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IEPR Workshop

Sara Rafalson | Senior Director, Market Development

June 24, 2020

Agenda

About EVgo

California Impact

NRG Settlement

California Funding Sources

DCFC Cost Stack

Grid Impacts

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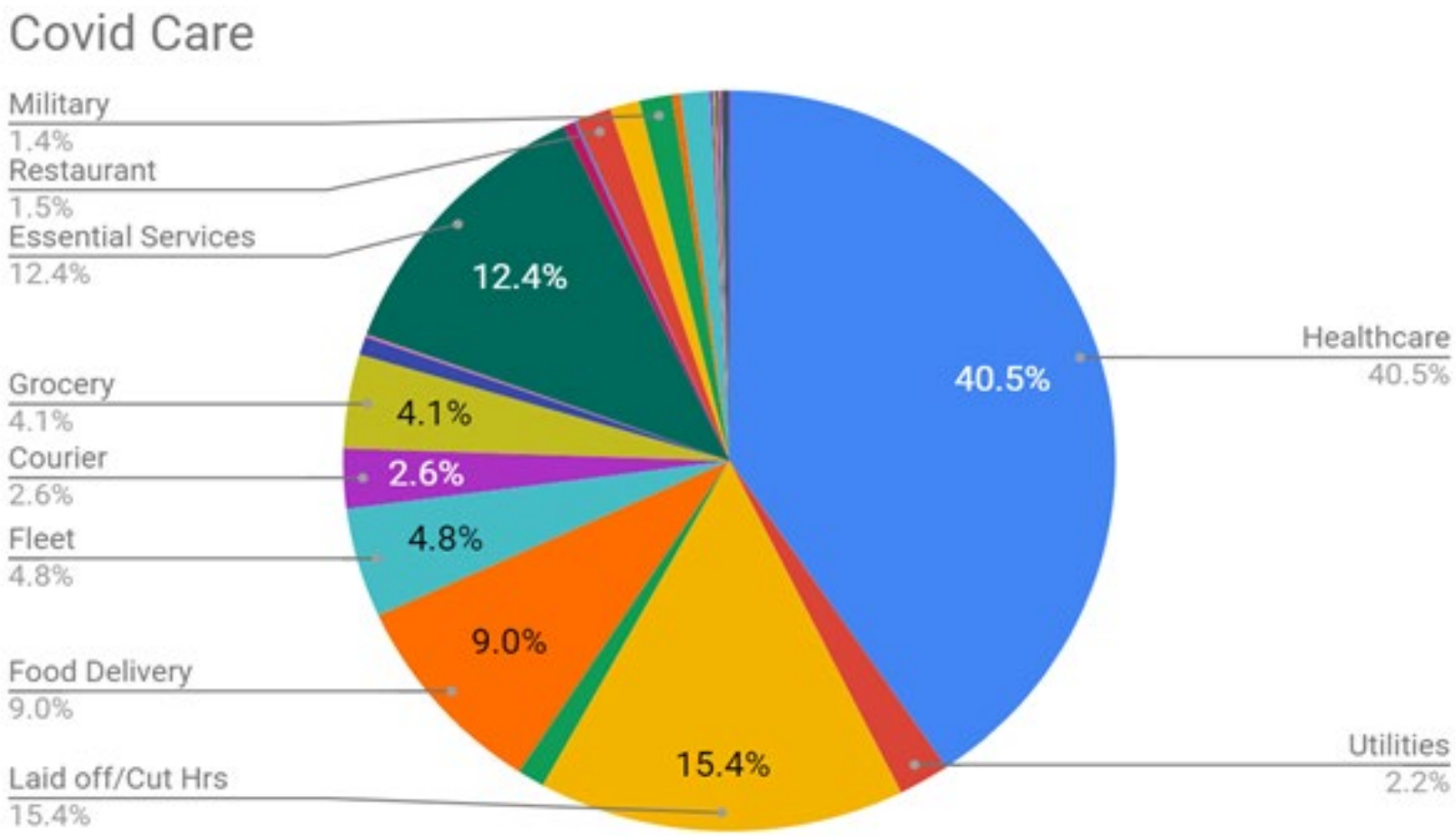
America’s Largest Public Fast Charging Network

Develop | Finance | Own | Operate

- **We build, own, & operate the nation’s largest network of public DC fast chargers**
- **80% of Californians live within a 15 minute drive of an EVgo charger**
- **200,000+ customers**
- **Over 800 fast charging locations nationwide**
- **98% charger uptime rate**
- **75 million+ electric vehicle miles annually, 1/3 from fleets**

EVgo COVID Care Plan Supports 950+ EV-Driving Essential Workers



EVgo COVID Care customer Michelle Hammond is supporting essential workers in her South Pasadena community with food delivery, powered by EVgo fast charging.

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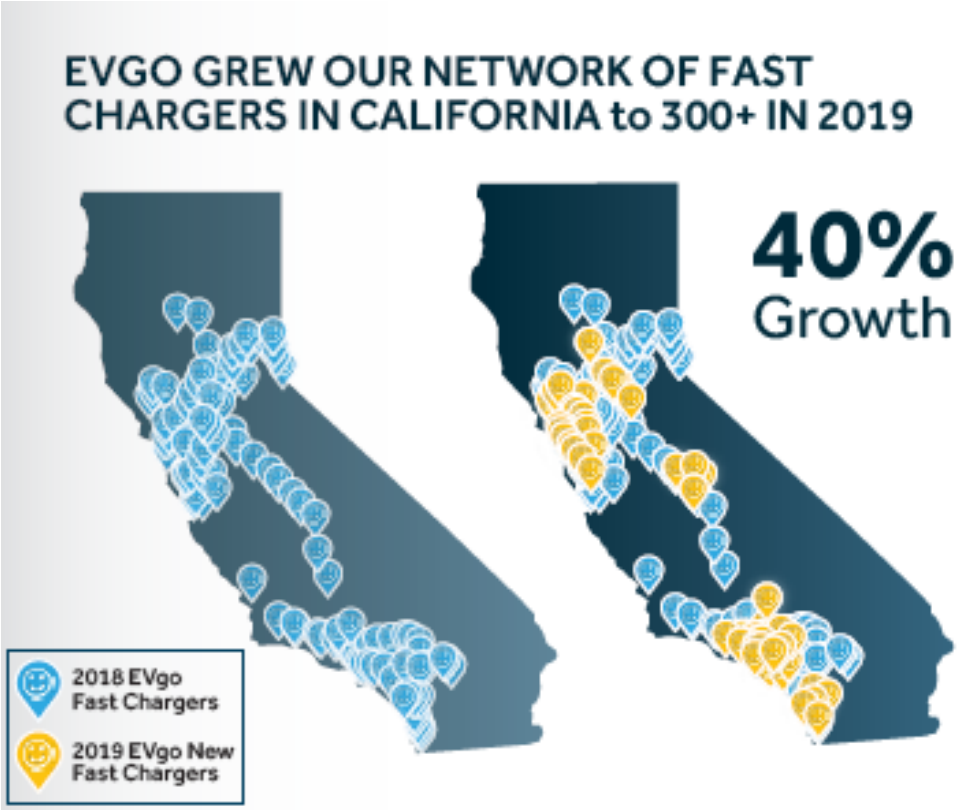
EVgo Grew CA Public Fast Chargers 40% in 2019



Strong Statewide Policy Support, Rate Reform Yields Rapid EVSE Deployment

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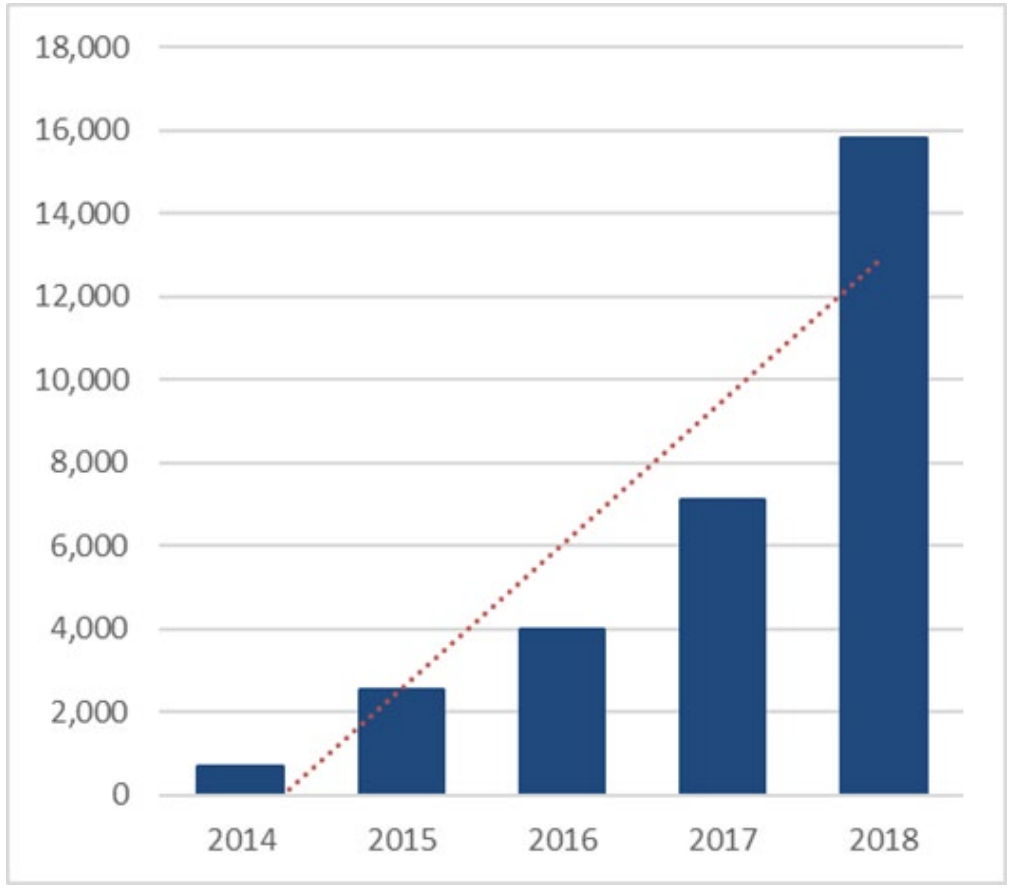
CPUC Settlement in Review

Delivered through the Settlement:

- **~530** DCFC delivered to date, nearly double initial compliance target due to cost efficiencies
- Amendment to allow high power charging plazas in dense urban areas to serve MUD segment
- **~7,000** make ready stubs for L2
- Opened 1st operational **350kW** charging station in Baker, CA
- Opened Green Raiteros Headquarters + Equal Access Charging Hubs with CBO partners
- Battery storage pilots

Total MWh Usage at Settlement Stations



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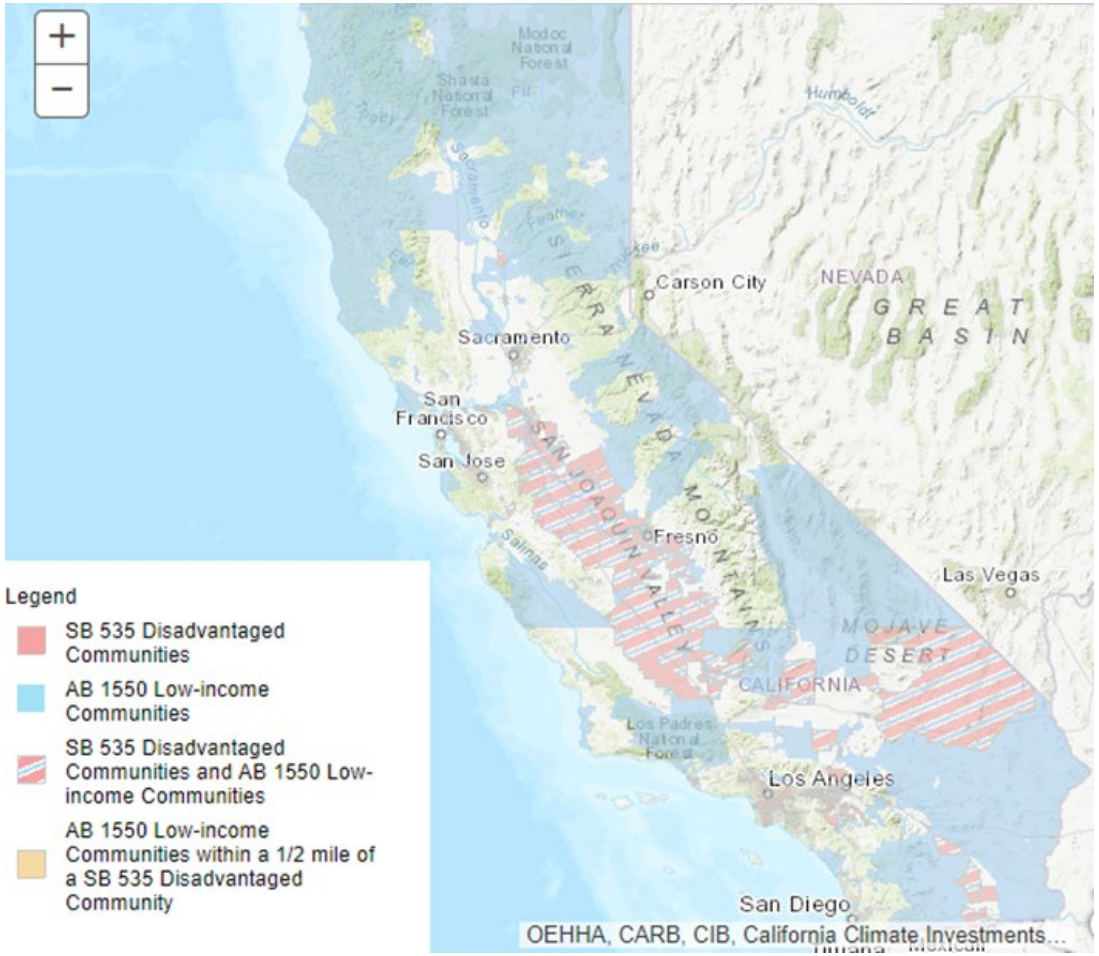
Investing in Priority Populations

Existing

- 40% of sites operating in Low-Income Communities
- 20% of sites operating in Disadvantaged Communities

Under Construction

- 55% of sites operating in Low-Income Communities
- 22% of sites operating in Disadvantaged Communities



Low-income definitions per Assembly Bill (AB) 1550 (Gomez, Chapter 369, Statutes of 2016)
Disadvantaged Communities as defined by (SB) 535 (De León, Chapter 830, Statutes of 2012)

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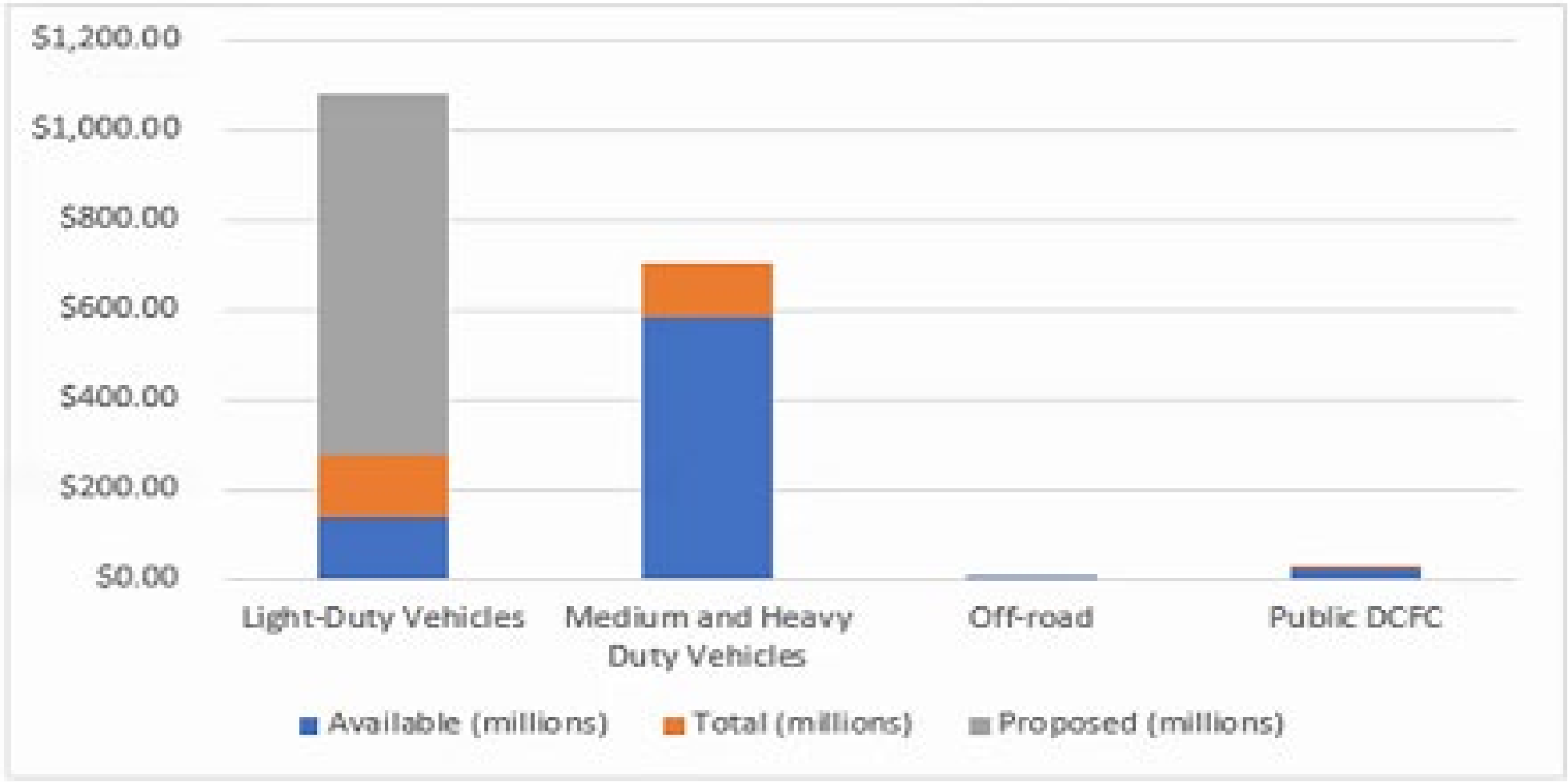
Other Funding Programs: CPUC Activity



Source: CPUC TEF Workshops

Best Practices from Other Funding Programs

- BAAQMD
  - **Utilization targets** weed out speculative applicants, encourage deployment of chargers with highest air quality benefits
  - **Public Availability**: Charging stations must be available to the general public, operate for a minimum of 3 years, and achieve a minimum usage requirement. All funded charging stations must be available for use by the general public at least 250 days per year, for at least 8 hours per day during normal business hours with the exception of MDU facilities which are subject to case-by-case projects
- LADWP
  - Complete the EV Charging Station Request Forum found at ladwp.com/ev and work with LADWP to ensure that the utility infrastructure is sized for the incremental load resulting from your planned deployment. You will need to obtain a Service Commitment Letter or EV Service Design Engineering Review Confirmation issued by LADWP in connection with the planned deployment **before applying.**

DCFC Cost Stack: Much More than Electricity

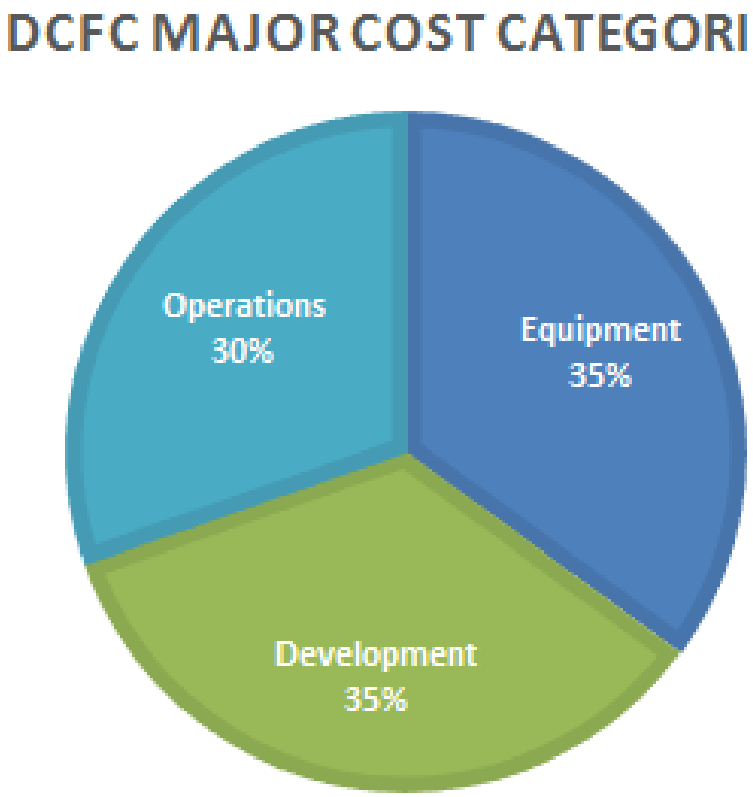


Table 1: Illustrative List of Public Fast Charging Cost Components by Category

Equipment Costs	Developmental Costs	Operation Costs
Charger Hardware	Network Design	Electricity / RECs
Utility Interconnect (e.g. switchgear, conduit)	Site Development	Rent*
Software	Legal Contracts	Warranties
Credit Card Reader	Site Surveys	Maintenance
Communications Hardware	Engineering	Charger Communications
Wheel Stops	Utility Review	Customer Care/Call Center
Signage	Permitting	Network Operations / Billing
Security	Construction (e.g. boring, trenching)	Taxes & Business Licenses
Additional Technology Tools	Bollards, Pads & ADA	Insurance
Utility Service Upgrade*	Project Management	Web/App/Digital Services
		Reporting

*situation-specific: required sometimes but not always

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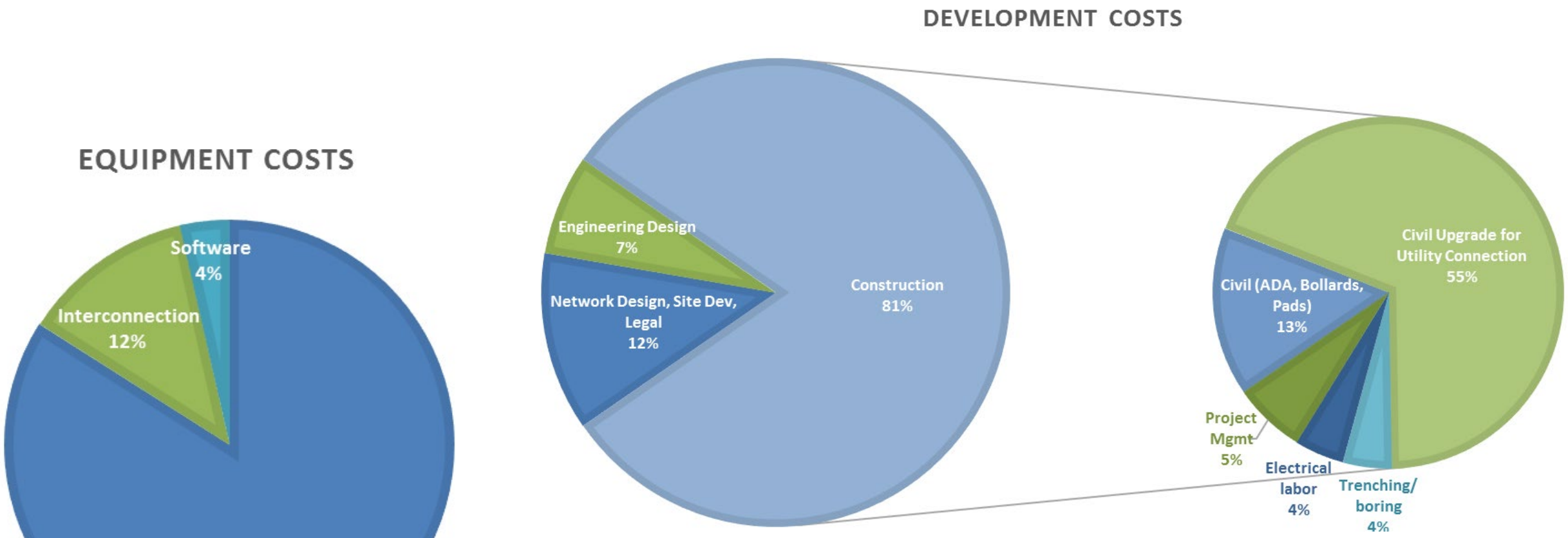
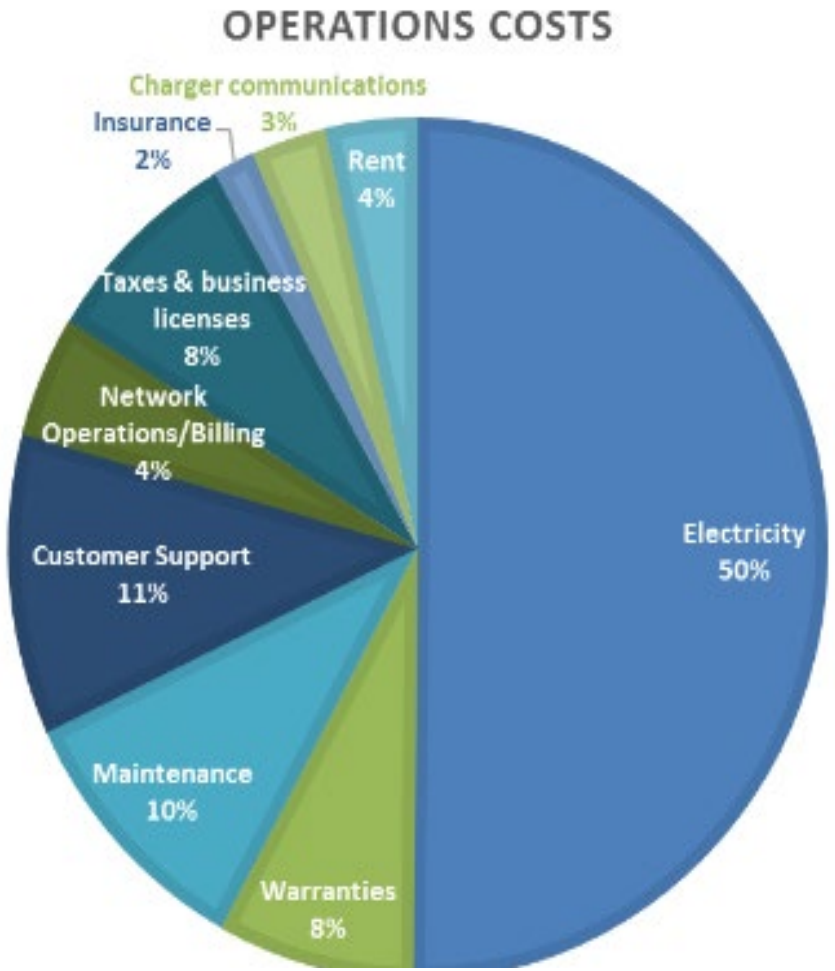
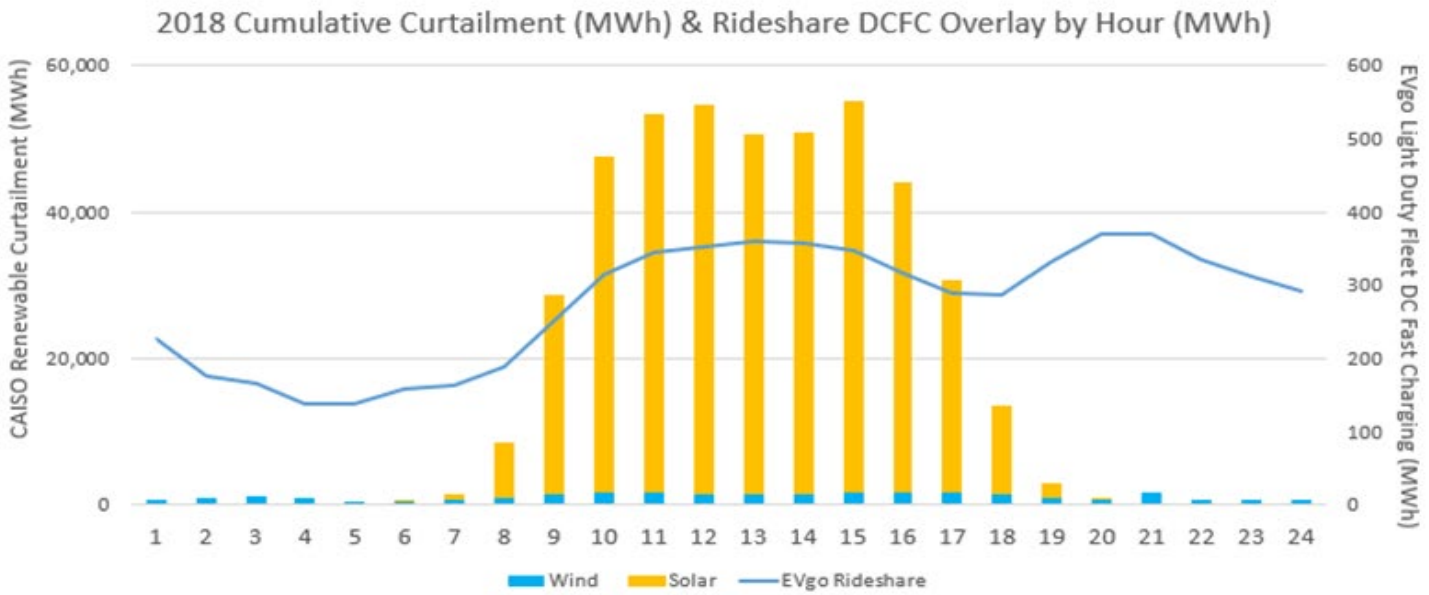


DCFC Cost Stack: Much More than Electricity



Grid Benefits: DCFC Charging Avoids GWh of Solar Curtailment



Sources: CAISO Curtailment http://www.caiso.com/Documents/Wind_SolarReal-TimeDispatchCurtailmentReportDec31_2018.pdf
Rideshare, 2018 EVgo fast charging operational data

DCFC is solar-friendly load

- **>45% of Rideshare charging, personal use charging during 9AM-3PM solar hours**
- **Personal use drivers drive ~75% of time between 9-6**
- **Alignment without price signals**

Questions?

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