



Welcome to Mober

Pioneering **100% Green** Trucking Operations: A Sustainable Future with Mober

Overcoming Challenges, Innovating Solutions,
Empowering Truckers

Dennis Ng, CEO of Mober | September 2024



Introduction

The Road to 100% Green Trucking

Brief introduction of Mober and its commitment to green logistics. Highlight the current challenges in transitioning to electric vehicle (EV) trucking in the Philippines.



Financing Green Trucking: The Roadblocks

Philippine banks' hesitation
to finance EVs due to unknown factors like:



EV lifespan



Resell and residual
value



Battery life and replacement
costs



Lack of charging infrastructure

Need for education and awareness among financial institutions to
mitigate these concerns.

The Scary Truth: Battery Issues

Addressing Battery Risks: A Reality Check

Discussion on the risks of battery degradation and the importance of monitoring the state of health (SoH) of each battery.



Introduction to Mober's ongoing discussions with prospective investors to buy all EV batteries after their life. This guarantees a residual value for the most expensive part of the vehicle. Highlight the possibility of **Mober entering the second-life battery market and the second-hand EV market in the future.**



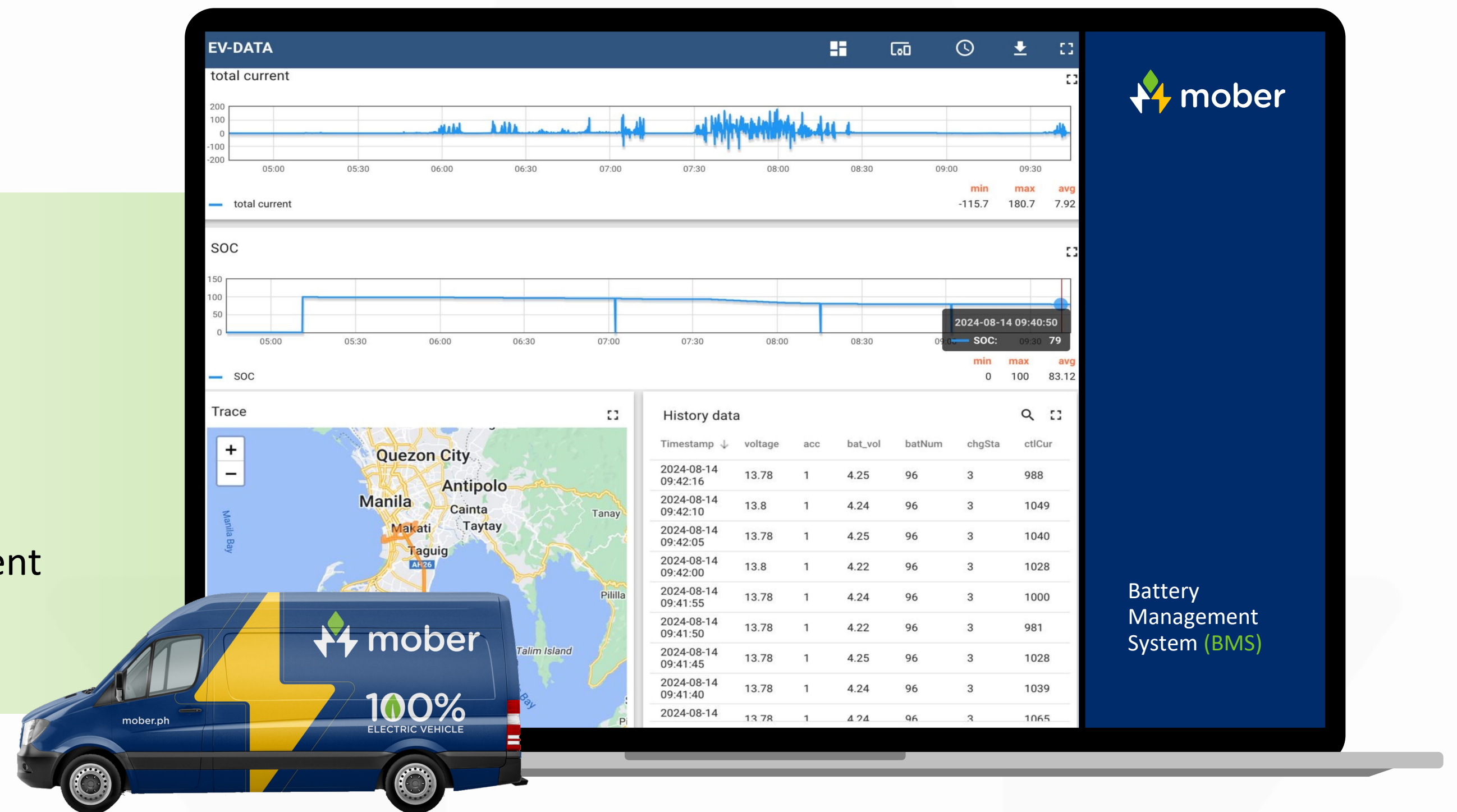
Mober's Response: Pioneering Solutions

Proprietary BMS (Battery Management System)

Real-time data collection on battery health, ensuring

- ✓ Safety
- ✓ Longevity
- ✓ Cost-Efficiency

- Battery costs account for 40% of the total EV cost, making this a critical investment.
- Proprietary TMS (Transport Management System): Optimizes logistical routes, monitors EV CO2 emissions, and supports efficient fleet management.



Mober's current fleet of 60 EVs, with 100 more units in transit.

Zero Infrastructure: The Charging Challenge



Overview of the current lack of charging stations in the Philippines.



Discussion on how this impacts long-haul and mid-mile trucking operations.



The need for rapid development of charging infrastructure to support green logistics.



Pioneering Charging Solutions



Development of strategically located charging yards



Partnerships to expand charging infrastructure



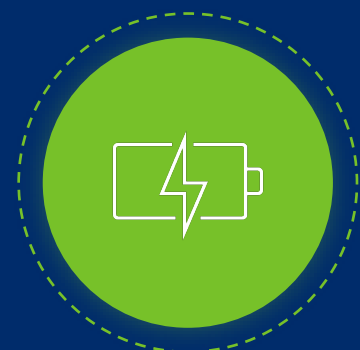
Vision for national charging network

Optimizing with TMS

Smart Logistics Management



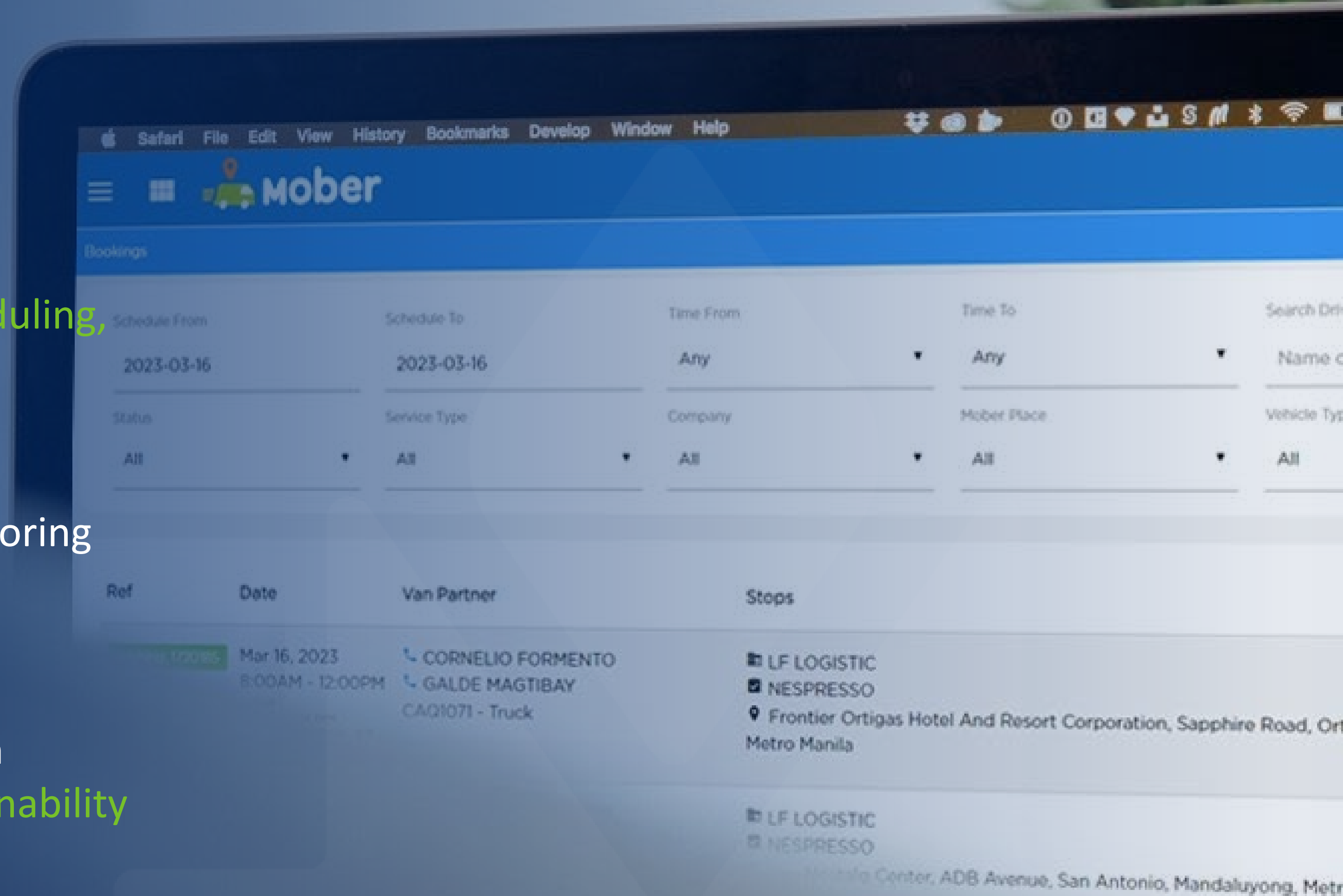
Benefits of TMS in **routing, scheduling, and real-time fleet operations.**



Live State of Charge (SOC) monitoring to ensure optimal battery performance.



Tracking and reporting of carbon emissions data to **support sustainability goals.**



Powering up Growth: Investments and Partnerships

USD 6M

Investment from SEACEF

USD 2M

Investment from RT Heptagon Holdings.

Mober's commitment to expanding its green operations and infrastructure.



Blue-chip customers like IKEA, SM Appliance Centers, Monde Nissin, Nestle, Starbucks, Kuehne + Nagel, and Maersk.

Creating a Moat from Competitors

Mober's Competitive Advantage



Mober's infrastructure and technology create a significant competitive moat.



First-mover advantage in the Philippine green logistics space.



Continual innovation and expansion to stay ahead of the competition.

Empowering Small Truckers

Empowering the Small Truckers: Mober's Vision



Mober's vision to help mom-and-pop truckers transition to EVs.



Renting out EVs and providing access to Mober's charging stations.



Collaboration with FMCG companies to support this model.

The Green Journey: A Call to Action



A direct appeal to banks and financial institutions.



Partnering with Mober means joining a transformative green journey that benefits everyone - environmentally and economically.



Invitation
to support and invest in
Mober's vision for a
sustainable future.

The Green Journey

Gallery:



The Green Journey

Gallery:



The Green Journey

Gallery:





Join Mober in building
a sustainable future.

Mober's Commitment to Sustainability