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<th><strong>Docket Number:</strong></th>
<th>18-EVI-01</th>
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<tr>
<td><strong>Project Title:</strong></td>
<td>California Plug-in Electric Vehicle Infrastructure Projections</td>
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<td><strong>Document Title:</strong></td>
<td>Harnessing Data to Grow Fast Charging</td>
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<td><strong>Description:</strong></td>
<td>EVgo powerpoint presentation</td>
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<td><strong>Filer:</strong></td>
<td>Tami Haas</td>
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Harnessing Data to Grow Fast Charging
Benjamin Austin, Director of Product Management

May 23rd, 2018
EVgo: America’s Largest Public Fast Charging Network

Mission:
- To ensure that convenient, reliable fast charging infrastructure is available to meet the needs of a rapidly electrifying transportation sector.

EVgo is scaling rapidly:
- 1,050+ 50kW DC Fast Chargers (500 in California)
- 66 markets, reaching 60% of US Pop.

EVgo is powering the EV revolution:
- 75,000+ customers
- 1.1M charging sessions in 2017
- Enabling 40M+ all-electric miles

Trusted Partnerships With Market Leaders:
- GM
- MAVEN
- NISSAN
- BMW

EVgo
BEV Ridesharing is about to explode, with high mileage/kWh needs and heavy reliance on DC fast charging infrastructure.

**U.S. BEV VIO, 2016-2022F***
Thousands of BEVs, by vehicle type

**U.S. BEV Total kWh, 2016-2022F***
Millions of kWh, by vehicle type

Ride-sharing accounts for a disproportionate amount of total kWh.

*CSource: BNEF, IEA, Inside EVs, Federal Highway Administration, Proterra, Seeking Alpha, EVgo IP*
Ridesharing and Fast Charging: The Perfect Match

Fueling and Total Ownership Cost Savings

- 70,000 mi/year equate to $5,300 in savings (CA DC Fast vs Avg ICE sedan)
- Total cost of ownership less than ICE, even without subsidies*

DC Fast: the best and only viable option for rideshare:

- Time is money... no time to sit 6+ hours on an L2
- Most drivers don’t have access to home or work charging
- High mileage rideshare requires daily fast charging

In urban areas/rideshare hot spots, it all pencils out

- High utilization, clear path to profitability
- Our urban utilization exploding, and leading to new opportunities like the Maven Dedicated Network

Note: Today’s avg Gas Price in CA of $3.75/gal
Source: *Johnson, Charlie and Walker, Jonathan Peak Car Ownership. Rocky Mountain Institute (RMI), 2017; **DOE
Harnessing Data to Grow a Profitable Fast Charging Business

Utilization = Revenue

- Many urban fast chargers approaching peak capacity
- DC Fast in low-utilization areas still essential, with support
- **Data to Inform:** EVgo utilization data, presence of fleet/rideshare, additional public data (e.g., rebates), BEV adoption projections, and EVI-Pro can all help predict future utilization... but there are always trends we cannot predict

Using data to sharpen our cost modeling

- Anticipated utilization data helping us better model future energy costs
- Additional capex/opex support from public and private stakeholders
Using customer & utilization data to inform our new retail pricing

Goal: A customer-centric pricing plan

- Scour all data sources: (Facebook, EV owner groups, Plugshare etc.)
- Lower prices across US
- Solve for all customer pain points (session time limits, session fees etc.)
- Ensure the value prop for EV adoption is there while still ensuring path to profitability

Result:

- Longer session times, elimination of session fees, monthly credits
- No cost barrier to entry
- Regional pricing, ensuring cheaper or as cheap as ICE in all our metro regions
- Very happy customers