

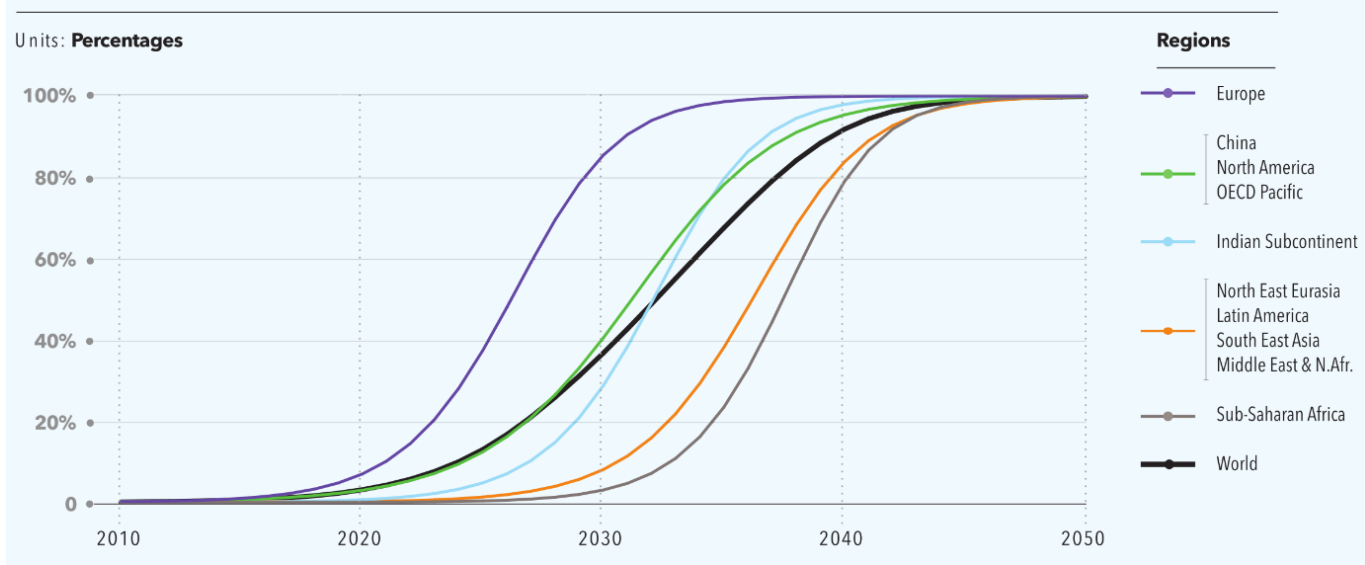


Smappee Smart EV charging offering

August, 2019

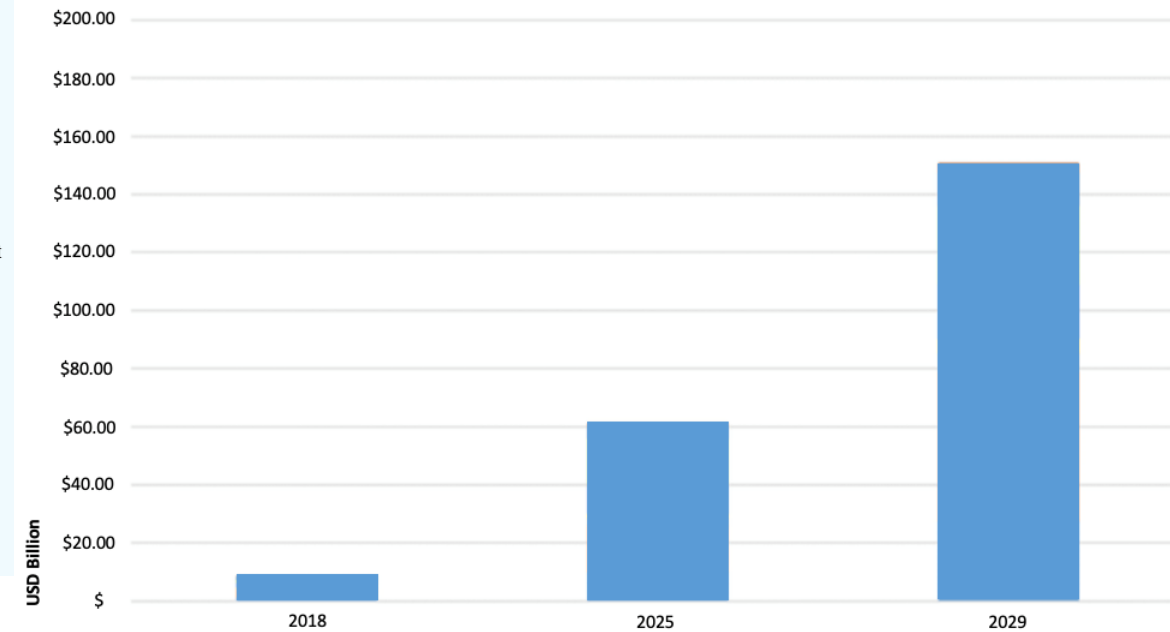
Global exponential growth of EV

Market share of electric vehicles in new light vehicle sales



Source: DNV GL Energy Transition Outlook 2017

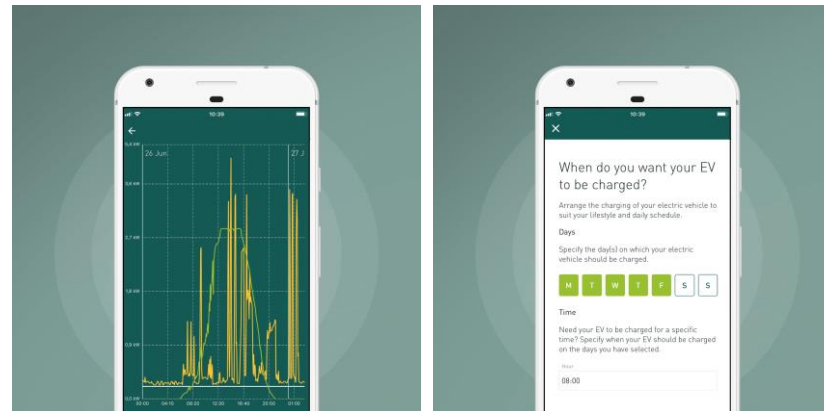
Global electric vehicle charging infrastructure forecast in USD Billion



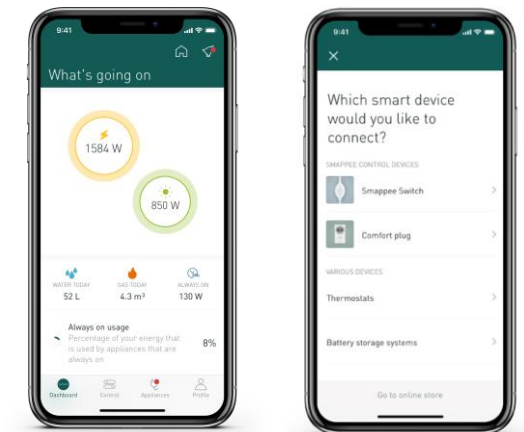
Source: IDTechex 2019

Growing need for smart EV charging

- Overload protection
 - Residential
 - Charging squares
- Closing information gap
 - Visualisation (real-time & historical)
 - Smart charging



- Use solar for charging
 - Optimised self-consumption
 - Control energy flows

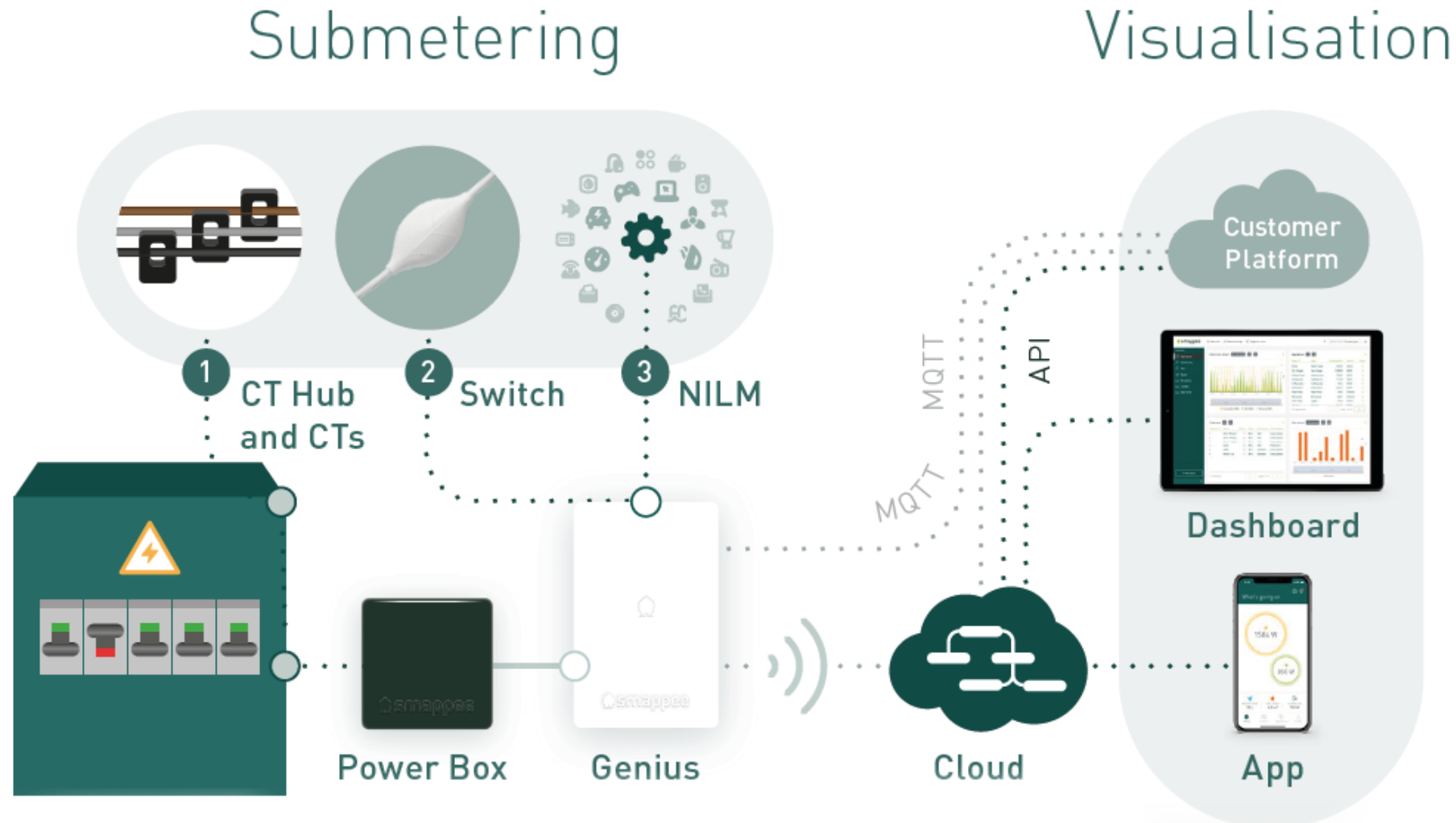


Current market offering

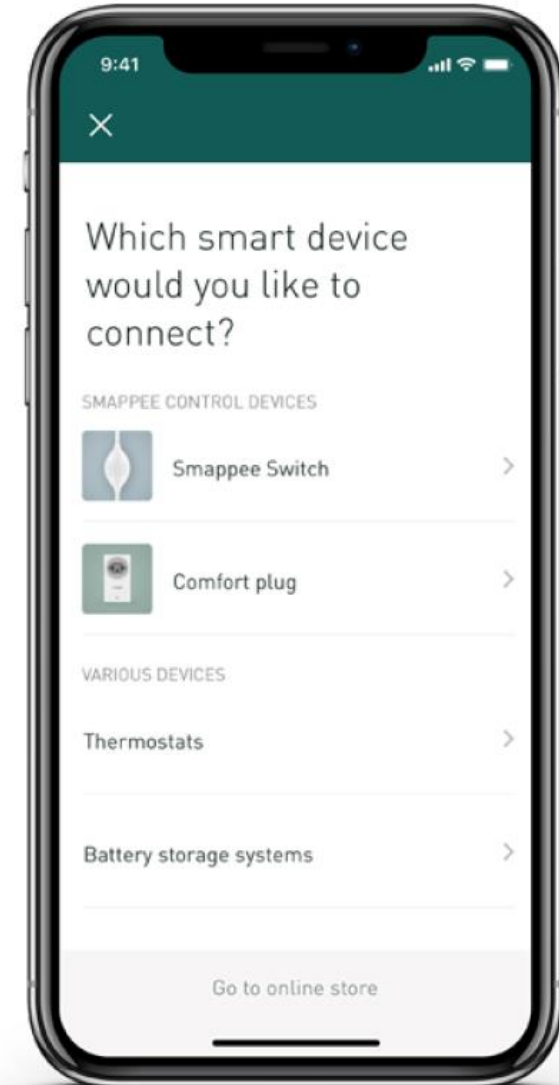
- Smart charging includes:
 - Peak Shaving – static ✓
 - Load balancing – between stations only ✓
 - Dynamic load balancing ✗
 - Uses self-consumption ✗
 - Control over charging process ✗
 - Data and insights in charging process ✗
 - Remote access and upgradability ✗

→ Mostly only limited smart charging offering

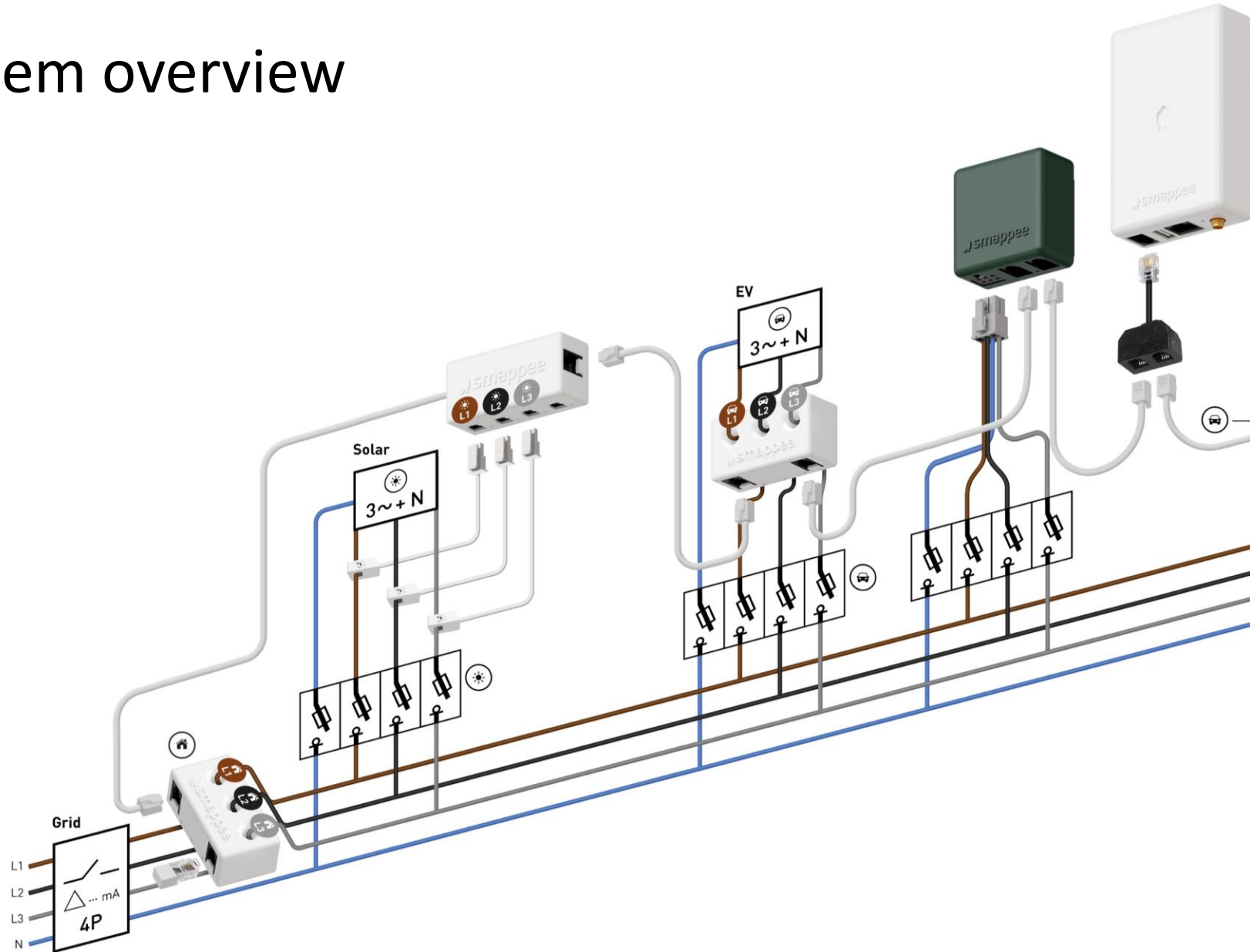
Smappee basic intro



Smappee integration

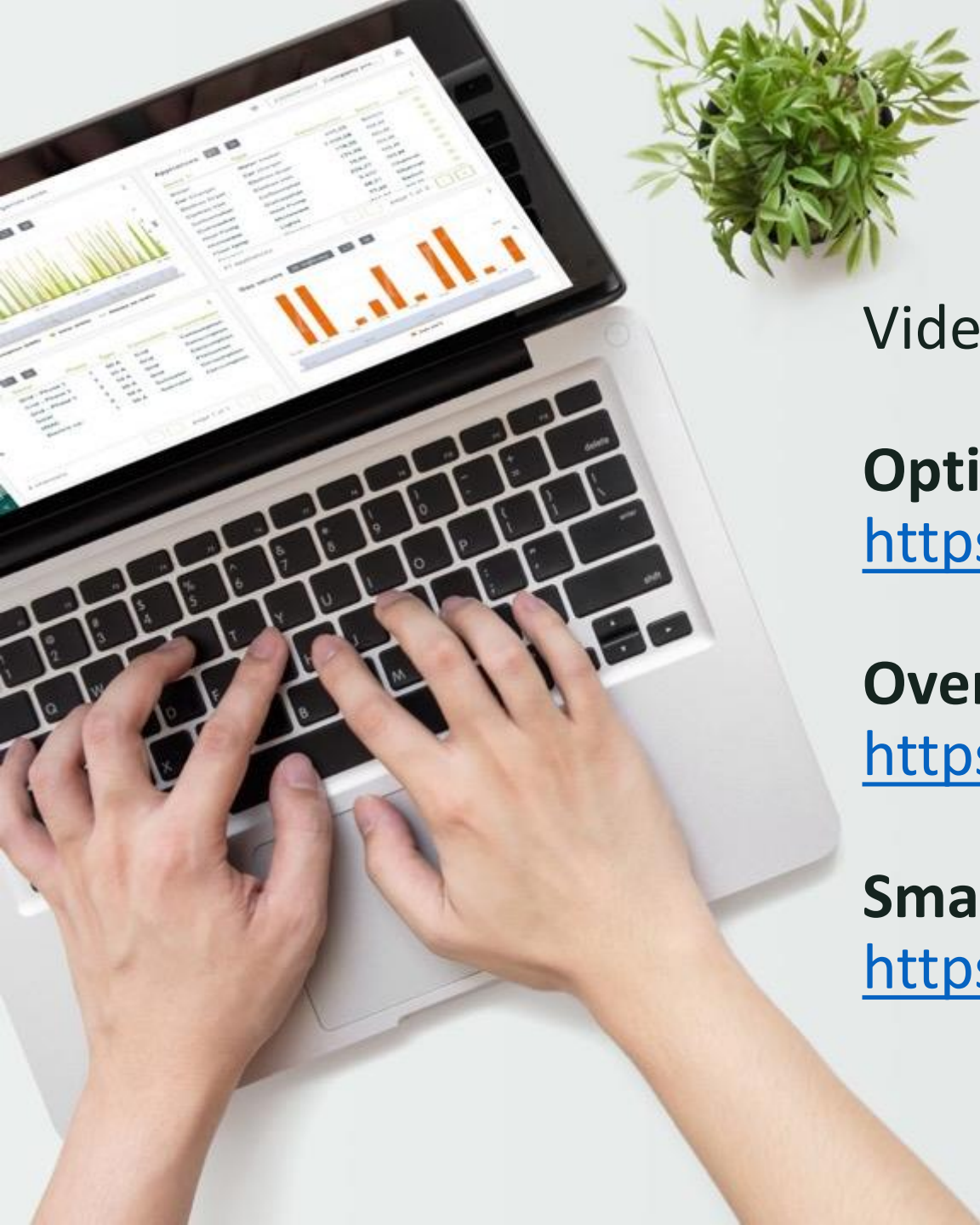


System overview



What do you get?

| Feature | Smappee | Other solutions: Modbus meter | Cloud solution | EV Service Equipment internal solution |
|---|---------|----------------------------------|----------------|--|
| Static Overload protection | | | | X |
| Dynamic load balancing | X | X | X | |
| Upgradability | X | | X | |
| Visualisation | X | | X | |
| Remote access | X | | X | |
| Total home overview including PV production & appliances | X | | | |
| Easy installation | X | | | X |
| Self-consumption optimisation | X | | | |



Video Smappee smart charging:

Optimised self-consumption

<https://youtu.be/FdSs3xodDTI>

Overload protection

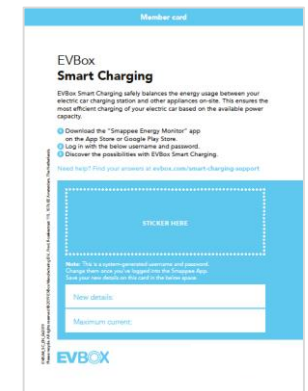
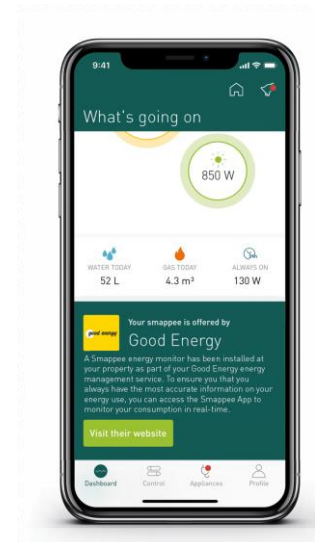
<https://youtu.be/5X5l0OzmfJc>

Smart charging demo in Smappee App

<https://youtu.be/V4QvTX-Zc0U>

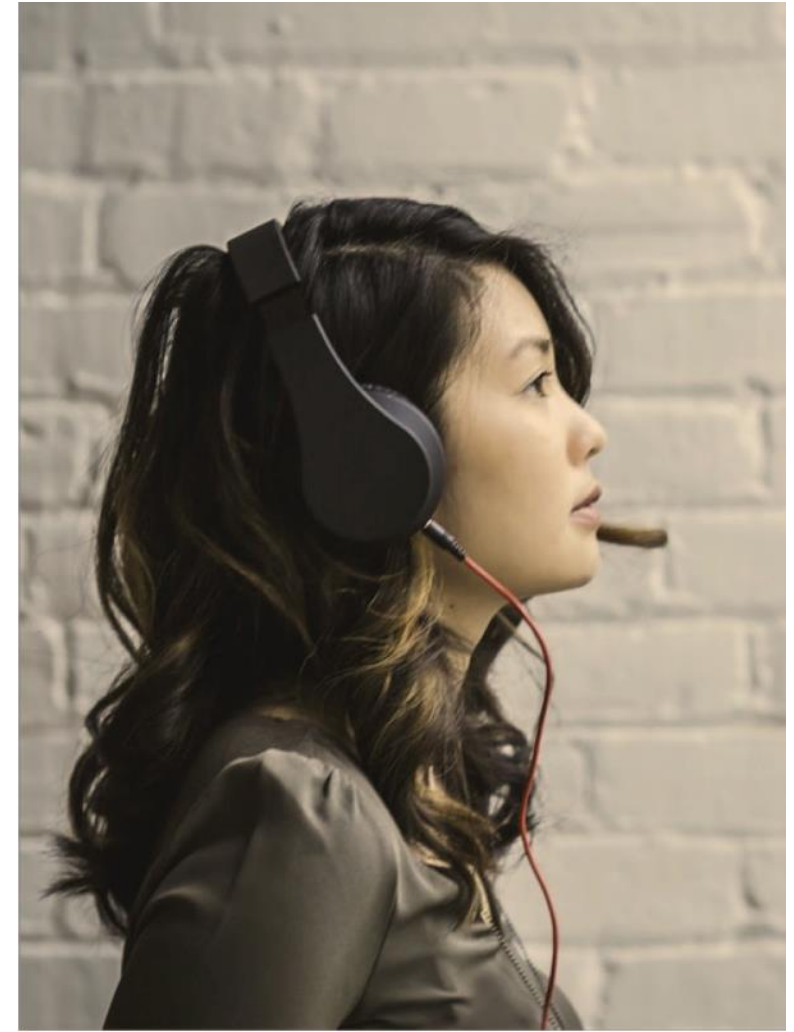
Collaboration options

- “Works with Smappee”
 - Integration with partner charging station on Smappee side
 - Mutual promotion through own channels (sales channels, marketing channels)
- White labelling
 - Sales of Smappee solution through partner
 - Branding possibilities (app, packaging)
 - Volume based deal



Support overview


- 1st and 2nd line support by partner, 3rd line by Smappee
- Training option:
 - Installation training
 - Support training using Smappee tools
- Dedicated accounts in Smappee tools for support
 - Smappee backend tool
 - Ticket tracker



What can you expect?

A **clear roadmap** that guides you from start until finish in the development of a tailor-made solution:

- Opportunity intake – feasibility check, set expectations
- Business case definition
- LOI / Agreement
- Development of integration
- Training
- Product delivery
- Operational fase

A vertical bracket on the right side of the slide, spanning the height of the list of steps, indicating the duration of the process.

→ In just 3 – 6 months



THANK YOU