

# ROI Case – Fleet Operators (Gojek, Grab, Logistics)

## Problem

- EV motorcycle fleets risk downtime when riders run out of charge.
- A stranded rider can lead to missed deliveries, customer dissatisfaction, and lost revenue.
- Existing solutions such as towing or battery swapping can be costly and time-consuming.

## Solution

- Range Rescue Pack provides an additional 10–30 km of emergency range.
- Riders can reach the nearest charging point or depot instead of waiting for assistance.
- Compact under-seat design ensures the pack is always available without additional logistics requirements.

## Cost Impact (per rider)

- Missed delivery or ride revenue impact: Rp 50,000 – Rp 100,000 per incident.
- Towing or rescue cost: Rp 150,000 – Rp 250,000 per incident.
- Estimated low-charge incidents: 1–2 per rider per month.
- Estimated annual downtime impact per rider: Rp 2,400,000 – Rp 8,400,000.

## Range Rescue Pack Economics

- Estimated fleet purchase price: approximately Rp 5,000,000 per pack.
- Expected operating life: approximately 1,000 cycles or 3–4 years.
- Annualized ownership cost: approximately Rp 1,250,000 – Rp 1,600,000 per rider.

## ROI Calculation

- Potential annual downtime savings per rider: Rp 2,400,000 – Rp 8,400,000.
- Annualized pack cost: Rp 1,250,000 – Rp 1,600,000.
- Indicative return on investment: approximately 2x – 5x depending on fleet usage patterns.

## Key Pitch Points

- Improved fleet reliability and uptime.
- Better customer satisfaction through fewer delays and cancellations.
- Lower operational costs by reducing towing and lost revenue incidents.
- Designed for broad compatibility across Indonesian 72V motorcycle fleets.