



Texas Electric Vehicle Overview

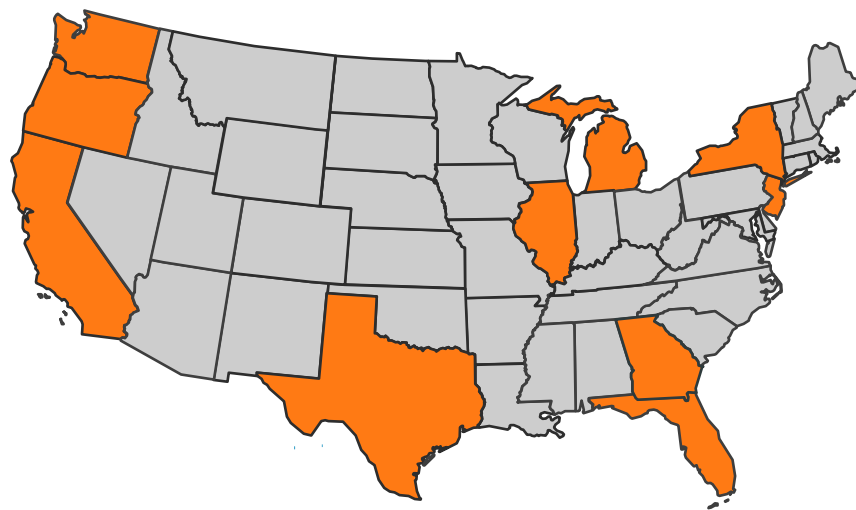
Spring 2017

Dave Aasheim
dave.aasheim@chargepoint.com
214-449-7544

Top Ten EV/PHEV States



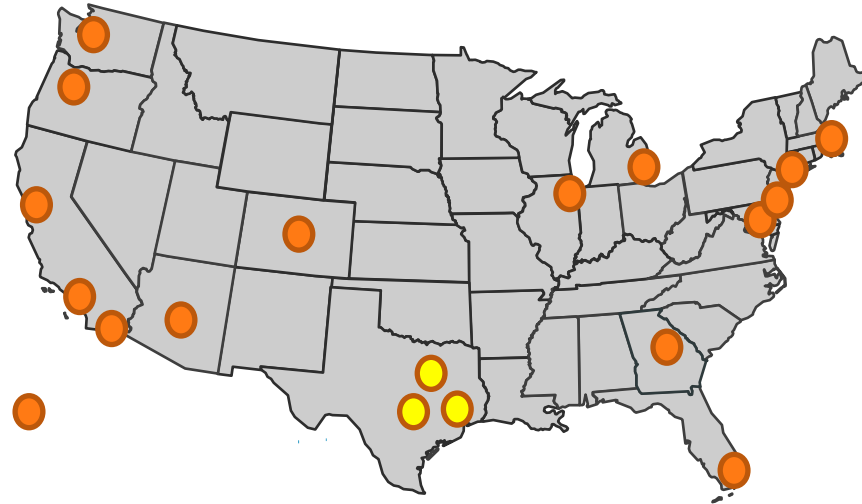
Rank	State	Q1'17
1	California	277,484
2	Washington	24,029
3	Florida	22,689
4	Georgia	21,230
5	Texas	20,432
6	New York	18,905
7	Michigan	14,003
8	Oregon	12,892
9	Illinois	12,571
10	New Jersey	11,838



Top Metros for EV Adoption



Rank	Metro	Q1'16	Q1'17	Growth
1	LA	89,334	124,224	39%
2	Bay Area	77,161	105,095	36%
3	NY/NJ/CT	17,669	24,667	40%
4	San Diego	14,765	20,447	38%
5	Atlanta	20,559	19,268	-6%
6	Seattle	13,191	18,025	37%
7	Chicago	7,857	10,827	38%
8	DC	7,325	10,550	44%
9	Detroit	7,052	10,526	49%
10	Portland	7,127	10,236	44%
11	Miami	6,218	9,072	46%
12	Phoenix	5,937	8,744	47%
13	Dallas	5,727	8,166	43%
14	Boston	5,174	7,334	42%
15	Denver	4,700	7,029	50%
16	Philadelphia	4,716	6,888	46%
17	Houston	3,510	4,752	35%
18	Austin	3,063	4,316	41%
19	Honolulu	3,313	4,291	30%
20	Baltimore	3,037	4,211	39%



EV Models in USA

PHEV



Toyota Prius Prime



Chevy Volt



Toyota Prius Plug-in



Cadillac ELR



Mercedes S 550



BMW 740e



Chrysler Pacifica Plug-In



Ford Fusion Energi



BMW X5 xDrive40e



Ford C-Max Energi



Volvo XC90



BMW 330e



Hyundai Sonata Plug-In



BMW i8



Porsche Panamera S E



Porsche Cayenne S E



Audi A3 e-tron

Plug-In Models



30+ currently available
with many more coming in 2017

BEV



Toyota Rav 4 EV



Honda Fit



smart EV



Ford Focus Electric



Fiat 500 E

BEV with DC Fast Charge



Chevy Bolt EV



Nissan LEAF



BMW i3



Tesla Model S



Tesla Model X



Hyundai Ioniq Electric



VW e-Golf



Chevy Spark



Kia Soul EV



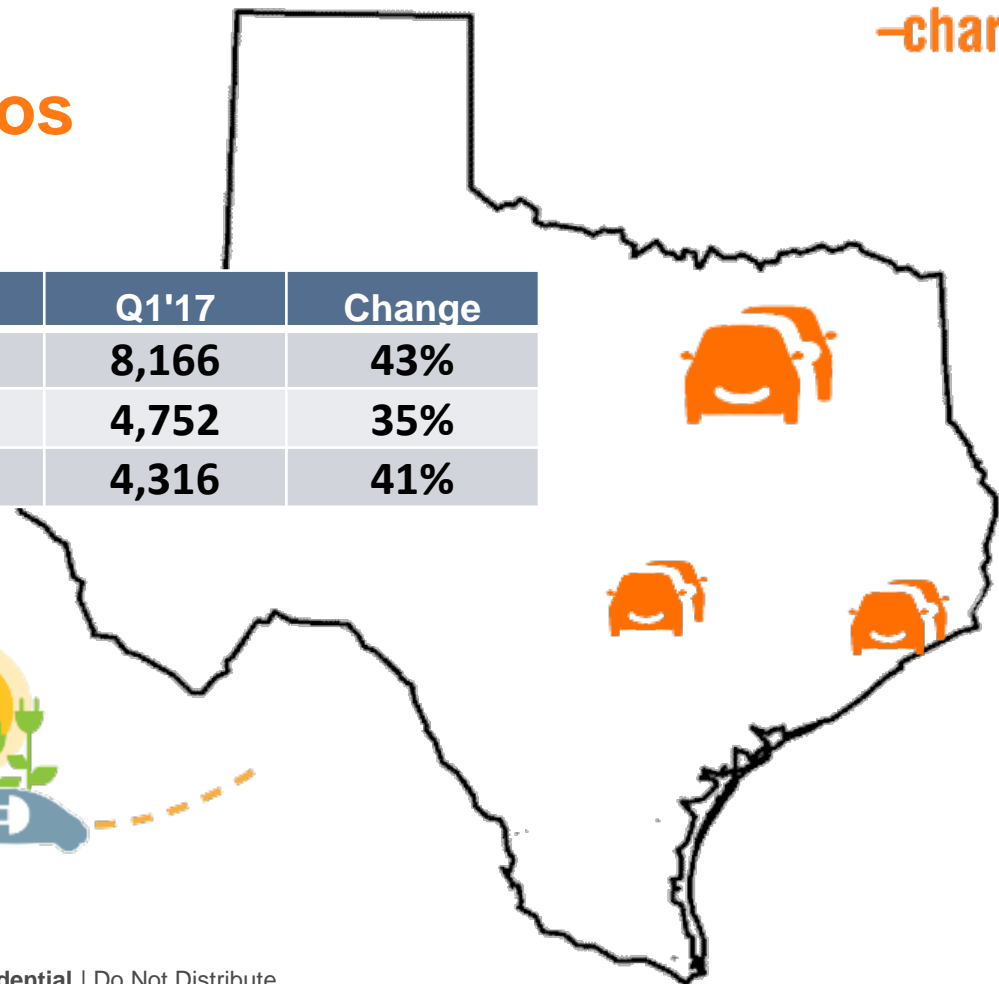
Mitsubishi i-MiEV



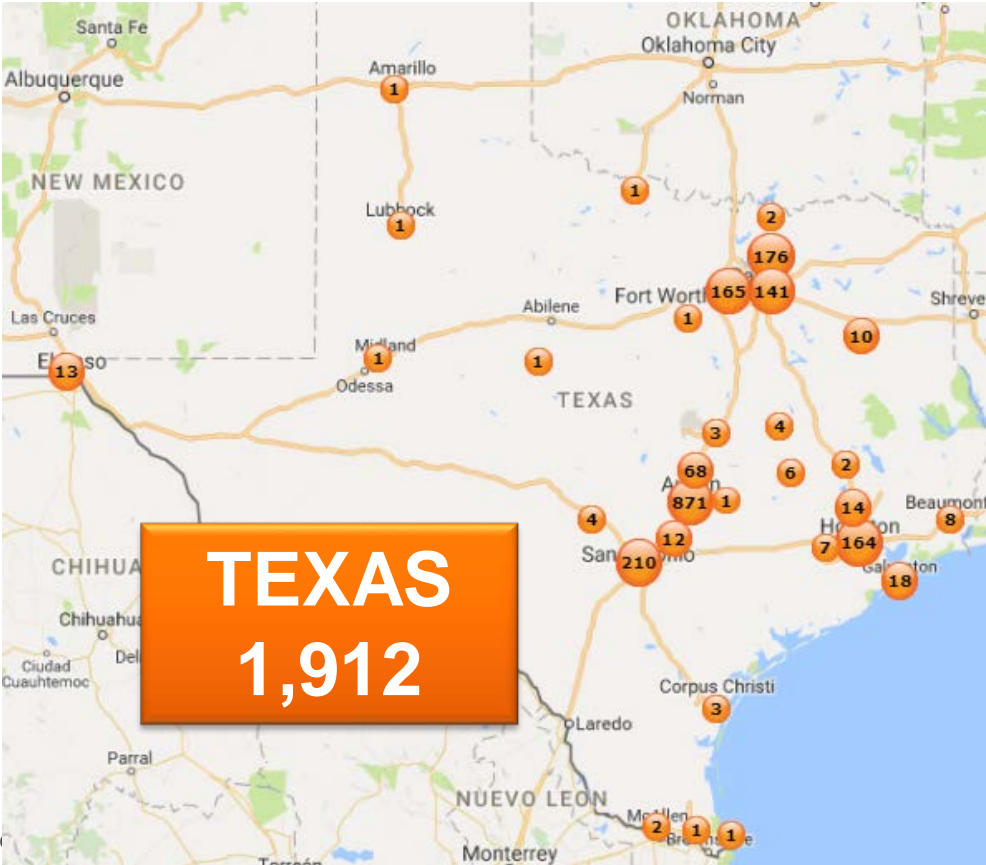
Mercedes B Class

Top Texas Metros

Metro	Q1'16	Q1'17	Change
DFW	5,727	8,166	43%
Houston	3,510	4,752	35%
Austin	3,063	4,316	41%



ChargePoint Stations –Texas



The World'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 4 seconds



Charging Everywhere

- + 38,000+ charging spots
- + 600+ ports added every month



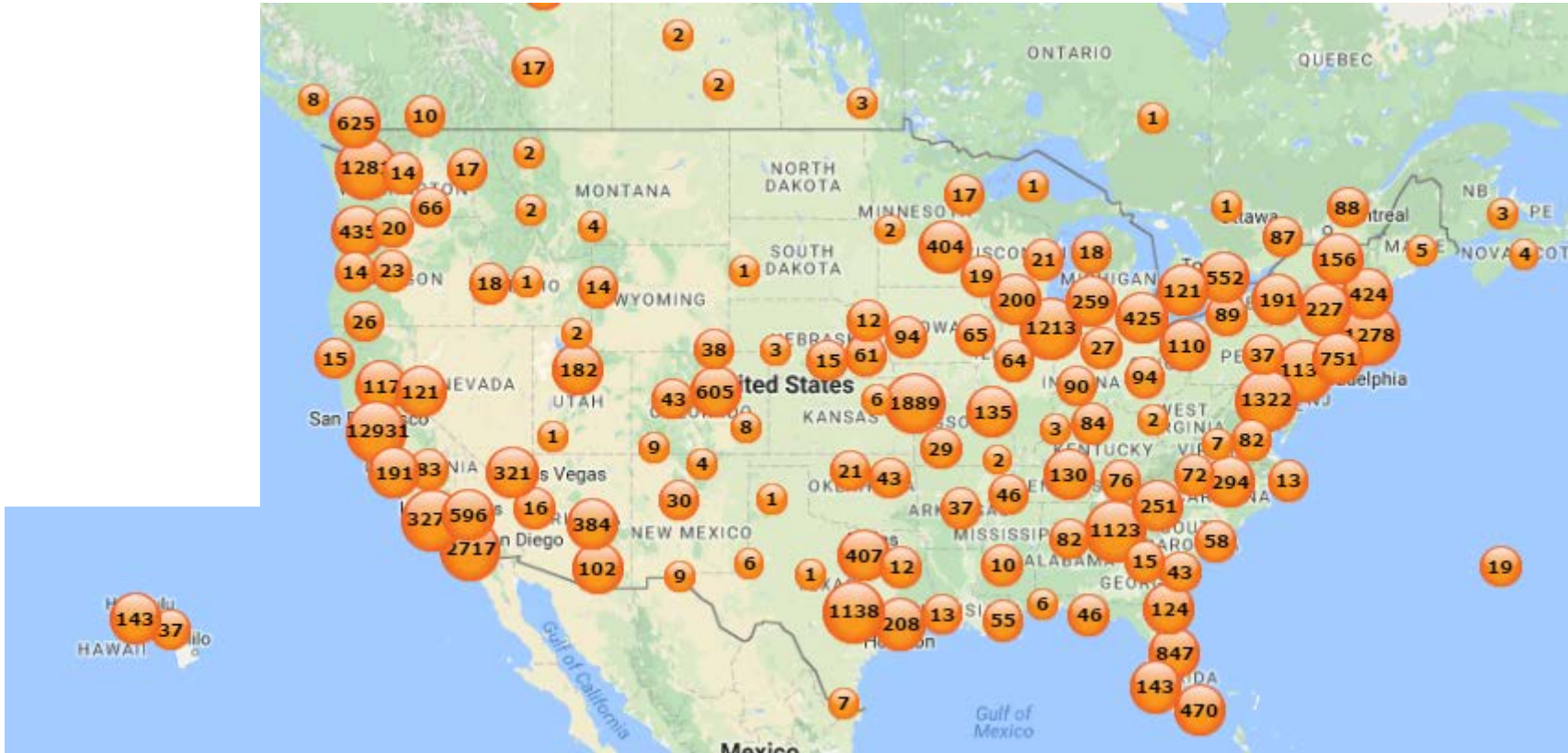
We're Established and Growing

- + \$165+ million in funding
- + Market share leader
- + European Expansion

We Are the Industry Leader

According to Time, Bloomberg, CNBC, Navigant Research and many others

ChargePoint Stations 38,000 and growing



7,000+ Customers: Some of the World's Best-Known Brands

Workplace	Retail	Parking	Hospitality	Multi-family	Energy	Fleet	Municipalities	Education	Healthcare

Stations for Every Situation

Single Family Home



Home Level 2

Multi-Family, Fleet



CPF25 Level 2

Commercial/Municipal, Mixed Use



CT4000 Level 2

On-Route, Commercial



CPE100 24kW



CPE200 50kW



CPE250 Express Plus 62.5kW 400kW

Fast DC Chargers

Ultra-fast DC Chargers

ChargePoint Level 2 Stations – Six Flavors –chargepoint+

+ Dual Port Level 2 Charging Stations

- Standard= 6' tall with 18' cords
- Tallboy= 8' tall with 23" cords



+ Single Port Level 2 Charging Stations



Commercial Level 2 Charging Stations

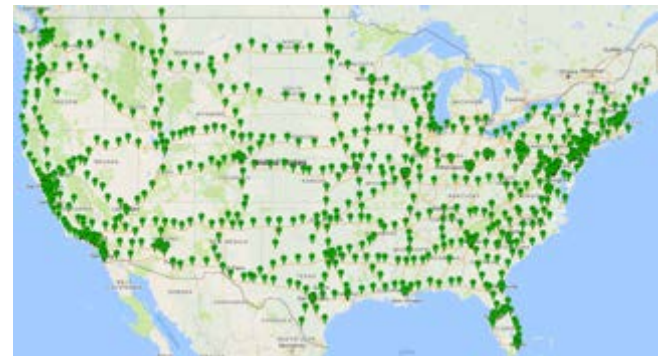
Charging for businesses and municipalities that want to offer charging to employees, customers and visitors

- + **Speed:** 25 RPH (estimated maximum miles of Range Per Hour of charging).
- + **Clean Cord Technology:** Self-retracting, maintenance free and ultra-lightweight cord management system.
- + **Power Management Options:** Cut installation costs and double the number of parking spots served.
- + **Branding and Customization:** Promote your brand with an LCD screen and customizable signage.



National High Speed Charging Network Vision

- + Nationwide network of High Speed EV charging sites enabling long range EV travel
- + EV Adoption – accelerate the widespread adoption of long-range battery electric vehicles by alleviating range anxiety
- + Future-proof – modular scalable charger and site architecture designed for 150kW to 350kW capable cars
- + Unsurpassed driver experience – through superior sites, charging equipment and software integration
- + Collaborative – ChargePoint and CEC funds already funded and project started – in discussion with other potential investment partners



Map of High Speed EV Charging Sites across USA



High Speed EV Charging Site (Rendering)

Four Port Site Installation

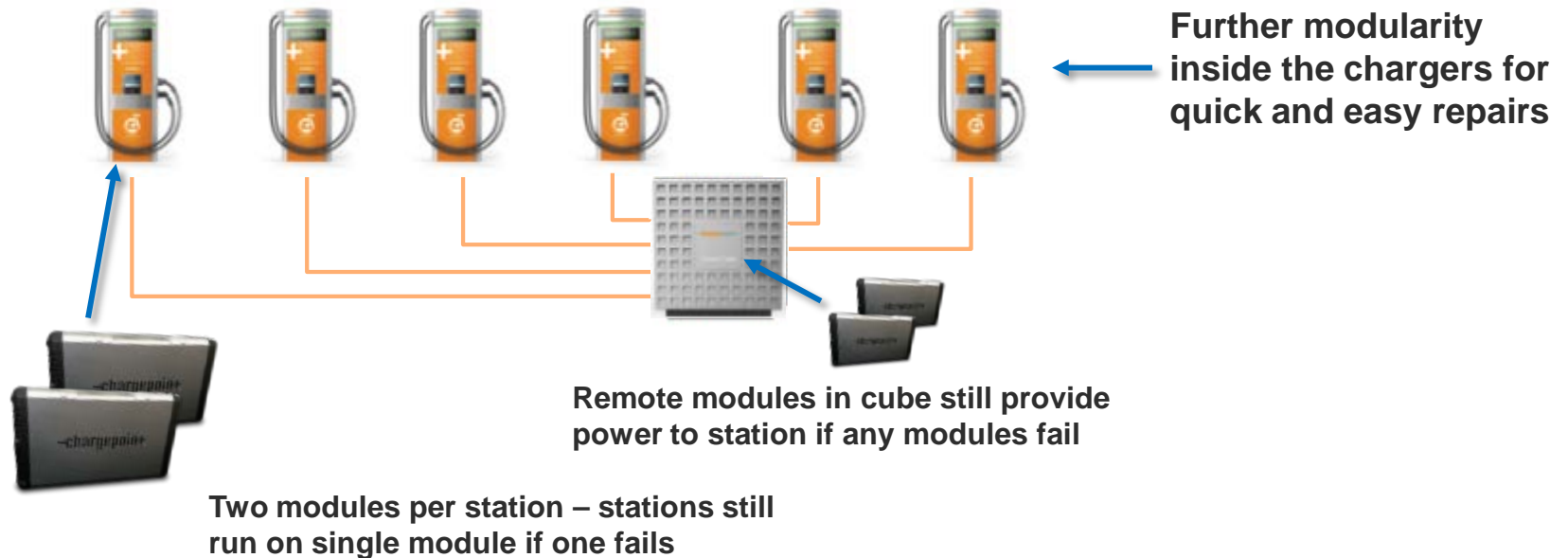


Expandable to 400 kW Ultra-Fast Charging



Reliability Through Design and Redundancy

Redundant charging ports at each site



CPF25 Family

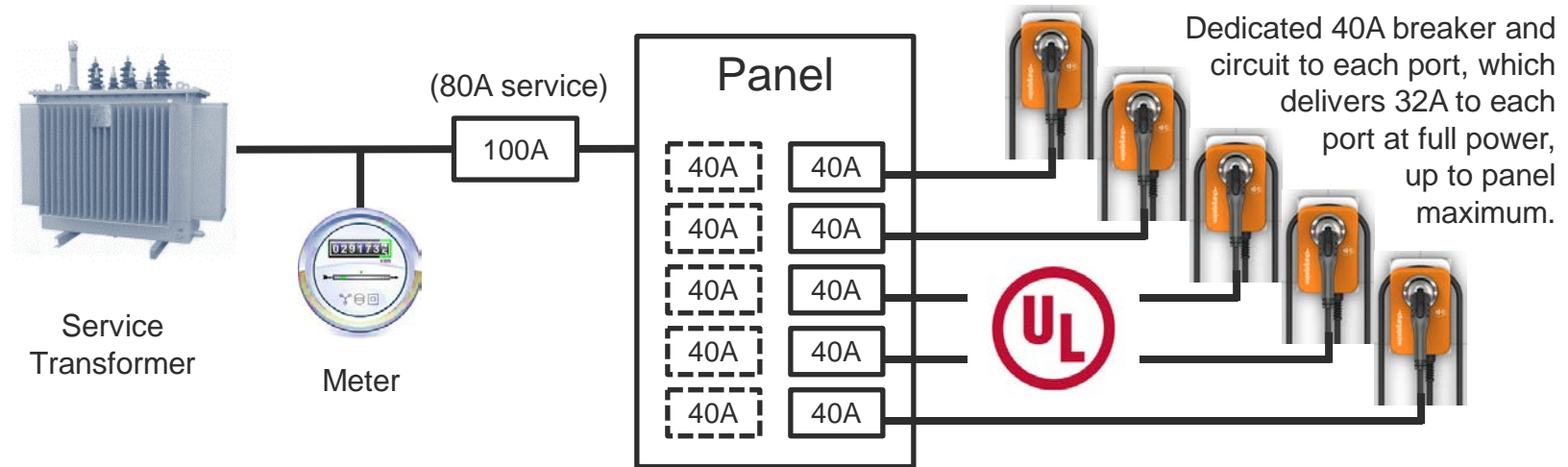
Charging for airport, fleet, and multi-family applications

- + **Energy Management:** Lower both installation and electricity costs with advanced energy management tools such as panel sharing and scheduled charging.
- + **Access Control:** Control who can use your charging stations. Assign RFID cards to vehicles or drivers and allow only those approved vehicles or drivers to charge at your stations.
- + **Speed:** Our Level 2 CPF25 stations charge at a maximum rate of 25 RPH (miles of Range Per Hour), supplying up to 7.7 kilowatts (kW).



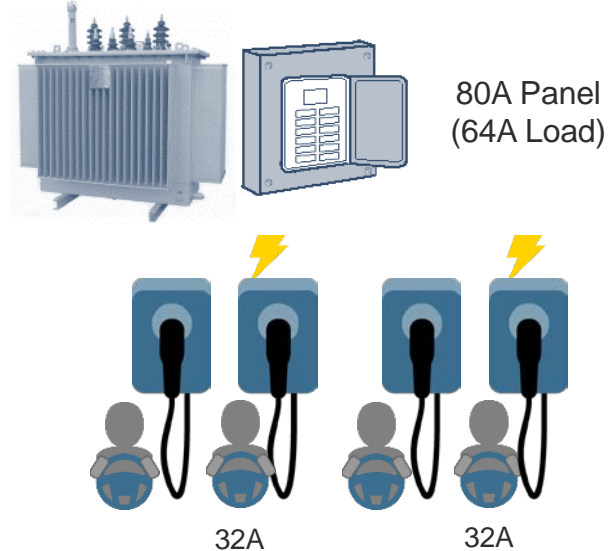
Panel Sharing

- ChargePoint Panel Share technology allows a maximum aggregate load to be set on a group of stations.
- The stations, in concert with ChargePoint cloud-based services will manage the individual power output of each station to ensure that the maximum allowed load is never exceeded.
- In this example we show 80A service for 5 stations, which would otherwise draw $5 \times 32A = 160A$ at FULL load (2:1 oversubscription).



Charge More Cars with Panel Share

- + Imagine you have enough capacity to charge 2 cars at the same time
- + But you have more than 2 drivers
- + Panel Share allows you to install more stations than would otherwise be supported by the electrical service
- + Cars charge normally up to the point where the panel capacity would be exceeded
- + Power is intelligently distributed to ensure the aggregate load does not exceed the panel capacity
- + As cars finish charging the power is rebalanced



Street Light EV Charging

- + In Development—
 - Combines Level 2 EVSE with a 16' street light, with integrated cable management
- + Availability: TBD— shooting for 2018



-chargepoint-



ChargePoint Home

The world's smartest, smallest and most advanced residential charging station

- + **Fast and Easy:** 6X faster than plugging into the wall, standard connector and simple installation
- + **Integrated:** Works with Nest to track usage and save on energy costs
- + **Connected:** WiFi enabled. Mobile app allows for remote start, scheduling and reminders.
- + **Safe and Reliable:** From the world leader in commercial EV charging and backed by a 3 year warranty
- + **Designed:** Ultra-thin and smaller footprint than a piece of paper



Thank You

For further information on ChargePoint,
please contact Dave Aasheim:

dave.aasheim@chargepoint.com

(214) 449-7544

