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Charger Upgrade Paths — Keep Tritium, Go Tesla, or Hybrid

How Unykorn Black uses 50 paid DC cabinets in Tennessee, and how (or whether) to replace them with Tesla Superchargers at the Norcross CyberCab depot.

0. The hardware we actually have

Operator recollection: “50 Tridium EV chargers in a Tennessee warehouse, about 85W.” System of record (FTH Nashville EV SPV / UnyKorn ops dossier / Finn graph): **50 Tier-1 EV charging stations, \$1.5M, unencumbered, fully paid.** Brand is not typed as Tritium in the files — but Tritium (not Tridium) is the DC-fast OEM with a U.S. factory in **Lebanon, Tennessee**. 85 watts is phone-charger power; the catalog match is **Tritium RTM75, 75 kW DC** (RTM50 50 kW is the other plausible SKU). Book value \$30,000/unit fits 50–75 kW DC, not 150–350 kW Tesla V4 stalls.

CyberCab and Model Y use **NACS**. Tritium RTM75 is offered with CCS and NACS cables. So the warehouse units can charge the Tesla fleet if they are NACS-cabled or adapted. Swapping to Tesla Superchargers is a commercial and capex choice, not a protocol requirement.

Path A — Commission the Tritium cabinets (fastest cash)

Keep the 50 paid units. Ship a first tranche to 5655 Peachtree Pkwy for depot overnight DC, and a second tranche to Nashville (Broadway / airport / event nodes) as public or fleet-priority stalls. Hardware capex is **\$0** — already on the balance sheet. Remaining spend is pad, conduit, switchgear, utility interconnect, and OCPP backend (indicative \$20k–\$45k per stall depending on service upgrade). 75 kW DC takes a ~75 kWh CyberCab from 10–80% in well under an hour, which is the right duty cycle for a depot — Tesla V4’s 250 kW+ is overkill for overnight staging.

Pros: inventory already paid; Tennessee origin matches the plant; NACS-capable; immediately tokenizable as titled RWA; Nashville public kWh is extra yield on top of fleet energy avoided. **Cons:** Tritium went through insolvency / ownership change — parts, firmware, and warranty support must be confirmed before we treat them as a 10-year network. No Tesla app / Supercharger billing native. **When to pick A:** we want GRID sleeve live this quarter and Tesla commercial lead time is long.

Path B — Tesla Superchargers / Tesla Fleet Charging (native CyberCab)

Do **not** assume Tesla sells V4 cabinets like Tritium sold RTM units. Tesla charging for third-party sites is a **site-host / Tesla Charging commercial process** (design, utility, Tesla approval, often Tesla-owned or Tesla-operated gear). Wall Connector (up to 11.5 kW AC) is the SKU Tesla actually sells off-the-shelf — useful for overnight Model Y, too slow as the sole pipe for high-turn CyberCab.

Path B means: (1) open a Tesla commercial charging conversation for 12 stalls at Norcross (already drawn on the Black site as “12 high-speed DC Supercharger bays”); (2) hold or sell the Tritium inventory rather than install it; (3) use Tesla app, NACS native, and Supercharger billing for fleet energy. Indicative all-in for a Tesla V4 stall is a different order of magnitude than \$30k book Tritium — often \$80k–\$150k+ per stall including utility, and subject to Tesla’s process. Selling distressed Tritium into the secondary market would likely clear below the \$30k book (do not underwrite a sale at par).

Pros: native CyberCab / Model Y experience, Tesla service, brand, and (if approved) network effects. **Cons:** we already own \$1.5M of other cabinets; Tesla is not a warehouse pull; lead time and capex are the long pole; Path B alone strands

paid inventory. **When to pick B as the only path:** Tesla offers a fleet program that pencils and counsel wants a single OEM on the depot floor. Even then, sell or redeploy Tritium — do not scrap it.

Path C — Hybrid (recommended)

Tesla at the depot. Tritium on the GRID sleeve. Twelve Tesla Supercharger bays (or Tesla Charging stalls) at 5655 Peachtree Pkwy for CyberCab-native NACS, calibration, and UV-C staging — this is already in the Black architecture. Thirty-eight to fifty Tritium RTM75 cabinets become Nashville / Atlanta public and overflow nodes, tokenized as UBK-GRID, generating kWh margin that is not Tesla-retail. First 8–12 Tritium units can even sit at Norcross as backup DC while Tesla’s commercial process runs.

Capital: GRID sleeve remains \$1.5M of owned collateral (70% LTV capacity ≈ \$1.05M) to help fund Tesla depot build and interconnect. 40% of the split engine is already earmarked for “Debt Service & Capital Expansion.” That is the upgrade reserve. We do not need a new token.

Comparison (indicative, not a bid)

	A · Commission Tritium	B · Tesla Supercharger	C · Hybrid (rec.)
Hardware we own	50 cabinets, \$1.5M book	None (Tesla process)	50 Tritium + Tesla on order
Incremental hardware	\$0	High — Tesla commercial	Tesla depot stalls only
Install / utility	\$20–45k / stall typical	Usually bundled in Tesla site	Both, sequenced
Time to first kWh	Fastest (owned inventory)	Slowest (Tesla + utility)	Tritium first, Tesla in parallel
CyberCab native NACS	Yes if NACS cable set	Yes, Tesla native	Yes on both sleeves
\$UBK collateral day 1	Full \$1.5M GRID	Only after Tesla is titled	Full GRID + DEPOT as built
OEM support risk	Tritium post-restructure	Tesla	Split — Tesla depot, Tritium public
Stranded inventory	None	High if Tritium not resold	None

How to approach it this month

1. Photograph a nameplate. Confirm Tritium / RTM75 (or RTM50) / serial / firmware. That single photo closes the 75 vs 85 kW question.
2. Get the warehouse street address and a one-page inventory letter from the bailee (count, condition, no liens).
3. Ask Tritium / current OEM successor for NACS cable availability, spare-parts, and a support letter on the 50 serials.
4. Open Tesla Charging / fleet depot conversation for 12 stalls at 5655 Peachtree Pkwy — in parallel, not instead.
5. Have counsel confirm GRID sleeve language in the \$UBK private-placement packet (ERC-3643 whitelist, BitGo child vault, 70% LTV).
6. Do not sell the Tritium book at a panic discount to “make room” for Tesla. Path C uses both.

Unykorn Black site already shows 12 Supercharger bays at Norcross and a Nashville city pod. This memo is the missing GRID asset those drawings implied.