2019 Annual Report

**Intro Summary – the highlights**

- DCFC Infrastructure
- Level 2 Infrastructure
- Education & Awareness
- Corporate Citizenship
- Conclusion
Introducing Electrify America LLC, the largest open DC fast charging network in the U.S., is investing $2 billion over 10 years in Zero Emission Vehicle (ZEV) infrastructure, education and access. The investment will enable millions of Americans to discover the benefits of electric driving and support the build-out of a nationwide network of workplace, community and highway chargers that are convenient and reliable.

Electrify America expects to install or have under development approximately 800 public charging stations with about 3,500 chargers by December 2021. It is also engaged in marketing efforts to raise consumer awareness of electric vehicles.
Electrify America achieved multiple milestones in 2019:

- **Battery, App, and Autonomous Programs Launched**
- **First 270 kW Public Charging Session**
- **Sponsored Plug In America Ride & Drive Events**
- **Five EV OEM Programs Announced**
- **“Normal Now” Campaign Launched**
- **Workplace/MUD Installations Complete**
- **Lyft Express Drive Program Launched**
- **Unprecedented 2019 Construction Pace**

**Additional Milestones:**
- **270 kW**
- **5 EV OEM Programs**
- **WP & MUD L2**
- **First 270 kW Public Charging Session**
- **Sponsors:**
  - Ford
  - Porsche
  - BYTON
  - Tesla

**Schedule:**
- Jan
- Feb
- Mar
- Apr
- May
- Jun
- Jul
- Aug
- Sep
- Oct
- Nov
- Dec 2020

**Installation Complete:**
- **WP & MUD**

**Ride & Drive Events:**
- **Sponsored by Plug In America**

**Construction Pace:**
- **6 stations per week across the country**

*Figures as of 12.31.2019*
Agenda

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By focusing on site acquisition in 2019, Electrify America increased the total number of contracted station sites by 40%.

Electrify America has agreements with 38 large real estate owners that provide access to sites nationwide.
Electrify America opened stations at a rapid pace, opening more than one station per business day throughout 2019.

### 2019 DCFC Infrastructure

<table>
<thead>
<tr>
<th>Month</th>
<th># of Stations Commissioned</th>
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<tbody>
<tr>
<td>Mar-18</td>
<td>0</td>
</tr>
<tr>
<td>Apr-18</td>
<td>1</td>
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<tr>
<td>May-18</td>
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<td>Jun-18</td>
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</tr>
<tr>
<td>Nov-18</td>
<td>8</td>
</tr>
<tr>
<td>Dec-18</td>
<td>9</td>
</tr>
</tbody>
</table>

### 2019 Station Openings

- **California**: 75 stations
- **National**: 243 stations
- **Combined**: 318 stations

1.2 Stations/business day
Electrify America’s deployment is the fastest and highest-powered in history with 243 new stations commissioned in 2019.

Electrify America obtained permits to build 122 DCFC stations in 2019, an increase of 56%.

DCFC Infrastructure as of 2019

- Sites with Permits Submitted: 387
- Sites with Permits Complete/In Construction: 341
- Sites Construction Complete: 321
- Sites Commissioned: 303

Figures as of 12.31.2019
Permitting in New Jersey presents a number of challenges; costs and standard durations for projects much higher than other states.

Electrify America experiences its longest EV charging station permitting durations in the country in the State of New Jersey, **52% longer than California** and **171% longer than the rest of the nation**. Long permitting and zoning processes cause delays that increase costs and discourage investment.

<table>
<thead>
<tr>
<th>Permitting Duration (Business Days)</th>
<th>Standard Electrify America Scheduled Duration for Permitting</th>
</tr>
</thead>
<tbody>
<tr>
<td>National</td>
<td>35</td>
</tr>
<tr>
<td>California</td>
<td>42</td>
</tr>
<tr>
<td>New Jersey</td>
<td>75</td>
</tr>
</tbody>
</table>

Figures as of 12.31.2019
2019 Annual Report

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Level 2 Workplace & Multiunit Dwelling construction is complete; utilization is increasing rapidly

1,292 MWh

Electricity dispensed by Electrify America’s workplace and multiunit dwelling sites during 2019.

- 227 Sites
- 1,221 Charging Ports

Figures as of 12.31.2019
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New national marketing initiatives for 2019 generated over 221 million impressions across a wide array of channels

Normal Now Campaign Flights

Flight 1
Cultivate Knowledge
Announce the new “Normal Now” campaign and generate EV awareness for non-EV owners.
August – December 2019

Flight 2
Stimulate Interest
Amplify media effectiveness using Flight 1 learnings and enhanced media to drive EV awareness and consideration.
April – December 2020

Flight 3
Prime Adoption
Drive EV consideration by focusing media efforts on lower funnel EV conversion tactics.
April 2021 – Sept 2021

NormalNow.com

42% of paid search click traffic from users interested in Travel & Auto

Streaming Audio

98% of streaming audio media played to completion (9% above benchmark)

Most common search term driving to NormalNow.com: “electric cars.”
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Electrify America’s leadership engages with ZEV stakeholders at conferences, meeting and events.

Electrify America participates in numerous events and boards to help move the EV charging industry forward.
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Where we are today...
Electrify America continues to expand its open, leading-quality network with 428 stations and 1,890+ DC fast chargers.
Electrify America continues to provide essential services to the public during the COVID-19 global pandemic

While stations remain open to the public, usage decreased by about 60%

Construction delayed or halted at 70% of 100+ permitted station sites due to COVID-19 related restrictions

Discounted charging subscription fees waived until further notice, to alleviate the economic strain caused by the COVID-19 pandemic

Construction continues where appropriate

Electrify America is prioritizing the health and safety of its staff and vendors including mandatory telework and prohibiting travel.

Figures as of 04.13.2019
Thank you.