

## **Better Place and Renault expand partnership to bring first ‘unlimited range’ electric car to Australia**

MELBOURNE (June 20, 2011) — Better Place and Renault today announced they are expanding their global partnership by bringing the world’s first mass market, zero-emission car with a switchable battery to Australia. As part of the agreement, the two will jointly commence a marketing campaign for the Renault Fluence Z.E. in Australia leading up to launch in 2012.

“Today marks the natural next step between Better Place and Renault and builds on nearly four years of close collaboration between the two companies. Under this agreement we are giving Australian drivers access to fully electric cars and a ubiquitous charge network that present a real alternative to the tyranny of petrol prices. Together, Better Place and Renault are taking a critical step to accelerate the transition to sustainable transport in a large country like Australia”, said Evan Thornley, CEO of Better Place Australia.

When combined with the Better Place electric car charge network, the Renault Fluence Z.E. is the first mass-market, electric car with unlimited range. It gives Australian drivers the same freedom they enjoy with a petrol car, but with zero oil and zero emissions.

Under the agreement, Renault Australia will import the Fluence Z.E. and Better Place will provide the electric car charging network that makes the car more convenient and affordable for the mass market. Customers will buy the Fluence Z.E. from Renault and sign up for a Better Place membership package tailored for their driving needs.

The Better Place subscription provides unlimited access to batteries, the network of public charge spots and battery switch stations, and personal charge spots at home or work. The membership also includes supply of 100% renewable electricity, personalised energy management and navigation services via in-car and network software and 24-hour access to customer service and support.

Importantly, a Better Place membership relieves the driver from having to buy their battery, a key element in making the Fluence Z.E. an affordable, mass-market electric car. The membership packages give drivers a fixed price for their mobility, freeing them from the constant volatility of petrol prices.

“Renault has a core aim to bring zero-emission vehicles to the mass market. The partnership with Better Place offers a breakthrough mobility solution and electric drive experience to Australian motorists. As a global leader in electric vehicle technology, Renault will be one of the first manufacturers to bring this new era of motoring to life in Australia in partnership with Better Place,” said Mr Justin Hocevar, Managing Director of Renault Australia.

The Renault Fluence Z.E. is a 100 per cent electric, five seat family car. The car will offer Australian drivers a range of 185 kilometres (NEDC), however the effective range is unlimited. This infinite range is due to the convenience of switchable batteries that enable drivers to immediately “fill up” their Fluence Z.E. via a fully automated process in any Better Place battery switch station, in less time than it takes to fill up with petrol.

The Renault-Nissan Alliance has invested over €4 billion and 2000 staff in its EV strategy, and Better Place has raised almost US\$700 million in financing globally to date.

Better Place has announced its plans to begin rolling out its electric car charging network in Canberra from later this year, with a progressive national rollout to follow. By 2013 Better Place will give Australia the largest electric car charge network in the world, which is expected to outpace current deployment plans in market-leading countries including the US and China.

Better Place has committed to purchasing 100% renewable energy for its network in Australia.

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**About Better Place:**

Better Place, the leading electric vehicle services provider, is accelerating the global transition to sustainable transportation. Better Place is building the infrastructure and intelligent network to deliver a range of services to drivers, enable widespread adoption of electric vehicles, and optimise energy use. The Better Place network addresses historical limitations to adoption by providing unlimited driving range in a convenient and accessible manner. The company works with all parts of the transportation ecosystem, including automakers, battery suppliers, energy companies, and the public sector, to create a compelling solution. Based in California and privately held, Better Place has operating companies in Israel, Denmark, and Australia. More information is available at <http://www.betterplace.com>.