

BASI



Electrifying Public Transport in Africa

Confidential



About BasiGo

Founded in 2021 with headquarters in Nairobi, Kenya

Launched Kenya's first E-buses into passenger operations in March 2022.

25 E-Buses in operation across Kenya and Rwanda with total of 80 employees

Received deposits for 600 Electric Buses from bus operators in Kenya & Rwanda.

First CKD Assembly Line for Electric Buses in Kenya



DIESEL BUSES ARE CHOKING AFRICA'S GROWTH

- ① 1 Million diesel buses are the primary mode of transport in Africa accounting for **~40% of all passenger trips**.
- ② Africa's buses emit 1 GT of CO2 per year and represent a **\$20+ Billion market** for new vehicles, fuel, and maintenance.
- ③ Africa's bus market is **Private Sector and lightly regulated**.
Nairobi public transport is 20,000 privately owned diesel buses.



Fuel prices have increased 80% due to the removal of subsidies, eliminating diesel bus profit margins.



Dependence on imported fuel paid in USD is the greatest risk to East Africa's currency & economic stability.



Unfiltered diesel tailpipe emissions are the largest source of toxic air pollution in Africa's cities.



npr.org

From Nairobi, A Rare, Clear Glimpse Of Mount Kenya Drives Disbelief On Socia...

A photo on social media showing Africa's second-highest mountain from Nairobi made many Kenyans cry foul. But the photo — shot on a day free of pollution, ...

BASIGO UNLOCKS E-BUS ADOPTION IN AFRICA

PAY-AS-YOU-DRIVE FINANCING

A high-touch, mileage-based lease that eliminates the high upfront cost for operators and includes charging and maintenance services.

COST EFFICIENT E-BUS SUPPLY CHAIN



Proven, state-of-the-art Electric Buses sourced from leading global OEMs.

Local assembly of E-Buses in Kenya for tax competitiveness with diesel bus supply chain.

CONVENIENT CHARGING & SERVICE NETWORK



BasiGo operates a network of DC charging depots that serves both E-Buses and cars.

BasiGo manages all service and guarantees operators >90% E-Bus uptime.

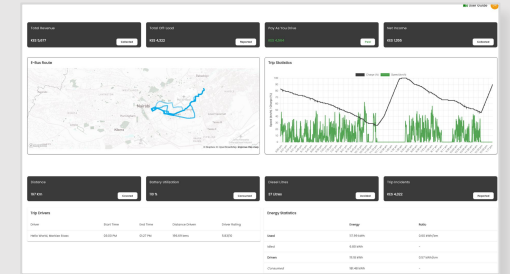
DIRECT INTEGRATION TO FARE COLLECTION



BasiGo automatically deducts lease fees from digital fares eliminating collection risk.

Jani app developed by BasiGo lets passengers pre-purchase E-Bus seats in Nairobi. Tap & Go in Rwanda

PAYD ASSET MANAGEMENT PLATFORM



BasiGo's proprietary platform to manage asset financing and E-bus operations.

Comprehensive asset financial tracking, real-time monitoring and detailed bus performance

BASIGO LARGEST E-BUS FLEET IN SUB-SAHARAN AFRICA

Kenya Fleet Statistics

21 Buses
In Operation

1.6 Million
Kilometers Driven

2.5 Million
Passengers

> 700 T
CO2 Mitigated

323,000 Liters
Diesel Avoided

< 1 Day
Monthly Downtime



“The E-Buses are so popular that 3 of our E-Buses will fill and depart the stage in the time it takes to fill 1 diesel bus, even though we charge more for the E-Bus.”

- BasiGo E-Bus Operator

KENYA'S 1ST ELECTRIC BUS CKD ASSEMBLY LINE





33-Seat Diesel Bus

>20,000 Liters
Diesel

60 Tonnes
CO₂e

6,480g
Toxic PM Emissions

KES 3.4M
Diesel Fuel

36-Seat Electric Bus

50 MWh
Grid Electricity

3 Tonnes
CO₂e

ZERO
Tailpipe Emissions

KES 0.9M
Electricity



BASIGO FIRST ELECTRIC BUSES OPERATING IN RWANDA

Rwanda Pilot Performance

4 Buses
In operation

71,000 km
Electric km driven

284,000
Passengers

33 T
CO2 Mitigated

17,388 Liters
Diesel Avoided

100%
Uptime

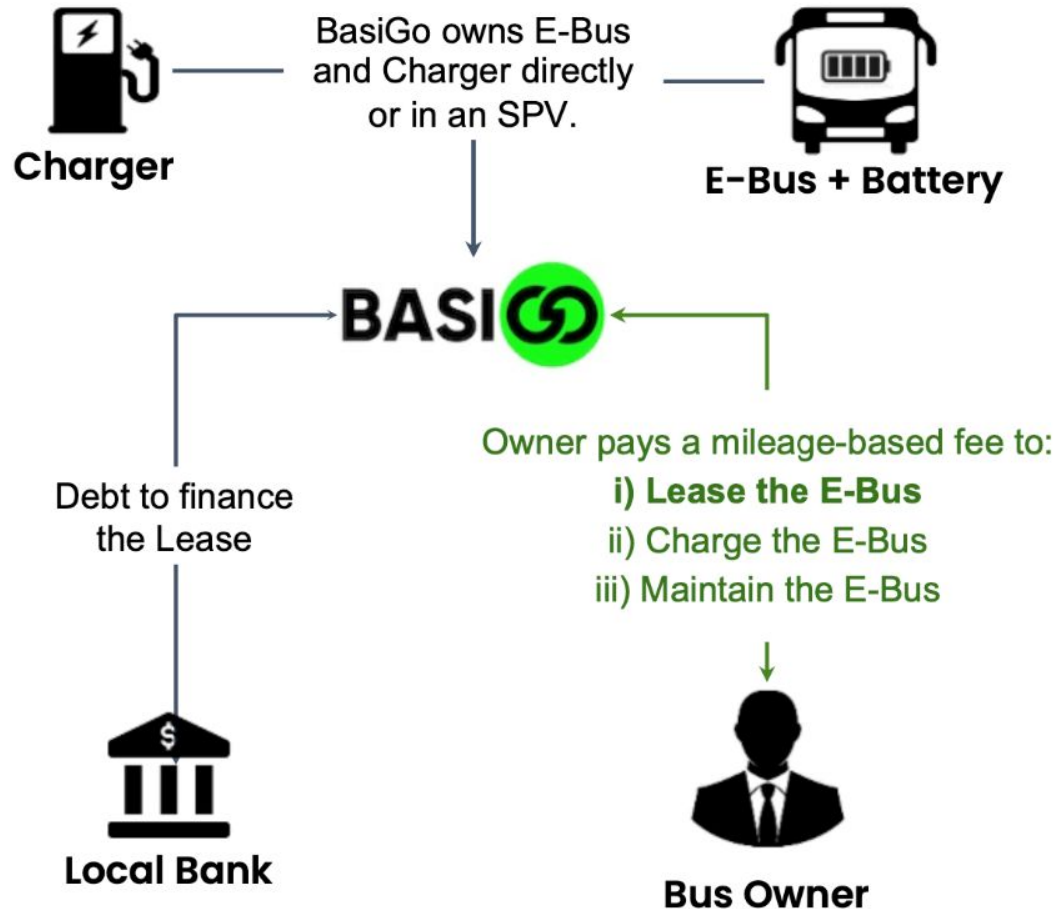
“The E-Bus is a game changer. For the first time, we have been able to cover all operational costs of a bus for the month. My goal now is to replace 30% of my diesel fleet with Electric this year.”

- BasiGo E-Bus Operator in Kigali



PAY-AS-YOU-DRIVE LEASE MODEL

Eliminates the high upfront cost of an E-Bus by letting operators lease the battery or the bus.



BasiGo imports and owns the bus, battery, and charging



Bus operators pay BasiGo a mileage-based lease to use the bus each day.



Lease fee includes all costs of charging and regular maintenance.



Pay-As-You-Drive Lease offers over 2X the return on investment for operators.

RWANDA | PAY-AS-YOU-DRIVE COMPETITIVENESS

For Bus Operators:

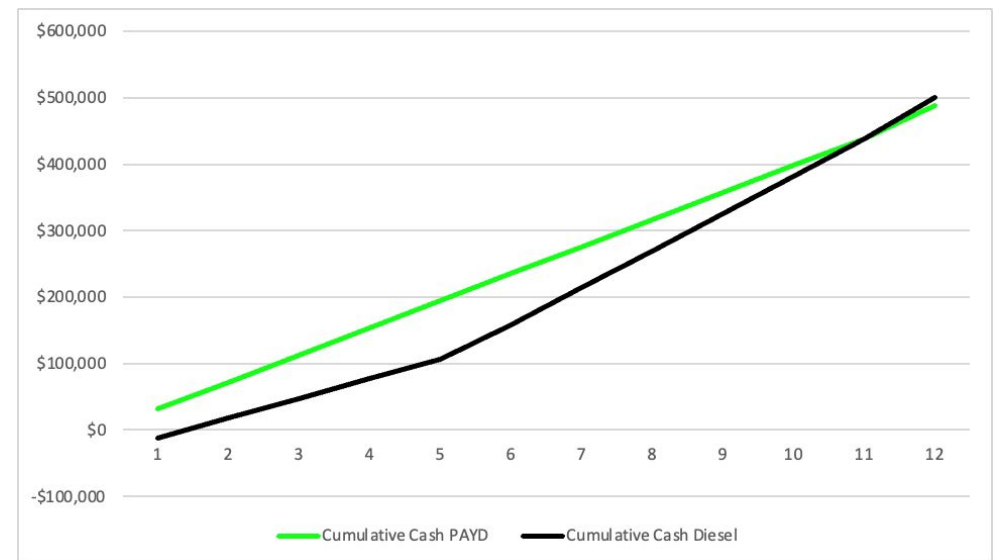
- > Pay-As-You-Drive E-Bus requires **75% less upfront capital** than a current diesel bus.
- > E-Bus **breaks even in < 1 year** reducing risk.
- > E-Bus offers much **higher IRR and 6-year cash income** than their diesel buses.

For BasiGo:

- > Pay-As-You-Drive earns **6-year Equity IRR > 25%** at low volumes
- > Breakeven at 4 years against 12-year asset life
- > Returns do not require local manufacturing.

	BasiGo E-Bus	Diesel Bus
Upfront Cost	\$10,000	\$40,000
Breakeven	< 1 year	5 years
Operator 6-Year Cash Income	\$235,000	\$157,000

Operator Cumulative Cash: PAYD E-Bus vs. Diesel Bus



BASIGO MARKET RESPONSE

Testimonials



Passengers

"Do whatever you can to keep these buses on the road, even if it means increasing the fares, we will gladly pay!" - Passenger

"Everything was amazing. Reduced noise while the vehicle was moving and even people from outside were like waaw!! We were in another world." – Passenger



Drivers

"Passengers love the Electric Bus so much that some took my phone contact so that they can always call me to find out what time it will get near their pick-up point" - East Shuttle Driver

"When we join the queues at the bus stages, we keep the door closed, otherwise the passengers will not board the diesel buses that are ahead of us in the queue..." - Citi Hoppa Driver



Owners and SACCO's

"Maintenance is one of our biggest headaches. The fact that BasiGo now shoulders that makes our operations easier." - Ops Manager, Citi Hoppa

"Diesel is obsolete. This is where the world is moving too. We must be part of the future" - Chairman of City Shuttle SACCO

100+ Media Features

