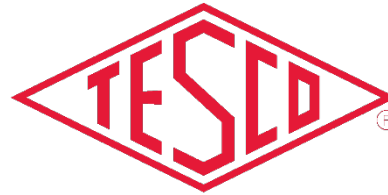


METERING LEADER SINCE 1904



THE EASTERN SPECIALTY COMPANY

ELECTRIC VEHICLES

Utility Impacts and Charging Stations



Presented by: Tom Lawton

For NYSEMEC

Thursday, April 27, 2023



ELECTRIC VEHICLE SERVICE EQUIPMENT - EVSE

What is it all about and why should I care?





TOPIC SUMMARY

- Overview of Electric Vehicles (EV's) in 2023
 - 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 2023





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 2023:

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

WHO ARE THE MARKET DRIVERS?

2022

TESLA: 66.3%

FORD: 7.6%

HYUNDAI & KIA: 7.1%
(MOTOR INTELLIGENCE)



TESLA



HYUNDAI





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**.



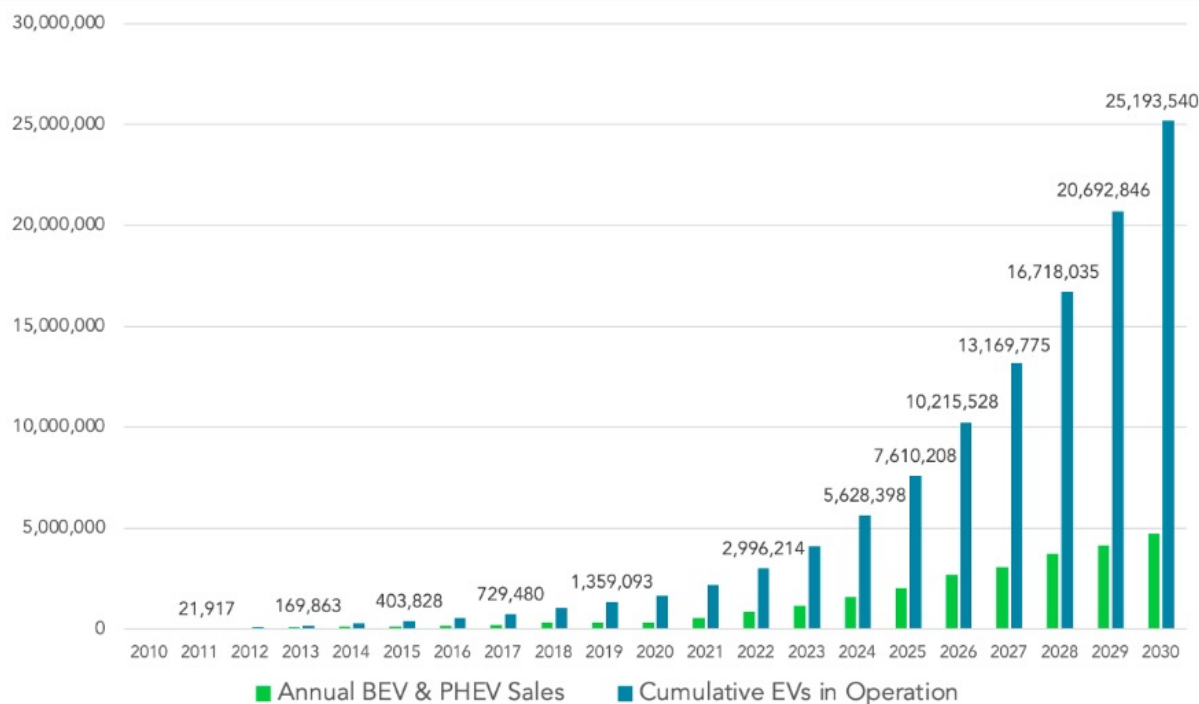
HOW MANY EV'S ARE ON THE ROAD IN THE US?

- As of December 31, 2022 there were **2,956,809** Electric Vehicles operating in the US
- By the end of 2023 there are **4,300,000** forecast to be on the road

THE US EV MARKET

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

Cumulative US Electric Vehicles In Operation: 2010-2030



Historical Data: GoodCarBadCar.net, InsideEVs, IHS Markit | Auto Manufacturers Alliance, Advanced Technology Sales Dashboard | Research, Forecast & Chart: Loren McDonald / EVAdoption

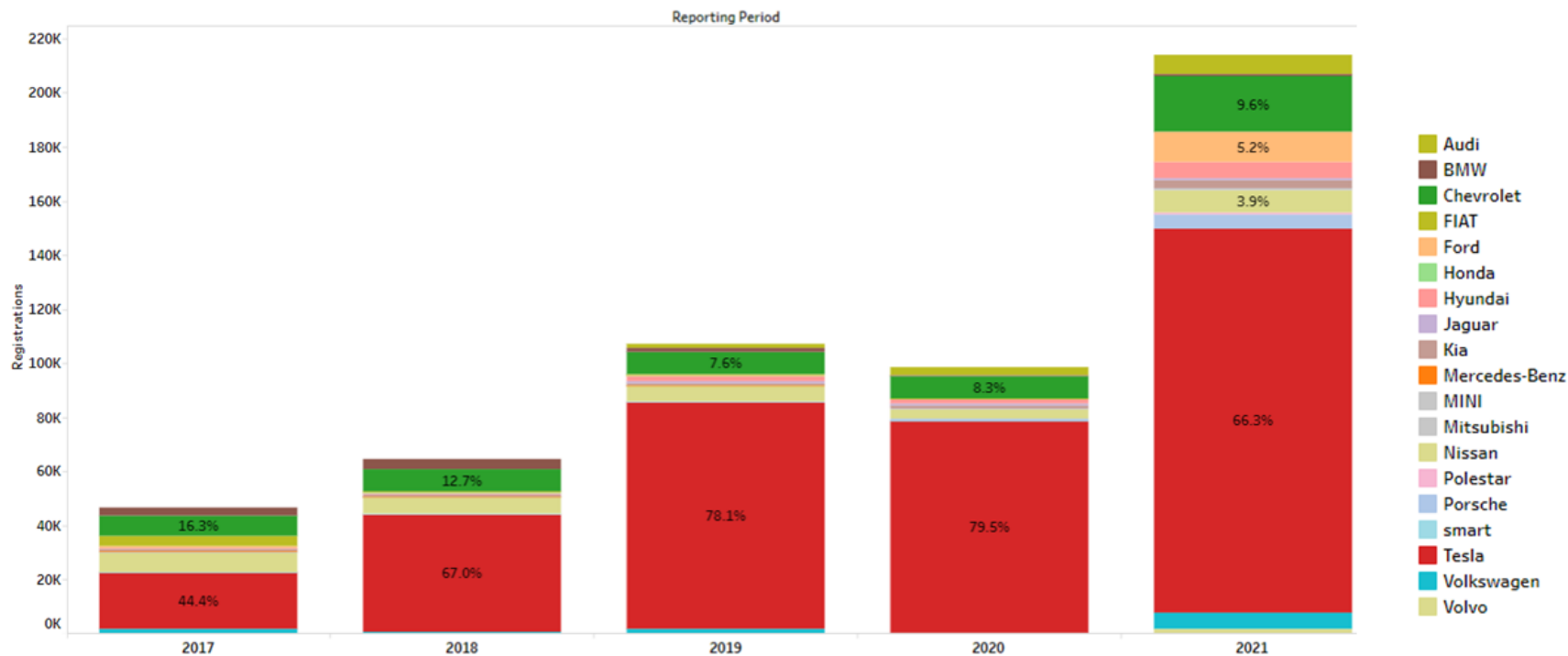


THE US EV MARKET

ELECTRIC VEHICLE									
	Q4 Sales				YTD Sales			Segment Share	
	2022	2021	YOY		2022	2021	YOY	Q4	YTD
Audi	4,257	3,192	33%		16,177	10,985	47%	1.9%	2.0%
BMW	7,099	205	-		15,589	1,492	945%	3.1%	1.9%
Brightdrop	-	-	-		155	-	-	0.0%	0.0%
Cadillac	86	-	-		122	-	-	0.0%	0.0%
Chevrolet	16,008	25	-		38,120	24,828	54%	7.1%	4.7%
Ford	20,339	8,361	143%		61,575	27,216	126%	9.0%	7.6%
Genesis	550	-	-		1,590	-	-	0.2%	0.2%
GMC	72	1	-		854	1	-	0.0%	0.1%
Hyundai	5,600	2,900	93%		26,693	10,187	162%	2.5%	3.3%
Jaguar	8	136	-94%		298	1,020	-71%	0.0%	0.0%
Kia	3,491	2,347	49%		27,965	8,063	247%	1.5%	3.5%
Lucid	1,060	577	84%		2,656	577	360%	0.5%	0.3%
Mazda	-	146	-100%		324	181	79%	0.0%	0.0%
Mercedes-Benz	5,656	443	-		12,421	443	-	2.5%	1.5%
Mini	1,171	680	72%		3,665	1,906	92%	0.5%	0.5%
Nissan	3,308	4,165	-21%		12,226	14,239	-14%	1.5%	1.5%
Polestar	2,774	1,320	110%		9,322	2,411	287%	1.2%	1.2%
Porsche	1,497	2,191	-32%		7,271	9,419	-23%	0.7%	0.9%
Rivian	8,054	583	-		20,332	583	-	3.6%	2.5%
Subaru	919	-	-		919	-	-	0.4%	0.1%
Tesla	131,574	115,248	14%		522,388	352,469	48%	58.0%	64.5%
Toyota	985	-	-		1,220	-	-	0.4%	0.2%
Volvo	2,842	1,708	66%		7,346	5,635	30%	1.3%	0.9%
Volkswagen	9,439	4,463	111%		20,511	16,742	23%	4.2%	2.5%
Total (Estimates)	226,789	148,691	53%		809,739	488,397	66%	100%	100%

Source: ELECTRIFIED LIGHT-VEHICLE SALES REPORT Q4 2022 kbb.com

U.S. Electric new vehicle registration share by brand



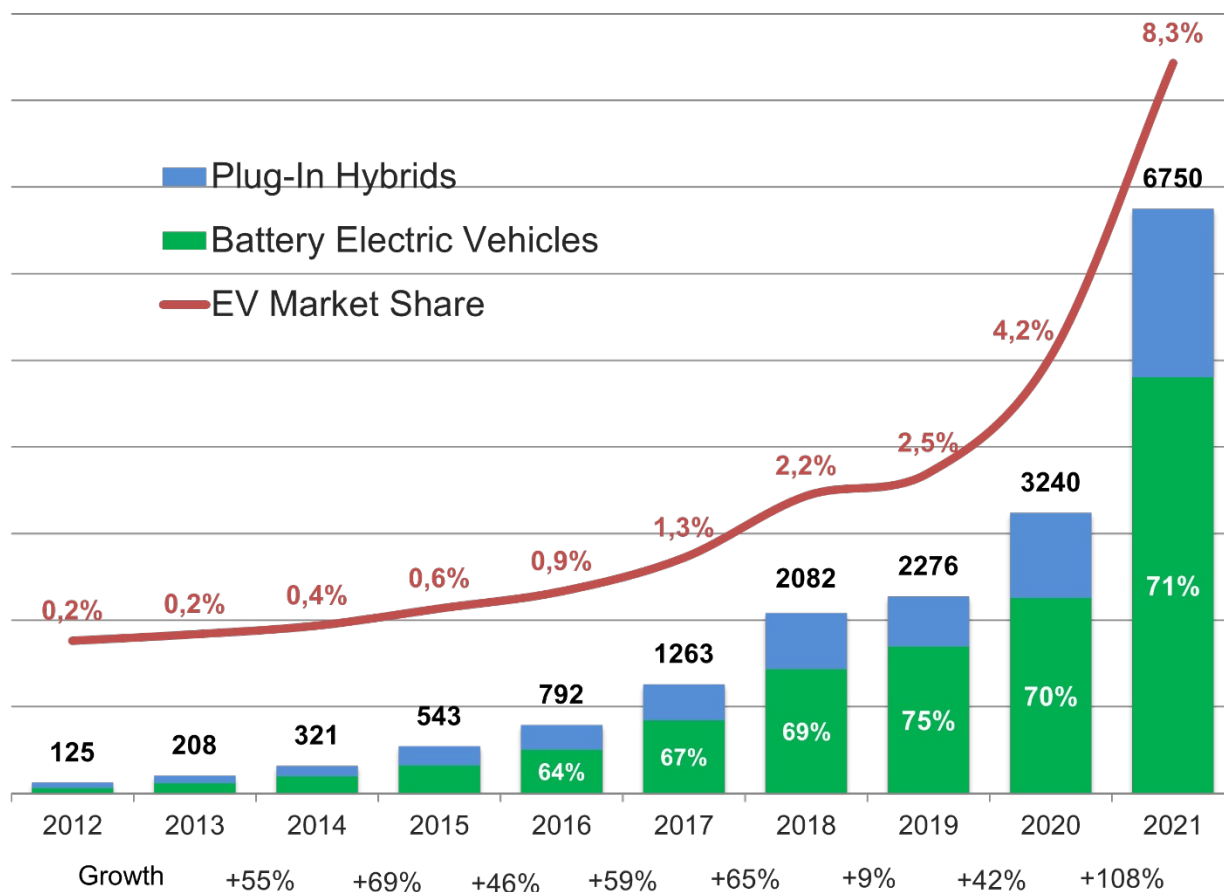
Source: Experian Automotive new registrations as of January through June of each year (U.S. light duty vehicles only)



THE WORLD EV MARKET

GLOBAL BEV & PHEV SALES ('000s)

EV VOLUMES



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

EV CONTINUES TO BOOM

- Sales for light duty vehicles down YoY for 2022
- EV sales increased by 65%
- **EVs accounted for 5.8% of all new cars sold in the US in 2022, an increase from 3.1% the year before**



Motor Intelligence, InsideEvs.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

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.



CHANGING THE GAME - RANGE

- 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.



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.



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 time 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

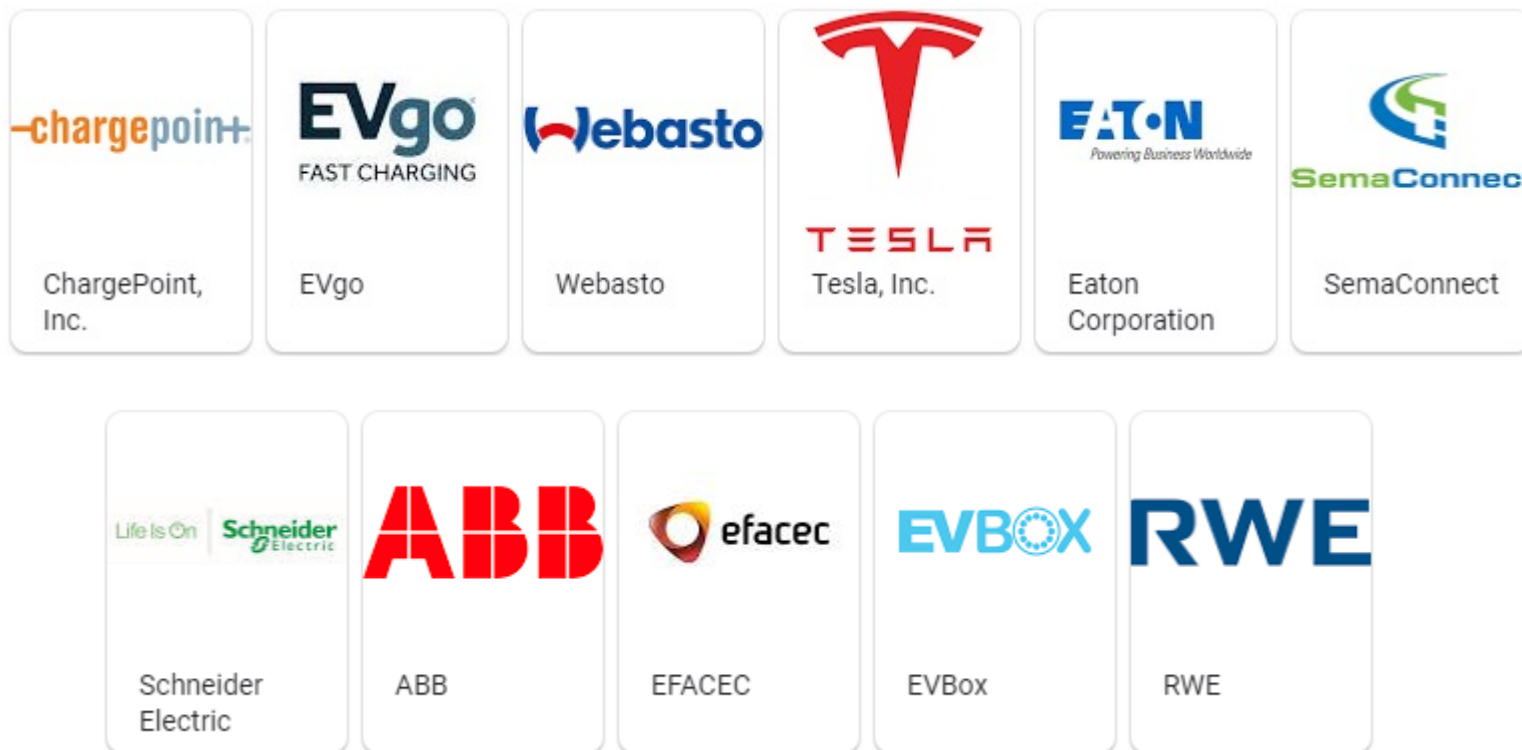
Time to Charge EV with a 60-kWh battery is the time to raise the battery's charge level from 10% to 80%

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



- Major charging system manufacturers



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

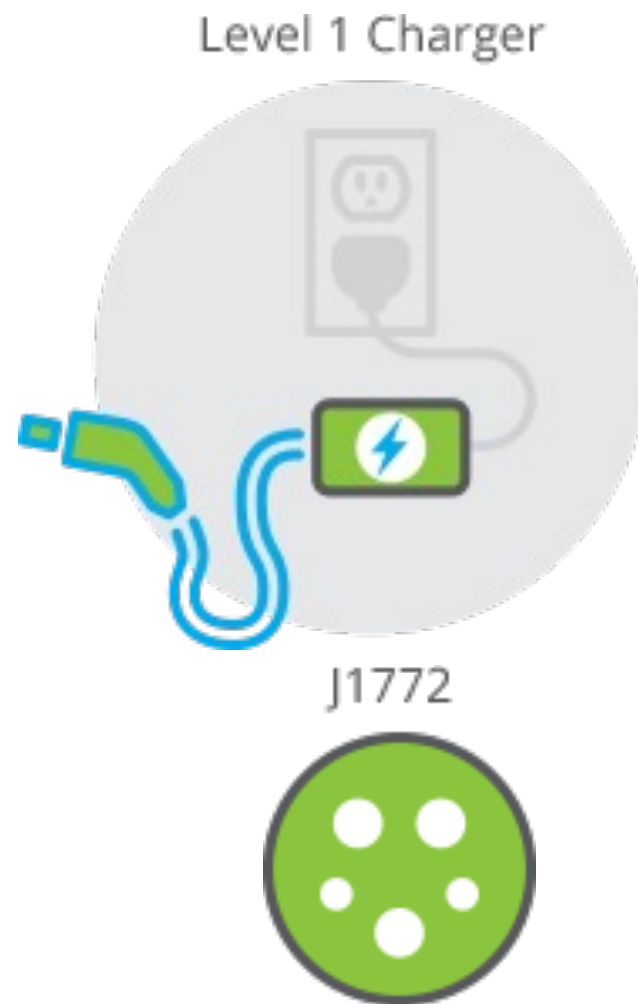
NOTE: As a point of reference, for TESLA Superchargers there are an average of 9 charging stations per location.



AC EVSE STANDARDS

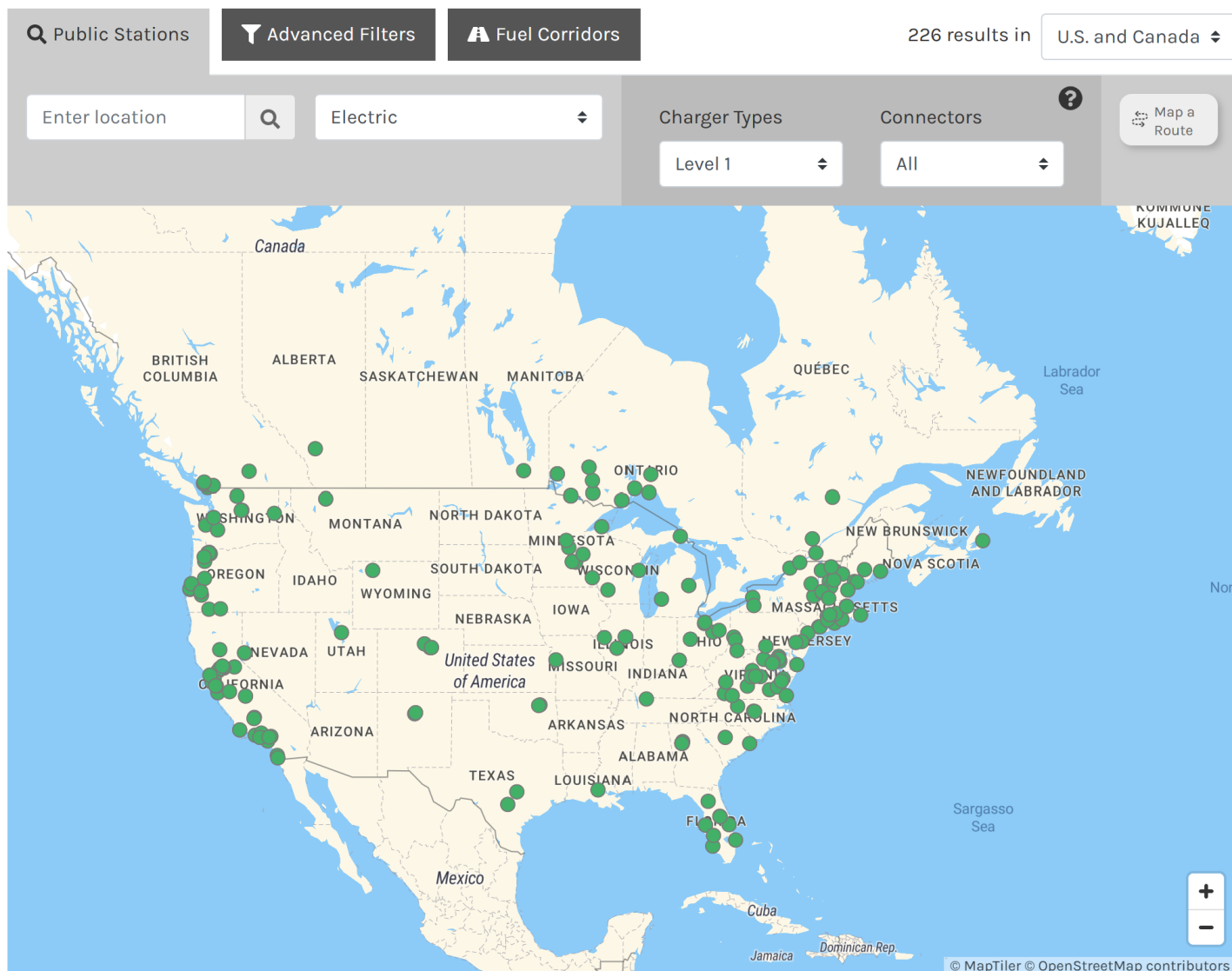
- **J1772 AC Level 1**

- 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

LEVEL 1, AC CHARGERS



Source: April, 2023 Alternative Fueling Station Data afdc.energy.gov



AC EVSE STANDARDS

- **J1772 AC Level 2**

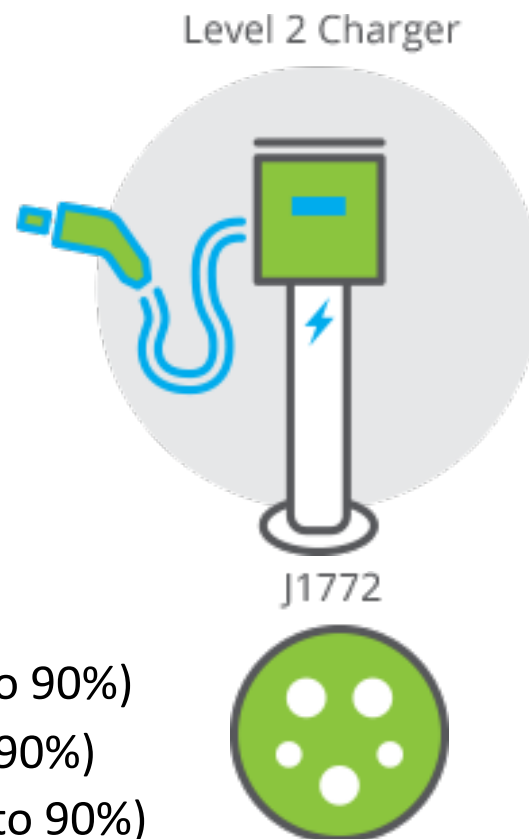
- Over 85% of commercial EVSEs are AC Level 2
- All current EV/PEV in US can use this type though some (Tesla) need adapters
- Stations cost \$5K to \$8K per port including installation

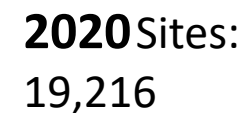


AC EVSE STANDARDS

- **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.





2021 Sites:
30,145

2022 Sites:
46,781

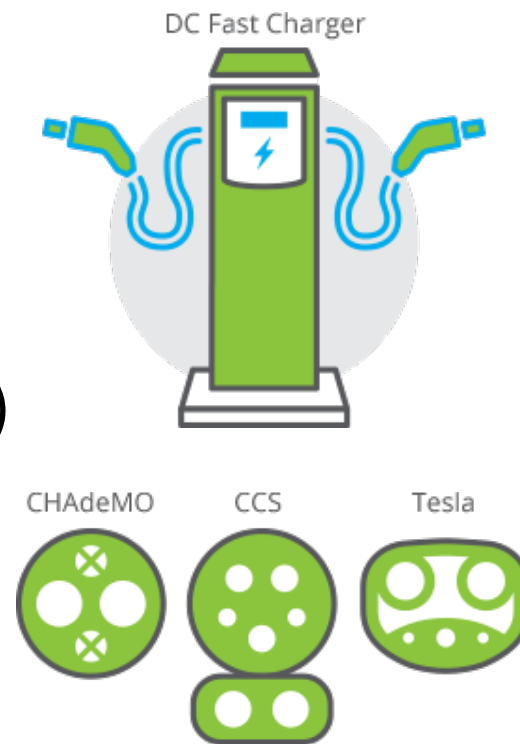
2023 Sites:
51,508

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

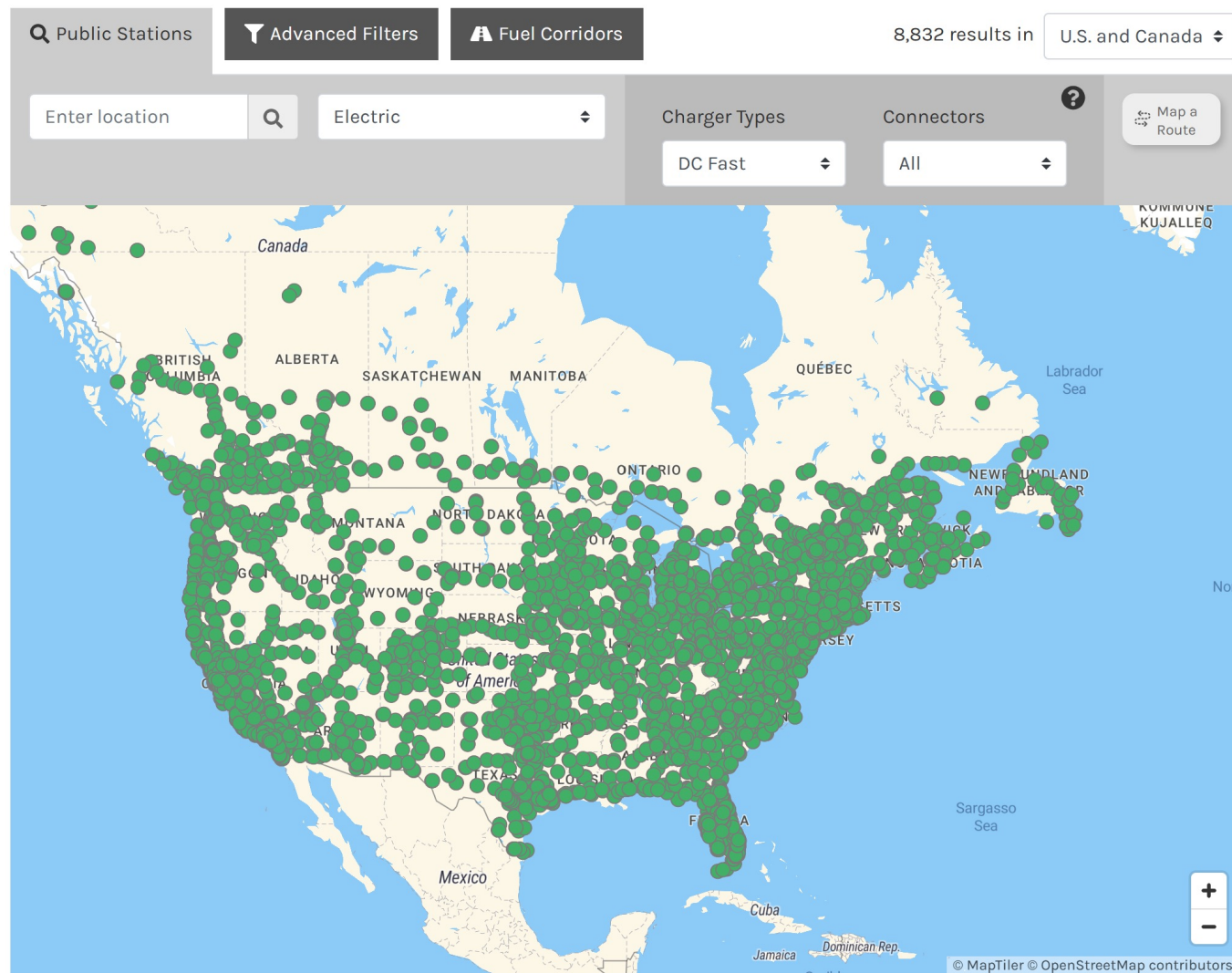
DC EVSE STANDARDS

- **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



2022 Sites:
7,219

2023 Sites:
8,832

Source: April, 2023 Alternative Fueling Station Data afdc.energy.gov



Electric Vehicle Charging Networks



CHARGING NETWORKS

- Major charging system networks

- Blink
- Chargepoint
- Electrify America
- EvGo
- National Electric Highway Coalition
- SemaConnect
- Tesla
- Volta





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.



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 desirable.





Regulatory Environment





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.



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.



- **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 $+85^{\circ}\text{C}$ (-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.

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



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.



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.



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

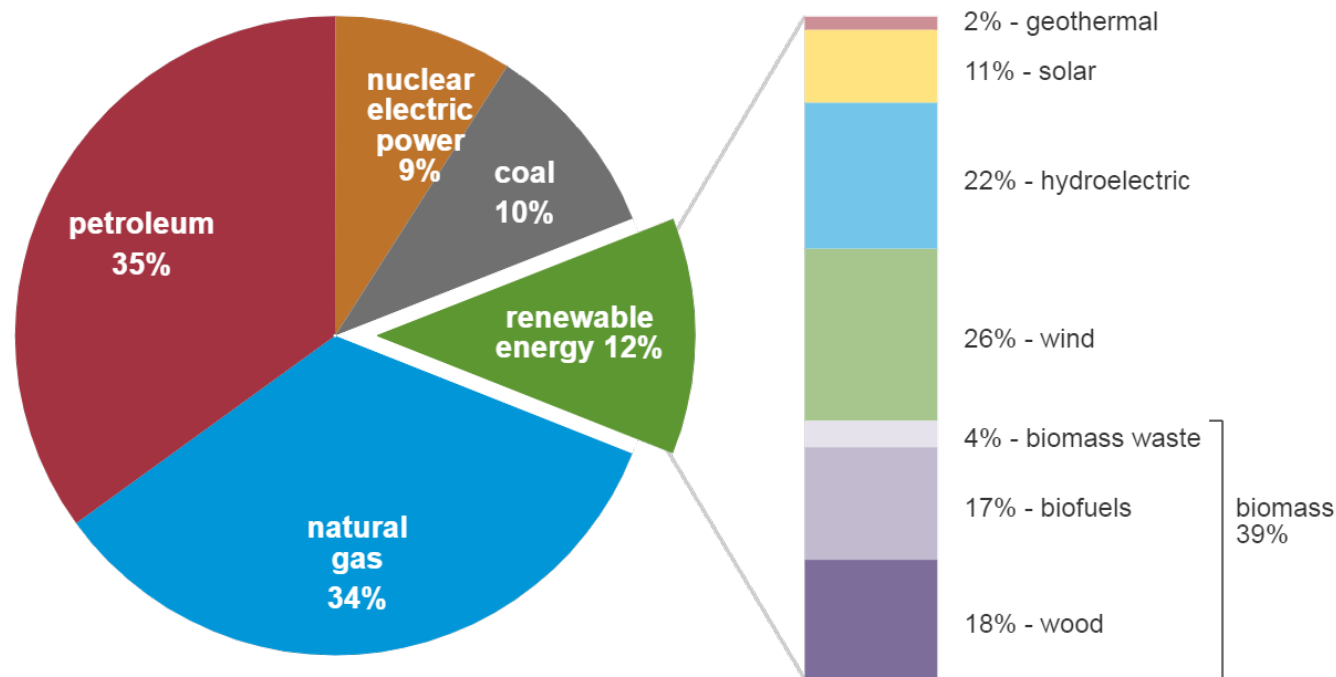


US PRIMARY ENERGY BY SOURCE

U.S. primary energy consumption by energy source, 2020

total = 92.94 quadrillion
British thermal units (Btu)

total = 11.59 quadrillion Btu



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



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.

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

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ELECTRIC VEHICLE SERVICE EQUIPMENT - EVSE

What is it all about and why should I care?



QUESTIONS AND DISCUSSION

Tom Lawton

President

tom.lawton@tescometering.com



TESCO – The Eastern Specialty Company

Bristol, PA

215.228.0500

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

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