

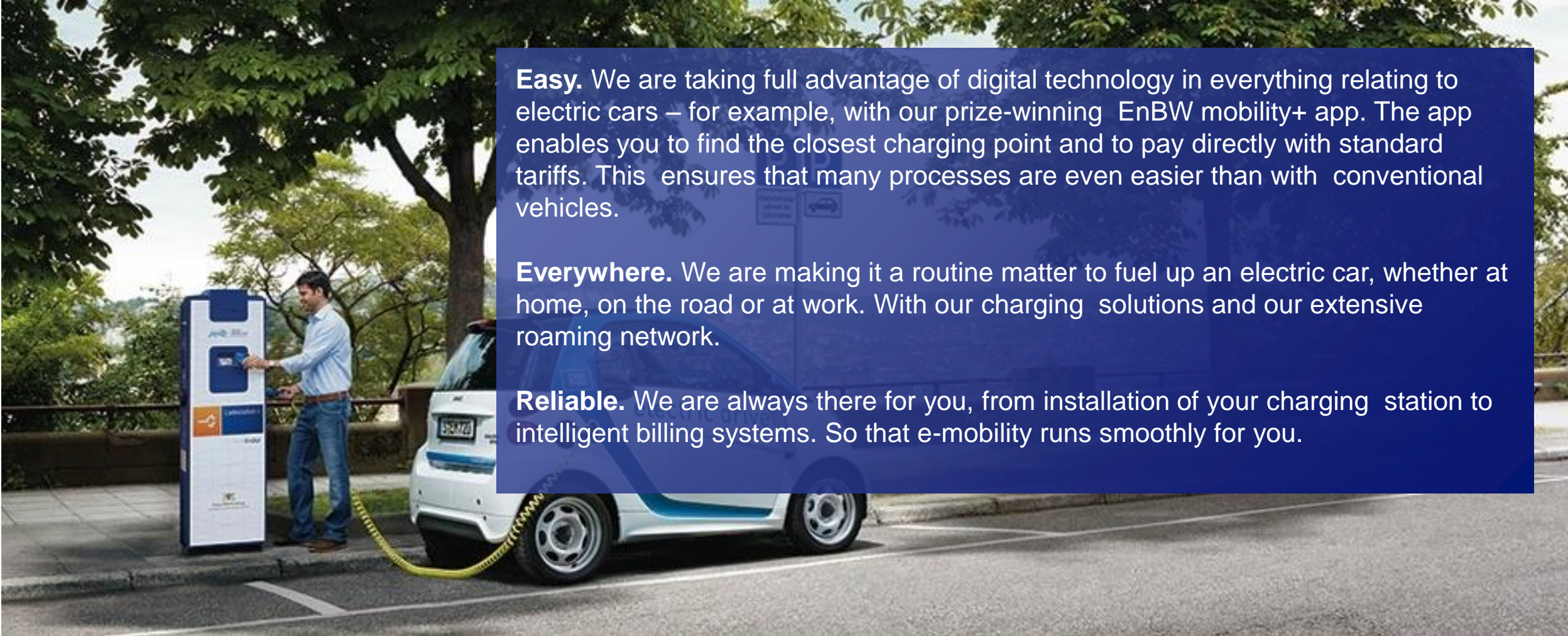
# EnBW mobility+ >

Your e-mobile future starts with us:  
Easy. Everywhere. Reliable.



Head of charging infrastructure  
Amadeus Regerbis





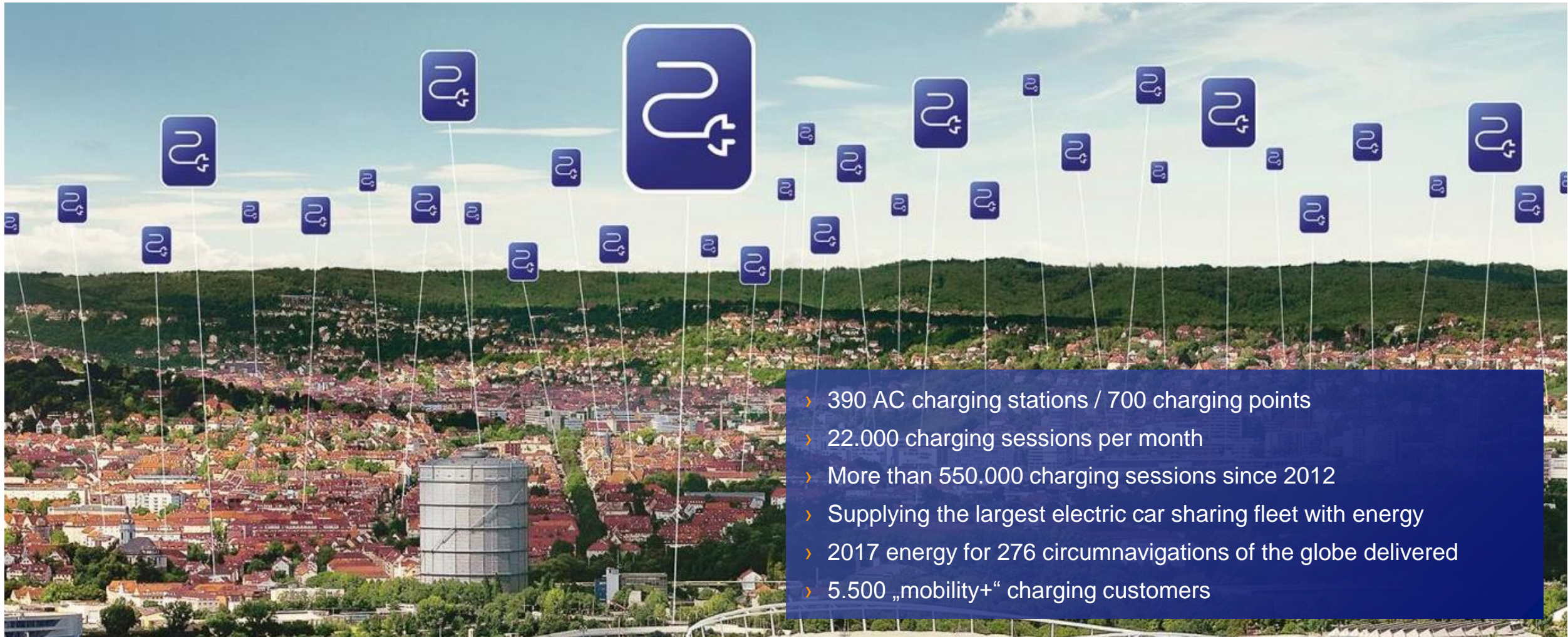
**Easy.** We are taking full advantage of digital technology in everything relating to electric cars – for example, with our prize-winning EnBW mobility+ app. The app enables you to find the closest charging point and to pay directly with standard tariffs. This ensures that many processes are even easier than with conventional vehicles.

**Everywhere.** We are making it a routine matter to fuel up an electric car, whether at home, on the road or at work. With our charging solutions and our extensive roaming network.

**Reliable.** We are always there for you, from installation of your charging station to intelligent billing systems. So that e-mobility runs smoothly for you.

EnBW

Experienced charge point operator since 2012



- › 390 AC charging stations / 700 charging points
- › 22.000 charging sessions per month
- › More than 550.000 charging sessions since 2012
- › Supplying the largest electric car sharing fleet with energy
- › 2017 energy for 276 circumnavigations of the globe delivered
- › 5.500 „mobility+“ charging customers

Easy. Everywhere. Reliable.

## Rollout of fast charging infrastructure starting in Baden-Württemberg 2016



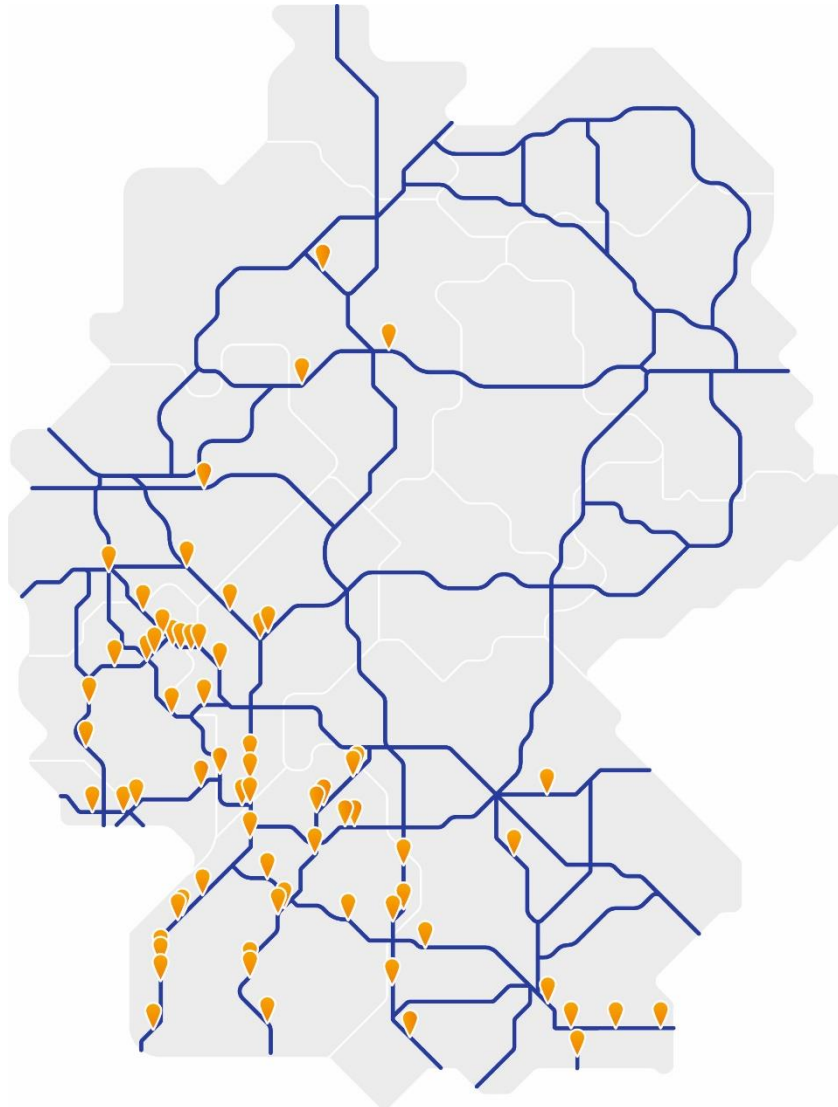
### EnBW fast charging infrastructure in Baden-Württemberg

- › 34 locations up and running on the Autobahn
- › Built via the SLAM project of the Federal Ministry for Economic Affairs and Energy
- › Each location equipped with 630 kVa transformer station and ready to support 150 kW charging
- › Two charging stations per location: 1x CCS/AC, 1x CCS/CHAdeMO/AC
- › Furthermore three DC charging locations within the Stuttgart area
- › 71 DC charging stations built from September 2016 – Summer 2017



Faster. Further.

## The EnBW fast charging network 2017



### EnBW fast charging in Germany

- › Realization of 117 additional locations
- › Long term technical and commercial operation of more than 125 locations on the German Autobahn
- › All realized to support at least 150 kW charging
- › Completion in 2017
- › Permanent expansion of the EnBW fast charging infrastructure network

EnBW fast charging network

## Layout fast charging locations on the Autobahn in Baden-Württemberg



Im Schönbuch West



- › 630 kVa transformer station
- › Grid prepared to support 150 kW charging
- › Two charging stations: 1x CCS/AC\* & 1x CCS/CHAdemo/AC
- › Scalable setup for increase of charging speed and numbers of charging points
- › High accessibility for EV drivers

EnBW AG  
Your partner in charging infrastructure



EnBW AG

Your partner in charging infrastructure



› Horizontal flush drilling when needed...

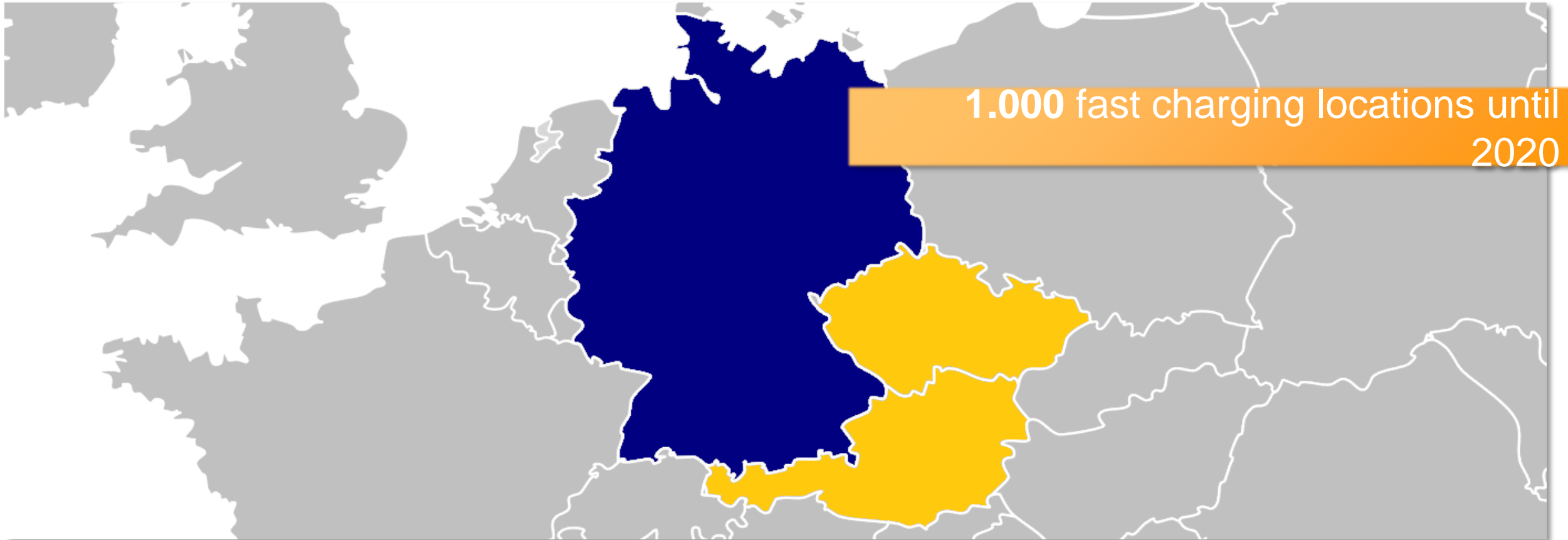


„Just like Woodstock“

## Challenges on Building charging infrastructure



EnBW's plans  
Expansion of the EnBW fast charging network



**Germany**

- › Expansion to metropolitan areas and state highways

**Czech Republic**

- › Starting to build up fast charging infrastructure together with Prazska Energetika

**Austria**

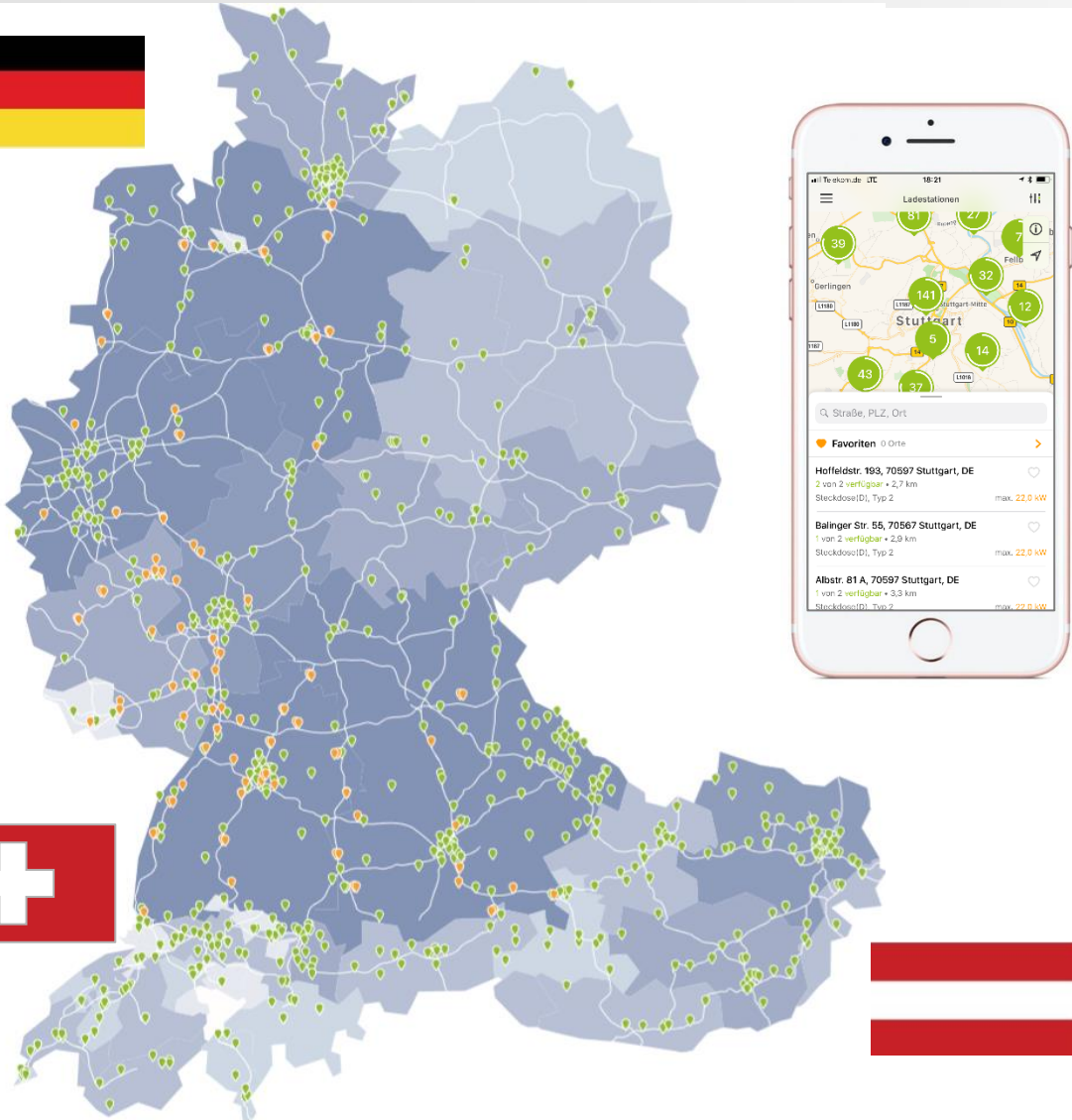
- › Start of first projects in 2018 together with partners

**Central Europe**

- › More projects and partnering to be announced soon..

EnBW mobility+

Easy. Everywhere. Reliable. EnBW's fast growing eRoaming network



## EnBW mobility+

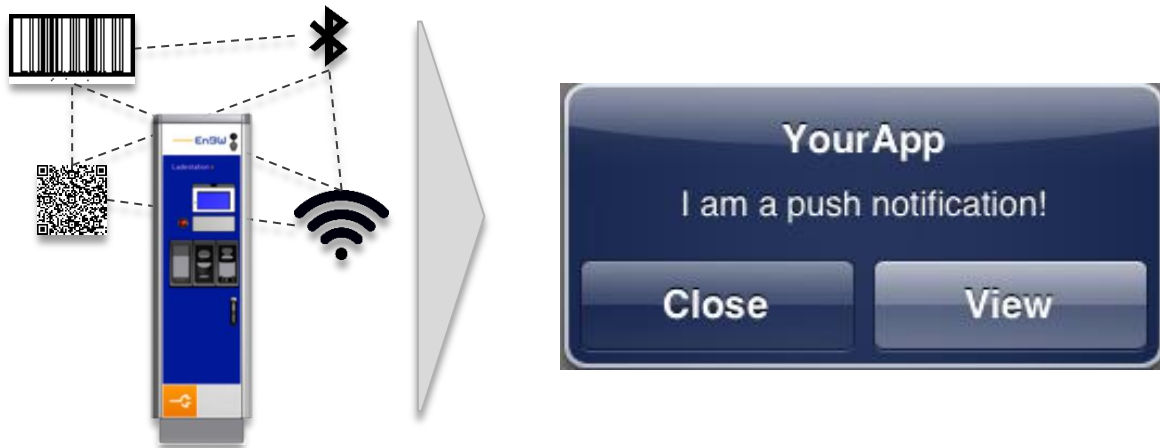
- › Available as prepaid and postpaid
- › Access to more than 15.000 charging points in Germany, Austria and Switzerland
- › Full transparency through standard charging costs
- › Constant expansion of the eRoaming-partner-network
- › „One app to use them all“ – access to every charging point via the EnBW mobility+ app
- › Suited to fit the needs of fleet customers and individuals
- › Benefit of the largest DC charging network
- › Development of a great variety of location based services to enhance digital business

# In addition to the customer journey EnBW offers a great range of digital services

## Accompanying value added services



### Location Based Services



### EV Simulator App



- › Wide range of technologies used to create an unique customer experince at the charging location via location based services
- › e.G. Wifi and iBEACONS for Amazon Prime Video while charging or coupons for retail
- › Information for the EV driver „Where is the next restaurant?“
- › ...

- › EV simulator as conversation opener in discussions about emobility
- › First contact for new potential ev drivers
- › Measuring the potential of the elctrification of fleets
- › All in Germany available BEVs are in our database – which one suits you the best?
- › ...

Getting the right charging solution that suits your needs  
EnBW's holistic charging solution approach



...while travelling:  
EMP & MSP solutions

- › For private owned cars or company vehicles
- › Access via RFID, APP and Plug&Charge in the future
- › Customer and contract administration
- › API-based solutions for flexible business models



...at home:  
Wallbox solutions

- › For private owned cars or company vehicles
- › End2End process: consulting, installation check, realization and service
- › Integration in Smart Home & (EnBW mobility+ / solar+) App and energy management



...at the workplace:  
Fleet solutions

- › Holistic approach to fleets – Employees, business fleets und guests
- › Fleet check to measure the potential of electrification (mobility+ App or webtool)
- › Fleet mgm. API (e.g. verification via input of milage)

Good to know..

## EnBW offers the whole package for charging infrastructure



### Consulting



- › Assessment of your needs and supply tailor-made solutions
- › Provision of charging stations uniquely furnished for any use case
- › ...

### On-site inspection & installation



- › Site audit and feasibility assessment
- › Civil engineering, on-site construction, terminal connection and installation all in one hand
- › ...

### Service and Maintenance



- › Service contract
- › Inference elimination and repair (including emergency service)
- › ...

### Power supply



- › Supply of clean, renewable energy by EnBW
- › Repayments upon the sales of power from charging to you
- › ...

### Back-end uplink



- › Monitoring of use
- › Remote management of charging infrastructure
- › Bundling of all contract-relationships
- › ...

### Access & Billing



- › Monitoring of customer data
- › Access via RFID, App, Pre-/Postpaid, adhoc, or Roaming
- › ...



EnBW offers you a turnkey, end-to-end process utilizing transparent modules and attractive services.

# Easy. Everywhere. Reliable. EnBW's emobility solutions



## Charge Point Operation (CPO)

- › EnBW manages your charging network
- › Maintenance and interference suppression by highly trained technicians

## 360° E-Mobility Service Provider (EMP)

- › EnBW gives you access to more than 15.000 charging points in GER, AUT and CH.
- › Mobility+ App as your preferred Co-Driver

## EnBW charging infrastructure

- › Permanent expansion of the EnBW fast charging infrastructure network

## Fulfillment services

- › EnBW plans and installs charging solutions for B2B customers, fleets etc.





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