

Electromega Ltd.

Info Room Email: info@electromega.eu

One Line Pitch: Electromega is a research and development manufacturer business assembling full electric waste shipment heavy weight trucks.

Business Summary: Establishing the company in March 2009, our engineering team built their first product in operation over 15,000 KM without serious issues. Today our prototype is ready for mass production, homologated and tested and assessed by an independent organization. By 2020 we would like to extend our operation up to 400 all electric garbage trucks per year. Continue with bus electrification and our R&D of the range extender technology, launching the hybrid truck which capable travelling 800-1000 Km range.

Management: Co-founders Dániel Kőszegi, István Bartha and Attila Vitéz have a synergistic combination of skills. Daniel is recognized as a proven business leader who brings a lifetime experience from his retail company managing 200+ teams over 10 Mrd HUF. István continues to be the guiding force behind the development team bringing all 20 years of R&D electrical and mechanical engineering experience. Attila supports as a software engineer responsible for all coding and user experience. Ruben, joined the team later as a Chief Operation Officer bringing international project and program manager experience. Together they continue to effectively innovate, operate and market Electromega Ltd.

Customer Problem: In waste transportation, today are consumed daily cca. 60-80 liter of gasoline, the trucks starts and stops, during collection when the vehicle stops the hydraulics requires still energy hence the increased consumption with environment unfriendliness.

Product: Electromega offers all electric version of a traditional garbage truck enabling all features of the EV technology in this niche market. 3rd party study shows/proves a gap in this market segment. Our product focuses on the cities who want to reduce pollution and noise and cut their maintenance costs.

Target Market: In Hungary, today there are 15000 traditional garbage trucks, we aim in the first phase to fabricate 20 full electric trucks in 3 versions (13, 18 and 26 Tones). Taking Europe, where there are over 100K garbage trucks, the objective would 10% full electric by 2030.

Customers: municipalities and waste management companies, body manufactures and resellers.

Sales\Marketing Strategy: We work closely with several Hungarian government institutions to promote our business internationally and partaking in well-known trade shows and pitching to the biggest market leaders in EU. Locally we are contacting municipalities and the national organization of waste management.

Business Model: Electromega's buys the chassis and electrify it. We an generate revenue by selling the whole garbage truck or only the electric propulsion part.

Competitors: In Hungary Electromega is the only company manufacturing electric garbage trucks. Internationally we only know about a handful of startups which still working on their prototype model.

Competitive Advantage: Electromega's owns the patent rights which includes tagging specific technological solution enabling Electromega to use and monetize the asynchronous motor as a power train for their electric vehicles.



Company Profile

URL: www.electromega.eu

Industry: Automotice, EMobility, Reseach and Development

Employees: 17

Founded: 2009

Contact:

Ruben Banto

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Management:

Dániel Kőszegi, co-founder

István Bartha, co-founder

Attila Vitez, co-founder

Ruben Banto, COO

Advisors:

Lawyers: Nagy Zsolt, Glósz és társa

Other information:

2013-2014 Start Research and Development

2015 Spring First EV test, in Békéscsaba

2016 Spring Second EV test, in Debrecen

2016 September Budapest:

Normafa, Istenhegyi út test

2016 November Smart City Expo – Barcelona

2017 – Homologation, green license plate