



Georgia Joint Study Committee of Electrification on Transportation

EV Infrastructure Development Considerations

October 3, 2022



Table of Contents

Industry Overview

2

Company Overview

4

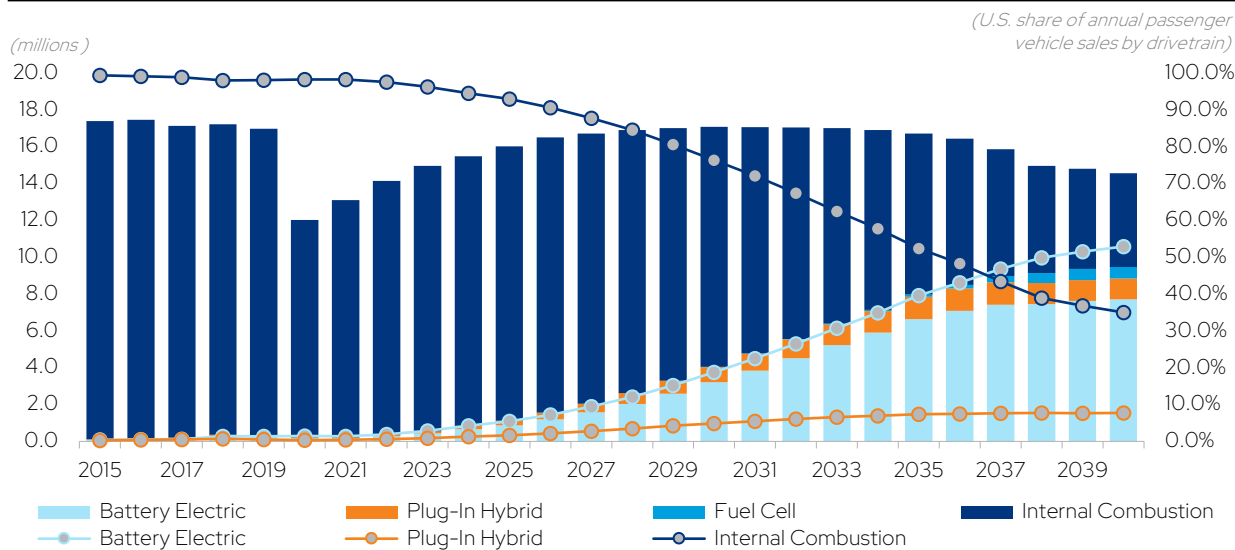
EV Infrastructure Policy Considerations

9

The US BEV Market has Continued to Grow with Incentive Programs and New Models

The U.S. comprised 15% of electric vehicle sales globally in 2019, however infrastructure concerns in the U.S. persist

U.S. Annual Passenger Vehicle Sales by Drivetrain



Federal Incentives / Programs in Place

BEV Targets

- While there is no Federal target in terms of BEV sales, numerous states have enacted legislation for zero-emission vehicle ("ZEV") targets by 2025 and 2050:
 - 2025: 3.3 million ZEVs in 11 states ⁽¹⁾
 - 2050: All passenger vehicle sales to be ZEVs in 10 states ⁽²⁾

Inflation Reduction Act of 2022

- All EVs assembled in the US and put in service after December 31, 2022 will be eligible for a \$7,500 federal tax credit
 - EVs at least 2 years old are eligible for a tax credit up to \$4,000
- Tax credits are extended for alternative fuel refueling property (EV Charging) placed in service before December 31, 2032 and removes the per location limitation
- The previous phase-out policy for companies that have produced over 200,000 EVs has been removed

According to a Deloitte Global Auto Consumer Study, U.S. consumers are now most concerned about the lack of EV charging infrastructure than they were in 2018 about cost/price

In your opinion, what is the greatest concern regarding all battery-powered electric vehicles?

	2018	2020
Driving range	24%	25%
Cost/price premium	26%	18%
Time required to charge	10%	14%
Lack of electric vehicle charging infrastructure	22%	29%
Safety concerns with battery technology	8%	13%
Others	10%	1%
Total	100%	100%
Sample size	1,513	3,006

Source: IEA Global EV Outlook (2020), Deloitte Global Auto Consumer Study, Bloomberg New Energy Finance.

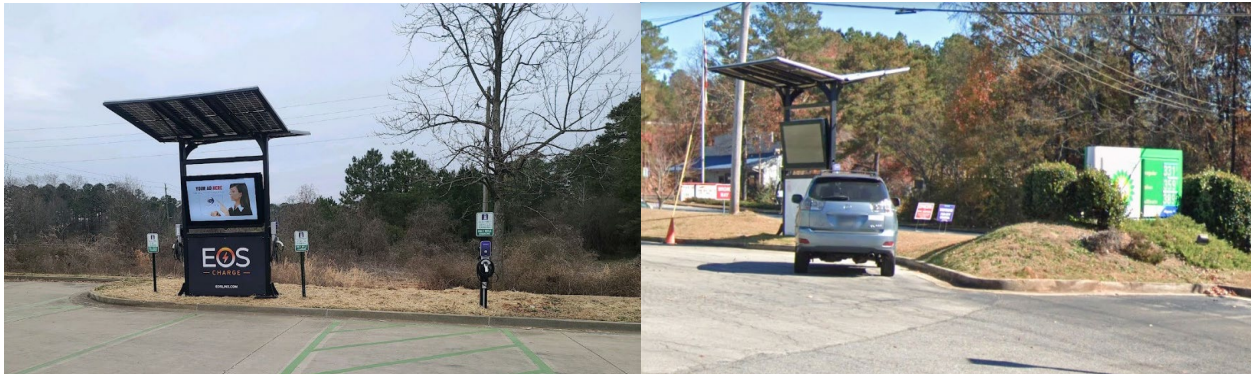
1) The California Air Resources Board (CARB) manages the Zero-Emission Program (ZEP) which includes PHEV, BEV and FCEV. Ten other states have adopted the program: Colorado, Connecticut, Maine, Maryland, Massachusetts, New Jersey, New York, Oregon, Rhode Island and Vermont.

2) As part of ZEP Alliance membership: California, Connecticut, Maryland, Massachusetts, New Jersey, New York, Oregon, Rhode Island, Vermont and Washington.

EOS' First Installation

Location Details

- Installation Date: 10/13/2021
- Address: Peachtree City, Georgia
- Location: BP Stevens Entry
- Location Partner: BP



EOS' first Charge Station was deployed in Peachtree City, Georgia.

\$5M investment in GA in 2022.

- As of today, 28 locations with EOS Aurora Charge Stations deployed in Georgia.
- A minimum of 18 additional Stations are expected to be installed in Georgia before year end.

Additional key connections to the State

- Manufacturer of displays – LG-MRI – based in Alpharetta.
- Lease of staging area in Stone Mountain.

- **EOS market installation**
 - Georgia, Tennessee, Texas, Alabama
 - Working toward North Carolina, South Carolina, Florida
 - Arizona and New Jersey as first stages in new regions
- **We started prepping for Georgia in Q1 of 2021 and installations in October of 2021.**
 - Installed at 10 locations in the last two months.
 - Ramp up time took almost two years.
- **Time is not on the side of the commercial enterprise**
 - The accelerated, exponential growth of the EV industry requires an even faster pace of infrastructure development
 - Things are getting better but we hear similar messaging from most cities - "we are working on a plan so please check back in six months to a year."
 - Translation - "go someplace else"
- **Challenges that drive product and business model changes**
 - Administrative
 - Business

- **Extending infrastructure from the current highway programs into the communities.**
 - Building beyond the NEVI program focus on electrifying the highways.
 - Establishing programs that are inclusive of economic development, LMI (low-middle income), and multi-tenant housing.
- **Ensuring safety and accessibility for consumers.**
 - Implementation of consistent requirements regarding ADA compliance.
 - Security integration and site placement requirements. Lighting and amenities included.
- **Standardizing the regulatory framework for EV chargers to increase speed to market.**
 - Currently, most jurisdictions have no EV permit and struggle to classify the various types of charging stations that exist.
 - Many of these solutions have secondary sources like digital out of home advertising, mobile integration, and data collection revenue to help subsidize the installation and bridge the gap until self-sustaining revenues can be attained in EV charging. These also provide enhanced customer functionality and potential commercial subsidization for the driver as well.
 - Future phases of development and expansion to avoid re-permitting to add additional chargers.
- **Effectively accounting for lost gas tax revenues.**
 - The financial transaction with EV drivers is drastically different from fossil fuels.
 - For EVs to facilitate the collection of this replacement revenue the technical solution needs to be connected, interconnected, and data rich.
- **Providing public support and funding in ways that incentivize the right behavior.**
 - Public investment focus on foundational infrastructure needs rather than commodity and consumable resources.
 - Commercial industry focus on capital investment in EV charging hardware.
 - Follow the right components of the federal guidelines regarding networking, standard compliance, accessibility, payment processing.
 - This needs to be interoperable, safe, and easy for the consumer.

THE EOS Approach



Development of a multi-value, edge technology platform

- Consists of an integrated suite of technologies that support electric vehicle charging, enhanced user management capabilities, and brings green energy to the site where possible.
- Our solutions are smart, connected, and allow for interoperability between systems.

Focused on the technology behind the EV equipment

- Vendor agnostic among connected and standard-compliant hardware solutions.
- Facilitates effective management of supply chain risks.
- Focused on bringing the best, customized solution to each use case.

Energy matters

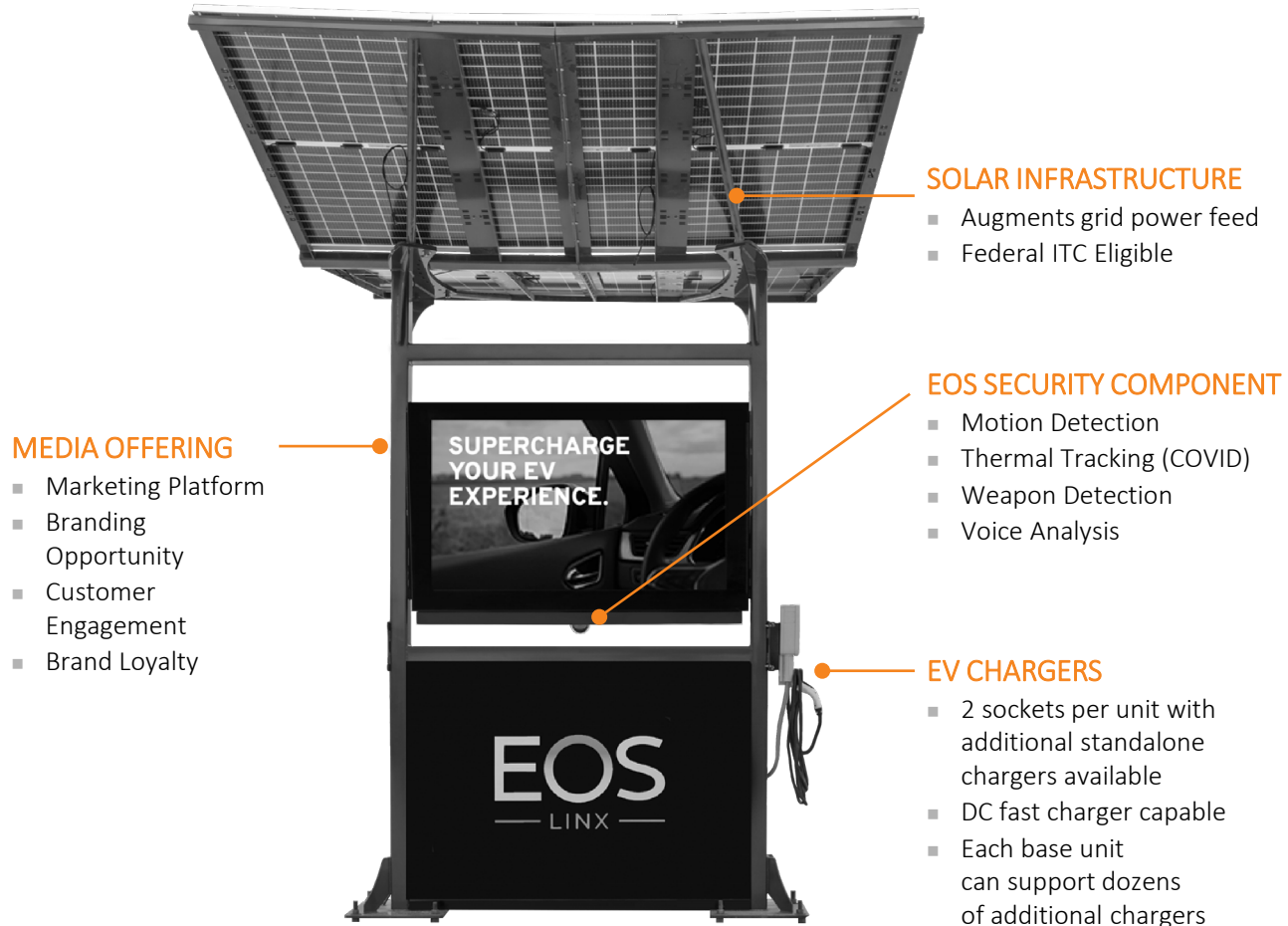
- Managing power concerns and cost through efficient design and storage.
- Generating power where we can.

Building strategic partnerships to deliver comprehensive solutions

- The EOS organizational ecosystem includes expertise in renewable energy, real estate development, telecommunications, technology, implementation, and fund management.

ESG-focused Proprietary Design Backed by the Latest Technology

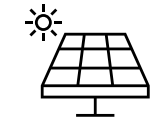
Solutions are designed for maximum flexibility & sustainability and can easily scale with needs



EV Retail Design



Large, 75" screen engineered by a digital out-of-home market leader



Self-sustainable with solar panels and a custom backup battery unit



Dome camera with advanced AI functionalities



Customizable with add-on capabilities

Customer Experience Focused



Consumer and public safety



Social media integration



Integrated accessibility and loyalty / VIP programs



Charging site experiential enhancement

ESG Focused

- ✓ Energy created per station (solar): ~3,500 kWh annually
- ✓ Greenhouse gas equivalencies per 500 locations:
 - 85,000 gallons of gasoline
 - 100 homes energy use for one year
 - 850K pounds of coal burned



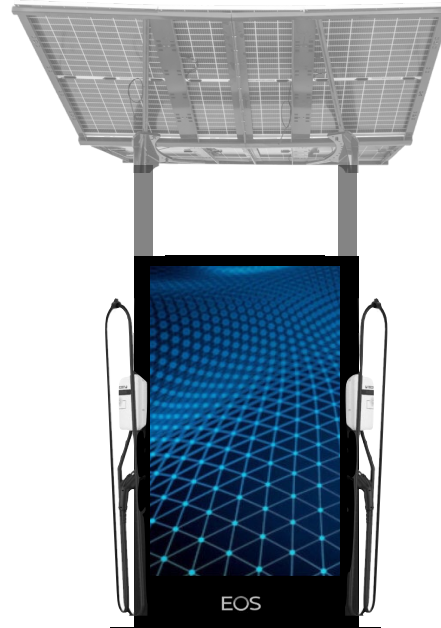
Design Flexibility Provides Location-Specific Deployment Ability

Unit Flexibility allows EOS to accommodate customer needs and reposition deployment based on the local regulatory environment



Aurora Charge Station

- High impression count
- Big impact locations
- EV educational awareness
- Flagship product in production
- Modular data center at the edge
- Solar incentive integration



Solstice Charge Station

- Medium impression count
- Permit friendly
- Extremely modular
 - Solar option
 - Digital option
- Smaller footprint

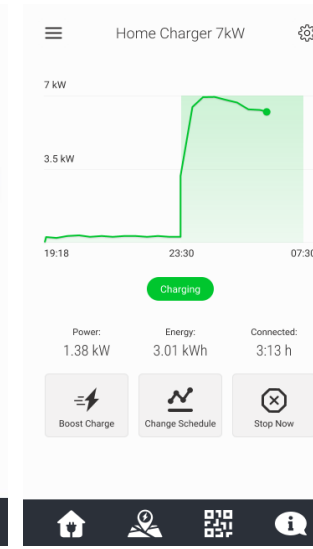
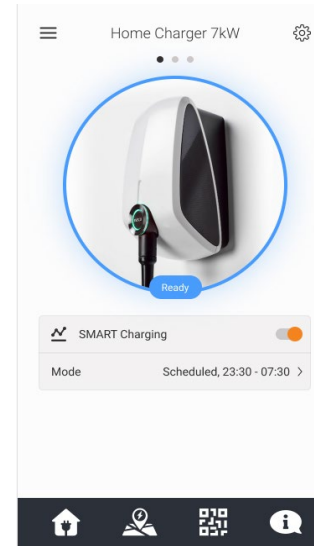
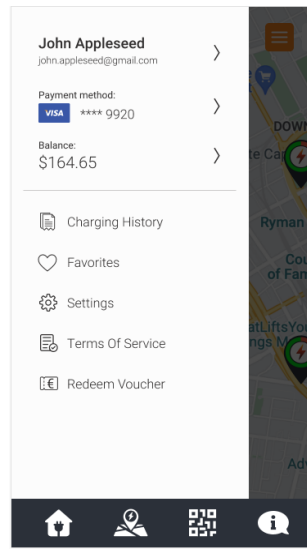
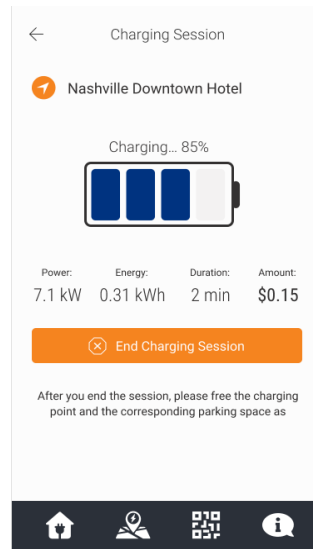
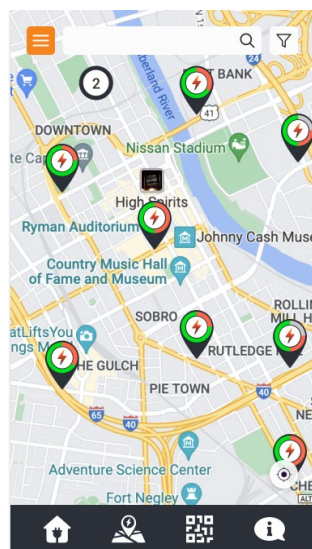
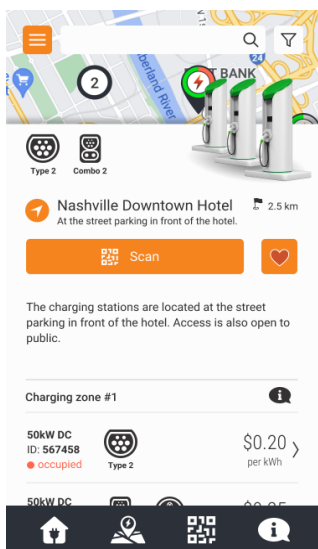


Axis Charge Station

- Can be extended off either charge station or standalone
- ADA compliant satellite stations
- Indoor facilities
- Urban settings
- Fleet integration

EOS Charge

- Simple and easy to use
- Integrated loyalty not just for EOS but for our location partners and advertising clients
- Highly customizable partner programs and rate management
- Residential controls for the utilities
- Focused on best practices for customer satisfaction. Site amenities, integrated feedback, reservation system
- Integrated public safety features



Q&A

