



Electric Trucks for the Waste Industry

Presentation at AltWheels
Norwood, MA



Electrification of the Waste Industry is Happening

Over the next 10 years our industry will fully transition to electric vehicles

***Inflation Reduction Act** provides for EV Truck Tax Credits, Charging Station Tax Credits & Grant Money for Heavy Duty EVs*

*The **New York City Department of Sanitation**, with a fleet of 2,100 garbage collection trucks, aims to have an all- electric fleet by 2040.*

***Portland ditches diesel**, buys electric garbage trucks*

*Maryland Municipality Operates **First Fully-Electric Trash Truck***

*Stamford Fleet Dept. CT Commits to a **Lower Carbon Future***

*Yonkers mandates **Electrification of Municipal Fleet***

Jersey City's Garbage Trucks go Electric

Largest Municipal DPW Battery Electric Sanitation Truck Fleet Deployment in USA

*The Los Angeles Sanitation Department to transition their fleet of **1,100 garbage trucks to battery-electric by 2035***

***Hempstead Town To Pilot New Electric Garbage Truck** The town would be the first on Long Island- and one of a few around the world- to use new electric vehicles to collect trash*

Electrification of the Waste Industry is Happening

Electric trucks present a tremendous opportunity for fleet operators & our industry

- More Profitable than Diesel
- Positioned to Win & Retain More Customers
- Support the Environment
- ***Going First is a Significant Competitive Advantage***

Roundtrip EV has developed a way for you to adopt Electric Trucks and take advantage of this opportunity

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The Service We Offer: Everything But the Driver

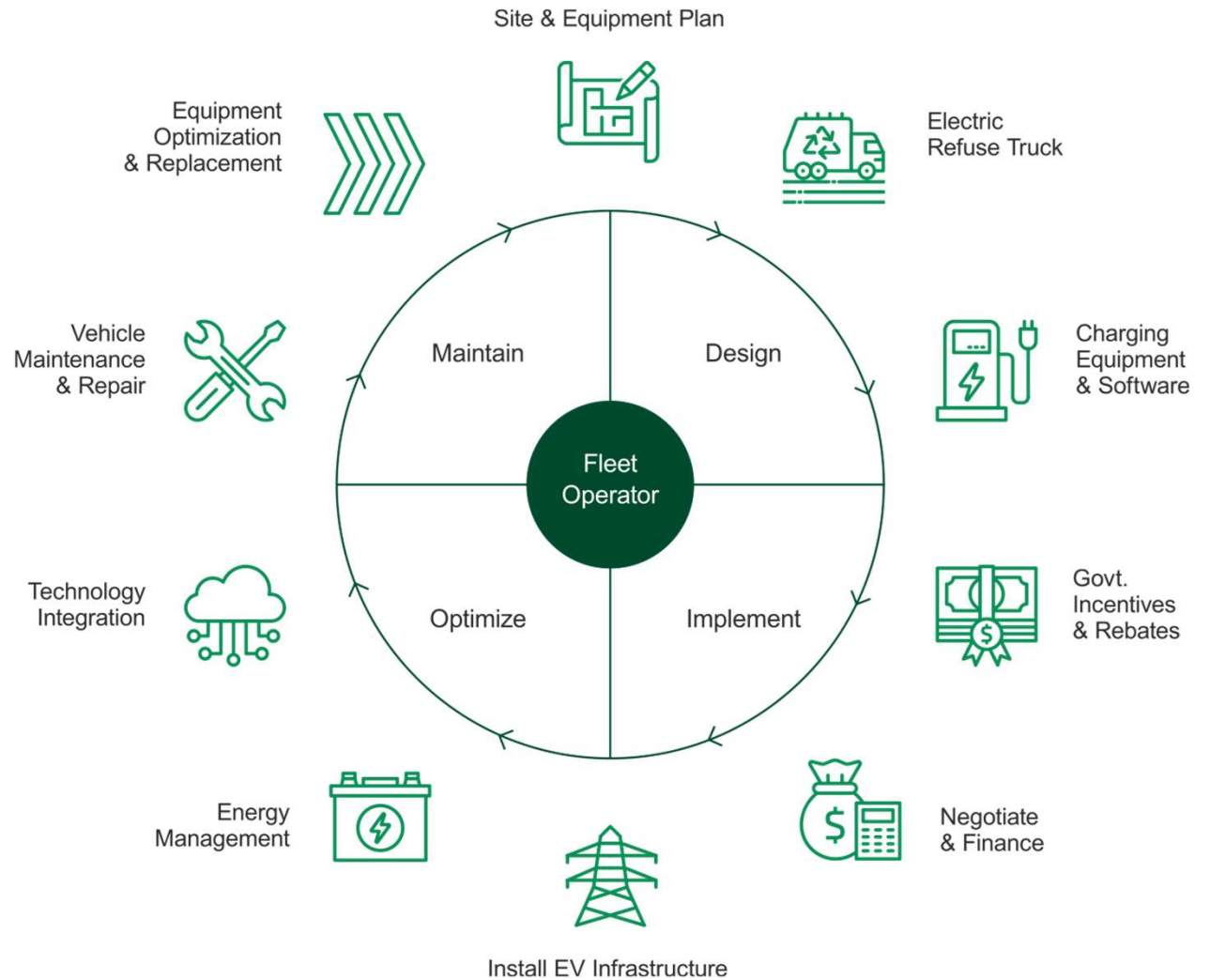
Roundtrip EV Solutions is an Independent Service Partner.

We are dedicated to the Long-Term Success of Our Hauling Clients.

We provide “Everything But The Driver” for a set monthly fee, fixed over the life of the truck.

How Does “Everything But the Driver” Work?

REVS delivers everything required over the life of the vehicle for a fixed monthly fee



Why Go Electric with Roundtrip EV?

Expertise

- Maybe not Rocket Science, but Complex Enough
 - We have backgrounds in the waste industry
 - We are experienced in heavy duty truck electrification
 - Everything is included; Design, Implementation, Maintenance, and Optimization
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Independence

- 100% Completely Independent
 - Right combination of hardware and software for your unique operation
 - We work for you, with best-in-class partners today and tomorrow
-

Service

- Integrated Software
 - 24/7/365 Systems Monitoring
 - Ongoing energy management and equipment upgrades
-

Your Long-Term Partner

- **We are with you every step of the way, for the long term.**

Benefits to Our Customer

Reliability:

We stand behind our **end-to-end service** ensuring uptime & efficiency

Predictability:

Your **monthly price is fixed**. We bear the risk of cost fluctuations.

Profitability:

Earn 15-20% more than diesel on every truck, route, day & year.

Growth:

Win and retain more customers

Community:

Help our **communities and the environment**

The Roundtrip Service will Generate Significant Savings

We can demonstrate how you will save money on your current routes

Example of Existing Diesel Route Inputs

Number of Miles Per Day: 100
Number of Lifts Per Day: 500

Diesel Capex, Fuel & M&R Inputs

Diesel Truck Cost (Before Tax): \$275,000
Maintenance Cost Per Hour: \$16.0
Fuel Cost Per Hour: \$15.0

Other Inputs

Personnel Cost Per Hour: \$26.0
Liability Costs Per Hour : \$0.5

Haulers calculate route-specific savings by entering their data into our "REValator"

Example of Estimated Electric Truck Benefits

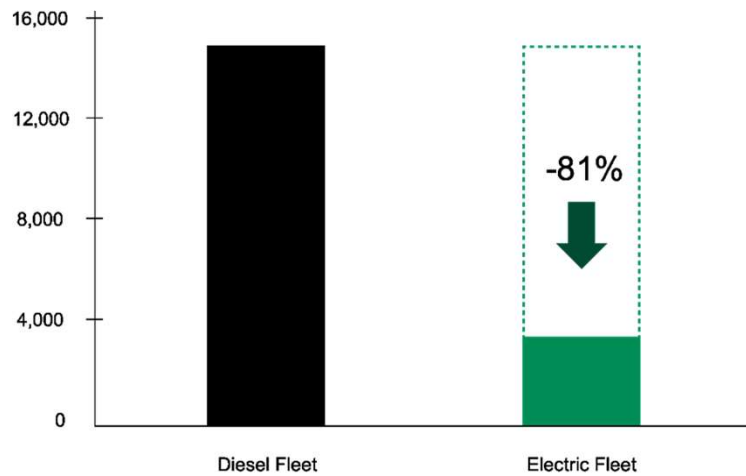
Savings Per Truck: 20%

Annual Savings for Class 8 Truck: \$30,000

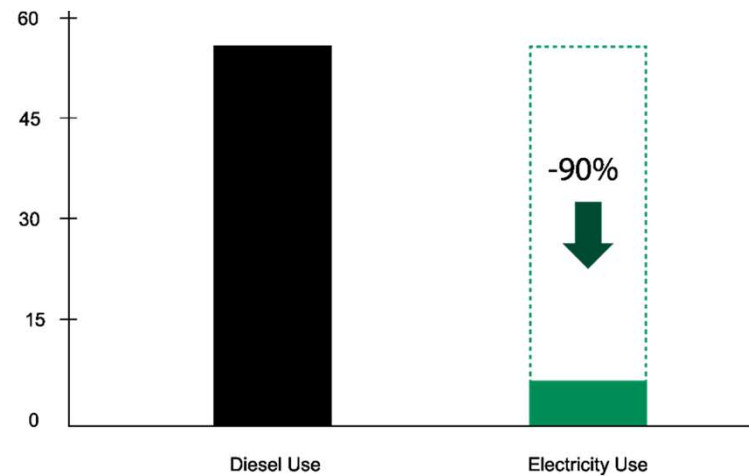
Cost Per Home Savings: 7%

Actual Results at the Red Hook Container Terminal

Fuel Cost Savings – Electric vs. Diesel



CO2 Emissions Reductions



The journey towards a reliable, profitable, and environmentally conscious transition to Electric Trucks

Step 1

You share some basic vehicle information

Step 2

We calculate estimated savings for selected routes

Step 3

We review the results and savings together on Zoom/ in person

Based on favorable interest, we will conduct a preliminary site review to determine equipment suitability & potential design

Step 4

Step 5

We provide a written proposal for the most suitable “starter fleet”

Step 6

We work with you to implement and support your EV fleet

But Don't Take It From Us



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