THE EASTERN SPECIALTY COMPANY

ELECTRIC VEHICLES

Utility Impacts and Charging Stations

HMC HEARTLAND METERING CONFERENCE

Presented by: Rob Reese

For Heartland Metering Conference

Thursday, April 7, 2022

What is it all about and why should I care?

THE EASTERN SPECIALTY COMPANY

TOPIC SUMMARY

- Overview of Electric Vehicles (EV's) in 2022
  - Who is in the market?
  - Who dominates the market?
  - How many EV's are on the road?
  - Where is the market going?
- Types of Electric Vehicle Supply Equipment (EVSE's or chargers)
- Electric Vehicle Charging Networks
- Regulatory environment
- Business Segment – revenue opportunities and expectations

Overview of Electric Vehicles in 2022

HMC HEARTLAND METERING CONFERENCE

Who is in the EV Market?

Anyone who is not will be in the near future. The following automobile manufacturers have an Electric Vehicle offering in 2022:

- Audi
- BMW
- Chevrolet
- Coda
- Fiat
- Porsche
- Ford
- Honda
- Hyundai
- Kia
- Jaguar
- Lucid
- Mercedes
- Mitsubishi
- Mini
- Nissan
- Polestar
- Rivian
- Smart Car
- Tesla
- Toyota
- VW
- Volvo

Who are the Market drivers?

For Jan-June 2021

TESLA: 66.3%
Chevrolet: 9.6%
Ford: 5.2%

TESLA

The EV Market

- Hyundai Unveils EV Platform, Will Have 23 Global Electric Vehicles by 2025
- Toyota Details Six New EV Models Launching for 2020–2025
- BMW raises target for EV sales, plans new electric-focused platform

Every major manufacturer has a plan for EV over the next 10+ years

THE EV MARKET

Manufacturers have announced over 100 EV models to be introduced by 2024.







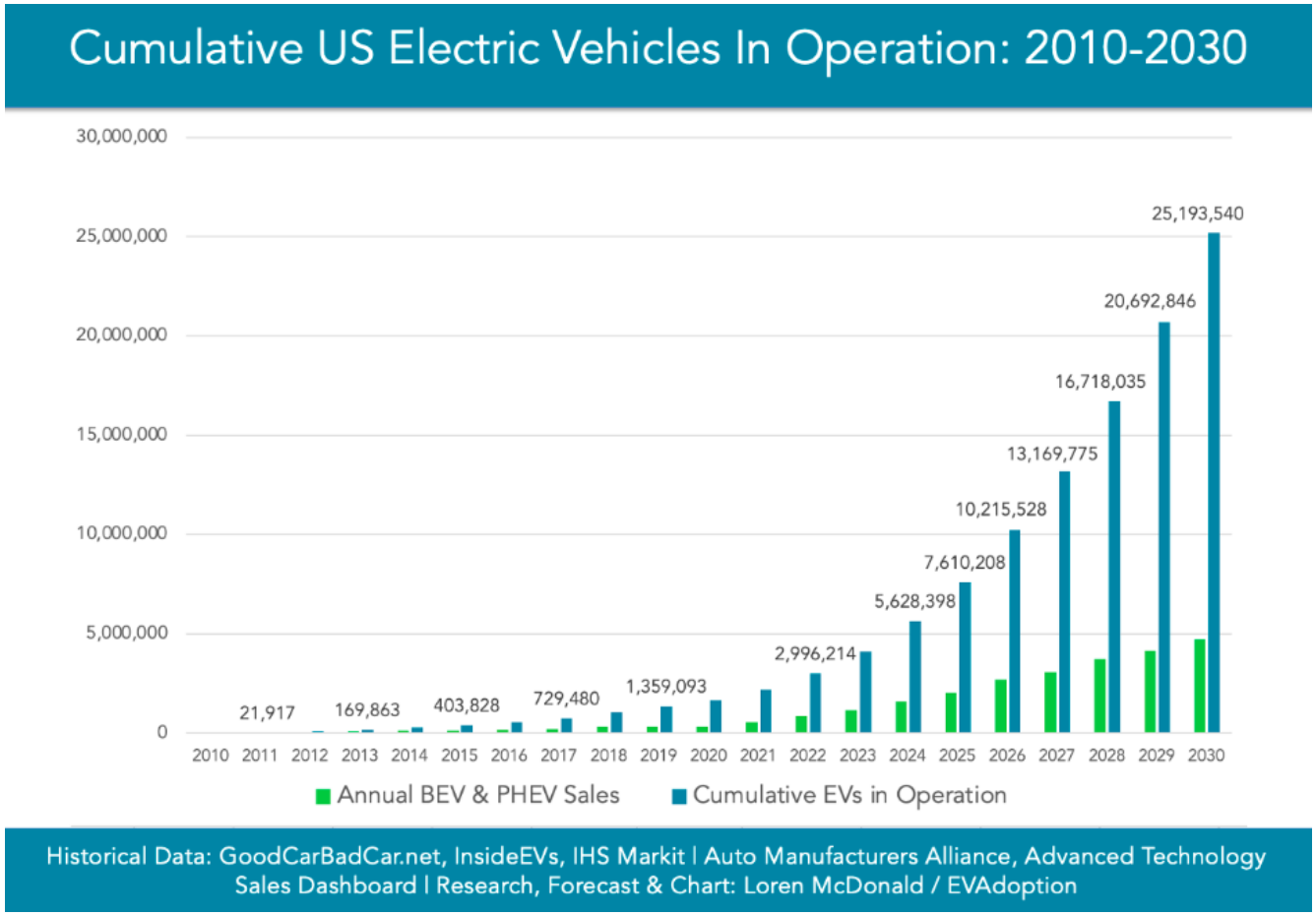


How many EV's are on the road in the US?

- As of December 31, 2021 there were 2,147,070 Electric Vehicles operating in the US
- By the end of 2022 there are 3,000,000 forecast to be on the road

THE US EV MARKET

Where is the Market Going? Upwards – in a big way



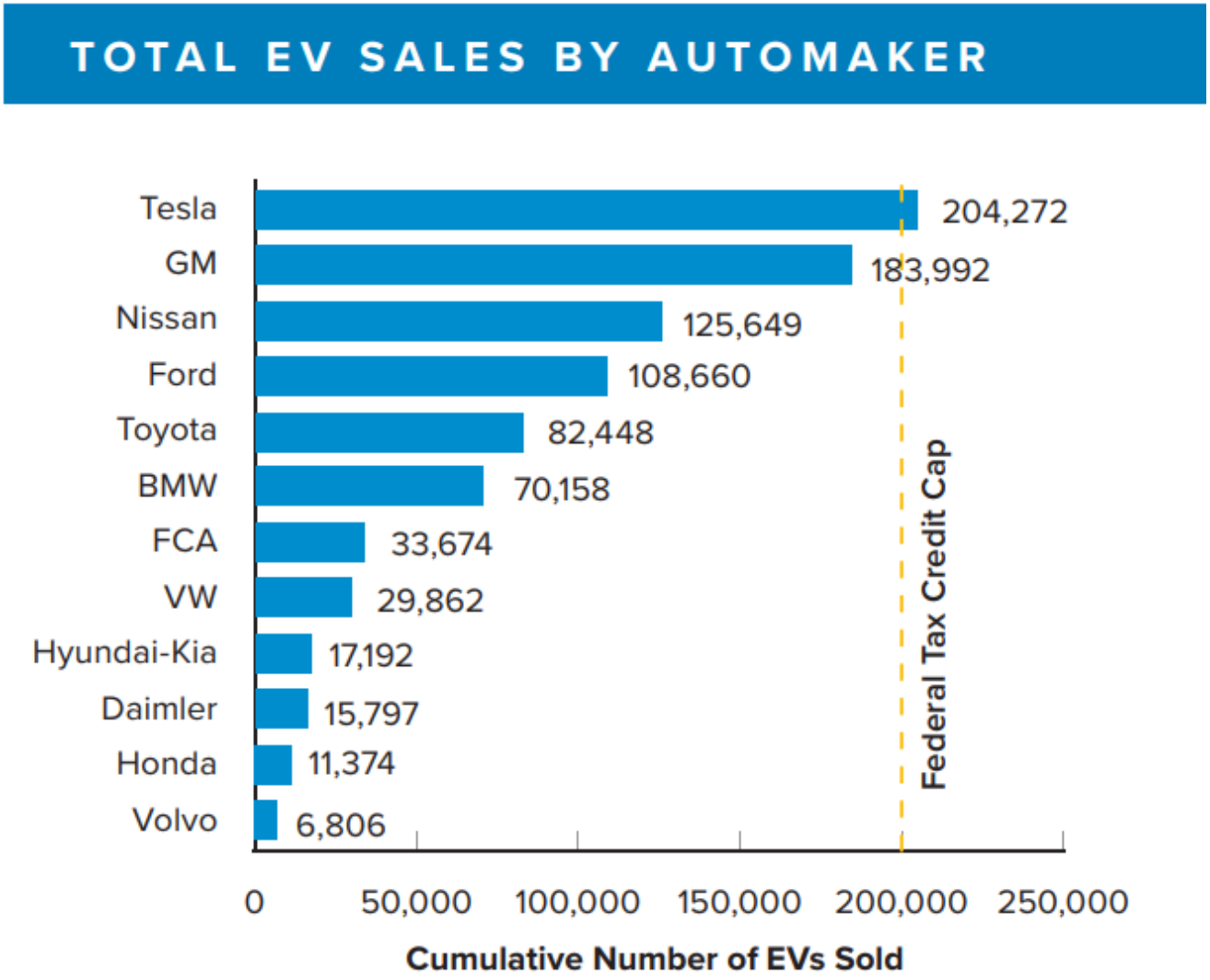
THE EASTERN SPECIALTY COMPANY

THE US EV MARKET

ELECTRIC VEHICLE									
	Q4 Sales				YTD Sales			Segment Share	
	2021	2020	YOY		2021	2020	YOY	Q4	YTD
Audi e-tron	3,128	2,034	54%		10,921	7,202	52%	2.1%	2.2%
BMW i3	199	640	-69%		1,476	1,703	-13%	0.1%	0.3%
Chevy Bolt EV/EUV	25	6,701	-100%		24,828	20,754	20%	0.0%	5.1%
GMC Hummer	1	-	-		1	-	-	0.0%	0.0%
Ford Mustang Mach-E	8,285	3	-		27,140	3	-	5.6%	5.6%
Hyundai Ioniq	541	906	-40%		2,389	1,568	52%	0.4%	0.5%
Hyundai Ioniq5	153	-	-		153	-	-	0.1%	0.0%
Hyundai Kona	2,206	822	168%		7,645	2,986	156%	1.5%	1.6%
Jaguar I-Pace	136	205	-34%		1,020	1,658	-38%	0.1%	0.2%
Kia Niro	2,347	638	268%		8,063	2,569	214%	1.6%	1.7%
Lucid Air	577	-	-		577	-	-	0.4%	0.1%
Mazda MX-30	116	-	-		116	-	-	0.1%	0.0%
Mercedes EQS	443	-	-		443	-	-	0.3%	0.1%
Mini Cooper	680	10	-		1,906	158	-	0.5%	0.4%
Nissan Leaf	4,165	4,641	-10%		14,239	9,564	49%	2.8%	2.9%
Polestar 2	1,320	-	-		2,411	-	-	0.9%	0.5%
Porsche Taycan	1,517	1,192	27%		8,745	4,089	114%	1.0%	1.8%
Rivian RT1	575	-	-		575	-	-	0.4%	0.1%
Rivian RS1	8	-	-		8	-	-	0.0%	0.0%
Tesla Model 3	41,489	27,200	53%		121,877	122,700	-1%	28.1%	25.0%
Tesla Model S	4,610	1,325	248%		17,653	10,125	74%	3.1%	3.6%
Tesla Model X	5,763	675	754%		22,546	7,375	206%	3.9%	4.6%
Tesla Model Y	63,386	39,000	63%		190,393	65,400	191%	42.9%	39.1%
Volvo XC40	1,666	18	-		5,593	18	-	1.1%	1.1%
VW ID.4	4,463	-	-		16,742	-	-	3.0%	3.4%
Total (Estimates)	147,799	86,010	72%		487,460	257,872	89%	100.0%	100.0%

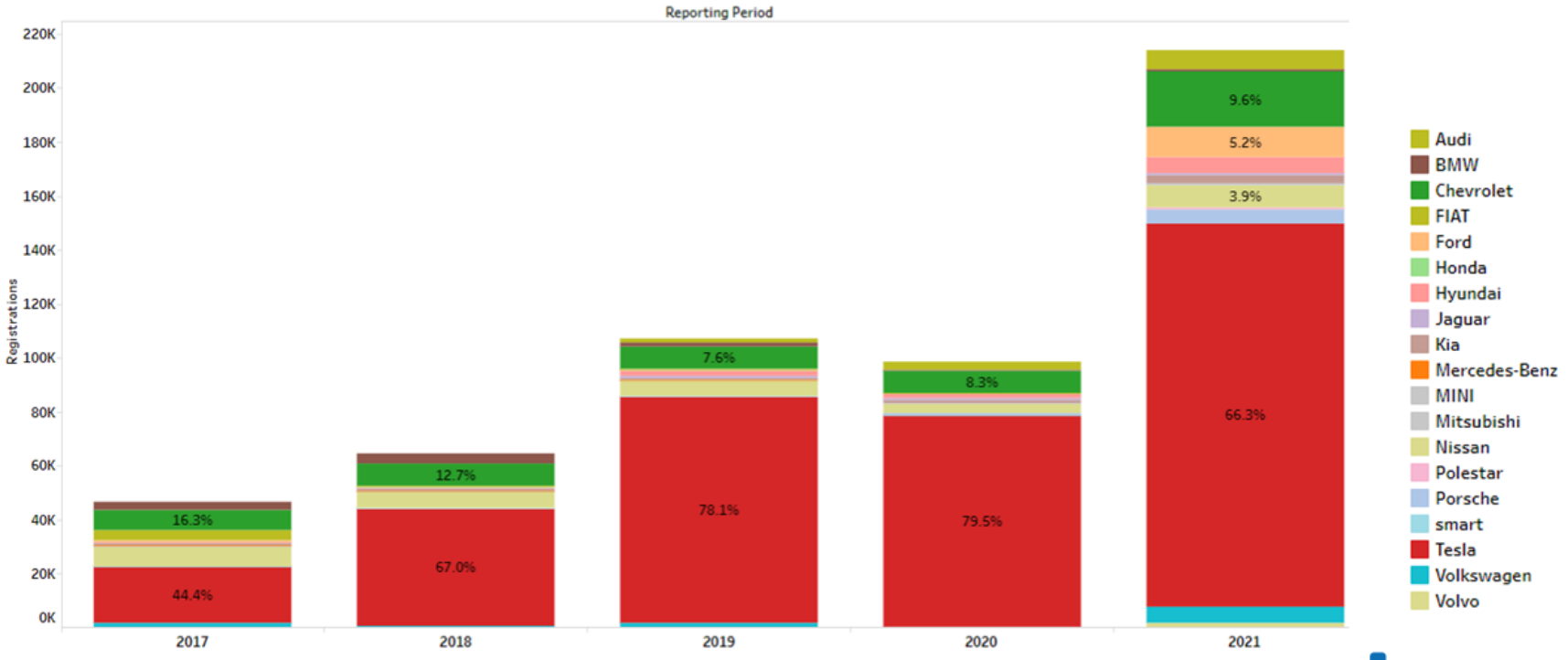
Source: ELECTRIFIED LIGHT-VEHICLE SALES REPORT Q4 2021 kbb.com

THE US EV MARKET



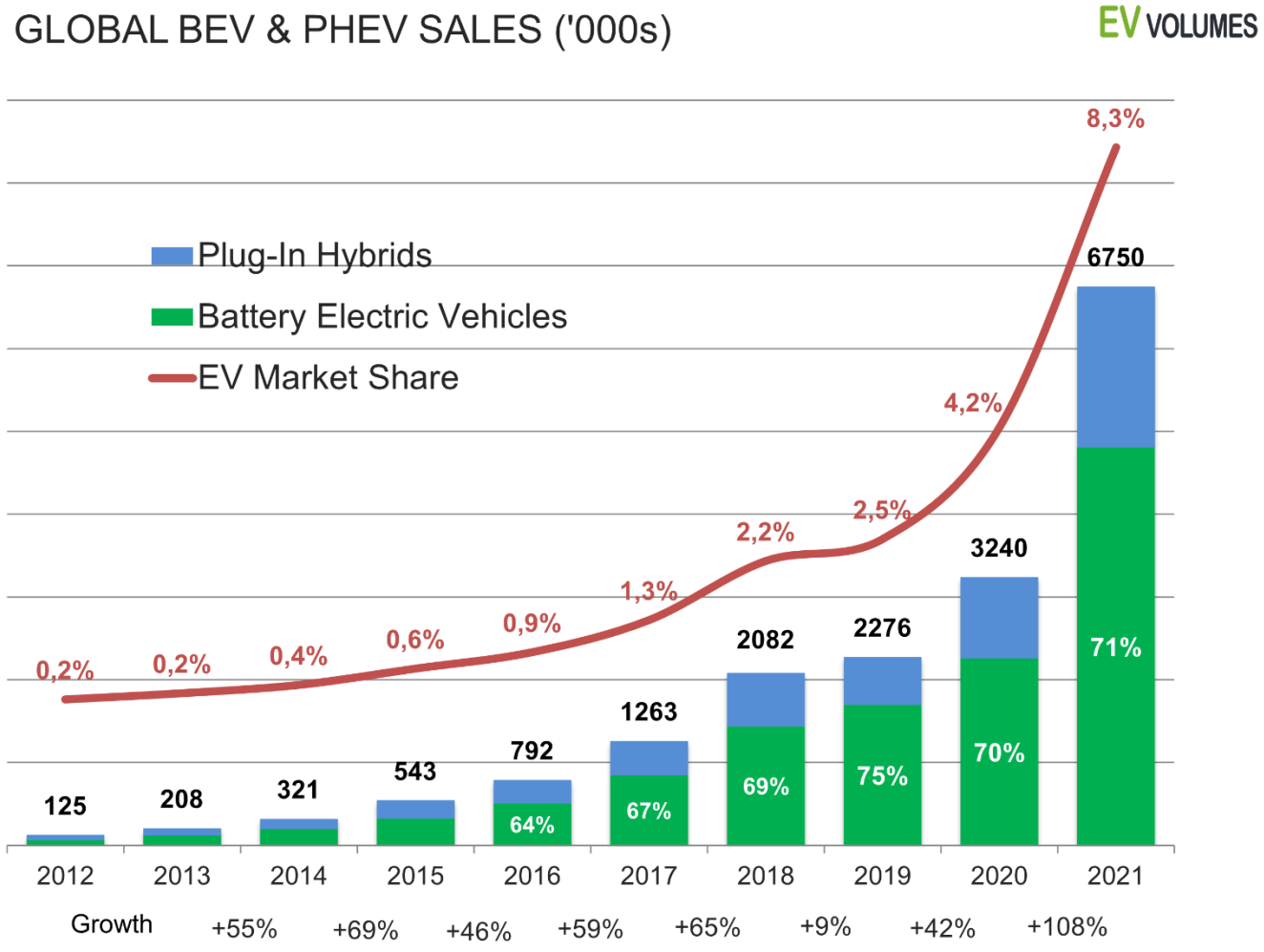
THE EV MARKET

U.S. Electric new vehicle registration share by brand



Source: Experian Automotive new registrations as of January through June of each year (U.S. light duty vehicles only)

THE WORLD EV MARKET



Source: https://www.ev-volumes.com/

How much energy and how long to charge?

Mfg	EV Offering	Range (miles)	Battery	Battery Capacity	Battery Charge Time (hours)
Tesla	S / 3 / X / Y	S - 405 3 - 272-358 X - 333-351 Y - 303-330	S - 407 V lithium-ion 3 - 50-82 kWh 350 V lithium-ion X - 100 kWh 410 V lithium-ion Y - 75 kWh 350 V lithium-ion	S - 103 kWh 3 - 50 to 82 kWh X - 100 kWh Y - 75 kWh	S - 8 -15h at 240V 3 - 8.5 to 10h at 240V X - 10.5h at 240V Y - 10h at 240V
Porsche	Taycan	199-212	79.2-93.4 kWh 723 V lithium-ion	79.2 to 93.4 kWh	24 hrs @ 120V 12h @ 240V 15m @ 440V
Kia	EV6 / Niro	EV6 - 232-310 Niro - 258	EV6 - 58-77.4 kWh 523-697 V lithium polymer Niro - 64 kWh 356V lithium-ion	EV6 - 58 to 77.4 kWh Niro - 64 kWh	EV6 - 51-68h @120V 6.3-8.7h @240V 1.1-1.2h @440V Niro - 9.25 at 240V 1.07h at 440V

THE EASTERN SPECIALTY COMPANY

CHANGING THE GAME - RANGE

- Range – In excess of 400 miles with models announced that will achieve over 600 miles.
- However, this is not the effective range. Effective range is rarely more than 70% of this number and in colder, hilly climates, traveling on highways this range may only be 50% of the rating.
- For a 200 mile range car this may only give you 100 miles before needing to charge again in a northern climate in the winter.
- For a 650 mile range car this should typically give 400 to 450 miles before needing to stop and charge.

THE EASTERN SPECIALTY COMPANY

CHANGING THE GAME - TIME

- Charge time – Charging at home is a game changer. You leave every day from home fully charged. This is huge.
- We typically are willing to pay for conveniences, but in this case convenience is less expensive.
- On the road the DC Superchargers are now capable of getting you on the road in under 10 minutes.
  - This is now similar to if not the same as fueling with gas.

THE EASTERN SPECIALTY COMPANY

CHANGING THE GAME - COST

- Charging even 90% of a 90kwh battery at home for $0.12/kwh is $9.72 and typically will take you 240 miles under typical circumstances for a cost of $0.04/mile.
- Assuming you consumed 30 mpg, at a gas price of $2.00/gallon this is a $16.00 fill up and took an extra 10 to 15 minutes out of your life. If you have waited in line at COSTCO you may have spent more tune than that
- At $4.00/gallon this is a $32 gallon fill up and at $6.00 per gallon this is a $48 gallon fill up.

CHANGING THE GAME – THE REST OF THE WORLD

- Small wonder that electric vehicles took off in the rest of the world faster than the US. Gas is significantly more expensive and the distances traveled are typically much less.
- On 2/28/22 the average price per gallon in the US was $2.61, in Paris the same gallon of gas was $8.37 or 3.21 times more expensive.
- Electricity, on the other hand, is roughly only 1.5 times more expensive, making electric vehicles very attractive to the average driver in Europe.

THE EV MARKET

Ford to go all electric in Europe by 2030

Ford announced during its fourth-quarter earnings report that it will invest $22 billion in electric vehicles and $7 billion in autonomous vehicles through 2025 and will be “all electric” in Europe by 2030.

Types of Electric Vehicle Supply Equipment (EVSE's or chargers)

Types of Electric Vehicle Supply Equipment (EVSE)

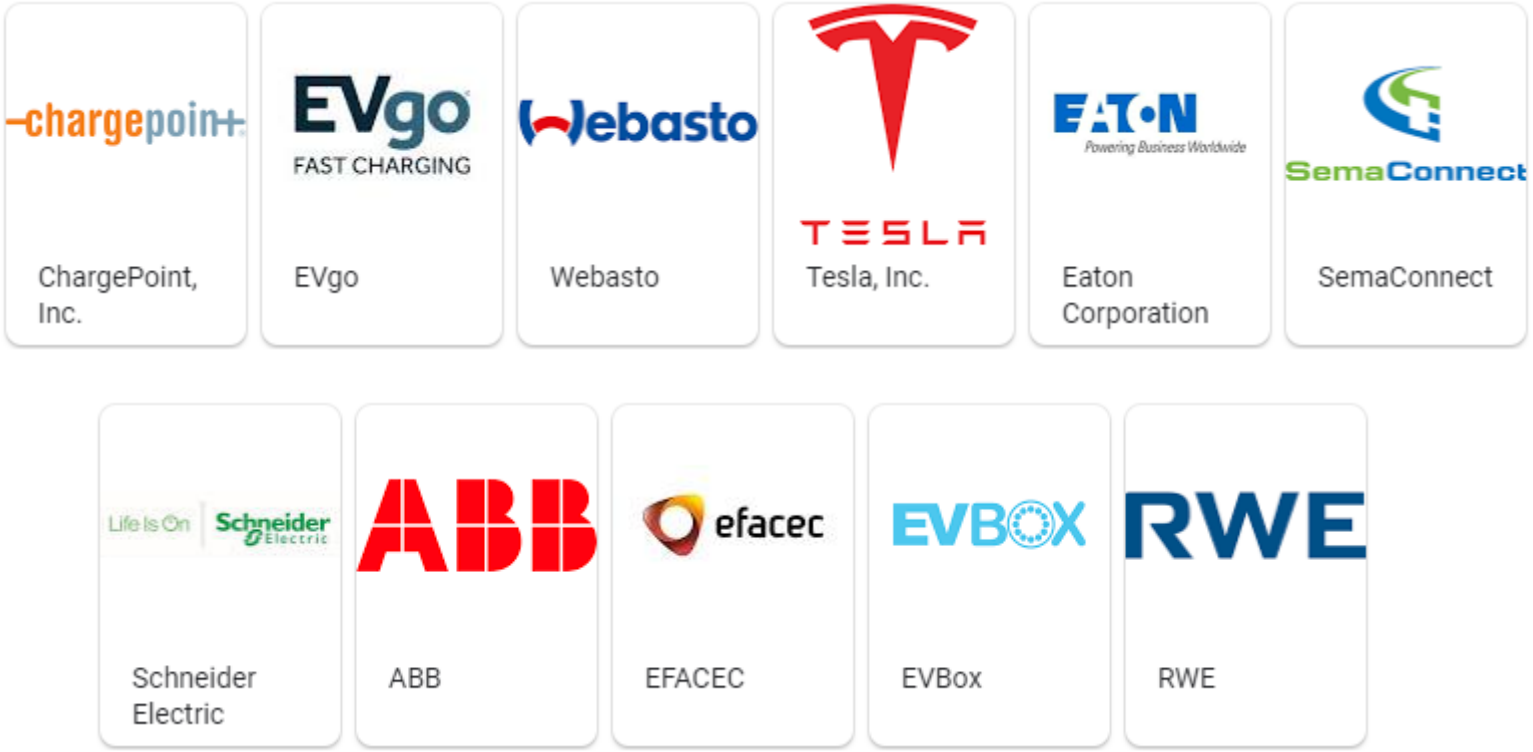
EV Charging Speed on Level 1, 2, 3 Chargers			
Charging Level	**Power Delivery**	**Range Added Per Hour**	**Time to Charge 60 kWh EV**
Level 1	1-1.4 kW	3-5 miles	30-40 hours
Level 2	3.9-19.2 kW	12-80 miles	2.5-4.5 hours
Level 3	24-300 kW	75-1,200 miles	30-40 minutes
Time to Charge EV with a 60-kWh battery is the time to raise the battery's charge level from 10% to 80%			

Source: forbes.com

Except at the high end of the Level 3 chargers – A 90 kwh batter charging from 10 to 80% and adding 210 miles of range will only take 10.5 minutes

EVSE MANUFACTURES

- **Major charging system manufacturers**



THE EASTERN SPECIALTY COMPANY

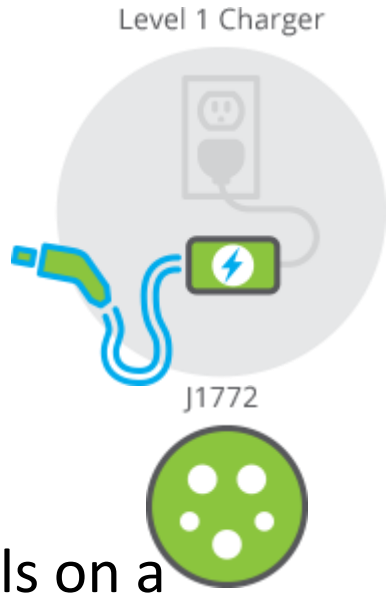
CHARGING STATIONS

- **Deployment is growing rapidly in US**
  - **The current administration has set a goal of having 500,000 charging stations by 2030**
- Total PUBLIC chargers installed as of December 31, 2021:
  - AC Level 1 — 454 locations
  - AC Level 2 — 46,781 locations
  - Level 3 (DC Fast Charger/Superchargers) — 7,219 locations

NOTE: As a point of reference, for TESLA Superchargers there are an average of 9 charging stations per location.

AC EVSE STANDARDS

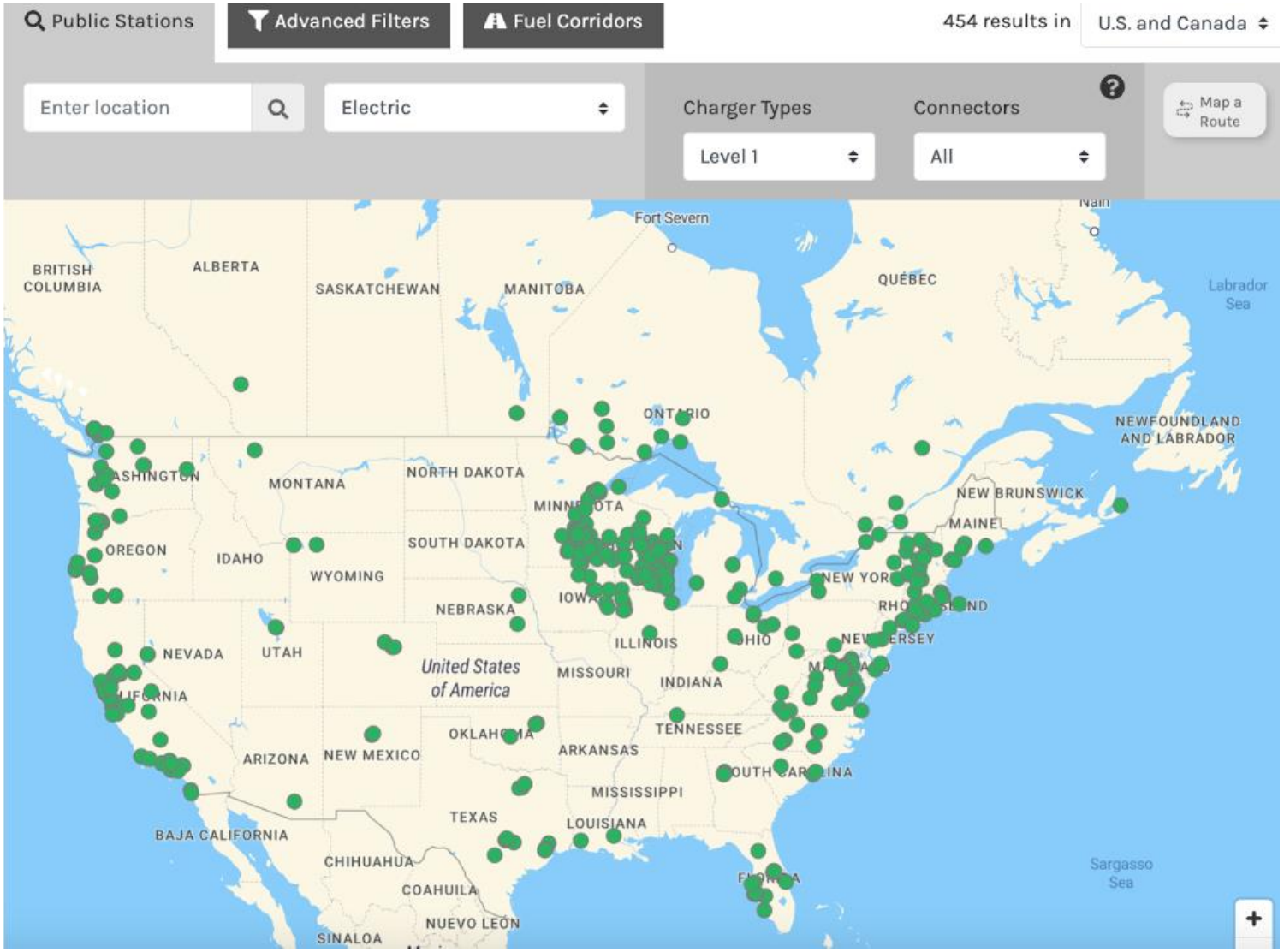
- **J1772 AC Level 1**
  - Home Installation
  - 120 Volts at between 12 and 16 Amps
  - Maximum Power Delivery (1.4 kW)
  - Typical time to charge between 30-40 hours
  - 3-5 miles per hour of charge @ 16A
  - Charging 100% can take 2-3 days for most models on a L1 Charger



Source: calevip.org; forbes.com

THE EASTERN SPECIALTY COMPANY

LEVEL 1, AC CHARGERS

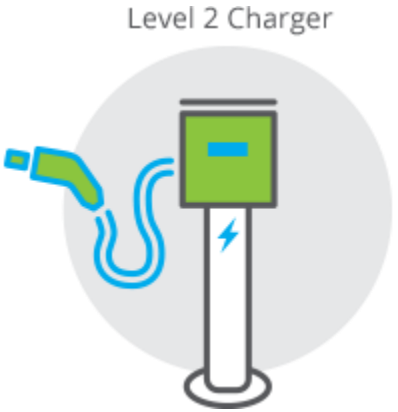


Source: March, 2022 Alternative Fueling Station Data afdc.energy.gov

AC EVSE STANDARDS

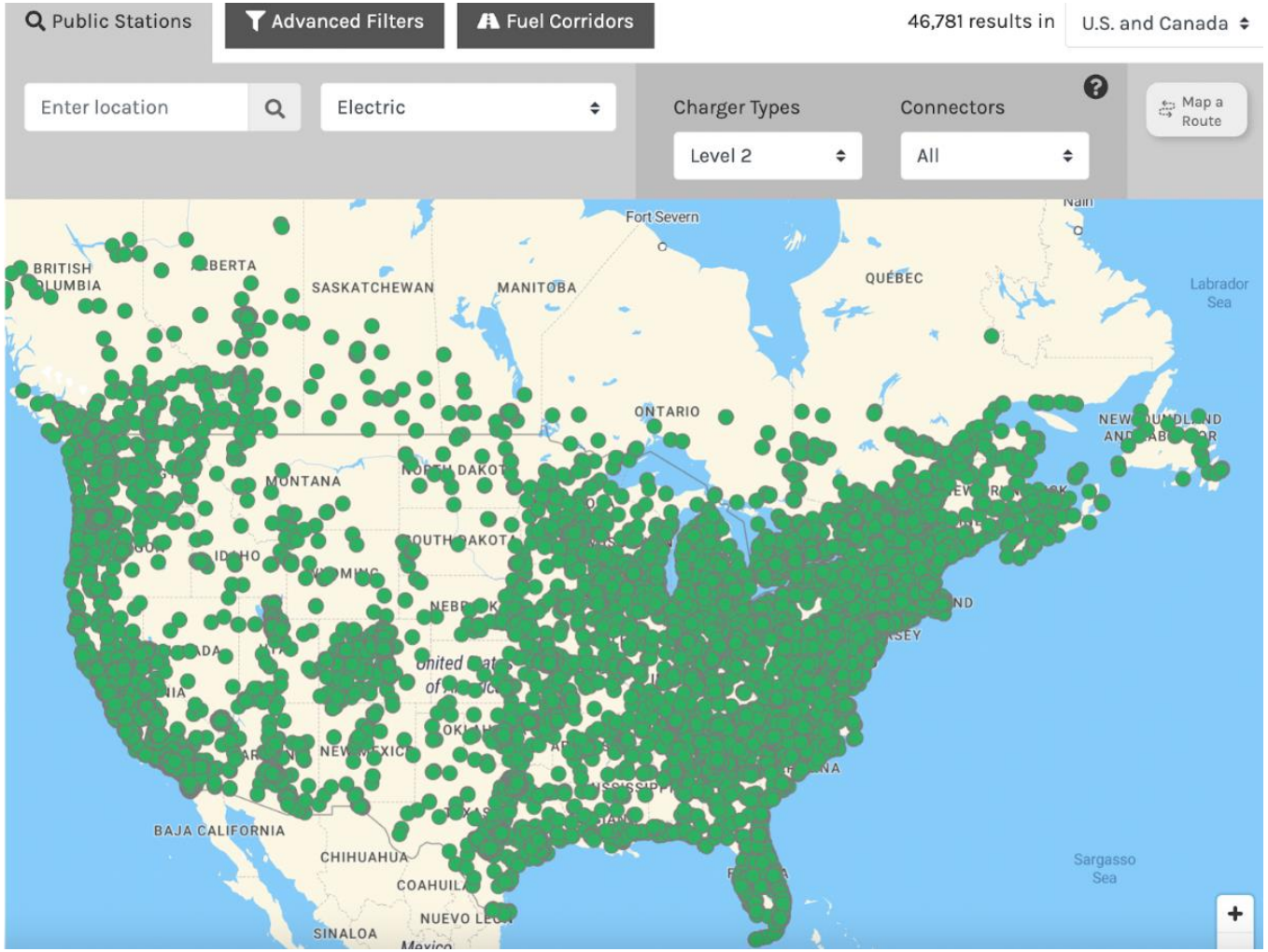
- **J1772 AC Level 2**
  - Over 85% of commercial EVSEs are AC Level 2
  - All current EV/PEV in US can use this type though some (Tesla) need adapters
  - Stations cost $5K to $8K per port including installation

AC EVSE STANDARDS



- **J1772 AC Level 2**
  - Home and Commercial Installation
  - 240 Volts at up to 80 Amps
    - 30A most common
    - Home 30A, Commercial 30A, 50A, 75A
  - Maximum Power Delivery (19.2 kW)
    - Mostly vehicle limited to 7.2kW
  - Typical time to charge
    - Pluggable Hybrid (0.5 – 1.5 hours, 0% to 90%)
    - EV 80 Mile Range (1.5 – 4 hours, 20% to 90%)
    - EV200 Mile Range (3.2 – 10 hours, 20% to 90%)
  - 21 miles per hour of charge @ 30A and over 30 mph @48A
  - You can virtually always recharge overnight and can typically take advantage of TOU vehicle charging rates where offered.

J1772 AC Level 2 Public Stations



2019 Sites: 19,216

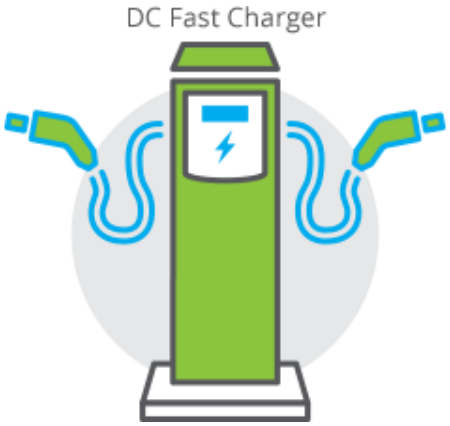
2020 Sites: 30,145

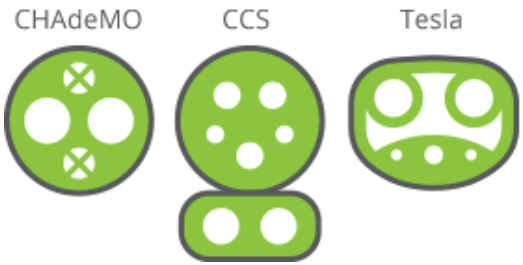
2021 Sites: 46,781

Source: March, 2022 Alternative Fueling Station Data afdc.energy.gov

Note: Number of sites, not ports. A site typically has many ports.

DC EVSE STANDARDS





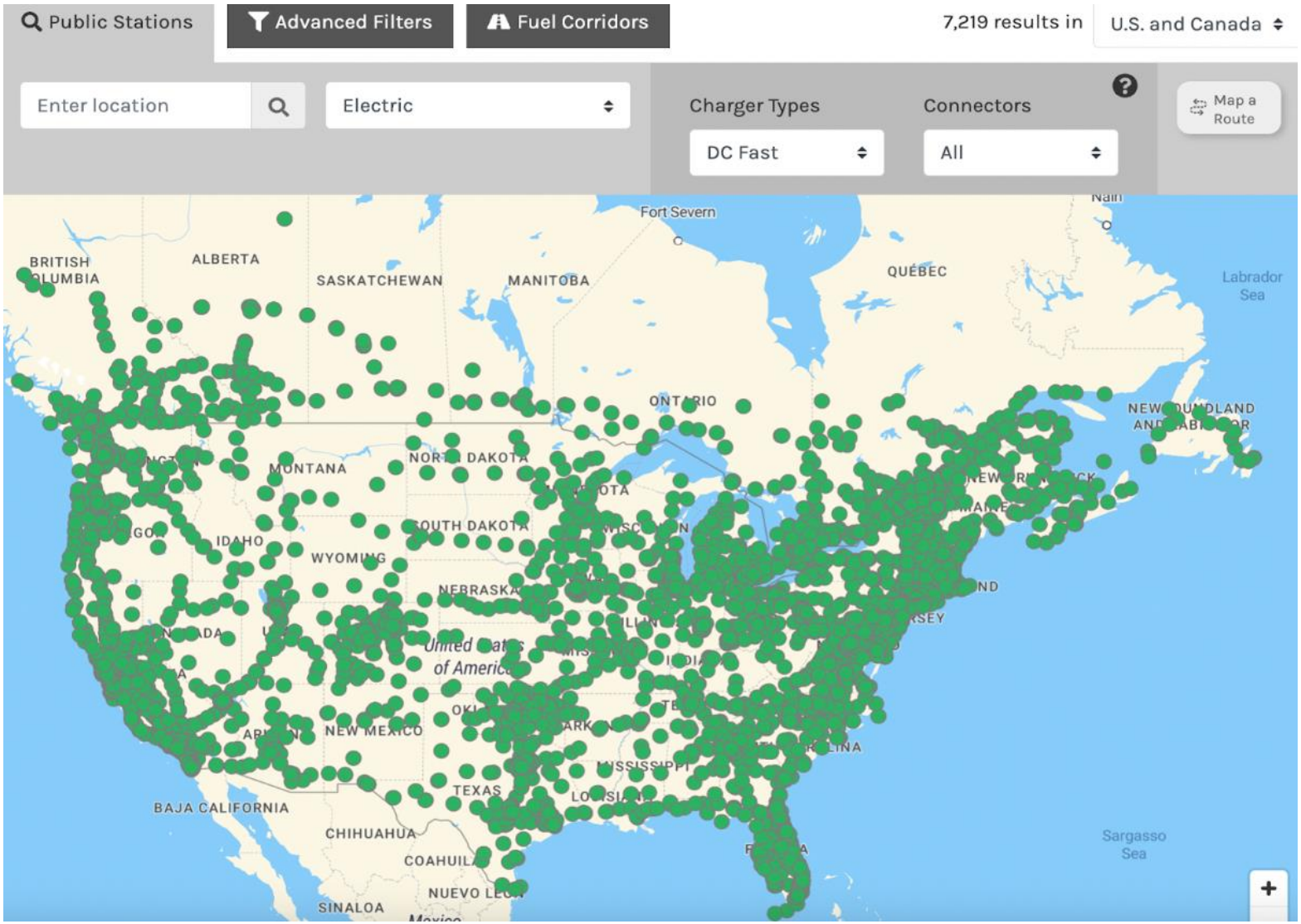
- **Standards evolving rapidly**
  - Combined Charging System
    - CCS1 SAE J1772 North America
    - CCS2 Europe
  - CHadeMO (Only Nissan and Mitsubishi)
  - Tesla V1
  - Tesla V2/V3 (Introduced in 2019)
  - Chaoji (China, Japan, India
    - Successor to CHadeMO and GB/T
  - >100kW is considered “high end” (400V Systems)
  - First US **350kW** units installed Dec 10, 2018 (800V)

Source: calevip.org; forbes.com

DC EVSE STANDARDS

- **Market Direction**
  - DC Generation 1 (less than 150kW)
    - Nominal 400-500 VDC
    - Up to 300 A max
    - All current EV's except one
  - DC Generation 2 (up to 400 kW)
    - Nominal 800 VDC (1000VDC max)
    - Up to 350A typ, 500 A max
  - Expected to be the norm by 2025
  - Stations cost roughly $50K per charger

LEVEL 3, DC SUPERCHARGERS



Source: March, 2022 Alternative Fueling Station Data afdc.energy.gov

Electric Vehicle Charging Networks

HMC HEARTLAND METERING CONFERENCE

CHARGING NETWORKS

- Major charging system networks
  - Blink
  - Chargepoint
  - Electrify America
  - EvGo
  - National Electric Highway Coalition
  - SemaConnect
  - Tesla
  - Volta

THE EASTERN SPECIALTY COMPANY

UTILITY INVOLVEMENT

- Many Electric Utilities from small to large offer some electric vehicle charging stations in their service territory. Some are free to promote greater EV adoption, but most charge for the energy.
- March 2, 2021 – six electric utilities proposed a network of chargers from Texas to the Carolina's to be funded by, built by and administered by (i.e. energy sold by) these same utilities.
- By December 7, 2021 there were 53 utilities signed up (all Investor owned other than one Coop and TVA) whose footprint covered 120 million of the 150 million connected customers in the US.

THE EASTERN SPECIALTY COMPANY

UTILITY INVOLVEMENT – WHY?

- Utilities can now sell or will be able to sell significantly more electricity
- Potentially this power can be sold for two to three times the cost offered to the average consumer at home.
- This is now infrastructure that the utility can control and can be placed both in locations where the market needs the charging stations and where the Utility infrastructure can best support these charging stations.
  - Being able to add 1MW of usage where the utility wants to add this is highly desireable.

Regulatory Environment

THE EASTERN SPECIALTY COMPANY

REGULATORY BACKGROUND

- Sales of electricity as a vehicle fuel are regulated by the Department of Commerce
- Like all sales of all things based on quantity sold, EVSE sales are regulated by NIST Handbooks 130 and 44.
- HB130 establishes that all sales of electricity as a vehicle fuel must be based on the quantity delivered.
- HB44 sets performance requirements for devices (Electric Vehicle Service Equipment) used to dispense electricity for sale.

THE EASTERN SPECIALTY COMPANY

HB44 APPLICABILITY

- **A.1. General.** – This code applies to devices, accessories, and systems used for the measurement of electricity dispensed in vehicle fuel applications wherein a quantity determination or statement of measure is used wholly or partially as a basis for sale or upon which a charge for service is based.

HB44 REQUIREMENTS

- Metrological Requirements of HB44
  - **S.3.1. Metrological Components.** – An EVSE measuring system shall be designed and constructed so that metrological components are adequately protected from environmental conditions likely to be detrimental to accuracy.
  - **S.3.5. Temperature Range for System Components.** – EVSEs shall be accurate and correct over the temperature range of – 40 °C to + 85 °C (– 40 °F to 185 °F).
  - **S.8. Minimum Measured Quantity (MMQ).** – The minimum measured quantity shall satisfy the conditions of use of the measuring system as follows:
    - (a) Measuring systems shall have a minimum measured quantity not exceeding 2.5 MJ or 0.5 kWh.

THE EASTERN SPECIALTY COMPANY

HB44 APPLICABILITY

- **Use Cases –COVERED**
  - ANY transaction which is based on the amount of energy delivered
  - Examples
    - A network of charge stations charges a monthly fee to belong AND a fee based on the amount of energy used
    - A EVSE charges for the amount of energy delivered
    - A parking lot charges for parking and EVSEs located in it also charge for the amount of energy delivered if used

THE EASTERN SPECIALTY COMPANY

HB44 APPLICABILITY

- **Use Cases – NOT COVERED**
  - A store provides a free EVSE in its parking lot
  - A paid parking lot provides EVSEs for which there is no charge based on the amount of energy delivered
  - Tesla provides free charging services for some owners
  - An organization charges a monthly fee for unlimited use of its network of EVSEs.

THE EASTERN SPECIALTY COMPANY

HB44 APPLICABILITY

- **Exceptions-This code does not apply to:**
  - The use of any measure or measuring device owned, maintained, and used by a public utility or municipality only in connection with measuring electricity subject to the authority having jurisdiction such as the Public Utilities Commission.
  - Electric Vehicle Supply Equipment used solely for dispensing electrical energy in connection with operations in which the amount dispensed does not affect customer charges or compensation.
  - The wholesale delivery of electricity.

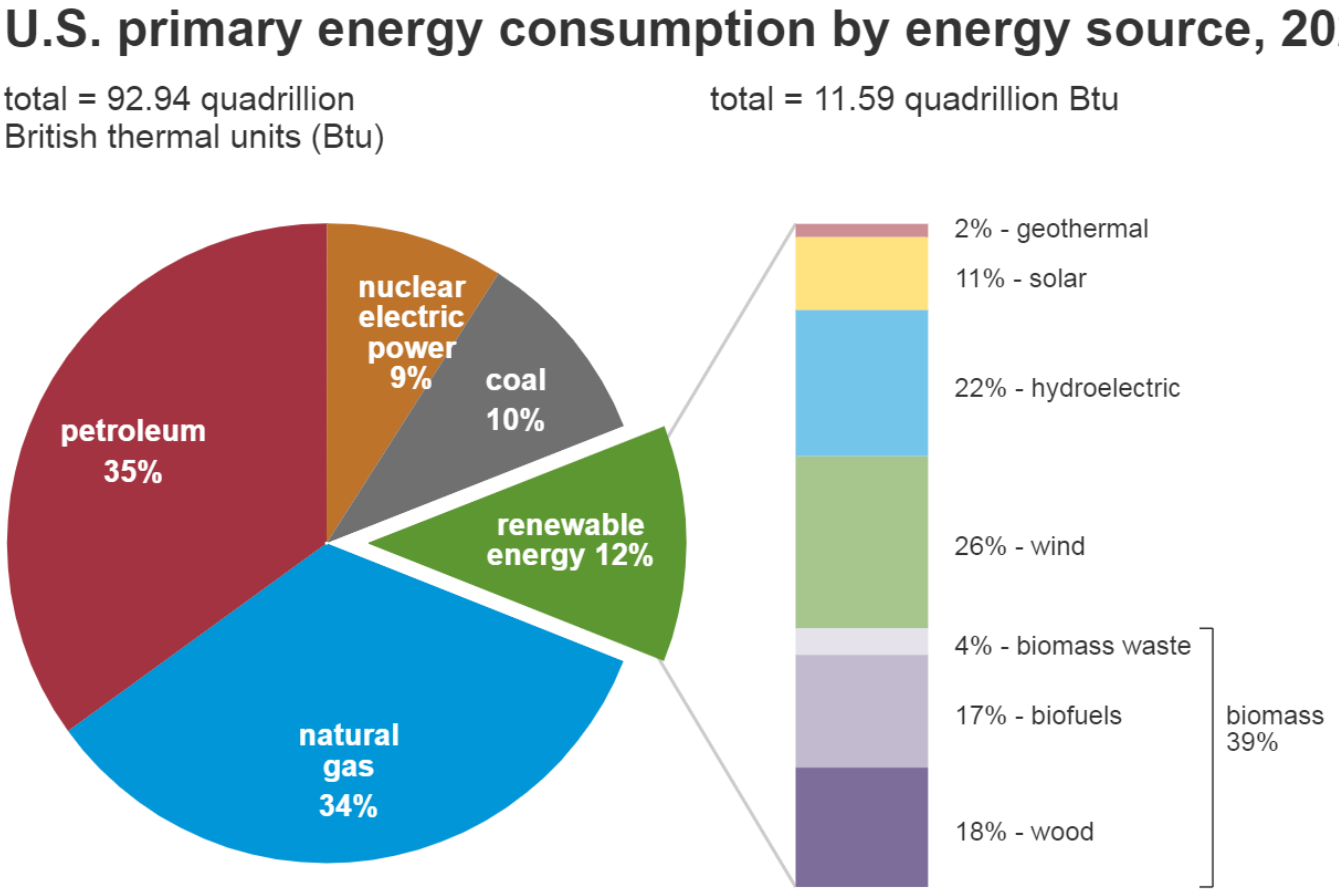
THE EASTERN SPECIALTY COMPANY

CERTIFICATION AND TRACEABILITY

- None of this means anything if we can not certify and provide traceability for these tests.
- Two general approaches – New York approach and California Approach
- Traceability through a National Lab to an International Standard
  - This requires a DC "Standard"
  - Fortunately DC Power = VA
    - Need a certifiable voltage source and a certified current source and the ability to measure down to the appropriate levels for both Volts and Amps, then have a National Lab do the same test on the lab equipment
- ANSI has also spent a great deal of time creating a new Standard to cover DC Metering – ANSI C12.32 ready for re-balloting this year. This will be the DC version of C12.1 for AC metering.

Business Segment – revenue opportunities and expectations

US Primary Energy by Source



Source: U.S. Energy Information Administration, *Monthly Energy Review*, Table 1.3 and 10.1, April 2021, preliminary data
Note: Sum of components may not equal 100% because of independent rounding.

US TOTAL ENERGY CONSUMPTION

December 2021:

- Generated 339,684 (thousand MWh or Gwh)
- Average Residential retail price: 13.75 cents/kwh

THE EASTERN SPECIALTY COMPANY

US ELECTRIC ENERGY CONSUMPTION

Americans drove 3.23 trillion miles in 2021. If this was all done in electric vehicles getting 3 mi/kWh, then we would need 1.1 GWh of energy just to charge cars.

Average household uses 10.7 MWh/yr (2021).
Charging our cars could use an additional 8.8 MWh/yr.

Charing at home is a potential market worth $145 billion per year in added revenue to electric utilities

TOPIC SUMMARY

- Overview of Electric Vehicles (EV's) in 2022
  - Who is in the market?
  - Who dominates the market?
  - How many EV's are on the road?
  - Where is the market going?
- Types of Electric Vehicle Supply Equipment (EVSE's or chargers)
- Electric Vehicle Charging Networks
- Regulatory environment
- Business Segment – revenue opportunities and expectations

What is it all about and why should I care?

Questions and Discussion

Rob Reese

Midwest Regional Manager

rob.reese@tescometering.com

TESCO – The Eastern Specialty Company

Bristol, PA

215.310.8809

This presentation can also be found under Meter Conferences and Schools on the TESCO website: tescometering.com

ISO 9001:2015 Certified Quality Company
ISO 17025:2017 Accredited Laboratory