

GO-STATION



Fast. Universal. Convenient.
Delivering an unsurpassed charging experience

The Leadership Team



Andrew Hisey - President and CEO

Andrew Hisey is an accomplished entrepreneur and business leader. Among others, Andrew held leadership and executive positions at Penske Corporation and Carlisle Companies. (NYSE: CSL). He's worked with some of the world's largest automotive, transportation and oil and gas companies, including Ford, Fiat Chrysler, General Motors, Honda, Daimler, Royal Dutch Shell and Exxon Mobil. He is a car lover and motorsports history buff.



Ray Addison - VP and CMO

Ray Addison a marketing executive with more than 15 years of automotive industry experience. He has held a variety of leadership and executive roles at Mercedes-Benz USA and Daimler Trucks North America. Ray is responsible for Go-Station's brand and voice, and most importantly, Go-Station's relationship with the customer.



Mike Anderson - VP and COO

Mike Anderson most recently spent eight years as CEO of the North American operations of one of the world's foremost manufacturers of DC Fast Charging equipment. Mike oversees Go-Station's network expansion and leads the design of tailored EVC infrastructure solutions for Investor Owned Utilities, Municipalities, Government entities and Private Corporations.



U.S. Electric Vehicle Market Statistics

81%

Sales increase of electric vehicles in 2018⁽⁵⁾

100

New light duty electric vehicle models will be introduced by 2022, including trucks and SUVs⁽²⁾

65%

Of all light duty sales will be electric vehicles by 2050⁽³⁾



Deal Activity

Automotive and Oil and Gas are Largest Investors

Shell buying spree cranks up race for clean energy

Ron Bousso, Clara Denina

3 MIN READ



LONDON (Reuters) - Royal Dutch Shell has spent over \$400 million on a range of acquisitions in recent weeks, from solar power to electric car charging points, cranking up its drive to expand beyond its oil and gas business and reduce its carbon footprint.

Volvo Group Venture Capital invests in V Electric Charging

NEWS PROVIDED BY
AB Volvo →
Jan 15, 2019, 03:30 ET



Natron Energy Announces Strategic Investment by Chevron Technology Ventures

Prussian Blue Battery Technology Targeting Demand Charge Management at Electric Vehicle Charging Stations

NEWS PROVIDED BY
Natron Energy →
Jan 14, 2019, 08:00 ET



FUELS Chevron Invests in EV Charging

ChargePoint gets on company's backing in \$240 million round of funding

By Samantha Oller on Nov. 28, 2018



BP forms Chinese venture to build electric-vehicle charging hubs

LONDON (Reuters) - BP said on Thursday it would build a network of electric-vehicle charging hubs in China with China's Didi Chuxing as the British firm bets on the world's largest market for such cars to help profits during the transition from oil to cleaner fuels.

3 MIN READ



Ford announces launch of largest electric vehicle charging network in the US



By Peter Valdes-Dapena, CNN Business

Updated 11:33 AM ET, Thu October 17, 2019

Market Landscape

Only 15% of charging network are DC fast chargers

85% of network is functionally obsolete and slow for many use cases

Level 2
Chargers

DC FAST
Chargers

Public Charging Networks	# of Locations / Sites	Percent Share
ChargePoint (1)	6,895	39.3%
Unaffiliated(2)	3,801	21.7%
Tesla (3)	3,308	18.9%
Blink Network	1,489	8.5%
SemaConnect Network	850	4.8%
EVgo	734	4.2%
Greenlots	272	1.6%
OpConnect	94	0.5%
AeroVironment Network	61	0.3%
EVConnect	22	0.1%
Total	17,526	100.0%

Sources: Alternative Fuels Data Center | (3) Supercharge.info
 (1) Includes acquired GE WattStation; (2) No network affiliation
 Research, Analysis & Chart: EVAdoption.com

Only five charging companies represent 75.8% of the existing infrastructure

The Problem

The existing EV charging infrastructure is inadequate in three critical areas



Fragmented

A unified network of public chargers does not exist, leaving the center parts of the country underserved at best.



Slow

Most public chargers require hours to charge. Existing Level 2 charging requires 12-18 hours to “refuel”.



Poor CX

Reliability and uptime of existing networks is lacking, and customer service from existing operators is poor.

EVs in the Southwest

60,652 public electric nozzles in the U.S. as of June 25, 2019: BNEF

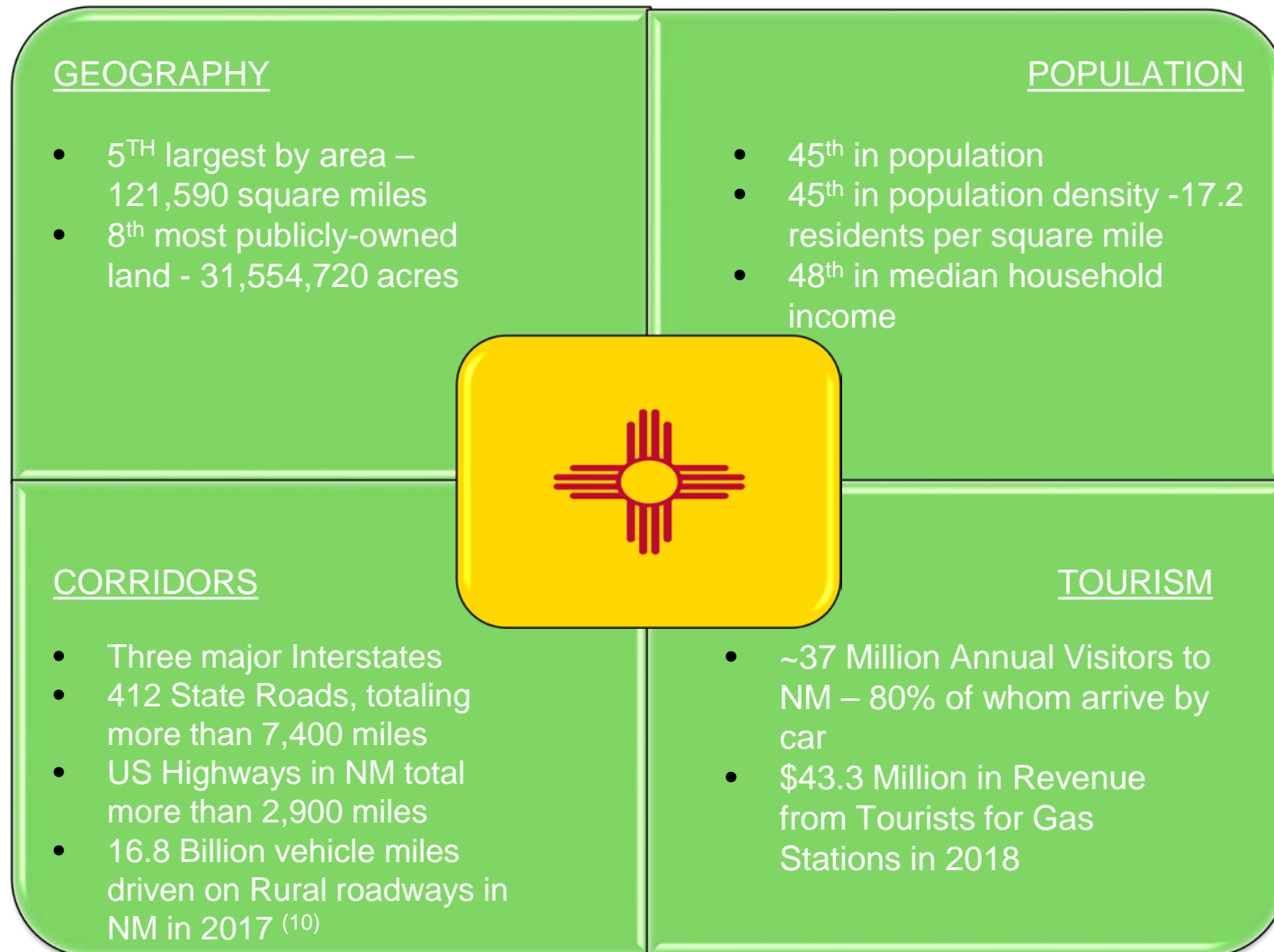
13,000,000 total electric nozzles may be required in the US by 2030: McKinsey

EVs Sold (as of December 2018)		
1	California	506,608
2	New York	46,397
3	Washington	41,459
4	Florida	40,548
5	Texas	34,239
11	Colorado	19,738
14	Arizona	18,129
38	New Mexico	2,100

580,814 TOTAL
LIGHT DUTY EVs...
 ...And growing quickly

EV Chargers (as of April 2019)		
1	California	19,065
2	Texas	3,109
3	Florida	2,953
4	New York	2,696
5	Washington	2,389
7	Colorado	1,857
15	Arizona	1,223
42	New Mexico	183

What Does All This Mean for New Mexico?



Impacts and Opportunities in Rural New Mexico

TOURISM

- Market for EVC Infrastructure in NM is ~600,000 vehicles and growing
- 80% of ~37 million annual visitors to NM arrive by car
- 65% of light duty vehicles sold are expected to be electric by 2050.

LOWER COST OF OWNERSHIP

- On average, an “eGallon” costs less than half a gallon of gasoline ⁽⁶⁾
- Cost of batteries is tumbling, along with vehicle prices
- EVs cost 47% less in maintenance costs compared to comparable ICE vehicles ⁽⁷⁾



OPPORTUNITY ZONES

- EVC Infrastructure is a qualified investment and attracts capital
- \$200-\$300 Billion expected to be infused in 8,700+ OZones
- OZone Fund dollars can be used to lower energy costs, promote job training and foster new businesses, as well as increase community resiliency ⁽⁸⁾

RURAL MIGRATION

- Remote work makes Urban-to--Rural migration possible ⁽⁹⁾
- Many states incentivizing remote worker migration
- Millennial and Gen Z entering workforce
- EVC Infrastructure makes Rural NM a more attractive and plausible choice

Go-Station's Activity in New Mexico

Go-Station Network

- Branded Sites
- DCFC equipment ranging from 50kW to 160kW speeds
- Winrock Town Center in Albuquerque

- Phoenix, Dallas and Austin Sites Under Way
- Denver in 2020

Turn-Key Services & Tailored Solutions

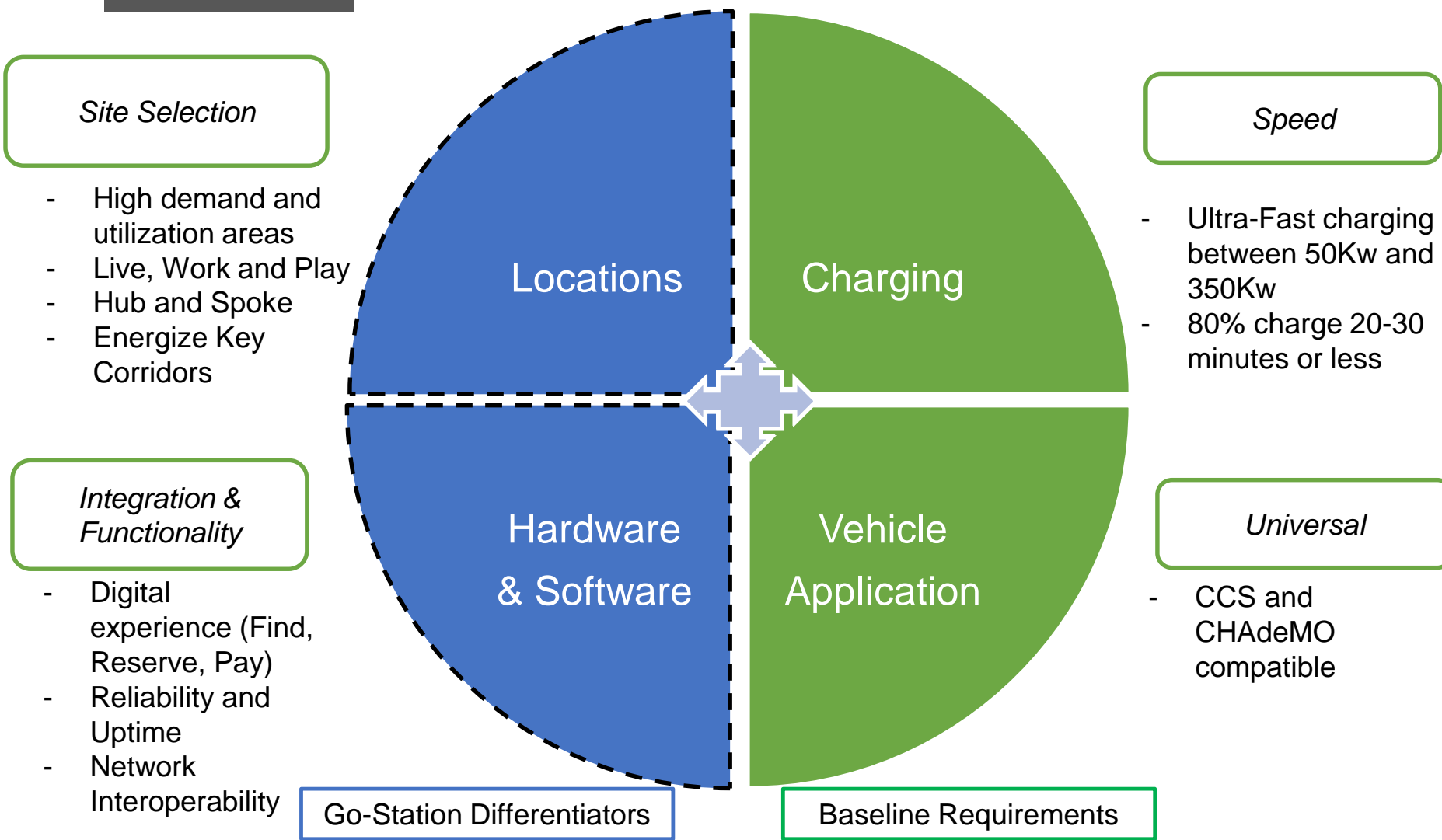
- Consultation – Power Supply, Equipment Selection, Data-Science Driven Site Analysis,
- Construction Services
- Equipment Sales
- Site Management
- Network Operating Software
- 24/7 Customer Service
- Detailed Reporting

Current Activity

- Public-Private Partnership Projects with:
 - Albuquerque
 - Red River
 - NM DOT
 - Sandoval County

- Duke Energy (Charlotte)
- Georgia Power (Atlanta)

Success Factors for EV Charging



Site Selection

- High demand and utilization areas
- Live, Work and Play
- Hub and Spoke
- Energize Key Corridors

Integration & Functionality

- Digital experience (Find, Reserve, Pay)
- Reliability and Uptime
- Network Interoperability

Go-Station Differentiators

Speed

- Ultra-Fast charging between 50Kw and 350Kw
- 80% charge 20-30 minutes or less

Universal

- CCS and CHAdeMO compatible

Baseline Requirements

Thanks

References

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- 2) <https://www.wired.com/story/us-charging-network-electric-vehicle-needs/>
- 3) <https://www.utilitydive.com/news/ev-charging-providers-scale-up-amid-a-revolution-in-transportation/532530/>
- 4) <https://www.industryweek.com/technology-and-iiot/are-we-building-electric-vehicle-charging-infrastructure-we-need>
- 5) <https://www.greentechmedia.com/articles/read/us-electric-vehicle-sales-increase-by-81-in-2018#gs.0482jm>
- 6) <https://www.energy.gov/eere/electricvehicles/saving-fuel-and-vehicle-costs>
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- 8) <https://www.greenbiz.com/article/opportunity-zones-could-provide-major-boost-clean-energy-sustainable-development>
- 9) <https://www.virtualvocations.com/blog/telecommuting-news/7-remote-work-states/>
- 10) <https://www.fhwa.dot.gov/policyinformation/statistics/2017/>