

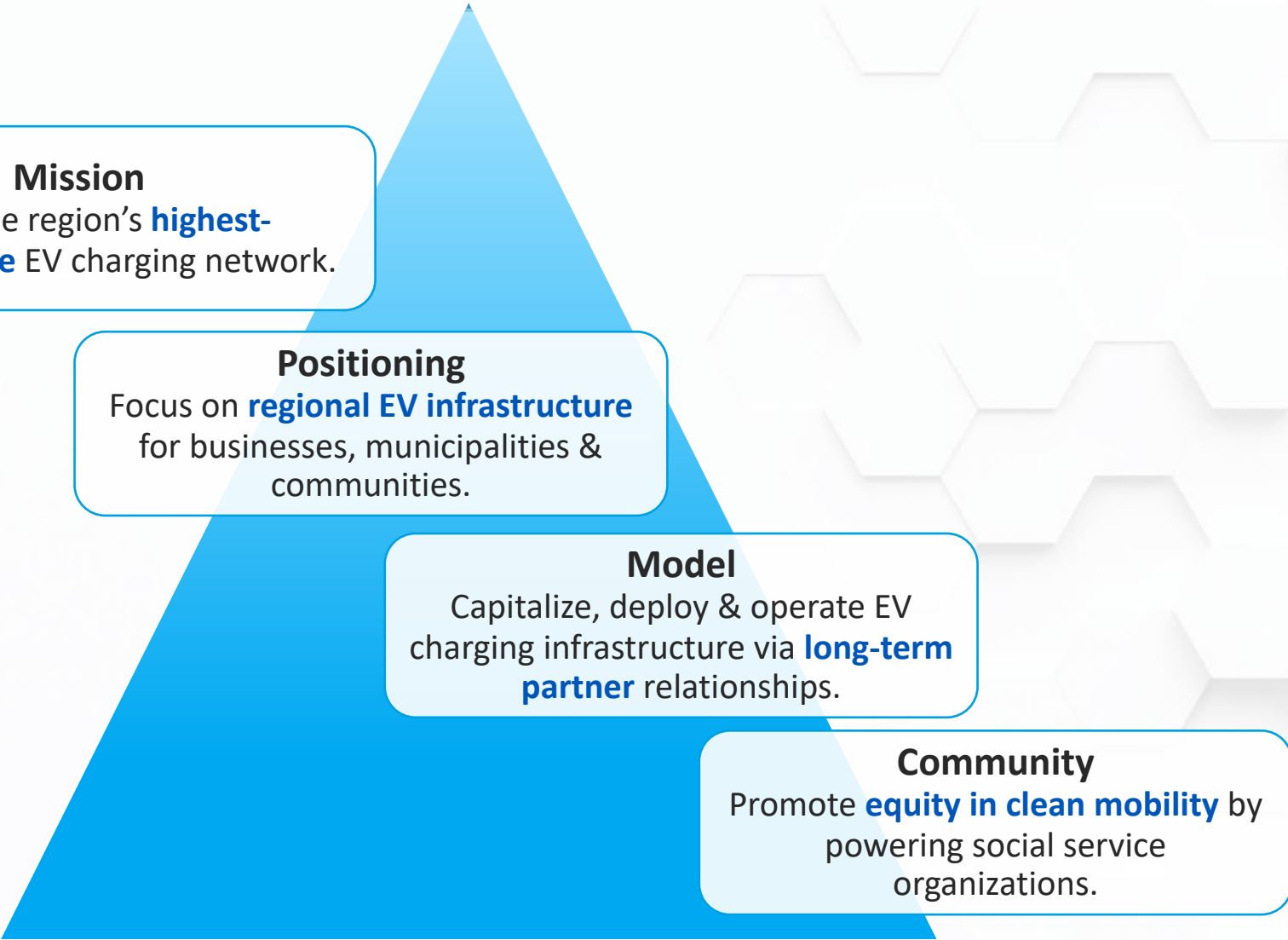


## Cincinnati's EV Charging Renaissance

P O W E R I N G T R A N S P O R T A T I O N

September 29, 2020

# About Electrada



## Mission

Build the region's **highest-performance** EV charging network.

## Positioning

Focus on **regional EV infrastructure** for businesses, municipalities & communities.

## Model

Capitalize, deploy & operate EV charging infrastructure via **long-term partner** relationships.

## Community

Promote **equity in clean mobility** by powering social service organizations.



# Electrada's Offering



No capital costs + attractive returns

For site host partners



Relentless focus on service & uptime

For EV drivers

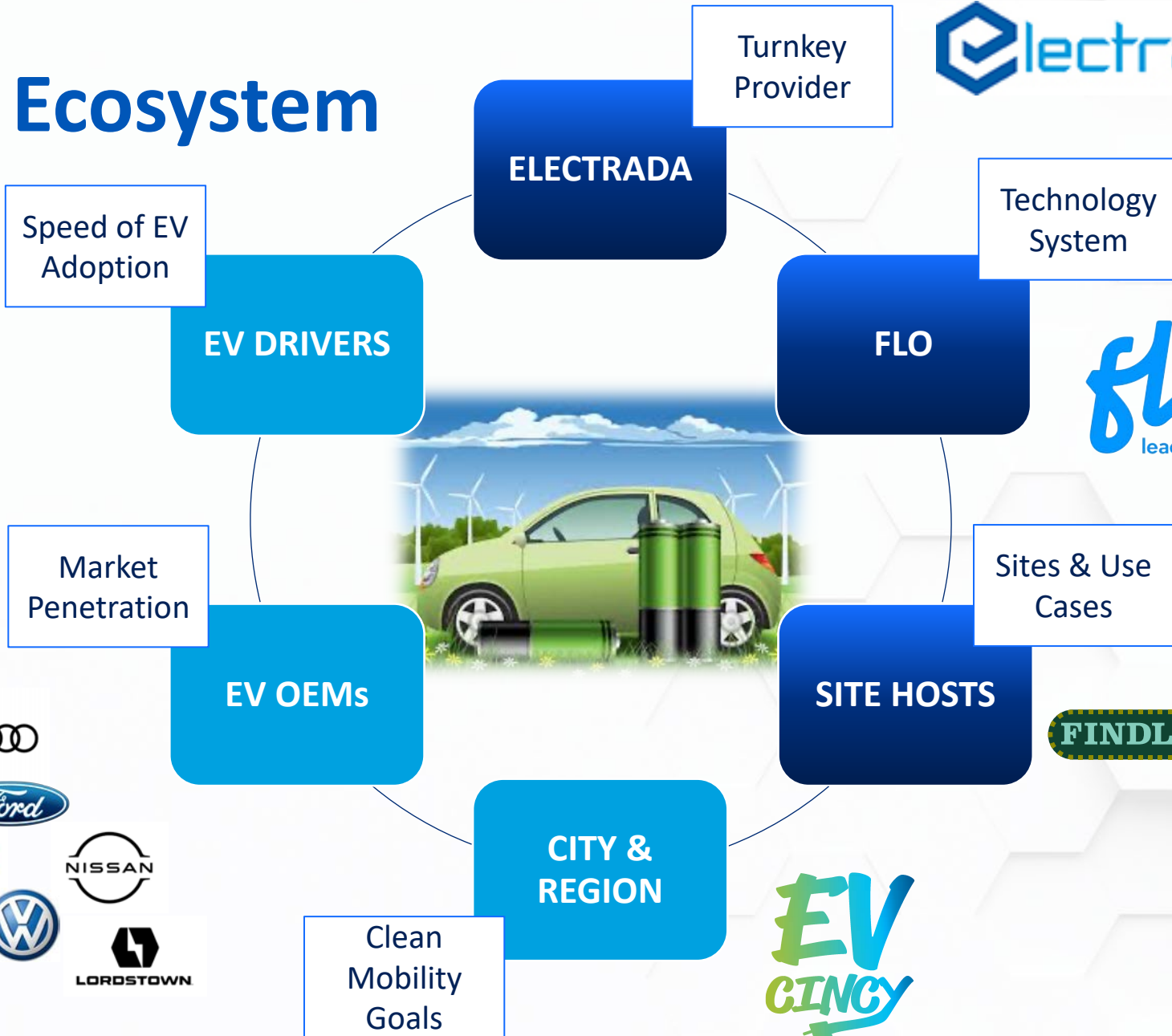


Local maintenance & support

For all stakeholders



# EV Charging Ecosystem





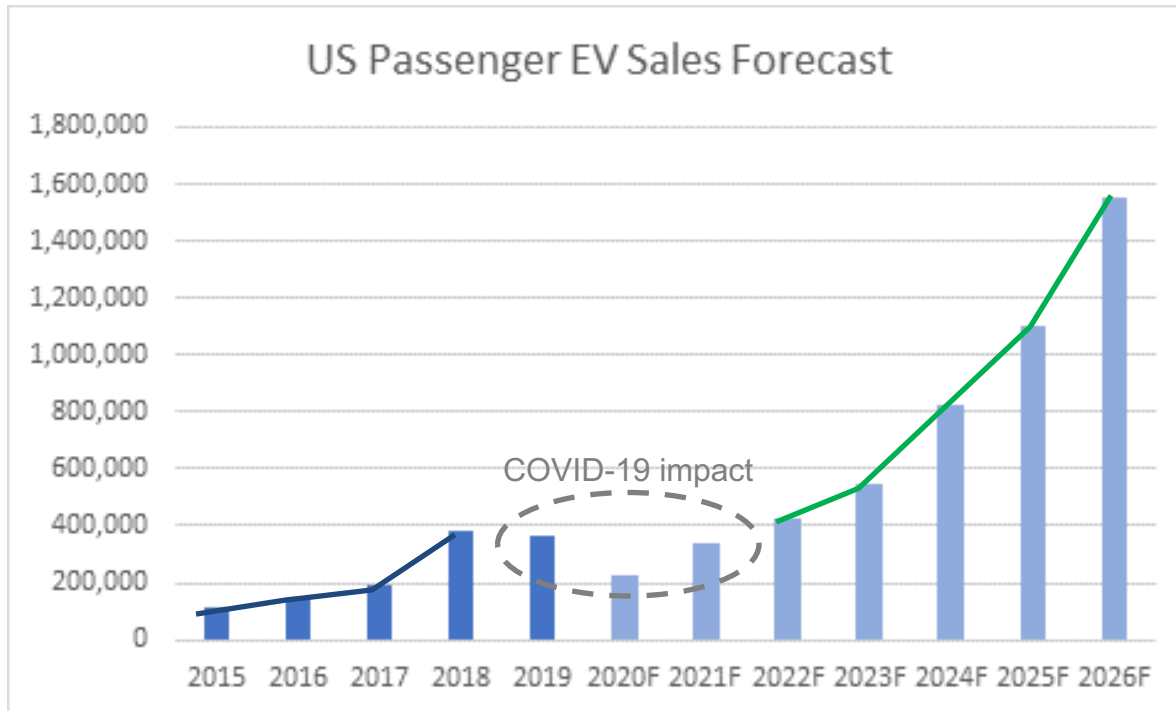
**flo**



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# EV Sales Acceleration at our Doorstep



- Cincinnati 45 DC and 94 public L2 representing respectively 13% and 9% of Ohio EVSE (US Energy)
- Ohio EV population in 2019 : 16k
- Approximately 0.7% of car sales are EVs in Ohio and **grew by 30%** from 2018 to 2019.
- Ohio has **one of the top 10** largest truck and **car populations** (source: Fed Highway Admin 2017)

Source: Historical EV sales from InsideEVs and Baum. Future EV sales projections from BNEF.

# What we learned in the past 10 years



EV charging infrastructure is a good way to support greater EV adoption.

**BUT**

Providing infrastructure with the best quality of service (built-in reliability & high uptime), is the best way to accelerate EV adoption



Our mission is to accelerate EV adoption by offering **the best charging experience** to our customers.

We believe it starts with **high-quality.**



# At FLO, high-quality is in our DNA



## High Uptime

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L2  
Charger  
Uptime  
**99%**



DC Fast  
Charger  
Uptime  
**97%**

## High Satisfaction

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- **92% Network Satisfaction** ratings by EV Drivers
- **92% Client Support Satisfaction** ratings by our customers
- **98% FLO owners satisfaction** ratings

## Experience & Impact

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- **30,000 Stations** Manufactured/Sold In NA
- **500,000 Monthly Charging Events**
- **7.5 GWH of Energy** Transferred Monthly
- **26,700,000 Miles Traveled** Per Month
- **1,077 Trips Around The Earth**

# Questions



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Joe Hansbauer

President & CEO, Corporation for Findlay Market





# Findlay Market

- Findlay Market is proud to partner with Electrada and be part of the EV Charging Renaissance.
  - One of the Findlay Market values is “Responsible,” demanding that we honor our role as stewards of a thriving landmark. We are committed to a greener future through several sustainability initiatives (EV charging stations, recycling, composting).
  - The market sees 1.2 million visitors each year and serves a critical commercial and social hub of Cincinnati, allowing us to play a visual role in supporting Cincinnati’s transition to clean transportation.
  - Findlay Market is thrilled to have Electrada as a partner in order to provide its customers, vendors and neighbors with a high-reliability service without the capital, performance or maintenance risk.
  - We look forward to celebrating the Grand Opening later this week, which we know will be the first of many collaborations in an effort to make the market and our city cleaner.
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