PlugIn STATIONS ONLINE
WHERE PEOPLE GO TO GET CHARGED

Accelerating the Transportation Revolution

About PISO

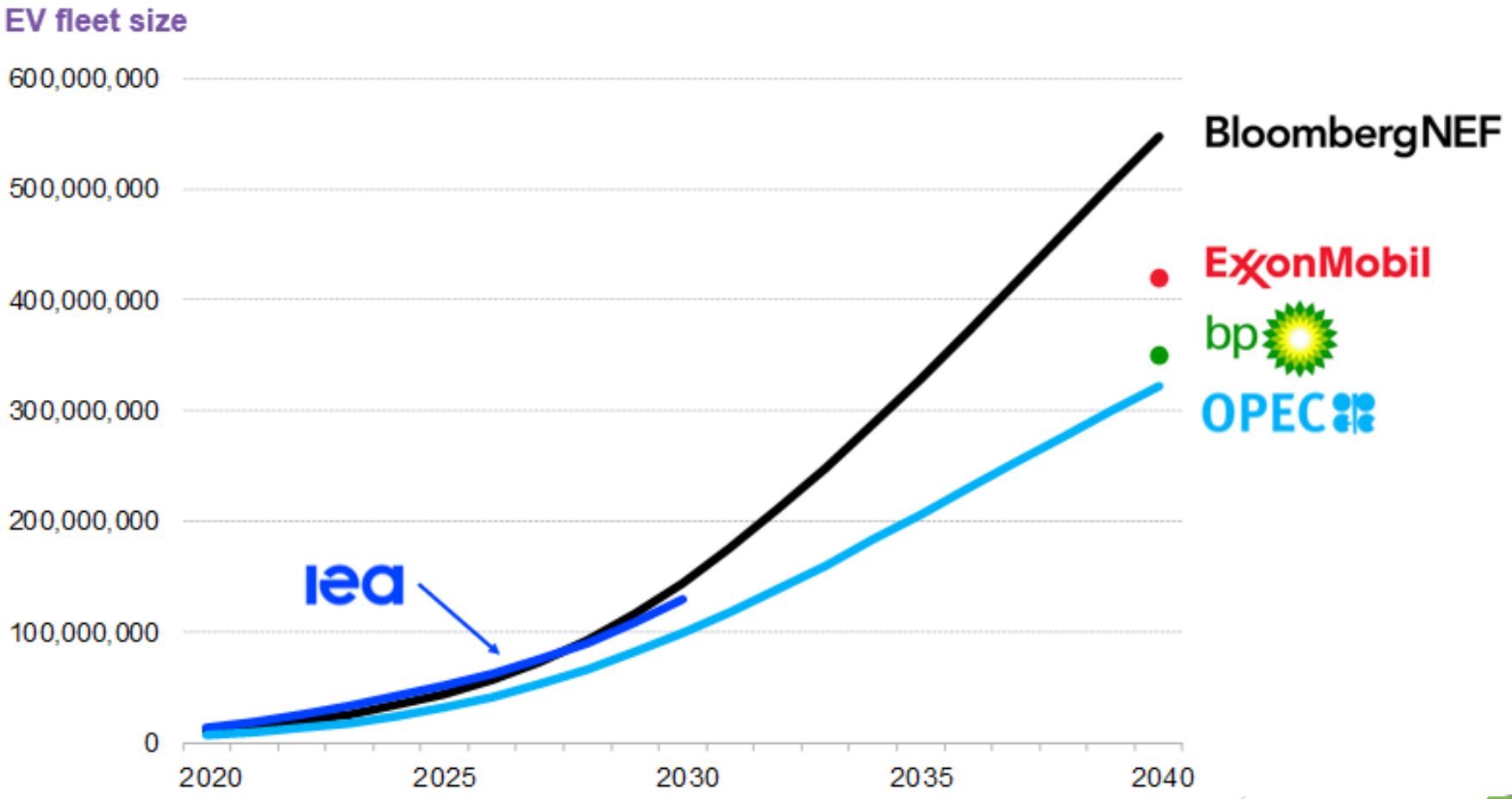
- Founded in 2011
- Offices in NY Capital Region, Long Island, and West Palm Beach Florida
- Servicing NY, NJ, PA, MA, CT, RI, VT, DE, NH, ME, and FL
- Specialize in sales, installation, and service of EV charging Equipment
- Offering Turn-Key services
- Supplying a wide variety of EV charging options ChargePoint, EVbox, ABB, BTC, Tritium and more
- Over 700 ports installed

Automakers Investing Billions in EV Development

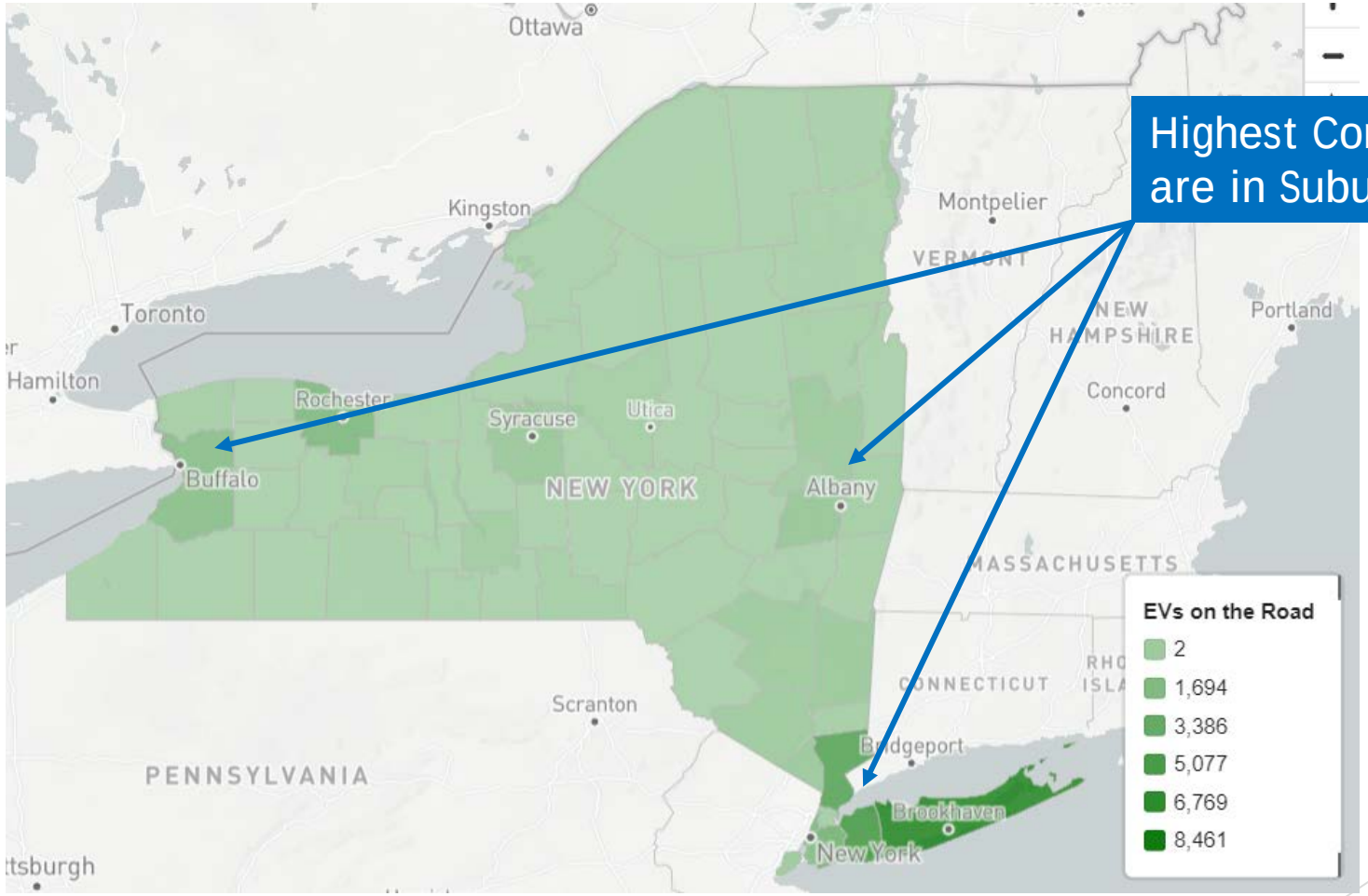
- Tesla: Double Model 3 production and reveal the Model Y this year
- GM: 20 all-electric cars by 2023
- Audi: 30 BEV and PHEV models by 2025
- Daimler: 10+ new all-electric vehicles by 2022 and plans to electrify entire Mercedes-Benz portfolio
- Hyundai Motor Group: 44 electrified Hyundai/Kia/Genesis models by 2025
- Ford: 16 fully electric vehicles and 40 electrified vehicles through 2022
- Porsche: First all-electric compact SUV (Macan) and third EV after Taycan and Cross Turimo (planned for 2019, 2020)
- Jaguar / Land Rover: Every Jaguar and Land Rover launched from 2020 will be electrified
- Volkswagen Group: Almost 70 new electric models by 2028
- Volvo: 50% of Volvo Cars' sales volume to be fully electric by 2025 and plans a hybrid or full-electric powertrain for all models

Big Petrol Predicting EV Growth

- PISO extrapolating 30% year-over-year growth of plug-in vehicles on the road



More Than 50,000 EVs on New York Roads and Growing!



Highest Concentration of EVs are in Suburban Areas

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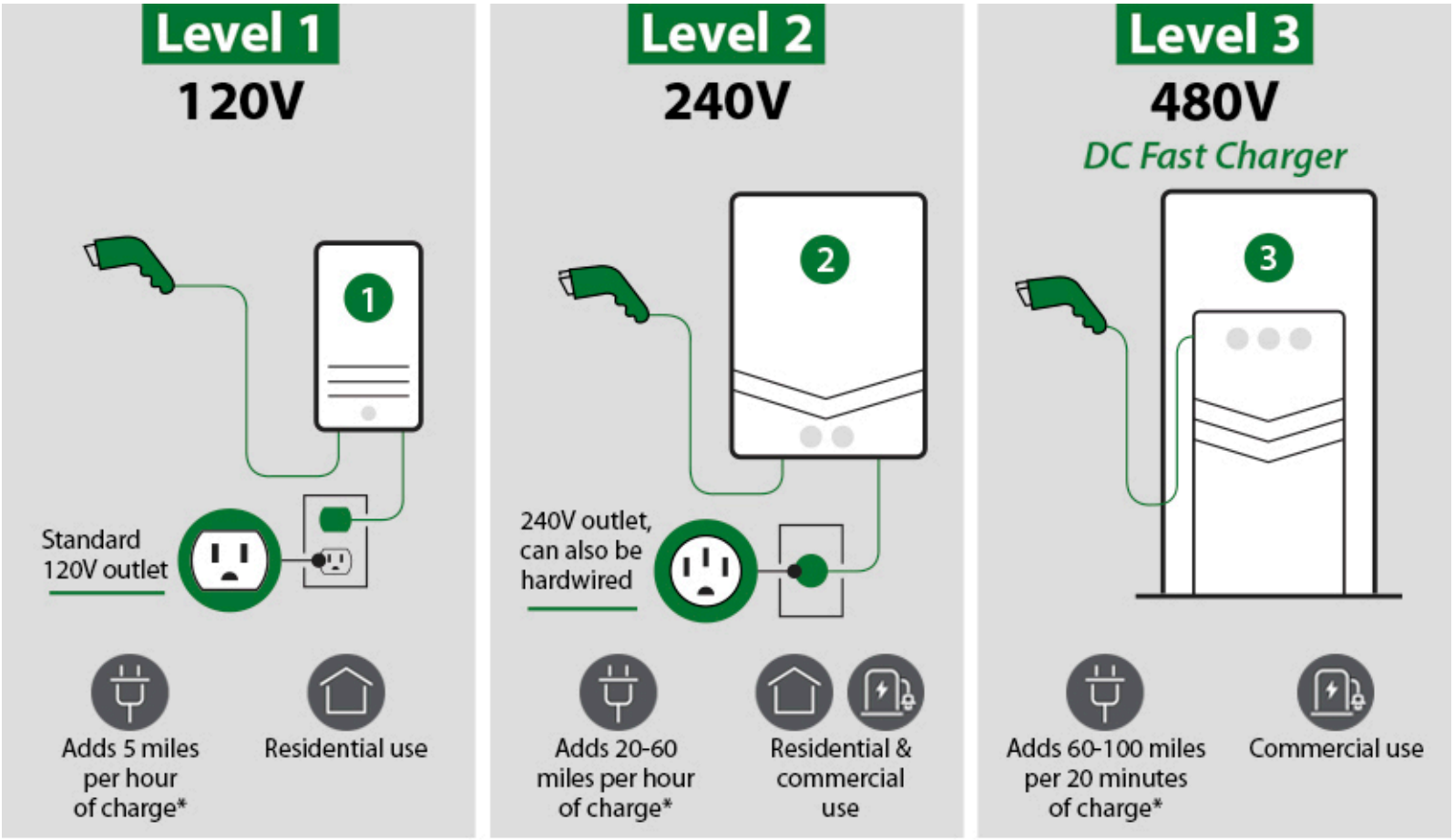
Types of Charging Solutions



** Estimated. Actual charge times may vary.*

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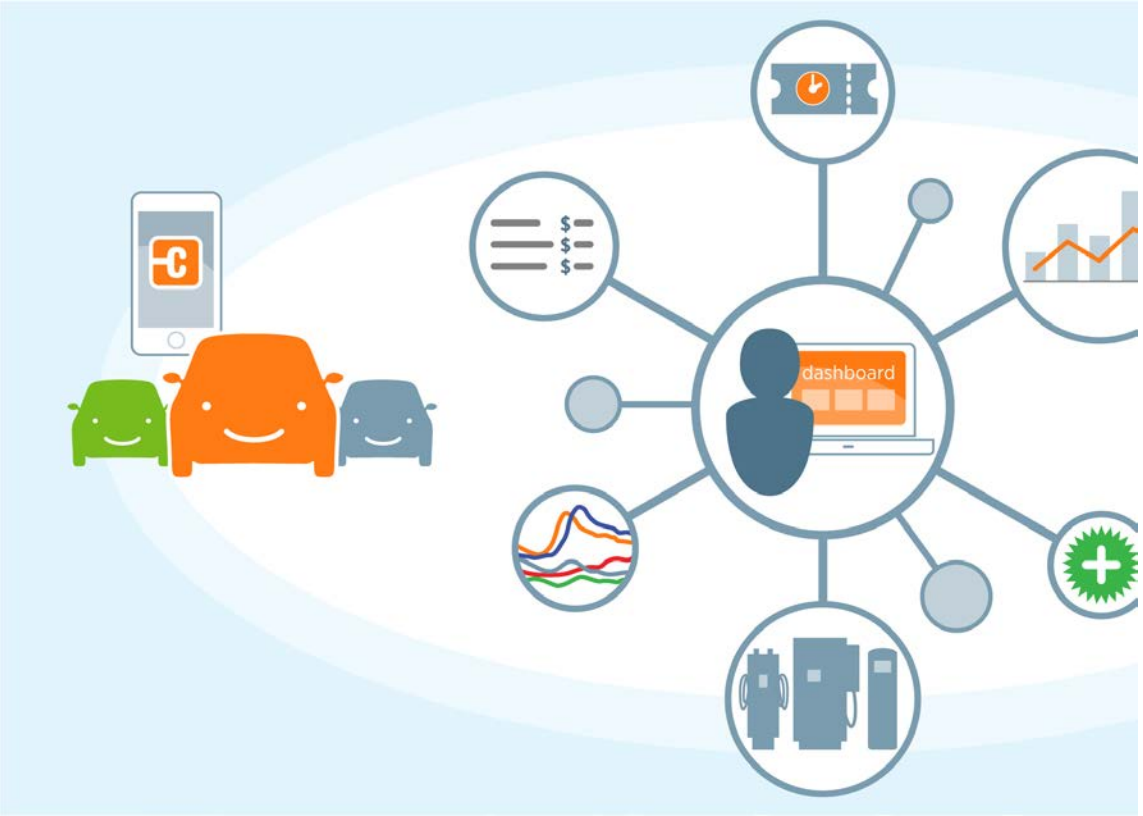
Networked Charging



- Manage User Access
- Collect Payments From Drivers
- Manage Pricing Policies
- EV Driver Visibility
- Analyze Usage Data
- Remote Station Monitoring/Maintenance
- Qualify for Incentives and Rebates

Electric Vehicle Overview

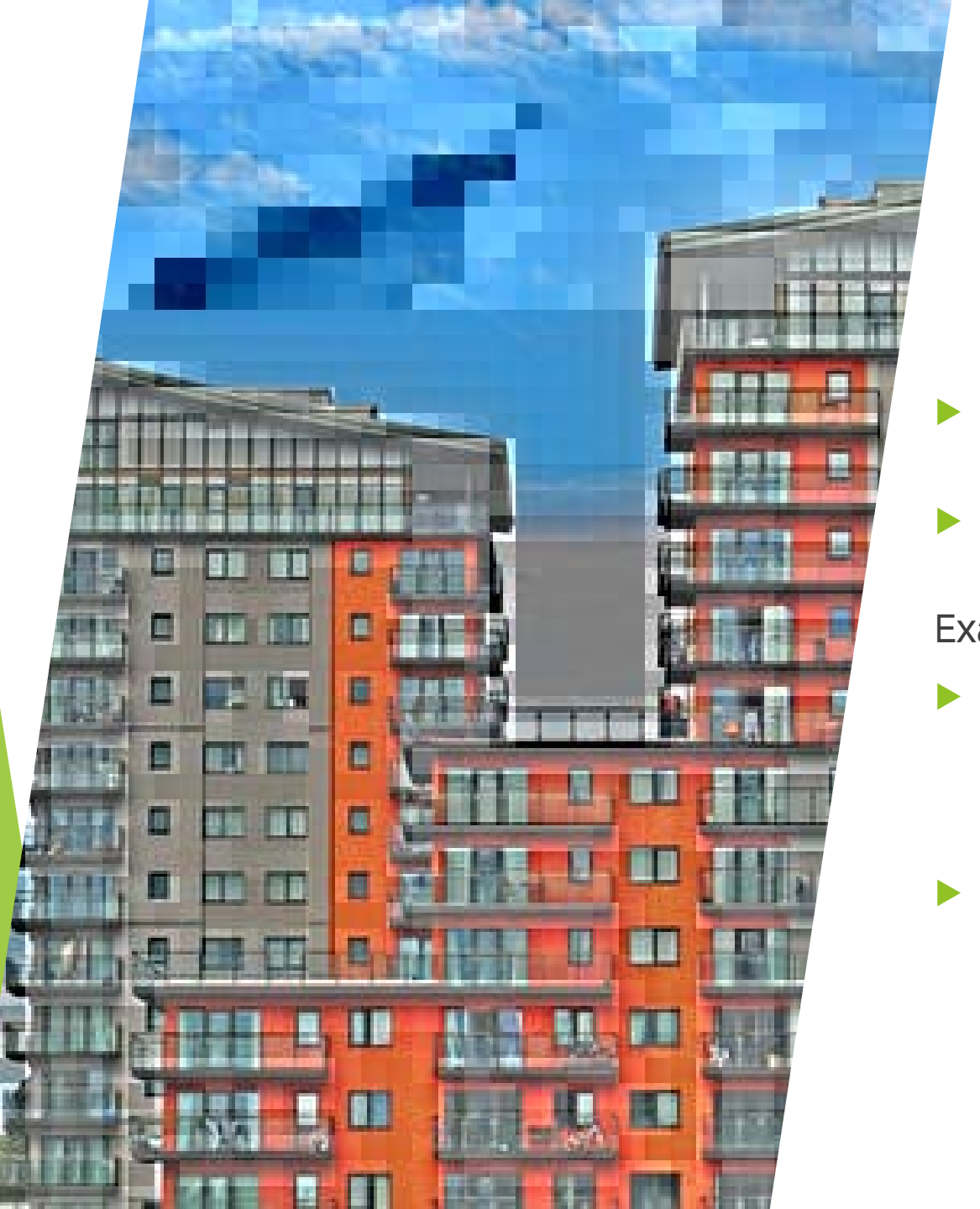
Municipalities

- EV drivers make 2X the average income. They shop, dine and visit communities that make it easy for them to charge.
- Transportation contributes the largest share of GHG emissions today. Experts agree that electricity will be the fuel choice for moving people and goods tomorrow.
- Federal, state and utility incentives can make EV charging a more cost-effective investment for taxpayers than most other urban renewal activities.

Building Codes and Planning

Considerations:

- Planning for future EV expansion
- Accessibility
- Visibility/Signage
- Safety and Security
- Impact on Parking Space
- Hardware Quality
- Permit Requirements
- ADA
- Electrical Capacity
- Level 2 vs. DCFC
- Station protection



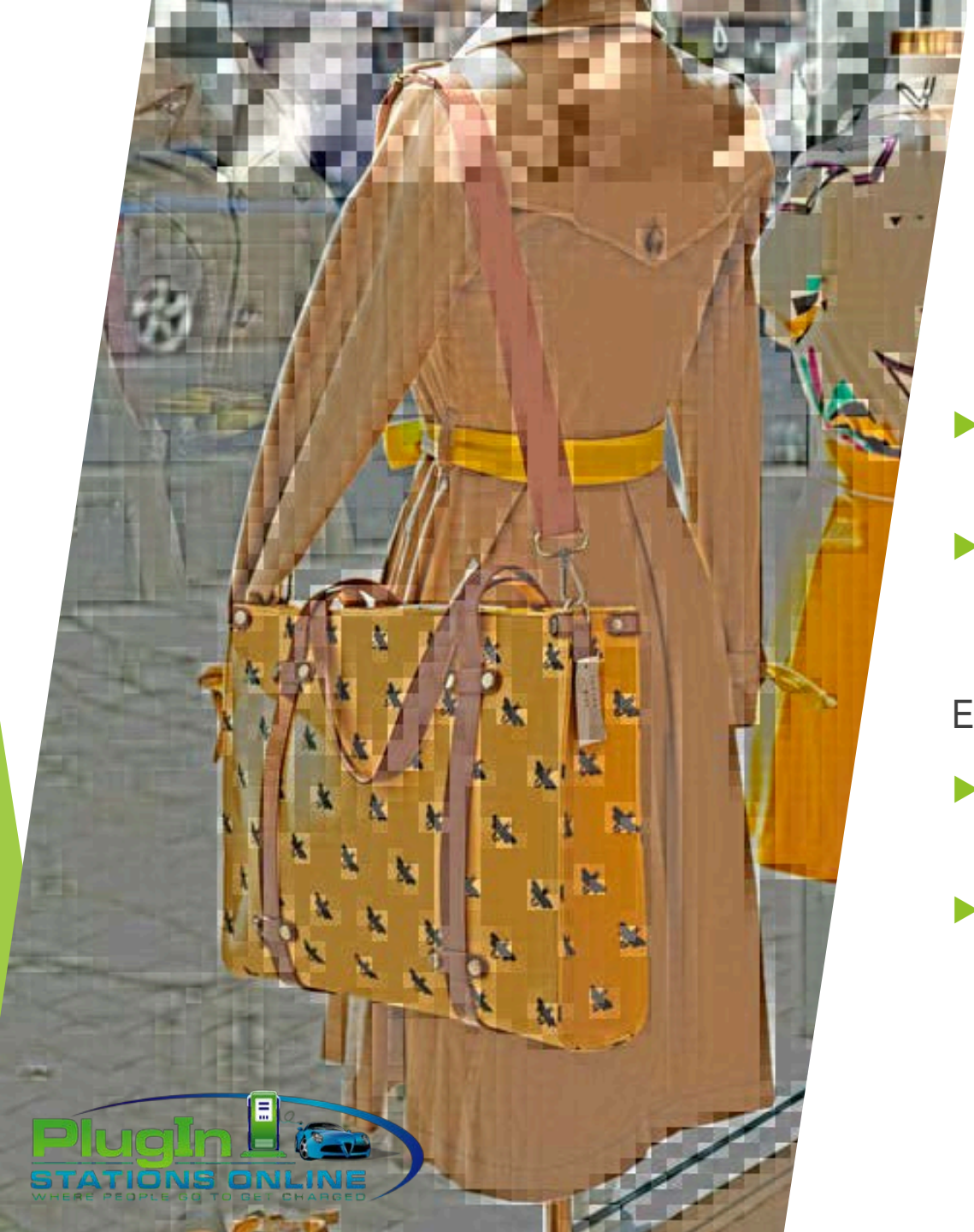
Electric Vehicle Overview

Multifamily Housing

- Attract and retain high value, green-minded residents.
- Increase average rent and property value.

Example Zoning/Code Changes:

- NYC – Enclosed lots must install raceway and power capacity to serve 20% of spaces for EV Charging
- SF, 10% of spaces have a full circuit and 10% have panel capacity



Electric Vehicle Overview

Commercial

- EV drivers' income ins 2X the national average.
- Average time shopping increases when shoppers have EV plugged in during visit.

Example Zoning/Code Changes:

- Atlanta, 20% of new parking spaces must be EV ready
- Boulder, CO 240V charging circuits required for 10% of spaces with more than 25 spaces

Municipal Use Case #1 – **Public/Common Parking**

ChargePoint CT4000 or Similar

- Level 2 Charging up to 30Amp Output
- Robust Station Design Withstands Elements and Repeated Use
- Station Owned and Maintained by Municipality
- Municipality pays Electricity Costs
- Station Accessible to Public
- Driver Access with Mobile Device or RFID
- Municipality Sets Pricing Policy and Collects Payment from Driver
- Municipality Pays Annual Access Fee

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Municipal Use Case #1
Ulster County Public Parking (Kingston)

- **ChargePoint CT4000**
- Level 2 Charging at 10+ sites throughout Ulster County
- Mix of public accessible and fleet charging
- Station Owned and Maintained by Municipality
- Workplace charging for County Employees
- Municipality pays Electricity Costs
- Stations Accessible to Public when not used for fleet
- Municipality does not charge for use

Municipal Use Case #2
DC Fast Charger

ABB Terra 54 or Similar

- DCFC 25-150kW+ Output
- Fully Charges Vehicles in as little as 20 minutes
- Station Owned and Maintained by Municipality
- Municipality pays Electricity Costs
- Station Accessible to Public
- Driver Access with Mobile Device or RFID
- Municipality Sets Pricing Policy and Collects Payment from Driver
- Municipality Pays Annual Access Fee

Municipal Use Case #2
NY Thruway Authority DCFC

- **BTC Power 50kW**
- (2) DCFC Stations at Thruway Rest Area
- Public Use Fast Charging
- Station Owned and Maintained by NYPA
- Station Owner pays Electricity Costs
- Stations Accessible to Public
- Station owner charges for use

Rebates and Incentives

Cash incentives for networked chargers

- NYDEC – ZEV Grant
- NYSERDA ChargeReady
- Power Utility Programs
- Federal Tax Credit

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THANK YOU!

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