

MOVE TO GREEN

UPDATE - VOL. 3



- ✓ Royal Danish embassy Kenya has received Zero emission starter pack



- ✓ Entebbe Airport Uganda now greets their passenger with zero emission vehicle



MOVE TO GREEN

- ✓ Fleet Forum - is convinced EV's will be part of their fleet. Only question is WHEN?



- ✓ New build charging station in Maputo for customers to test drive and learn about fast charging facility



- ✓ A smart solar powered carport - easy to build - is right now being tested in Denmark in partnership with G-Sol energy

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One of the great revelations of the Space Age has been the perspective it has given humanity on ourselves. When we see the earth from space, we see ourselves as a whole.

We see the unity and not the divisions. It is such a simple image with a compelling message. One planet. One human race.

We are here together, and we need to live together with tolerance and respect. We must become Global Citizens. Our only boundaries are the way we see ourselves. The only borders, the way we see each other.

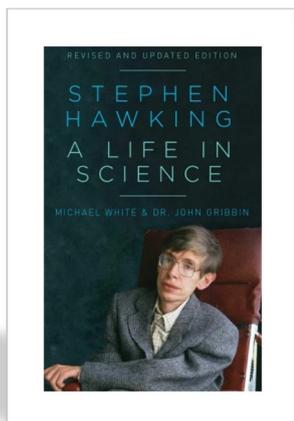
I have been enormously privileged through my work to be able to contribute to our understanding of the universe, but it would be an empty universe indeed if it were not for the people I love and who love me. Without them, the wonder of it all would be lost on me.

Let us fight for every woman and every man to have the opportunity to live healthy, secure lives, full of opportunity and love.

We are all time travellers, journeying together into the future.

But let us work together to make that future a place we want to visit.

Be brave, be determined, overcome the odds. It can be done.



Professor Stephen
Hawking
Final Message to
Humankind
2018



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Dear Reader,

“Move to Green” is accelerating every day

It is amazing that every quarter we publish this “Move to Green Update”, we see steps in the direction of a much more climate friendly environment. It really proves that when you focus, changes will occur.

In this edition, you will read about the various initiatives we are taking to make zero emission products available for the African market. An example is the Danish Embassy in Kenya, which - with the a Starter Pack—are now on their journey to move to green.

At our premises in Mozambique and Uganda we have set up great facilities for customers to come and do test drives as well as see the charging facilities.

We are very excited about our new partnership with GSOL ENERGY, an expert in solar systems, and the all-new Solar EV charging station that is off-grid and only powered by solar panels. The idea is to engineer a station that can be set up anywhere and provide a source of renewable energy for electric mobility.

Our customers operating vehicle fleets in Africa are also concerned with managing the environmental impact of their operations. Over 500 fleet professionals gathered for the annual Fleet Forum conference in June, where we were invited to speak. Majority have green strategies but are struggling to find ways to start their “green” journey. Yet, Fleet Forum concluded by the end of their conference that it is not a question of “IF” we will replace our fleets with electric vehicles, only a question of WHEN.

We believe WHEN is now. It is far too important to wait.

Warm greetings
Mads Kjær, CEO



Move to Green - pioneer of the future

MOTORCARE Mozambique has taken the lead of building the first EV charger stations in Maputo head office as part of the MOVE TO GREEN campaign.

The EV charger station is constructed to charge Electrical Vehicles and NIU scooters simultaneously, using DC wall box - one of the top choices for powering electric battery vehicles for quick charging in private locations and for fleet charging.

The DC wall box charger has a clear user interface with excellent waterproof and dust proof technology, to pro-

vide the best choice for outdoor environments. It can also integrate with renewable energy systems, such as solar power and wind power technology to provide the most energy saving infrastructure for EV system development.

MOTORCARE is the pioneer among automotive companies in Mozambique to embrace EV and therefore there is much to learn from this enjoyable technology. In the long

run, we believe the world is set to change in this way using environmentally friendly techs which inspire most of visitors and customers visiting our premises to explore and recognize the growth of electrical vehicle and scooters in Mozambique market through MOTORCARE as pioneer of the future.





Taking into consideration customers comments and reactions towards the introduction of EVs in our Market and feedback from EV related events, the expectation is high and encouraging. Yet the challenge might be on the acquisition price when comparing with vehicles with an internal

combustion engine. It will depend on how customers perceive electrical vehicles. As a pioneer of EVs in this market we have been focusing on the sustainability aspects and a carbon neutral solution benefits our planet and society.

Pioneered with EV presentation as the first of kind in Nampula

May 20th 2021 was a historic day for MOTORCARE. In the city of Nampula, in the Northern part of Mozambique, we held a presentation of a vehicle powered by electricity. That will certainly stay in the history also of the city of Nampula and in the memory of everyone, who has visited our delegation.

“Ever since, it has been a daily success with customers asking questions about the NQI GTS Pro Scooter features and how it works.”

MOTORCARE pioneered the presentation of this type of product in the City of Nampula. A vehicle like the NIU scooter, powered by electric energy, has never been presented in this city before.



We are at an early stage of the project to present this type of product to large companies and NGOs, both in Nampula and Nacala.

From the feedback received, we are confident that this project has possibilities for growth in cities, despite all the difficulties that the provinces present in terms of roads. We eagerly await the results of these initiatives.

“Electric Vehicles - WHEN - NOT IF” ...the message from Fleet Forum



The 2021 Fleet Forum Virtual Conference set the agenda to facilitate the increase of electric vehicles (EV) in the Aid & Development sector. Fleet Forum highlights EV pilot projects in Africa, learns from their undertakings, and hears advice for EV implementation. Many international organizations (UN, ICRC etc.) have made commitments to sustainability through cleaner fleets, including introducing electric vehicle fleet composition targets. While there have been many roadblocks, Fleet Forum states “it’s a matter of when, not if”.

“The switch to low and zero emission fleets in Africa is challenging, but possible” states Rob de Jong (UNEP), who himself has been driving a Nissan LEAF the past 4 years without any issues. Actually, he is only now to change the tyres – other than that, no maintenance costs have been incurred.

Presentation by KJAER & KJAER

KJAER & KJAER participated in this year’s virtual conference with a 45-minute live video session including a

presentation “Africa fits all criteria for an electric vehicle revolution – Is the A&D sector ready to Move to Green” followed by an interesting and insightful Q&A session. During the presentation, we conducted a poll asking, “Do you think your organization will have an electric vehicle or scooter in your operations next year?”



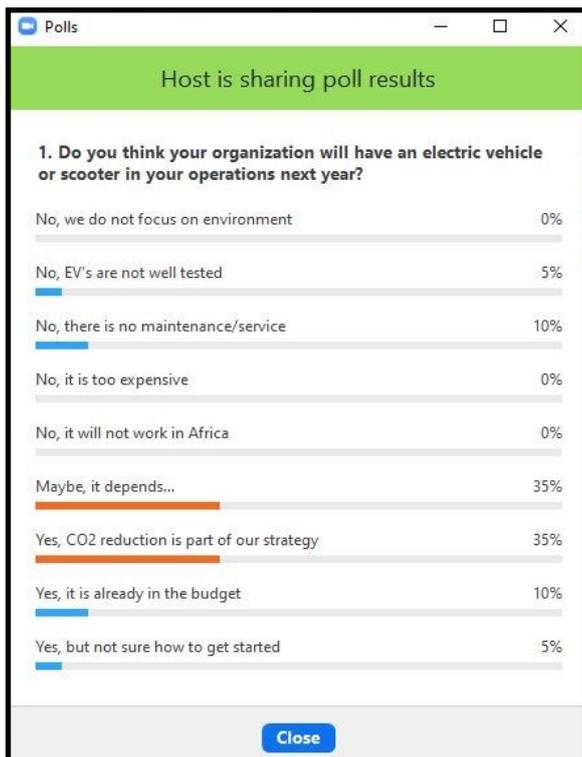
In the Fleet Forum summary of conference day 2, special comments were made based on our presentation.

The external environment is rapidly changing

In the past two years external factors have also been changing rapidly:

- Vehicle manufacturers are committed to Move to Green
- EVs are already in Africa on a small scale, from taxi companies in Kenya to electric scooters in Mozambique
- A&D sector can definitely use vehicles in capital cities. With vehicles averaging 80km/day, it is a perfect fit for EVs that have a minimum range of 280km.
- Battery technology is seeing constant incremental improvement in storage capacity and resilience

In the closing statement, Paul Jansen, Executive Director of Fleet Forum, states “To shift from readiness to reality, it will require different actors to step up and play their part.



50% of the Fleet Forum participants think that their organization will have an electric vehicle or scooter in their operation next year - and additional 35% do consider it. Impressive.

UGANDA AIRPORT wants to Move to Green



During a brainstorming session on where best to position electric solutions that would be appreciated by government, private individuals and general travelling public, an idea was born...the Airport.

We visited the Uganda Civil Aviation Authority (UCAA), who were found to be running a pilot scheme for electric mobility for their staff.

The timing could magically support that the Nissan LEAF was taken in as a test at the main terminal. It was to lead planes to their aprons for one month.

The process of preparing the LEAF for full operations involved setting up a mini charging station at the airport hangar, training all relevant staff on how to charge and drive the LEAF, taking the vehicle through subjective branding and airport security details.

In his words, days after receiving the LEAF in April, the General Manager UCAA said:

“It is long overdue to think green for all airport operations including cargo, passenger and hazard monitoring. This vehicle gives us opportunity to meet ICAO standards for International Airports.”



MOTORCARE staff secures drivers training, information of the inside of the LEAF and introduction to the mini charger for the airport



The ambassador Ole Thonke is proud of his new zero emission starter pack, including Electric scooter, vehicle and a mini charger.



The Embassy in Kenya Move to Green

At the end of May the Royal Danish Embassy in Nairobi, Kenya, took delivery of the first Move to Green starter pack including Nissan LEAF, AC home charger and a NIU electric scooter. We visited the Embassy in Kenya to meet the Ambassador and to follow up on how this has impacted daily life there.

Denmark is one of the countries in the forefront, with clear policies focusing on reduction of emissions. Beyond our borders this includes all our foreign missions' foot print.

The Danish Ambassador to Kenya, Ole Thonke, a strong and vocal advocate for Electric Vehicles voiced how proud he is that the Royal Danish Embassy in Kenya is the first to have taken delivery and thereby being a first mover in this new segment.

Ole Thonke explained how he at times enjoys not using his official car, but instead the Nissan Leaf embassy car for meetings and events with other ambassadors and digni-

ties showcasing Denmark is taking the "green" lead.

The drivers at the embassy state that having moved from Manual to Automatic a few years ago, the new Nissan Leaf is another revolution and they are impressed. So already we have positive feedback.

The Embassy is keen to be the first to install our new carport charging station once it is ready. Furthermore, they are eager to offer us all the local support in Kenya, being our local spokespeople on the ground setting up meetings, with Government, international institutions even hosting an event once the carport is up.

The support we receive from the Danish Embassy in Kenya is remarkable on this transition. They are also keen on leading by example to change the mobility (also) in Africa, and thereby MOVE TO GREEN.



Move to Green Starter Pack





First Solar Powered Carport in the making enabling EV owners to be 100% green and self-supplying

A very exciting project is taking form in Denmark these days – a solar powered Carport – enabling EV owners to be self-supplying in driving 100% green.

The project is made in close partnership with www.gsolenergy.com who are specialist providing green tailor-made systems for remote areas.

It is the ambition to design an easy-to-construct carport that will need few technical skills so it can be built anywhere in the world at a minimum of cost. Africa with endless solar energy is the perfect place to make use of this solar powered carport.

We look forward to following this project closely.



In the workshop, the solar charging/storage cabinet is right now being finally tested by fast charging of our Nissan Leaf.





HSEQ first quarter status report:

Savings on electricity and improved water consumption ratios

The business had started to pick up end March after the second pandemic wave hit the country. MOTORCARE was affected but we imposed our prevention measures to the top and we saved lives, everyone is safe after all.

Unfortunately at the end of April, the country had a terrorist attack in Palma, Cabo Delgado, where most of the Gas Megaprojects operate and as a result, they had to suspend the activities. This has impacted our operations and business at our Pemba branch heavily.

On a positive side, a lot of reconstructions are taking place at the premises in Maputo with both "Move to Green project" and the setting up the Pre-owned vehicles business. This has required integrated actions for risk assessment and continuous prevention against any risks.

First quarter HSEQ review

MOTORCARE Mozambique keeps commitment in maintaining Certified ISO Standards countrywide. We completed the HSEQ Management reviews for Q1, and the general performance of the branches is good.

Looking at the HSEQ management System, we had a

positive performance for the reporting period. There were good improvements in savings on electricity and we also identified solutions to improve water consumption ratios. We continue to have good outcome from the set IMS, the prevention of incidents and accidents is performing well. Our branches report a high standard of hygiene and wellness among employees.

Ready for audit June 2022

On the regular tour to all branches, the HSEQ manager in Mozambique were completing HSEQ Internal Inspections and training of the HSEQ Representatives to use the newly implemented SharePoint system.

We are getting ready to host HSEQ Internal Audit commencing next year in June.

More training sessions are planned for HSEQ to enhance employees' awareness and performance in maintaining the system.





Focus on the Environment initiatives in 2020

Since 2003, KJAER GROUP has been a proud member of the UN Global Compact's Ten principles on human rights, labour, environment and anti-corruption.

By this membership, we are committed to making these principles part of our strategy, culture and day-to-day operations of our company, and to engaging in collaborative projects which promote the broader development goals of the United Nations, particularly the Sustainable Development Goals (SDG 2030).

We support public accountability and transparency, and therefore commit to report annually on any progress

that describes our company's efforts to implement the Ten Principles:

Sustainability Report 2020.

Please find it here: <https://www.unglobalcompact.org/participation/report/cop/create-and-submit/active/451133>

We trust you all will find it interesting reading about all the activities in 2020 improving our sustainability profile in our operation in all entities - with special focus on our Move to Green ambition.

ACT RESPONSIBLY & CONTRIBUTE TO DEVELOPMENT



The **United Nations Global Compact** is a call to companies everywhere to align their operations and strategies with ten universally accepted principles in the areas of human rights, labour, environment and anti-corruption, and to take action in support of UN goals and issues embodied in the **UN Sustainable Development Goals**.





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