

Electrify America

ACT Virtual - Advanced Energy Management with Solar, Storage & Microgrids



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10.22.2020

Introducing

Electrify America

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 total charging stations with about 3,500 DC fast chargers by December 2021. During this period, the company will be expanding to 29 metros and 45 states, including two cross-country routes, delivering on its commitment to support increased ZEV adoption with a network that is comprehensive, technologically advanced and customer friendly. Electrify America's Electrify Home [®] offers home charging solutions for consumers with flexible installation options. For more information, visit

www.electrifyamerica.com and www.media.electrifyamerica.com.



High-powered
charging provides a
consistent,
convenient, and fast
experience for all
customers



CCS



CHAdeMO

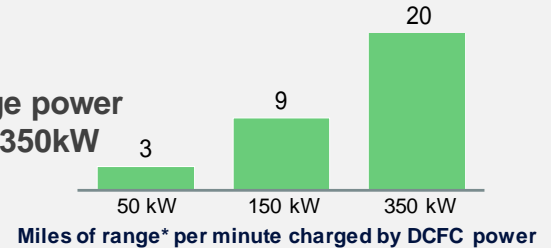
Dual
connector



Liquid-
cooled
cables

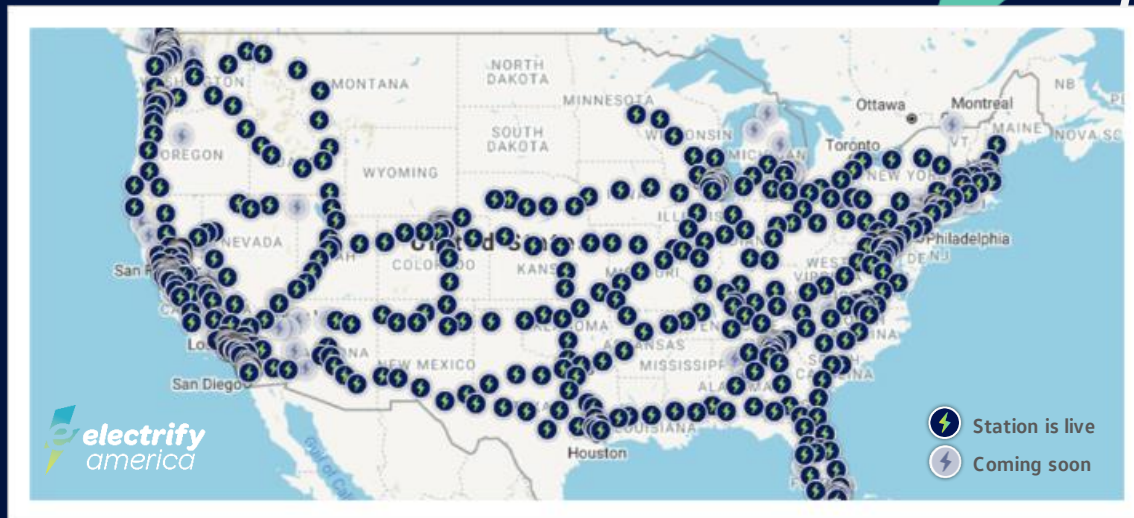


Charge power
up to 350kW



*Assumes 3.5Miles per kWh

Electrify America has over 480 stations open across the country, with another 80+ stations construction complete



Stations with
Permits
Complete/
in Construction



647/800

EOY 2019: 493 (+30%)

Stations
Construction
Complete



571¹/800

EOY 2019: 449 (+24%)

Stations
Commissioned



487/800

EOY 2019: 381 (+25%)

¹ Includes 71 stations construction complete, waiting for equipment or utility connection.

Electrify America's ultra-fast EV charging network features two cross country-routes with the first route now complete



- Largest open DC fast charging network in US
- Only network deploying 150kW and 350kW chargers

Electrify America has over 2,000 chargers at 480+ stations with plans to complete ~800 stations by the end of 2021.

Planning underway for expanded metro investments including heavy duty, fleet, ride hail, & the next green city



Metro Charging



**LD/MD/HD Fleet
Charging**



Green City

2,000+

DC fast chargers
deployed—and counting

390+

megawatts of DC fast-
charging capacity installed

93

U.S. metros expected to have
stations by end of 2021

44

states (and counting) with DC
fast charging coverage to date

1.2

stations completed per
business day in 2019

800+

stations and over 3,500 chargers
expected to be operational or in
progress by the end of 2021

100+

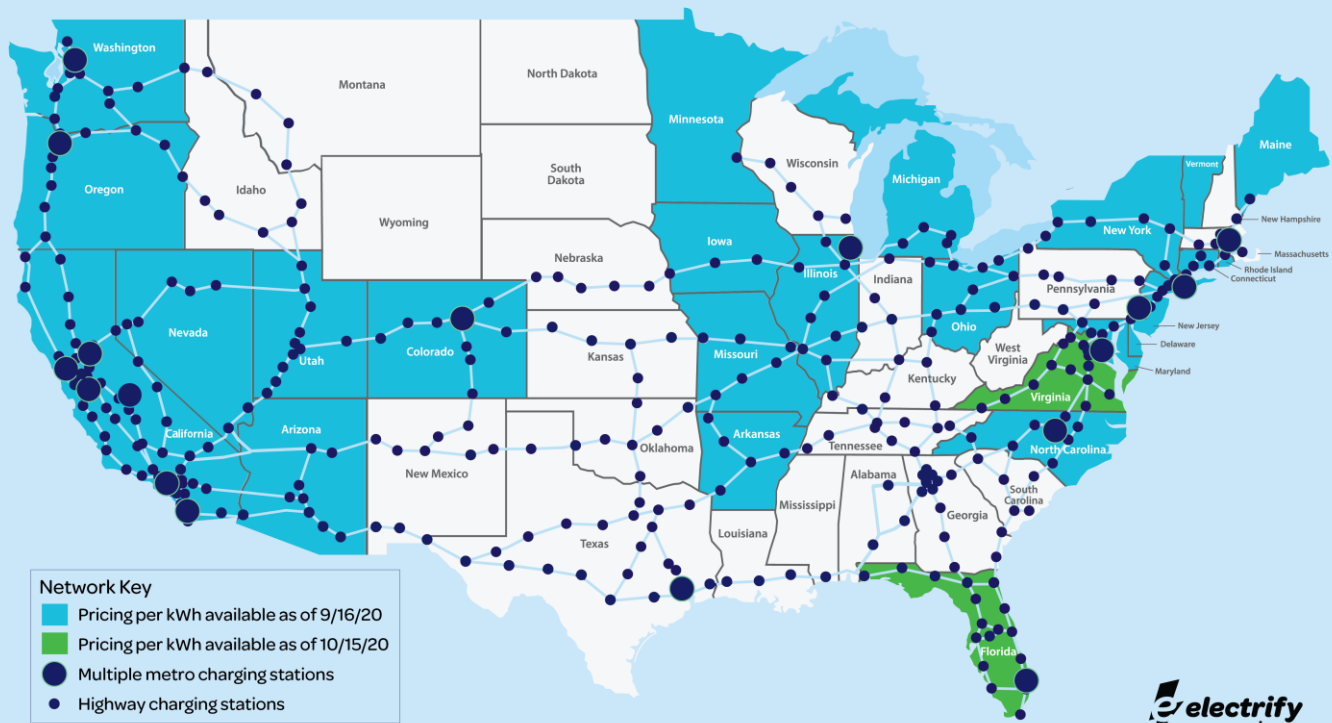
unique real estate owners
hosting DC fast charging

200+

utility interconnection processes
successfully navigated

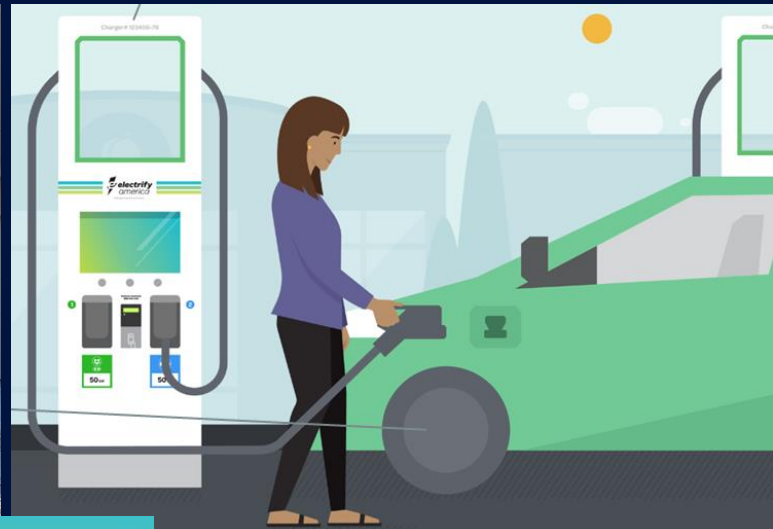
23 States & DC Allow kWh Pricing for EV charging

Electrify America is transitioning to kWh-based pricing where possible, and maintaining minute-based pricing elsewhere with two power tiers separated at 90 kW



25 kilowatt-hour states include: AZ, AR, CA, CO, CT, DE, FL, IL, IA, ME, MD, MI, MN, MO, NV, NJ, NY, NC, OH, OR, RI, UT, VA, VT, WA, and DC

Plug and Charge (ISO15118) - Implementation underway



Electrify America is the only charging network offering Plug & Charge (ISO 15118) in North America.



Electrify America is completing the first canopy installation in Baker, California – additional locations under development



High-powered charging provides a consistent, convenient, & fast experience, but also introduces financial demand charge risk from multiple coincident high-power charging sessions

February 2019

Electrify America announces plans to add ~ 210 kW / 350 kWh energy storage at over 100 locations

<https://media.electrifyamerica.com/en-us/releases/48>

DCFC + Storage Value Stack

Demand Charge Management

Leverage storage to control demand charges from sudden spikes in charging.



Energy Arbitrage

Leverage storage to avoid or reduce consumption during high on-peak electricity prices.



Grid Services

Leverage assets to participate in grid services market streams with or without injection to facilitate vehicle-grid integration (VGI).

Electrify America Invests in the SMUD Energy StorageShares Program to Reduce Overall Energy Costs and Lower Company's Draw on Sacramento's Electrical Grid

Agreement Strengthens Sac-to-Zero Program which is part of Electrify America's \$44 Million "Green City" Investment

Sacramento, CA (January 15, 2019) – Electrify America is investing \$1.3 million in the Energy StorageShares program developed by the Sacramento Municipal Utility District (SMUD). The investment will help Electrify America reduce its overall energy-related costs and lower the company's impact on Sacramento's electrical grid.

"This first-of-a-kind program will help address peak energy demands, minimize impacts to the grid and support the expansion of EV charging in our community," said SMUD CEO and General Manager Arlen Orchard. "A program like this also continues to move us toward a carbon free economy by enabling higher levels of renewable generation to be integrated with the grid."

Through SMUD's innovative Energy StorageShares program, Electrify America will purchase an interest in an energy storage program with the utility company. This will help reduce Electrify America's demand charges and increase the overall grid benefit of its energy storage. Demand charges are presently the largest operating cost barrier to public EV infrastructure deployment, representing up to 80 percent of a given electricity bill.

The program incentivizes placement of energy storage in grid-stressed locations in Sacramento while providing Electrify America with potential reductions in demand charges for its SMUD service territory-located sites. SMUD plans to site the utility battery in a location where significant load growth is expected over the next five years.

"The Energy StorageShares program developed by SMUD offers an innovative approach to invest in the electrical grid here in Sacramento and lowering our costs in lieu of installing individual battery storage systems at each of our 12 electric vehicle charging stations powered by SMUD," said Robert Barrosa, director of utility strategy and operations at Electrify America. "This is a win-win opportunity benefiting all parties involved and a great example of how utilities and the private market can work together to further the deployment of EV infrastructure. Plus, this further supports our Green City investment in the Sac-to-Zero program of an EV infrastructure, zero-emissions car sharing, electric buses and shuttles."

Under this agreement, Electrify America will receive recurring credits for the demand reduction needs at the company's 12 electric vehicle charging stations powered by SMUD in the Sacramento area.

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Thank you. 
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