

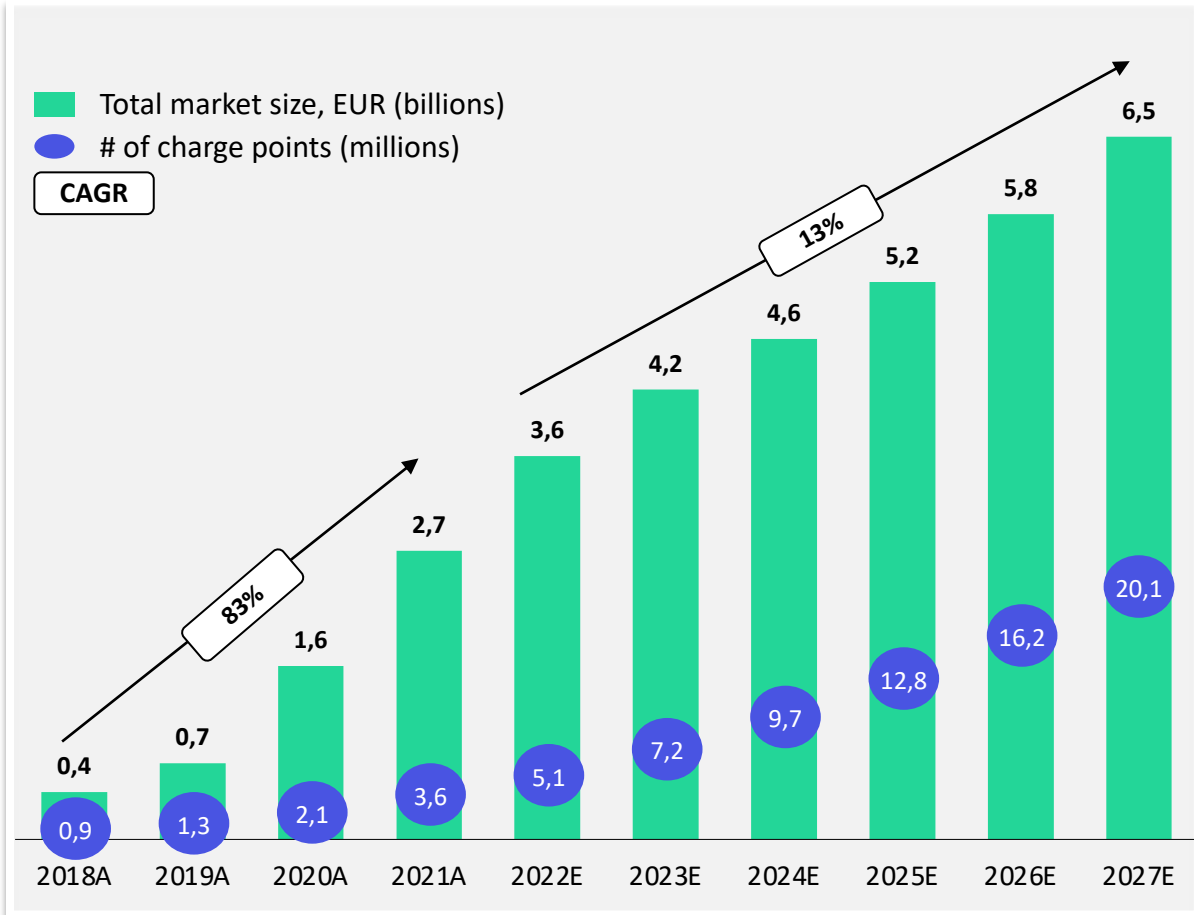
**Faster, better,
stronger?**


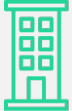





Building sustainable charging infrastructure in a demanding energy market

Eways – a leading independent charge point operator in Sweden

Eways offers a complete and comprehensive service making it easy to drive electric vehicles



Customer segments		
Home	Work	Destination AC
~45%	~35%	~20%
 House	 Apartment	 Office
 Public	 Fleet	

~43,000 # of charge points	~10,000 # of customers	SEK ~280m Net sales 2023
~2,500,000 # of charging sessions YTD	+5 years Avg. contract length	~100% Sales CAGR '20-'22B

Source: ADL market study

1) Total addressable market includes Sweden, Norway, Denmark, Finland, UK and Germany

Some of our customers

ambea:

KUNGSLEDEN



ERICSSON

GEELY

SKANSKA



samhall



Göteborg Energi



neobo
FASTIGHETER



Tetra Pak®

Stena Fastigheter



Svenska kyrkan



LKP

UMEÅ ENERGI

Höganäs Energi



Akelius



TELE2

MALMÖ
Vi skapar plats.

ELLEVIO



UPPSALA
PARKERINGS AB

ATEA



skandia:
fastigheter

stockholm
exergi

BALDER



NEWSEC

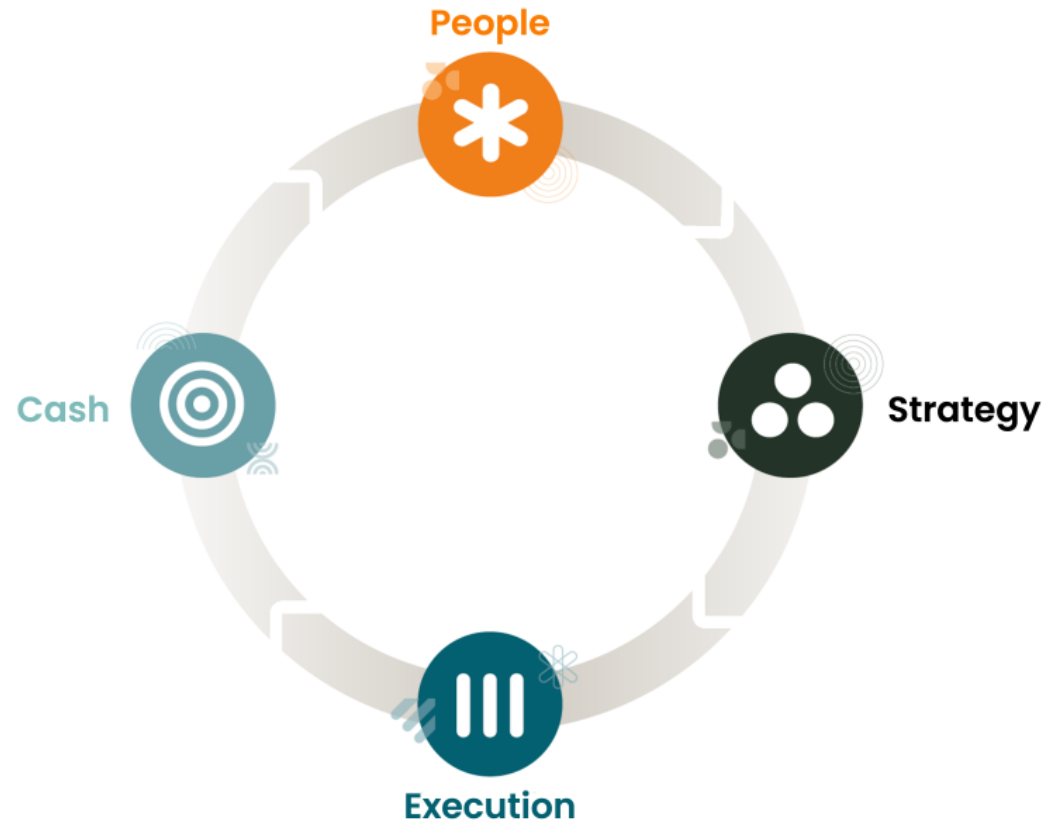
ASPELIN
RAMM

UNIBAIL-RODAMCO-WESTFIELD



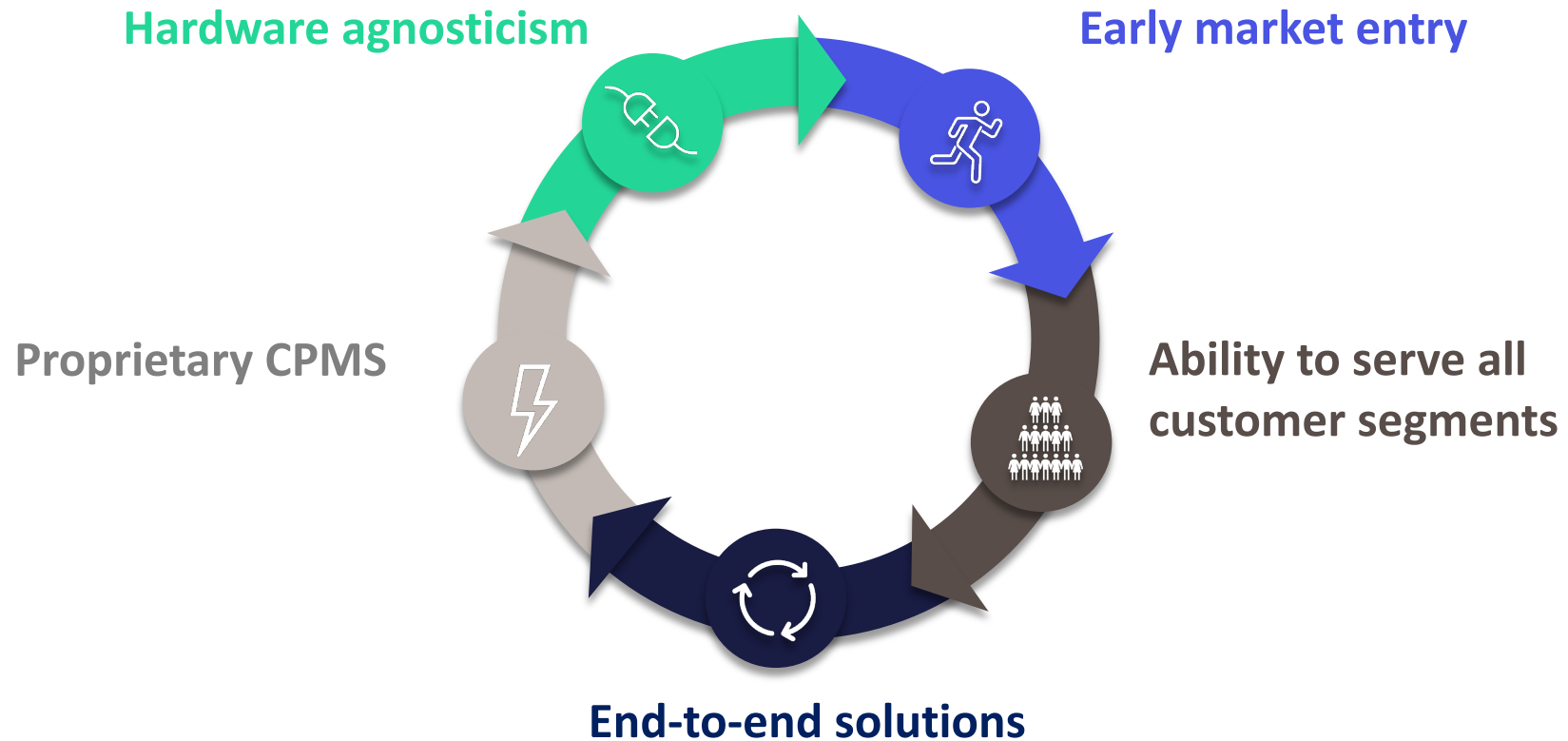
Scaling up flywheel

An MIT methodology and toolbox to accomplish sustainable growth

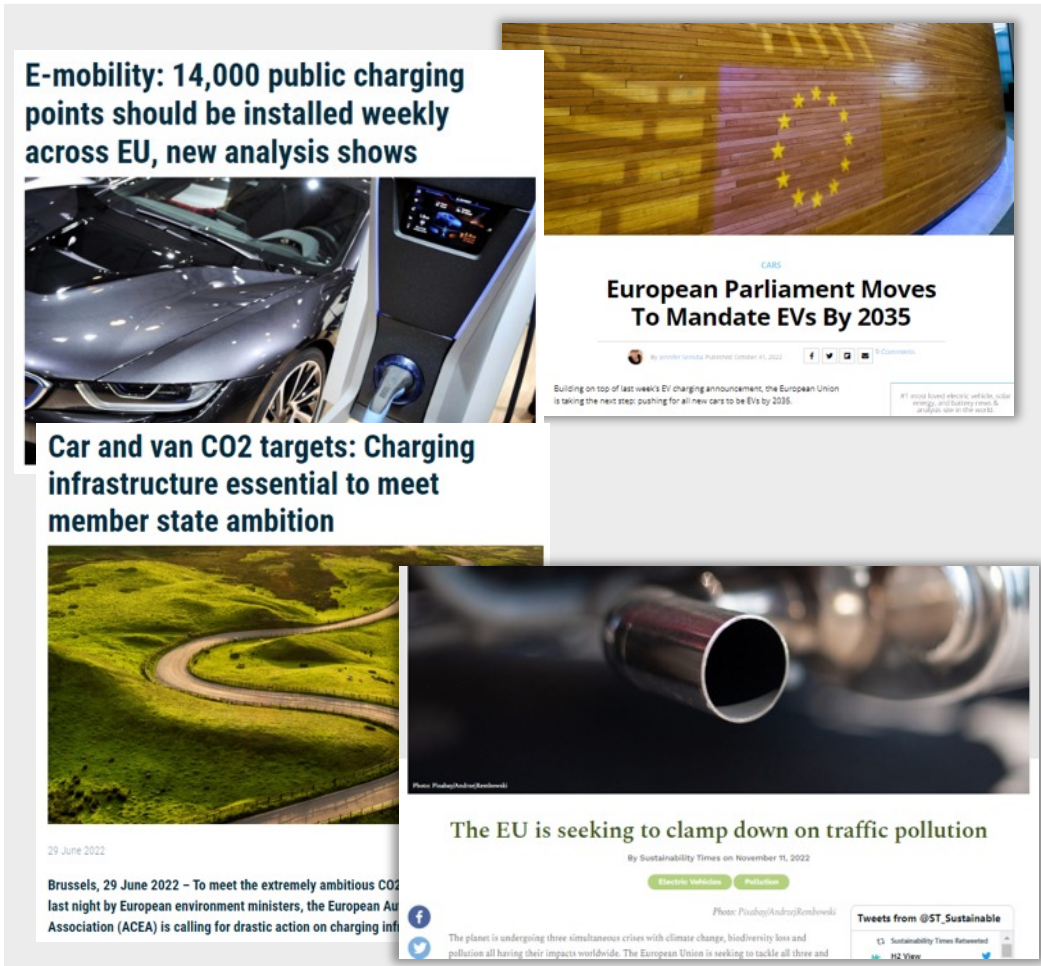


Clear differentiators setting Eways apart

Strategies across the entire EV charging value chain



Interrelated trends in the mobility landscape



- **Traffic volumes are increasing**
Total demand for urban passenger transport will more than double by 2050, compared to 2015
- **Shift in transport modes**
Shared mobility, zero emission zones, electric and autonomous vehicles disrupt urban mobility
- **Increasing attention on decarbonization while public funding is being decreased**
- **Price parity ICE vs BEV supports 2035 zero emission car sales**
- **Energy and power shortage across all countries**

Navigating the transition

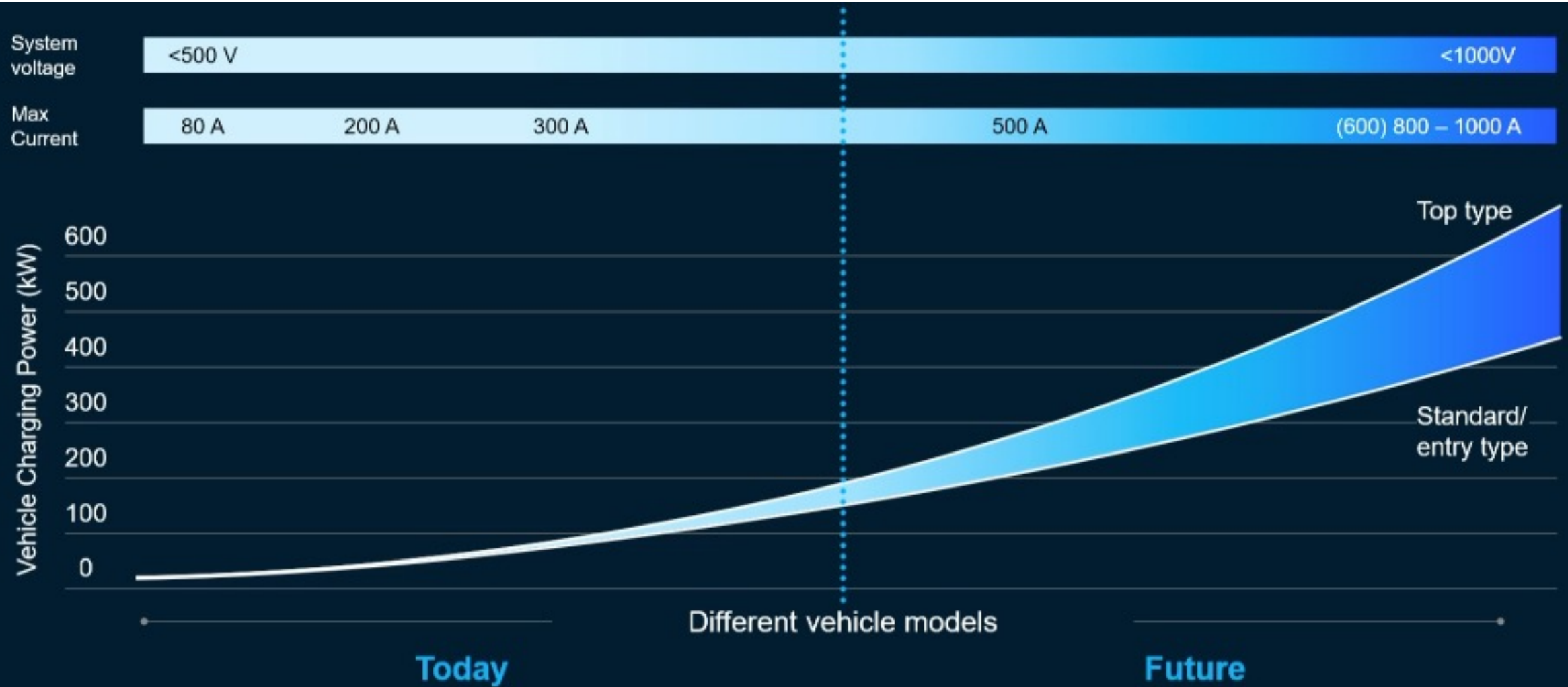
Faster is not always better

Challenges

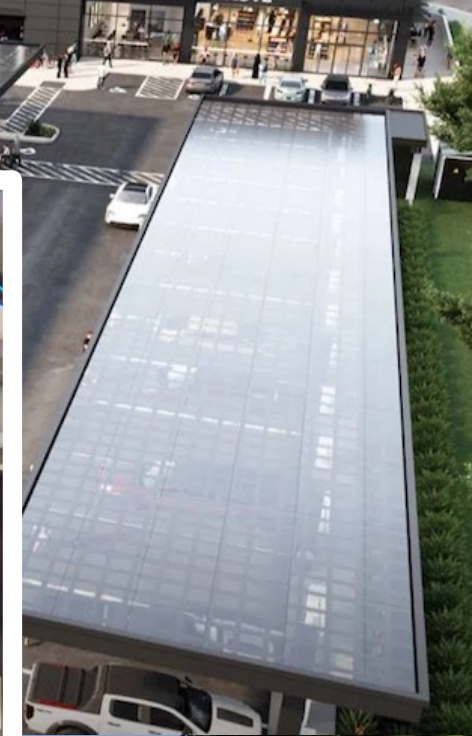
- Perceived need for public DC charging
- Need for increased knowledge and experience
 - Average driving distance per day: 30-40 km
 - Analyze the daily charging needs
 - Power tariffs can increase cost
- Behavioral change – “charge when stopping, don’t stop to charge”
- Price fluctuations – be a conscious consumer and avoid costly spikes
 - use load balancing
 - schedule the charging
- Grid stability – large scale fast charging affect the grid

Phases	Current	Power	Distance
1-p	16 A	3,7 kW	20 km/h
1-p	32 A	7,4 kW	40 km/h
3-p	16 A	11 kW	50 km/h
3-p	32 A	22 kW	100 km/h

Increasing charging performance



DC charging hubs

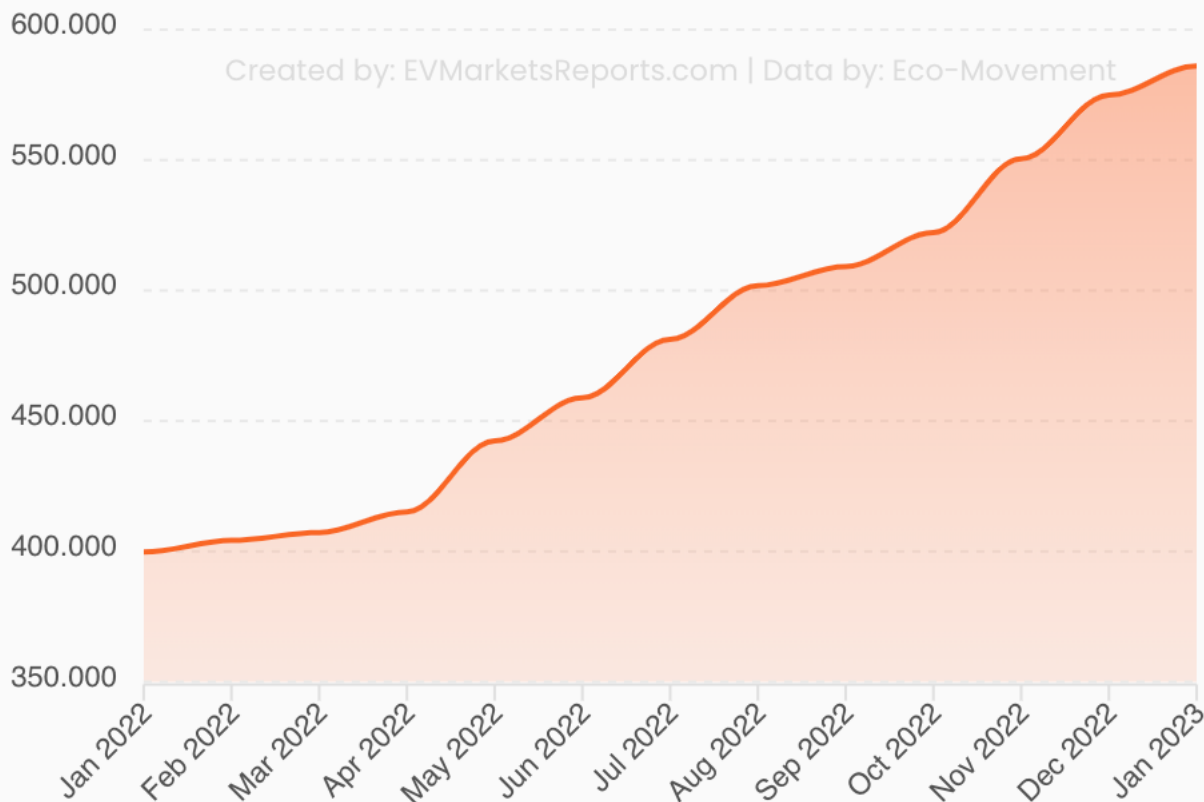


European forecasted total electricity demand for EV charging

Charging Network growth

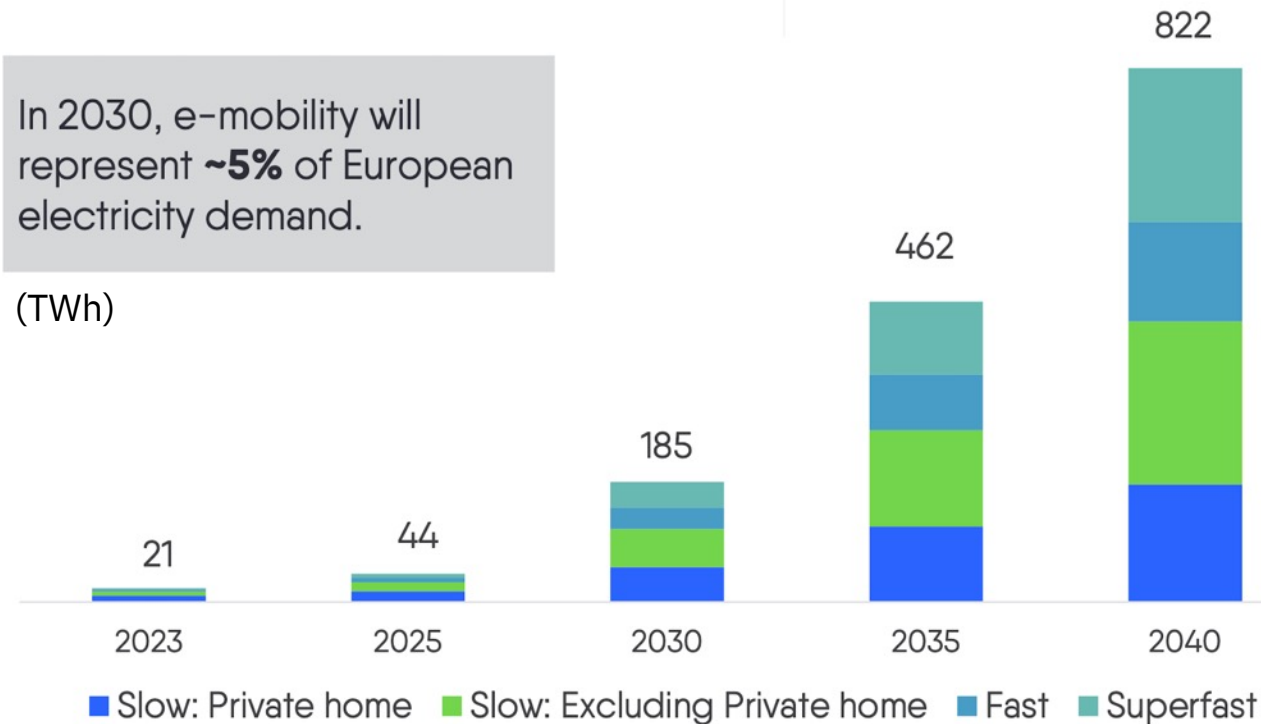
December 2021 - January 2023

Created by: EVMarketsReports.com | Data by: Eco-Movement



In 2030, e-mobility will represent **~5%** of European electricity demand.

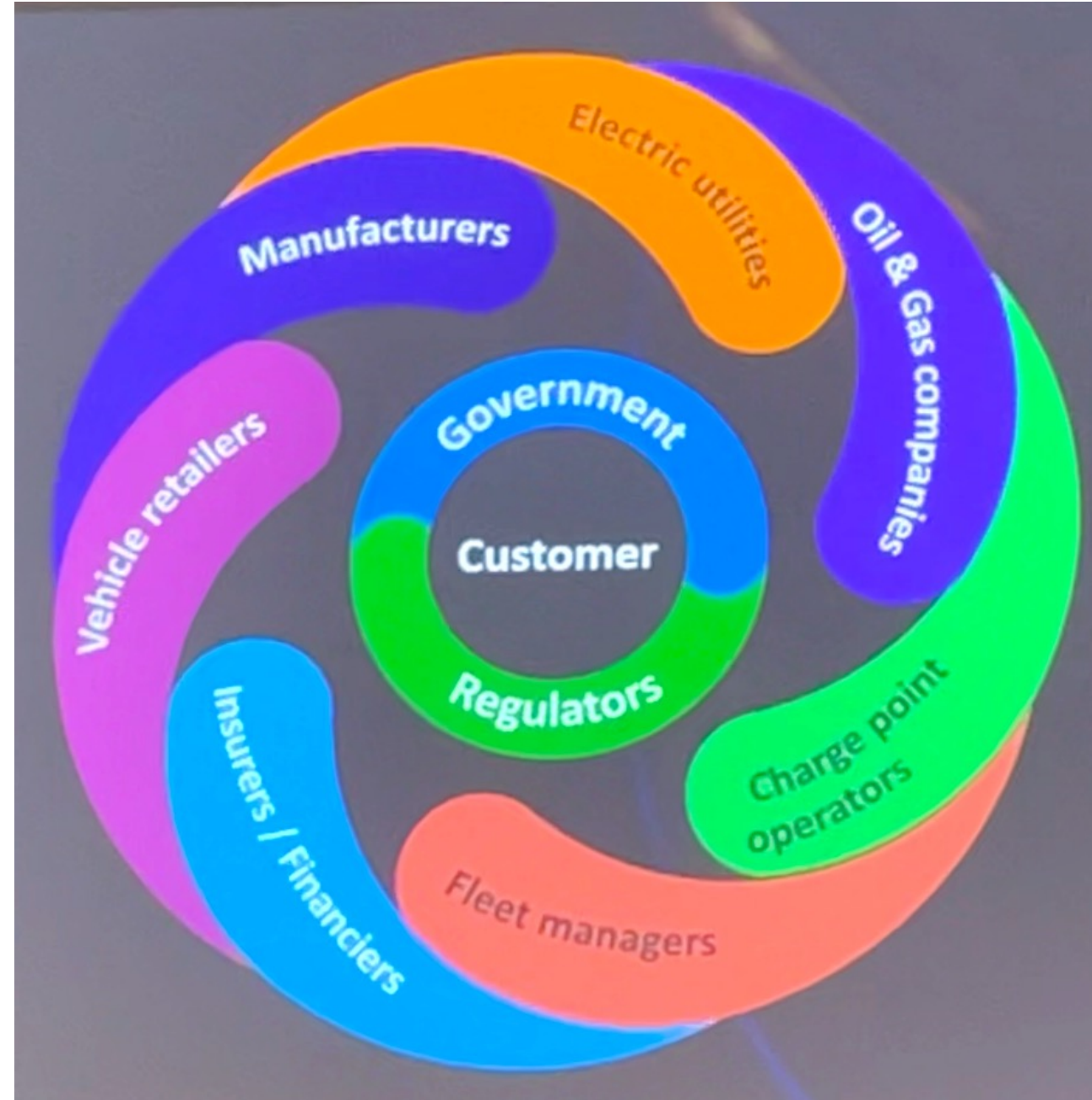
(TWh)



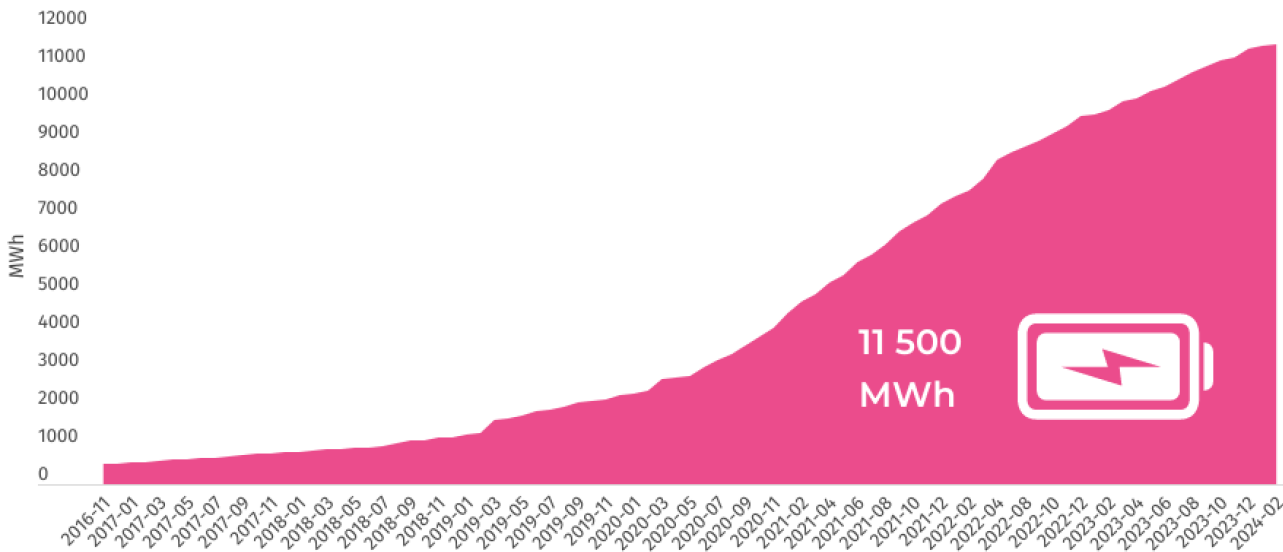
Managing energy demand

Smart grids

- Flexibility market
- Managed load balancing
- Energy storage
- Aggregation by demand-response capabilities
- Bidirectional charging technologies (V2X)
- Flexible connection agreements & tariffs
- Reinforce distribution grids

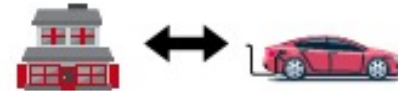


EV charging as resource



Type of charging

Storage at private location



Cloud storage at condominium



Asset backed trading



Battery supported charge points



Frequency containment reserve



Bidirectional charging



- Use EV battery as stationary storage for residential home or emergency power bank
- Use fleet of EVs as cloud storage for solar buffering and peak shaving
- Build up storage capacity based on EV fleet for wholesale trading
- Selling battery capacity to local DSO flexibility markets
- Prequalify fleet of EVs for frequency containment reserve just like dedicated stationary storage

Welcome to
fossil free mobility



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eways
El till alla bilar

