

# Making Every Day Electric

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Low utilization and high demand charges  
make operating DC fast charging stations  
unprofitable

# This leads to a terrible user experience



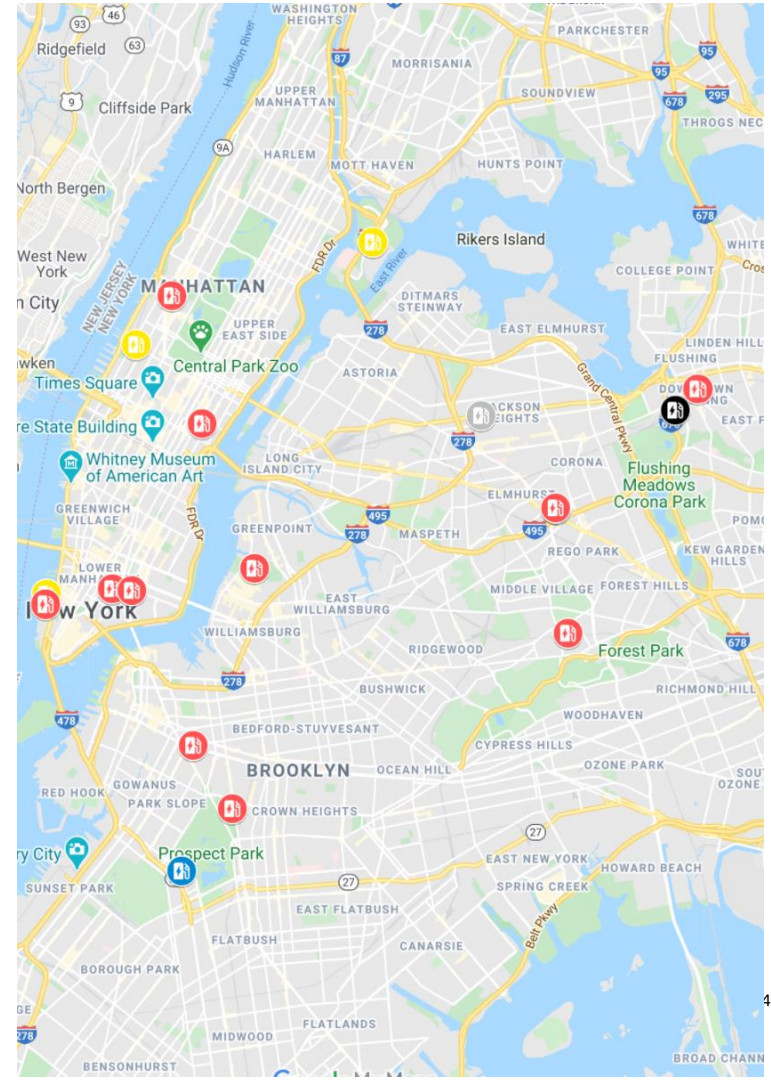
# ... and a very slow charging buildout

## NYC Data

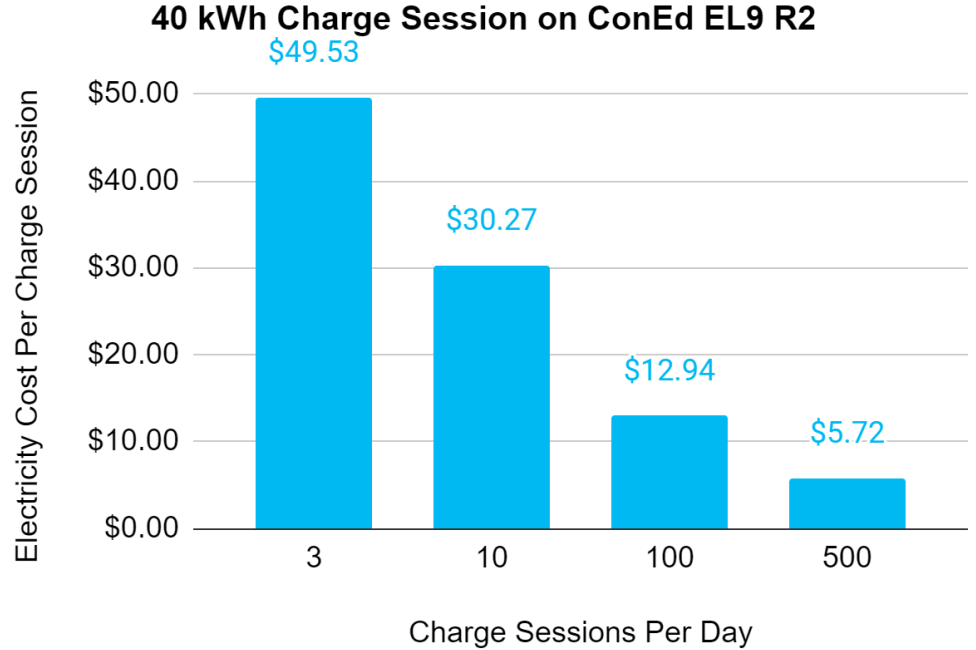
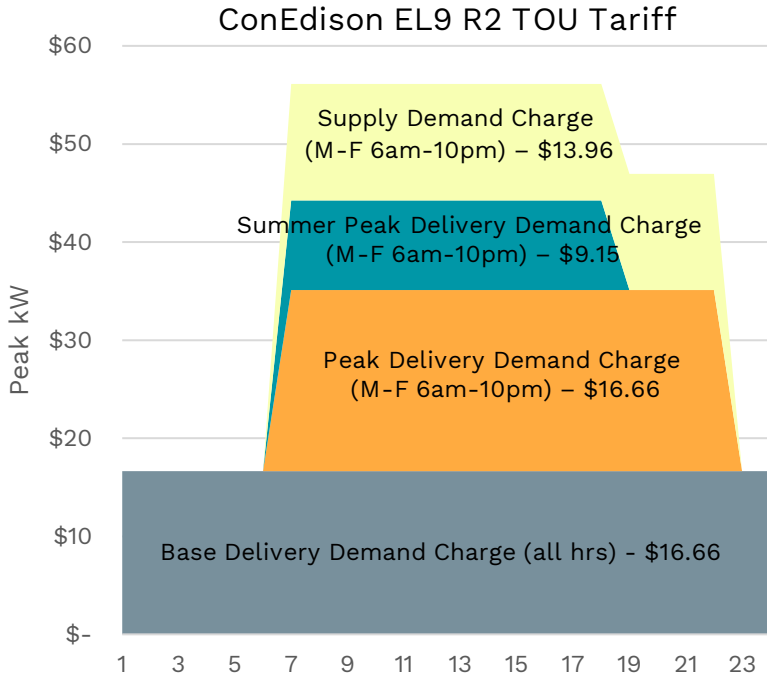
- Largest city in North America
- 4 million cars
- 1mm ridehail and taxi trips per day (largest market in western hemisphere)

## Fast charging in NYC

- 2 publicly available fast chargers
- 3 fast chargers at car dealerships
- 68 Tesla plugs (all behind paywalls - parking amenity)



# Demand Charges lead to economies of scale



# The Business Model

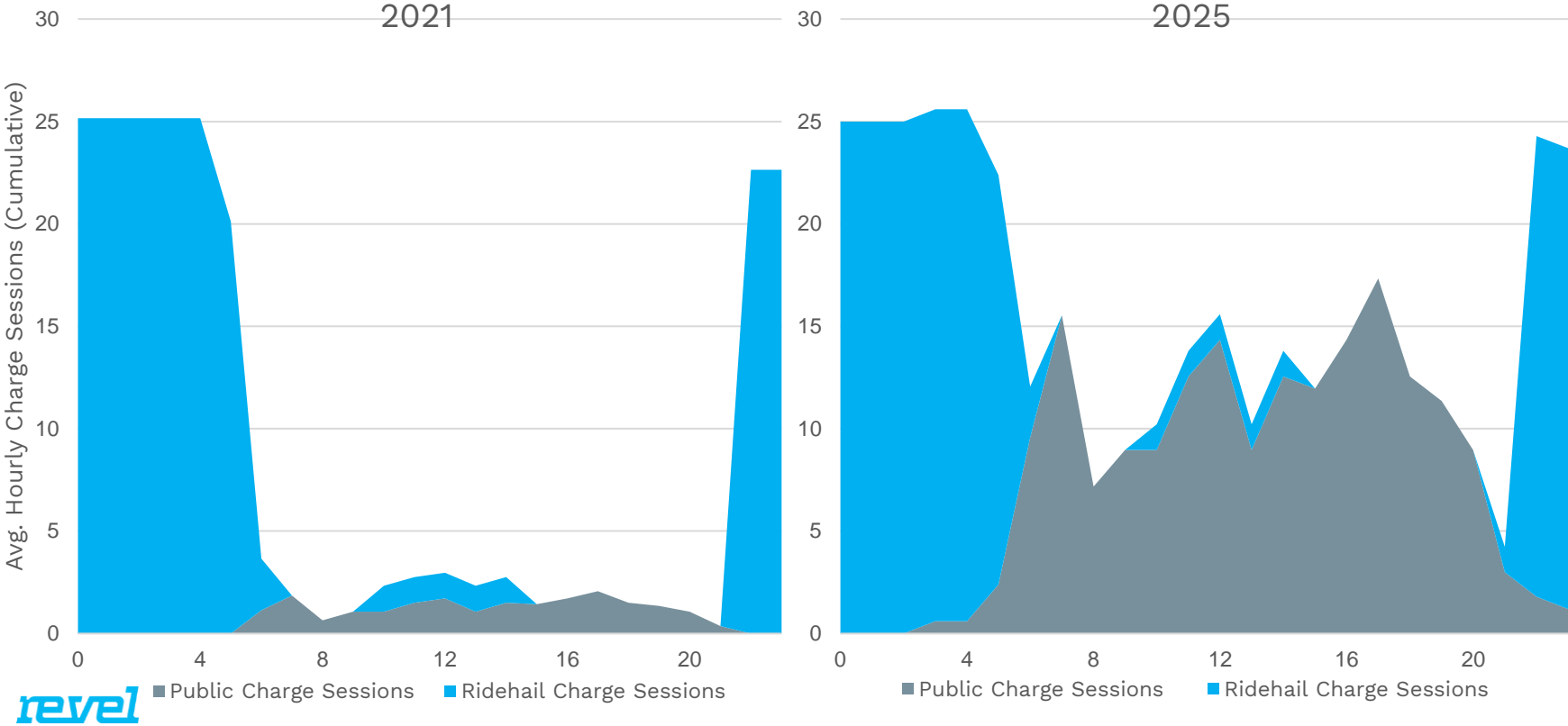
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# Why Rideshare?

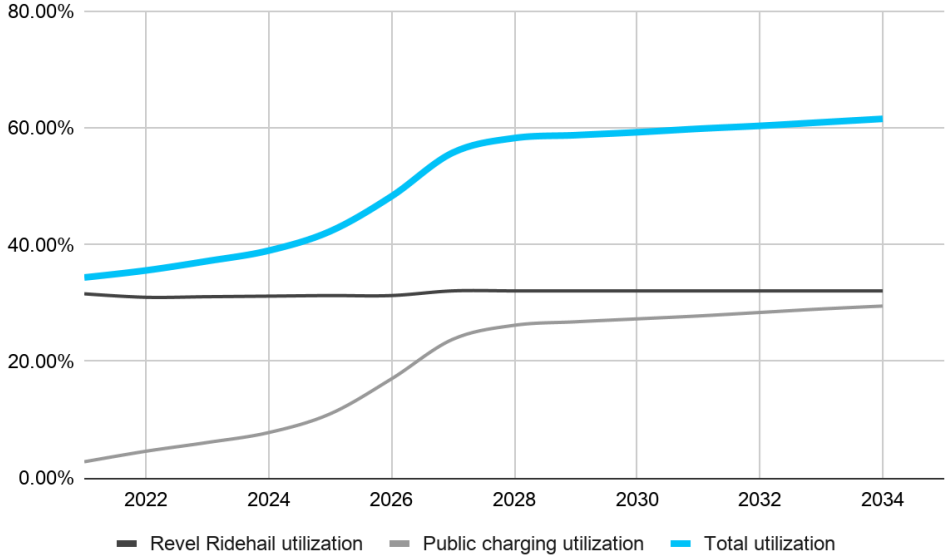
- Rideshare cars do 10x miles of avg. vehicles
- Predictable demand and off-peak charging
- NYC rideshare market is huge
  - 100k uber/lyft vehicles
  - 10-15k taxis
  - 1mm rides per day (pre Covid)

# Charging our rideshare fleet is complimentary to public charging



# Rideshare Fleet utilization ensures Superhub profitability from day one

Current utility pricing requires 30% utilization\* to reach profitability



Great customer  
experience drives  
utilization even higher...



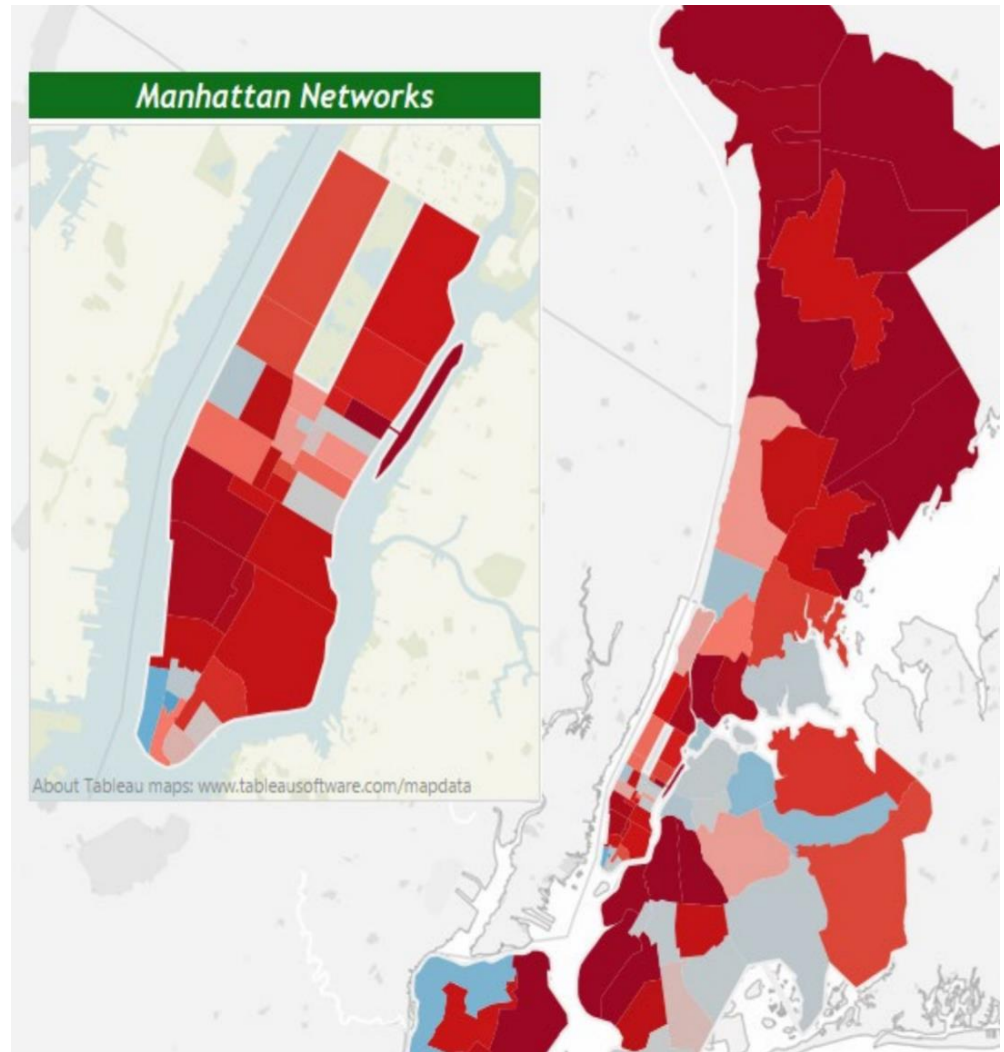
# Superhub Development

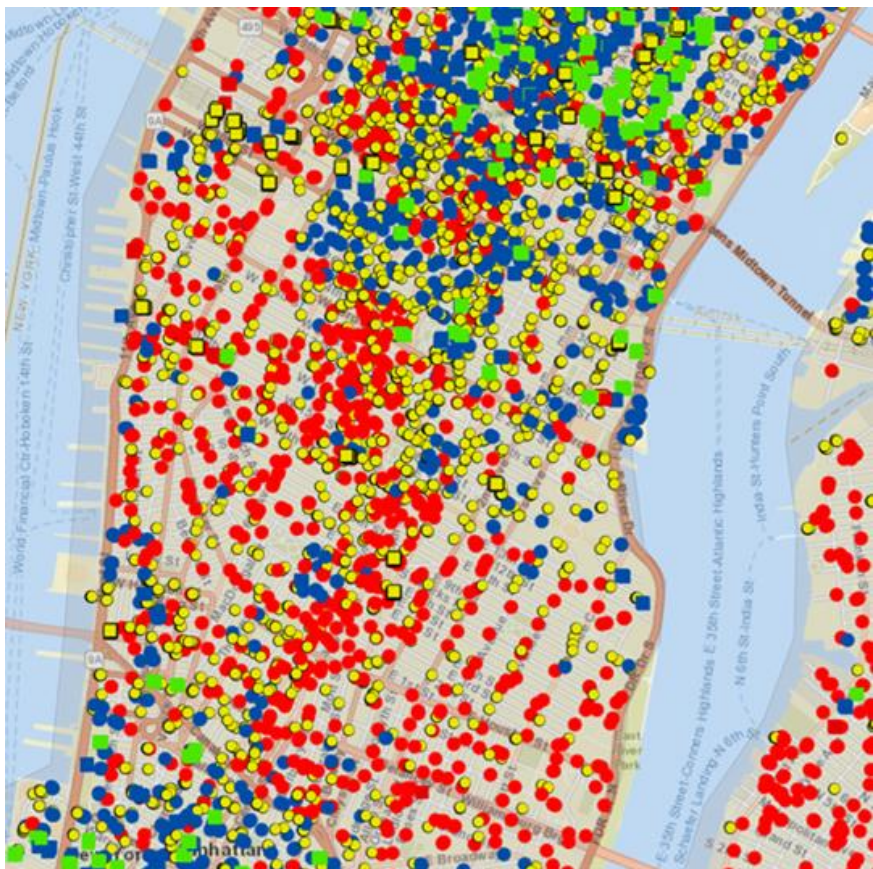
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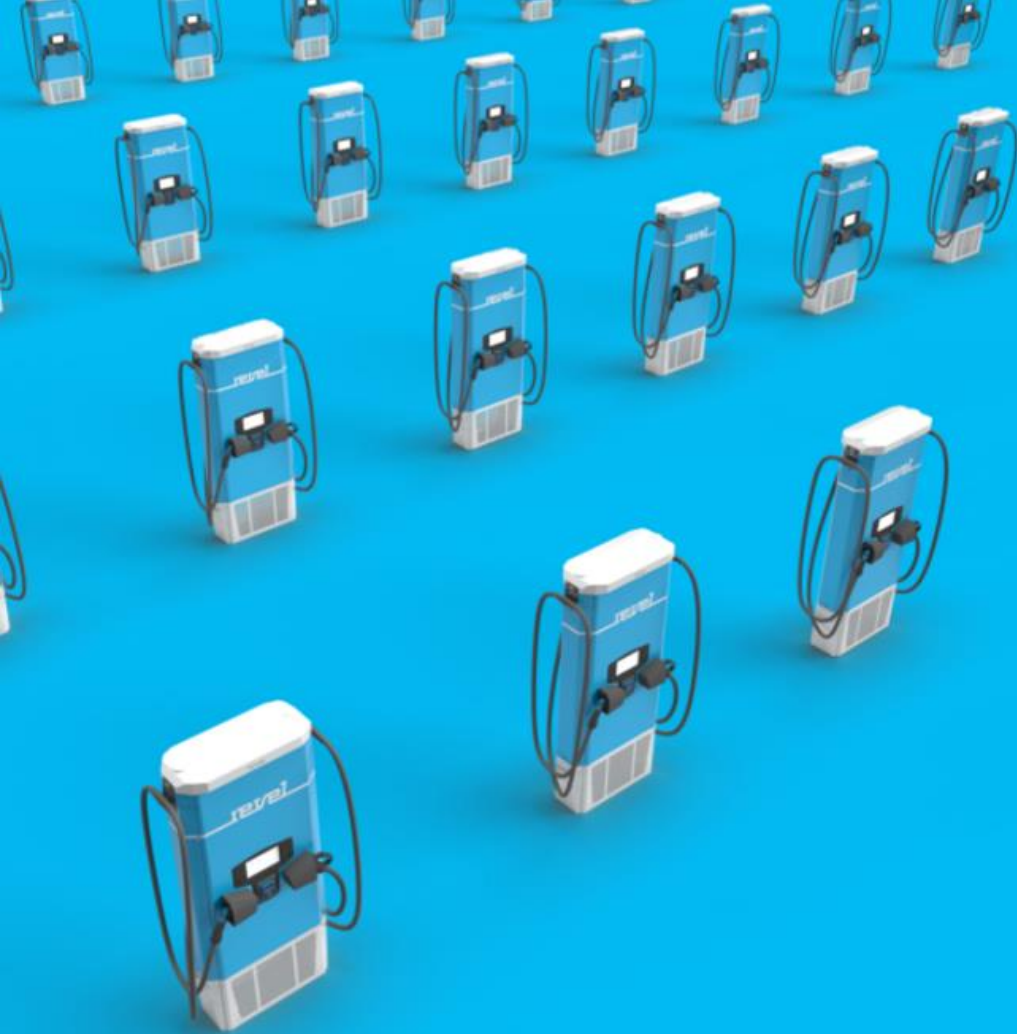


## Grid Congestion impacts urban EV infrastructure

- Upstream grid is already congested in many cities as load continues to grow
- EV infrastructure will add significant load over coming years
- EV Tariffs will accentuate demand peaks and grid congestion as well as impairing renewable use







Superhubs reduce  
development costs  
by over 60%

# Operations

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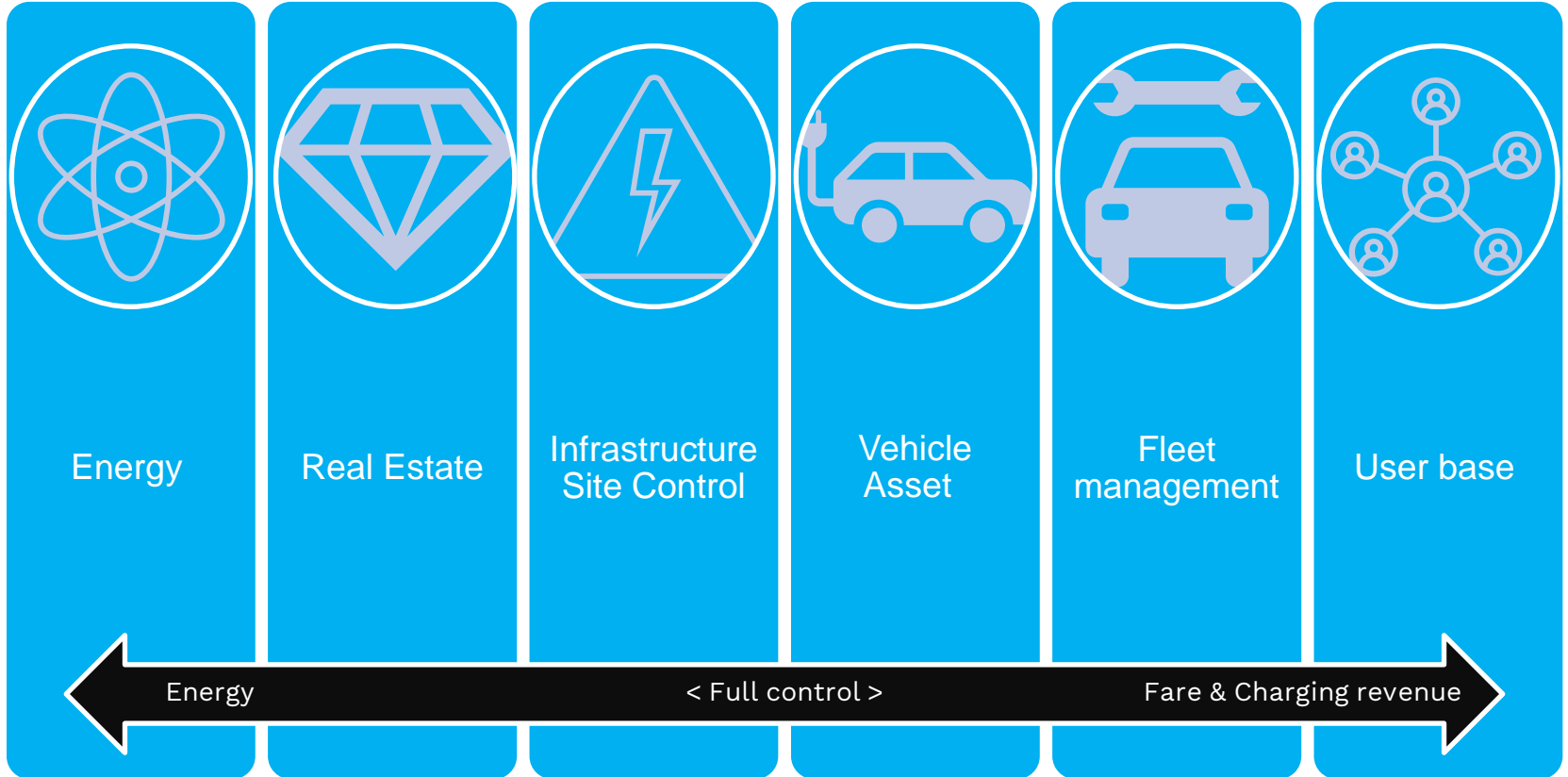
# EV Tariffs and Demand Charges

- Demand Charges exist for a reason
- EV operators need to be incentivized to work within the constraints of how the grid operates
- Negative externalities if utility's cost/revenue aren't aligned
  - *“According to the New York Public Service Commission, peaker plants around the city emit twice as much carbon dioxide per unit of electricity than regular power plants and 20 times as much nitrogen oxides—responsible for high rates of respiratory illnesses like asthma, heart disease, and cancer. In the Mott Haven and Melrose sections of the Bronx, which are surrounded by peaker plants, the asthma emergency room visit rate among children ages 5 to 17 is nearly triple the citywide rate.”*

# Shape, Shift, Shed, and Shimmy

- Smart charging
  - Respond to utility pricing signals to reduce stress on the grid
  - Load management software & power sharing
    - Integration with fleet telematics
- Battery Storage
  - DC charging storage solutions are coming to the market
- Pricing signals to consumers
  - (off peak, on peak, etc.)
  - Charge rate pricing
- Business model innovation
  - High throughput business models spread demand charges over multiple charge sessions
  - Offtake agreements with fleets that are complimentary to public charging result in better economics

Vertical Integration allows for fastest innovation, and best economics



Confidential

# Thank You

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