



# SemaConnect & EV Charging Industry Overview



Mark Pastrone, COO  
SemaConnect, Inc.

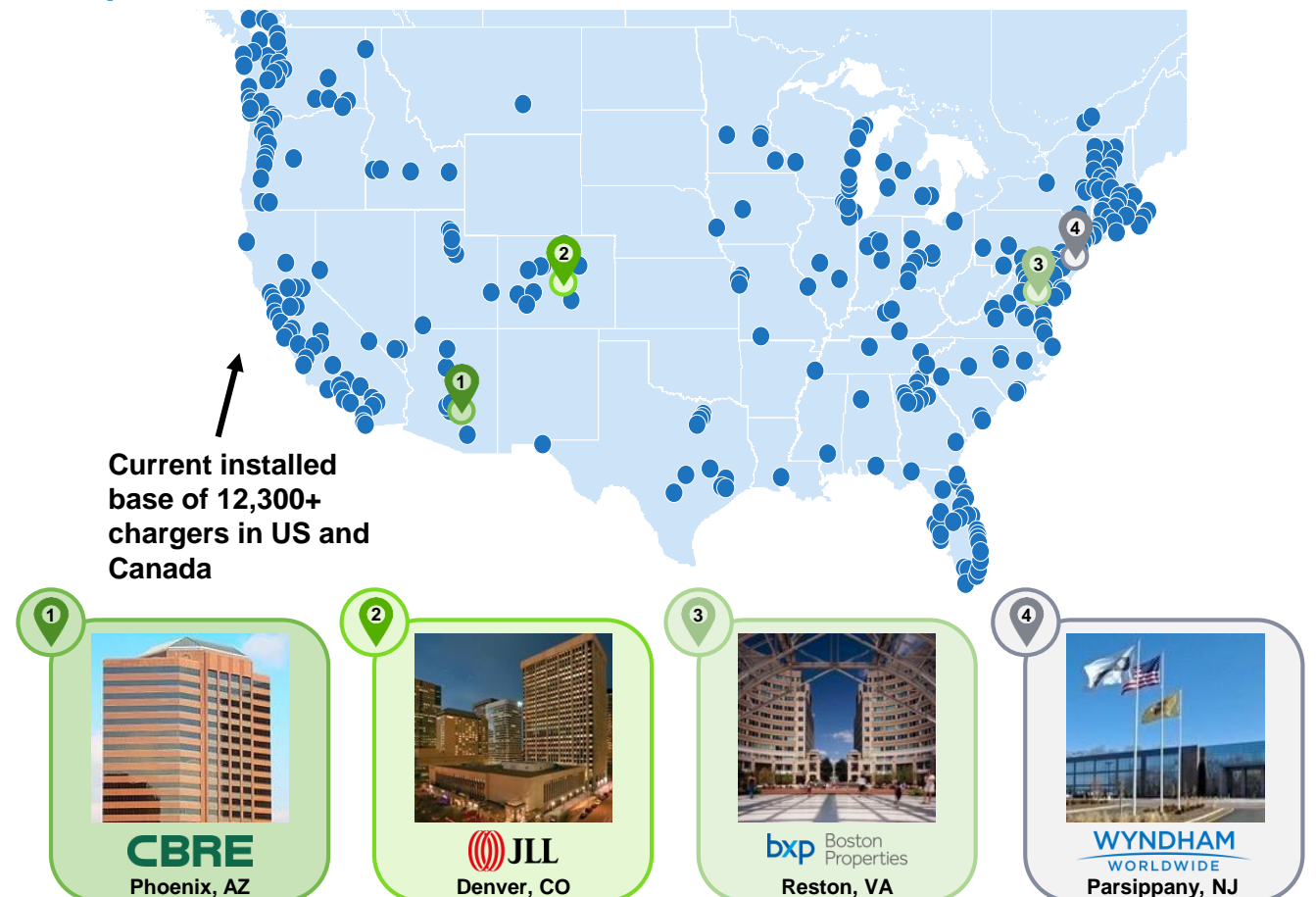
**SemaConnect**

# SemaConnect Overview: Leading Provider of EV Charging Solutions in North America

Our proven technology, integrated solutions and intimate blue-chip customer relationships have created a strong foundation to provide the charging solutions required for the expected rapid EV penetration growth

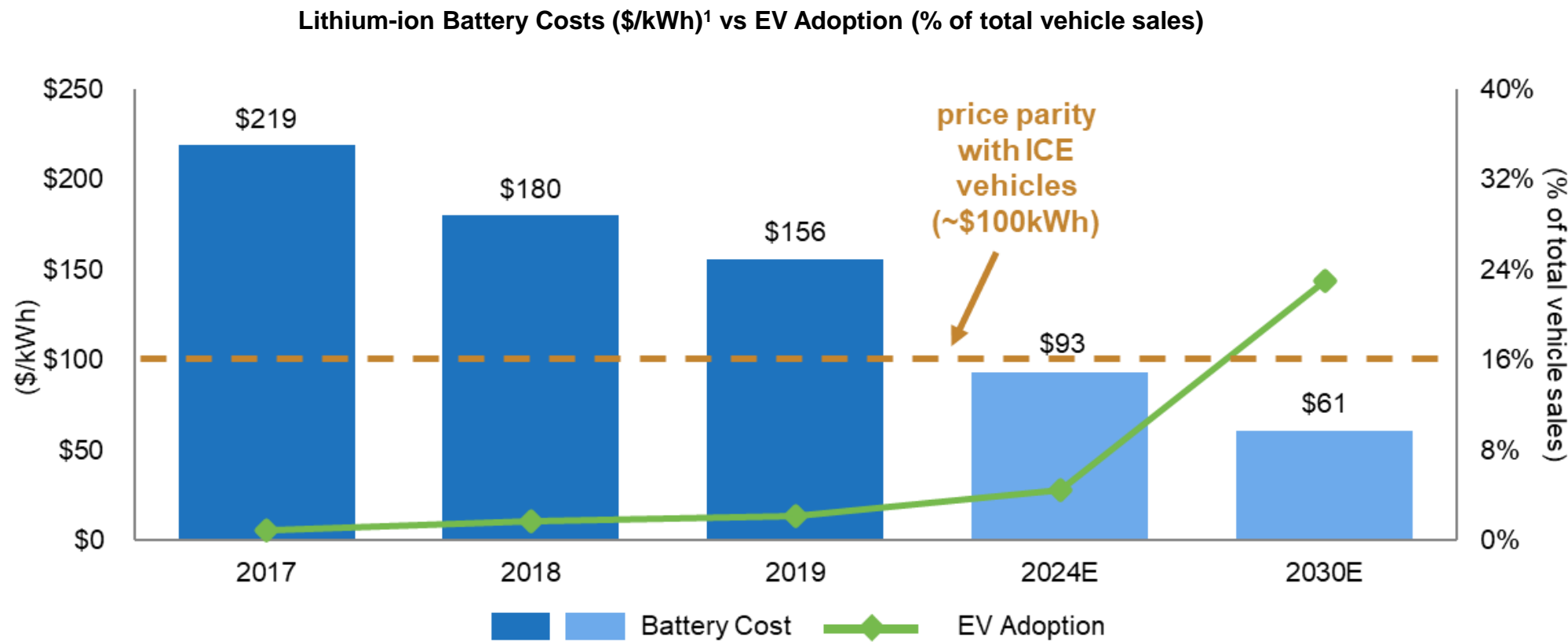
<b>Proven Technology</b>	<ul style="list-style-type: none"> <li>Comprehensive smart hardware and software solutions</li> <li>Large portfolio of intellectual property with successful defense of patents</li> </ul>
<b>Vertically-Integrated</b>	<ul style="list-style-type: none"> <li>End-to-end solution provider</li> </ul>
<b>Robust Customer and User Base</b>	<ul style="list-style-type: none"> <li>1,550+ marquee accounts across key end markets</li> <li>Managed over five million charging sessions to date and counting</li> </ul>
<b>Project Management</b>	<ul style="list-style-type: none"> <li>Completed most demanding multi-family and workplace program in industry (Electrify America)</li> </ul>
<b>Partnerships</b>	<ul style="list-style-type: none"> <li>Strong partnerships with leading commercial real estate firms, network providers, fleet management companies, and owner/operator customers</li> </ul>

## Top-2 Market Share in the U.S.



# Cost and Societal Shifts are Fueling Adoption of EVs

EV adoption is expected to reach an inflection point in the coming years driven by rapidly declining battery costs, lower total cost of ownership, friendly regulatory environment, corporate action and shifts in consumer preference



## Key Drivers of EV Adoption



Declining cost of lithium-ion batteries



Lower relative maintenance costs



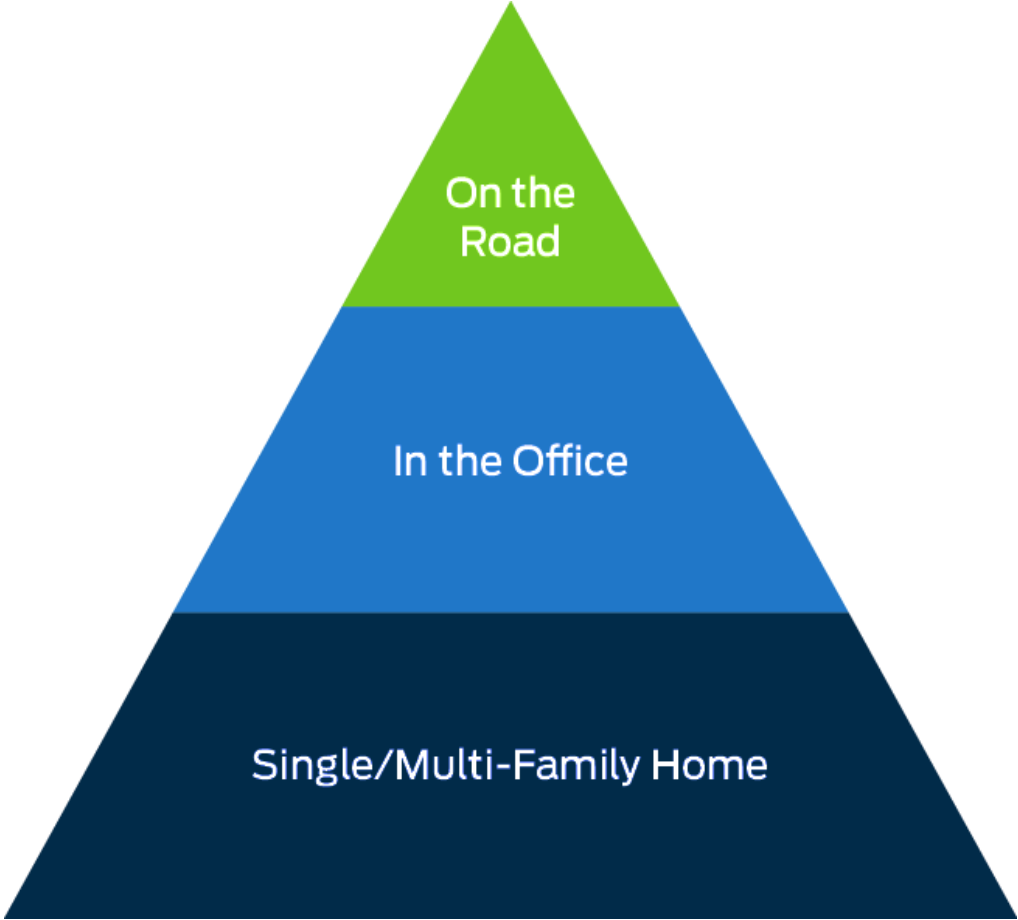
Secular shift in ESG awareness & friendly regulatory environment



Changing consumer preference driven by proliferation of affordable EVs



# Where Will Drivers Charge?



Charging Stations are the **newest green amenity** for commercial properties

# Smart Charging Solutions Important for Scaling Infrastructure

SemaConnect unites station owners, drivers, service providers, support teams and utilities with charging infrastructure



Robust Software Solutions Complement Hardware

- Station Management
- Driver Management
- Reporting & Dashboards
- Pricing & Access Control
- Energy Management
- Payment Processing
- Service Provider Management
- Automated Demand Response