



**eNow™**

## **Rayfrigeration™ Trailer Systems**

# The Problem with Reefers...

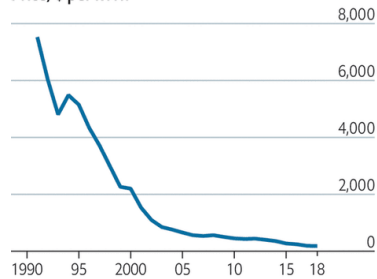


# ...is an Opportunity for Electrification.

## Electrification Costs Plummeting

Worldwide, lithium-ion batteries

Price, \$ per kWh



## Incentives Proliferating



\$80k+ Rebate



\$65k+ Rebate

Total Cost of Ownership Now Below Diesel

**20-50% Savings**

# Our Comprehensive Solution

## ► eNow's Proprietary Reefer Electrification Program



# eNow Rayfrigeration™ Trailer Systems

## Economic Benefits

- Qualifies for multiple subsidies (voucher programs)
- Saves fleets up to 50% in O&M costs
- Extends asset life to 10-12 years (diesel TRU life averages 5-7 years)

## Environmental Benefits

- Eliminates direct carbon dioxide, nitrous oxide, particulate matter emissions.
- Eliminates noise.
- Complies with current and future California (CARB) regulations

## Performance Features

- 12+ hour all-electric operation
- Charges from trailer-top solar and 480V 3 phase shorepower
- Thermal management system for year-round operation across North America
- Zero emissions, lower carbon footprint



# Savings Analysis: Diesel TRU vs. eNow Rayfrigeration™ eTRU

Diesel TRU		eNow eTRU
Trailer	Typical 2021 Model Reefer Trailer	Wabash MSC Trailer
TRU	Typical 2021 Model Carrier or ThermoKing Diesel TRU	Carrier 8100 or 8500 Electric TRU
Power Source	Diesel	Solar + Battery + Shorepower
<b>Incentives</b>		
CARB CORE (included in Lease Rate)	N/A	\$65,000
Low Carbon Fuel Standard Credits (LCFS) below (\$/ton)	N/A	\$175
<b>Assumptions</b>		
Annual Run Hours	3000	3000
Diesel Consumption Rate (Gal/h)	1	
Electricity Consumption Rate (kwh/h) with MSC trailer		5
<b>Unit Costs</b>		
Lease (\$/mo.)	\$1,218	\$1,918
Maintenance (\$/mi.)	\$1.50	\$0.75
Diesel (\$/gal)	\$3.93	N/A
Grid Electricity (\$/kwh)	N/A	\$0.14
<b>Monthly Costs</b>		
Monthly Cost	\$26,483	\$26,337
LCFS Credits	N/A	(\$4,773)
Monthly Cost w LCFS Credits	\$26,483	\$21,564
Monthly Savings		19%

Investment View	Diesel TRU	eNow eTRU
NPV Cost (@7.5%)	\$213,529	\$154,044
NPV Savings		\$59,485
NPV Savings %		28%

Diesel TRU Assumptions	
PADD 5 Fuel Price	\$ 3.93
Fuel consumption (gal/hr)	1.0
Maintenance (\$/hr)	\$ 1.50
Annual Fuel Usage (gal)	3,000
Trailer and Refrig Residual Value	\$ 8,000
Depreciation (Years)	5

eNow eTRU Assumptions	
CA Industrial Elec. Price (\$/kwh)	\$ 0.14
Maintenance cost (\$/hr)	\$ 0.75
Solar Capacity (kw)	6.00

Lease Terms	
Diesel Lease Rate	6%
Diesel Lease (years)	7
Diesel Lease (months)	84
Diesel TRU Cap. Costs	\$ 82,000
eTRU Lease Length (years)	10
eTRU Lease Length (months)	120
NPV Discount Rate	7.5%



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