

EVs, EVCI, AND THE LAUNDRY INDUSTRY - ARE WE READY?



Agenda

- Introduction to RYDERELECTRIC+
- EV101: Acronyms, Lingo, Factoids
- Regulatory and Vehicle Landscape
- Lease Vs Lease Comparison
- Grants and Incentives
- Charging
- Electrification Timeline





SUPPLY CHAIN I DEDICATED TRANSPORTATION I FLEET MANAGEMENT SOLUTIONS

Executive Summary

We understand transportation is all about watching your costs down to the penny.



Through Ryder's ChoiceLease Full-Service program, you will have this visibility.

Your Objectives:

- Have a partner that can provide electric vehicles along with the support and knowledge to service the units
- Reduce Overall Environmental Impact of Diesel Equipment in California
- Partner with the State of California with the state driver schools to have electric vehicles within the driver training network
- Have a partner that can provide a solution that will prevent cost fluctuations over the life of the asset
- Have a lease partner that can also structure the lease to meet financial requirements of your company if they change overtime

Ryder's Proposed Solution

- 1. Ryder to provide electric equipment and apply the grant money if operated in Southern California.
- 2. Ryder to provide an operating lease/FMV but Ryder will also provide the flexibility to re-structure the assets at anytime during the lease as financial goals change.
- 3. Ryder to provide a guaranteed maintenance program to ensure entire life costs of the unit is accounted for and Ryder will schedule and coordinate all maintenance services.



Ryder's EV Offerings | Industry 1st Solution



RYDERELECTRIC+*

VISION

Build an EV business that better safeguards our environment and earth

MISSION

Make implementing and experiencing an EV a simple solution for our Customers

Turnkey solution to simplify electrification... 1 contact, 1 cost, and 1 contract package



RyderElectric+ | Customer Electrification Journey





SUPPLY CHAIN I DEDICATED TRANSPORTATION I FLEET MANAGEMENT SOLUTIONS

Solution | Full-Service Lease



Top-line service, bottom-line savings and one-stop simplicity. We offer fleet management services

and expertise as a Full-Service Lease package so you can deliver better customer service, reinvest your capital in other strategic projects, comply with government fleet regulations and combat today's technician shortage.

Vehicles

- Wide variety of truck sizes and specifications to meet your unique fleet requirements
- Leverage Ryder's scale and buying power with major OEM's
- Competitive lease rates from higher residual values only Ryder can offer due to our used vehicle sales centers

Maintenance

- Industry-leading maintenance infrastructure
 - o 6,400 technicians
 - 800+ locations at Ryder shops or onsite at your location
- Emergency road service is Included (24/7/365)
- Substitute Vehicles for Breakdowns are Included – based on availability
- Guaranteed Maintenance for equipment
- Refrigerated work, APU and lift-gate repairs done in-house
- Tire service, federal inspections, regular washes, vehicle file and more are Included

Value-added services

- Fuel services
- Licensing
- Regulatory reporting including vehicle permits and taxes performed by Ryder
- Safety services
- 24/7 Online Customer Portal for a single view of your fleet's maintenance and account history

Options

- Financing (operating lease)
- Insurance coverage
- Flex-to-green lease for easy transition to Alternative Fuel Vehicles
- Mobile maintenance (By Location)
- Parking at Ryder Locations



SUPPLY CHAIN I DEDICATED TRANSPORTATION I FLEET MANAGEMENT SOLUTIONS

Solution | How We Maintain Your Fleet

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OEM-trained Ryder Technicians

- Our technicians receive continuous training on the latest engine electronics and components and are authorized to perform most warranty work
- We service all major manufacturers: Cummins, Caterpillar, Detroit, International, Mack, Isuzu, Freightliner, and more
- We service vehicle refrigeration units: Thermo King and Carrier

Leading Technology to Maintain Fleet

- Leading edge diagnostic equipment proactively identifies service needs
- Computerized scheduling and record keeping ensures preventive maintenance occurs at regular and appropriate intervals
- Key performance measurements confirm your vehicles are performing at their peak

Controlled Costs

- Monthly cost is a fixed amount per vehicle plus a rate per mile
- Costs are same regardless of the amount of work completed; we assume financial risk in excess of the fixed amount and mileage rate
- Maintenance performed under contract to guaranteed service levels



Maintenance | Ryder Advantage

The average turnaround time in a Ryder shop is 1.5 days – three times faster than industry average.



- Ryder insources 92% of the maintenance it performs, which in turn:
 - Lowers maintenance costs
 - Creates faster turnaround times
 - Provides better controls
 - Ensures quality of repairs
- Ryder performs periodic vehicle specification review

- Large Sub/Rental fleet to supplement your lease fleet when trucks are down or in need of extras
- <u>Ryder's Technical Assistance</u> <u>Center (TAC)</u> – a technical assistance group that is a liaison between the shops and OEMs to diagnose more quickly and limit "repeat repairs."





EV 101

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EV101 | Acronyms & Lingo – Vehicle and Charging

Term	Meaning
EV/BEV	Battery Electric Vehicles
kW	Kilowatts, Rate of charge
kWh	Kilowatt Hours, Capacity for work, think gallons of diesel
SOC	State of Charge, i.e. what % of kWh are left in the battery
ICE	Internal Combustion Engine
DC(FC)/Level 3	Charger using 480V electricity, range from 19-350kW
Dwell Time	How long the vehicle is not in use between shifts or routes
Regen	Regenerative braking, vehicle recovers braking energy back into the battery
CCS1, NACS, J1772	Types of Charging Standards. Most MD & HD use CCS1 and are keeping that standard. Most eVans currently use J1772/CCS1, but are changing to NACS in 2025.

EV101 | Acronyms & Lingo – Regulatory

Term	Meaning
ZEV States	Zero Emission Mandate states following California's lead on a different timeline
CEC	California Energy Commission – primary energy policy and planning agency
CARB	California Air Resources Board- State entity overseeing enforcement of air quality mandates such as ACF and WAIRE, as envisioned by the CEC
ACF	Advanced Clean Fleets: a currently on-pause mandate for fleets over 50 vehicles or over \$50M in revenue that have at least one vehicle operating in California
WAIRE	Warehouse Actions and Investments to Reduce Emissions Program
Prevailing Wage	A higher labor wage needed to comply with some grant funding programs



EV101 | Helpful Factoids

ltem	Interpretation
Range	Range shown for the full capacity of the battery. OEMs vary on their anticipated loads in these estimates
Charge time	Marketing differs with AC charge time shown with a 0-100% SOC range, but DC is shown with a 20-80% SOC range
Charging Rate	Vehicles don't accept the peak charge rate for the entire refill. The fastest rate generally occurs the beginning of a charge, decreasing until 80% SOC when it really slow down. The larger the vehicle, the more gradual the slow down
Nameplate Capacity	A "19kW" AC charger may be advertised using different voltage (240V vs 208V) or Amps (50A vs 30A) than is available on site or a continuous capacity. Leading to slower than expected charging times



Current Regulatory and Vehicle Landscape

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EV Landscape | Market Trends

TRENDS

- o Timelines are elongated for vehicles and infrastructure
- o Availability is still limited, better with Light Duty vehicles
- o Non-traditional continue to struggle
- o Regulatory pressures don't always align with production

CALIFORNIA

87,700

CA EV chargers

(All Classes)





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Proprietary and Confidential

1,524,000

CA EV sales

(Passenger + Commercial)

15

EV Landscape | Regs & Mandates (CARB in flux 1/2024)

ACF/CARB* Milestone Schedule

Zero-Emission Fleet Percentage	10%	25%
Group 1 – Box trucks, vans, yard trucks, buses	2025	2028
Group 2 – Work trucks, day cab tractors, buses	2027	2030
Group 3 – Sleeper tractors and specialty vehicles	2030	2033
*More states may follow.		











CO, DC, HI, NV, PA, RI, VA MOU states commit to achieve 100% sales of electric trucks by 2050, with an interim target of 30% zero-emission vehicle sales by

2030.

Ryder Ever better." | 16

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EV Landscape | Today's Options

Class	Туре	Always changing and expanding				
2 - 5	Van / Step Van	ISUZU Image: Constant Character Image: Constant Character Image: Constant Character Image: Constant				
6 - 8	Non CDL and CDL Truck & Tractor OEMs	NAVISTAR				
8	Yard Tractors	ELECTRIC ELECTRIC ELECTRIC ELECTRIC ELECTRIC				



Ryder EV Availability | Today's Lease Options



EV Landscape | Vehicle Update (*TRACTORS*)

	Kalmar LSV SV S22	Orange EV e-TRIEVER	Autocar E-ACTT	TICO Pro-Spotter	Freightliner eCascadia	Volvo VNRe	Tesla Semi
Range (100%)	22 hours	24 hours	22 hours	12 hours	230 miles	175/210 miles	300/500 miles
Battery	220 kWh	100 kWh 180 kWh	210 kWh	112 kWh	438 kWh	375 kWh 565 kWh	~ 540 kWh ~ 900 kWh
Charging Time (20% - 80%)	~ 100 min	~ 120 min	~ 120 min	~ 100 min	~ 120 min	~ 100 min	~30 min (up to 70%)
GVWR, lbs	35,000	40,900	35,000	34,000	82,000	82,000	82,000
Approximate Max Payload, lbs	N/A	N/A	N/A	N/A	21,800	24,500	~ 23,000
AC or DC Charge Capable	DC	DC	DC	DC	DC	DC	DC

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EV Landscape | Vehicle Update (*Medium to Light Duty*)

			ZERC	Contraction of the second	ATT CHARGED CHARGED					
	Freightliner eM2	Navistar eMV	Kenworth K270E K370E	Rizon E16 (M/L) E18 (M/L)	FCCC MT50e	BrightDrop Zevo	Ford E-Transit	Rivian RCV 500 RCV 700	Mercedes eSprinter	Ram eProMaster
Range (100%)	180 mi (C6) 250 mi (C7)	135 mi	100 mi 200 mi	110 mi (M) 160 mi (L)	180 mi	200 mi 250 mi	108-126 mi	150 miles	248 mi	173 mi
Battery	194 kWh (C6) 291 kWh (C7)	210 kWh	141 kWh 282 kWh	82 kWh (M) 124 kWh (L)	246 kWh	120 kWh 175 kWh	68 kWh	100 kWh	113 kWh	47 kWh 79 kWh
Charging Time (20% - 80%)	DCFC ~60 min (C6) ~70 min (C7)	AC ~8 hours DC ~90 min	AC ~10 hours DC ~60 min	AC ~9 hours DC ~90 min	AC ~9 hours DC ~90 min	AC ~8 hours DC ~60 min	AC ~6 hours DC ~30 min	AC ~9 hours DC ~90 min	AC ~9 hours DC ~90 min	AC ~9 hours DC ~90 min
GVWR, lbs	26,000 (C6) 33,000 (C7)	26,000 (C6) 33,000 (C7)	26,000 (C6) 33,000 (C7)	15,995 (e16) 17,995 (e18)	16,000 - 23,000	9,990 11,000	9,500	9,350 9,500	9,370	8,550
Approximate Max Payload, Ibs	8,800 (C6) 10,600 (C7)	11,500	9,000	11,900	6,000	2,100 3,400	3,200	2,700 2,500	2,700	3,200
AC or DC Charge Capable	DC	AC & DC	AC & DC	DC	DC	AC & DC	AC & DC	AC & DC	AC & DC	AC & DC

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Lease Vs Lease Comparison

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ICE Lease vs. EV Lease (eTransit)



Total Cost Analysis					
Category	I.C.E (Ford Transit)	Electric (Ford E-Transit)			
Annual Fixed Cost	\$15,000				
Annual Variable Cost	\$2,000 \$1,800				
Charger Cost	\$900				
Energy Cost	\$8,318 \$2,586				
Total Annual Cost	\$25,318 \$26,094				
EV Annual Cost Benefit (\$)	(\$776)				
EV Annual Cost Benefit (%)	-3%				

CA State Power Sources:



Greenhouse Gas Emissions Analysis			
**Tailpipe CO2 Reduction	85%		

*Annual fixed cost will vary based on location and customer. **Estimated tailpipe emissions were calculated using the most recent U.S. EPA statewide grid emissions and are provided for illustrative purposes only. Actual tailpipe emissions will be influenced by several factors including, but not limited to, driver and charging behavior, traffic and road conditions, vehicle condition and maintenance, variability among utility provider energy mixes within states, etc. It is imperative that customers review this calculator and related reports in their entirety with their legal and corporate sustainability subject matter experts to ensure understanding of all methodologies and assumptions used therein.

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Vehicle Data				
Expected Annual Miles	20,000			
Expected Loaded Miles	50%			
Vehicle Type	Van			
Vehicle Manufacturer	Ford			
Model	E-Transit			
Vehicle Class	Class 2			
Diesel SAM Class	SAM 21			
Max Range (mi)	126			
Effective Range (mi)	105			
Battery Capacity (kwh)	67			

Fuel Parameters				
State Avg Fuel per Gallon	\$	5.41		
Fuel MPG		13.0		

Electricity Parameters				
Domicile State		California		
EV KWH/Mile		0.53		
Effective Cost per KWH	\$.24		



ICE Lease vs. EV Lease (eM2)



Total Cost Analysis			
Category	I.C.E (M2)	Electric (eM2)	
Annual Fixed Cost	\$22,50	\$91,380*	
Annual Variable Cost	\$2,700	\$1,890	
Energy Cost	\$19,084	\$11,674	
Total Annual Cost	\$44,284	\$104,944	
EV Annual Cost Benefit (\$)	(\$60,660)		
EV Annual Cost Benefit (%)	-137%		

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CA State Power Sources:



Greenhouse Gas Emissions Analysis		
ailpipe CO2 Reduction	71%	

*Annual fixed cost will vary based on location and customer. **Estimated tailpipe emissions were calculated using the most recent U.S. EPA statewide grid emissions and are provided for illustrative purposes only. Actual tailpipe emissions will be influenced by several factors including, but not limited to, driver and charging behavior, traffic and road conditions, vehicle condition and maintenance, variability among utility provider energy mixes within states, etc. It is imperative that customers review this calculator and related reports in their entirety with their legal and corporate sustainability subject matter experts to ensure understanding of all methodologies and assumptions used therein.

RYDERELECTRIC+

Vehicle Data			
Expected Annual Miles	30,000		
Expected Loaded Miles	50%		
Vehicle Type	Box Truck		
Vehicle Manufacturer	Freightliner		
Model	eM2		
Vehicle Class	Class 6		
Diesel SAM Class	SAM 60		
Max Range (mi)	150		
Effective Range (mi)	125		
Battery Capacity (kwh)	194		

Fuel Parameters		
State Avg Fuel per Gallon	\$	5.41
Fuel MPG		9.20

Electricity Parameters		
Domicile State		California
EV KWH/Mile		1.60
Effective Cost per KWH	\$.24



ICE Lease vs. EV Lease (eCascadia)



Total Cost Analysis			
Category	I.C.E (Cascadia)	Electric (eCascadia)	
Annual Fixed Cost	\$29,000	\$136,680*	
Annual Variable Cost	\$4,800	\$3,360	
Energy Cost	\$46,346	\$30,136	
Total Annual Cost	\$80,146	\$170,176	
EV Annual Cost Benefit (\$)	(\$90,030)		
EV Annual Cost Benefit (%)	-112%		

CA State Power Sources:



Greenhouse Gas Emissions Analysis		
**Tailpipe CO2 Reduction	69%	

*Annual fixed cost will vary based on location and customer. **Estimated tailpipe emissions were calculated using the most recent U.S. EPA statewide grid emissions and are provided for illustrative purposes only. Actual tailpipe emissions will be influenced by several factors including, but not limited to, driver and charging behavior, traffic and road conditions, vehicle condition and maintenance, variability among utility provider energy mixes within states, etc. It is imperative that customers review this calculator and related reports in their entirety with their legal and corporate sustainability subject matter experts to ensure understanding of all methodologies and assumptions used therein.

RYDERELECTRIC+

Vehicle Data			
Expected Annual Miles	60,000		
Expected Loaded Miles	50%		
Vehicle Type	Daycab		
Vehicle Manufacturer	Freightliner		
Model	eCascadia		
Vehicle Class	Class 8		
Diesel SAM Class	SAM 140		
Max Range (mi)	230		
Effective Range (mi)	192		
Battery Capacity (kwh)	475		

Fuel Parameters			
State Avg Fuel per Gallon	\$	5.41	
Fuel MPG		7.0	

Electricity Parameters		
Domicile State	California	
EV KWH/Mile	2.07	
Effective Cost per KWH	\$24	



ICF Lease vs. FV Lease (AutoCar E-ACTT)



Total Cost Analysis			
Category	I.C.E (Yard Tractor)	Electric (EV Yard Tractor)	
nual Fixed Cost	\$28,000	\$107,352	
nual Variable Cost	\$		
arger Cost			
ergy Cost	\$16,221	\$3,891	
tal Annual Cost	\$44,221	\$111,243	
Annual Cost Benefit (\$)	(\$6	(\$67,022)	
Annual Cost Benefit (%)	-1		

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CA State Power Sources:

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Greenhouse Gas Emissions Ana	lysis
ailpipe CO2 Reduction	89%

*Annual fixed cost will vary based on location and customer. **Estimated tailpipe emissions were calculated using the most recent U.S. EPA statewide grid emissions and are provided for illustrative purposes only. Actual tailpipe emissions will be influenced by several factors including, but not limited to, driver and charging behavior, traffic and road conditions, vehicle condition and maintenance, variability among utility provider energy mixes within states, etc. It is imperative that customers review this calculator and related reports in their entirety with their legal and corporate sustainability subject matter experts to ensure understanding of all methodologies and assumptions used therein.

RYDERELECTRIC+**

Vehicle Data				
Yard Tractor Annual Hours	2,000			
Expected Loaded Hours	50%			
Vehicle Type	Yard Tractor			
Vehicle Manufacturer	Autocar			
Model	E-ACTT			
Vehicle Class	Yard			

Fuel Parameters				
State Avg Fuel per Gallon	\$	5.41		
Fuel Yard Tractor GPH		1.50		

Electricity Parameters				
Domicile State		California		
EV KWH/Mile		8.00		
Effective Cost per KWH	\$.24		



Ryder's EV Offerings | Electrification Advisors



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Grants and Incentives

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Grants | Landscape

Federal Programs

Scale of Dollars Growing

- EPA: DERA, Air Shed
- Lawsuits: VW Settlement
- Inflation Reduction Act funding
 - Grant programs
 - Tax programs
 - Loan programs
 - ESG programs
- Canada: National program offering \$547M in funding for 4 years

State Programs

\$2 Billion-\$3 Billion Annually

- Clean transportation funding at the state level will remain consistent in the coming years
- Per-truck funding amounts will decrease over time as states leverage IRA tax credit to spread funding further
- Infrastructure funding to increase drastically
 - IRA provides tax offset for infrastructure funding

Utility Programs

\$5+ Billion Approved

- 59 utility EV-related programs in 35 states
- Numerous typically all electrical work • up to the charger
 - 13 (and counting) specifically relevant to medium duty/heavy dutv
- Many of the programs offering ٠ continuous, no-limit funding



Grants & Incentives | Key Vehicle Grant Programs



*Ryder DTS is not eligible for HVIP.

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Incentives | California Electrification



Incentives | California Vehicle Incentives

		ISEF (HVIP Set-Aside Program)	* CALIFORNIA *		
Vehicle Type	Class 2B-8 vehicles	Class 2B-8 vehicles	Terminal Tractors Transportation Refrigeration Units (TRU's)		
Incentive Amount	Up to \$120,000 depending on class size. Refer to vehicle catalog <u>here</u> .	Up to \$240,000 depending on class size. Refer to HVIP vehicle catalog.	Terminal Tractors: Up to \$120,000 TRU's: Up to \$65,000		
Eligibility	Bulk purchase requirement for fleets with 500+ vehicles.	Fleets with 20 or fewer trucks and an annual revenue of less than \$15 million	Fleets must be in good standing with all local, state and federal air regulations.		
Operating/Reporting Requirements	Lessee responsible for operating vehicle 100% in California and submitting annual activity reports to CARB.	Lessee responsible for operating vehicle 100% in California and submitting annual activity reports to CARB.	Lessee responsible for operating vehicle 100% in California and submitting annual activity and user experience reports to CARB.		
Lease Eligibility	Leases must be at least 3 years. Lessees/operators must apply and are considered as the purchaser.	Leases are eligible and very flexible.	Leases are eligible.		
Application	PO is needed for dealer to submit voucher.				
Timeline	Program currently open. First come, first serve.	Program opens on August 31, 2023. Funding is expected to be fully allocated on the first day.	Program opened on July 18, 2023. Funding is currently oversubscribed.		





Charging Environment

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Charging | Potential Charging Options

Mobility	Option	Leadtime	Charging Time (20-80% SOC)		Applicable Vehicles	Pricing
			Van (175kWh)	eM2 (194kWh)		
Mobile	Charging Cord	Immediate	7kw: 15 Hours	N/A	eVans eMV	\$2-500
Permanent	Permanent Charger	1-4 months	16kW: 7 Hours 120kW: 1 Hour	120W: 1 Hour 150kW: ¾ Hour	All vehicles	AC: \$2-15K DC: \$15-80K
On-Premise Temporary	Temp-installation charger	1-2 Months	16kW: 7 Hours	N/A	eVans eMV	\$5-800 Monthly
Off-Premise	Public Retail Networks	Immediate	50kW: 2.25 Hours 120kW: 1Hour	120W: 1 Hour 150kW: ¾ Hour	eVans Box trucks (sometimes)	40-66 cents/kWh
Off-Premise	Semi-Public MD/HD Depots	Immediate - 2025	120kW: 1Hour 350kW: 1Hour	120W: 1 Hour 350kW: .75 Hour	All vehicles	46-95 cents/kWh
On-Premise Temporary	Mobile Battery	2 weeks	40kW: 2.75 Hours	40kW: 3 Hours	All vehicles	\$5K+ Fuel Costs
On-Premise Temporary	Generator supported	3-6 Month	16kW: 7 Hours 120kW: 1 Hour	120W: 1 Hour 150kW: ¾ Hour	All vehicles	\$5K+ Fuel Costs



Charging | On Premise – Permanent Charging Installation

- <u>Description</u>: This is the best operational fit for customers. Applicable charger will differ based on the type of vehicle(s).
- <u>**Pricing</u>**: Install may cost from thousands to tens of thousands</u>
- <u>Availability</u>: Usually involves a general contractor and electrician and can take 2-6 months to install for low kW chargers. Big projects could take 18 months+.
- <u>Speed</u>: Range from 10-350kW





Charging | AC & Limited DC



~8 Month Light Duty timeline. Heavier Duty timeline will increase.

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*Timing subject to change based on permitting timeline



Charging | Off Premises – Depot Charging

- <u>Description</u>: Depot charging is designed for Class 6-8 vehicles
- <u>**Pricing</u>**: Currently they are offering two types of pricing plans:</u>
 - Per kWh: charge and leave
 - Parking space rental, with minimum monthly kWh requirements
- <u>Availability</u>: These sites are beginning to open with more planned in 2024 and 2025 in CA, NJ, AZ, and NM
- <u>Speed</u>: 120 350kW, some Megawatt Charge Systems in the future

Ryder can introduce customers to Off Premises providers to support customer operations







Timeline | Fleet Electrification Process



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- Evaluate the fleet's goals, sites, routes, and charging needs.
- Develop a total cost of ownership comparison.
- Deliver comprehensive report that identifies vehicles in the fleet suitable for electrification.

4 weeks

- 2 Electrification Strategy
- Determine optimal conversion plan to meet electrification targets.
- Identify charging speeds (L2, Fast Charging) and infrastructure needed to support operations and manage energy costs.
- Maximize access to grants and incentives.

4 – 12 weeks

- ³ Implementation Plan
- Determine lease structure
- Procure vehicles and charging infrastructure
- Utility coordination and equipment upgrades
- Right-of-way, permissions, and permitting requirements
- Construction and commissioning

 Driver orientation and training to increase range and reduce battery degradation

Deploy

- Vehicle delivery and charge management software installation
- Route optimization to complete most tasks on single charge

4 weeks – 24 months

Track and Monitor

- Monitor trips and optimize EV route assignments and charging schedules to increase vehicle utilization
- Maximize vehicle availability
- \circ Scale

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RyderElectric+ Charging Support for Rental Customers

The RyderElectric+ team is here to support you and your operations!

If you have any questions about your electrification needs please reach out to:

Primary Contacts

Angie Hargesheimer Group Director EV & AV Team <u>angela w hargesheimer@ryder.com</u> 214-236-8815

Miles Archer Senior Manager Charging & Partnerships <u>Miles Archer@Ryder.com</u> 203-570-6387

