



We Do Everything Organizations Need to Power Electric Vehicles

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Electrada: At A Glance

A clean mobility infrastructure company

- An innovative solutions model as a catalyst to the emerging North American clean transportation need
- Charging-as-a-Service – CaaS solutions

History

- “Energized” in 2019 / Initial funding and commercially active in 2020
- Backed by BlackRock to launch fleet focus – Electrada investor and project sponsor
- Established a partnership with Holman/ARI (1.9M+ fleet vehicles) to provide CaaS to their customers

Our Differentiation: Long-Term Alignment with Fleet Owners

- Merging capital, economics, engineering & analytics-driven performance to accelerate transportation electrification. **We invest in our solution. We take the performance risks.**
- Design, fund and install charging infrastructure and any required utility upgrades, software, batteries and solar (if required), then own, maintain and operate the entire electric fuel infrastructure INCLUDING the electricity itself - via a set price long-term contract (per mile/per kWh) with one set price that does not change, and includes guarantee of charging uptimes.

Community/ESG

- Access to clean transportation is a mandate for this generation / no “underserved” sectors



Electrada: Bridging the EV Value Gap

*The vehicles and use cases are here...reliable charging infrastructure at scale remains
underdeveloped*

EV OEMs

- +100 EV Models by 2023
- All 8 Vehicle Classes
- \$60 Bn Market Cap At Risk by 2023

EV Users

- Fleet Owners: \$15Bn ARR
- MUD Residents, Corporates
- Adoption Barriers Exist

Accelerate Adoption

ROI = Reliability + Savings

EV Infrastructure Services

- Critical link between vehicle and use cases
- Currently focused on high-adoption/ZEV markets and fragmented, with cost uncertainty
- Requires cohesive value proposition by segment



Electric Power as Fleet Fuel: Risks and Opportunities

- **Locational cost and quality of electric service varies widely**
 - Fleet as “data center with wheels”
 - Regulatory structure of locational utility/ISO and capacity for distributed energy resources are make-or-break ROI considerations
- **Managing the load shape of the energy is EVERYTHING**
 - Rigorous development of multi-year vehicle load projections and risk tolerances determines capacity and savings
 - Ensuring reliability/resiliency requires microgrid configuration, “continuous commissioning” and operation
- **The micro utility approach**
 - Fleet electrification (from 200KW to 20MW) is about performance, reliability, price volatility and owning the financial risk
- **Options: Bi-directional / V2X**
 - Balancing first-call / resiliency with market optionality and campus load management
- **Utility as partner through transparency**
 - Hosting capacity, make-ready and interconnection process balances with load visibility/control



Automotive solutions

Energy solutions

Fleet solutions



A white icon of a utility pole with a transformer and a meter.

Utilities

A white icon of three location pins connected by a dotted line.

Energy Cost Optimization

A white icon of a battery with a grid pattern.

Energy storage

A white icon of a solar panel array.

On-site renewables

A white icon of a battery.

Battery lifecycle solutions

A white icon of a truck.

Vehicle financing

A white icon of a truck.

Vehicle Upfitters

A white icon of a truck.

Vehicle OEMs

A white icon of a car chassis with suspension components.

Vehicle maintenance

A white icon of a person walking with a path and dots.

Fleet management

A white icon of a laptop with a truck on the screen.

Fleet software solutions

A white icon of a money bag with a coin.

Infrastructure financing

A white icon of a hard hat.

Engineering & Construction

A white icon of a charging station with a plug.

Charging solutions

Electrada Solution:

One set price, under a long- term contract that shifts the complexity, maintenance/operational and financial risks to Electrada.*

*This includes the electricity itself

- Guaranteed uptimes of charging infrastructure
 - Experienced, staffed team
 - Fully capitalized
- Ready to electrify transportation today





electrada

Everything* your organization
needs to power your EVs

*Seriously, everything.

Thank You!



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