



electric future

Accelerating the energy transition

Sharing Innovations in e- mobility for fleets and industrial hubs

EV Infrastructure 2024

Introducing Electric Future

About us

Electric Future was founded with a vision of accelerating the renewable energy transition by electrifying transport.

We provide pragmatic advice and business integration services for large e-mobility transformation programs. We also selectively deliver and manage EV and energy infrastructure.

We have 15 staff in Sydney, Melbourne, Brisbane and Adelaide and Group revenues approaching AUD\$15m p.a.

We are 100% Australian-owned and have received generous support from the Australian Renewable Energy Agency (ARENA) start-up incubation program.

Some of our recent Australia and New Zealand EV clients



The 'Art of the Possible' – E-Mobility Value Streams

1. Mining	2. Battery	3. Automotive	4. Finance
Exploration / extraction of battery minerals	Battery cell manufacturing	Design and production of EV platform	EV financing and leasing
Processing battery-grade metals	Battery module and pack manufacturing	EV retailing	Battery financing and leasing
Cathode processing	Battery pack assembly	After-sales service of EVs	Charger financing and leasing
Electrification of mine-spec vehicles	Battery servicing	EV fleet management	EV and Charger Residual Value optimisation
	Battery recycling	EV-based (mobility) subscription services	Second hand market facilitation
	Storage solutions for EV integration		Fleet-transition analytics
	Second life of batteries		Carbon and Energy certificates

5. Charging Infrastructure	6. Electricity Systems	7. Customer Suite	8. Emerging
Charger Installation (C&I)	Network optimisation	Charging Point of Interface	Aggregation of EVs (VPP)
Public charging stations (CPO)	Accelerated and incentivised approvals	Customer analytics services	Real-time EV coordination and optimisation
Portable / Remote charging solutions	Asset-based charging solutions	eRoaming services	Charge-point auctions
Home / Multi-res charging solutions	Vehicle to Grid (V2G) and Home (V2H)	EV demand management offerings	EV 'community batteries'
Coordinated revenue improvements ¹	EV Operations Centre	EV smart and dynamic tariffs	
Battery swapping stations	Role of EVs in network outages and restarts	Direct and indirect customer rebates	
City / Grid planning assessments	Metering, billing and retailing systems	Managed charging programs (active/passive)	

Innovations that lower TCO for Fleets and Users

Combining e-fleets with Renewables

Combining e-fleets with renewables and storage

Pilot

- NSW Gov Fleet
- Metro and Regional take home fleet
- Varied use cases, with some driving up to 25,000km a year
- 12 BEV – Polestar and Ora Cat
- Program is close to 6 months old and stats are:
 - 50,000kms travelled
 - 8,500 kWh consumed
 - Savings from having home chargers has seen reduced idle time and obviously the expected lower running costs from having and EV over ICE

Progress to Date

EV PILOT SCOREBOARD

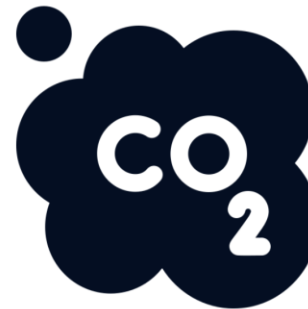
TOOLS-OF-TRADE VEHICLES IN REGIONAL AND METROPOLITAN AREAS

LAST UPDATED 3rd JUNE 2024



Kilometres Driven

48,842



Tailpipe CO₂ Reduction

8.1t



kWh Consumed

8,414

Government Fleet Trial – Standardised Savings

FINANCIAL IMPACT

RECHARGING DOWNTIME, HOME CHARGING UNIT COSTS, PROPULSION COSTS



Downtime Surplus (Deficit)

\$660

Estimated \$ cost of time saved (lost) through home charging and public fast charging versus the estimated time it would have taken to refuel their traditional Internal Combustion Engine (ICE) vehicles.

Employee combined salary and super assumption of \$100,000 per annum.



Home Charging Unit Costs

\$(1,160)

Cost of Home Charging Units and installation. Amortised on a straight-line basis over a 5-year period. Includes NSW Government R3 Funding support.



Propulsion Cost Savings

\$4,768

EV charging versus the estimated cost of refueling traditional ICE vehicles.

Combining e-fleets with renewables and storage

Renewable Asset Integration

- Fleet drivers saw a large increase in electricity bills due to EV
- Yes this is being re-imbursed, but this has provided an opportunity.
- Installation of funded PV and BESS to extract value across this new user profile.
- These offers are provided free to the fleet customer and the ensuing benefits are:
 - An increase in gross margin for the retailer
 - A lower overall cost of electricity for the fleet operator
 - And a lower overall cost of living for the fleet driver as home bills are reduced as well.

Progress to Date



4.1x

Gross Margin

Compared If Customer Owned Solar/Battery



2.7x

Increased Revenue per Customer

Compared If Customer Owned Solar/Battery

\$839

Avg. Annual Customer Savings \$*

19.5%

Average Customer Saving %*

**Compared to Default Market Offering*

Thank you!

