



PRESENTATION FOR:

***'The EV Event –Why & What?'***

By:

**Toddington Harper, CEO GRIDSERVE®**

## Last month they agreed to...



Volkswagen CEO Herbert Diess

Daimler CEO Dieter Zetsche

BMW CEO Harald Krüger

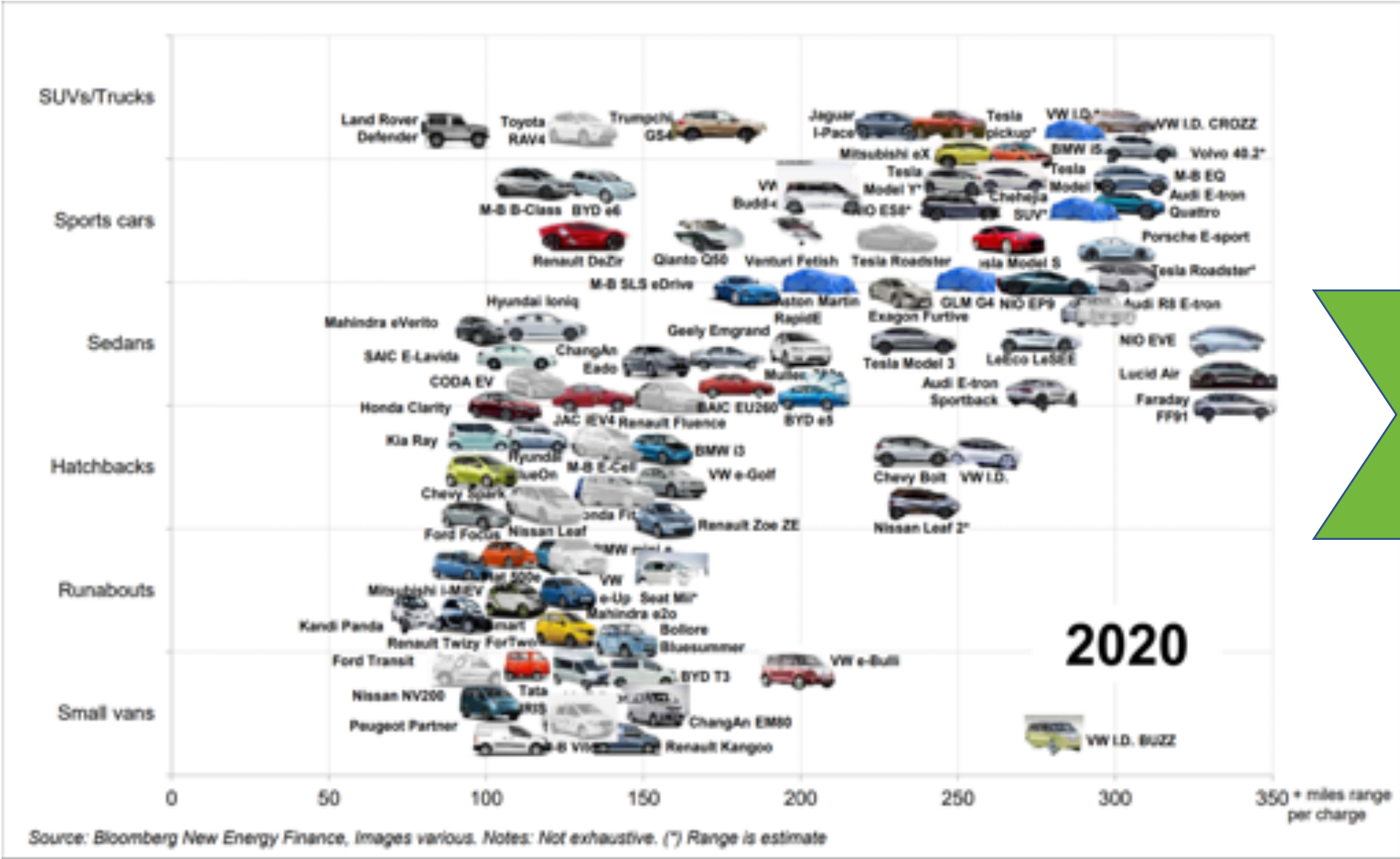
Commit to an 'electric first' strategy... and to forego commitments to other forms of alternative propulsion, such as hydrogen fuel cells...

VW CEO Herbert Diess:  
*"there is no way around the Paris climate targets..."*

**... E-mobility is the only technology that is feasible from today's perspective"**

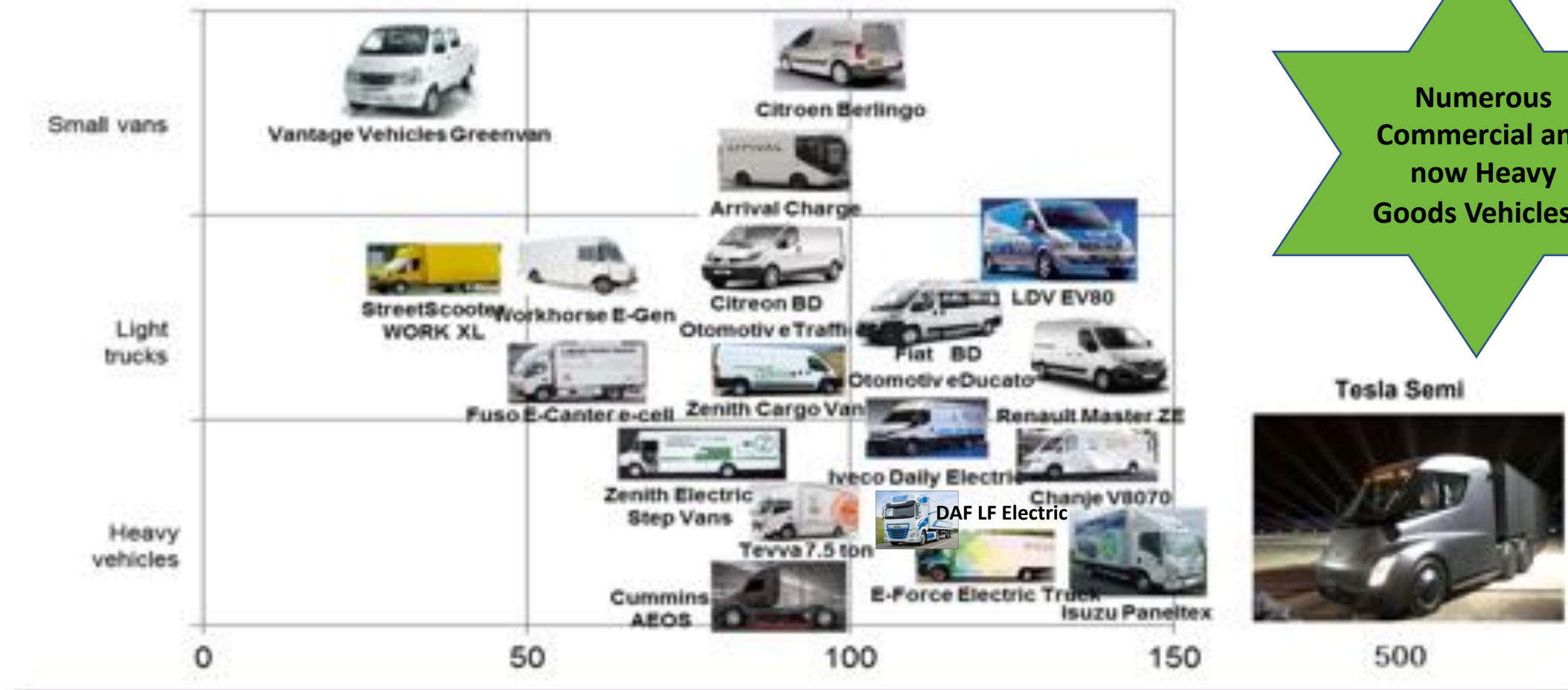
(Credit: [Hendelsblatt](#)) [Credit: Electrive](#))

# Electric Cars Here & Arriving...



350+ new EV models to debut by 2025!

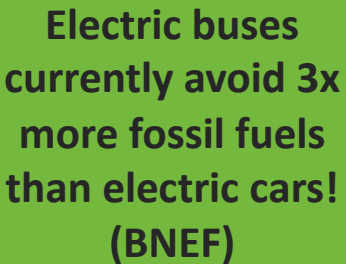
# Commercial Electric Vehicles Here & Arriving...



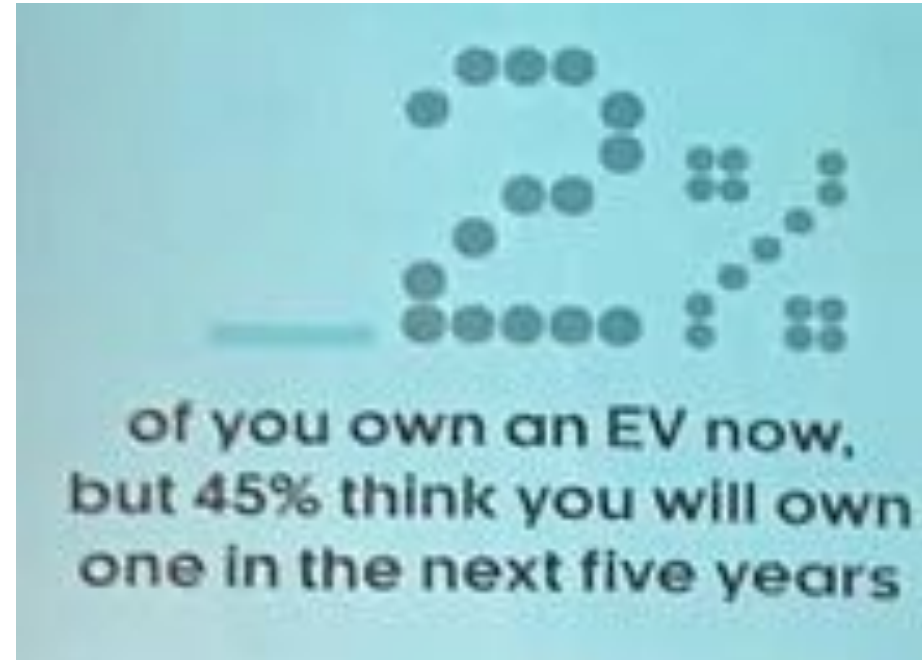
Tesla Semi

Source: @mliebreich





# And even TopGear have now come out in favour of EVs!



OK, so the horse has bolted...



EVs will take  
over to become  
the solution for  
road transport!

It is happening...  
... now what can  
we all do to help  
drive this electric  
vehicle revolution?

# Top-3 tips to drive the EV revolution

1. **Simplify:** Make everything about EVs easy
2. **Stack the Economics Favour of EVs :** Make using EVs cost less than petrol or diesel vehicles
3. **Embrace 2020 Foresight & Legacy:** this is an incredible opportunity - seize it with both hands!

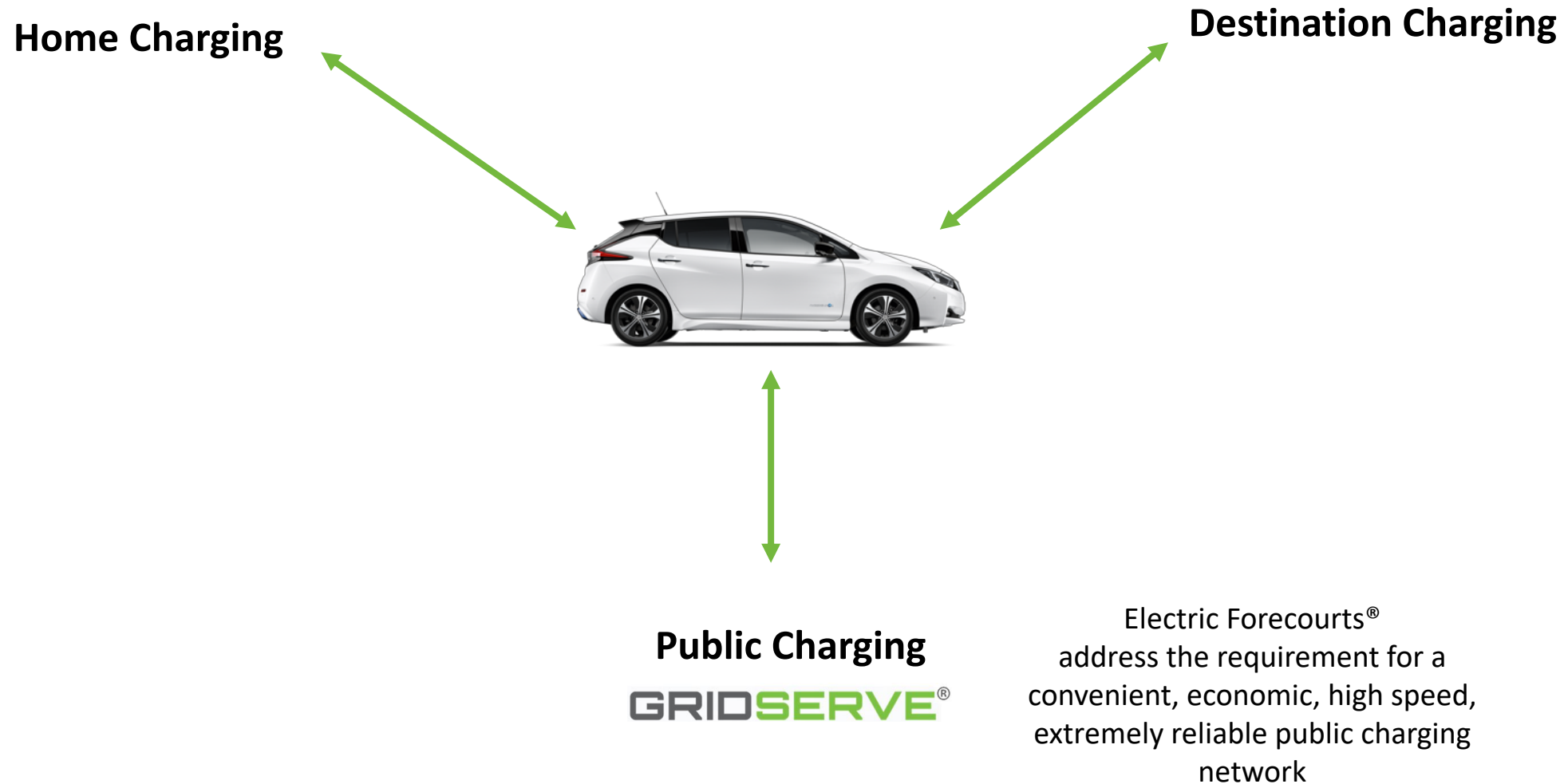


# How can we simplify?

(To make everything about EVs easy!)

1. **Educate** – so much of this is new to most people, and its constantly evolving...
2. **Avoid Jargon** – kW, kWh (capacity), kWh (energy)... AC:DC ... erm... how many miles per charge?
3. **Straightforward Charging Everywhere** – with specific chargers that match location requirements

# How GRIDSERVE® are helping to make public charging easy





# GRIDSERVE® Electric Forecourts®

The ultimate electric vehicle charging experience - powered by low cost clean energy that supports the grid (V1.0!)





# GRIDSERVE® Electric Forecourts®

The ultimate electric vehicle charging experience - powered by low cost clean energy that supports the grid







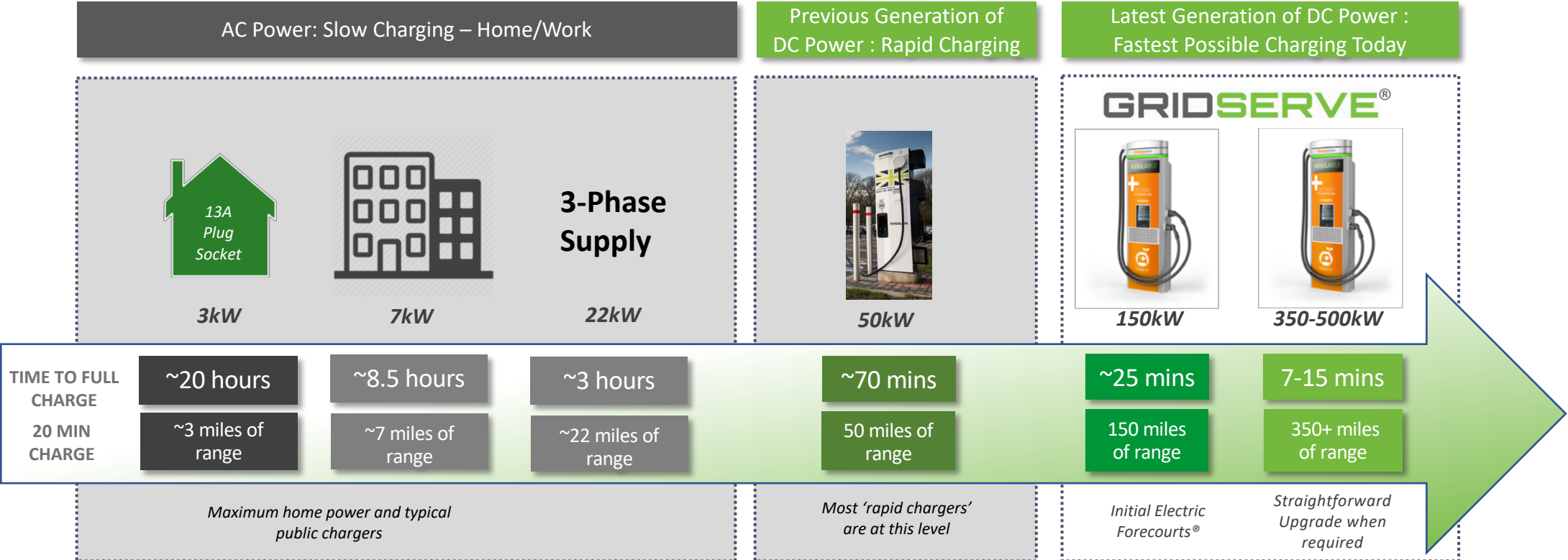
# GRIDSERVE® Electric Forecourts®

The ultimate electric vehicle charging experience - powered by low cost clean energy that supports the grid





# Charging @ GRIDSERVE® Electric Forecourts®



Source: GRIDSERVE, Assumes a 60kWh ~ 200 mile battery



# GRIDSERVE® Electric Forecourts®

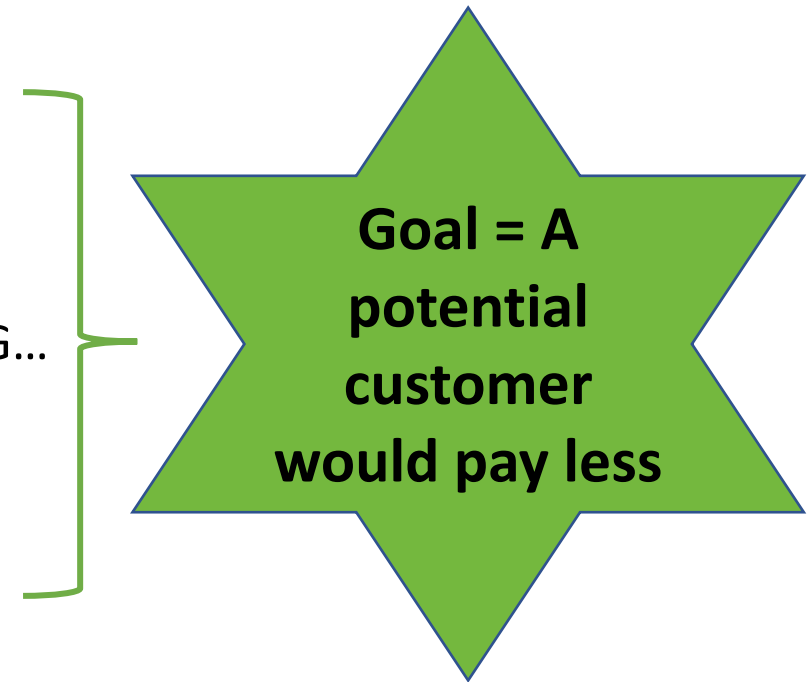
The ultimate electric vehicle charging experience - powered by low cost clean energy that supports the grid



# How can we: Stack the Economics in Favour of EVs?

To make using EVs cost less than petrol or diesel vehicles!

1. **Economies of Scale** – be part of it
2. **Financial Engineering** – service model + batteries reuse + V2G...
3. **Low Cost Sustainable Energy** – use this advantage



# GRIDSERVE® Electric Forecourts®

The ultimate electric vehicle charging experience - powered by low cost clean energy that supports the grid



Source: GRIDSERVE and NEXTracker





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The ultimate electric vehicle charging experience - powered by low cost clean energy that supports the grid



Source: GRIDSERVE and NEXTracker

ARUP



# GRIDSERVE® Electric Forecourts®

The ultimate electric vehicle charging experience - powered by low cost clean energy that supports the grid (and planet!)



# Thanks & Contact Details



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