Veloz Webinar: Customers & Fast Charging
Julie Blunden, EVP Business Development
Entering Supply-Driven EV Market

OEMs Have Announced Massive Investments in EVs...

- Automotive OEM investment: $100bn committed, 160 EV models by 2022
  - Volkswagen: $40bn capex
  - Ford EV: $11bn of capex through 2022, and 16 marketed EV models
  - BMW EV R&D to $7bn, 6.2% of 2017 revenue, up from 4.9% in 2016
  - GM will offer 20 EV models by 2023
  - Investments from start-up Asian automotive OEMs > $21bn to date
EV Drivers Want: Reliable + Fast, Convenient, Easy

Reliability should be a given, but is not.

Highly Satisfied Customer Base of 75k+...

*Plugscore Customer Satisfaction, April 2018*

| Score | 8.7 | 7.9 | 6.9 | 6.6 |
America’s Largest Public Fast Charging Network

Develop | Finance | Own | Operate

Powering the EV Revolution
- 75,000+ customers
- 1.1M charging sessions in 2017
- Enabling 50M+ all-electric miles

Fast Charging for 8 Years
- 1,050+ 50kW-150kW DC Fast Chargers
- 34 states, 66 markets, 90% of EV Pop.
- ~50% DCFC in CA
  - 90% of CA < 35 miles from EVgo DCFC
Governor Northam Announces Selection of EVgo to Develop Statewide Public Electric Vehicle Charging Network

~ The contract with EVgo Services, LLC will use approximately $14 million in funds from Virginia’s share of the Volkswagen mitigation settlement ~
Convenient & Easy: Where and When you Want

Convenient:

− Best retail locations
− Best parking lots / garages
− Wide accessibility
− Low queuing

Easy:

− Membership or Pay-as-you-go
− Simple pricing
− Clear signage
− Pay: app, RFID card, credit card, call center
EVgo: Largest Inclusive EV Fast Charging Data Set

Happy EV Drivers = Happy Charging Station Hosts

- 54% Make purchases while they charge
- 25 Minutes Average session length
- $29 Average spent in incidental shopping while charging

*UC Davis Study: Survey and Data Observation on Consumer Motivations to DC Fast Charge*
Ride Share: Dedicated EVgo Network In Construction

EVgo, Maven Gig Make It Easier To Fast Charge A Chevy Bolt EV

Charging Sessions YTD

kWh Dispensed YTD

2017 2018

OEM Retail Fleet

OEM Retail Fleet
EVgo: Building Fastest Chargers Operating Today

First US-based ultra-high speed stations

• 150kW prototype, Fremont CA
  – Installed December 2016
  – For industry coordination and testing of hardware, install standards, etc.
  – Upgradable to 350kW

• 350kW + 150kW + 50kW 2-stall, Baker CA
  – Solar-canopy 2x50kW chargers operating
  – Utility work complete
  – 350kW & 150kW ABB dual connector online 9/18

EVgo widely recognized as a technology leader
GOV. INSLEE LEADS THE CHARGE – LAUNCHES FIRST OF SIX NEW EV FAST-CHARGING STATIONS

Trudi and I were happy to bring our electric vehicle up to the LeMay Car Museum in Tacoma today. We celebrated the first of six new fast-charging stations. Thanks WSDOT, Tacoma Public Utilities, LeMay - America's Car Museum, Forth and EVgo Network for making it happen. This project will help electric vehicles travel along the busy I-5 corridor.