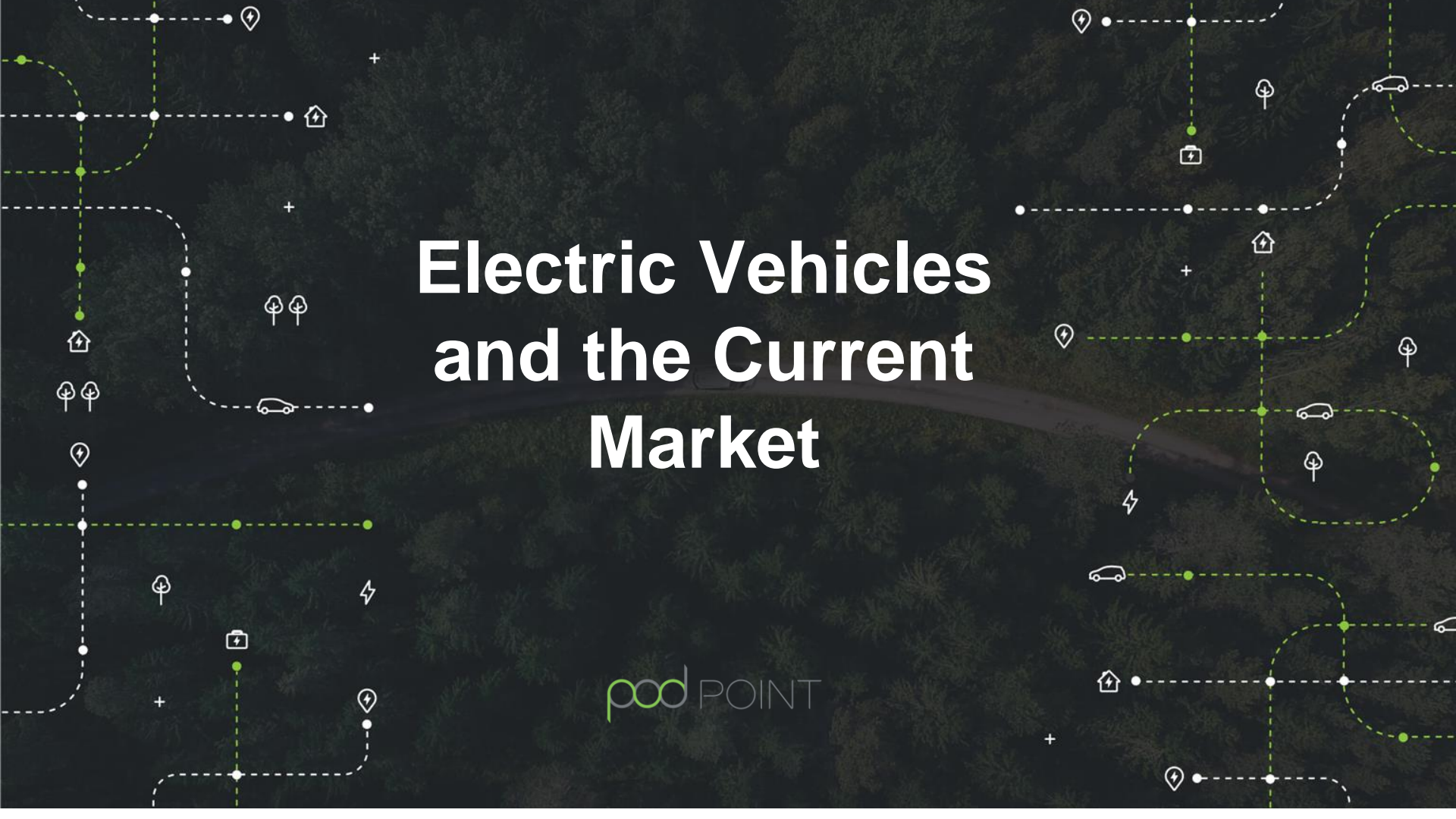


Electric Vehicles and the Current Market

pod POINT



Market Overview

155,000

Plug-in Cars



Reg. UK Jun 2018 (Approx)

5,500

Plug-in Vans



Reg. UK Jun 2018 (Approx)

75

Plug-in Models



Jun 2018 (Plus variants)

16,584

Public Charging Connectors



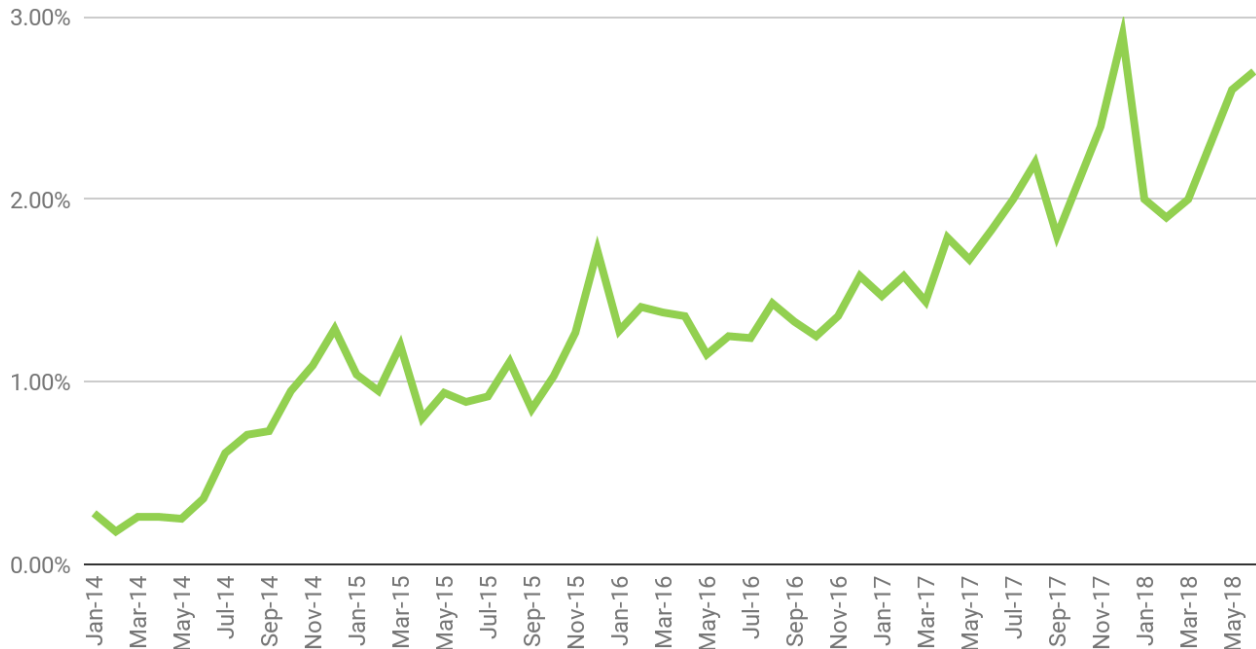
Jun 2018

Source: <http://www.nextgreencar.com/electric-cars/statistics/>



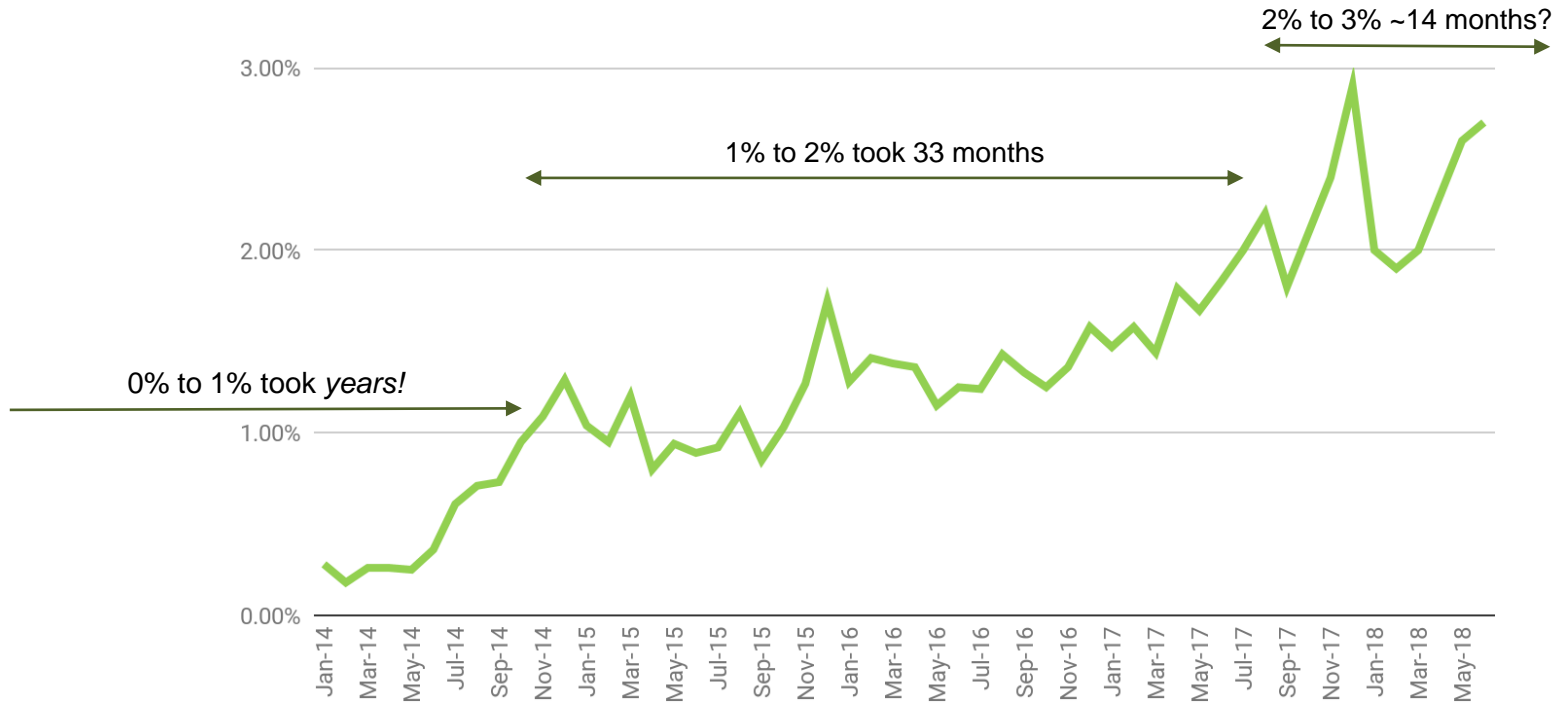
Plug-in Vehicle Sales to Date

Plug in vehicles as a percentage of all vehicle registrations (UK) ~ 2.5%



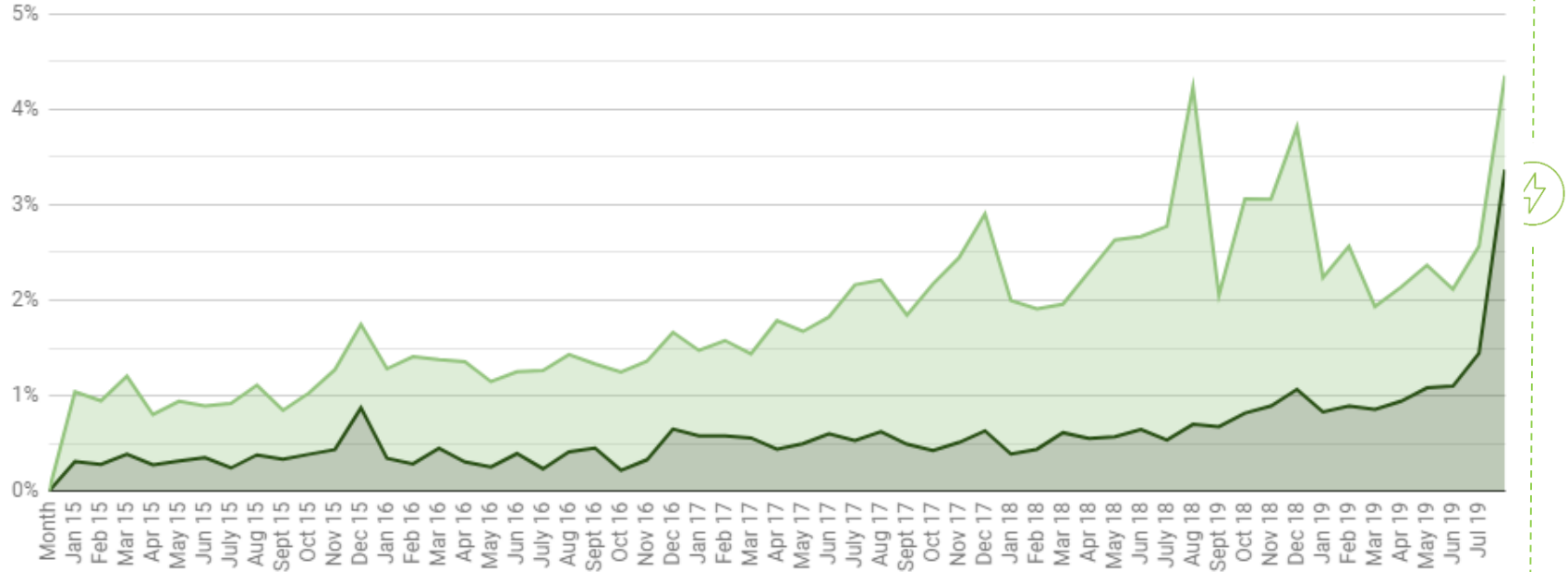
Plug-in Vehicle Sales to Date

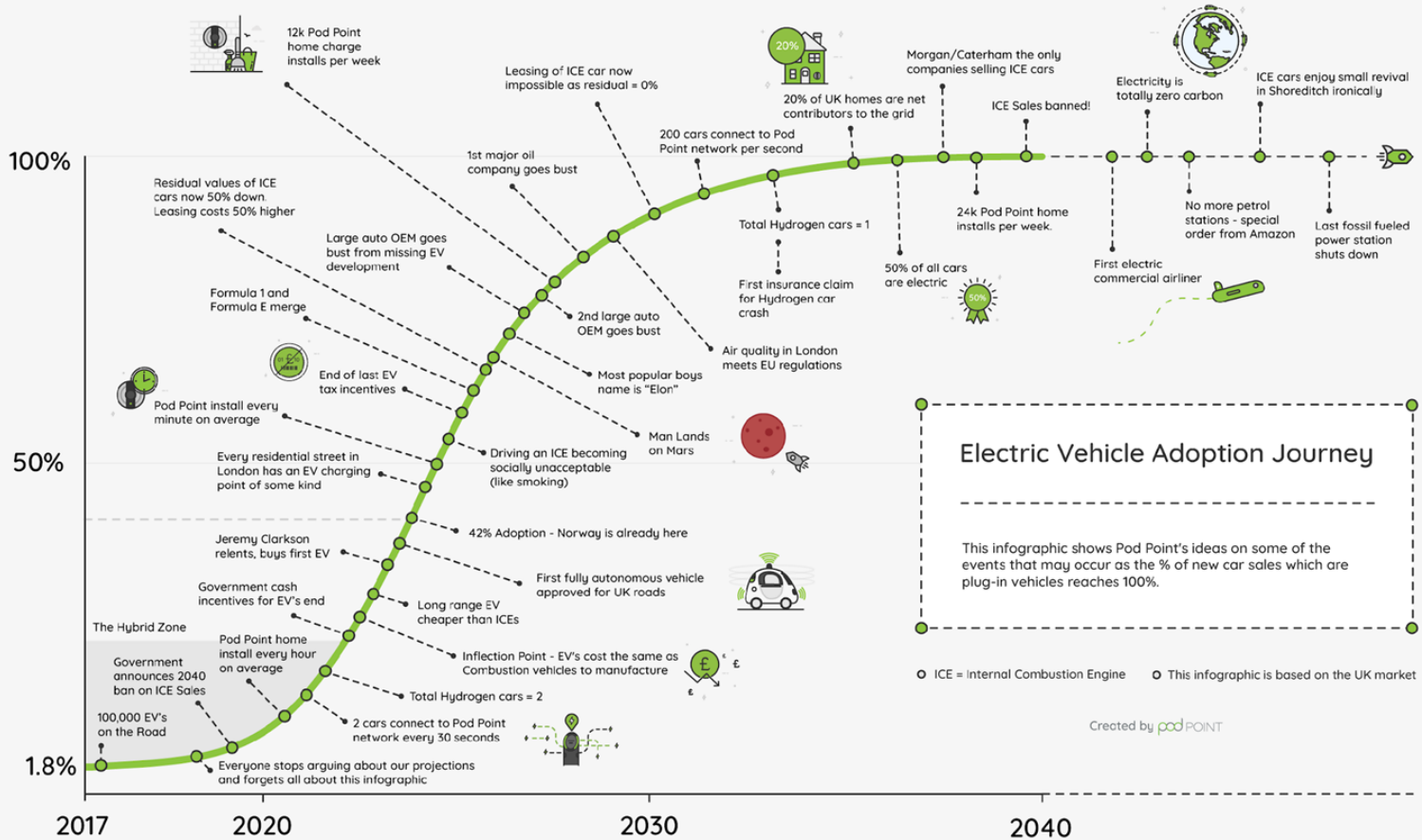
Plug in vehicles as a percentage of all vehicle registrations (UK) ~ 2.5%



BEVs have taken over PHEVs

BEV and PHEV Vehicle Sales (% of New Vehicle Sales)





Barriers to EV



Range



Performance



Choice

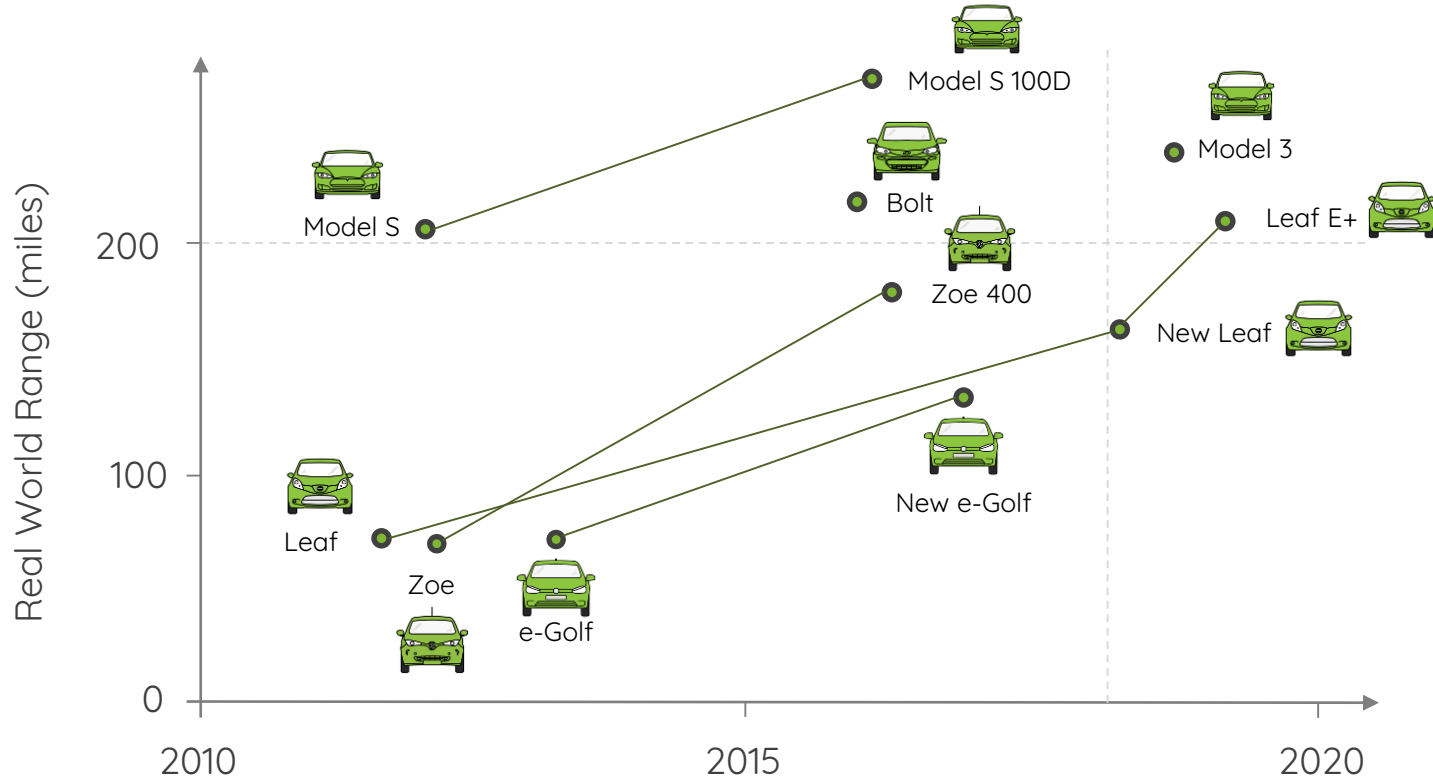


Charging



Cost

Electric Vehicles Don't Go Far Enough

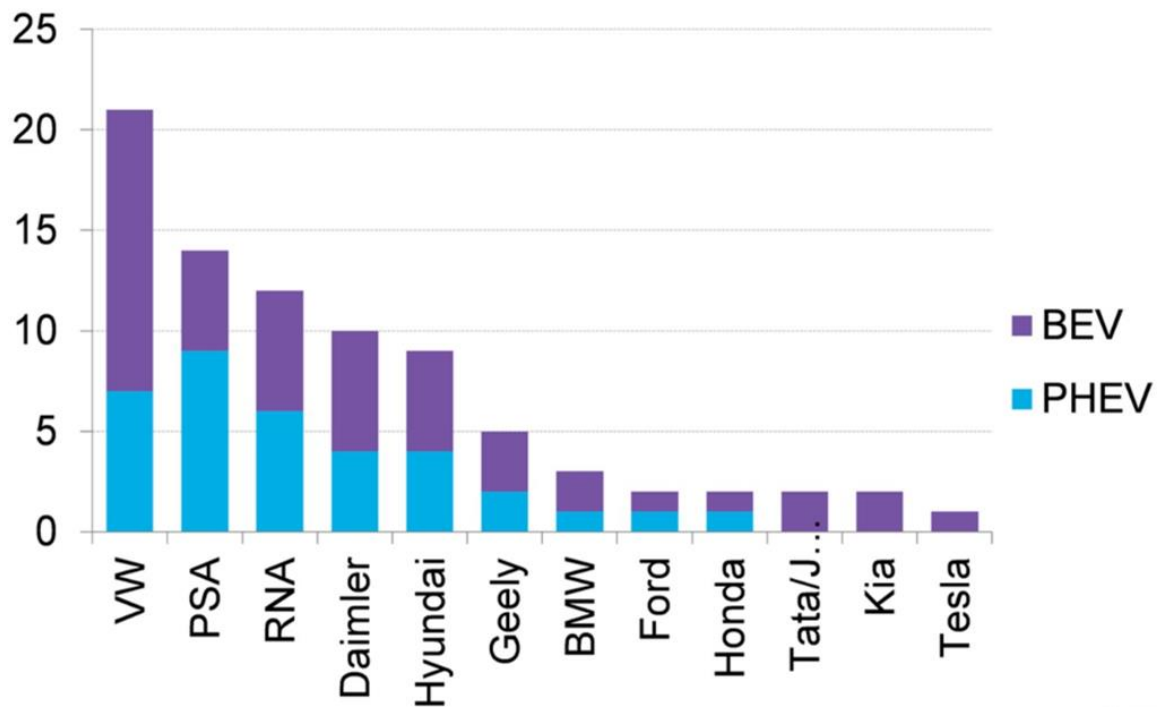


EVs are slow...



Not enough Choice

New EV model releases by OEM 2018-22



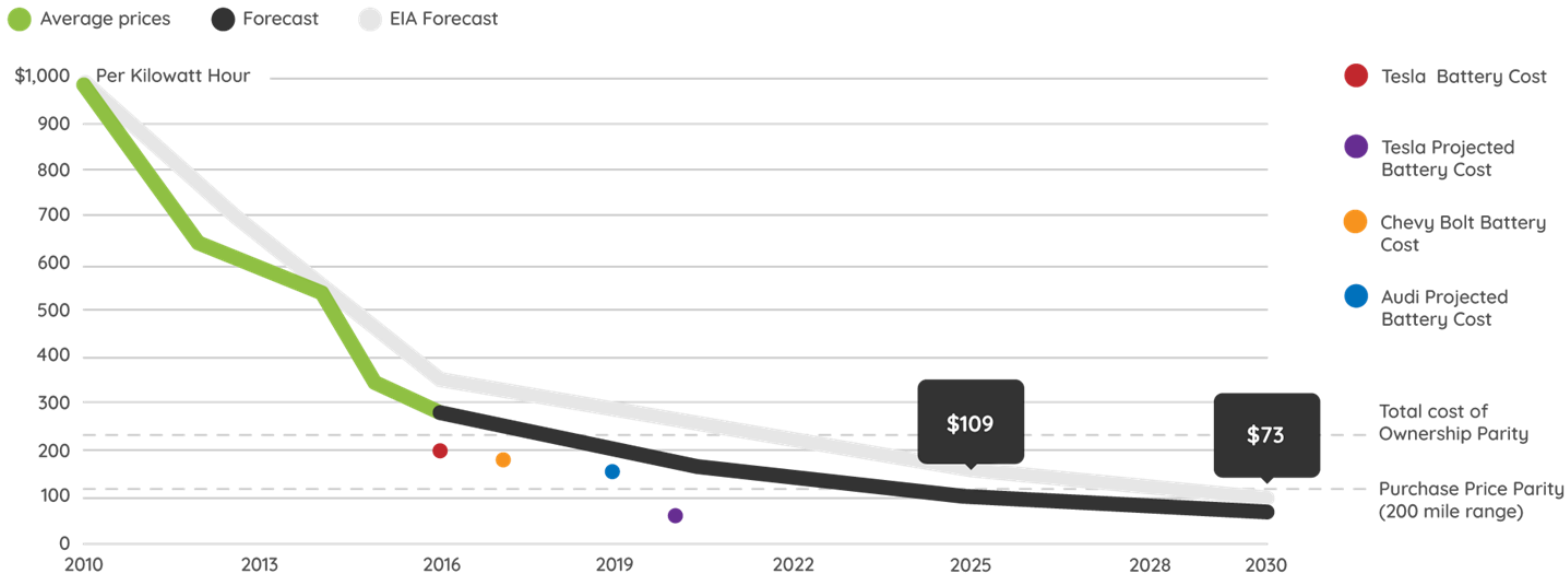
Source: Bloomberg New Energy Finance EV Outlook 2018



....and are too expensive

More bang for your buck

Greater efficiency means a \$1,000 battery in 2010 will cost \$73 in 2030

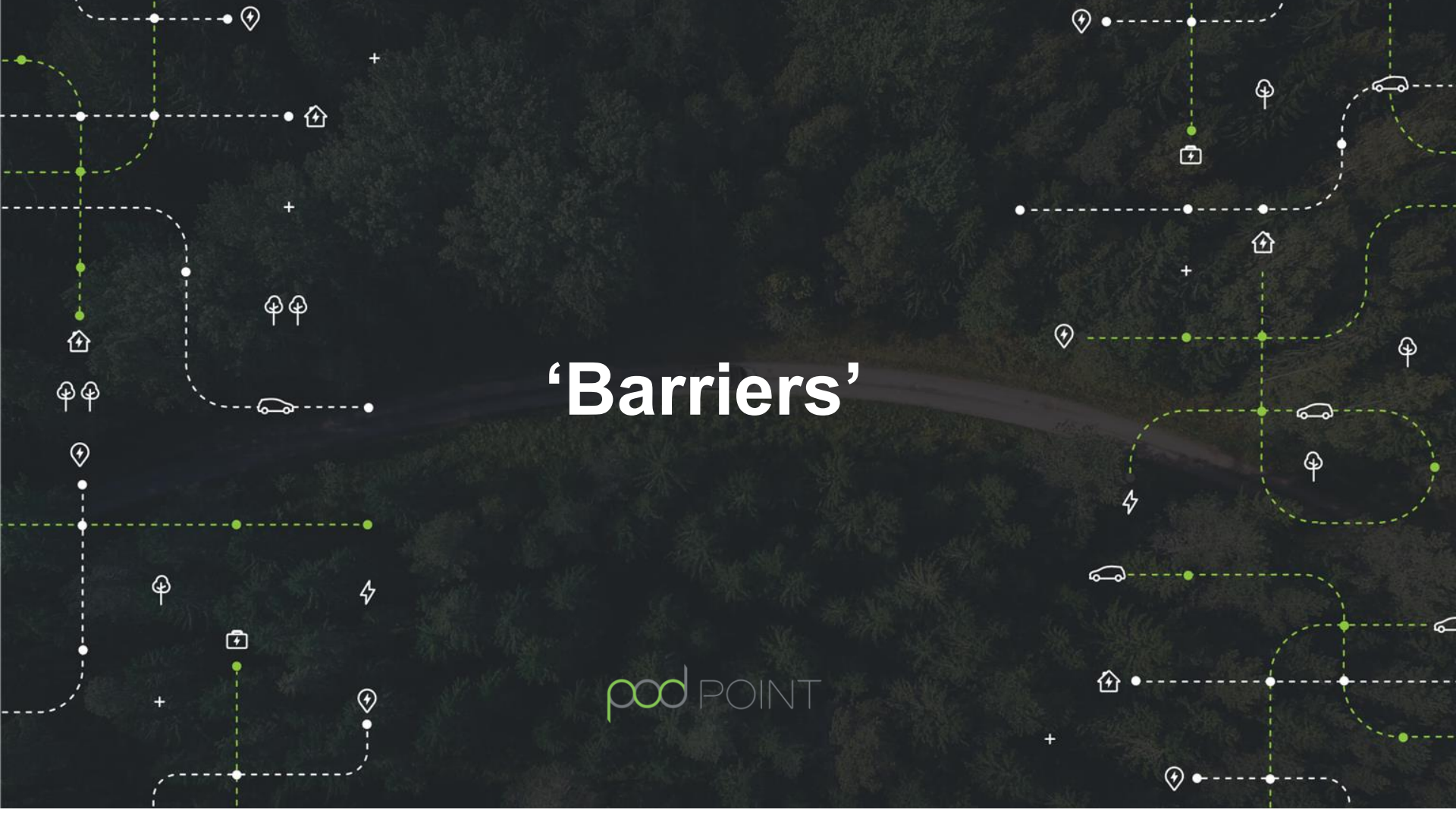


Source: Bloomberg New Energy Finance



'Barriers'

pod POINT



5 Key Customer Concerns



1) Range



2) Charging



3) Cost



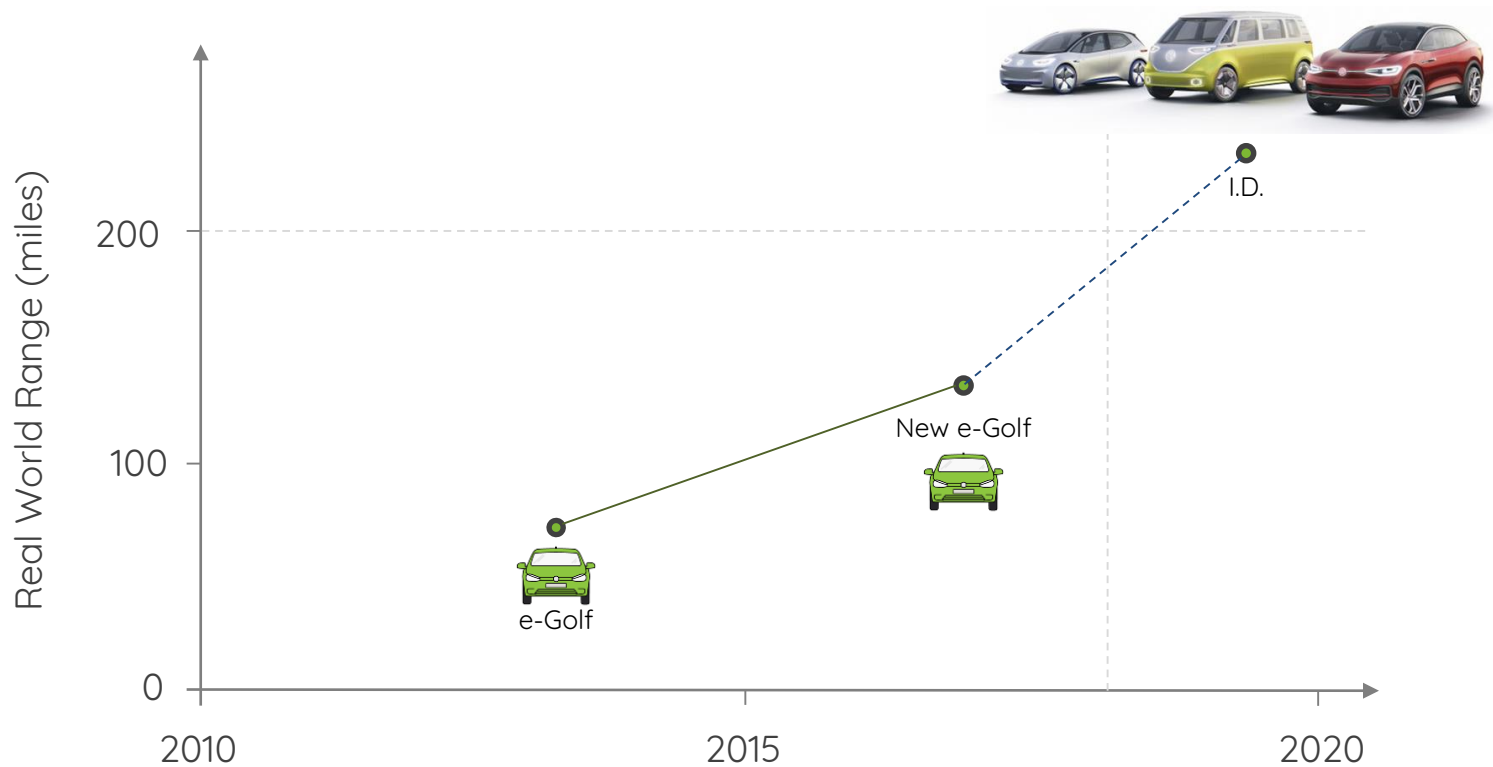
4) Environment



5) Safety



Range - It's coming...



Charging: There is no Electric Petrol Pump



Charging Ecosystem



En-Route Charge



Home Charge

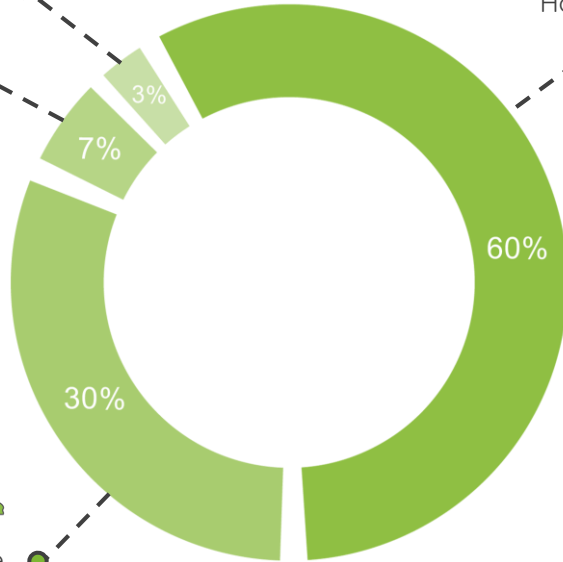


EV charging is a top-up model, like a mobile phone

Destination Charge

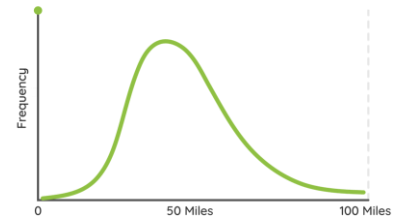


Workplace Charge



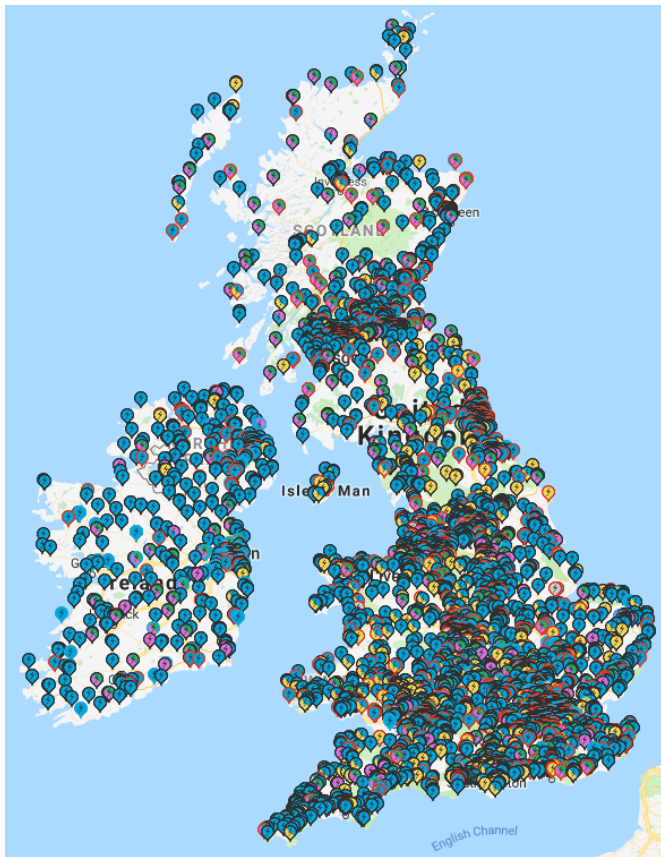
1.5

Net 1.5 charge points per EV



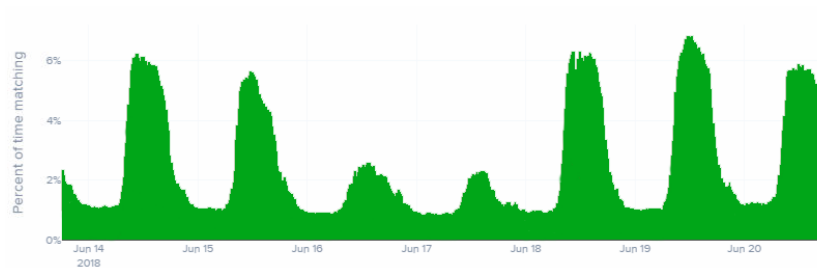
Miles Driven/Day

Charge Points



16,584 charge points in the UK

PP Network <10% utilised at peak



Charge Points

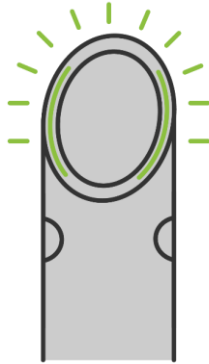
Solo



Most Popular

Single wall mounted unit

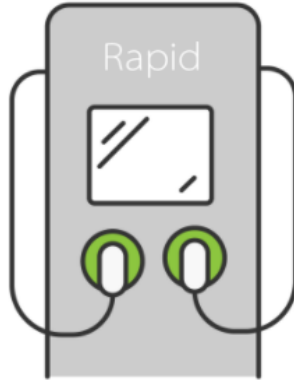
Twin



Dual Bank Charger

Double socket floor mounted unit

Rapid



Rapid Charging

Charges 80% in 30 minutes



Charge Points

Solo



Twin



Rapid



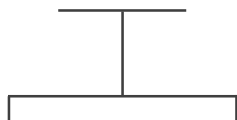
Charger Types

Trickle Charge

<3kW

Single phase
AC Power

<10 miles
RPH



3-PIN
3kW

Fast Charge

3.7-7kW

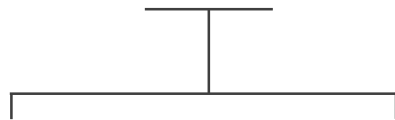
11-22kW

Single phase

Three Phase

AC Power

15-100 miles
RPH



Type 1
3-7 kW



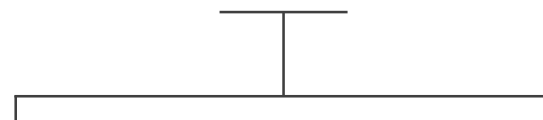
Type 2
3-43 kW

Rapid Charge

50kW+

AC/DC Power

200+ miles
RPH



CCS
50 kW



Tesla
50-120 kW



CHAdeMO
50 kW

Running Costs



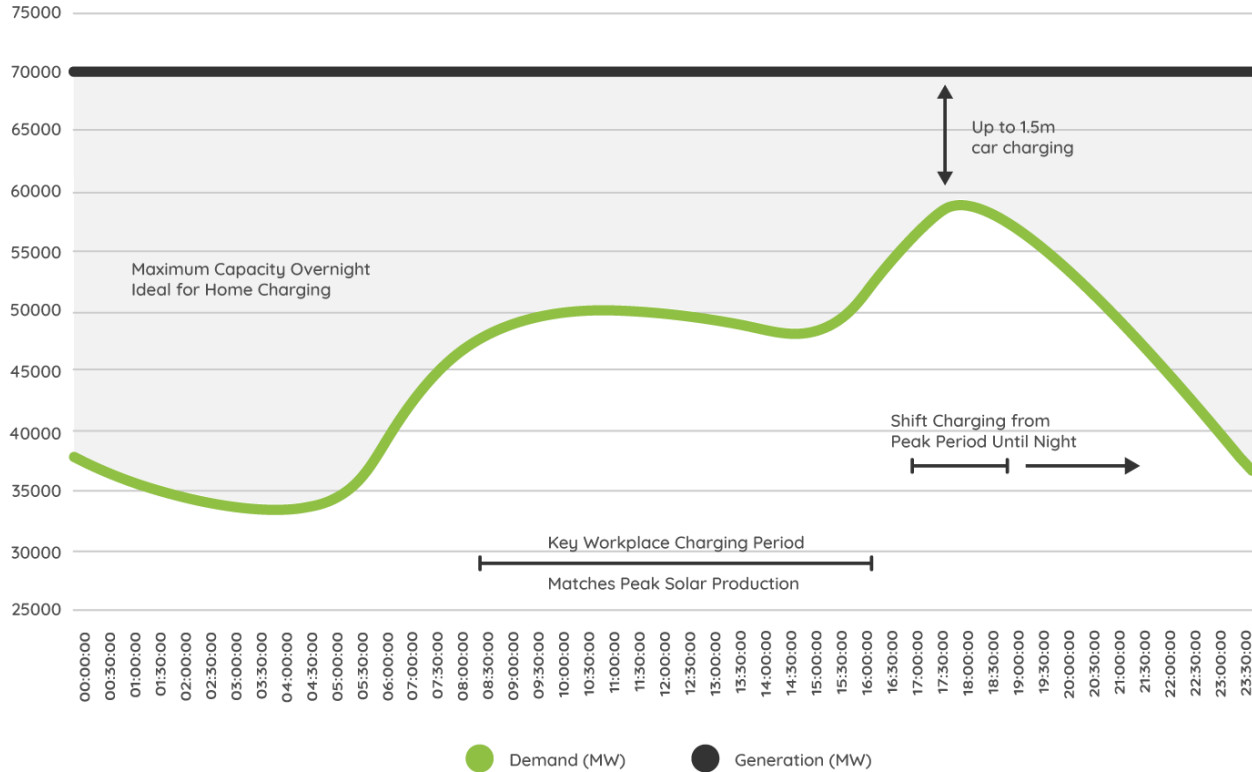
Volkswagen e-up! Vs “average” ICE car doing 22 miles per day

Average Petrol Costs	Electric Costs	Savings
Per Day: £3.47	Per Day: £0.80	Per Day: £2.67
Week: £24.31	Week: £5.61	Week: £18.70
Year: £1,267.47	Year: £292.00	Year: £974.47

**>75%
Saving**



Environment - Will EVs kill the grid?



Overcoming Workplace charging Challenges

Friction Free

- Simple click and confirm charging Via the Pod Point App

Recording and Monitoring

- Management information system will allow you to keep track of all charging

Setting Tariffs

- Customise tariffs to suite your business via the MIS

Future Proofing

- We can arrange power upgrades, and help understand your future needs

ICE-ing

- Bay Marking and signs to deter ICE cars parking in EV spots

Large capital cost

- We offer flexible leasing options

Reporting Mileage

- Our in house app allows drivers to record their charge events

Visitors

- Let visitors charge with easy



Southampton Airport



- There are multiple driver-groups at modern airports
- Chargepoints were then installed to offer either top-up, or to fully-charge an EV for those travelling for a few days.
- EV drivers wanting to use the airport can check to confirm there is a charging service available before they book a flight.
- Demand for charging was more than double the anticipated level.
- **Within ten months of the installation the airport had saved more than 3,400kg of carbon dioxide emissions!!**





Kassim Al-Azzawe
Business Development Manager
Email: Kassim.al-azzawe@pod-point.com

pod POINT