EV Technology & Economic Development
Siemens eMobility™

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End-to-end power supply

Power Generation → High Voltage → Medium Voltage → Transformers → Low Voltage → Distribution systems

- Consulting, planning
- Engineering, network design
- Project management
- Ordering, delivery
- Installation, commissioning
- Operation and after-sales service
- Services, modernization
EV Charger Portfolio

Single & Multi-Family

- 10 years of experience in residential and smart AC charging
- Integrated certified metering to eliminate need for additional sub meter
- Cost effective and easily accessible

Commercial & Industrial

- L2 and L3 options
- Open standards based communication for managed services
- Building integration through Siemens Desigo platform and industry competitor offerings

En Route Transit

- Buy America compliant pantograph chargers
- Deployments including electrical infrastructure
- Tested interoperability with onboard vehicle communication

MDHD & Logistics Depots

- Plug in solutions with multiple dispensers
- Roof mounted pantograph integration to power modules
- Quick and customer centric commissioning experience
EV Technology & Economic Development

- Job growth
- Partnerships from Plug-to-Grid
- Infrastructure Funding
Siemens Wendell Plant Operations

- The Wendell, NC manufacturing facility is one of many that produces Siemens EV charging products.
- Since the beginning of 2019, the plant has added over 15 new full time headcount to support the added manufacturing and engineering requirements for eMobility.
- Expected to double that headcount, in new roles, next year.
- Every 60 additional MDHD chargers sold in a year = ~10 new full time manufacturing jobs in NC
Job Growth
Solutions Projects

Customer Account
Web Viewing, control
And reporting

Siemens
Cloud Depot
Management
SaaS

Siemens

Transit Truck/Cars

Onsite
storage with
Sm@rt
Switchgear

Street Chargers

eBus Plug-In Chargers

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The average fleet & depot charging infrastructure project that Siemens participates in will see about $2-3 spent on construction and engineering services for every $1 spent on equipment.

- Local freight & heavy haulers
- Construction & contracted trade services
- Engineering design work
Infrastructure requires partnership across all aspects of an EV project

- **PlugtoGrid**
- **Charging solutions of all power levels available**
- **Lower total cost of ownership**
- **Design and build consulting available**
- **Open communications and smart components offer flexibility to the end user**
- **Seamless integration for all your infrastructure components**
- **Comprehensive software as a service (SaaS) platform incorporating Siemens and third-party products**
- **Global presence to incorporate advancements from all over the world**

**HARDWARE**
- **Chargers:**
  - DC Heavy-duty plug-in (MaxxHP)
  - Overhead (Go) and Depot (Apex)
  - AC Level 2 (VersiCharge)
  - DCFC Level 3 (Ultra)
  - Battery Storage (Fluence)

**DESIGN & BUILD**
- Large LD Infrastructure Deployment
- MDHD Depot
- Microgrid
- New Greenfield Projects
- Brownfield Projects
- Infrastructure expansions
- Design Build

**SOFTWARE**
- Charger Management/Billing
- Building Management Systems
- Grid Integration, Automation and Management
- DER Integration

**SERVICES**
- Energy, Markets and Business Consulting
- Structured Finance
- O&M Management
- Turnkey Maintenance / Service Contracts
Infrastructure Funding

• FTA Funding & Low/No Grants
  • $130 million in competitive grants announced in FY20

• NC DEQ Funding
  • $92 million awarded to NC out of VW settlement funding
  • Phase 1 awards went out on 7/29 of this year
  • Phase 2 pending

• NC Clean Energy Technology Center (NCCETC) Clean Fuel Advanced Technology (CFAT) project
  • $1.4 million in available funding to be awarded in FY20

• Duke Power & Utility Partnerships
  • Investing $76 million across NC for EV technologies
  • Committing funds for infrastructure improvements for make-ready and grid distribution equipment
  • Consumer rebate programs

• Still Need Funding? Check with the OEM!
  • CaaS financing models
  • Charge Point Operations & Station Management
Charger/Charging as a Service

How do I optimize my CapEx funds and my balance sheet?
Off balance sheet enabler *= Siemens could hold the asset for you

What if I have access to subsidies?
On balance sheet = Client takes the ownership

Pay-per-month, Interval costs
One Stop Shop
Future-Proof Tech

Chargers incl. site connect

Care plus

Charging Station management

Hotline & remote assistance

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Let’s shape the eMobility world together.
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Thank you