



The Electric Revolution Is Here.

Our obsession? Making it easy.

-chargepoint+



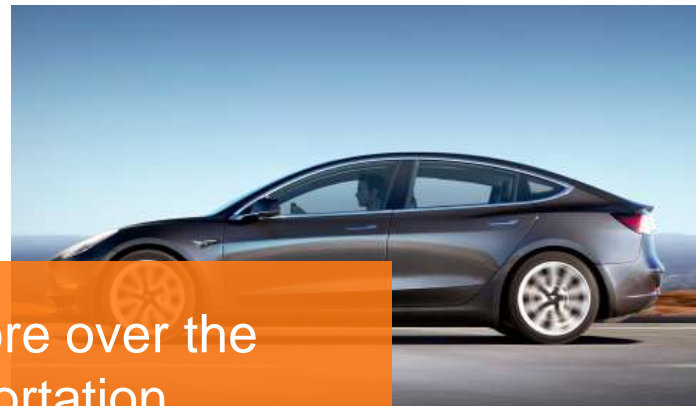
The Confluence of Automated and Electric Vehicles

Kevin George Miller – Director, Public Policy

NCSL Autonomous Vehicles Pre Conference

December 9, 2019

The Future of Mobility Is Electric



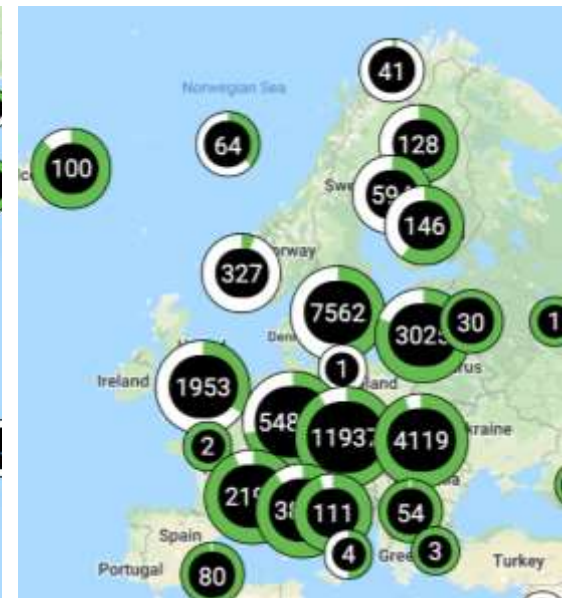
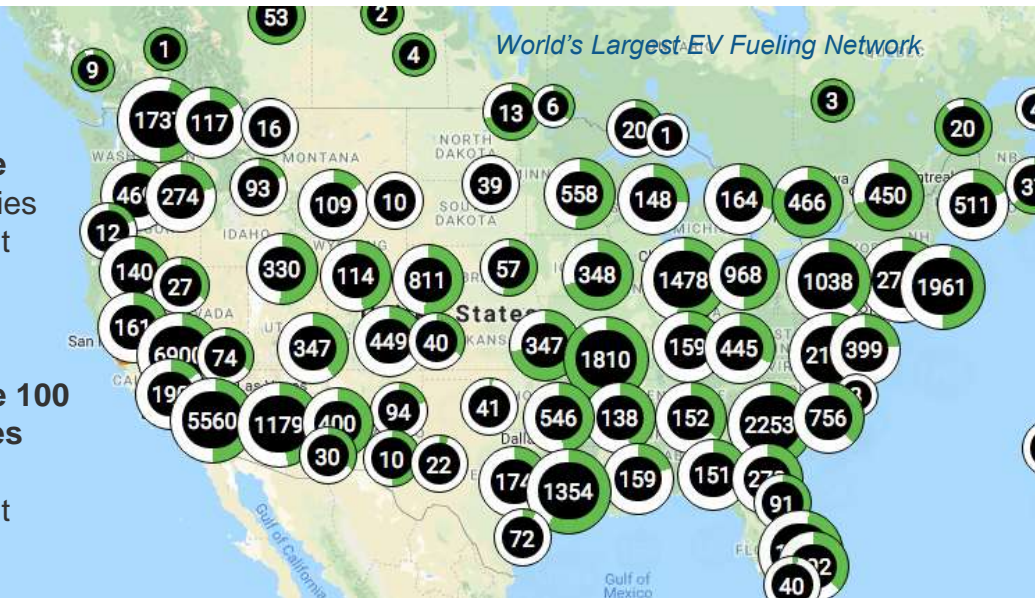
No major industry will change more over the next two decades than transportation.



Unrivaled Fueling Network

62%
of 2019 Fortune
Top 50 companies
use ChargePoint

60%
of 2019 Fortune 100
Best Companies
to Work For[®]
use ChargePoint



103,700+ ChargePoint spots plus **45,000+** roaming spots
(as of Nov 2019)

Scaling a Broad and Diverse Charging Ecosystem



We **provide** a free app guiding drivers to charging spots



We **sell** turnkey charging solutions to various entities

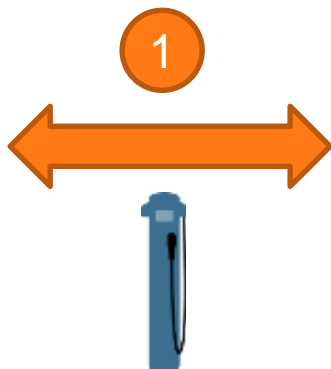


We **enable** utility solutions and efficient grid integration of EV load

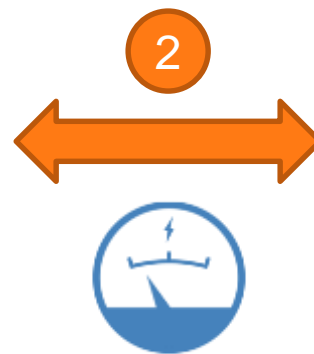


Key Transactions in the EV Charging Ecosystem

EV Drivers



Site Hosts



Utilities



- + Site hosts at the center of two transactions in EV charging
- + Local property managers and fleet operators (site hosts) are ideally suited to operate stations and set driver pricing to align interests, increase utilization, and optimize driver experience
- + Site hosts can incorporate utility price signals and/or participate in load management programs to encourage off-peak charging

Fleet Electrification Gaining Momentum

Annual EV Unit Sales in North America and Europe

Today **2023**



Passenger
Light Duty Vehicles

520,000+



2.5 million+



Work & Delivery
Medium and Heavy Duty Trucks

Medium Duty ~3,500

Heavy Duty: Announced only



Medium Duty 38,000+

Heavy Duty 22,000+



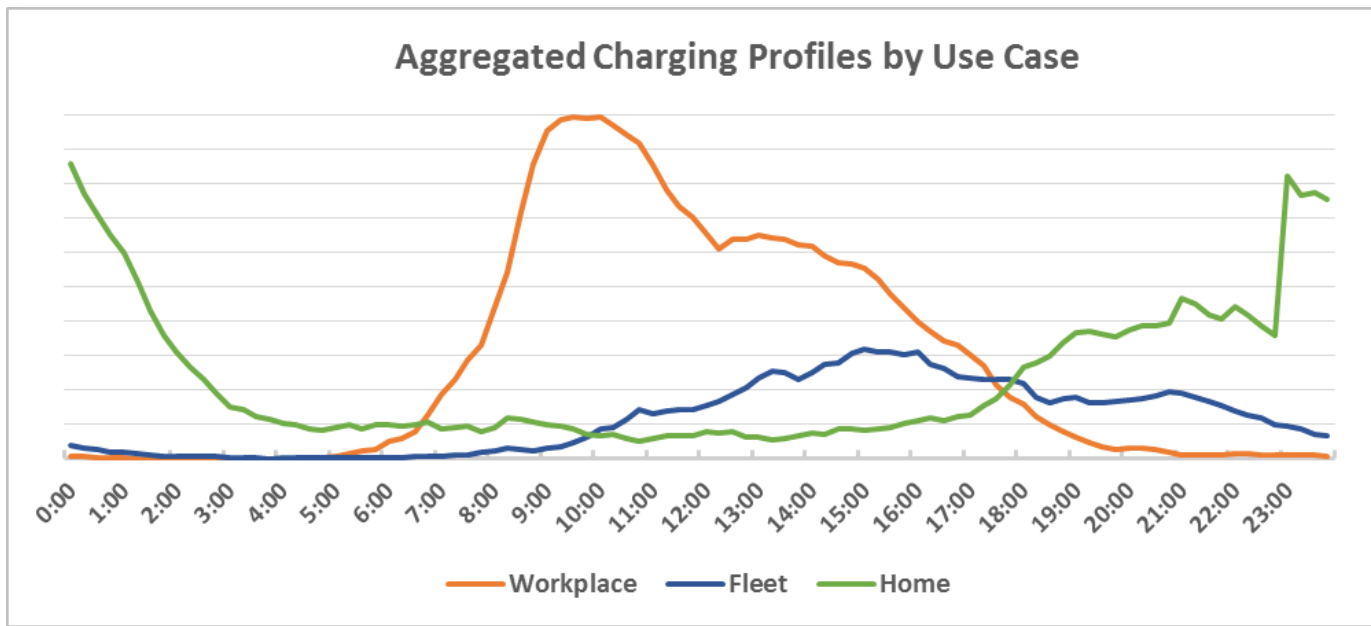
Transit
Buses

~550



9,600+

Effectively Incentivizing Charging Behavior is Key



- + Different use cases can provide different value to the grid
- + Profiles are aggregated loads from customer group use cases



For more information, please contact Kevin George Miller:

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