



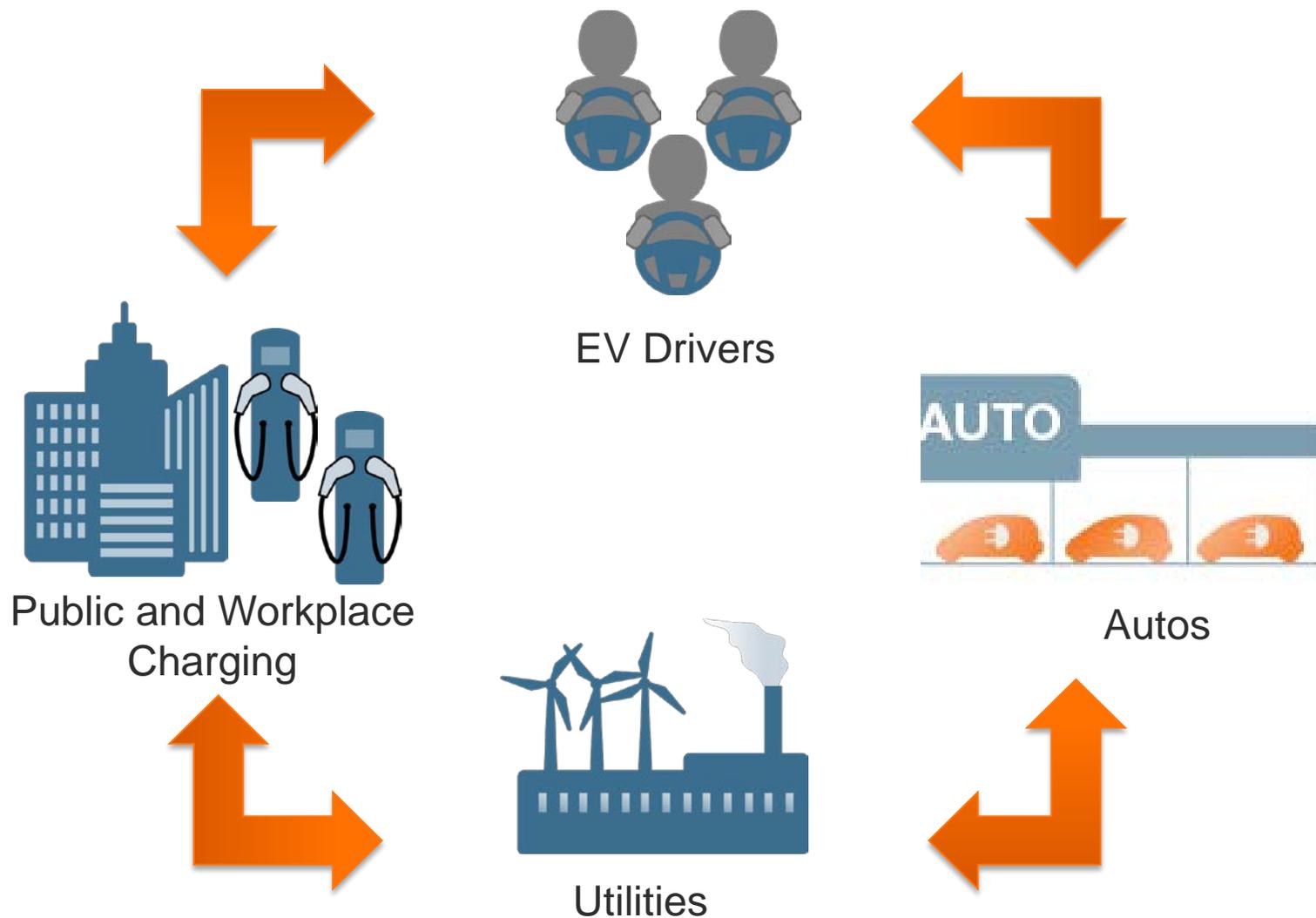
Innovation in Transportation

Pasquale Romano, CEO

August 20, 2014



The EV Ecosystem



Educating EV Drivers

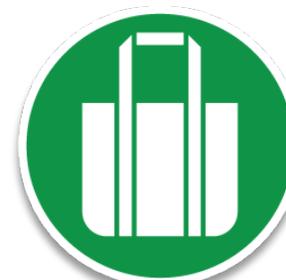
Paradigm Shift:

Fuel when you arrive, not on the way there

Technology doesn't allow for
A gas station model, so...



Drivers will want to **top-off**
wherever they park



2,600+ Organizations Use ChargePoint

Vertical Segments

Workplace + Public

Workplace	Retail	Parking	Hospitality	MDU	Energy	Fleet	Municipalities	Education	Healthcare

The ChargePoint Network



4,900,000
gallons of gas avoided



36,000,000
pounds of CO₂ avoided



117,000,000
gas-free miles driven



18,500+
places to charge



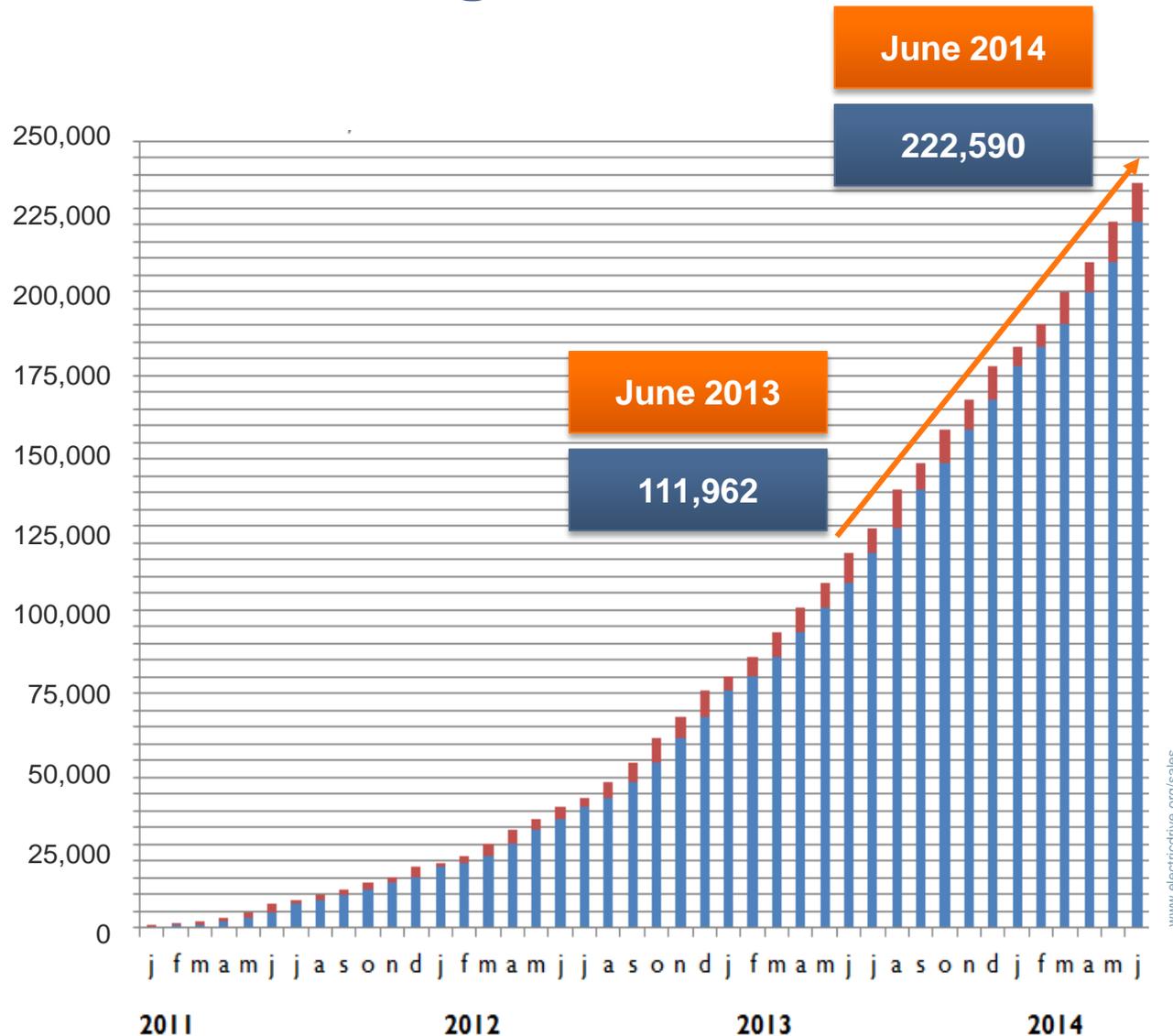
5,600,000
charges delivered



5,000+
Drivers every month

An EV driver plugs in to a ChargePoint station every 8 seconds

Cumulative U.S. Plug-In Vehicle Sales



www.electrify.org/sales

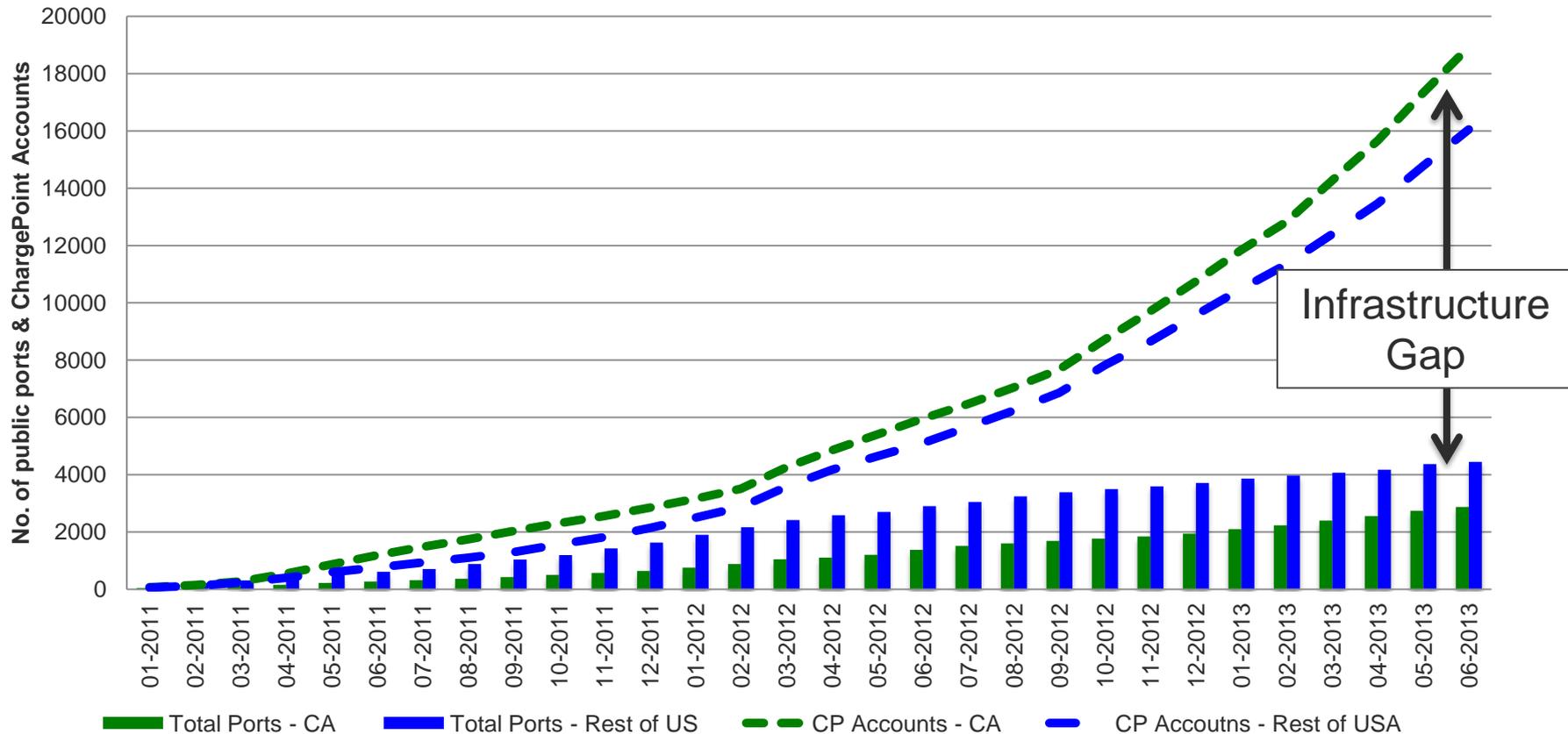
California Policy Opportunities

- + **Governor Brown's Goal of 1.5 Million EVs by 2025**
- + **AB 2565 (Murastuchi)** will give renters the right to install EV charging stations at their dedicated parking space as long as they're willing to pay for it.
- + **CPUC on Alternative-Fueled Vehicle (AFV) Programs** will define the role of utilities in supporting deployment of EV charging infrastructure.



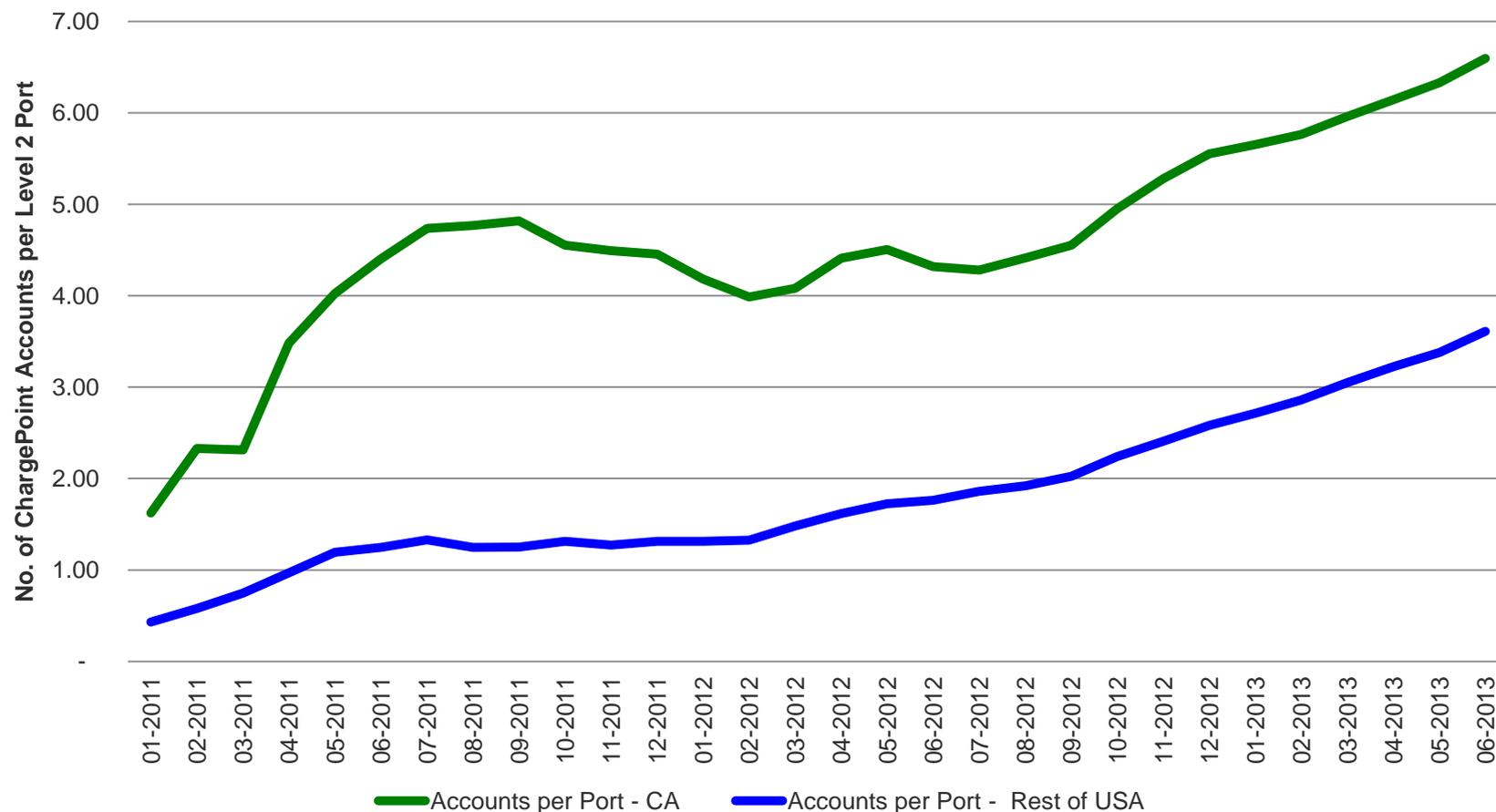
Public EV Infrastructure is not keeping up with EV Adoption

Rise in EV Drivers Outpaces Available Ports



Consequently, Public Ports are Increasingly Over-Utilized

+ *Current attach rate (EVs per port) in CA is ~7:1*



EVs and Public Transportation

DriveNow

HOW IT WORKS

BMW ACTIVE E

LOCATIONS

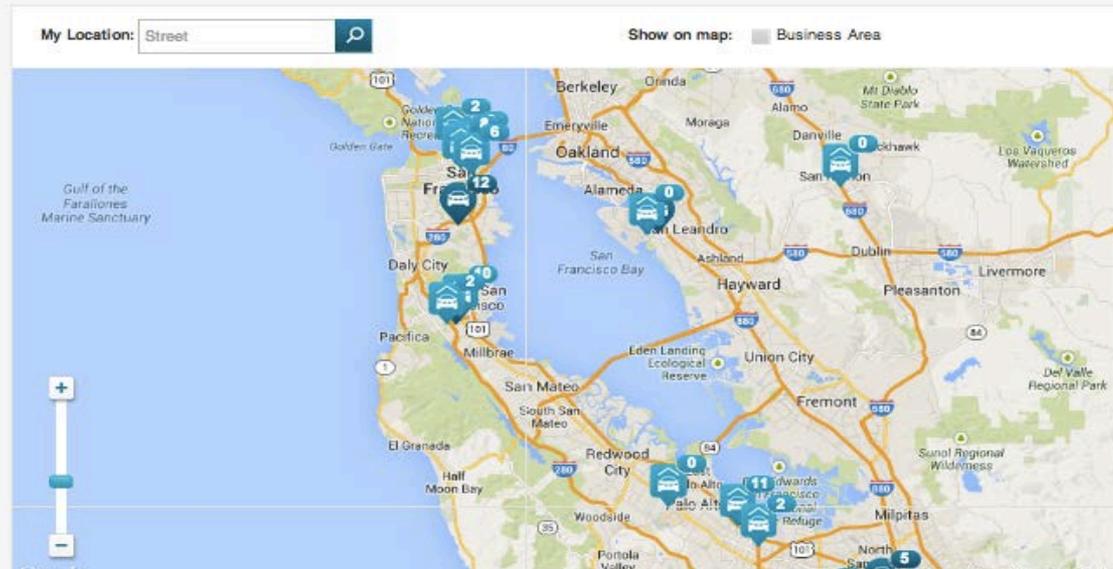
RATES

Carsharing by BMW i



Find the DriveNow location near you

On the streets of SF or at a Bay Area station, our cars are reachable via Muni, BART, Cable Car, AC Transit, foot, longboard and bike. Check the map for the closest one and book your high-performance, 100% electric BMW now.



Thank You

For further information,
please contact Anne Smart,
Director, Government Relations:
anne.smart@chargepoint.com

408.841.4522