
The Future of Electric Vehicle Charging

Transitioning from EV Charging **1.0** to **2.0** and how the future of mobility starts right here in New Mexico.



Presented by **Stuart Rose**
Founder and Chairman, Go-Station



Agenda

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01

Go-Station

Who We Are & What We Do

Go-Station delivers an **unsurpassed electric vehicle charging experience.**

Founded in 2015, Go-Station has been committed to helping drivers and commercial partners benefit, thrive, and overcome hurdles in a world rapidly transitioning to electric vehicles.

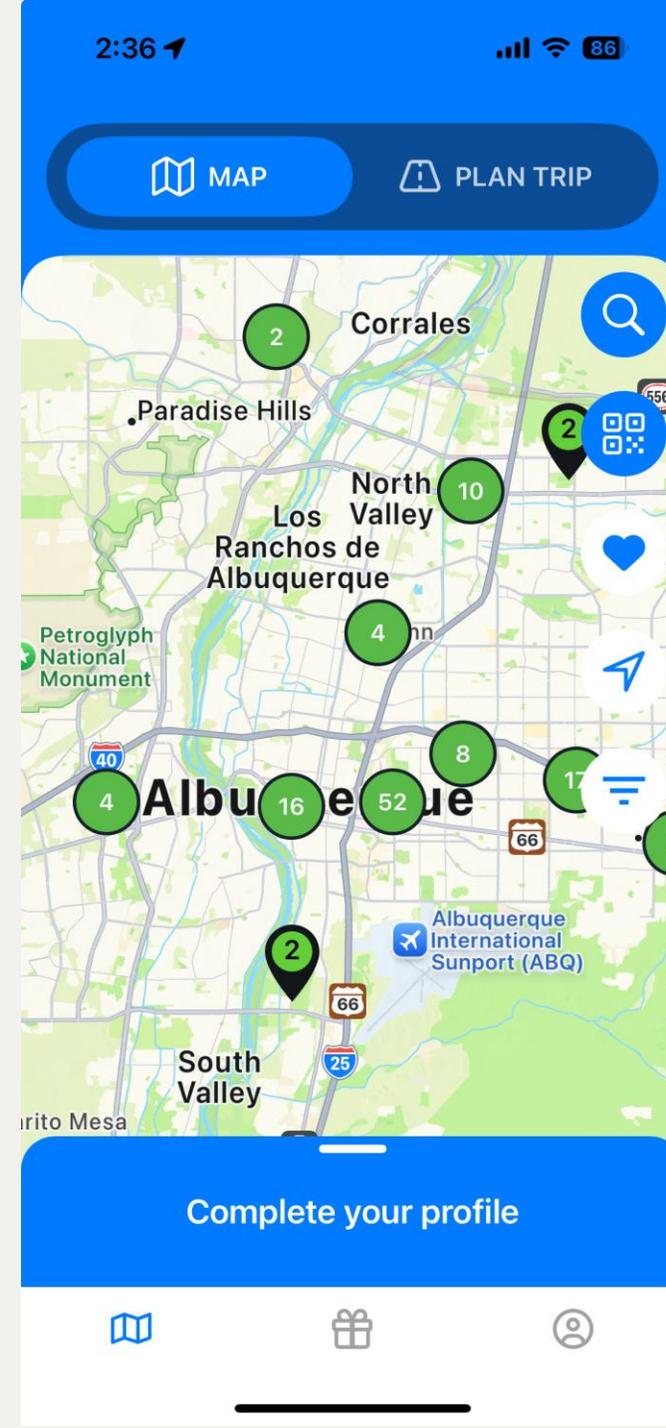
- State-of-the-art and innovative charging solutions**
- Data science-driven station placement & analytics**
- AI-fueled software and modern interfaces**
- Expertise and tailored offerings for vehicles of all types**



Go-Station's mobile app is a one-stop shop for charging.

With our strategic roaming agreements, you don't need to have multiple charging apps to know where to go. With Go-Station, it's just one download with access to tens of thousands of chargers.

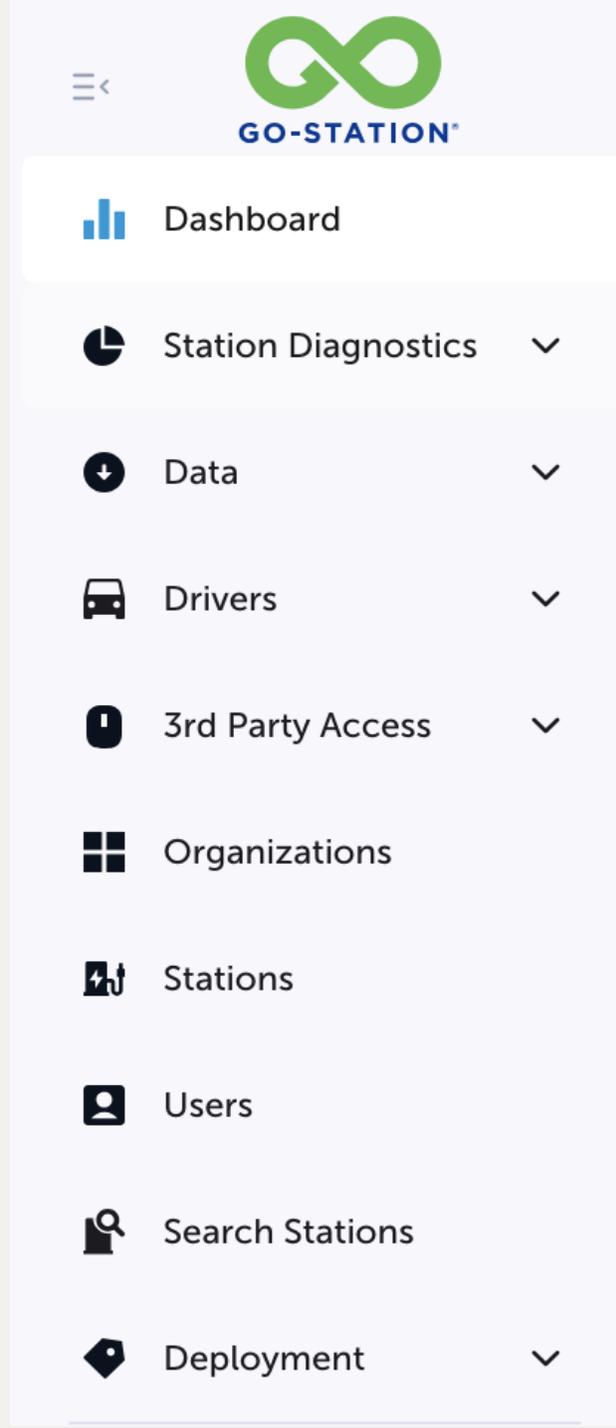
- Locate available chargers near you
- Plan your trip to include chargers along your route
- Filter between power levels, roaming stations, and services



Go-Station's software is the state of the art in **network management**.

Mobility encompasses all things that move goods and people. The future of Mobility is highly intelligent, connected and data-driven. EV Charging networks need to be designed, built and managed for that future to be effective.

- Real time charger status
- Remote Asset Management
- Custom user groups and pricing ability
- Fleet support AND public access in one



02

An Evolution & An Education

EV charging is rapidly evolving to **meet changing technologies, consumer expectations, and environmental demands.**

Consider the evolution of all technologies. Innovation leads to performance improvements and cost reductions. **EV Charging** is following the same trajectory, leading to four dramatic shifts in the industry:

Rapidly Expanding EV Market (on- and off- highway)

Grid-friendly charging infrastructure

Ultra-Fast Charging

Smart City technology available to all

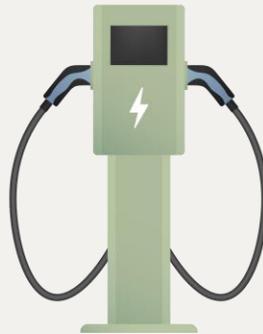
Charging is not one-size-fits-all. Speeds are climbing, but **ultra-fast isn't always what you need.**

Details like charging speeds, charging hardware, and the use of battery backup are all factors to charging success and depend on the need. 

Level 1

110 V outlet, like your phone outlet.

24+ hrs.



Level 2

220 V outlet, like your electric dryer.

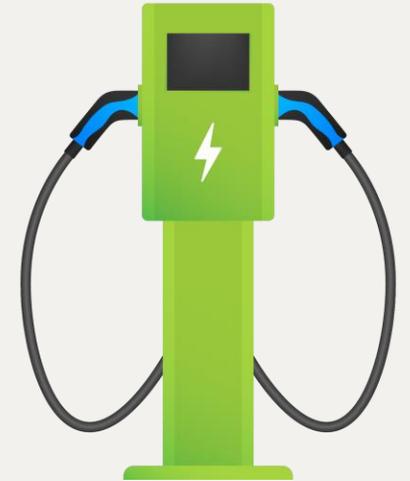
7+ hrs.



Level 3

480 V outlet, 3 phase commercial power. Speeds range from 50kW to 350+ kW.

20+ mins.



Don't use a hammer if you only need a fly swatter.

However, there is not a **single charger operator** that is **producing a profit** today.

Despite growing revenue, public charging companies are struggling while charger manufacturers and installers are thriving.

+

Per EVGo's latest quarterly report, utilization is growing; and while profitability is closer, it's still not here for most big-name solutions. But why?

For homes:



200 amp capacity



Upgrade costs

For private install:



Upgrade costs

For public:



Upgrade costs



Permits



Grid capacity



Bureaucracy



GO-STATION®

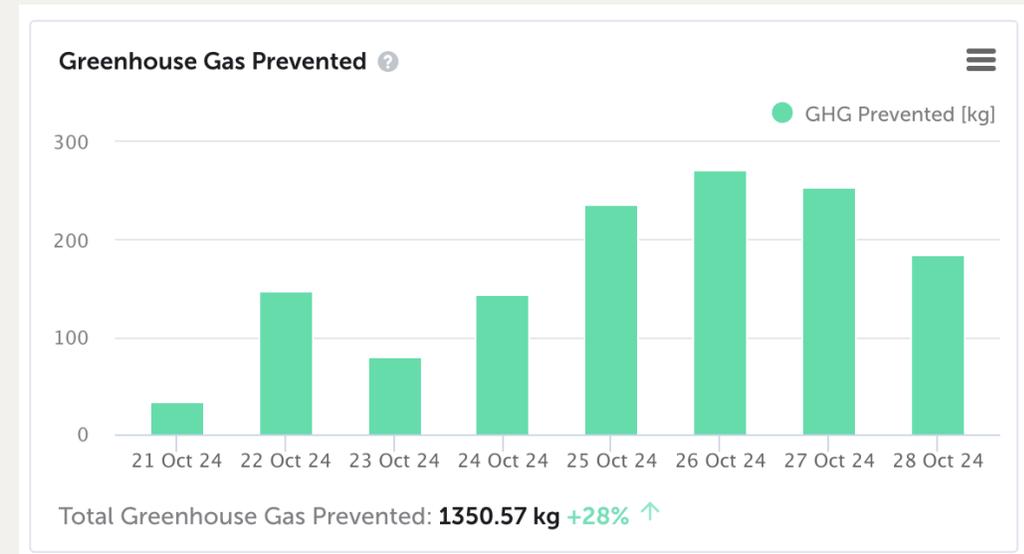
So, take advantage of **advantages.**

Carbon credits can aid New Mexicans with going net-zero.

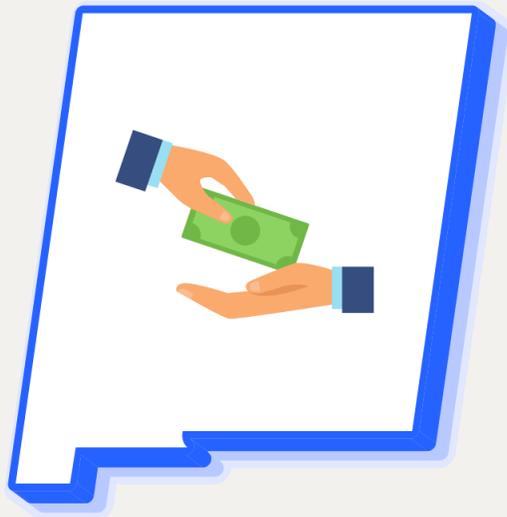
Greenhouse Gas Emissions (GHG)

associated with mobility are substantial. Go-Station tracks GHG data associated with all charging transactions on our network.

Go-Station is the first network operator in North America to be able to **convert GHG offsets to Carbon Credits** and monetize those credits.



The **credit** that you deserve.



Across the United States, a public EV charger generates an average of 4 carbon credits per year depending on the carbon intensity of your state's source of electricity. The number of credits produced by a typical charging station will increase with time as the utilization of charging stations increases.

This is a powerful financial incentive for charging station operators and fleet operators.

03

**EV Charging 1.0 vs 2.0:
Unlocking New Mexico's Potential**

EV Charging 1.0

The Problems of Today

Lack of speed to execution, funding, and power supply woes. **It's the status quo.**

The EV 1.0 chapter is defined by:

- Unreliable hardware
- Poor customer service
- Ineffective locations
- Siloed networks
- Old-fashioned software
- Public & private capital destruction

Chargers in the U.S.
have a

78%

average reliability score

meaning

1 IN 5
actually work

EV Charging 2.0

We're in a transitional period in EV Charging, and we're closing the chapter of EV Charging 1.0. It's time for New Mexico, too.

The future of mobility is data-driven and highly connected.

The EV 2.0 chapter:

- Data science-driven station placement
- AI-fueled software to monitor systems health and more
- Revolutionized interfaces and connectivity
- Interconnected systems which support smart city goals
- Optimized ROI for public & private sectors for continued growth



EV Charging 2.0

EV charging is becoming adaptable. We need to build charging infrastructure for the grid we have – not the grid we want.

Innovative solutions currently in-place at Go-Station:

- On-site Battery back-up
- Bi-directional charging
- Data science-driven station placement
- Load-leveling capability to balance system demand



A Case Study: Georgia

From EV programs to incentives for all, Georgia is full steam ahead in the race to be the EV leader in the U.S.



Georgia's Make Ready Electric Transportation Program

Provides **financial assistance for the installation of infrastructure** required to support EV charging systems at various facilities.

Level Up with Georgia Rebates

Rebates are available to commercial customers who choose to purchase or lease EV chargers. **The rebate can be as high as \$500 per charger, with a max of \$2,500 for the installation of five chargers.**



Georgia is #1 in EV

Since September 2024, Georgia has over **100k registered EVs**, with sales accounting for **more than 7% of all vehicle sales, the highest in the region.**

But more than just consumers are getting in on the action.

With over \$27.3 billion in investments, the state has attracted:

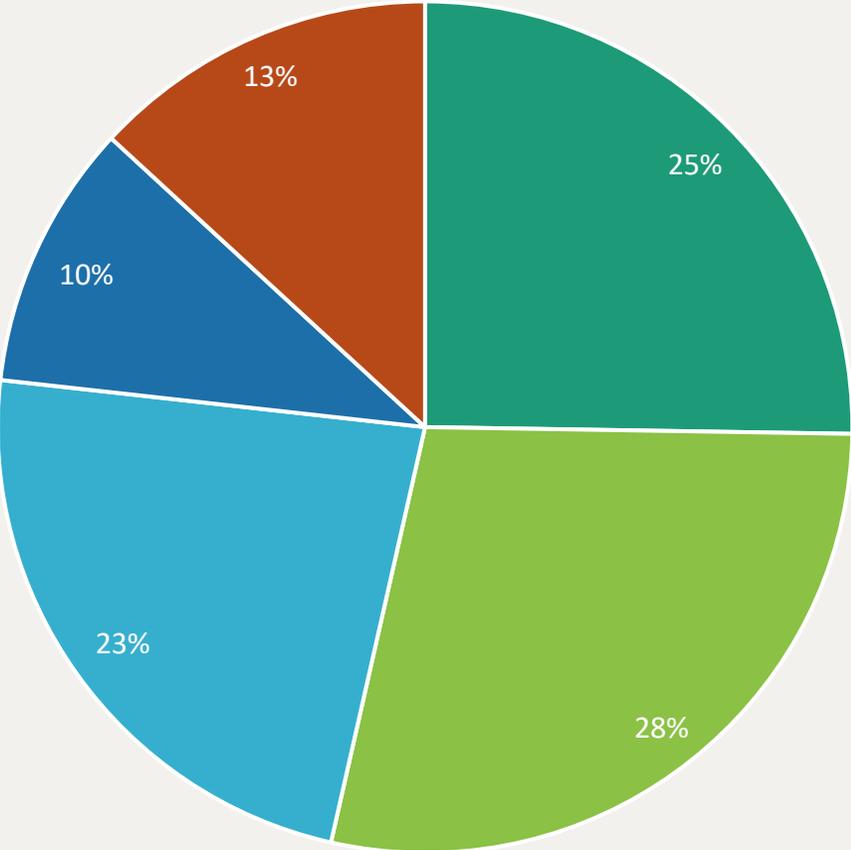


04

Think BIGGER
Mobility is Getting Smart

Decarbonization is the first step.

Emissions By Industry in the U.S.



■ Energy ■ Transportation ■ Manufacturing ■ Agriculture ■ Residential / Commercial

***New Mexico** can act by focusing efforts and funds on industries that can be **electrified right now**. This includes **OFF HIGHWAY** fleets.*

Innovative governments who take on the challenge of supporting innovative technologies stand to **reap significant rewards** as these industries adapt and modernize.



If it moves, it can be **electric**. **And probably should be.**

Fleets are not just roaming highways.

- Agricultural
- Industrial
- Aviation
- Ports

These sectors are filled with ideal use cases for Electric alternatives to diesel equipment, and New Mexico should lead the nation in off-highway EV fleet deployment.



06

Put the *New* in New Mexico

Be the **new** leader for EV in America.

Building out state-of-the-art EV infrastructure in New Mexico can significantly enhance mobility, promote clean energy, and support economic growth.

Funding & Incentives

Collaboration with Utilities

Strategic Location of Charging Stations

Public-Private Partnerships

Regulatory Support

Integration with Renewable Energy

Long-Term Planning

Research and Development



The important things to **remember**.

1. *The EV Charging 1.0 chapter is closing. As we roll out EV Charging 2.0 solutions and technology, it's important to remember **how to utilize funding, build infrastructure, incentivize.***
2. *Private entities like Go-Station are providing the innovative solutions through **data science, intelligent software, and innovative hardware solutions to meet diverse needs.***
3. *EVs are not just on our highways. **Several industries are searching for the partner to transition to EV 2.0** to optimize their operations, make more money and commit to a more sustainable future.*



The important things for NM to **do**.

- 1. Don't make the same mistakes** – lead the nation. **Legislate for where the industry is going**, not where it's been. This means not just charger installation – but also **decarbonization** goals, **data** sharing, **smart city** and smart corridor targets.
- 2. Align funding programs with legislative goals.** Don't stress rural communities with the requirement to fund infrastructure up front. **They'll keep getting passed over.** Find innovative ways to ensure public investment is invested appropriately **without burdening rural communities with limited resources.**
- 3. Go outside the lines.** Lead the country in electrifying off highway fleets with incentives, economic development investments and support for industries that decarbonize **off-highway fleets.**



Questions?

