



Refuse Truck Fleet Electrification Roadmap

presented to

*The Federation of
New York Solid Waste
Associations*

May 23, 2023
Lake George, NY



Today's Topics

- Why Battery Electric Garbage Trucks in the First Place ?
- About the Trucks: Key Performance Specifications
- The REVS battery electric garbage trucks as a service offering, a/k/a “Everything but the Driver”

4 Things to Know About REVS

1. Experience
2. Expertise
3. Independence
4. Your Long-term partner, every step of the way

Why Go Electric in the First Place?

1. No more DEF
2. Driver Health & Comfort (AC works, vibration, USB port for i-phone)
3. Operational Reliability: 98% Up-time
4. Cost Savings: Up to 20% vs. Diesel
5. Budgeting Predictability: stable electric utility rates vs. diesel price swings
6. Environmental Benefits: *Don't forget to Save the Planet on Your Way Out the Door*

Roundtrip EV Route Savings Calculator – Diesel vs. Electric

Diesel Truck Inputs & Total Operating Cost

| | | |
|----------------------|-----------|------------------------------|
| Hours/ Day | 9 | \$175,000 |
| Miles/ Day | 80 | Insurance |
| Pickups / Day | 800 | Fuel |
| M&R Cost /Hour | \$19.00 | M&R |
| Fuel Cost/ Hour | \$18.00 | Rearloader Diesel Truck Cost |
| Truck Capital Cost | \$340,000 | |
| Truck Useful Life | 7 years | |
| Diesel Cost / Gallon | \$4.50 | |

Class 8 Rear Loader

REVS Electric Truck Savings

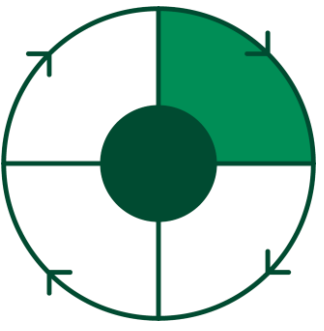
Annual % Savings Per Truck:

20%

Annual Dollar Savings Per Truck:

\$30,000

Note: Savings assumes \$100k in vouchers/rebates realized. Voucher amounts will vary depending on the state and could be as high as \$240k in certain states like California



About the Trucks: Key Performance Specifications

| Illustrative Chassis Comparison - BYD vs. Battle | | |
|--|--|-------------------------------------|
| | BYD Class 8 Refuse | Battle Class 8 Refuse |
| Design | BYD 8R | LET II |
| Body Capacity | 25 cubic yards | 25 cubic yards |
| Gross Vehicle Weight Rating GVWR (lbs) | 66,000 | 50,000 |
| Wheelbase (inches) | 191 | 176 |
| Max Power (HP) | 523 | 310 – 500 |
| Max Torque (LB-FT) | 812 | 1,100 - 1,700 lb-ft |
| Battery Capacity | 243 – 400 kwh | 240 – 400 kwh |
| Battery Manufacturer | BYD | CATL |
| Battery Technology | Lithium Iron Phosphate | Lithium Iron Phosphate |
| Charging Power | DC 120 kW CCS1 | DC 120 kW CCS1 |
| Payload | 12 – 14 tons | 12 – 14 tons |
| Distance / Duty Cycle | Rear Loader: 60 miles with 90 full compaction cycles ASL: 80 miles with 800 lifts | Highway 130 miles NYC: 100 miles |

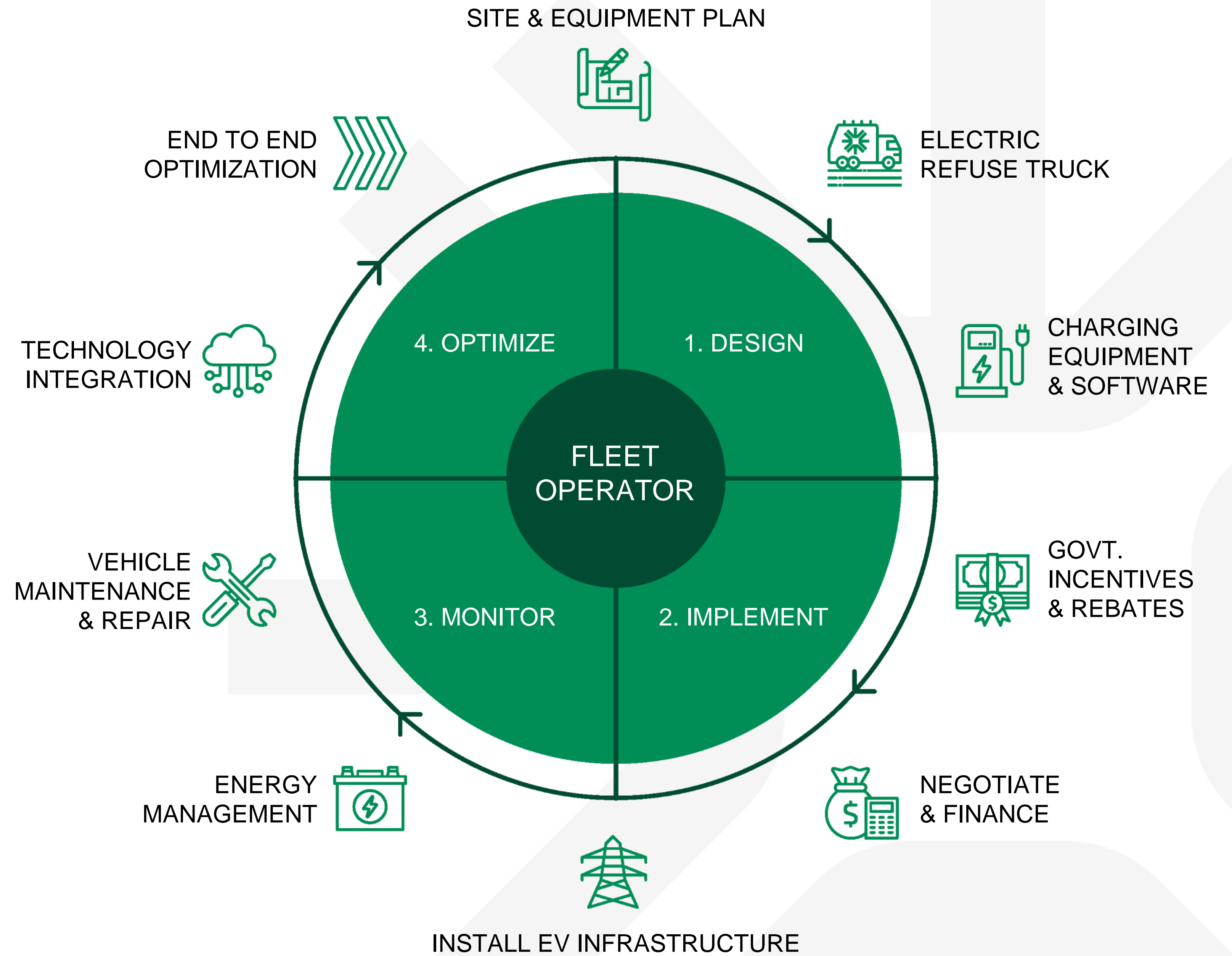


The REVS “Everything but the Driver” Service Offering Solves for 3 Major Problems:

1. How to Go Electric with Confidence
2. How to Go Electric affordably
3. How to Go Electric now

How Does "Everything But the Driver" Work?

What We Do



What You Get

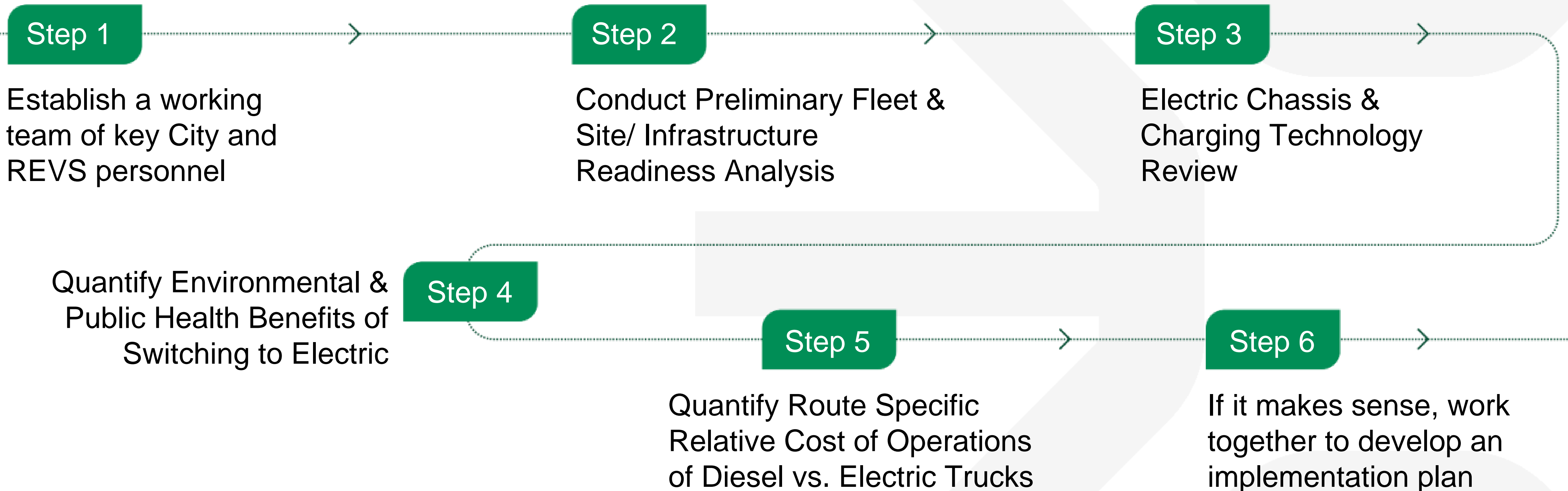
- Trucks
- Chargers
- Automated charge management control systems
- Telematic / Fleet management and information systems
- P.E.-sealed electrical design drawings
- Construction, integration, optimization, and commissioning of all trucks and control systems
- 24/7/365 Monitoring and control through REVS customer Dashboard
- 24/7/365 Maintenance & Repair Services
- Energy Management
- Grants & Vouchers
- Reporting
- Lot's more stuff

How it Works

1. You don't buy or lease the truck; instead you enter into a long-term services agreement of 5 - 10 years
2. You pay a fixed monthly fee as an operating budget expense item instead of making large capital budget expenditures
3. You keep 100% of Energy Savings
4. REVS keeps 100% of the technology risk
5. We share other future revenues like DR, V2G, CO2 credits

Next Steps: Roundtrip EV will work with your team to conduct a “Fit Analysis Review” of our current waste services

The Roundtrip EV team will work with the Fleet Owner / Operator to evaluate if electric garbage trucks meet the form, fit, and function tests





Thank you

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