# Midwest Alt. Fuel Corridor Convening

## *Panel: Filling the Gap*

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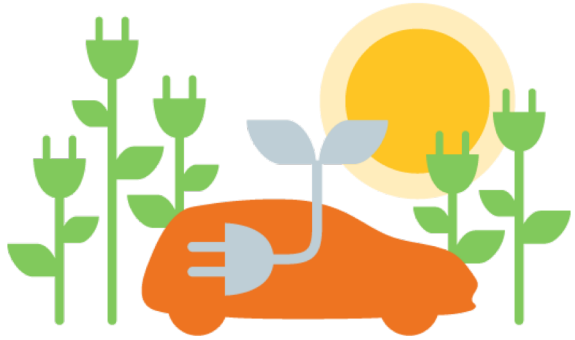
# The Nation's Largest and Most Open EV Charging Network

## Largest Community of EV drivers

+ 70% of new EV drivers join every month
+ A driver plugs into our network every 2 seconds


## Charging Everywhere

+ 50,549 charging spots
+ 38M charging sessions
+ 600+ ports added every month



## We're Established and Growing

+ ~$300+ million in funding
+ Recent Daimler, Siemens investment
+ Market leader

**Sustainable business model that's built on private investment in charging infrastructure.**

# Diversified Business Strategy

*EV Charging Leverages Existing Competitive Markets*

We provide a **free app** guiding drivers to charging spots

We sell **turnkey charging solutions** to workplace, fleets, municipalities, state agencies


**Drivers**

+ Get an easy, worry-free, premium charging experience
+ Plug in at work, around town, and out of town
+ See all their charging activity in one account

**Site Hosts**

+ Tailor pricing, access & power to meet specific objectives
+ Provide a valued amenity to attract customers, employees and tenants
+ Meet operational needs & sustainability goals

# EV Charging Basics

| |  Level 1 |  Level 2 |  DC Fast |
|---|---|---|---|
| Electrical Specs | 110 – 120 Volts AC<br>12 – 16 Amps<br>(home appliance) | 208/240 Volts AC<br>32 Amps<br>(home washer/dryer, commercial standard) | 208 to 480 Volts DC<br>70 – 125 Amps<br>(commercial standard) |
| Range Per Hour of Charging | ~3 – 5 miles | ~12 – 25 miles | 100 - 200 miles + |
| Time for Full Charge<br>*(Avg. for 80-mi range)* | 18+ hours | ~2 - 4 hours | ~15 - 45 mins |

+ >60% EV charging takes place at home, and >30% takes place at work.
+ Employees with charging at the workplace are 6x more likely to drive an EV.

# No One-Size-Fits-All Approach

## Home


## Fleet or Private


## Commercial, Municipal


## DC Fast Charging


# Key Considerations for EV Charging Ecosystems

## Corridor & Urban Hub Considerations

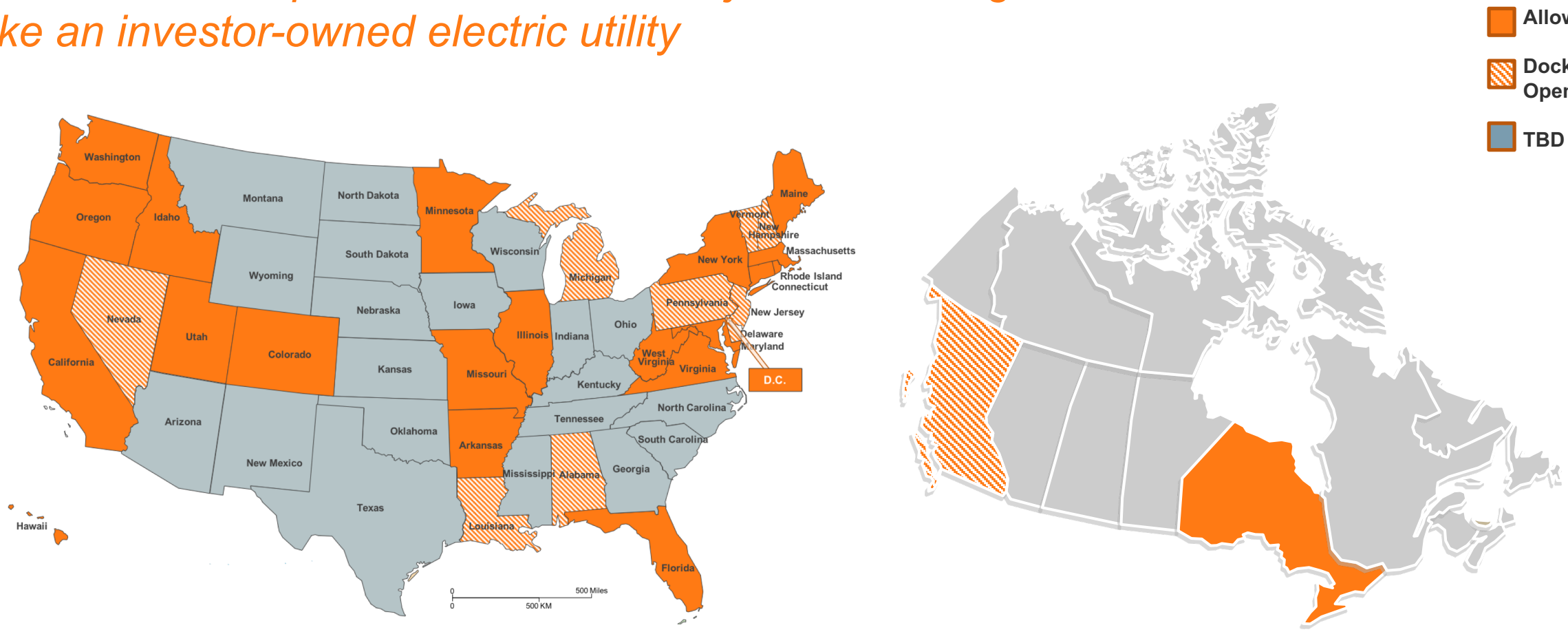
- Primary siting considerations include population, EV vehicle registrations and existing DC fast charge infrastructure
- Spacing along major corridors and interstates should be kept to a maximum distance of 40-70 miles
- Corridor locations should have minimum of 4 ports on day one
- Overlap with residential and fleet charging needs
- Emergency evacuation routes and seasonal traffic

## Regulatory and Policy Considerations

- Coordination with utilities to streamline interconnection
- Collaborative efforts to support creation of electricity rates that support unique use cases for both faster EV charging (*urban corridors; rural corridors, urban hubs, fleets*) and longer-term charging (*residential, workplace, fleets*)
- Regulatory determination as to whether EV charging site hosts are regulated as though they are public utilities

# Map of “Charging for Charging” Exemptions

*The ability for EV charging site hosts to include include a per kWh fee to drivers depends on whether the jurisdiction regulates site hosts like an investor-owned electric utility*



# Thank You

For more information, please contact

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