DEALER NETWORK

Affiliated North American Facilities

BYD Coach and Bus LLC, while its own company, is also a subsidiary of BYD Motors Inc, which was founded in 2011 and is headquartered in downtown Los Angeles.

In 2016, we reorganized BYD Motors, grouping Coach and Bus and our developing electric truck and forklift businesses under the newly created division BYD Heavy Industries, and separating out a taxi-fleet division (BYD B2C, or Business to Consumer).

As noted, BYD Motors Inc. has a number of satellite facilities across the U.S. and Canada, including parts distribution/service centers and sales offices, currently focused on serving Coach and Bus. BYD plans to distribute parts for Fort Worth’s procurement from both the main Southern California center, and/or the New York center. However, as our clients in the Southeast and Southwest continue to grow, we may consider adding a parts and service center in either or both regions.
Separate North American Facilities

Other BYD business in the U.S. is separate from BYD Motors Inc. and its subsidiaries including BYD Coach and Bus LLC.

Such other business has its own U.S. legal and tax status, with different management and a different corporate chain, related to the battery/energy side of the parent company, BYD Company Ltd, rather than the vehicle side.

BYD’s separate businesses include solar and large-scale energy storage for the North American market, which are headquartered in downtown Los Angeles.

BYD Energy, in Lancaster, California, as noted earlier, is another separate business. BYD Energy is our outside Supplier of the ESS. It is a separate U.S. company with different management and is related to of a different part of BYD Company Ltd.—its battery/energy side rather than its vehicle side. BYD Energy began in business in 2015, and has supplied all Coach and Bus battery packs since.

BYD Energy receives the HV battery cells and battery control components from the battery/energy side under BYD Company Ltd; it then assembles the cells and sensors into modules, and the modules and controllers into packs, which it tests before selling them to BYD Coach and Bus for installation. BYD Energy also provides guidance on proper and safe installation of the packs and controllers, and the separately-manufactured-and-supplied (by Amerex) fire detection/suppression systems, into the appropriate HV battery compartments on board each bus.

Another important supplier is I/O Controls Corporation, a U.S.-incorporated company which is not related to BYD; however, they work with BYD Motors Inc. to provide us, particularly Coach and Bus, with integrated electronic solutions such as the DINEX (Distributed Network) Multiplex System, the DINEX LED interior lighting system, and the DINEX LED destination sign system.

We also contracted I/O Controls to design and build our Fleet Monitoring and Charge Management System, HAMS, which is detailed in Section 3: System Features & Functionality, under the major subsection, Powerplant & Charging. Because of this, I/O Controls currently buys our external charger interface components from our global parent at an appropriate wholesale discount, assembles and outfits the interfaces with their HAMS system, and sells the completed interfaces to BYD Coach and Bus. We then give them to our clients free with each bus, and assist your
contractors with installation (or hire and oversee our own installation subcontractors if desired).