

Babana

Babana 電動車是一款由瑞仍創意股份有限公司於 2011 年在台灣發售的電動機車，該公司的創辦人為陸學昇。在台灣設置了兩個據點，且擁有 1618 個充電站

該產品主打全電動、環保且無聲，且可藉由下載手機 app 享受手機解鎖、查詢機車電量力甚至有尋車雷達等便利服務。

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B : A want to buy a new motorcycle, so he decides to ask his friend for advice. D suggest he to buy electric motorcycle. D think electric motorcycle is the best choice for people who want to buy a new motorcycle.

A: Hey guys, I am considering whether I should buy a motorcycle or not. I think having a motorcycle will be more convenient to move to everywhere I want. But I don't know what kind of motorcycles I should buy. Do you have any idea about it?

B: Of course, buying a motorcycle will give you more convenience!

D: I suggest you buy an electric motorcycle. I think it is the best choice for people who want to buy a motorcycle.

E: But why? I still prefer the normal motorcycle.

A: Is there any special reason why the electric motorcycle is the best choice? I remember it is more expensive than normal motorcycle, isn't it?

B: Well... Nowadays, I think the environment issue becomes a serious awareness, people start to protect our environment during our daily life.

D: Yeah! electricity vehicle has become a trend. More and more manufacturers are developing electric vehicle and I believe that it will become a mainstream one day.

E: Well... although I prefer the normal one, but it is really important to protect our environment, especially recently global warming and environment pollution have become more and more serious.

A: Right. It sounds great that we can protect our environment during our daily life. But I think the electric motorcycle is not eco-friendly as people think. The carbon footprint from provide electricity to electric motorcycle is still high.

B: Yes, I can't agree with you anymore. That is what people need to be aware of this issue but also that's the reason why people need to decrease the emissions of carbon dioxide. As you said that the carbon footprint is still high, don't you think that it is the responsibility of all the humans?

D: Yes, I agree on that! Everyone should take a great responsibility on protecting our planet, our home. So, if you ride an electric motorcycle, you still can take less damage to our environment. The normal vehicle that uses fossil fuels will pollute our environment everywhere.

A: Umm... it sounds great. I think I should have more awareness of protecting our environment. Maybe we can go to the electric motorcycle shop to ask for more details.

E: Oh! By the way, I heard that the government will support the subsidy on the fee, maybe we can ask the clerk for more information.

(In the store)

C: Hi, what can I help you?

A: I consider that whether I buy an electric motorcycle or not. And I need some advices about it. By the way, I heard that the government has an issue that support the price, is that right?

C: Yeah, you're right. Because of the environment protection, our government decides to support the payment for the customer. If it's the first time for you to buy the motorcycle, you will get the subsidy about \$8000. But if you have the old bike and want to change Babana, you will have \$15000 subsidy to buy any type of Babana.

A: \$15000? Wow, this is very helpful to me! Tell me more about it!

C: Here, I think you can refer to our new types, Babana 3 plus, it's our latest type, it has 12-inch wheel and SBS break system can make your motorcycle become safer when you in sudden occurrence.

D: Wow, it sounds great! I even want to buy one to myself.

A: Yeah, Sounds awesome! But I have a question, where is the keyhole? I don't see it.

C: The electric motorcycle is interesting, we don't use the keys, we unlock the motorcycle by inducing the card, or you can download our app to unlock it. It can save more time to find your key, also, if you use the app, you just need to bring your cellphone. How convenient it is!

E: That's really modern... after the introduction, I gradually like electric motorcycle... and that's really novel that we use the app to unlock.

A: Well, about the APP, can you tell me more about it?

C: Our APP can not only unlock the motorcycle, but also do many things, like check your vehicle condition any time.

A: Wow sounds great.

C: Have you ever left your motorcycle in a parking lot and forgot where the parking space is? Now you can find your motorcycle with your phone.

B: That's really convenient!

C: You can also check the battery level any time on your phone. If you need charge the battery, you can also find the charge station nearby. If you want your bike to differ from to other, the app can also let you customize the dashboard and sound effects.

A: I want to buy it right now!

B: Hey don't you want to consider about it?

A: Nope, because I truly need a motorcycle, besides, now the government has subsidies.

C: Oh, you can set the highest speed on the app. When you exceeded the speed that you setting, it will give you a warning sound.

A: That's exactly what I want.

C: Well, it's better to go for something rather than think about it! Let's sign some files, this way~