



FLO – Meeting Equity Needs through Curbside Charging

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Our Mission

Overcome climate change and accelerate EV adoption by offering the best EV charging experience to drivers.



The Value of Vertical Integration

Expertise to Deliver Outstanding Performance

Complete Hardware Portfolio



Electric Vehicle Supply Equipment (EVSE)

Robust Charging Network

 Energy Management	 Data & Network Reporting	 Owner Web Portal
 Charger Commissioning	 Firmware Updates & Cellular Connectivity	 Charger Interoperability
 Cybersecurity & Personal Data Protection	 Customer Services & Maintenance	 Flexible Billing Services

Charging Point Operator (CPO)

Driving Facing Software

 User Web Portal & Mobile App	 Mapping, Status & 3 rd party integration
 Account Mgmt & Payment Services	 Usage reporting
 Cybersecurity & Personal Data Protection	 24x7 Driver Support

E-mobility service provider (eMSP)

Relentlessly Focused on Uptime

Uptime Commitment



Always on when you need it

- ⚡ Resistant to weather and vandalism
- ⚡ Proven network reliability
- ⚡ Proactive station monitoring

Designed for the long haul

- ⚡ Robust network operations center
- ⚡ Performance warranty pays you if we miss commitment
- ⚡ Complete post-sale support



Agenda

- Curbside Charging
 - Increasing Equitable Access to Charging
- Existing Curbside Deployments
 - New York City
 - Los Angeles
 - Montreal
- City of Boston Project
- Technology Overview
 - SmartTWO Series
 - Different ways to support curbside charging





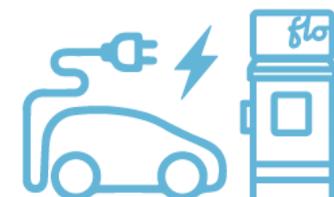
Addressing Equity Through Curbside Charging



Facilitating Equitable Access to Charging

A Key Alternative to Home Charging

- More than 40% of Americans in the top 100 metropolitan areas live in multi-family housing (MFH)
- Chicago is home to approximately 1.3 million housing units, of which **77%** (~1 million units) are MFHs, [according to Elevate Energy](#)
- Common barriers to retrofitting MFHs with EV chargers:
 - Renters lack access to dedicated parking
 - Building owners not incentivized to install chargers
 - Property governance rules impede station installation
 - Insufficient access to power
 - Costly infrastructure upgrades

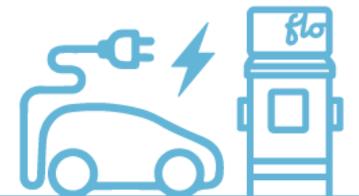


Curbside and Beneficial Electrification



A Natural Linkage

- Locating chargers in disadvantaged communities represents a significant benefit to garage orphans
 - Increased charging access can help spur greater EV adoption
- Curbside charging helps support equitable access to charging for drivers working for Uber and Lyft
 - The demographics of ridesharing drivers also overlap with MFH residents
 - Ridesharing vehicles drive substantially more than the typical office commuter
- Access to charging in downtown cores can reduce localized pollution



Key Design Considerations

Curbside Charging

- **Safety against vandalism:** Charging ports are the only moving part of any EV charger which makes them susceptible to more wear and tear + being subjected to vandalism issues.
- **Build quality:** Given the external environment where these chargers will be located (cold winters; summer storms) in Chicago, the build quality of the charger will play a huge role in maintaining the highest possible uptime.
- **Accountability for uptime:** There should be a clear and concise plan to support higher uptime of public EV charging stations.
- **Field experience triumphs everything!**



Different Ways to Provide Curbside Charging

Light Pole



Integrate with Existing Infrastructure

Utility Pole



Embedded in the Public Right of Way



Dedicated Infrastructure



Project Overview

New York City Pilot

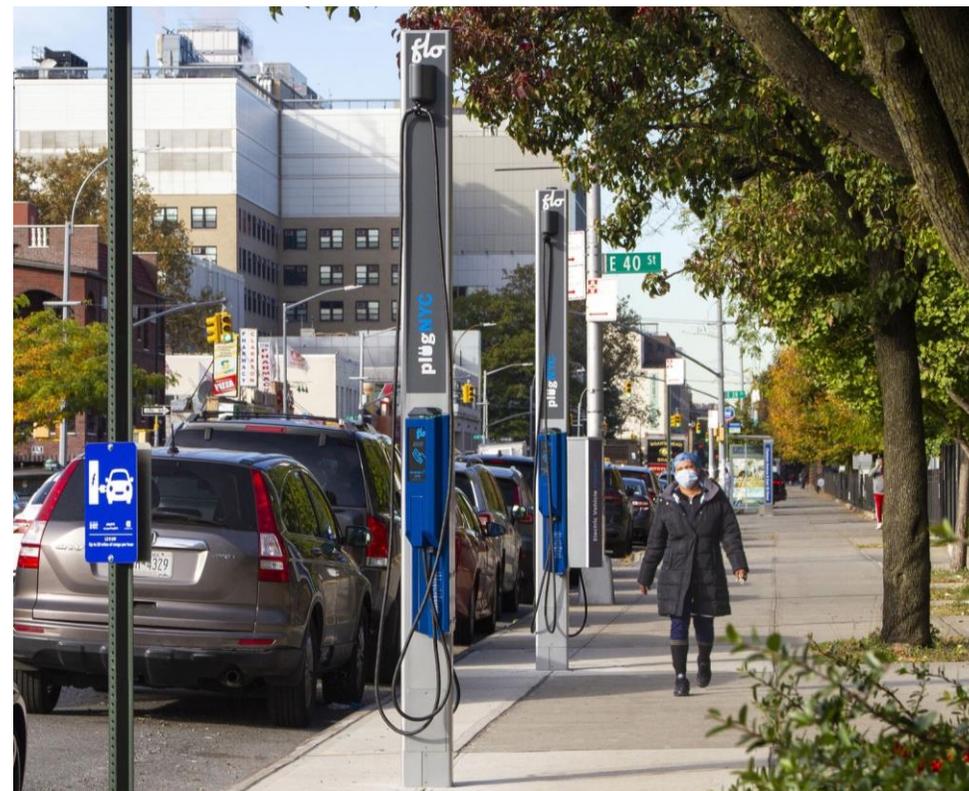
FLO - Con Edison - NYCDOT



NYC – Curbside Charging Project

Partnership Between NYCDOT, Con Edison and FLO

- First curbside chargers in NYC
- 120 chargers installed across all five boroughs (majority in Brooklyn and the Bronx)
- Joint usage - NYC residents and NYC DCAS fleet
- ConEd used make-ready funding for the project
- Evaluation Report – 1st 18 months of this project:
 - Highest utilization sites: over 60%
 - Average utilization: around 30%
 - Overall uptime of 99.9%





FOR IMMEDIATE RELEASE: Thursday, May 18, 2023

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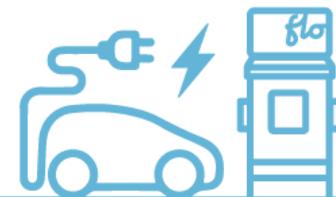
**NEW, FIRST-IN-THE-NATION ELECTRIC VEHICLE CHARGING REPORT
SHOWS HIGH USAGE, RELIABILITY AT PLUGS ACROSS CITY**

*NYC DOT release nation's first evaluation report on curbside electric vehicle charging,
examining first 18 months of City's pilot program*

*Nearly 50,000 charging sessions recorded, with utilization rates growing steadily over
course of pilot*

Charging infrastructure has been remarkably reliable, with charger uptime at 99.9%

NEW YORK – New York City Department of Transportation (NYC DOT) Commissioner Ydanis Rodriguez today announced new data on the city's curbside Level 2 electric vehicle (EV) charging pilot, showing high usage and reliability at plugs across the city in what is the nation's [first-ever evaluation report](#) on such a program. The report shows the number of charging sessions grew steadily month to month as new chargers were brought into service, more than doubling between January 2021 and December 2022, and that the 100 chargers installed under the pilot remained remarkably resilient, remaining in operation 99.9% of the time. The program's utilization and reliability has exceeded the agency's expectations and the data collected in the report will help inform policies around the placement of future curbside charging infrastructure as part of the administration's [PlaNYC](#) commitment to accelerate the adoption of EVs.



Industry leading
reliability
confirmed by
our customers



Project Overview

Los Angeles

City of Los Angeles -
LA Bureau of Street
Lighting - FLO



Los Angeles – Chargers Mounted on Light Poles

Los Angeles Bureau of Street Lighting

- Installing on light poles decreased the make-ready costs by more than 60%
 - No civil work required – used existing light poles that were already on 240-volt circuits
 - No major electrical work required – power connection made available from streetlight feeders
- More than 500 ports installed across Los Angeles
- Project partners: LABSL, SCE, & Arup





Project Overview

Montreal

Hydro Quebec-

City of Montreal - FLO



City of Montreal

The Largest Curbside Deployment in North America

- The project started in 2014
- Project partners: Hydro-Quebec and City of Montreal
- As of Summer 2023, – 1361 ports installed
- FLO worked with Hydro-Quebec to provide the optimal solution for this project after going with multiple design iterations with Hydro-Quebec team.





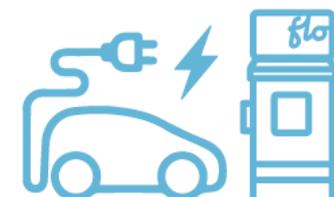
Project Overview

Curbside Charging Across the City of Boston

Project Scope

Rising EV Ownership Spurs Demand for Public Charging

- Better Together Brain Trust will install and maintain FLO CoRe+ Max chargers
 - 19.2kW dual-port chargers
- 78 total L2 ports across 18 unique locations around the City
- City has directly engaged with communities to solicit feedback on charger locations through:
 - Civic association meetings
 - Hosting an EV Open House
 - Mayor Wu's Neighborhood Coffee Hours
 - Suggest a Location survey distribution through Boston.gov





Engineering Considerations

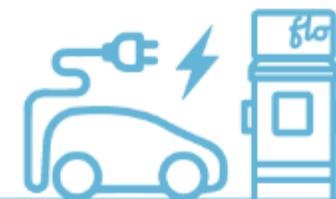
Developing Purpose-Driven Technology



SmartTWO™

Product Highlights

- **Purpose built** – solutions for the public right-of-way
- **Rugged and robust** - withstand extreme weather and vandalism
- **Thoughtfully engineered** - safety features such as a port locking mechanism
- **Easy to own and manage** - remote monitoring capabilities
- **Increased uptime** - the only hot-swappable charging station on the market for quick field serviceability



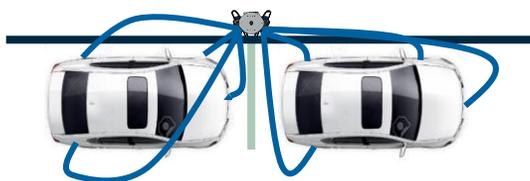
Port Locking Mechanism



SmartTWO-BSR™ Product Details

Efficient use of public right-of-way – Dual-port Level 2 charging station designed to be installed in the public right-of-way, with a small footprint ideal for curbside installations. The station can charge two vehicles at the same time.

High pedestal for efficient cable management—optimized height allows easier reach for charging ports on any vehicle, no matter how it's parked.



Cities



Commercial parking lots



Intelligent Charger Management

Global Management Services featuring SmartVIEW



Integrated payment system



Future-proofed stations



Online presence



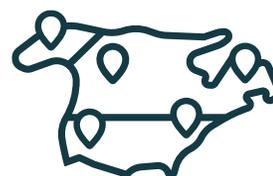
Session authentication options



Remote station monitoring



Owner web portal

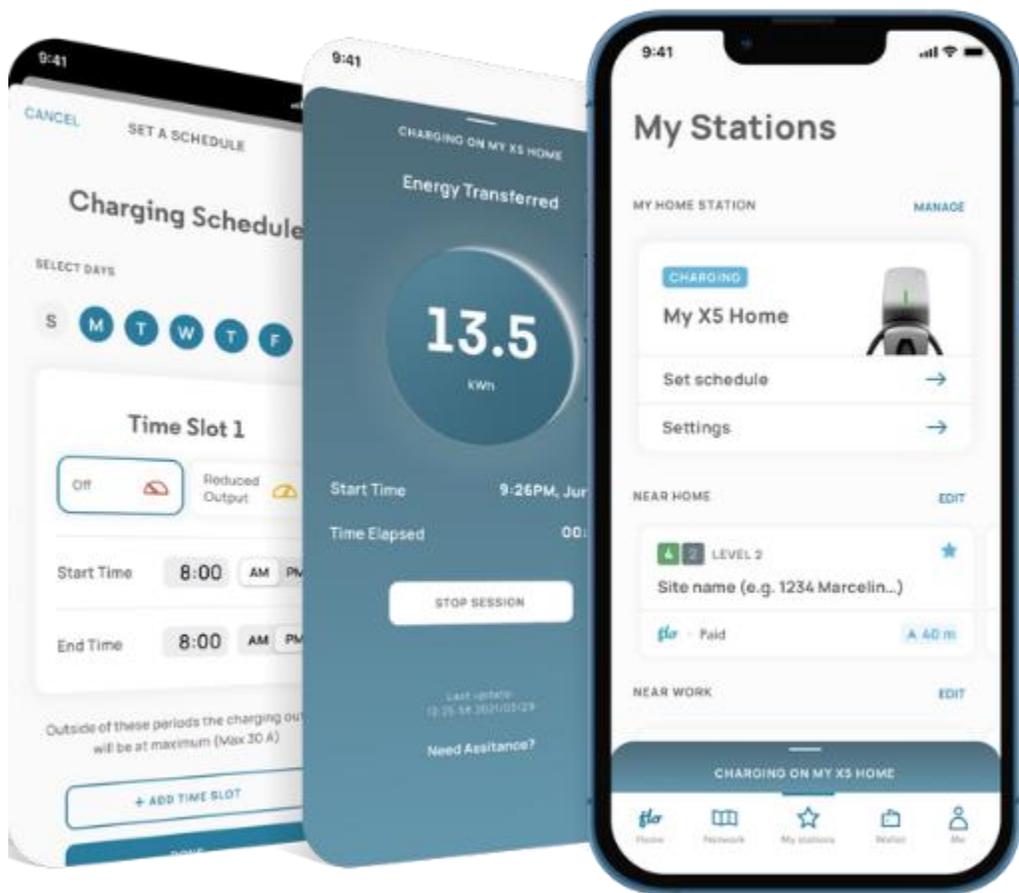


Roaming services



24/7 driver support

Intuitive Mobile App



Track charging progress in real-time

Navigate safely and easily

Add funds to a FLO Account

Save favorite charging locations

Find available public charging stations nearby

Pair and manage a FLO Home X5™ charging station

Plan trips with access to a nationwide infrastructure

Get a notification when the session is complete 🔔



And much more!

androidauto

Apple CarPlay



Questions?

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