

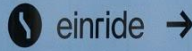


einride

Intelligent Movement



Den här elektriska
lastbilen åker bara åt ett
håll. Mot framtiden.



Allt annat är oförligt

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Global brand and thought leader

- Continuously acknowledged as one of the most promising startups globally
- Featured in key business papers e.g. Financial Times, Wall Street Journal, The Economist, Washington Post, Wired, CNN, BBC and others.

Number of articles
20,000+

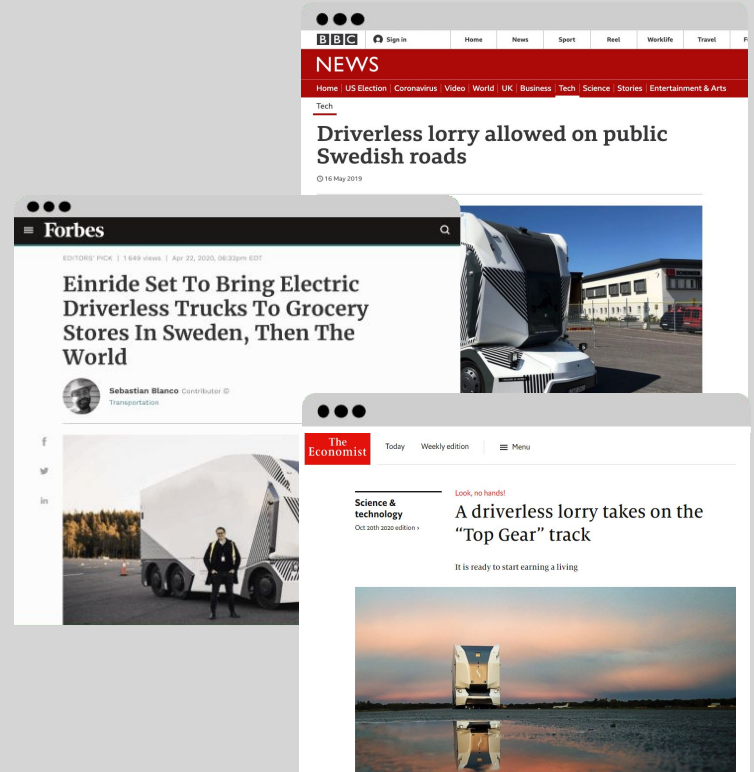
Media Value (AEV)
\$10m+

Media reach
2,000,000,000+

Gartner research mentioning (in 2020)
2,500+

Exclusive members of World Economic Forum Shaping the Future of Mobility

Named one of the world's Most Innovative Companies for 2021 by FastCompany



"Swedish Einride could soon disrupt the transportation industry"

"A Swedish company has quietly overtaken Tesla"

~Christoph Damm, Business Insider

~Gene Marks, Washington Post

**Science &
technology**

Oct 20th 2020 edition >

Look, no hands!

A driverless lorry takes on the “Top Gear” track

It is ready to start earning a living



**The
transport
technology
that will
change the
world**

Shippers are dealing with several challenges



~7%

Road freight transport is one of the fastest growing contributors of greenhouse gas emissions globally.

eCommerce accelerate the trend



Current market dynamics is built around diesel-trucks



Lack of digitalization in large parts of the transport industry



Governments banning diesel options in cities



Electrification and automation requires centralized approach

Carriers are dealing with several challenges



~100%

All Shippers know they have to change to Sustainable Logistics for their own survival and growth!

~0

Few Customers & end-Consumers want to pay additional for sustainable and innovative transport solutions!



Radical Tax incentives needed for innovative & progressive Carriers



Incentives for digitalization the transport industry



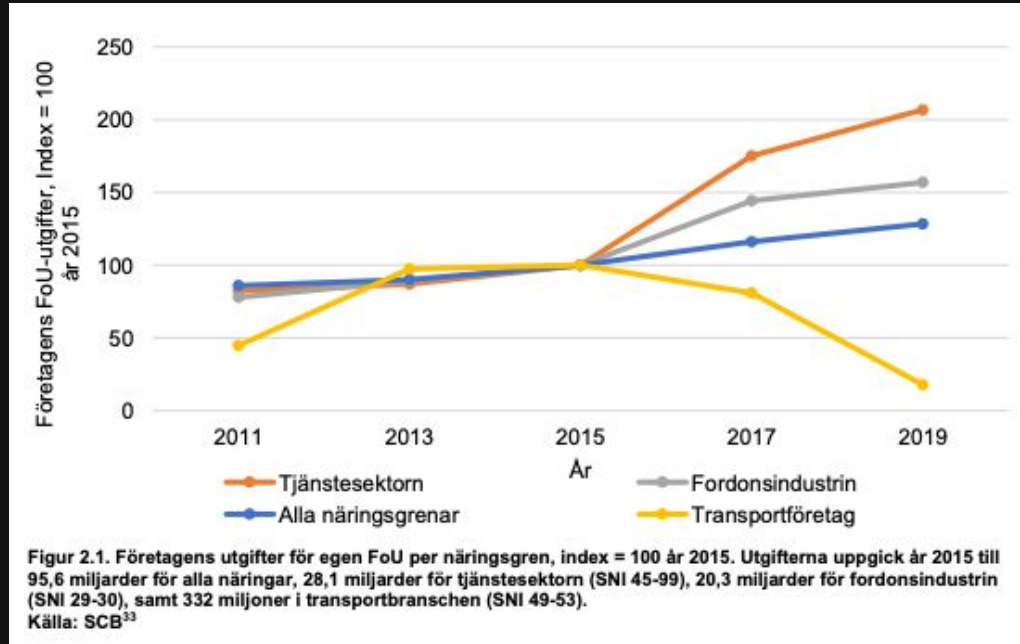
Very small options to reduce cost for sustainable transport



Electrification and automation requires centralized approach

Crisis in the transport industry

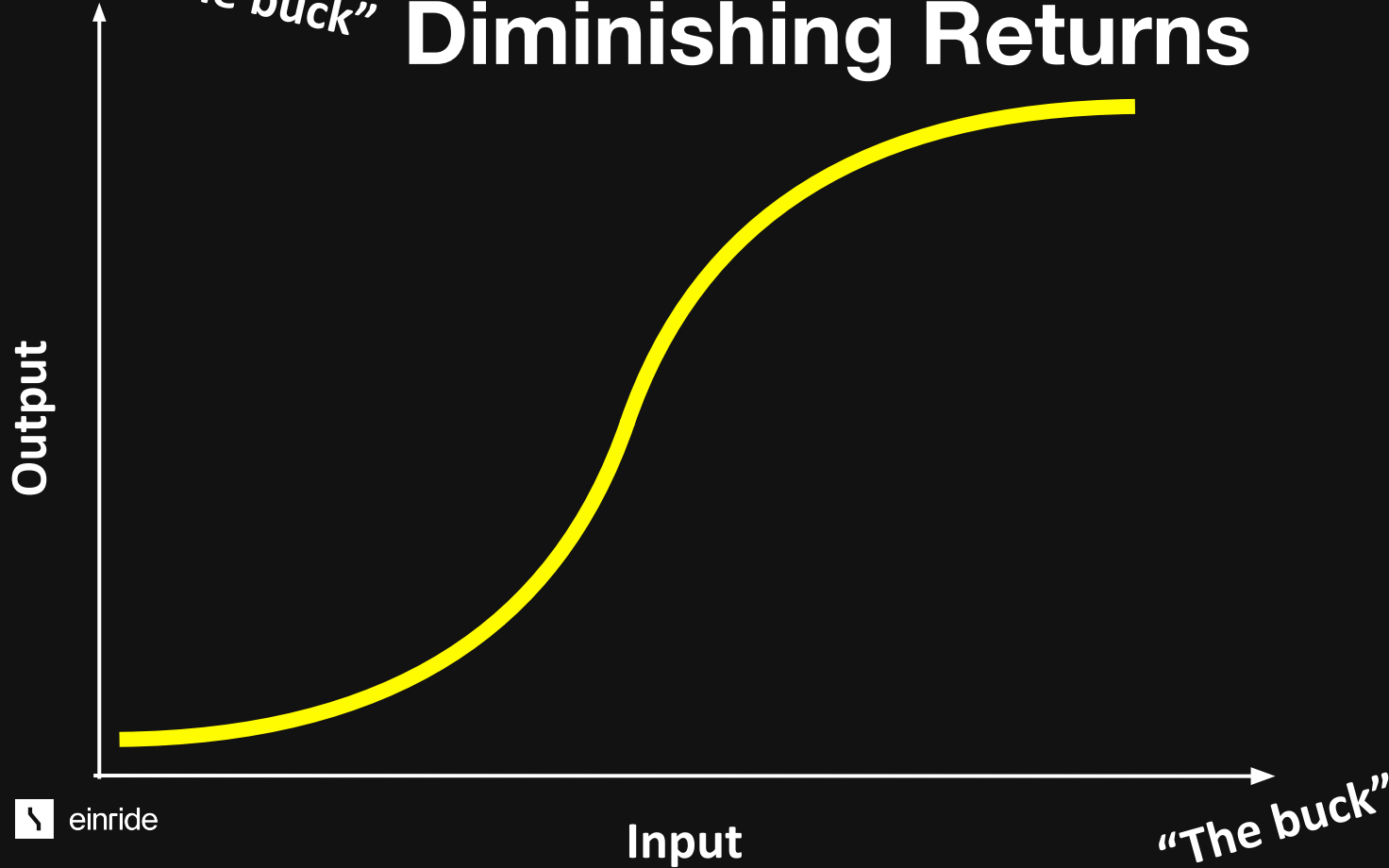
R&D spending 2011-2019 by industry (Sweden)



Compared to 2015

- All industries together increased 25%
- Automotive by 50%
- Services by 100%
- Transport down 80%!

The Law of Diminishing Returns

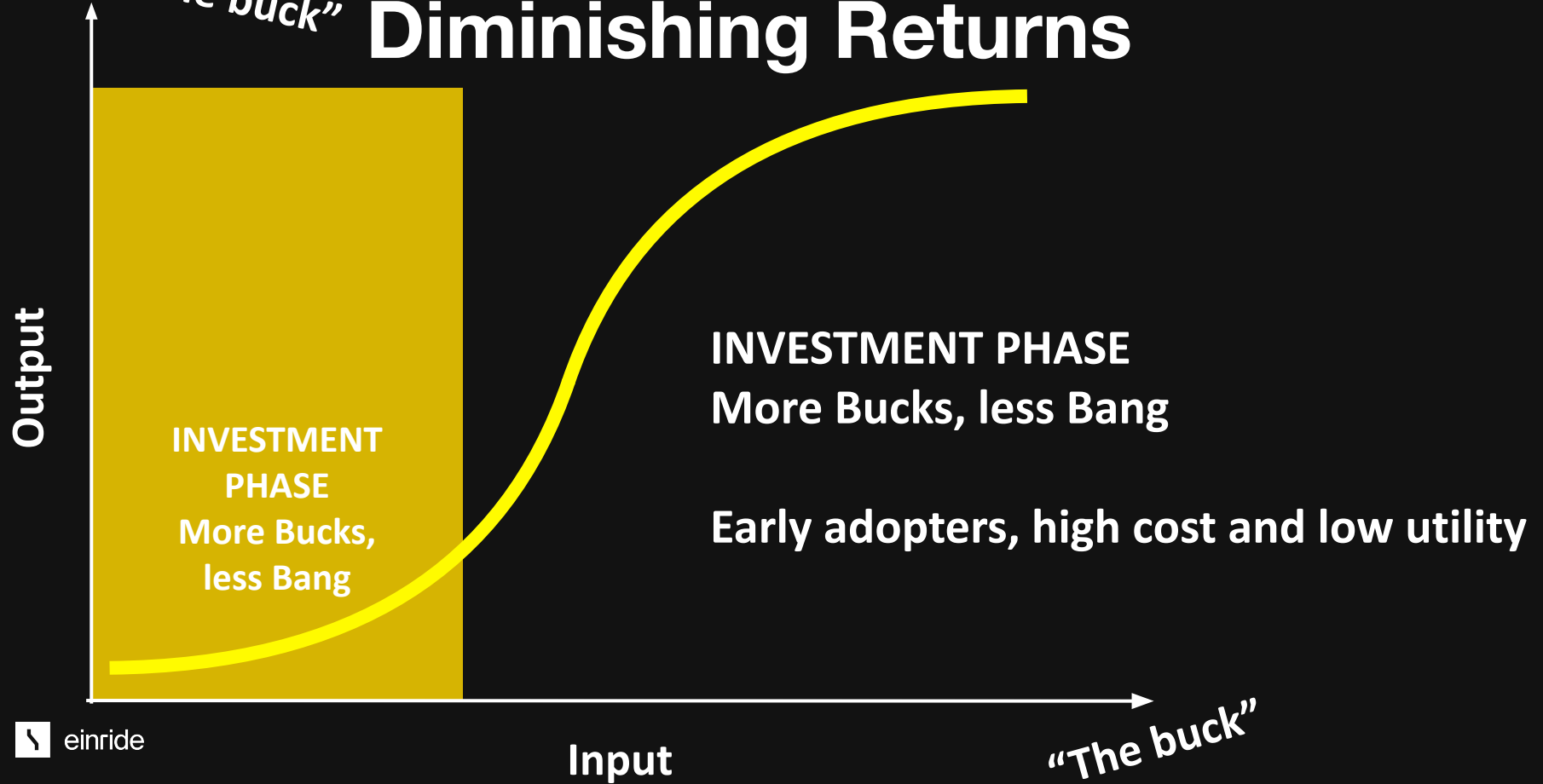


"Bang for the buck"

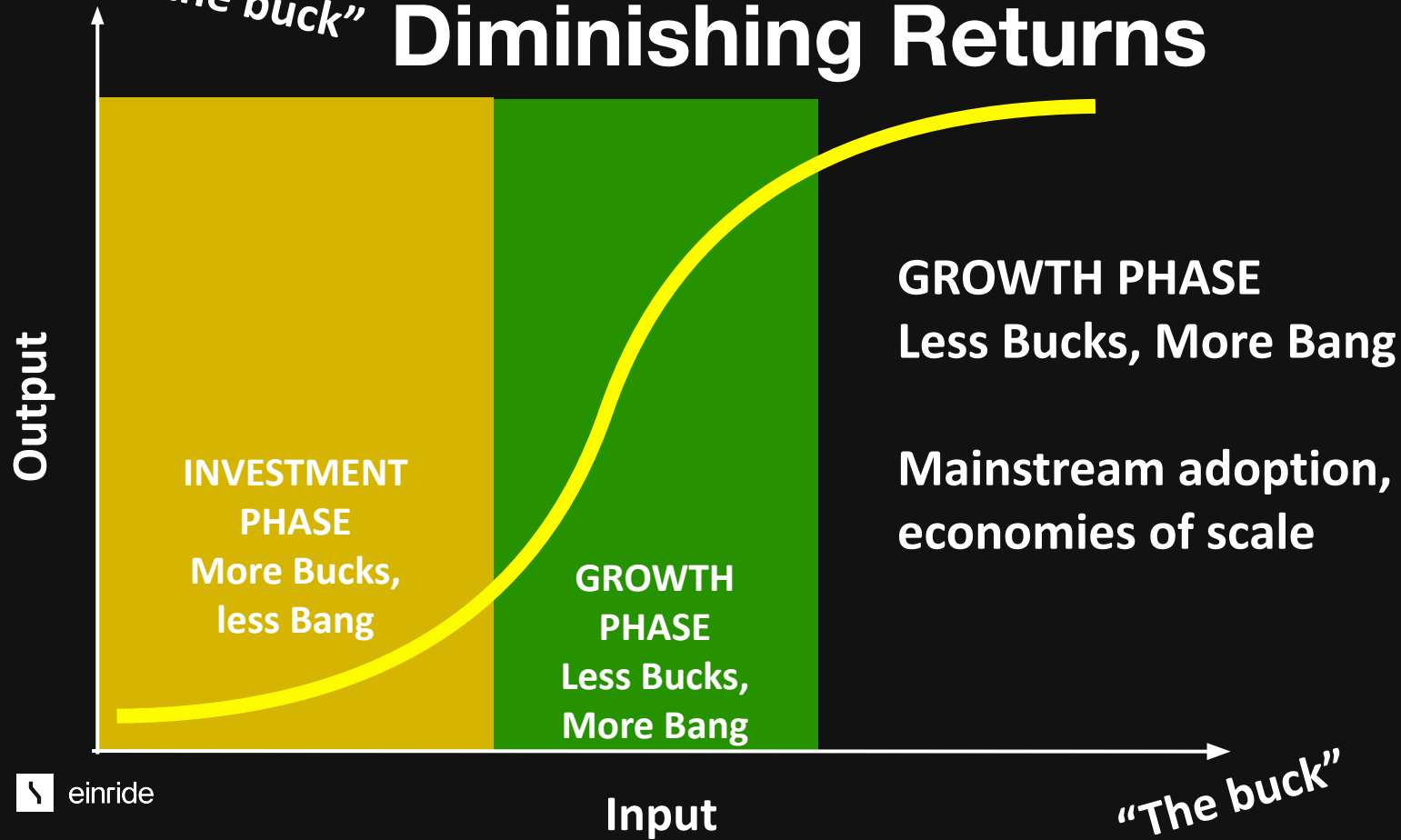
 einride

"The buck"

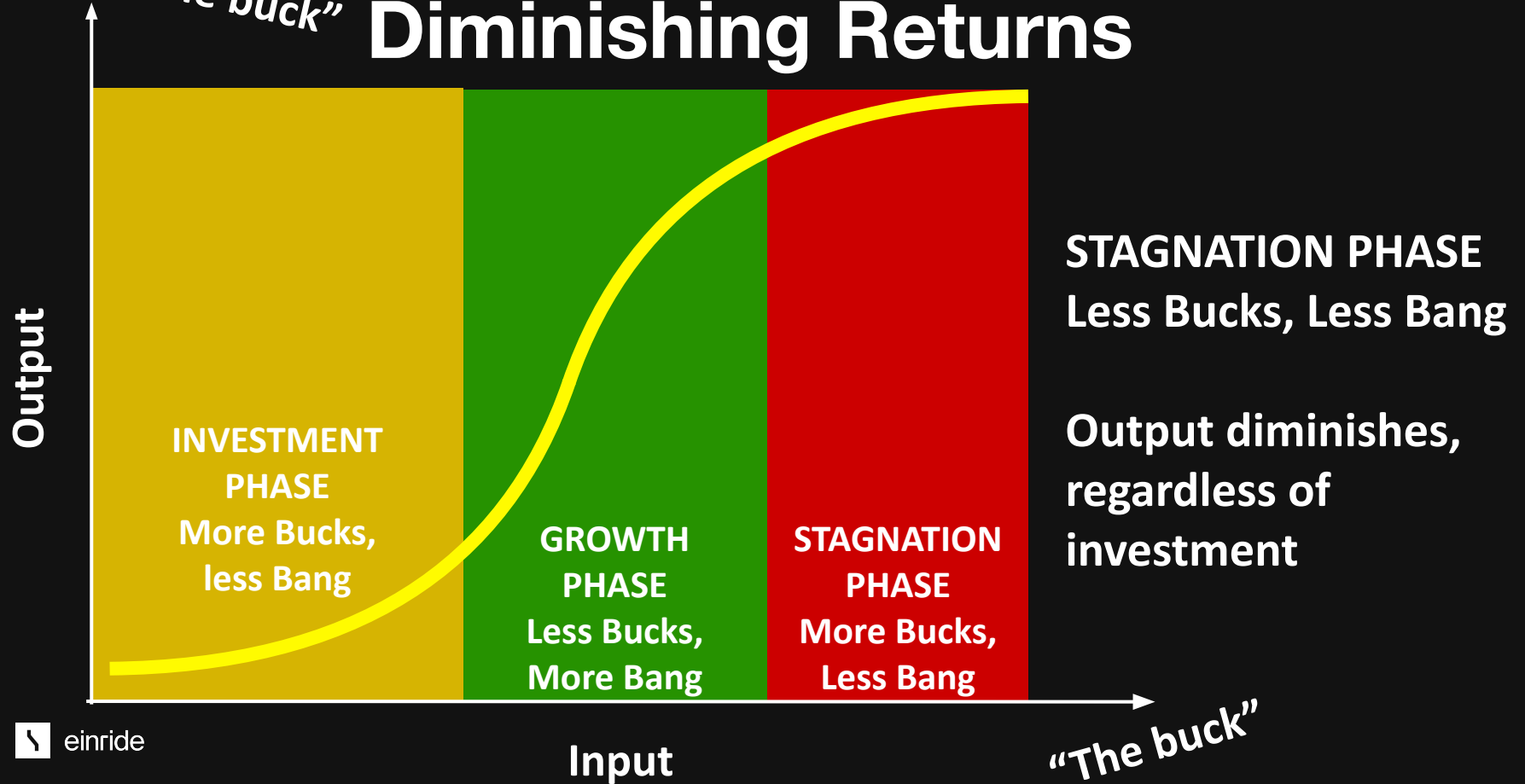
The Law of Diminishing Returns



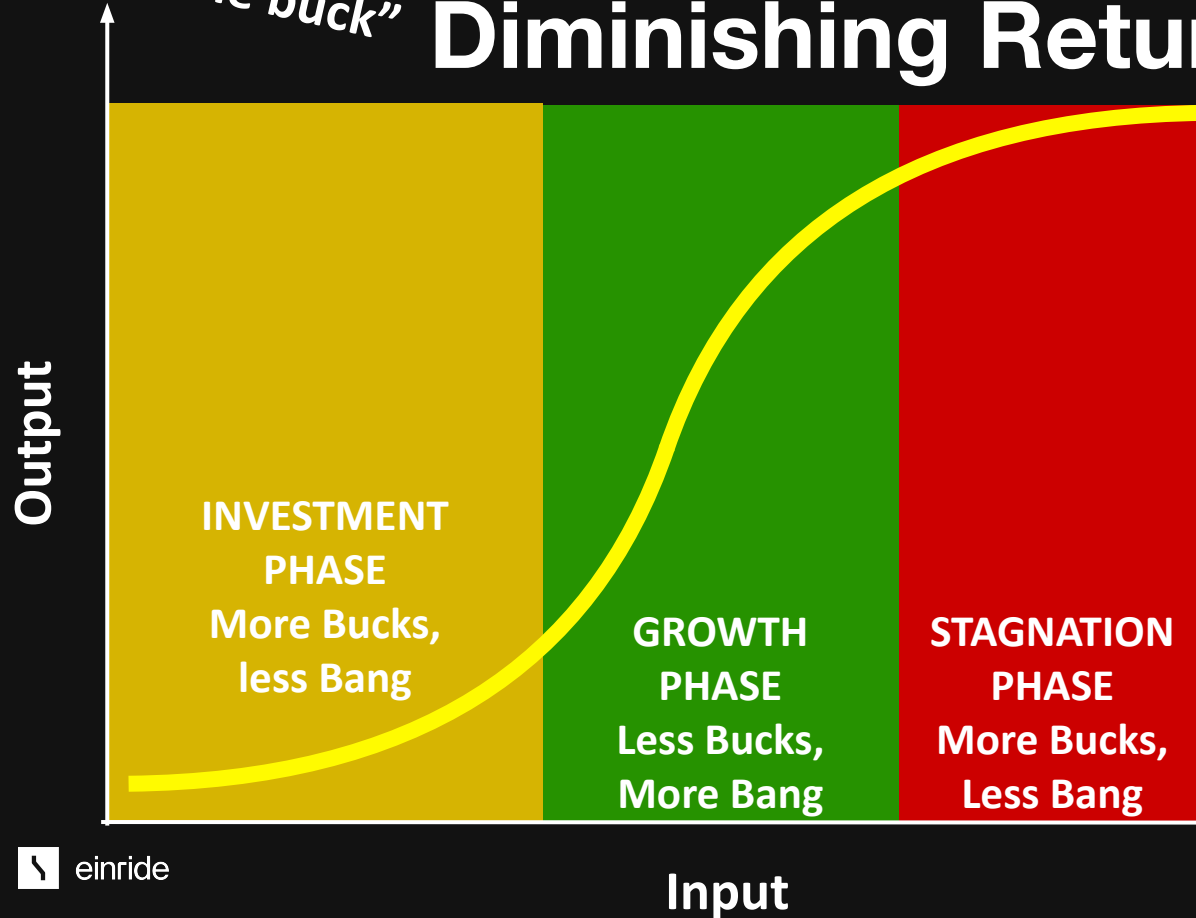
The Law of Diminishing Returns



The Law of Diminishing Returns



The Law of Diminishing Returns



Examples:

- Study for exam => exam result
- Mobile phone cost => features
- Food ingredient cost => tastiness

Stagnation of the transport industry - some reasons

Have done OK so far

Focused on improving existing solutions

Low profit margins

Low digital maturity

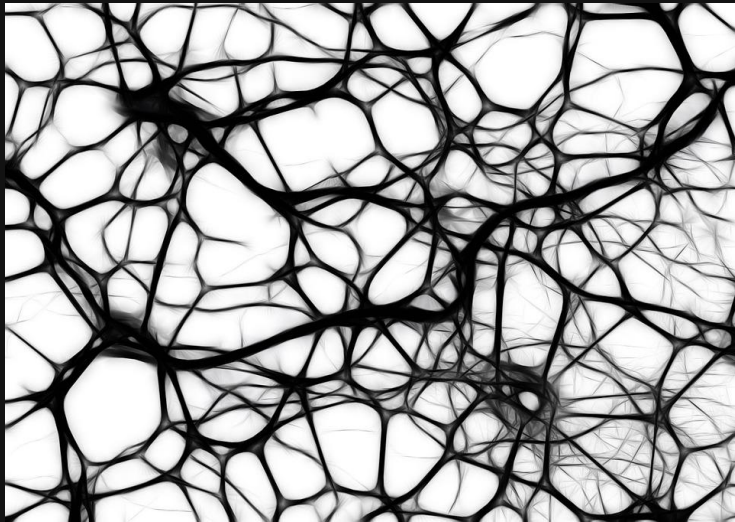
Large balance sheets

Fragmented industry

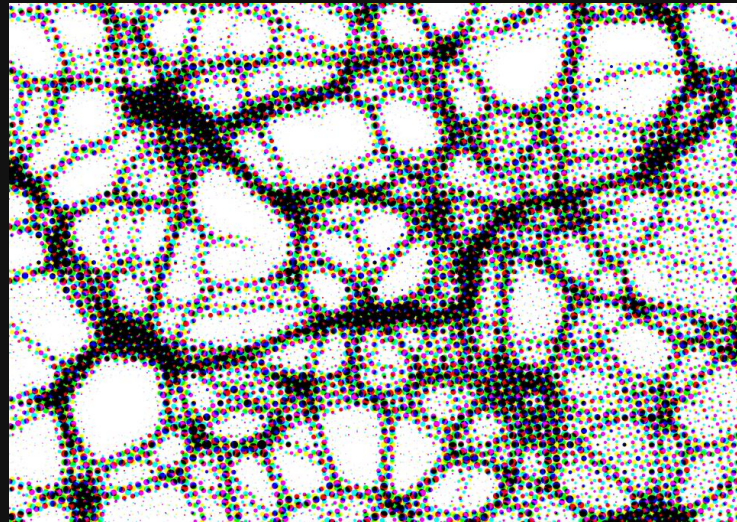
Reductionism

Reducing complexity

Reality

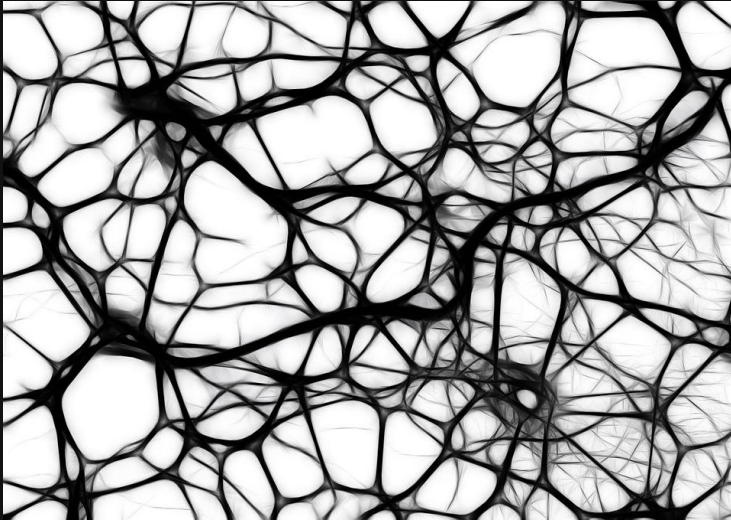


Model

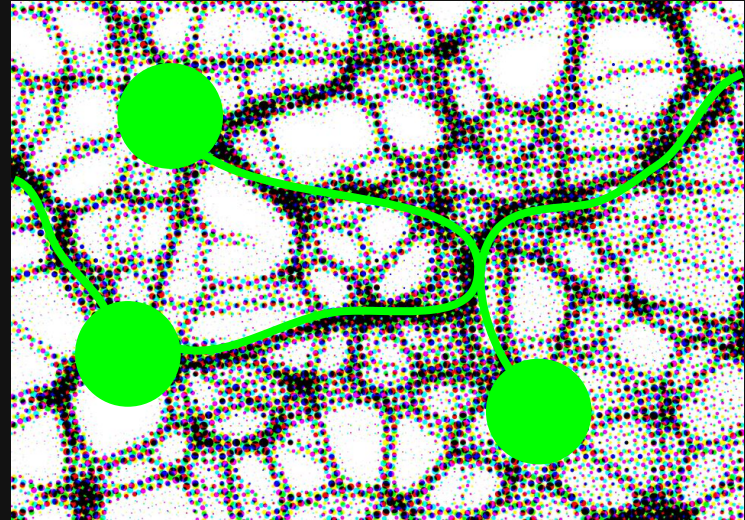


Reducing complexity

Reality

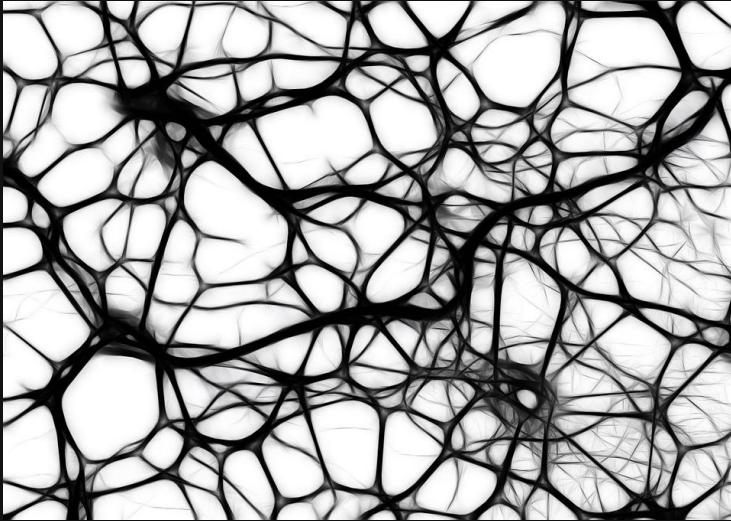


Model

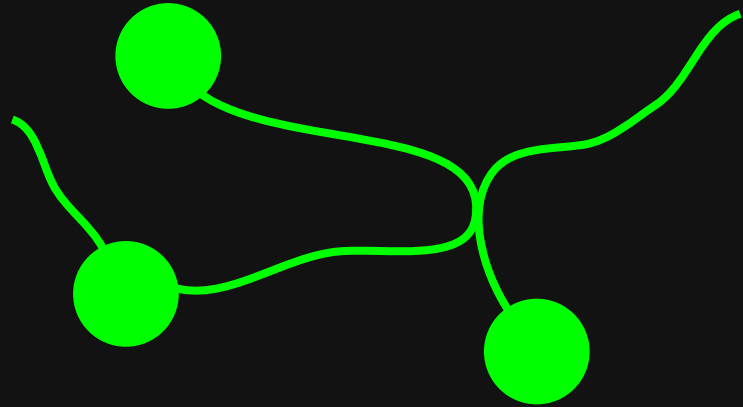


Reducing complexity

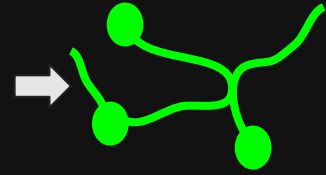
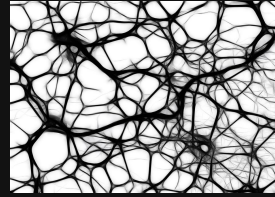
Reality



Model



Reduction strategy



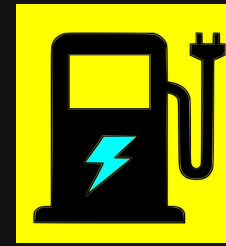
- **Great way to handle large and complex systems**
 - When time is short
 - When data is scarce
 - When data processing power is limited
- **But it comes with a price...**
 - Standardization vs utilization (no containers are ever 100% full)
 - Sub optimal solutions (solve the model, not the real problem)
- **And when we go electric we introduce a new level of complexity...**



Planning for ICE fleet

Distance
Volume/weight
Time
Load factor/utilisation

Can be treated as independent
variables



Planning for BEV fleet

Distance
Volume/weight
Time
Load factor/utilisation

Topography
Weather
Charging
Battery size
Driving speed
...

Dependent, interconnected
variables

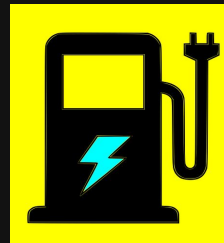


Planning for ICE fleet

Distance
Volume/weight
Time
Load factor/utilisation

Can be treated as independent variables

Also, different goal functions



Planning for BEV

Distance
Volume/weight
Load factor/utilisation

Topography
Weather
Charging
Battery size
Driving speed
...

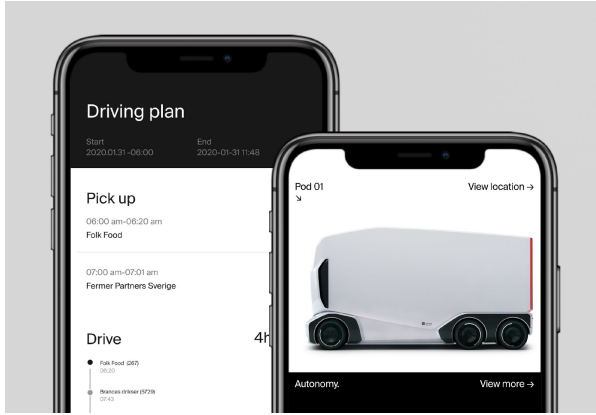
Dependent, interconnected variables



Einride's mission

Create sustainable solutions for movement

Solutions, Services and Benefits



Freight Mobility Platform

Plan, execute and operate a fleet of Battery Electric and/or Autonomous Electric transport vehicles



Electric shipping

Large fleet of heavy electric trucks. Connected vehicles. Routes planned, executed and tracked through the Freight Mobility Platform.



Autonomous Electric shipping

SAE level 4 self-driving
No safety driver
Remote operations

Live in operations:	Pallets shipped	Km driven	Kg CO2 savings
	70,800+	224,900+	240,000+

Electric shipping

Intelligent and connected electric vehicles

Operated by carrier partners jointly with Einride

Readily available for deployment

Live with operations

Pallets shipped	Km driven	Kg CO2 savings
70,800+	224,900+	240,000+

Loading capacity: 18 pallets / 33 pallets

Range per charge: up to 200 km / 140 km

Gross vehicle weight: 26 tonnes / 44 tonnes

Payload: up to 16 tonnes / 24 tonnes

Global sourcing capabilities





Environmental sustainability

90% CO₂ reduction and 0% other air pollutants in road freight compared to diesel





Does Your company want to be part of the Future of Logistics?

- We need more Carrier Partners in Sweden!

For more information:
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