ADAPTIVE LABS

THE PROBLEM IS IN YEAR 5

Why electric vehicles may outlive the business model designed to finance them.



THE CAR MAY BE READY FOR YEAR 6. IS YOUR BUSINESS MODEL?

Tesla Model 3 and Model Y · lifecycle economics · contract fleet management

TRADITIONAL CONTRACT FLEET MANAGEMENT

THE CONTRACT ENDS.
THE CAR DOESN'T.



WHY 36–48 MONTHS WAS RATIONAL

- Maintenance
- Warranty
- Remarketing
- Customer preference

FIRST CONTRACT

EXIT · MONTHS 36–48

THE VEHICLE'S USEFUL LIFE CONTINUES

Y0 Y1 Y2 Y3 Y4 Y5 Y6 Y7 Y8

MILEAGE AND WARRANTY · 20,000 KM A YEAR

THE CLOCK HASN'T CHANGED. THE VEHICLE HAS.



BASIC WARRANTY · 80,000 KM

BATTERY & DRIVE UNIT · 160,000 KM (RWD) · 192,000 KM (LONG RANGE)

60,000 km YEAR 3

100,000 km YEAR 5

160,000 km YEAR 8

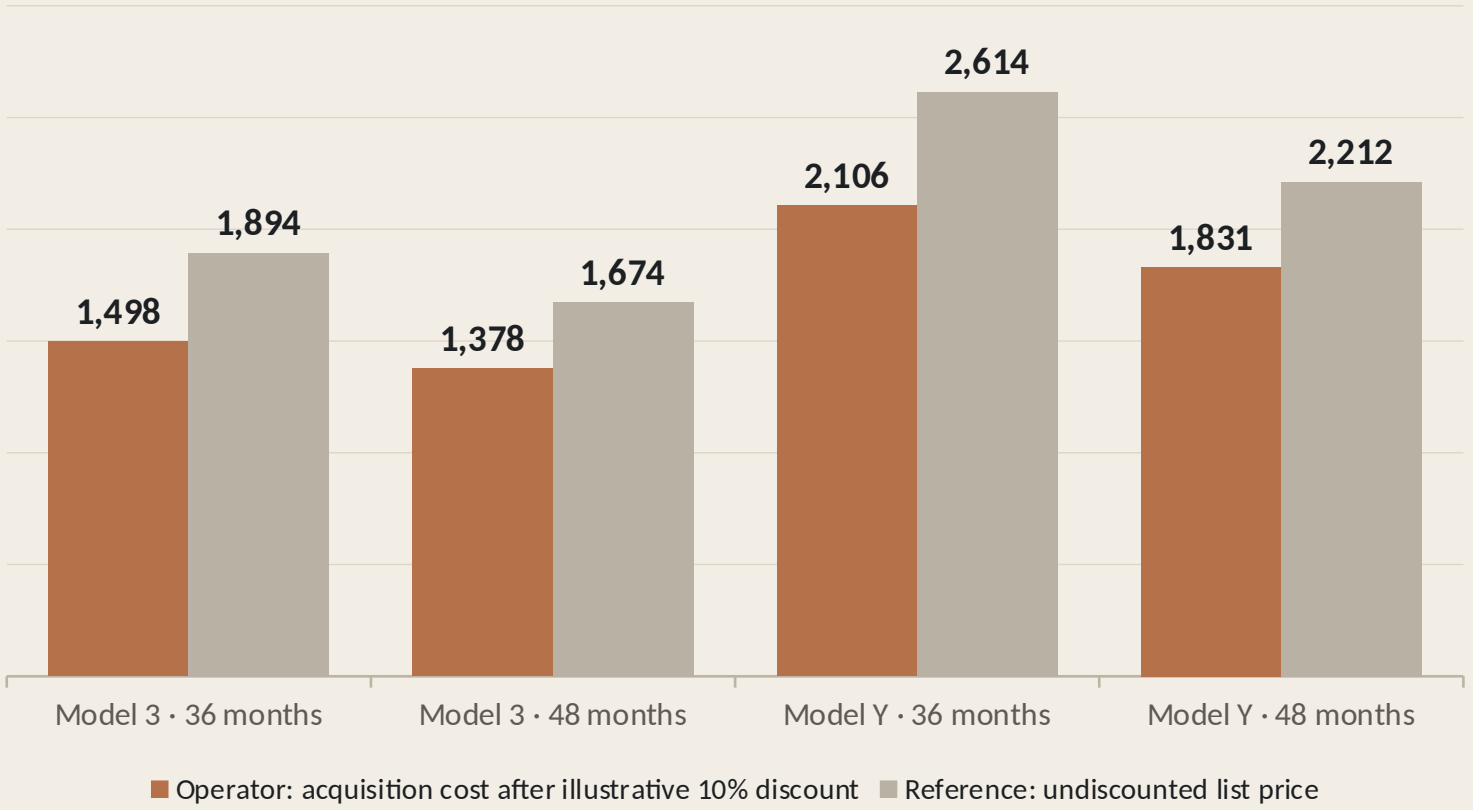
MARKET RV · MODEL 3 RWD · % OF ORIGINAL UNDISCOUNTED LIST PRICE

THE STEEPEST DEPRECIATION MAY BE BEHIND US. WHY SELL NOW?



Market RV, not operator cost; fleet discounts do not change it. Years 0–5: Polish RV reference data. Years 6–8: illustrative scenarios; flattening is the hypothesis explored.

What does depreciation cost per month?



PLN 1,498

per month: Model 3 RWD, 36-month first contract, operator view

Net list price (market reference)	142,268
Acquisition cost, −10% (assumption)	128,041
Market value after 36 months	74,101
Economic depreciation, 36 months	53,940

Undiscounted reference: PLN 1,894 per month.

The discount is not Year 0 depreciation: it is the gap between the market reference price and the operator's entry cost. Market RV is unchanged by it. The 10% is illustrative, not a verified Tesla fleet discount. RV: RV Tables Analysis v.6.

OPERATOR ECONOMIC DEPRECIATION · MODEL 3 RWD · PLN NET OF VAT PER MONTH

ONE CAR. EIGHT YEARS. TWO CONTRACT MODELS.

A

3+3+2

YEARS 1–3 · 36 MONTHS

1,498 PLN / month

after 10% illustrative discount · 1,894 undiscounted

YEARS 4–6 · 36 MONTHS

694–883

PLN / month · scenarios 2–1

YEARS 7–8 · 24 MONTHS

209–817

PLN / month · scenarios 2–1

B

4+2+2

YEARS 1–4 · 48 MONTHS

1,378 PLN / month

after 10% illustrative discount · 1,674 undiscounted

YEARS 5–6 · 24 MONTHS

534–817

PLN / month · scenarios 2–1

YEARS 7–8 · 24 MONTHS

209–817

PLN / month · scenarios 2–1

Same acquisition cost, same final value, same total depreciation: PLN 83,944–105,332. Boundaries change when it is recognised, not how much.

Depreciation only: opening value − market value at contract end, ÷ months. The illustrative 10% discount is applied in both structures and recognised once, in the first contract; later contracts open at market value. Excludes maintenance, tyres, insurance, funding and contract-transition costs. Value from a longer life depends on second-life demand, pricing, refurbishment, downtime, financing and risk.

ONE VEHICLE · MULTIPLE ECONOMIC LIVES

EVERY CONTRACT END IS A DECISION POINT.



AT EVERY GATE

condition · demand · cost · value

- RETAIN
- REFURBISH
- RECONTRACT
- SELL

Not every vehicle should stay for eight years. Every boundary should trigger a new economic decision.

A WARRANTY IS NOT AN EXPIRY DATE

6 YEARS. 120,000 KM. END OF LIFE?



AGE

6 years

Basic warranty ended in Year 4 (4 years / 80,000 km).

MILEAGE

120,000 km

Battery & drive unit covered to 160,000 km (RWD) or 192,000 km (Long Range, Performance).

BATTERY CONDITION

Measured, not assumed

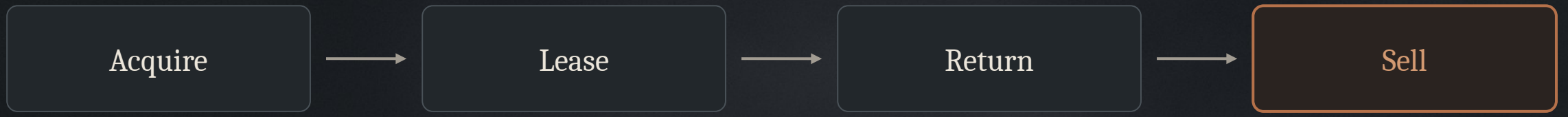
State-of-health data at each contract boundary.

Tesla EU warranty terms, tesla.com, checked November 2026; terms vary by market and delivery date. Warranty expiry moves repair risk to the owner; it does not end the vehicle's economic use.

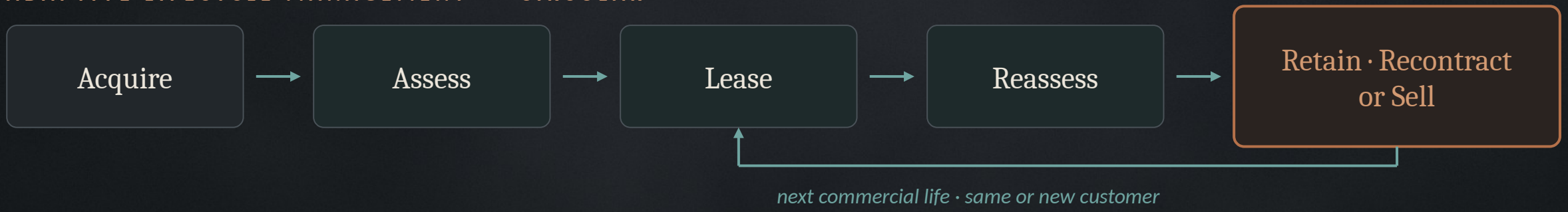
THE BUSINESS MODEL

FROM MANAGING CONTRACTS TO MANAGING ASSET VALUE.

TRADITIONAL CFM · LINEAR



ADAPTIVE LIFECYCLE MANAGEMENT · CIRCULAR



The vehicle, not the contract, becomes the unit of decision.

CUSTOMER CHOICE AT CONTRACT END

One asset. More than one commercial life.



NEW EV

New technology and a new warranty, at a potentially higher monthly cost.

OR



SECOND-LIFE EV

A well-maintained EV at a potentially lower monthly price, subject to condition, warranty and risk. The original customer extending, or a new one.

FOR THE CFM COMPANY

Does disposal after the first contract maximise lifetime economic value?

FOR THE CUSTOMER

Is a new EV always worth the premium over a well-maintained second-life vehicle?

Customer choice, not fixed segments. A third commercial life may be possible; not every vehicle should reach eight years. No customer savings or operator profitability are claimed.

THE CAR MAY BE READY FOR YEAR 6. IS YOUR BUSINESS MODEL?

The contract ends. The economics don’t.



How the numbers were built

VERIFIED INPUTS

- Polish RV reference data cover Years 0–5 (RV Tables Analysis v.6, per variant).
- List prices from the same file.
- Tesla warranty: tesla.com, EU terms, November 2026.

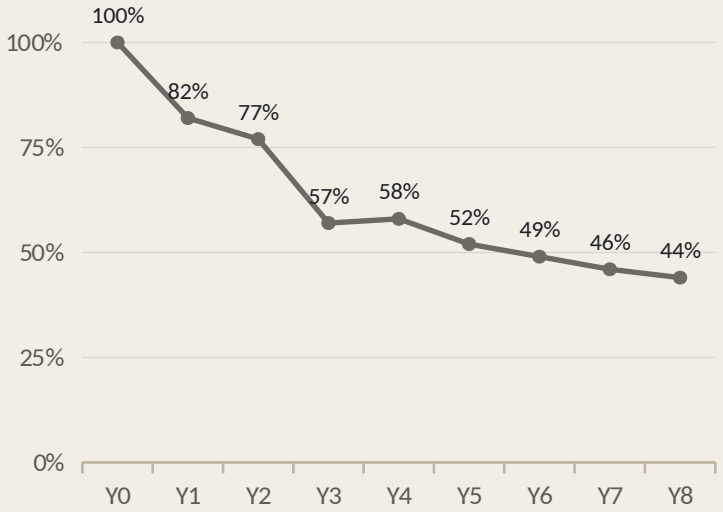
ASSUMPTIONS

- 20,000 km a year; net of VAT.
- 10% acquisition discount: illustrative, recognised once.
- Not included: maintenance, tyres, insurance, funding, transition costs.

HYPOTHESES

- Years 6–8 are scenario assumptions; flattening of market depreciation is the hypothesis.
- Demand exists for second-life EVs.
- No Tesla-specific repair or battery-health data are used.

US ASKING PRICES · UNVERIFIED



Working dataset, source not independently verified: indicative only. Cross-sectional (different cars at one moment). Used only for the shape of scenario 2; never combined with Polish values.

Imagery: all vehicle images AI-generated for Adaptive Labs (Google Gemini) and retouched. Tesla is a trademark of Tesla, Inc.; this publication is independent.