



EV Charging Webinar:

*Soup-to-Nuts on this
must-have Amenity*

PRESENTED BY:

JAMIE MCKIE & DAVID RAFFAGHELLO

AGENDA:

- *Brief Intro – who/what is SWTCH*
- *Industry Trends & News*
- *Getting Started with EV Charging*
- *Path Forward*
- *Government Funding Opportunities*

Headquartered in Toronto, SWTCH is a leading provider of EV charging systems for multifamily, public, and workplace properties.

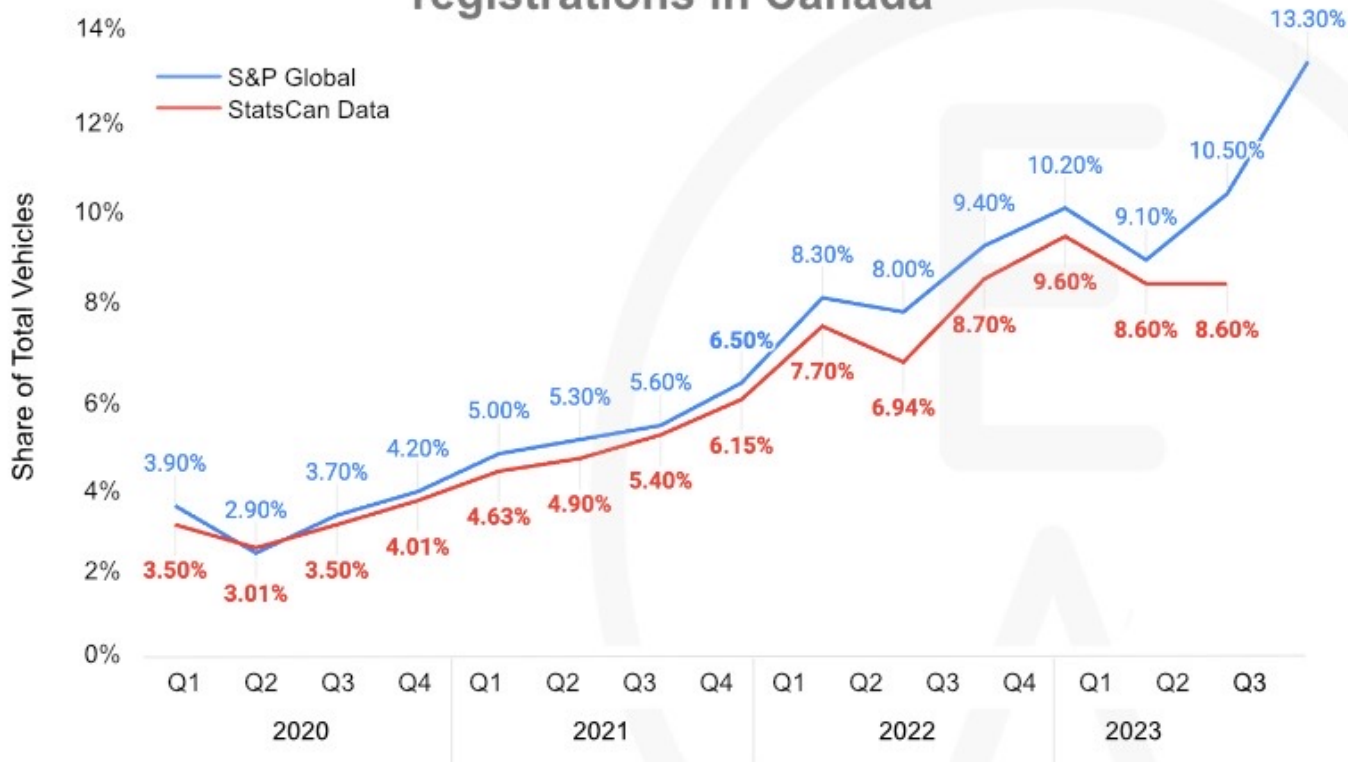
With now more than 10,000 EV chargers connected to the SWTCH network across North America, we're just getting started.

SUPPORTED BY LEADING CLEANTECH INVESTORS:



CARTER LI, FOUNDER & CEO
SWTCH TORONTO HEADQUARTERS

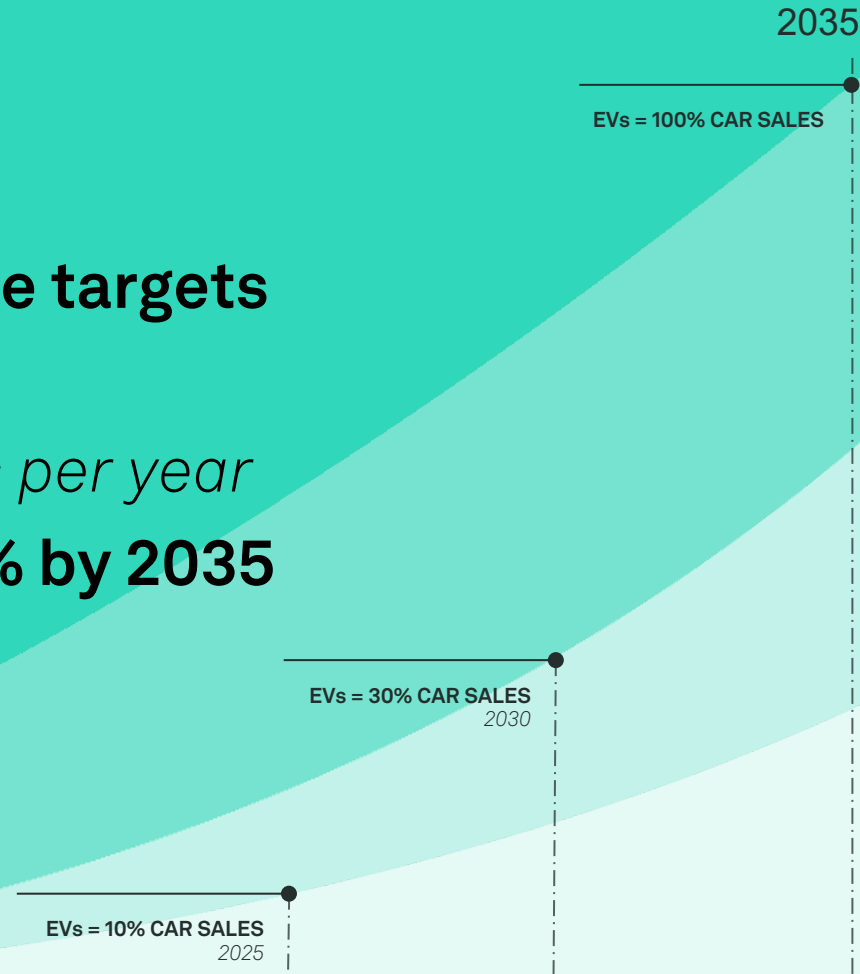
ZEVs as a percentage of new vehicle registrations in Canada



Data consolidated by Electric Autonomy Canada

Federal Government announce targets for zero-emission vehicles:

*10% of light-duty vehicles sales per year by 2025, 30% by 2030 and **100% by 2035***



What does this mean for properties owners/managers?

- *The requirement for EVSE at your property is growing.*
- *A well thought out EV strategy and solution is imperative.*
- *Electrical capacity will become a challenge for many properties, if it isn't already.*
- *Short-term decisions could lead to “regrettable spend”.*





Getting Started with EV Charging



Types of EV Chargers



	Level 1	Level 2	DC Fast
Charge Time	8-9km/hr	35-40km/hr	100km+ /hr
Amperage	15A	32A - 80A	25A - 350A
Output	1.8 kW	6.7 kW - 19.2 kW	25 kW - 250 kW
Cost	\$500 - \$1,5K / charger	\$1K-10K / charger	\$15K - \$200K / charger
Connection Type	SAE J1772	SAE J1772	CCS & CHAdeMO
Setting / Use Case	→ Extremely low use	→ Multi-unit residential → Commercial → Public & retail	→ Highways → Retail & high-traffic public settings

Level 2 – Outdoor Examples



Level 2 – Indoor Example



DC Fast (Level 3) Example



Why do you need a network partner like SWITCH?

To manage driver billing & charging fee remittance

Ability to set custom user policies and access controls for your business

Set and adjust charging rate structures

Loitering enforcement

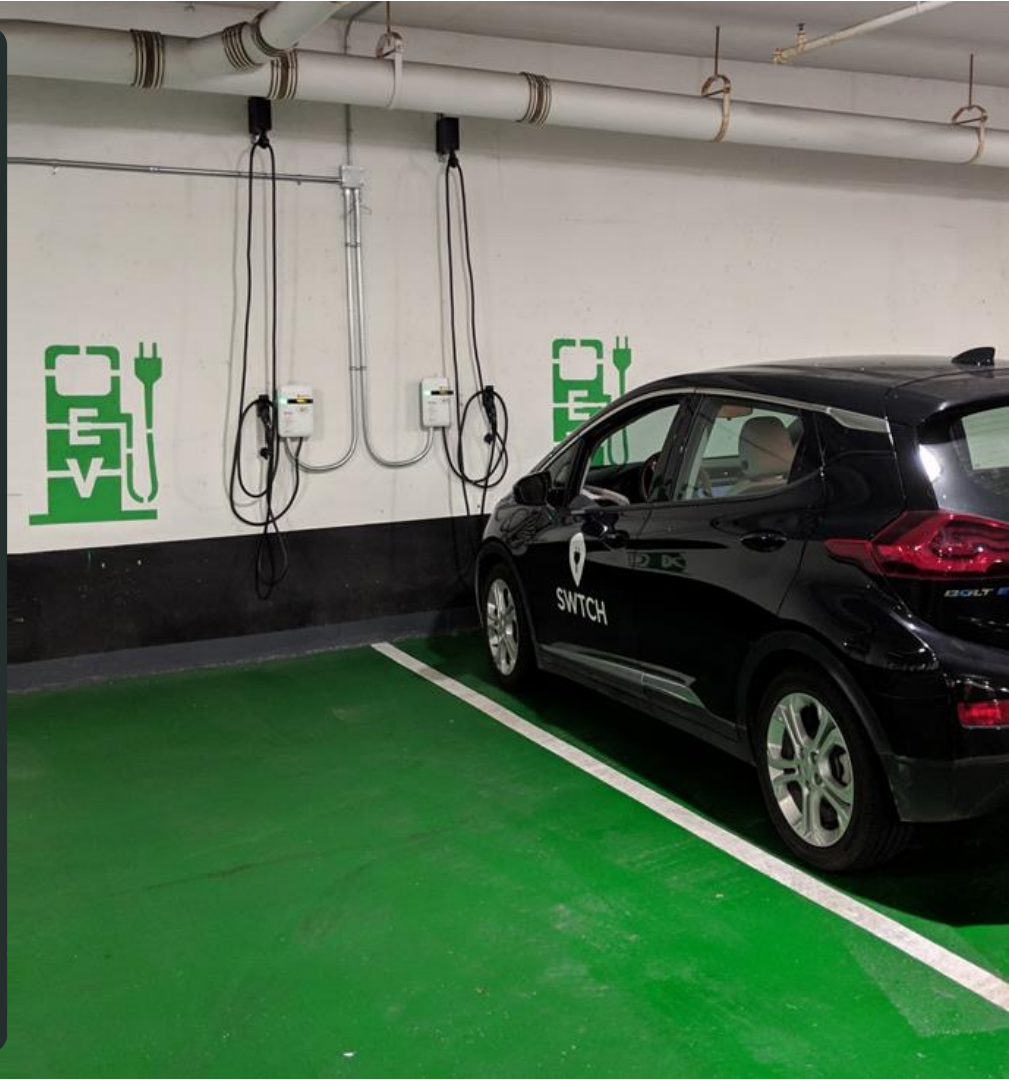
Real-time charging insights & comprehensive reporting

Government Incentive Eligibility





The Process



1

Design

Careful design will help save time and money. We'll work with you to determine the appropriate electrical sizing & layout, hardware options, and connect you with an installer to provide a quote for the project.

2

Finance

Between incentives and financing options, we'll ensure to take the most appropriate path to get charging without breaking the bank.

3

Install

Combining the right hardware and design, we'll work with your contractor or one of our certified installers to ensure the charging system is safely installed and deployed.

4

Manage

Once online, our intelligent energy manager and 24/7/365 customer, technical, and admin support take care of your system & EV drivers.

← *Approximately 2 – 3 Months* →

Government Incentive Programs





Program name:

ChargeON

Administered by:

Ontario Ministry of Transportation

Program details & eligibility:

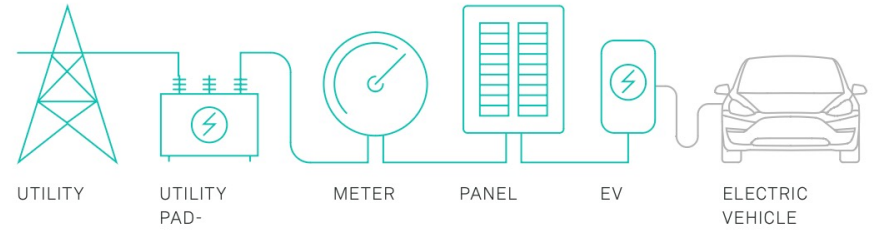
- *Cover up to 50% of total project costs (\$5K - \$100K per port)*
- *Applications open now until January 31, 2024*
- *Must be in community of less than 170,000 people*
- *Must be publicly accessible 24/7*
- *Minimum 2x L3 charger, 1x L3 and 1x L2, or 4x L2 chargers per application*

*Active EV
charging
incentives
in Ontario:*

Eligible Communities:



Eligible Costs:



Eligible Settings:

- ✓ Public locations
- ✓ On-street
- ✓ Multifamily residential buildings
- ✓ Workplaces

Eligible Applicants:

- ✓ Corporations
- ✓ Non-profits
- ✓ Municipalities
- ✓ Indigenous Communities

Active EV charging incentives in Ontario:



Natural Resources
Canada

Ressources naturelles
Canada

Program name:

Zero Emission Vehicle Infrastructure Program (ZEVIP)

Administered by:

Natural Resources Canada

Program details & eligibility:

- *Cover up to 50% of total project costs (between \$5,000 - \$100,000 per charger)*
- *Applications expected to open Spring 2024*
- *Minimum 1x 100kW, 2x 50kW or 20x L2 chargers per application*
- *Stackable with ChargeON to cover up to 75% of total project costs*



*Why
SWTCH?*



We see the immense value of adding EV chargers to public & retail locations, so we built a solution to help owners realize it.

- 1. Maximize revenue:** *SWTCH's extensive list of charging rates and parking/loitering fees allows you to maximize the revenue of your investment.*
- 2. A delight for every EV driver:** *SWTCH's offers three ways to charge - ensuring EV drivers can get charging, effortlessly.*
- 3. On-going billing & support:** *Turnkey billing & fee processing, together with our 24/7 support makes life easier for busy property managers.*
- 4. Incentives:** *Our team can help you take advantage of the ever-changing landscape of incentives.*

SELECT CLIENTS





Thank You