

# *Electrify America Overview*

## *Investor Meeting*

*February 17, 2021*

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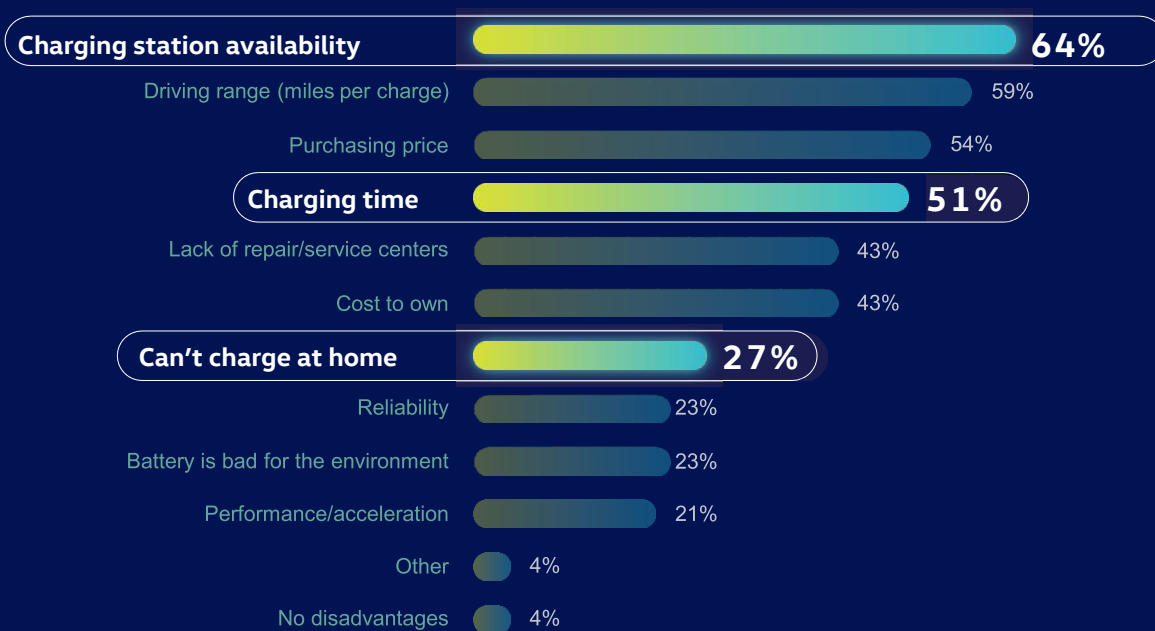
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# ***Introduction***

# DC Fast Charging (and more of it) is critical to EV adoption

## Consumer Perceptions about Disadvantages of EVs



Sources: The Harris Poll, Volvo Cars, "The State of Electric Vehicles in America," 2018 (shown). Szatkowski, Automotive News, "Study finds consumers not fully sold on future of AVs, EVs," NREL: The Barriers to Acceptance of Plug-in Electric Vehicles: 2017 Update.



## Introducing ***Electrify America***

*Electrify America LLC, the **largest and most powerful open DC fast charging network** in the U.S. The company expects to install or have under development approximately 800 total charging stations with about **3,500 chargers by December 2021.***

*Electrify Commercial offers comprehensive customized charging solutions for commercial customers.*

*Electrify Home provides home charging solutions for consumers with flexible installation options.*

Note: network characteristics based on charger count and power level



# *The experience and expertise of building a nationwide network*



**2,000+**

DC fast chargers  
deployed—and counting

**390+**

megawatts of DC fast-  
charging capacity installed

**93**

U.S. metros expected to have  
stations by end of 2021

**44**

states (and counting) with DC  
fast charging coverage to date

**1.2**

stations completed per  
business day in 2019

**800+**

stations and over 3,500 chargers  
expected to be operational or in  
progress by the end of 2021

**100+**

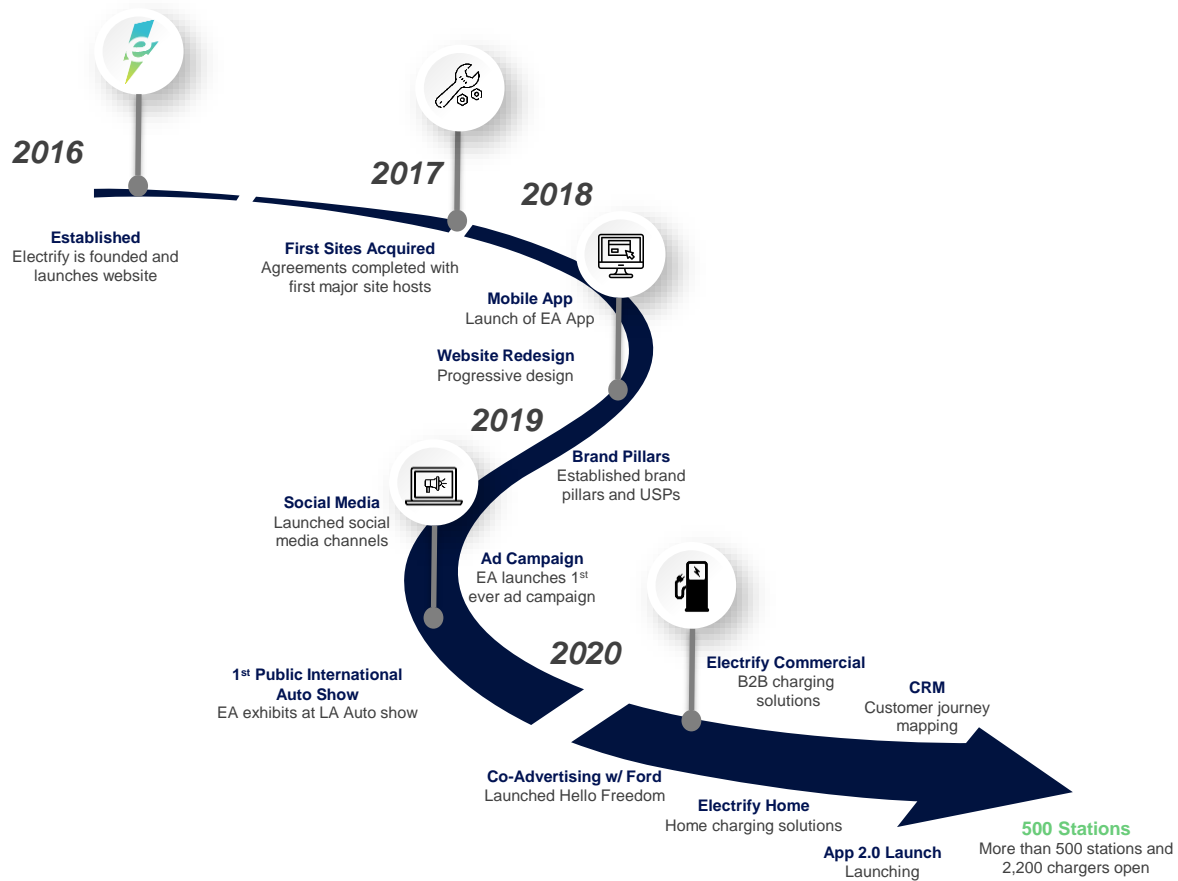
unique real estate owners  
hosting DC fast charging

**200+**

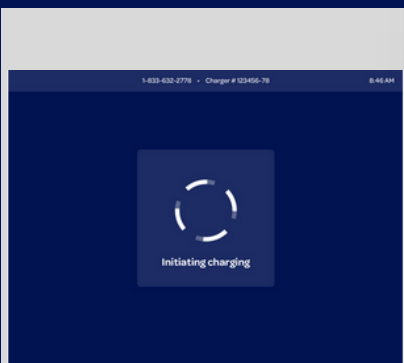
utility interconnection processes  
successfully navigated

# Electrify America's Brand History

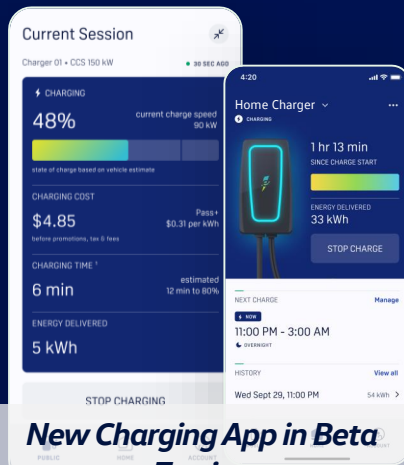
- [Hello Freedom](#) (August 2020)
- [We're Electrify America](#) (March 2020)
- [Charge Powerfully](#) (November 2019)
- [Drive Thru](#) (October 2019)
- [Charge for One, Charge for All](#) (October 2019)



# Electrify America is a North American CCS charging technology leader



**Plug and Charge (ISO15118)  
Deployed**



**New Charging App in Beta  
Testing**



**Only 150/350 kW network**



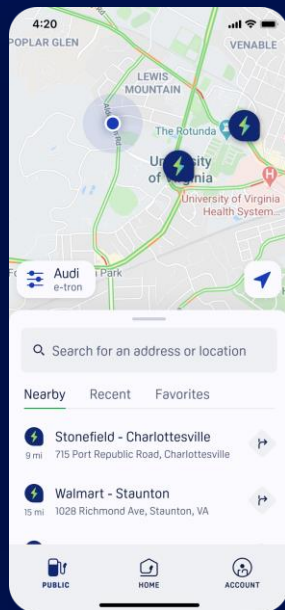
**First 349 kW Session**



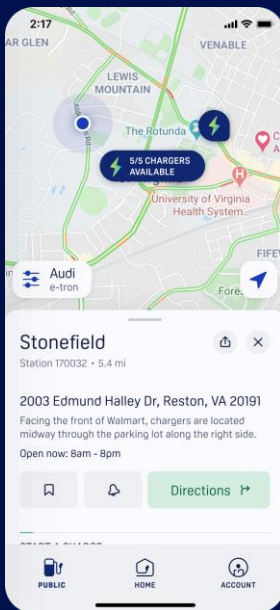
# The Electrify America app has been reimaged from the ground up with an evolved visual aesthetic and user experience informed by research



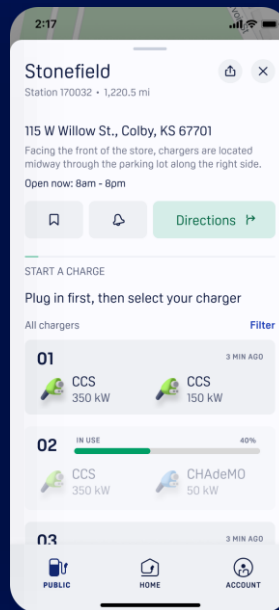
Redesigned onboarding, now with biometric authentication



Search is within reach of your thumb for one-handed use



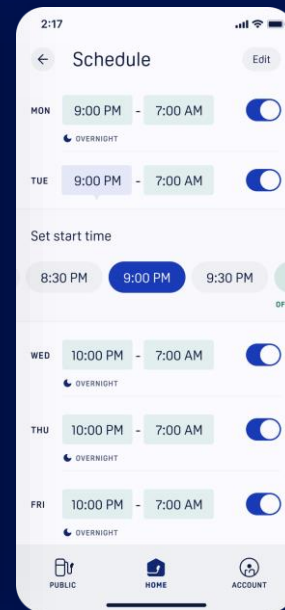
Active map pins provide additional context



Charger states are prominent and informative



Manage and control your Home Charger from the app

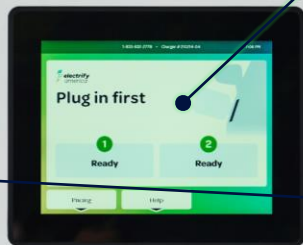


Create Time of Use schedules for your Home Charger

OTA Update Capable

Dual connector for ease of reach

Multiple payment methods



Bright touchscreen HMI

ADA compliance



1



2



Liquid cooled cables

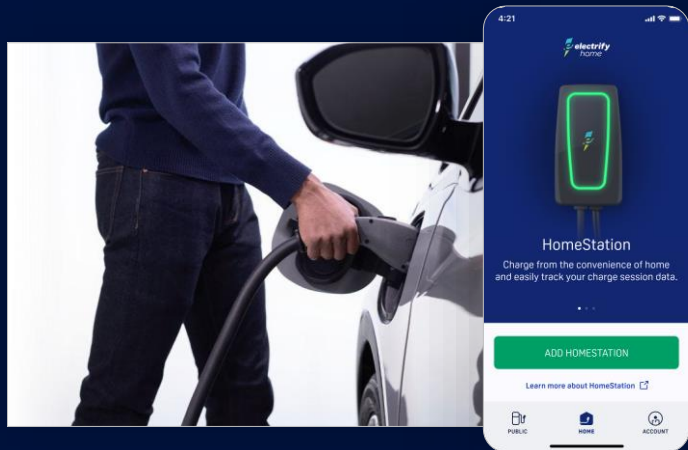
High powered  
150kW or 350 kW

## Charger Highlights



- Iconic and visible LED lighting and two-tone color design
- Ergonomic user features (cables, holsters, labeling, height, etc.)
- High power output up to 1,000v @ 350 Amps
- Maximum power at each charger for full charging speed (no sharing)

Beyond public fast charging, Electrify America is growing to address other key aspects of the ecosystem

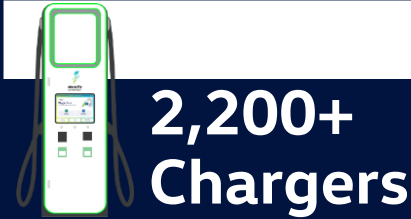




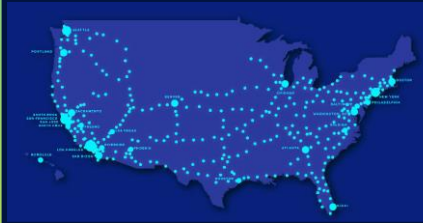
## ***2020 Highlights***

# *Electrify America has achieved significant milestones in 2020*

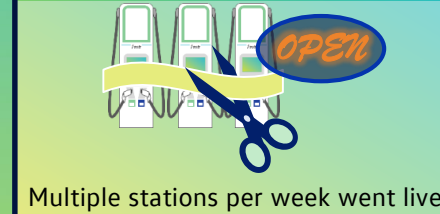
**Largest National Open  
Fast Charging Network**



**500<sup>th</sup> Station  
Commissioned!**



**Continually Impressive  
Construction Pace**



Multiple stations per week went live

**8th Automaker  
Charging Program  
Announced**



Additional vehicles  
coming, with  
announcements  
planned in 2021.

**Electrify Home &  
Electrify Commercial  
Launched**

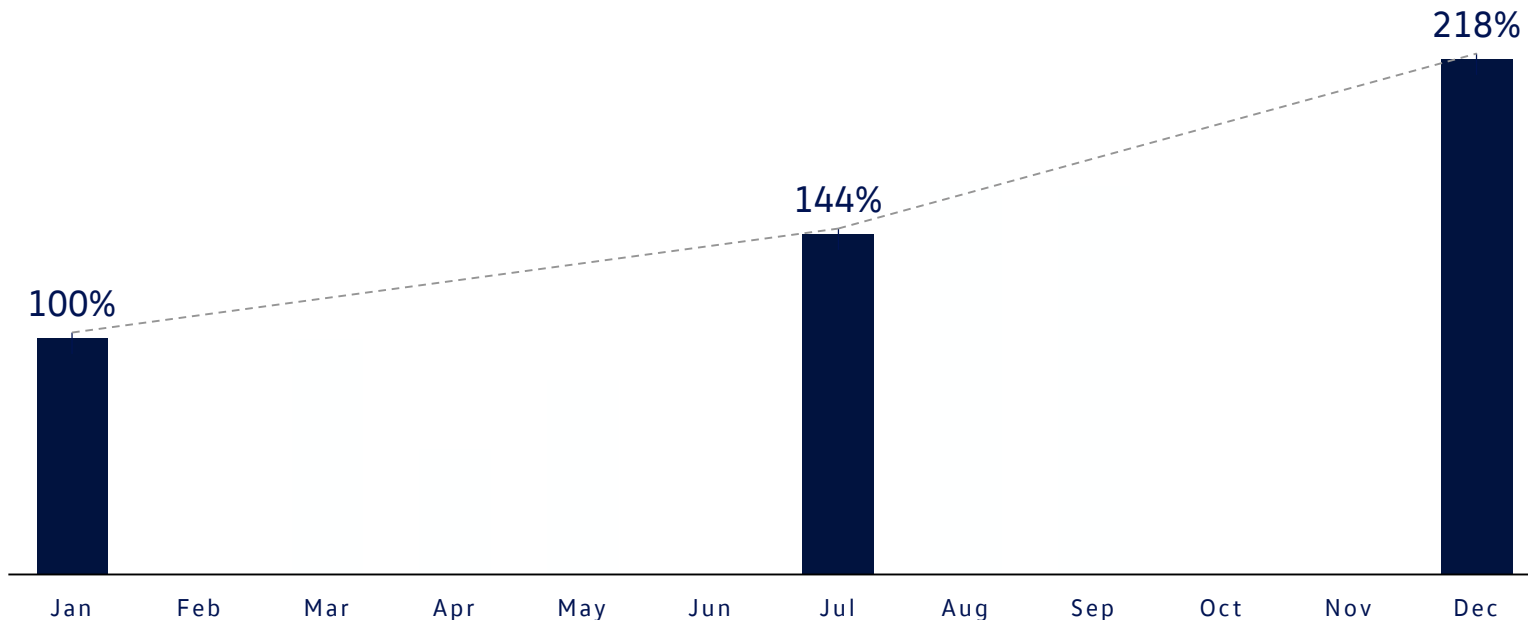


**kWh Pricing Launched**



# *Despite COVID, Electrify America saw significant growth from new sites as well as increased utilization in 2020*

2020 kWh Growth (Jan=100%)





# *In 2020, Electrify America evolved to kWh pricing, where possible, to provide a more transparent and consistent experience*

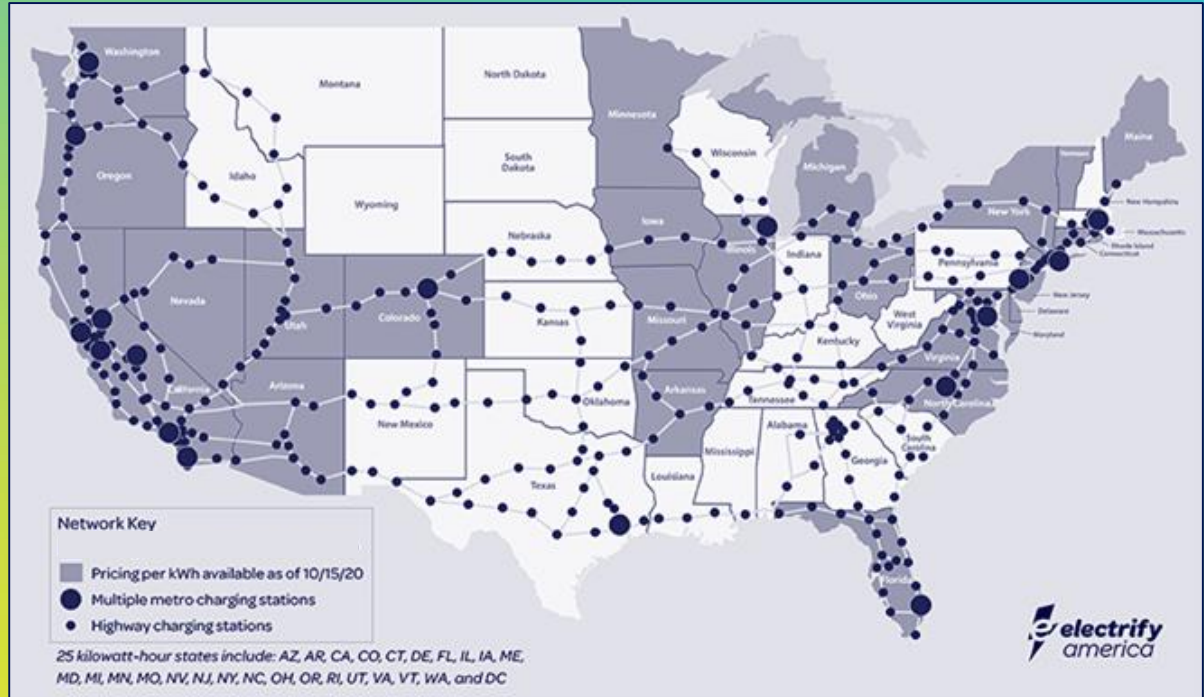
*Almost 80% of energy dispensed on the Electrify America network is done in states with kWh pricing*

## kWh State Pricing

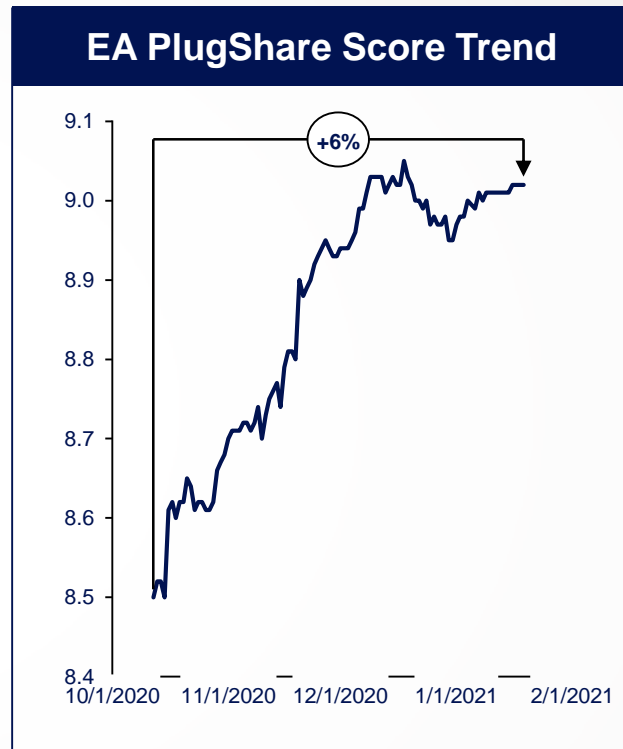
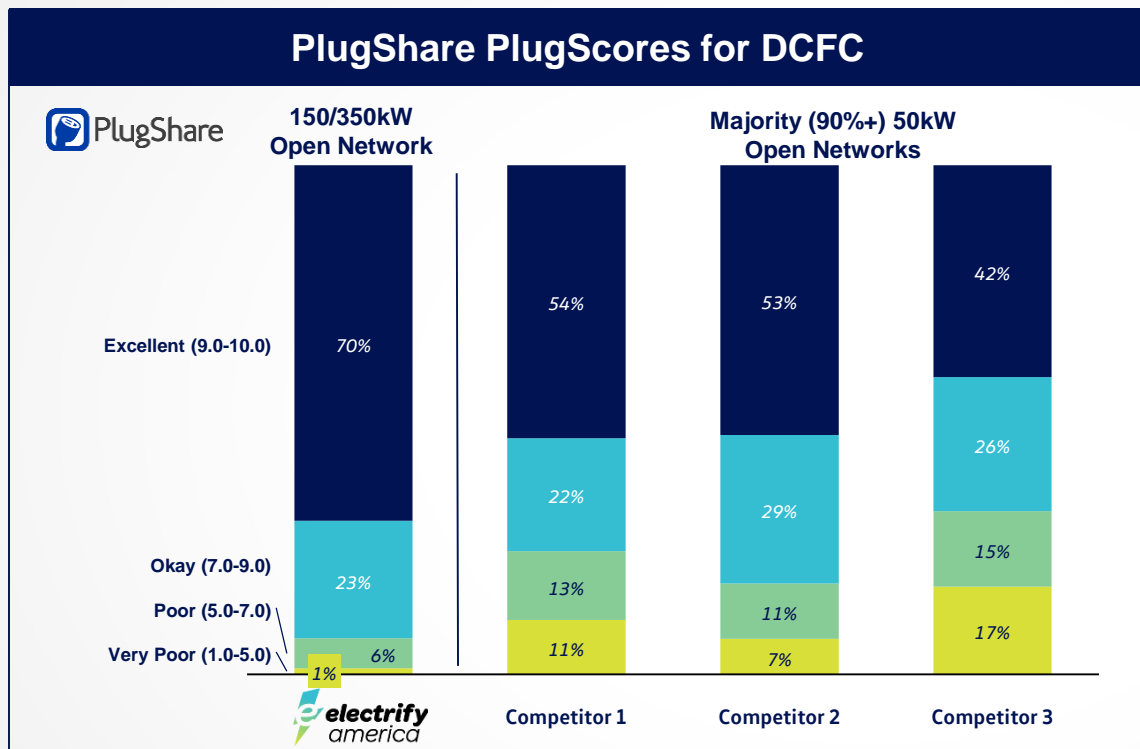
 <b>Pass</b> No session fee	 <b>Pass+</b> \$4.00 monthly fee
\$0.43 / kWh	\$0.31 / kWh
\$0.40 / min, idle fee applied after a 10 minute grace period.	

## Minute State Pricing

 <b>Pass</b> No session fee	 <b>Pass+</b> \$4.00 monthly fee
1-90 kW    \$0.16 / min	1-90 kW    \$0.12 / min
1-350 kW   \$0.32 / min	1-350 kW   \$0.24 / min
\$0.40 / min, idle fee applied after a 10 minute grace period.	



# Despite an unprecedented construction pace and state-of-the-art equipment, our customer satisfaction leads all other open networks



Source: PlugShare PlugScores for DCFC stations. Majority of competitor DCFC chargers are 50 kW or under.

\*Competitor scores are cumulative; Electrify America scores are calculated based on last 7 days.

Figures as of 1/20/2021





## ***Partnering with OEMs***

# Electrify America develops ultrafast charging sites with a focus above 120kW—needed to enable the full utility of current and future BEVs



- 550+ locations
- Full Power 150kW & 350kW Chargers
- Only Plug & Charge compatible network



- ~120 public CCS locations with >120kW charging, across all other charging operators

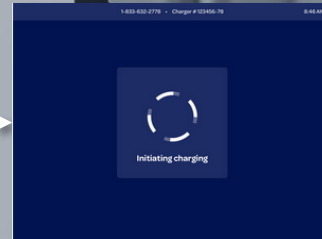
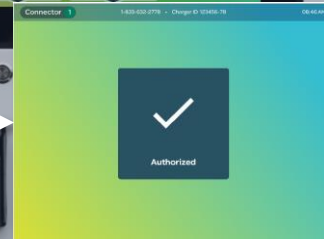
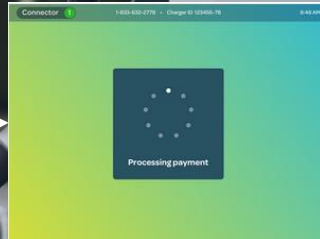
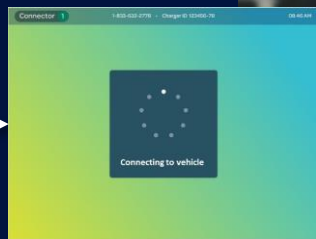
*Electrify America's network and included charging are designed to help OEMs promote and sell EVs*

The next phase of OEM customer experience

# Plug & Charge

*The most seamless charging experience available!*

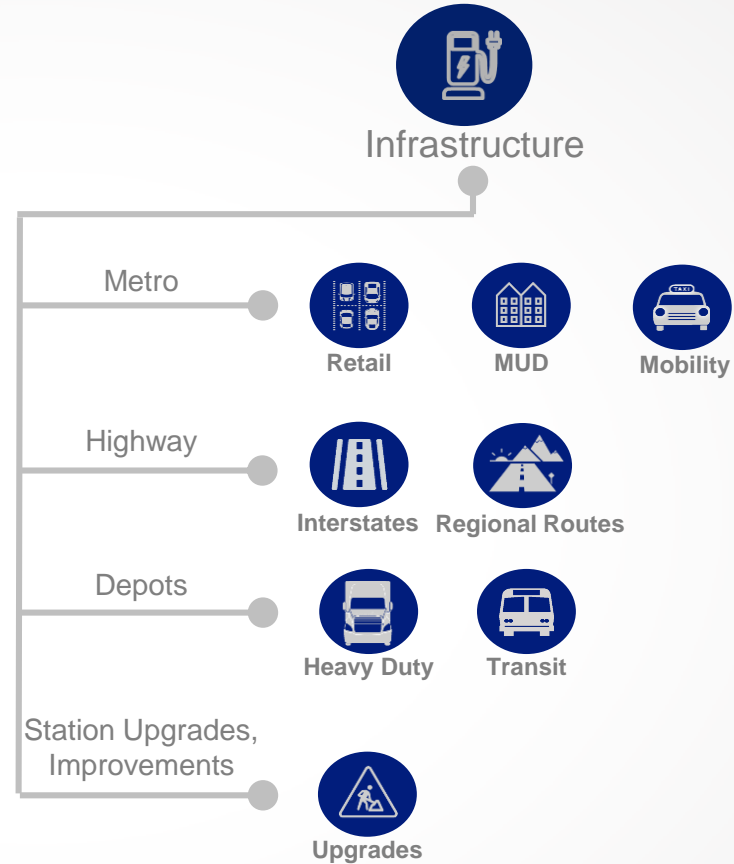
- Automated authentication and payment processing
- No app, RFID, or point-of-sale payment required





## ***Future Investments***

Use-cases we  
are evaluating  
as part of the  
the next \$1  
billion of  
investment





electricity  
america

***Thank you!***

*Baker, California*



# Q&A

