Electrify America: Network and Technology Overview

March 2021

Introducing

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Now the **largest and most powerful open DC fast charging network** in the U.S., Electrify America LLC is investing $2 billion over 10 years in ZEV infrastructure, education and access.

The company expects to install or have under development approximately 800 total charging stations with about **3,500 ultra-fast chargers by December 2021**.

Electrify America also oversees multi-million dollar marketing campaigns to raise consumer awareness of electric vehicles.

Electrify America has over 2,500 chargers at 569 stations, with plans to complete ~800 stations by end of 2021.

2021
45 states + DC
29 large metros
800 Stations
3,500+ DC Fast Chargers

Station spacing:
- Average: 70 miles
- Maximum: 120 miles

Chargers per site:
- Average: 5
- Minimum: 3-4
- Maximum: 10

Charging speed
- 3 to 20 miles per minute

The majority of "Coming Soon" stations are under construction or construction complete and awaiting utility connection.

As of 2020, 96% of Americans live within 120 miles of an Electrify America station.

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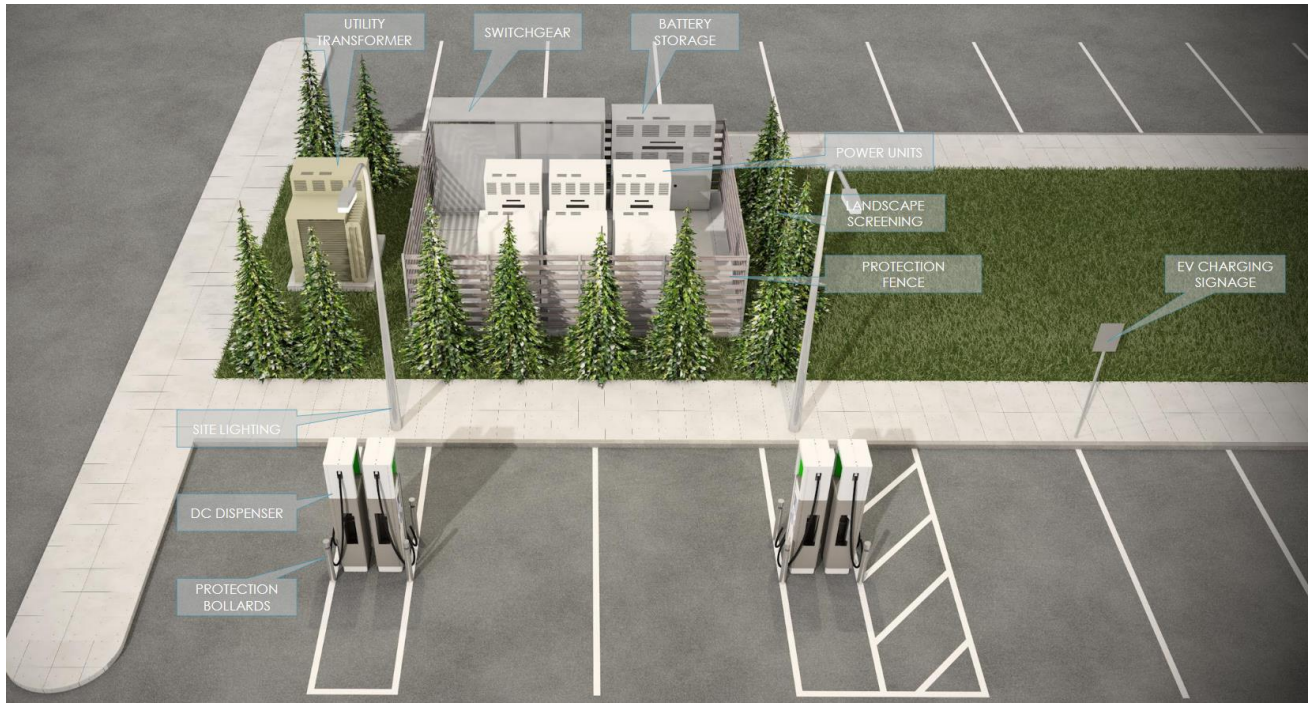
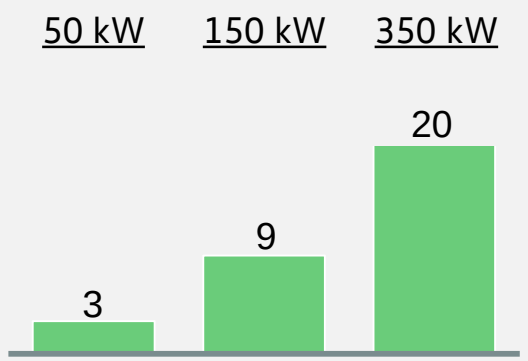
Electrify America installs state-of-the-art, ultra-fast chargers with a focus on universal access and customer ease of use



Unsurpassed charging power/speed

Miles of range* per minute charged by DCFC power



*Assumes 3.5Miles per kWh

Charge power up to 350kW

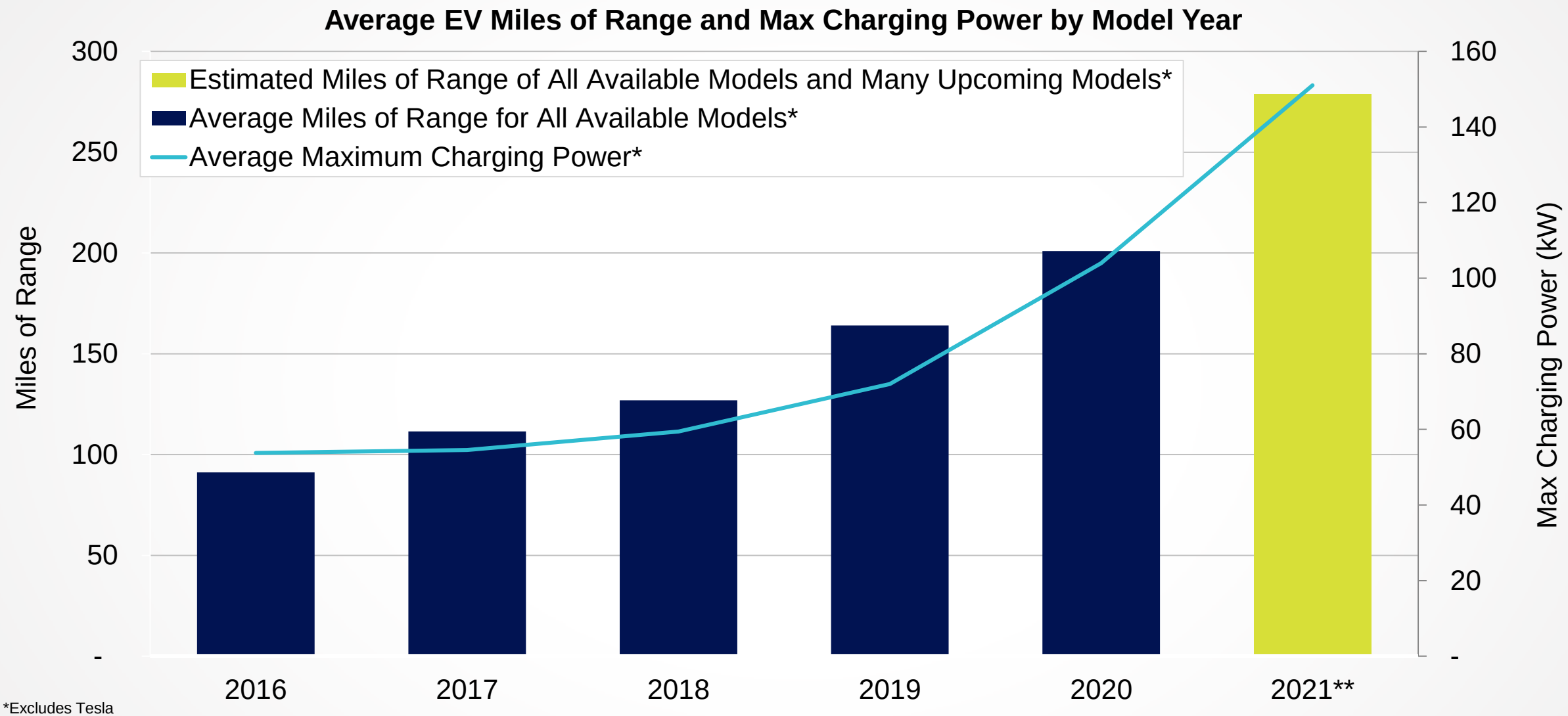
Liquid-cooled cables

Open standards

15 inch touch display

Electrify America also has a commercial grade Level 2 (AC) solution for long dwell times

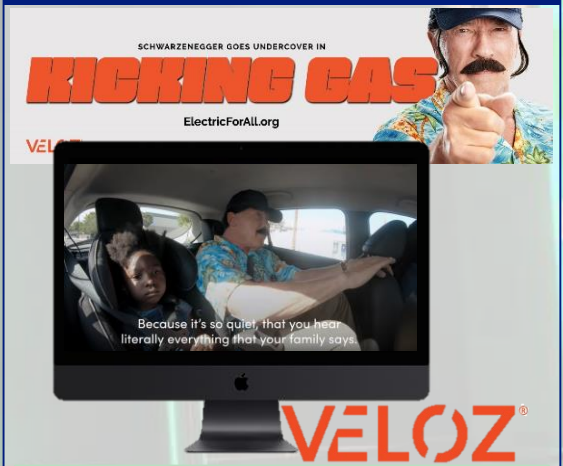
Increased vehicle ranges and need for high-powered charging on the horizon



*Excludes Tesla
**Ranges for upcoming 2021 models are based on manufacturer claims for announced models and not yet rated by EPA.
Source for Miles of Range: FuelEconomy.gov for 2016-2020 Models, Atlas EV Hub for 2021 Models
Source for Charging Power: Various industry publications

Electrify America has sponsored a range of education and awareness activities that help to educate consumers about ZEV technology

California Brand-Neutral Campaign

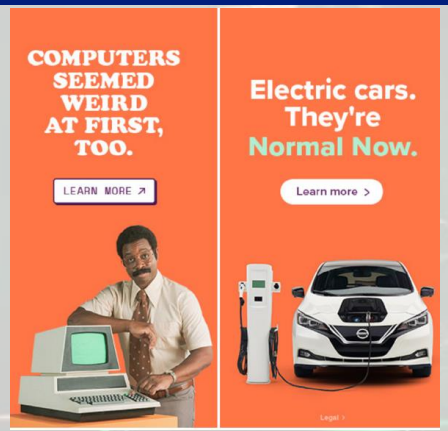


- Video starring Arnold Schwarzenegger highlighting the benefits of electric cars relative to their gas-powered counterparts.

Click to Watch Video

www.ElectricForAll.org

Brand Neutral Campaign



- The "Normal Now" campaign leverages humorous comparisons to past "new technologies" to reassure our audience that while electric cars seemed weird at first, they're normal now.

Click to Watch Commercial

www.NormalNow.com

Sponsoring Others' Great Work

- Sponsorship of broad range of events focused on ZEV education and awareness
- Sponsorship of Ride and Drive events through Plug In America and AltCar Expo

Electrify America is leveraging the NASEO/ Cadmus PEV Policy Rubric

The tool ranks supportive ZEV policies based on academic research and assigns jurisdiction policy scores on a 100-point scale

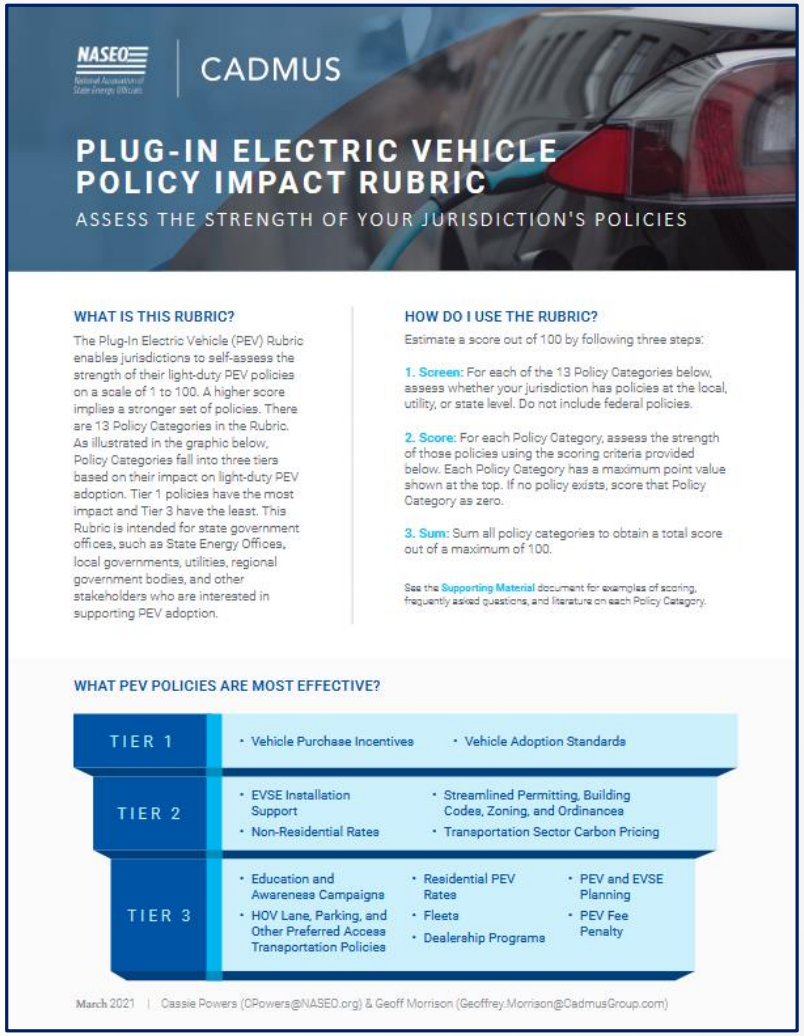
Most Impactful Policies

Tier 1:

- Vehicle purchase incentives
- Vehicle adoption standards

Tier 2:

- EVSE installation support
- Non-residential utility rates
- Streamlined permitting
- Transportation sector carbon pricing



PEV Policy Rubric and supporting material can be found at: https://www.naseo.org/news-article?NewsID=3583

Effective EV policies boost both EV uptake and EVSE installation

76 governments and interest groups cited local, state, and electric utility EV policies ranging from EV incentives to fleet electrification plans

Policy	Examples From the Submissions
EV Incentives	• California offers up to a $7,000 rebate for EVs depending on household income.
EV Deployment Targets	• States participating in the ZEV program all have adopted mandates regarding the percentage of vehicles offered for sale each year that must be EVs.
Climate Policies	• Virginia has statutory targets to achieve net-zero greenhouse gas emissions across all sectors by 2045.
Non-Financial Incentives	• Washington has instituted a statewide fine for non-electric vehicles that occupy parking spots with EVSE.
Electric Utility Incentives	• PECO in Philadelphia offers a 50% discount on peak demand charges for new DC fast charging stations through 2024.
EVSE Incentives	• Texas, through their Alternative Fueling Facilities Program, offers a grant which covers up to 50 percent of the construction and installation costs for EVSE.
Building Codes & Permitting	• Tacoma, Washington includes specific requirements to plan for and accommodate an adequate supply of electric vehicle parking and charging facilities.
Marketing & Education	• The Drive Electric PA Coalition performs outreach and education including ride and drives and are hosting a webinar series during Drive Electric Week.

Demand charges are a critical barrier to high-speed charging

- High demand charges result in costs that **can't be passed along to consumers**
- Rates were **not designed for DC fast chargers**, but for traditional commercial customers
- Academic literature recognizes demand charges as a **critical barrier** to DC fast charging that must be addressed to support clean transportation

Rate Design

= **1000 kW Max Demand Bill**

if 4 dispensers used simultaneously

Without mitigation, demand charges result in electric costs that cannot be passed on to consumers.

Q1-Q3 2020 Massachusetts electric bills resulted in effective rate of **$2.98/kWh** – equivalent to a gas price of **$21.20/gallon**.

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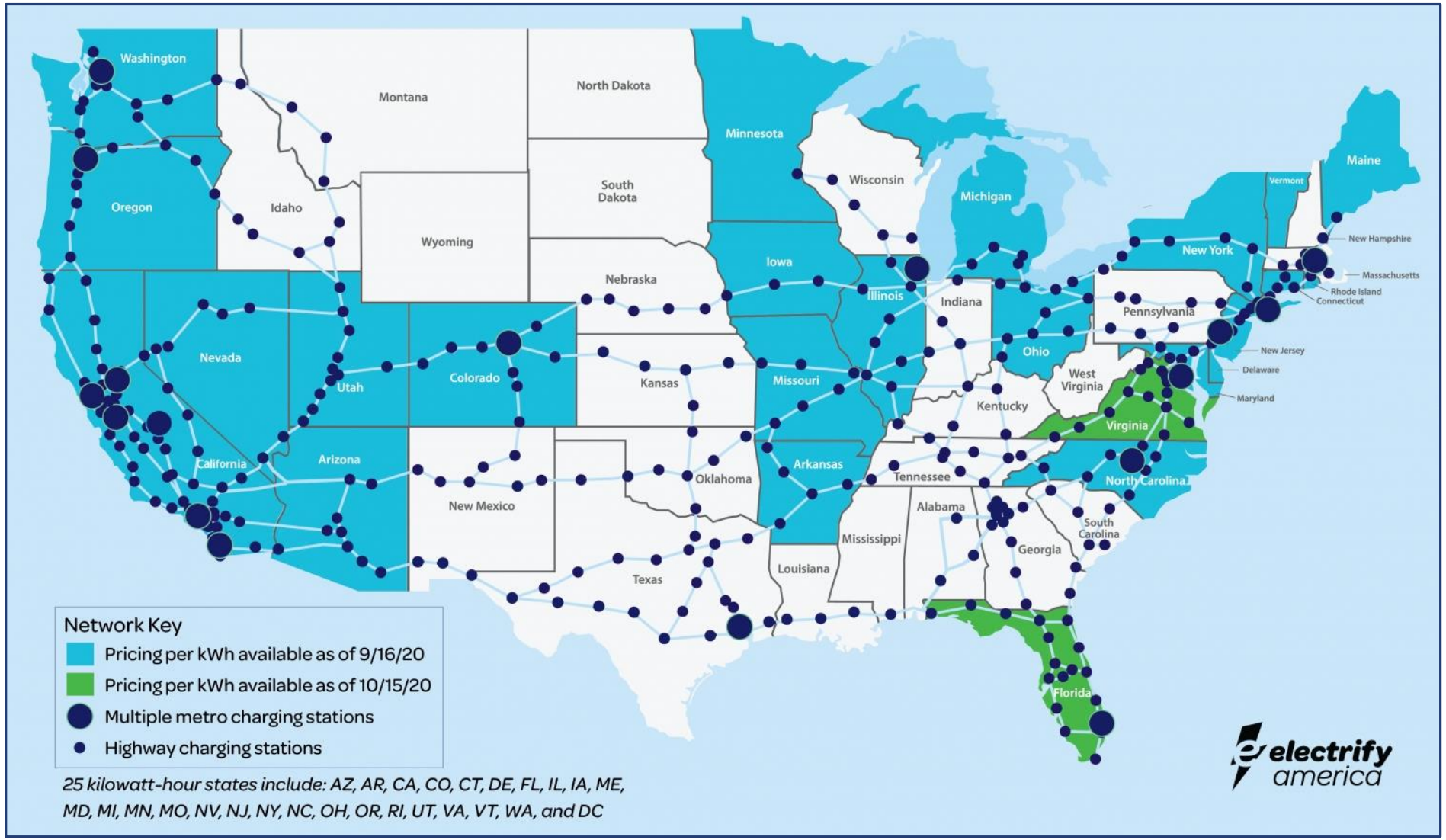
Electrify America prices by the kWh in 25 states and DC




Thank you.