

Welcome to

# EV8 TECHNOLOGIES

Energy • Vehicles • Innovation

Shell Start-Up Engine



[www.ev8-tech.com](http://www.ev8-tech.com)

# Our Vision

***Accelerating fleet and infrastructure transition by leveraging world leading expertise and cutting-edge technology***

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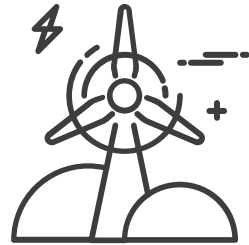
Our vision is to enable the largest EV virtual power plant platform globally, supporting both B2B and B2B2C customers in participating through our end-to-end suite of services



# The Problem



Electric Vehicle uptake has slowed with the main uptake being through workplace Salary Sacrifice schemes. Vans and Commercial vehicle adoption has been even slower - **<5%** (\*23 SMMT)



It is complicated for fleets to switch to EV. Assistance is required to understand what infrastructure is needed and how to finance it, among many other questions.



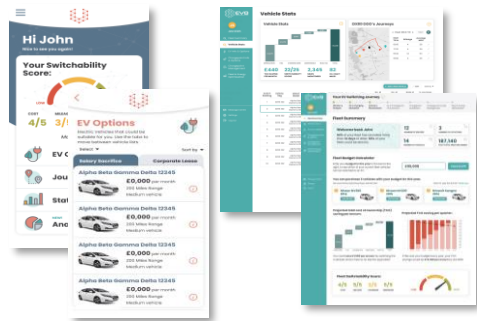
Opportunities to both save costs on a total cost of ownership (TCO) basis as well as access new revenue generation from embedding vehicles into the grid provide a compelling argument to transition to EV.

# Solution

We support customers through EV education & adoption, infrastructure planning & participation in energy markets through a range of SaaS applications and data & insights services.



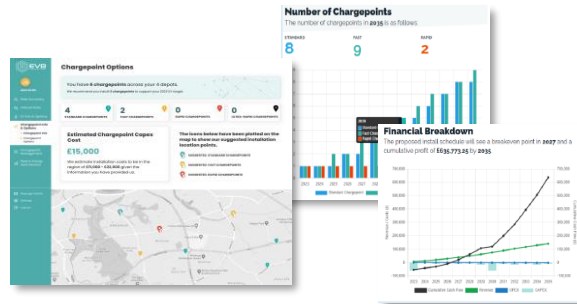
Applications for customer education & adoption



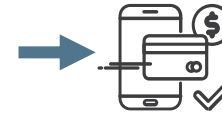
Data collection and EV recommendations for individuals and fleets through EV8 Switch and the Fleet Electrification Portal



Infrastructure planning data and insight tools



Infrastructure and requirements planning from country through to specific site level



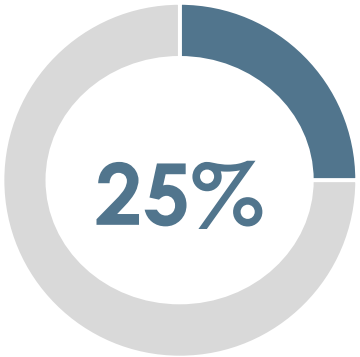
Platforms to manage & optimise EV batteries



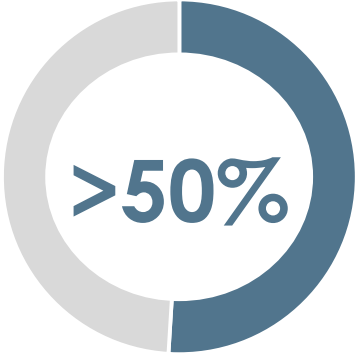
Cost optimisation and revenue generation through charge point management and vehicle-to-grid

By providing services and partnerships along the end-to-end EV value chain, we ensure customers never need to leave our eco-system

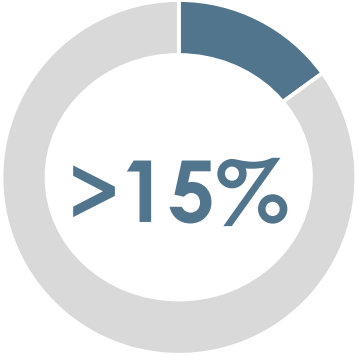
# Customers & Traction



Incremental EV Growth



Infrastructure CAPEX Savings



OPEX Savings

Uber

NatWest

Close Brothers

UK SPACE AGENCY

MCKESSON

EV8 Energy Vehicles Innovation

esa

Neutral ± Ignition

Novuna<sup>®</sup> Vehicle Solutions

ALD Automotive

gofor FINANCE LTD

# Shell and EV8 program ambitions

We have considered the focus areas for the Shell Start up engine and have identified a few potential projects where EV8 can support Shell with achieving corporate and program ambitions.

By deploying EV8 functionality to augment existing Shell value propositions, these projects could also decrease the cost of acquiring and retaining Shell customers, further increasing stickiness in the Shell ecosystem.

## Proposed engagement with Shell

### WHAT?

Focus on our fleet-enabled digital solutions and services, supporting Shell to accelerate the take-up of EVs through showing customers the commercial viability and implementation opportunities for EVs and supporting infrastructure.

### HOW?

During the program, we will work with Shell to define the most relevant proposition to meet customer needs. This could be in the form of off-the-shelf white label solutions, APIs or embeddable functionality.

### WHY?

Given the length of the program and the feedback from speaking to Shell colleagues during the fast-track event in Cambridge, we therefore feel the immediate collaboration would be with Shell Fleet Solutions.



## Example Pilots – to be refined

**1. Small business Fleet Solutions** – integration with Shell app to order fuel, car care items and car washes with the Shell Card to provide EV options to customers.

**EV8 provided functionality** - API integrated telematics with TCO analysis for EV transition and recommendations (TRL 8)



**2. Medium to Large Fleet Solutions** – ability to automate and enhance the existing Shell “Accelerate to Zero program” with EV8 Fleet Electrification Dashboard.

**EV8 provided functionality** – as with (1) plus infrastructure planning and charge point location planning automation (TRL 8)



**3. HGV Fleet Solutions** – integrate route and vehicle optimization and planning with existing fuel card data and discounts.

**EV8 provided functionality** – all functionality from (1) & (2), plus route optimisation and HGV EV readiness scoring (TRL4)

# Thank you

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