

# Mobility

## Strategy & Corporate Development

23 MAY 2022

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# ACCIONA's role in the urban electric mobility

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## Light electric vehicles are key to decarbonizing cities

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- Solution for reducing CO<sub>2</sub> emissions, congestion, noise and lack of recreational space in cities
- Potential to capture most urban trips, where the average distance travelled is <10km per trip<sup>1</sup>
- 35% of passenger vehicles sold in 2030 will be electric<sup>2</sup>

## Private ownership and shared mobility business models will coexist

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- Users increasingly value affordable, flexible, sustainable offerings
- Shared mobility expected to account for 17% of global travel in 2040<sup>2</sup>



**Accelerating the adoption and use of light electric vehicles to decarbonize urban centers**

# ACCIONA's role in the urban electric mobility

## Manufacturing of electric vehicles

Silence

- ACCIONA acquired Silence in 2021 – a leading European manufacturer of electric motorcycles:
  - More than 32,000 units produced since inception
  - c.9,000 vehicles sold in 2021, 30% market share in Europe and 43% in Spain
  - Portfolio of light, 100% electric 2-wheelers and 4-wheelers (motorcycles, mopeds, quadricycles) with the same removable batteries in a trolley format
- Presence across the mobility value chain: own technology for connected vehicles, innovative battery subscription model with recharging services, new uses for batteries (e.g. home battery as energy storage)



## Mobility sharing service

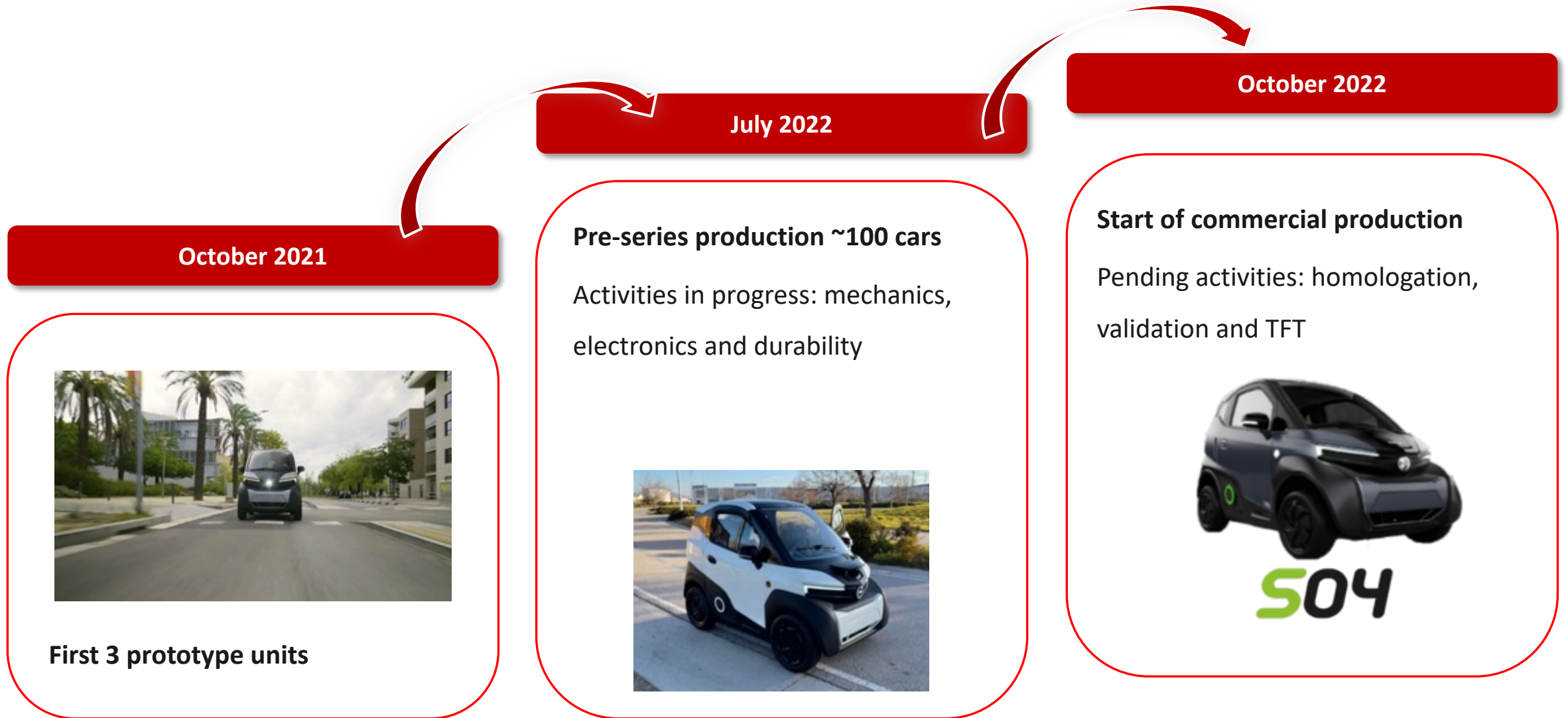
Sharing

- >12,400 shared Silence electric motorcycles, fleet powered by 100% renewable energy
- Presence in 6 cities in Spain and Italy (Madrid, Barcelona, Seville, Valencia, Rome, Milan)
- Top rated moto-sharing app on the market with >410,000 registered and validated users



**All vehicles (manufacturing business and sharing business) use removable batteries with patented system by Silence**

# Launch car



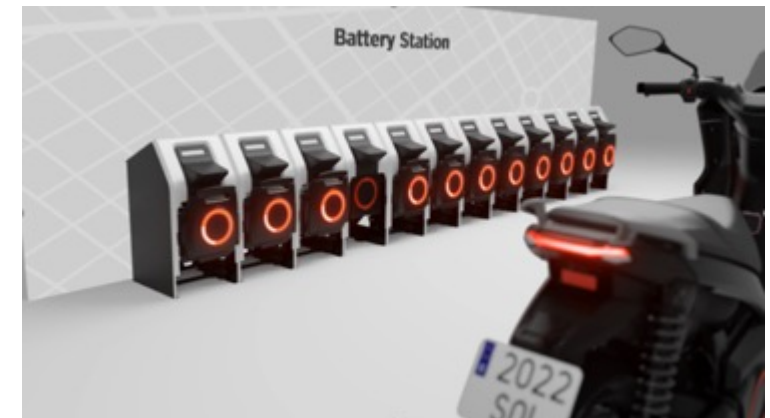
# Launch battery subscription model (Battery as a Service – Baas)

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## Launch battery subscription model (Battery as a Service – Baas)

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- All vehicles use removable batteries with patented system by Silence
  - 2- and 4-wheelers share the same standard of batteries and swapping platform
- **BaaS allows the user to subscribe to a battery service** and pay per use (vs buying the battery with the EV):
  - The user charges the battery at home or exchanges it for a recharged battery at a battery station: more efficient than refuelling at a gas station for traditional vehicles, taking just a few seconds
  - Battery stations are 100% autonomous
- **BaaS will accelerate sales for adoption of EVs:**
  - Reducing vehicle acquisition cost by 40%
  - Eliminating uncertainty around charging infrastructure availability
- **Battery station deployment to start in Tier 1 cities in Spain in 2022,** pilot tests started in Barcelona in 2022



# Launch car



# EVE- Urban Air Mobility

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## Urban Air Mobility market

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- UAM market is estimated to take off in 2035, with fast growth until **2040 - TAM c.\$200bn**
- **60% passengers** and 40% logistics/cargo
- **APAC main world market**, with relevance of megacities in the **US and LatAm**



## EVE

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- Brazilian company dedicated to the development of the UAM ecosystem, incubated +3 years by Embraer (controlling shareholder)
- Certification required to operate expected by 2025
- **Powerful network of business partners**, covering different aspects of the value chain

## Transaction

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- **Combination of EVE** with a **SPAC (Zanite)** led by expert aviation team, followed by **listing on NYSE** (May 2022)
- ACCIONA investment of **\$30m via capital increase + \$45m in warrants** subject to milestones related to the development of vertiports

# EVE- Urban Air Mobility





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