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HALIFAX 2024

OCTOBER 6-9

The Road to Electrification:
A Strategic Blueprint for Canadian Organizations

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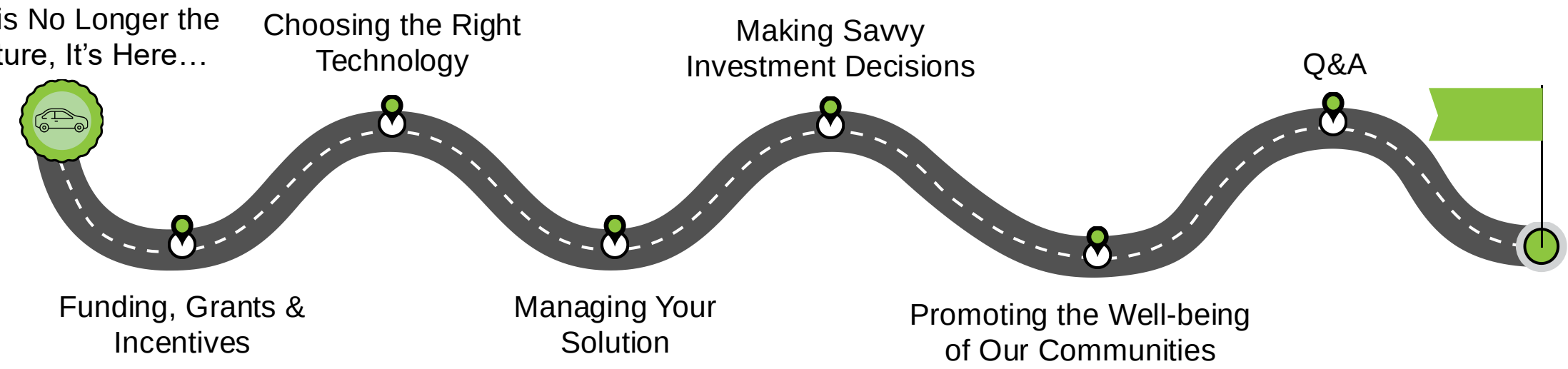
Agenda


EV is No Longer the Future, It's Here…
Choosing the Right Technology
Making Savvy Investment Decisions
Q&A
Funding, Grants & Incentives
Managing Your Solution
Promoting the Well-being of Our Communities

Now Is The Time to Install

Electric vehicles are no longer a future idea.

They’re here.

The End of Gas-Powered Vehicle Sales in Canada

Canada will effectively end sales of new passenger vehicles powered only by gasoline or diesel by **2035**. It will be achieved in several phases:

- **2026** — 20 percent
- **2027** — 23 percent
- **2028** — 34 percent
- **2029** — 43 percent
- **2030** — 60 percent
- **2035** — 100 percent

Prepare for the market's expansion in the years ahead!

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EV Adoption: Canadian Highlights

2023 first full year total ZEV market share above 10%
(10.8% ‘23 vs. 8.2% ‘22)

More new ZEV registrations in Q3 2023 than entirety of 2022

Gas power down to 77% from 89.6% in 2020

Ontario registration growth was 32.6%- 27% of all new ZEV registrations in the country

2023

ZEVs as a % of new vehicle registrations in Canada by province

British Columbia

26.4%

~1 in 4 new vehicles registered

Ontario

8.2%

~1 in 10 new vehicles

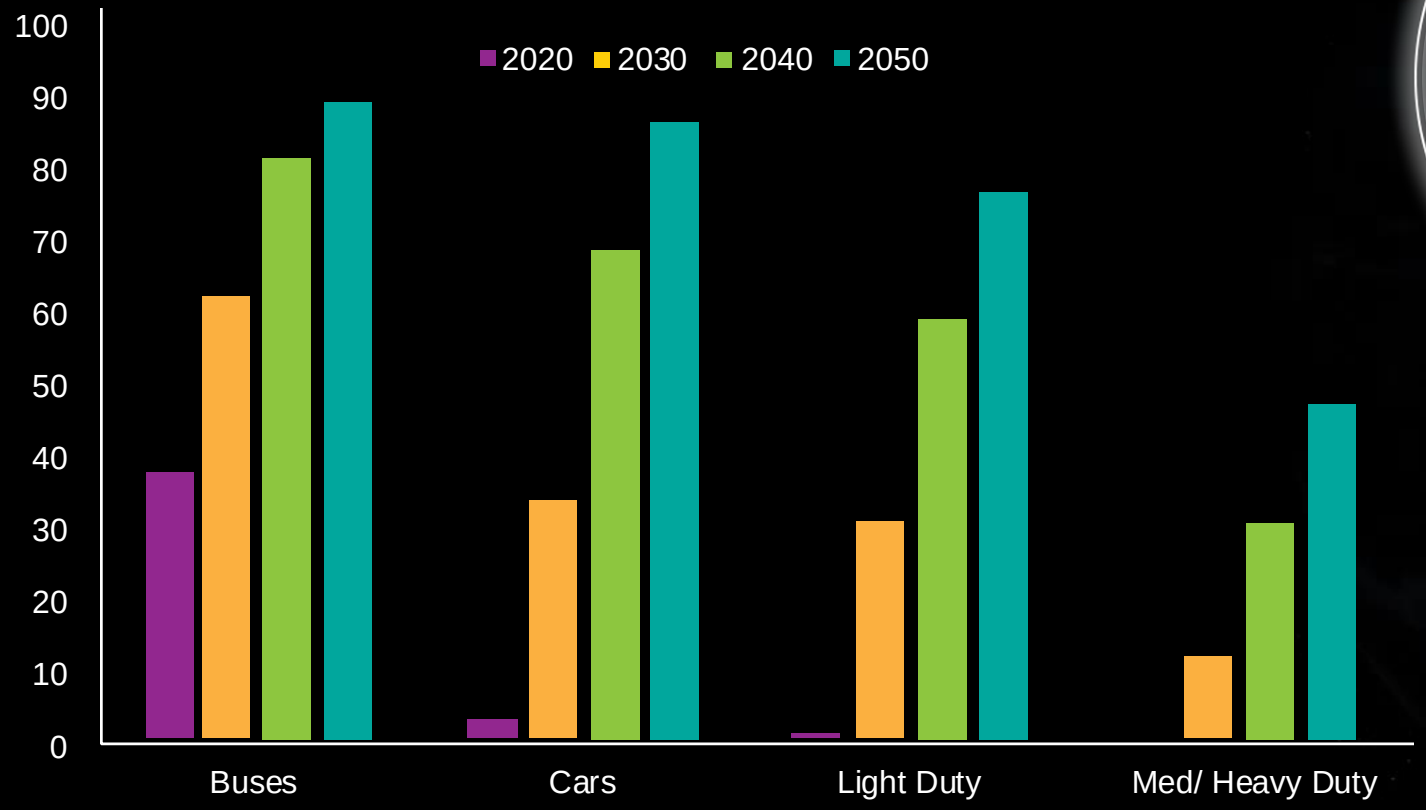
Québec

22.8%

~1 in 5 new vehicles registered

Massive EV Growth is Everywhere.

Share of zero-emission vehicle sales by segment:
Economic Transition Scenario (Global, 2021 - Bloomberg)



Massive EV adoption is ~~coming~~ here.

The Problem:
A lack of charging infrastructure is cited as the top barrier.

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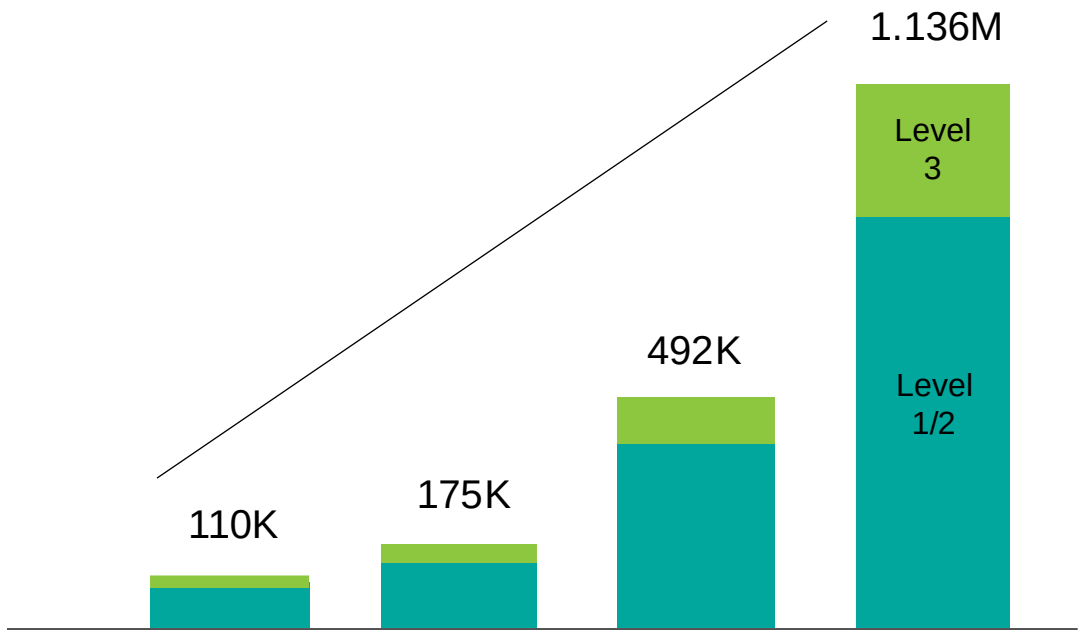
Infrastructure is The Opportunity.

EV Charger Install Base - 2020 – 2027 Forecast



	2020	2022	2025	2027
USA	96,000	156,000	453,000	1,063,000
Canada	14,000	19,000	39,000	73,000

1.6 million publicly accessible chargers to support 50% new vehicle targets.

200,000 publicly accessible chargers required by 2030.
10X in 6.5 years!

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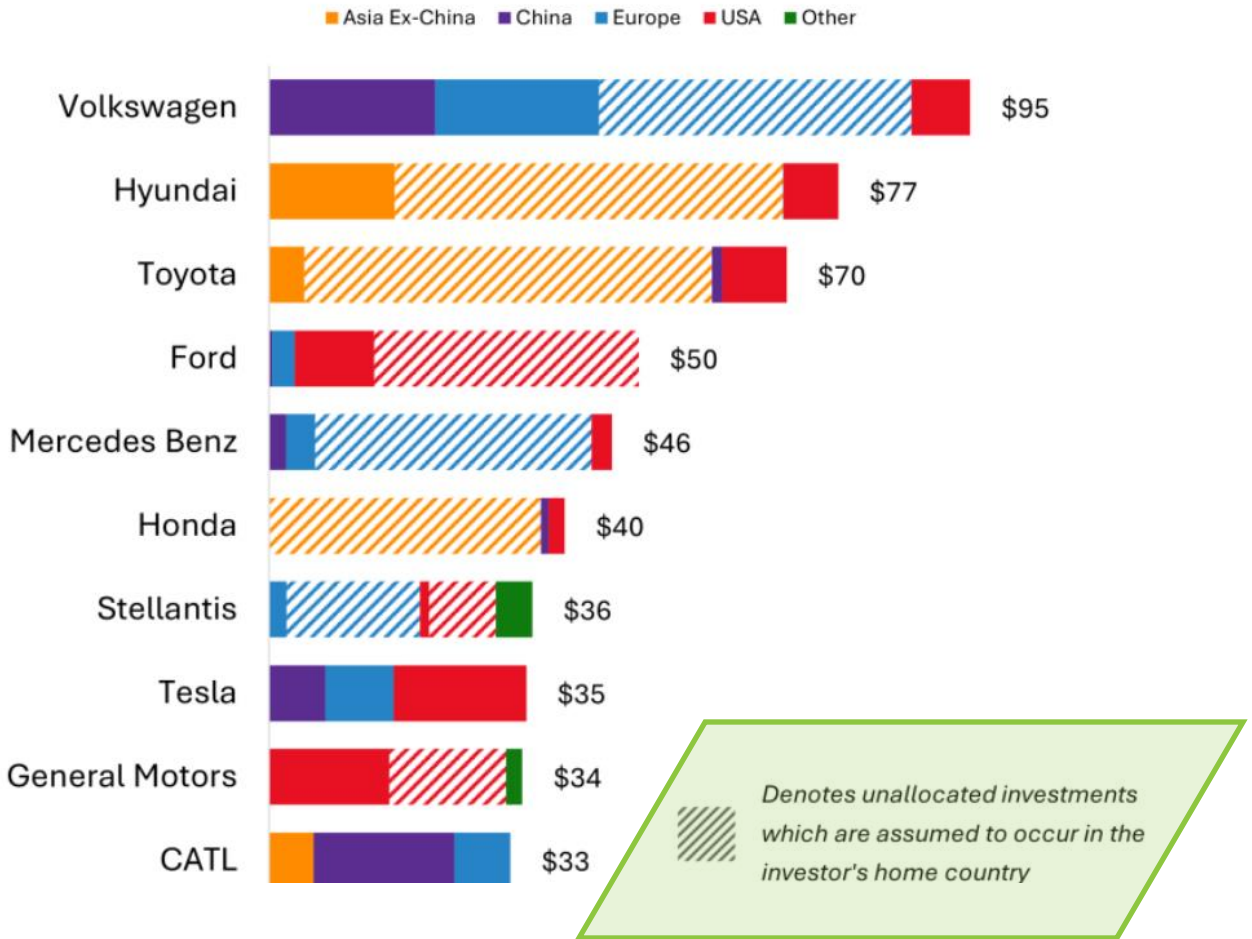
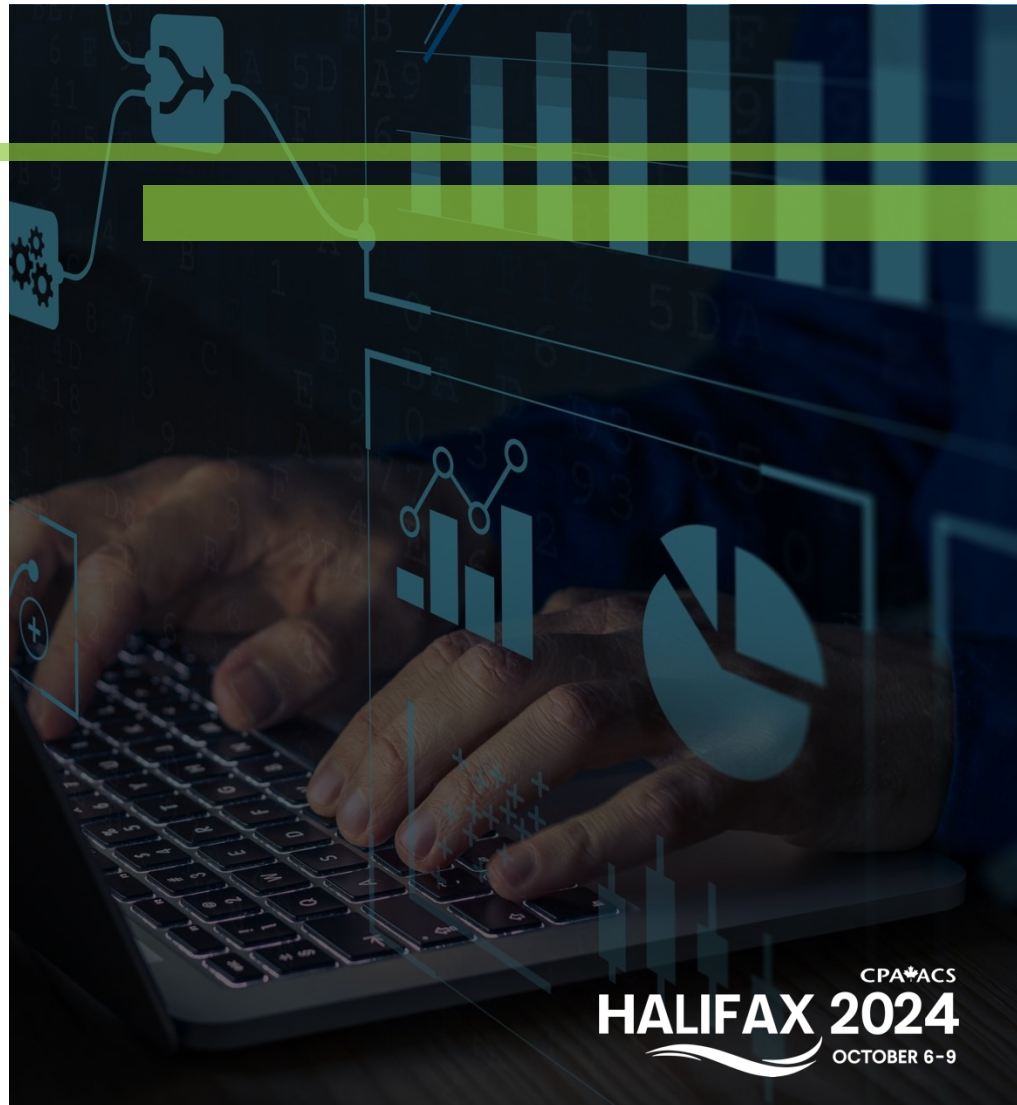
Fully Supported by the Canadian Government

The Government of Canada and NRCan launched the **Zero Emission Vehicle Infrastructure Program (ZEVIP)** as an incentive for Canadian organizations to purchase and install EV charging stations.

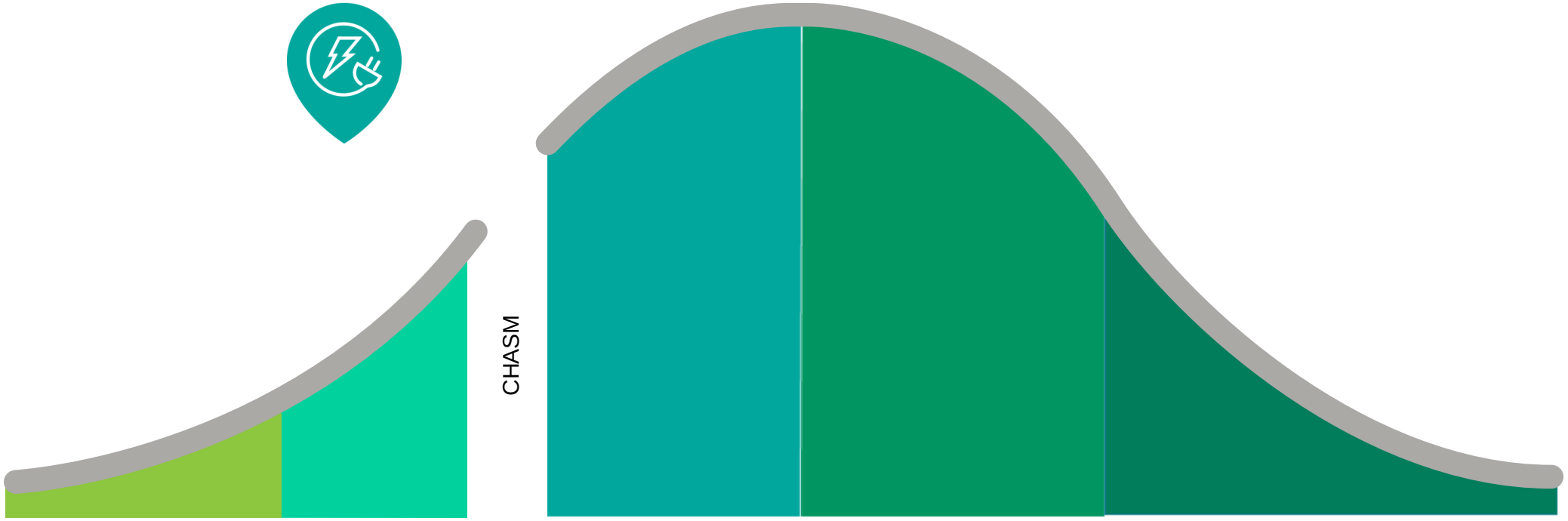
Automaker Financial Investments

Between August 2022 and March 2023, major EV and battery makers announced cumulative investments of $52 billion in North American EV supply chains.





Where We Are Now



INNOVATORS	EARLY ADOPTERS	EARLY MAJORITY	LATE MAJORITY	LAGGARDS
2.5%	**13.5%**	**34%**	**34%**	**16%**

Embrace an Unavoidable Transition

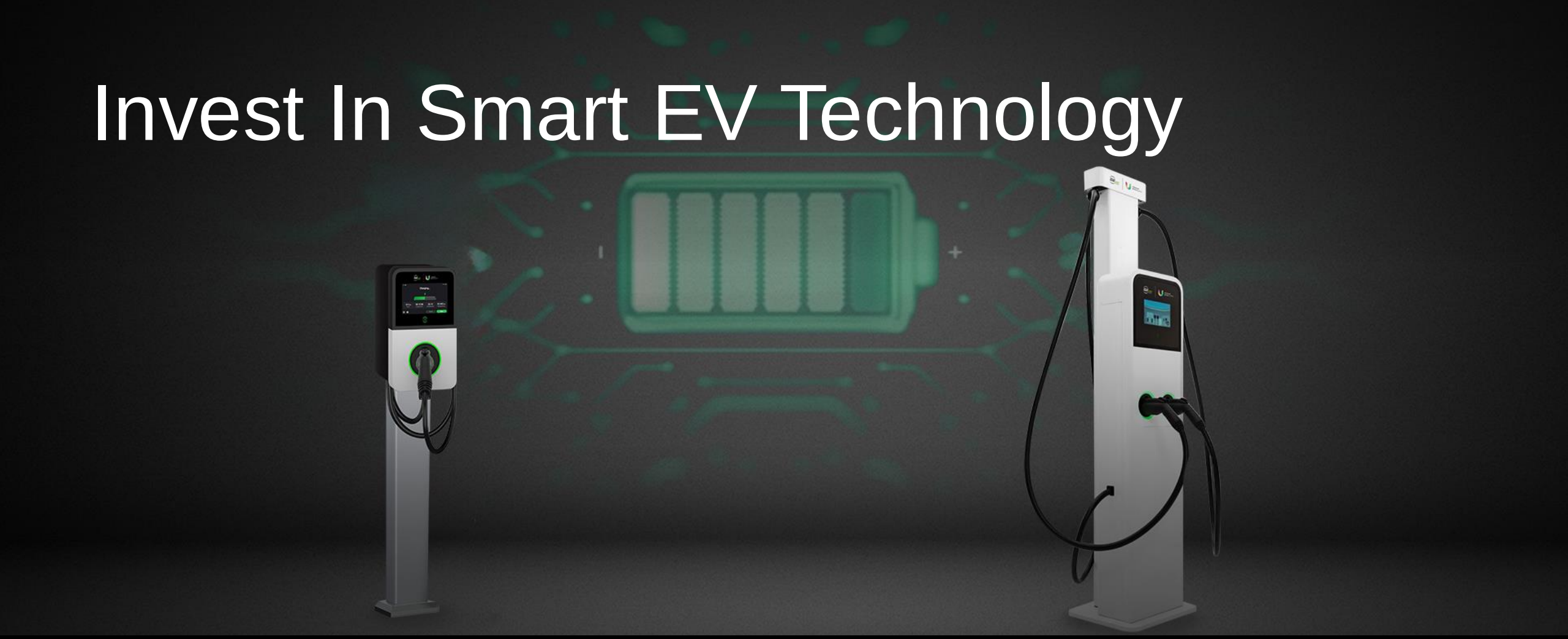
Factors to Consider

Making a tangible impact.

- Rapidly growing EV adoption
- Strong government mandates for EV adoption
- Massive govt. and private sector investments
- Rapidly declining EV input costs
- Increasing consumer choice
- Rapidly improving product performance

Choosing the Right Technology

Invest In Smart EV Technology



Level 2 Chargers

- For charging within hours
- Single and dual port

Level 3 Chargers

- For fast charging in 30 mins
- Single and dual port

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Turnkey EV Charging Service for Your Parking Operation

EV Charger Supply

Design and Installation

Smart Reporting

Maintenance and Technical Support

Advanced EV Charging Software and Network Solutions

Ensure your tech is Open Charge Point Protocol (OCPP) compliant.

Real-time usage dashboard & analytics

Automatic power management for cost saving

Fleet tracking services for additional required electricity

Available through SOAP/XML and REST APIs, follows same data access rules as the UI

Flexible pricing by hour, kWh, time of day, customer type, and more

Full access control to determine who and when can use the charger

Support for customer waitlist management with notifications

Provide additional driver services beyond charging

EV Charging as a Service

A monthly subscription fee is all you pay…

- No capital costs for equipment
- Predictable operating expenses
- Monthly service fee is all you pay

Case Study

Trillium Health Partners

ABOUT

- **Location:** Credit Valley Hospital, Mississauga, ON
- **Facility type:** Multi-level parkade
- **Total stalls:** 2,500

THE SOLUTIONS

- Six dual-port Level 2 chargers
- Driving range of up to 40-50 km/hour of charging
- Service of up to 12 vehicles
- Pay for charging and parking in Parkedin™

THE RESULT? INCREASED STAFF AND VISITOR SATISFACTION

Managing Your Solution

First Things First: Partner With An…

Authorized Provider and Support Specialist

- **Product reliability:** hardware and software
- **Financial options:** financing or buying outright?
- **Electrical infrastructure and design:** site-specific infrastructure, timelines, certified labor
- **Installation:** hardware, software, signage, stall painting
- **Operating:** electrical, cloud connection, support and maintenance, station summary reporting, configuration changes, advertising, ongoing maintenance

Invest in…

A Cloud Solution that Fully Manages Your Charging Portfolio

On-site promotion to drivers

Energy Management

Sustainability and Efficiency Metrics

User Groups

Monthly Reporting

Simple, Dynamic, and Time of Use Pricing

Real Time Analytics

Payment Processing

API and Platform Integration

Multi-Site Management

Reservations

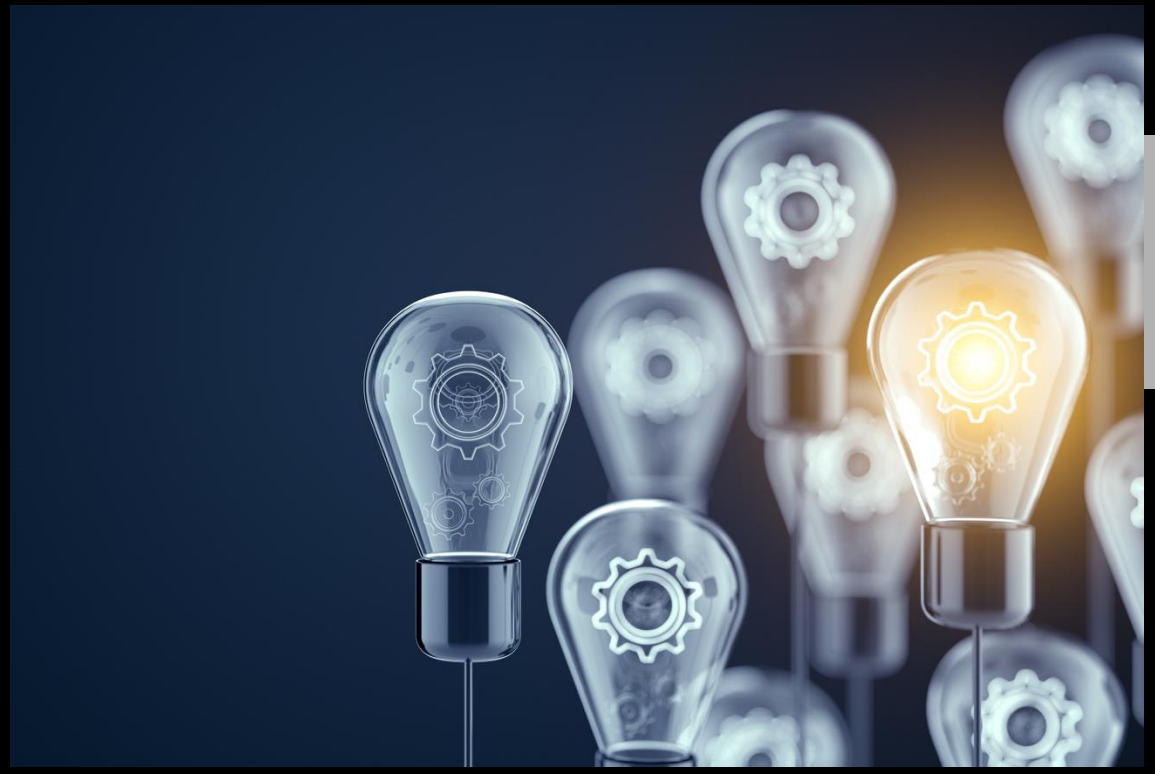
Access Control

Proactive Monitoring

Pay.Charge.Go

Combine parking and EV charging into one simple transaction.

- ✓ Locate Nearby Charging Stations
- ✓ Receive Real-Time Station Status
- ✓ Pay for Charging and Parking All At Once
- ✓ Monitor Session Progress and Account Management
- ✓ Customer Support Directly Through App



Making Savvy Investment Decisions

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Assessing Your Organization's Objectives…

Understanding your market and customer base ensure that monetization efforts enhance rather than detract from user satisfaction.

Dynamic Pricing Structures

Effective pricing = guaranteed efficient turnover of chargers.

Promote productive customer behaviour

Set up optimal pricing that works best for you and your customers

Automatically incorporate energy pricing rules where required

Promoting the Well-being of Our Communities

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The Future of Mobility is Electric

Cleaner Air, Health Boost

EVs emit zero pollutants, improving air quality and public health, especially in cities.

Quiet, Peaceful Streets

Electric vehicles reduce noise pollution, enhancing urban living conditions.

Economic Growth, Jobs

EV adoption drives local economies, creating jobs in infrastructure and services.

Energy Independence, Savings

Reduce reliance on fossil fuels, promoting renewable energy use and cost savings for EV owners.

Innovation Hub

EV technology fosters local innovation and collaboration, attracting investment and talent.

Climate Resilience, Sustainability

EV transition curbs emissions, aiding climate efforts and inspiring broader action.

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Question Period

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