

MOVE TO GREEN

UPDATE - VOL. 2



**MOVE
TO GREEN**

This magazine featuring:

THE FIRST ELECTRIC VEHICLES HAVE ARRIVED IN MOZAMBIQUE & UGANDA

DANISH EMBASSY IN KENYA GOES GREEN WITH AN EV AND E-SCOOTER



CUSTOMERS ARE TESTING THE NIU SCOOTER



“We encourage you to join us in the #MovetoGreen”

MADS KJÆR, CEO

00.00.21

00.00.20

MOVE TO GREEN

MOVE TO GREEN

Watch it here!



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2020 - WHAT A YEAR!

By Mads Kjær, CEO & Owner

I think, we all feel the need to take a step back over the festive season and sit down in a good chair to reflect and digest the past year.

Often our life, our everyday activities and our business has some level of predictability. Yet in 2020, the corona pandemic has taken us all hostage directly and indirectly, and the world as such has seen an unheard economical recession.

I don't think anyone can say that they haven't been affected by the pandemic and its waves of impact. Despite this, we are still standing....

In spite of the pandemic, it has been a year where we have started new, ground-breaking initiatives through co-creation in all business units. Especially our new little baby; **MOVE-to-GREEN** is taking its first steps towards a future, where mobility can be carbon free and green.

The campaign will continue in 2021 and for years to come. We will find new products to offer under MOVE-to-GREEN and we will partner up with other stakeholders who share our values and commitment to a world where GREEN is equal to a CLIMATE that is sustainable for all of us.

A new year is about to begin and with it, new opportunities to grow; as individuals and as teams and together having positive impact on our environment and business. No doubt that we still will be battling with corona and its impact on our societies, yet let us also hope that we can turn a corner and vaccines can support the return to a new normality.

Season's Greetings to you and a Happy New Year.

Mads





The Danish Ministry of Foreign Affairs goes green

By Kirsten Winther, Sales director, KJAER & KJAER

From the minutes of our very first *Move to Green* meeting in May 2020, we might not have seen the road ahead clearly, but we knew that we had to start the journey.

“We do not know, where we will go – but we know we need to go!”

During the initial *Move to Green* launch activities our global key account managers have had discussions with many multi- and bilateral organizations about how they translate their green ambitions to actual actions. The general feedback suggests that albeit of strategic importance, implementation needs to be driven from policy makers at HQ level.

Late 2019, the Danish government set out a very ambitious green transition agenda with the aim to be among the top five of the most sustainable Foreign Services in the world within the next five years. Danish Minister for Foreign Affairs, Jeppe Kofod: “Denmark must be a “green superpower” that, despite our modest size, takes the lead and pulls other countries in a green direction”.

Denmark will undertake international leadership of SDG7 on affordable and clean energy. The green agenda will be the guiding principle, when Denmark enters new strategic partnerships with growth economies. To ensure this, the Ministry of Foreign Affairs will appoint 15 new Green Front Line missions, establish a new green department, and launch its first sustainability strategy.

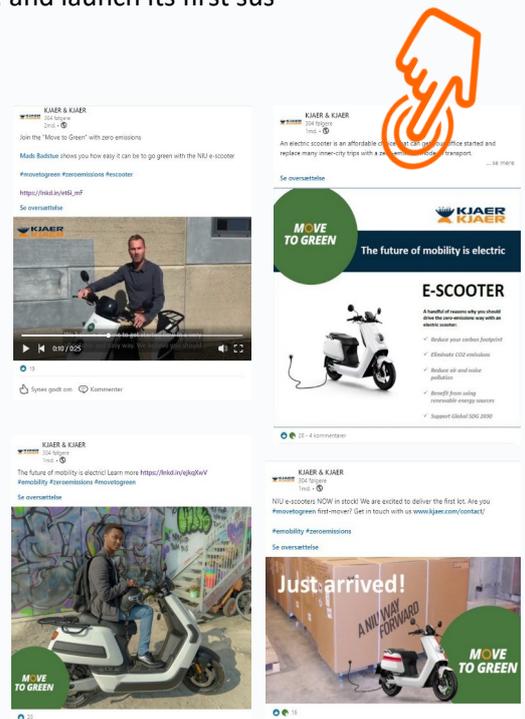


...KJAER & KJAER sold their first EV ever

To engage with a broader audience of stakeholders and interested parties, we have actively been promoting the *Move to Green* message on social media with [LinkedIn](#) and [Facebook](#) with a mix of normal posts and video posts where Mads Badstue demonstrating different features of the NIU electric scooter. You can see them by clicking on the pictures on the right.

The Royal Danish Embassy in Nairobi, Kenya, is one of the 15 Green Front Line missions and is looking to introduce a Hybrid/Electric vehicle for use at the office. Mads Badstue responded with a packaged proposal including an electric Nissan Leaf, a charging station and a NIU electric scooter.

We are delighted to support the Royal Danish Embassy on their journey as they take the lead and show the way for others, that even in developing countries it is possible to think green and together we can make sure that more will join us, by setting an example.



“Being a Dane, I am of course proud that the Danish embassy is one of the first to Move to Green in Kenya, showing all others that it is not impossible to think different within mobility - also in Africa”

Mads Badstue, Global Key Account Manager



LAUNCHING THE MOVE TO GREEN IN UGANDA

By Benon Mascot, Deputy General Manager, Sales & Marketing, Uganda

Many companies have subscribed to the UN Sustainable Development Goals with a vision to reduce carbon emissions for a friendlier and healthier environment but have kept struggling with no traceable actions to enable them reach their green ambitions. MOTORCARE is not one of them. The company always takes its Move to Green ambitions by the horns in the automobile industry.

The e-mobility with the e-scooter project has now become a reality in Uganda after a series of activities meant to understand how the market currently relates and would relate with renewable energy in the transport sector.

We marked the arrival of the much awaited and debated e-scooter with a silent ride (e-ride) in and around the office. It was an exhibition of how agile the “little” vehicle is and how compatible it can be to urban transport. We effected our market introduction plan as soon as the units were approved for the showroom display. As part of the anti COVID Standard Operating Procedures, we designed our soft launch to small groups of our staff in clusters of 10, maintaining the required social distance as we presented the ideals of how the e-scooters are positioned in the company’s Move to Green ambition.



“Whereas the Ugandan motorcycle industry is predominantly fuel driven, the e-scooter is a unique product offering enormous contribution to medium/long term savings but more so, it appeals best to those looking to preserve the environment as the way of life. The e-Scooter will provide great mobility value to businesses and families”

Benon Mascot, Deputy General Manager



“We liked how smooth and user friendly the scooters were”

Francis Nkrunungi, Operations Manager and Jude Muwong, Transport Officer at DHL in Uganda

CUSTOMERS TESTING

**MOVE
TO GREEN**



From Left Flavio Mbanze, MOTORCARE Sales Manager, Arsenia Mendes, DHL Service Center Manager & Ivan Buzi, MOTORCARE GM

Customers are testing the Green NIU scooter

By Morten Birk, Procurement & Project Manager, Denmark

The fantastic electric, zero-carbon-emission NIU scooters have arrived to our warehouses in Belgium, Mozambique and Uganda. The employees who welcomed the NIU were amazed by its easy-to-handle, smart looking, easy to charge features and how nice it is to drive without noise and smell of exhaust gases. Now, our customers are also eager to try them. In Mozambique they prepared a flashy branded demo version ready for our first customers. DHL and Skynet are the first companies to test the scooters for 15 days on the roads in Maputo.

“We want to be socially responsible and part of the solution to the challenges the world is facing with the climate changes. We are very excited to be part of the Move to Green project and look forward to test the NIU scooter”

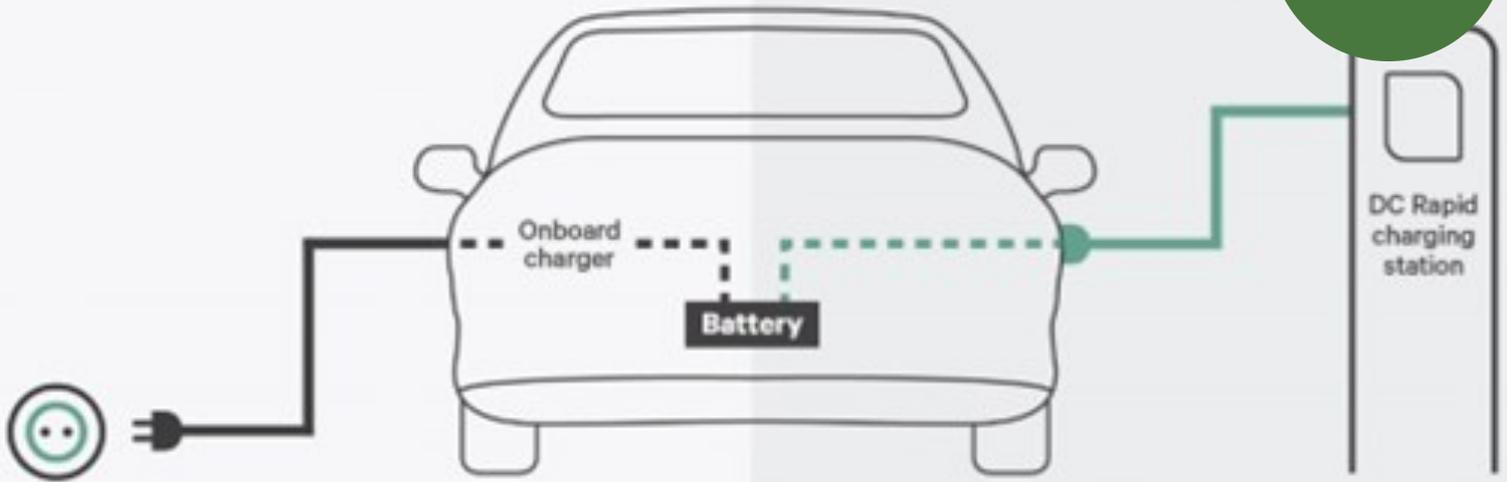
**Mr. João Almeida,
General Manager, Skynet**



Alternating Current (AC)

Direct

MOVE
TO GREEN



Charging by a DC charging station



The AC charging takes the power from the outlet

Soon you will find Charging stations at MOTORCARE

By Morten Birk, Procurement & Project Manager, Denmark

Charging EV is not as easy as with the electric NIU scooter - but almost. First of all, the power for electric vehicles can be divided into 2 methods: AC charging (Alternate Current) and DC charging (Direct Current). See picture:

Charging by a DC charging station, the charging goes directly into the battery and is not limited by the size of the on-board charger in the vehicle.

Two DC chargers of 25 kWh have been purchased to be installed at our dealerships in Maputo and Kampala. The chargers have dual plugs; a ChadeMo plug dedicated to Nissan Leaf vehicles and a CCS2 plug, which can be used for charging of other brands.

The AC charging takes the power from the outlet into the on-board charger in the vehicle. The on-board charger converts the power to DC current, which then charges the battery.

An AC charging station is far less expensive than a DC charger. Furthermore, it is significantly smaller and the installation is simpler. However, the charging speed is limited to the size of the on-board charger in the vehicle, often only 3,7-6 kWh, making the AC charger suitable for home installation and overnight charging.

The main function of the AC station is to mediate the necessary communication with the vehicle control system and to ensure the safety of the vehicle. The AC charging station thus regulates the charging according to the current possibilities of the house or the charging point, so that the network is not overloaded.



THE ELECTRIC VEHICLES HAVE ARRIVED

Our first Electric Vehicles ever - the Nissan Leaf - have arrived in Uganda and Mozambique.

We are all very excited about it.

Yet, we are even more excited to learn about the public reaction, when the branded Leaf will be noticed in the cityscape of Kampala and Maputo.





PEOPLE SURVEY 2020



We want to Move to Green - 96% agrees

By Malene Wagner Nilsson, Group HR Manager

This year's People Survey result is very positive. The overall satisfaction level is 82% (compared to 76% in 2019). This is very rewarding to our business, especially in this unprecedented time.

96% agree with KJAER GROUP's ambition to reduce our CO2 footprint

93% are convinced that our customers will also find it important.



This is fantastic and it means that we all are engaged in our ambition and will all work toward this in our organization involving both our products and our partners.

Small steps will transform us and help us on our way to Move to Green.

CSR and Reduced Carbon Footprint Go Hand in Hand

MOTORCARE Donates 33 Used Computers

By Sorau Sorrota, HR & Administration Manager, MTC Maputo

MOTORCARE Mozambique engaged in a new project headed by KJAER GROUP's IT department to replace all old - but still very good - computers with new equipment: new computers that are geared to cope with increased digitalization and the cloud-based applications.

We did not want to waste the old computers. Therefore, we found a solution to enhance the good relationship with local public institutions (as part of our corporate social responsibility) and, at the same time, support our Move to Green ambition by reducing carbon footprint (by extending computer lifetime

All beneficiaries appreciated the MOTORCARE initiative since this will boost their internal administration management and records tracking. We feel very proud to be part of this exercise.

It made a difference both for our society and for the environment.



Now certified green at heart

A tough online re-certification in our ISO standards

By Ricardo Malaia, HSEQ Manager, MTC Mozambique



In September 2020, MOTORCARE Mozambique had to do Recertification Audit to renew the 3-year ISO Certification granted in 2017, and at the same time apply the upgraded standard for ISO 45001:2018.

The audit took place in September, and in compliance with the COVID-19 restrictions, it had to be done remotely by the auditors.

Thanks to a team effort, we passed successfully the certification in all our standards with only one minor finding.



Our further commitment is to live the “Certification culture”.

We strive to see everyone engaged with the Standards, reduce costs, preserve resources like water and electricity, produce less garbage, keep the yard, address waste accordingly, work safely, protect the business, care about the nature, environment, people, procedures, know and practice HSEQ by heart.

This is our commitment for the next trend of the Certification.



Clean up Your mailbox to be Safe, Save Money and Move to Green

By Michael Volder, Group IT Manager, Denmark

Recently we moved all our applications to a cloud-based solution, which also offered a lot more storage space. However, this is not meant to be filled up with old mails. It is becoming more and more important to keep our mailboxes cleaned up and in good shape in order to expect performance within Outlook. Further, it is worth looking at the “Green Environment” angle of this, which in fact is quite simple:

The less mails (data) you store within Outlook → the less space you need on a Server-Device → which means that you consume a smaller amount of electricity to run these devices → thereby you reduce your carbon-footprint. Simple and true facts.

Data storage will always consume electricity and therefore the smaller amount of data we save and store will directly impact our electricity consumption and our green-footprint.

The same goes for our computers: please shut down your computer when you leave the office at the end of the day. Running computers consume electricity and pollute more when they run all night for no reason. Not to mention, it is a waste of money.

So please help me in starting our journey towards reducing our carbon-emission footprint by cleaning up your mailbox and shutting down your computer when leaving the office.



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MOTORCARE's Sales Manager Flavio Mbanze demonstrating the NIU Electric Scooter for Arsenia Mendes, DHL Service Center Manager

#MovetoGreen



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www.kjaergroup.com



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www.motorcare.co.mz
Uganda:
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