Engenie
EV Charging Network

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electric vehicle rapid charging

Introduction: Ian Johnston - CEO

- Why is EV charging important to your business?

- What does it offer your business?

- When should you do something?

- HAZARD WARNING:
  What do you need to be aware of?

- What is the right solution for your business?

- What is the Engenie offering?

Why are we doing this?

The whole of Greater London is exposed to particulate matter (PM2.5) levels that exceed safe limits set by the WHO
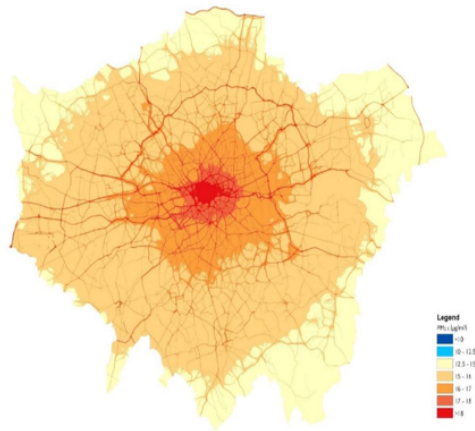
By 2021 London's ULEZ will expand up to North and South Circular boundaries. Many other towns and cities across the UK will also introduce Ultra Low Emission Zones

If you live in any of these places, you are effectively smoking 18 packets of cigarettes a year:

London	*Oxford*	*Birkenhead*
Manchester	*Reading*	*Londonderry*
Birmingham	*York*	*Middlesbrough*
Glasgow	*Stoke-on-Trent*	*Chepstow*
Cardiff	*Thurrock*	*Southend-on-Sea*
Leeds	*Warrington*	*Chesterfield*
Bristol	*Portsmouth*	*Port Talbot*
Liverpool	*Leamington Spa*	*Stockton-on-Tees*
Belfast	*Newport*	*Stanford-le-Hope*
Nottingham	*Wigan*	*Wrexham*
Norwich	*Carlisle*	*Prestonpans*
Plymouth	*Hull*	*Saltash*
Newcastle Upon Tyne	*Armagh*	
Brighton	*Scunthorpe*	
Southampton	*Eastbourne*	
Swansea	*Salford*	

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The EV revolution is happening.

Volkswagen Group to make electric cars exclusively

26 SEPTEMBER 2019 • In News

The Volkswagen Group is on the brink of its biggest transformation to date as it switches to making electric cars exclusively.

Daimler ends petrol engine development to focus on electric cars

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New diesel and petrol vehicles to be banned from 2040 in UK

26 July 2017

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GETTY IMAGES

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The reasons to *not* own an EV have been removed

✓ **Average vehicle range of over 250 miles**

✓ **Over 2,500 public rapid chargers across the UK – and growing, rapidly…**

✓ **Affordable mass-market EVs are imminent**
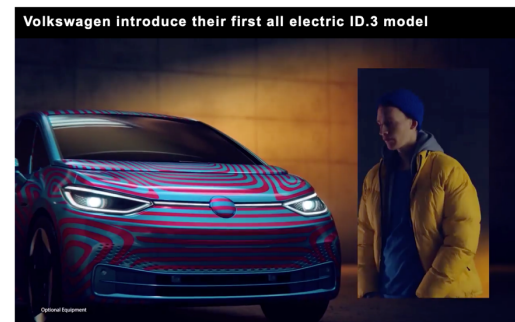
✓ **BIK changes**

Volkswagen launch ID.3 electric car - one of the most affordable on the market

VOLKSWAGEN has launched the first vehicle in their new ID range, providing motorists with an affordable and luxurious entrance to the electric car market.

By LUKE CHILLINGSWORTH
PUBLISHED: 11:05, Tue, Sep 10, 2019 | UPDATED: 11:20, Tue, Sep 10, 2019

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Volkswagen introduce their first all electric ID.3 model

Optional Equipment

Electric cars: You can get this cheap electric Honda for under £300 a month

HONDA has revealed more details about their latest electric challenger, revealing a price tag of below £30,000.

By LUKE CHILLINGSWORTH
PUBLISHED: 15:04, Thu, Sep 12, 2019 | UPDATED: 16:34, Thu, Sep 12, 2019

SHARE f **TWEET** in G+ ⓟ ✉   7 💬

Honda unveils NEW electric car ahead of summer launch

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There is now no doubt this *will* happen….
…but, when?

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So you can afford to wait, right?

- The land and grid grab is happening NOW

- A typical EV charging installation requires the same power as an entire retail unit

- A street LV power cable can only support one installation

- Retail trend of splitting units

How does it benefit your business?

✓ **CSR / ESG credentials**

✓ **Increased customer footfall and dwell time**

✓ **Additional revenue stream from existing parking spaces**

✓ **Planning conditions**

Hazard Warning

Types of EV charging

WHAT DWELL TIME DO YOUR CUSTOMERS WANT?

Types of EV charging
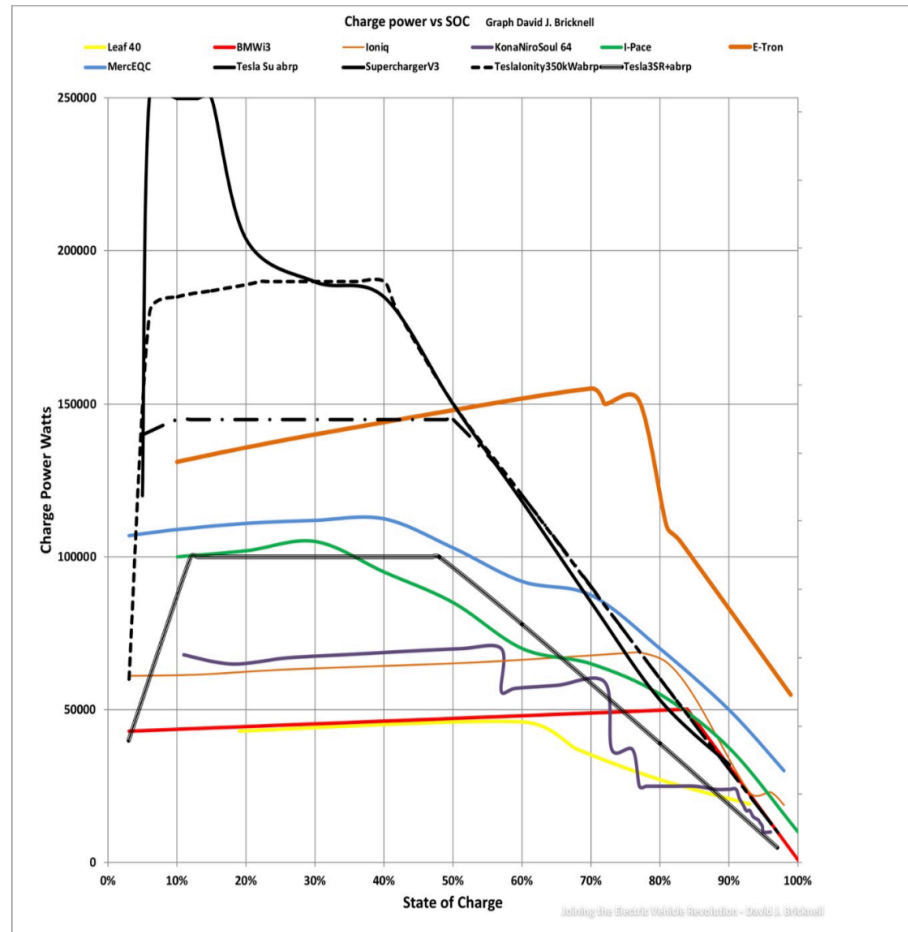
Slow	Fast	Rapid	Ultra
7kW	22kW	50kW	150kW

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Charging rates – not linear, or simple…

Types of EV charging

Slow	Fast	Rapid	Ultra
7kW	22kW	50kW	150kW

90kW Jaguar iPace – charge duration for a 60% charge

13 hours	13 hours *	70 mins	40 mins

60kW Nissan Leaf – charge duration for a 60% charge

10 hours	10 hours *	50 mins	30 mins

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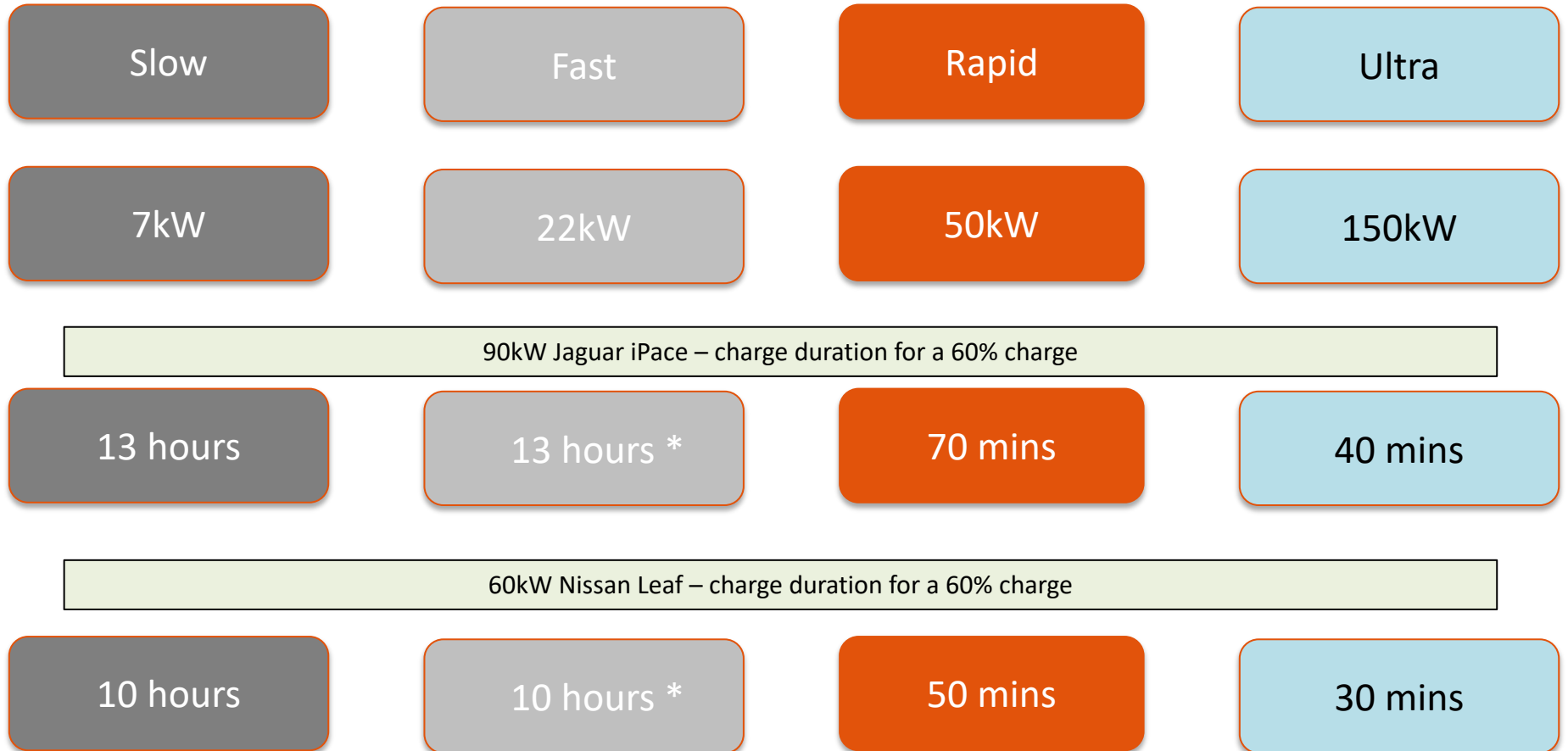
It is not as easy as just going for the most powerful...

WHAT DWELL TIME DO YOUR CUSTOMERS WANT?

We have cash - shouldn't we just fund this ourselves?

- **Long payback horizon**

- **Technical obsolescence is a given**

- **Delivery is complicated**

- **Operating a customer network is not just a one-off procurement decision**

- **Selling electricity to EV drivers is our core - and our only – business**

...the Asset funds hold a hand of aces...

What do you need to be aware of when engaging a partner?

- Do they have funding – are they installing?

- Have they delivered a pipeline like yours at scale?

- Are you core to their strategy?

- Do they plan to be around?

- Is their business plan viable?

- This is a big decision – hire an EV and try them out.

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The Engenie Experience

Engenie: Your EV Charging Partner

- Fully-funded solution - become an EV destination at zero cost.

- All installation and ongoing management provided by Engenie.

- 15-20 lease arrangement – as approved by Marston's, McDonalds, M7 and many more.

- Average site will provide between £100-150k from profit-share over the life of the lease.

- Bespoke charger branding.

- Range of charging speeds to match desired customer dwell time.

- Open to JV partnerships.

Engenie: Your EV Charging Partner

why Engenie

SCOTLAND
Dundee
Stirling
Glasgow EDINBURGH
Newcastle upon Tyne
Sunderland
Carlisle
Isle of Man
Lancaster
Ripon
IRISH SEA
Preston
Leeds
York
Kingston upon Hull
Liverpool
Manchester
Bangor
Sheffield
Lincoln
Stoke-on-Trent
ENGLAND
Nottingham
Aberystwyth
Birmingham
Leicester
Coventry
Cambridge
Ipswich
WALES
Worcester
Gloucester
Oxford
Luton
Swansea
CARDIFF
LONDON
Bristol
Reading
Canterbury
Southampton
Brighton and Hove
Portsmouth
Plymouth

- Live Now
- In Construction
- Coming Soon

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In-bay chargers, McDonald's

Top-of bay chargers, The Range car park

Double-sided signage, Aldi car park

Marston's en-route charging station, M1

Flexible layout serving three bays

2017
£1.5m
crowdfunding

Feb 2018
£5M
Investec investment

July 2019
£35m
Cube investment

2025
2000
rapid chargers live in network

Sept 2019
50
rapid chargers live in network

Sept 2019
126
rapid chargers in construction

End 2020
500
rapid chargers in development

End 2022
1000
rapid chargers live in network

End 2024
2000
rapid chargers live in network

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Meet the team at Meet the Retailer

Ian

Richard

Amy

Patrick

Steve

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Thank you - Questions