



# NY Department of Public Service & NYSERDA

## Technical Conference – Utility Roles in Electric Vehicle Charging

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# EVgo Breaking Down Barriers to EV Adoption

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## Company profile

Largest public  
fast charging  
network



- 1100+ DC fast-chargers and growing, in nearly 70 U.S. metro markets
- In ~70 U.S metro markets, where 90%+ of new EVs are sold
- 40 million zero-emissions miles powered by EVgo in 2017
- >77K EVgo Customers at end of 2017

Market  
leadership in  
EV ridesharing



- >5M ridesharing miles powered in 2017 through EVgo's partnership programs
- EVgo's dedicated cross-functional team ensures ridesharing program success

Unmatched DC  
fast charging  
scale



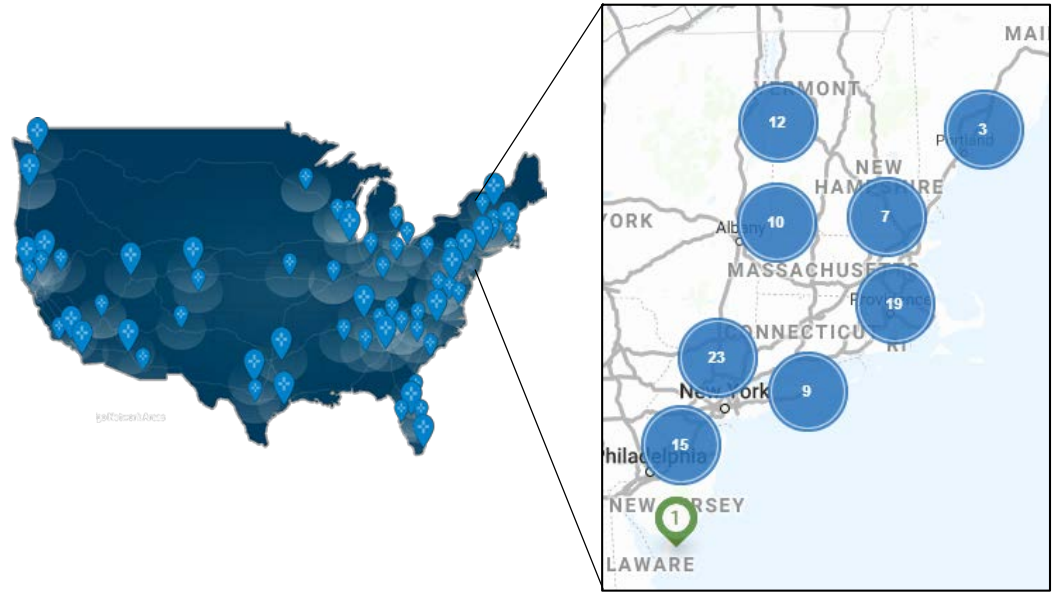
- Scale of EVgo's network enables superior customer service and regionally differentiated but nationally competitive pricing, at or below gas equivalent in every market
- EVgo has best-in-class expertise in site acquisition, infrastructure development, software development, network management, and customer engagement



# EVgo Site Host Partners

- EVgo's and *existing* host and contractor portfolio, combined with owner-operator corporate structure, enable rapid deployment of fast charging assets where EV drivers want and need them

Partner	Fast Chargers
	107
	30
	38
	58
	123
	36



Trusted Partnerships With Market Leaders:



# EVgo Core Competencies

**Asset backed turnkey EV charging service provider and owner-operator of the largest public fast charging network in the United States**

## Infrastructure Development

- Site Selection Optimization
- Station Design and Layout
- Site Acquisition
- Utility Integration
- Site and Station Permitting
- Power Management

## Network Management

- Network Operations Management
- Preventative Maintenance Scheduling
- Warranty and Service Program
- EVSE Manufacture Management
- Site Host Management
- Spare Parts Inventory Management
- High-Tech, Robust IT Solutions

## Customer Engagement

- B2C and B2B Product Sets (including rideshare-dedicated)
- Dedicated 24-Hour Call Center
- Customer Management
- Emergency Services / 911 Roadside Assistance

## Technology and Innovation

- Smart 'Station of the Future'
- Power management
- Utility Interface
- Investing in UX and customer engagement tools

# Fast Charging Use Cases

- Intercity Trips
- Multi-family and households without garage/driveway
- \*\*\*Ride share\*\*\*

## Atlanta **INTOWN**

City launches pilot electric vehicle rideshare program

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Uber Drivers in San Diego Offered Incentives to Use Electric Vehicles

California May Push Uber And Lyft To Go Electric, With Far-Reaching Consequences



EDITOR'S PICK  
**Alan Ohnsman** Forbes Staff  
May 16, 2018, 08:00am • 7,359 views • #ChangeTheWorld



#1 cleantech new  
Subscri

**Electric Vehicles Can Save “Ridesharing” Drivers A Lot Of Money Every Year.**



Compass  
Pointing the way to a clean energy future

October 30, 2017

**Car-Sharing & Ride-Hailing Adding Electric Cars to Their Fleets**

By Gina Coplon-Newfield and Mary Lunetta



**EVgo**

# Regulatory mandates will accelerate EVs for ridesharing: CA leading the way

## Increased rideshare regulation is likely

Transportation surpassed energy in 2017 as the U.S. sector with the highest carbon emissions

### Regulatory Effort

### Details

**Near Term /  
High  
Probability**

#### Governor's Climate Plan

- Governor Brown's 2018 executive order and climate plan includes a \$2.5B investment in EV charging stations, a \$1.25B investment in cap-and-trade and a goal of 5M ZEVs in California by 2030

#### CARB & CPUC efforts

- CARB ZEV program goal: EVs comprise ~40% of California's fleet by 2030
- CPUC: Initiated an Open Proceeding to develop electrified ride-sharing regulations

#### Regulation of rideshare

- State Senator Skinner's SB 1014 has a Clean Mile Standard, which would eventually require a 100% ZEV rideshare fleet in CA

#### ICE vehicle ban

- Governor Brown, CARB, and state senators have begun to consider implementing a ban on ICE vehicles:

"... I've gotten messages from the governor asking, 'Why haven't we done something [to ban ICE vehicles] already?' The governor has certainly indicated an interest in why China can do this and not California ..."

Mary Nichols, CARB Chairwoman

**Long term /  
Medium  
Probability**



# Utility Involvement Crucial for EV Market Development/Support

EV Charging situation is better than you think, but is also still harder than you think

Lower cost longer range cars are coming, need exponential fast charger growth (chargers installed) in next 12 months

- Universal consensus on utility ownership of make-ready
- Critical partner for advanced, proactive charger site planning (inc. capacity analysis), early and often
- Public-private partnership support to rapidly build customer-centric charger networks
- High-power make-ready (utility 'over-investment' in future proofing)
- Streamline charger interconnection – designated team, staff up for what's coming that is already within utility core competency
- Rate design matters (kudos, NYPA)
- Land sourcing partnership in challenge areas, especially underserved regions

# Crucial Factors and Case Studies

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## EVs in Rideshare

- They are here now, and having a huge impact already
- Will only grow with pending regulatory mandates and private company commitments

## PGE

Make-Ready and Commercial Rate Proposals that will enable private companies with the critical expertise and partnerships to deploy:

## SCE

- Widespread future-proofing
- Chargers at critical but economically challenging sites
- Widespread high-power and hub charging

➤ \$780MM approved by CPUC, primarily for make-readies