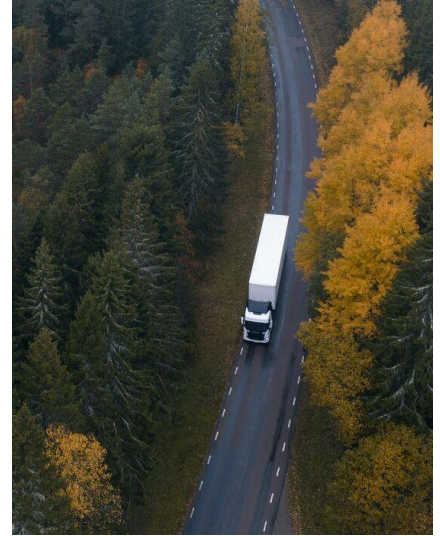
### High-volume FTL lanes

We focus on high-volume lanes to minimize the electric operating cost from day 1, and scale from there.



### Predictable volumes

We focus on scheduled traffic to account for optimal operational setup and charging cycles.



### Short/mid haul distances

We complete short distance line haul or milk-runs without the need for enroute charging.

# Your industry is decarbonising. What is your way forward?

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## Stick to diesel

Challenges: (a) diesel bans/regulation (b) competition ahead (c) falling behind on ESG goals/harming your brand/consumer backlash



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## Electrify in-house

Challenges: (a) High CAPEX & technology risk, (b) no expertise for max efficiency, (c) hard to scale, (d) lacking in-house digital/optimization capabilities & in-depth transformation planning



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## Electrify & scale with an expert

Leverage the operational experience & advanced digital tech of a long-term partner, in a solution-as-a-service partnership, with monthly OPEX & a clear Transformation Program to start & scale





# For the transition to sustainable road freight to work at scale, your transformation partner shall meet key prerequisites

## Cost efficient

Making the business case work



It should make economic sense to transition to electric, at competitive rates.

## Operationally reliable

Making the operational case work



It should be done reliably without risking disruptions to your current operations.

## Assume the carbon reduction responsibility

Making the environmental case work



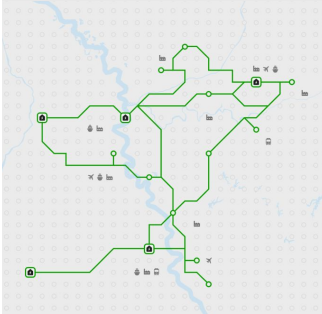
It should be the partner's duty to comply to carbon reduction and report transparently on it.

## Software powered

A robust digital infrastructure is needed to power up a cost efficient transition, operational reliability and tangibly prove the carbon reduction impact. A software-first partner.

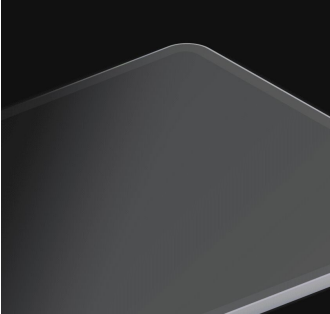
# A transformation program based on your data and targets, Einride's intelligence & operational expertise

Einride Transformation Program



## Assessment

How can I reach my CO2e targets?  
  
Where do I have maximum CO2e reduction opportunities?  
  
How do I start shipping with electric now in my network, without disrupting my operations?



## Planning

Digitization plan  
Strategic electrification plan incl. Joint Business Plan  
Autonomous implementation plan



## Execution/Deployment

Sourcing vehicles - economies of scale  
Sourcing chargers or leverage existing infrastructure  
Leveraging subsidies, avoiding penalties  
Implementing digital tools  
Wave rollouts



## Intelligent Operations

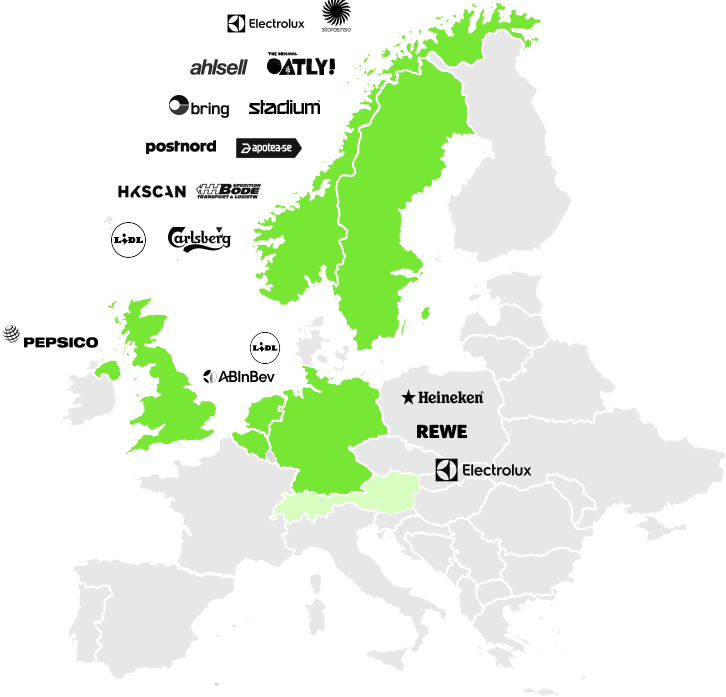
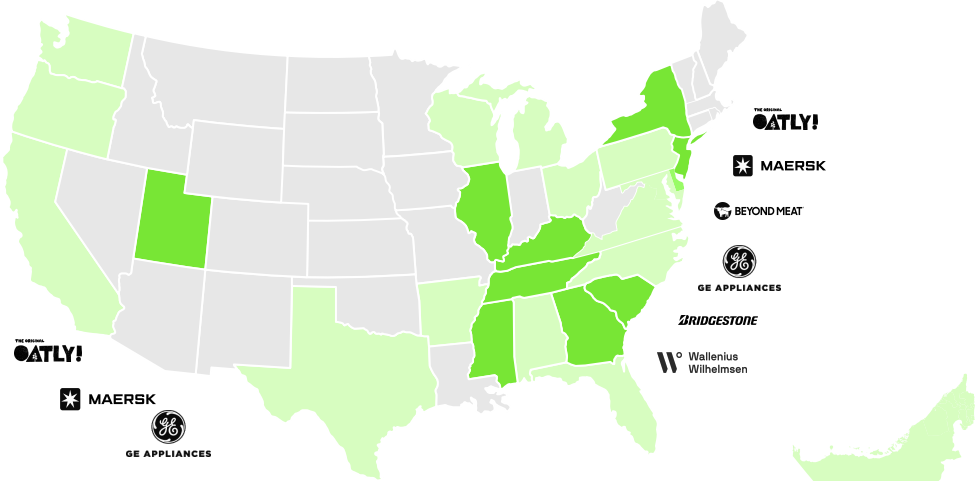
Daily intelligent movement of your goods with Einride Saga:  
  
- Real-time visibility of operations  
- Status monitoring  
- Insights & Reporting on daily transportation performance KPIs and CO2e emissions

Powered by your data & executed by Einride Saga & Sol Dev

Executed by Einride

# Operational excellence, trusted, tried and tested globally by Fortune 500 companies, authorities & logistics leaders

■ Live and operational
 ■ Go-live 2023-2024





# Electrification Case Studies

How Einride electrified blue chip customers across different industries

Lidl



Operational since 2020 with 50% of stores in the Stockholm network electrified, on the path to electrify 85% within 5 years. Dynamic route planning with Saga and >99.6% delivery precision.



Rewe

REWE

REWE  
Dein Markt

#UM  
DINK  
DR

In Kooperation mit Einride  
Intelligent movement

einride

Germany's second-largest food retailer, is going electric with Einride. 8% of the retailer's eastern region transports are now without tailpipe emissions. In operation since March 2023, 300 branches in Berlin and Brandenburg are served from Oranienburg and Mariendorf

REWE

REWE



# Maersk



**“Maersk has a comprehensive decarbonisation plan in motion for our Ocean activities which represent 93% of all company-related emissions. This order marks the expansion of our ambitions to cover all services across transport modes.”**

**Vincent Clerc, CEO of Ocean & Logistics, A.P. Moller - Maersk**

# Rapidly deploying connected charging stations as an integral part of our offering together with investment partners

Einride's focus on charging infrastructure has increased and we are **live and available for Einride and non-einride fleets today** in Stockholm, Sweden and in LA, USA.

- The LA Station is the largest in its kind in North America and hosts 130 charge points
- Rapid deployment is enabled with long-term control by limited investments through partnerships

Existing partners





# Autonomous vehicles

100% electric and fully autonomous, with no cab. Every vehicle in the fleet can be remotely monitored and controlled. The first vehicle of its type to be operated on a public road (Sweden, 2019).







# Commercializing autonomous with first full-time operations in the US



GE APPLIANCES



**Digital electric and autonomous shipping of air conditioning units in Selmer, Tennessee, a strong next step in commercializing autonomous operations**

