

Carl Buckingham

Business
Development Director

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ZENOBÉ

Zenobē designs, finances, builds and operates **battery-based services.**



Our three main business areas:

- EV
- Grid
- Portable power

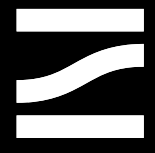
Our purpose:

Making clean power accessible

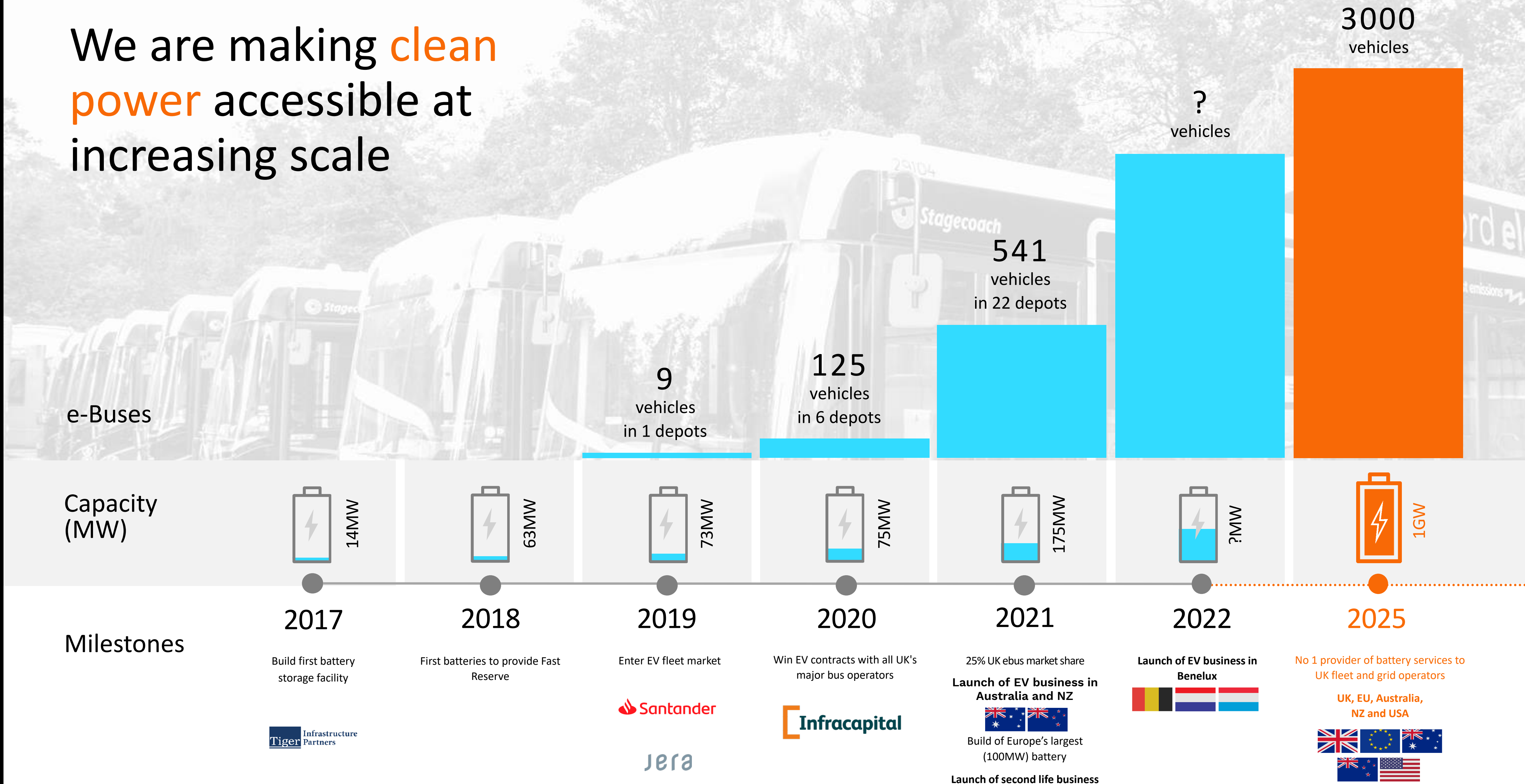
A company with a passion for the net zero agenda specialising in clean energy technology

Headed up by co-founders and a strong leadership team with significant sector experience:

- Nicholas Beatty
- James Basden
- Steven Meersman



We are making **clean power** accessible at increasing scale



The challenges:



High capital requirements for upfront costs and battery replacement



Power Upgrades and the associated costs



Operational resilience and on-going OPEX



Challenge:
High capital requirements for upfront costs and battery replacement

Solution:
Fully financed offer at competitive rates

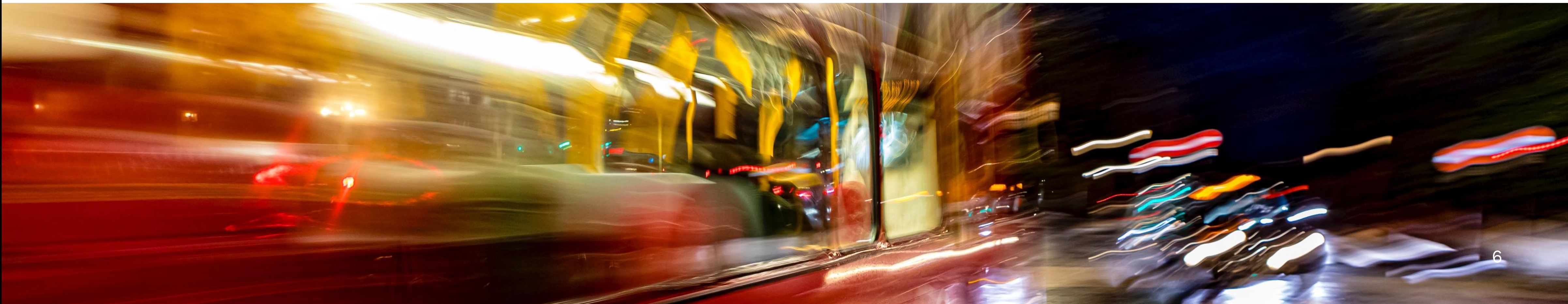
- Spreading financing costs for infrastructure, battery, battery replacement and vehicle across the life of the contract (10-15 years) based on our strong relationships with investors and our ability to unlock capital
- Working with operators to stretch the benefits of public sector funding.



Challenge:
Access to power

Solution:
Grid connection planning, upgrade
and peak management

- Analysing peak power requirement and how it can be reduced
- Managing application process for power uplift and any accompanying legals
- Managing build of any new connections
- Installation of onsite batteries to boost supply at peak times and/or where build costs are prohibitive.

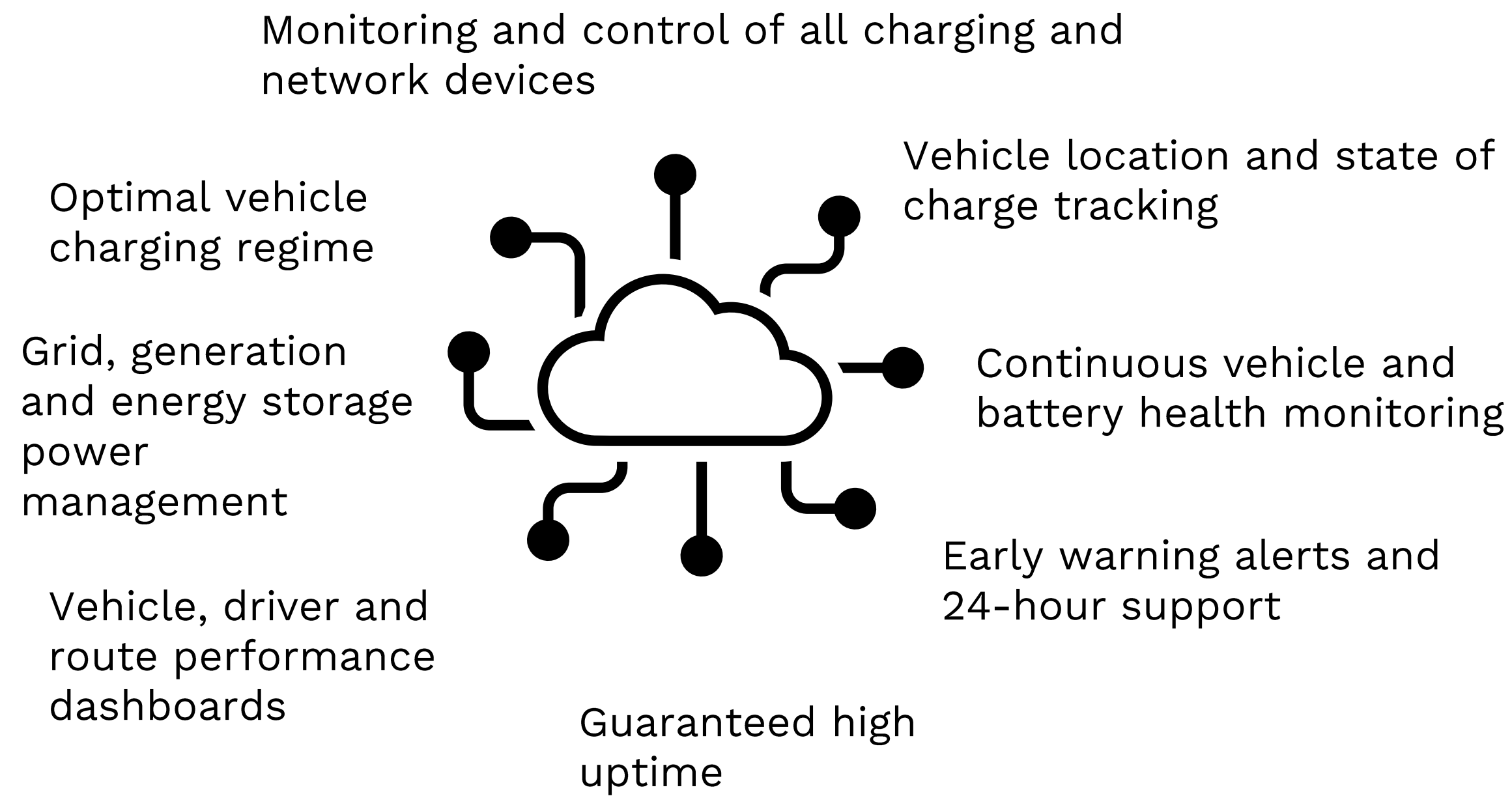


Challenge:

Operational Resilience and Energy Costs

Solution:

Operational guarantees and 24/7 support throughout the contract



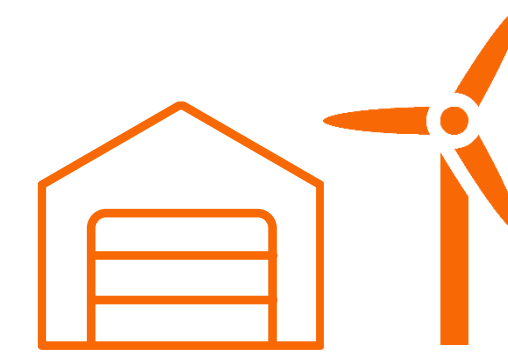
The business case



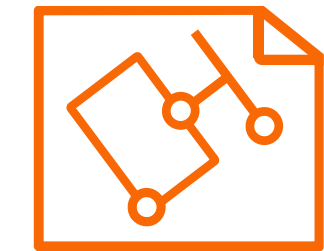
Financing arrangements and performance guarantee



Energy demand management



Energy storage & integration of on-site energy generation



Scalable design

The business case:

No 'lumpy' costs for infrastructure installation, battery replacement etc. and Zenobē take the technology risk.

Minimising operating costs over time through enabling close monitoring of energy usage, down to driver level.

Greater control over energy supply - and potential revenue streams.

Future proofing for further electrification.



Get in touch

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