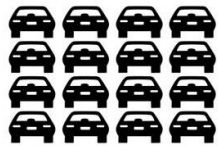


Fleet transition panel providers





BISHOP

FLEET OPTIMIZATION

www.bishopfleet.com

Bishop Fleet Optimization

Derrick A Bishop

Global Managing Director

+61 (420) 740 437

Website: www.bishopfleet.com

Vehicle fleet optimisation reviews provide the solid platform required to make reliable Electric Vehicle (EV) transition decisions. Reviews employ GPS utilisation data to identify EV charge locations, EV battery capacity requirements and optimal fleet size. Some UK towing companies report that 85% of their work now relates to the roadside collection of discharged EVs so you need to get this right.

Bishop Fleet Optimization (BFO) is NZ's most experienced, reputable and internationally trusted fleet consulting firm. More than 80 NZ/AU/US government departments use BFO to optimise their fleet size and utilisation. Treasuries also rely on our Kiwi innovation and subject matter expertise.

BFO started in Wellington NZ in 2000, and with EECA's help, our company changed how the US\$400 billion fleet industry optimise fleets. Our GPS snapshot methodology is recognised around the world as industry best practice to optimise fleet size.

EV transition is fraught with risk so experience, know-how, technology and a change management focus do matter. BFO clients rely on our templates and proven processes to achieve a successful project outcome every time. No GPS purchase is required. BFO can collect GPS data for you or use your existing data.

NZ Government fleets typically hold 14%-37% surplus vehicles with a 21% average so it is easy to overcapitalise with EVs. BFO is the reliable, proven choice to achieve the right outcome and assure your EV transition success.

Carbn Asset Management

Mark Ruddlesen

Wellington-based contact

Mark.Ruddlesen@carbn.nz / 027 300 2005

Richard Christensen

Auckland-based contact

Richard.Christensen@carbn.nz / 027 5111 568

Website: carbn.nz

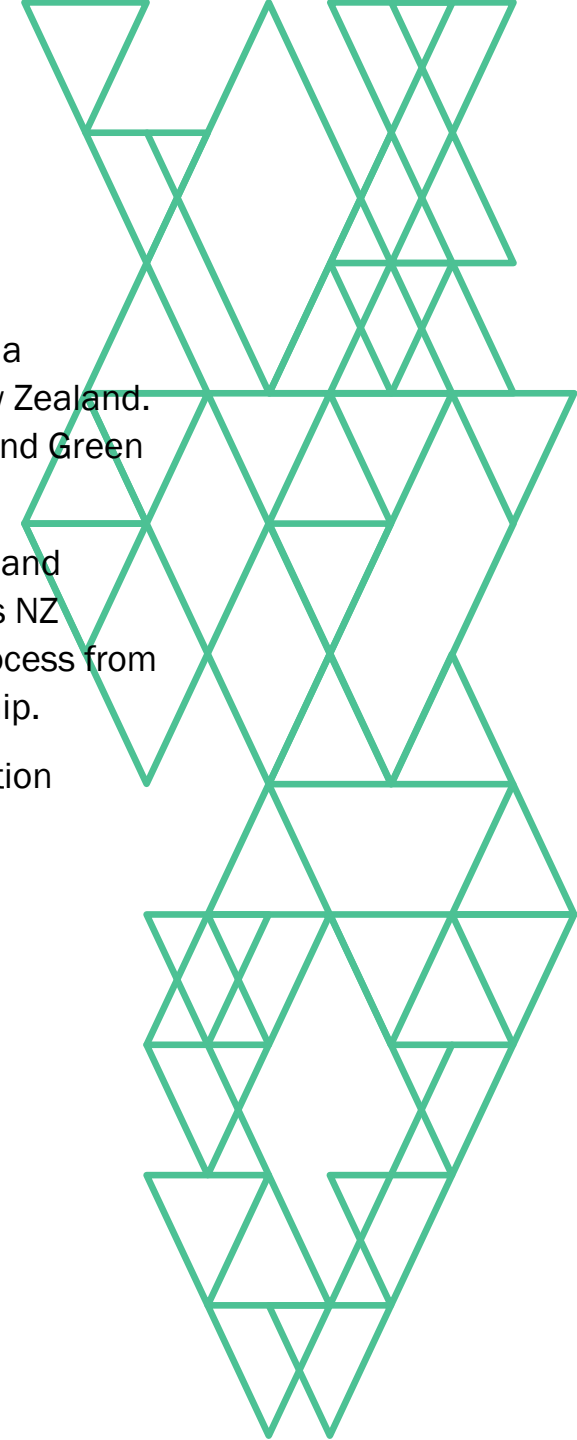
Carbn Asset Management (Carbn) are fleet transition specialists with a mandate to reduce fleet based emissions for a more sustainable New Zealand. This vision is aligned with that of our majority shareholder, New Zealand Green Investment Finance, (NZGIF), a Crown Entity.

For over 15 years we have been improving efficiencies, reducing cost and emissions from vehicle fleets within Government agencies and across NZ businesses from all sectors. We offer a total fleet decarbonisation process from planning through to implementation and ongoing transition partnership.

Carbn represents a low cost way of bringing impartial emission reduction experience and expertise into your business.

Expertise:

- Fleet Management
- Car Share Sectors
- Leasing & Electrification
- Data Science
- Fleet propulsion
- Mobility options



CATCH Commercial Partners

Karen Whitehouse

karen@catchcommercial.co.nz

027 686 9046

Melvin Worth

melvin@catchcommercial.co.nz

022 413 0395

Website: www.catchcommercial.co.nz

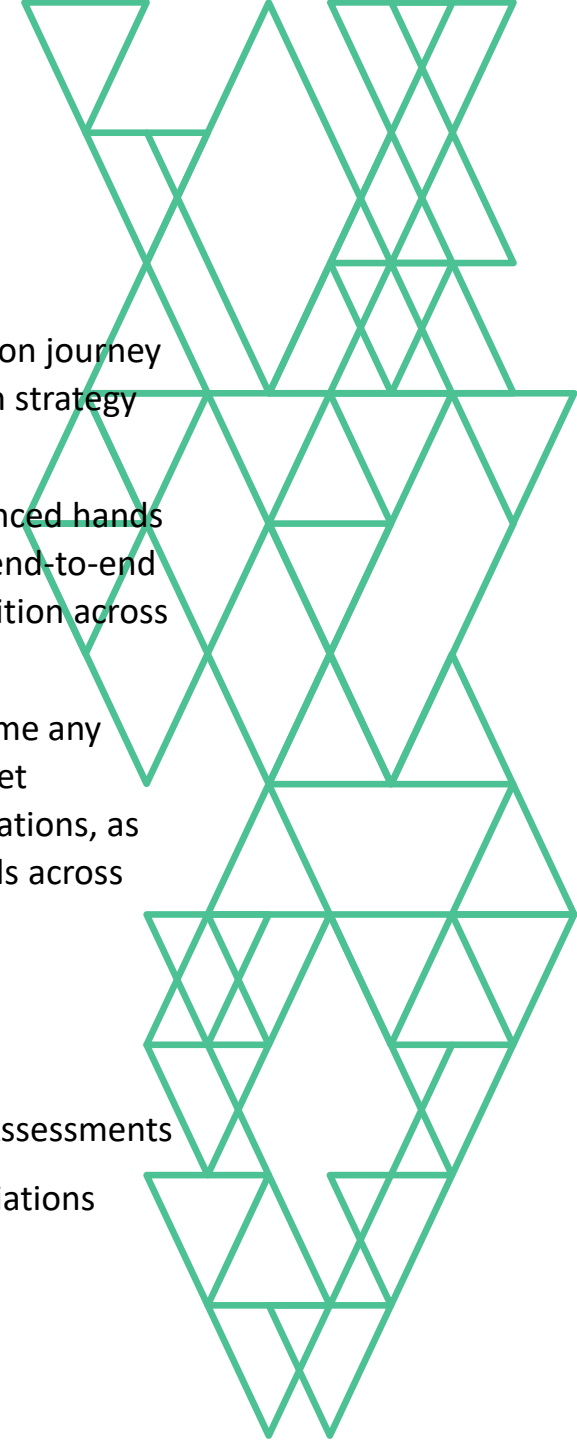
CATCH Commercial Partners can engage at any phase of your EV transition journey to help you identify opportunities and design your fleet decarbonisation strategy through to supporting you to deliver your desired outcomes.

We operate as an extension to your team and provide you with experienced hands that do the heavy lifting and turn strategy into action. We specialise in end-to-end commercial project management co-ordinating all aspects of your transition across your internal and external stakeholders.

Our fully-managed, seamless programme approach ensures you overcome any hurdles, such as EV charging infrastructure requirements, funding/budget challenges, or vehicle selection; and achieve your decarbonisation aspirations, as well as comply with related Government targets. Our experience extends across state sector, local government and district health boards.

Expertise:

- Fleet Audit/Optimisation
- Telematics/GPS
- Vehicle Selection
- TCO/lease/carbon modelling
- Funding/Subsidy Applications
- Services Procurement
- EV Charging Infrastructure Assessments
- Commercial Property Negotiations
- Fleet Policy/Process
- Governance & Change





Custom Fleet NZ

Daniel Malpass

dmalpass@customfleet.co.nz

029 2006846

Jane Morrison

jmorrison@customfleet.co.nz

021 2413061

Nicola Collins

ncollins@customfleet.co.nz

021 914010

Website: www.customfleet.co.nz

Custom Fleet are NZ's largest fleet management organisation, with over 35,000 vehicles under management, including 1,000+ EVs.

Our offering includes strategic asset experts who provide bespoke analyses and actionable insights to drive greater efficiencies for your fleet.

When it comes to transition to electric vehicles (EV), our consultants:

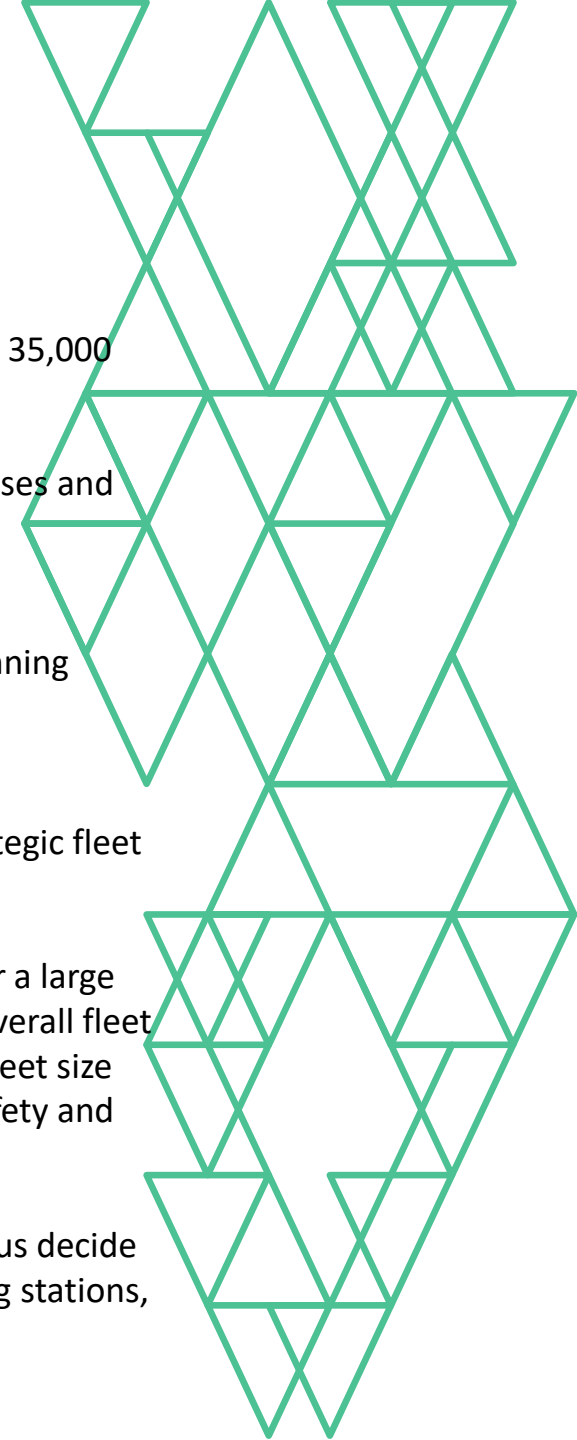
Provide strategic guidance so you can make astute fleet and future planning decisions

Align your fleet to your strategic, operational, financial, HR, safety and sustainability goals

Deliver the benefits of customised cost optimisation scenarios and strategic fleet plans

Case study: a recent fleet optimisation and EV transition consultancy for a large government agency resulted in an initial 20% transition to EVs and an overall fleet reduction of 40%. Further site by site utilisation studies have seen the fleet size reduce over the last 2 1/2 years - Resulting in cost savings, increased safety and directly contributing to their goal of zero emissions by 2025.

“We worked closely with Custom Fleet using their EV+ Program to help us decide the best EVs for our work practices and the configuration of the charging stations, such as the kilowatt charge, locations, quotations and installation.”



Maximum Fleet Solutions

Karl Watson

Senior Principal Consultant

karl@maximumfleet.co.nz / 021 666 567

Website: www.maximumfleet.co.nz

Starting his journey in the industry as an apprentice, Karl progressed to an A-Grade Qualified Automotive Engineer and subsequently worked in a myriad of roles, both here and overseas. These roles included group service management, group after-sales and marketing, through to dealer principal.

In 2004 Karl identified an opportunity to use this knowledge and experience to assist others struggling to get control of their fleet. Maximum Fleet Solutions was created as an independent fleet consultancy and has supported and guided a list of high-profile clients through all aspects of their fleet management requirements ever since. Maximum Fleet Solutions prides itself on always delivering the scope of work required within the designated timeframes, no matter how large or difficult the project may be.

Proudly New Zealand owned and operated, and utilising over 35 years motor industry experience, Maximum Fleet Solutions can work with you to ensure your fleet is operating at its optimum level.

Expertise:

- Fleet Review and Audit
- Fleet Transition
- Long Term Plan (LTP)
- Low Carbon and Electric Vehicle Projects
- Electric Vehicle Initiatives
- Electric Vehicle Policy Creation
- Electric Vehicle Procurement and Budgeting Strategies



Optifleet (Optimal Fleet Solutions)

Jack Gordon-Crosby

Managing Director

hello@optifleet.co.nz / 0800 678 446

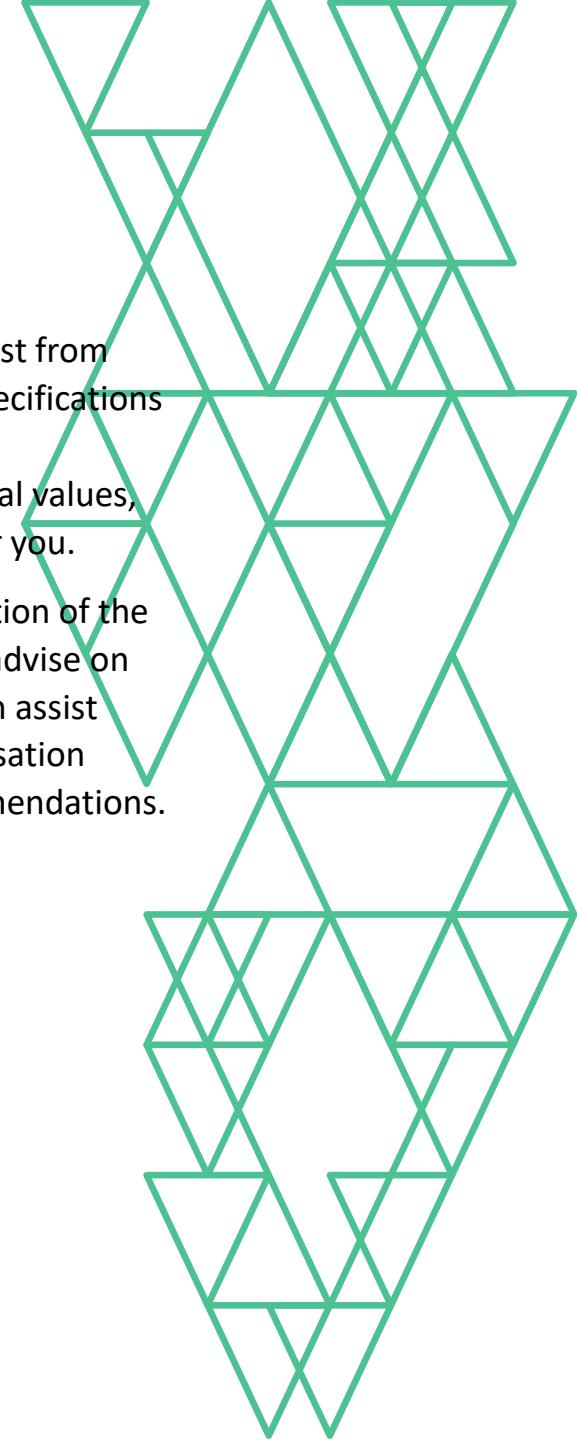
Website: www.optifleet.co.nz

As fleet lifecycle specialists, the OptiFleet team can help you get the most from your fleet, whatever its size. From developing fit-for-purpose vehicle specifications and assisting with procurement through to producing strategic capital replacement plans that consider the impacts of depreciation and residual values, they can arrive at tailored solutions that ensure your fleet is working for you.

They not only look at the big picture to determine the optimal composition of the fleet but also the finer detail, analysing individual vehicle utilisation to advise on the optimal fleet size. And with a strong focus on sustainability, they can assist with the transition to electric vehicles by developing tailored decarbonisation journeys and outlining charger infrastructure requirements and recommendations.

Expertise:

- Supply Chain Management
- Software Engineering
- Web Development
- Data Science
- Consulting





RedBook

Nick Auld

General Manager

Nick.auld@redbook.co.nz / 029 432 5443

Website: www.redbook.co.nz

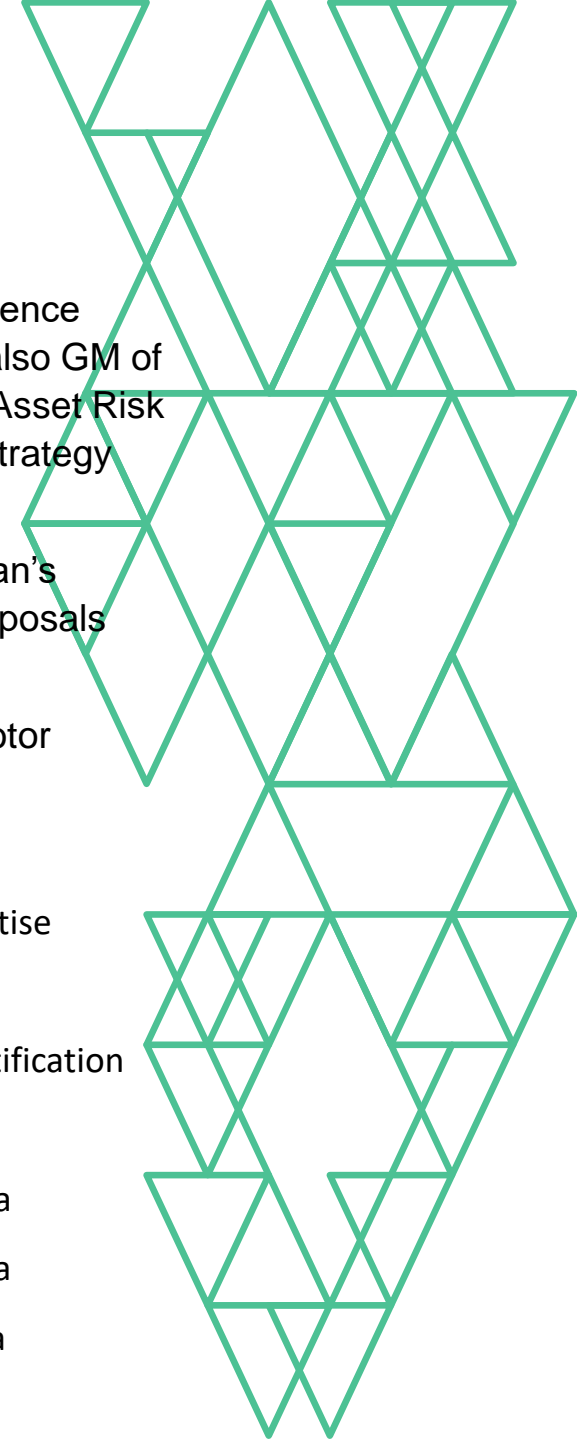
Our General Manager for NZ, Nick Auld, has 25 years' fleet experience having been Executive Director of Custom Fleet in NZ. Nick was also GM of Custom Fleet in the UK and has relevant specialist experience in Asset Risk Pricing, Future Values (RVs), Remarketing and Disposals, Fleet Strategy and Fleet Procurement. He is MCIPS qualified.

Our Head of Pricing and Research, John Hutchings, was Leaseplan's Operations Director responsible for Risk and Residual Values, Disposals and Procurement.

Based in Auckland, RedBook NZ has been researching the NZ motor industry for more than 30 years.

Expertise:

- Automotive Research
- Used Values (Wholesale and Retail)
- Bulk Fleet Valuations
- Price Ahead Future Values
- Residual Value Forecasts
- Fleet disposal and remarketing expertise
- Fleet Procurement expertise
- Bespoke research
- RedBook ID Vehicle Identification
- RRP Data
- Vehicle Specification Data
- Standard Equipment Data
- Optional Equipment Data





Singer Electric

Hayden Dooney

h.dooney@singer.co.nz

09 379 9990 / 021 997313

Established in 1953, Singer Electric is a New Zealand owned and operated company focused on energising the transformation of buildings and transportation to achieve a more sustainable future.

Hayden and the team at Singer Electric offer a comprehensive range of fleet audit consultancy services. Leveraging off their experience transitioning the Crown fleet, Corrections and other public sector fleets, Singer understand the demands on public sector agencies and will ensure a timely and comprehensive response to your requirements.

Singer Electric operate in the commercial, transport and solar generation sectors nationally, with a large and diverse portfolio of customers in both the public and private sectors and fully understand how vital power is to your needs and the fact that it is the driving force of business, life and leisure.

Expertise:

- Government Fleet Auditing
- Fleet Optimisation
- Site electrical Infrastructure auditing
- EV Charge Point installation and maintenance
- Energy Efficiency, EV ChargePoint and E-mobility software



Thundergrid

Jonny Parker

CEO

jonny@thundergrid.net / 027 5074683

Jonathan Zukerman

Strategy and Partnerships

Jonathan.zukerman@thundergrid.net / 021 2537896

Richie Forrest

EV Infrastructure Solutions

richie@thundergrid.net / 021 740656

Website: www.thundergrid.net

As a team of experienced energy consultants, we think a lot about power. Where it's headed, how we can help manage the growing demand for power as EV use grows, while keeping it green.

We believe smart chargers are the only way to move EVs forward from a few chargers to full car parks. Our market-leading chargers with dynamic load management modulates the speed of charging for vehicles, so you can stay within your building's power capacity, and not overload the grid.

We are an Electromobility Service Provider, meaning we do more than just supply equipment. We provide an end-to-end service. From fleet reviews and infrastructure assessments to help you get a true understanding of your needs to supporting with building business cases, project planning and being a bridge between parties (e.g. tenants, landlords and / or employees).

We can supply, install and manage large quantities of smart chargers - while avoiding expensive power upgrades to a building. Plus provide ongoing support, monitoring and billing services.

We make sure you get EV charging infrastructure that is fit for purpose, now and into the future.

