



Fuelling the growth of
Electric Vehicles

Company overview



- The UK's leading electric vehicle charging point company
- Operates and owns the largest UK public charging network, POLAR
- Manufacturing, Advanced Technical Development Centre and Nationwide installation division based in the UK
- National partnerships with car manufacturers, major supermarkets, hotel chains and car park operators
- Major European project linked to premium manufacturer

Two operating divisions (No. 1 position in each)



A COMPLETE SERVICE FOR
OEMs AND CONSUMERS



Leading UK manufacturer and
provider of charging points

Direct contact with
car buyers with
vertically-integrated
model and
manufacturing
economies of scale

Design,
manufacture
and sale of
units



POLAR

Largest public charging
network; over 6,500 charge
points and 40,000 users

Current scale
constitutes a
significant barrier
to entry for
competitors

Recurring
revenue model
from network
usage

Our products

Home



£279* installed
(after £500
Government subsidy)

Recommended by 12
car brands

Workplace



£1,450* + installation

RFID or key operation

Easy to install

Public

Destination



£1,890* + installation

Floor-standing or wall-
mounted

Twin socket designs

Rapid



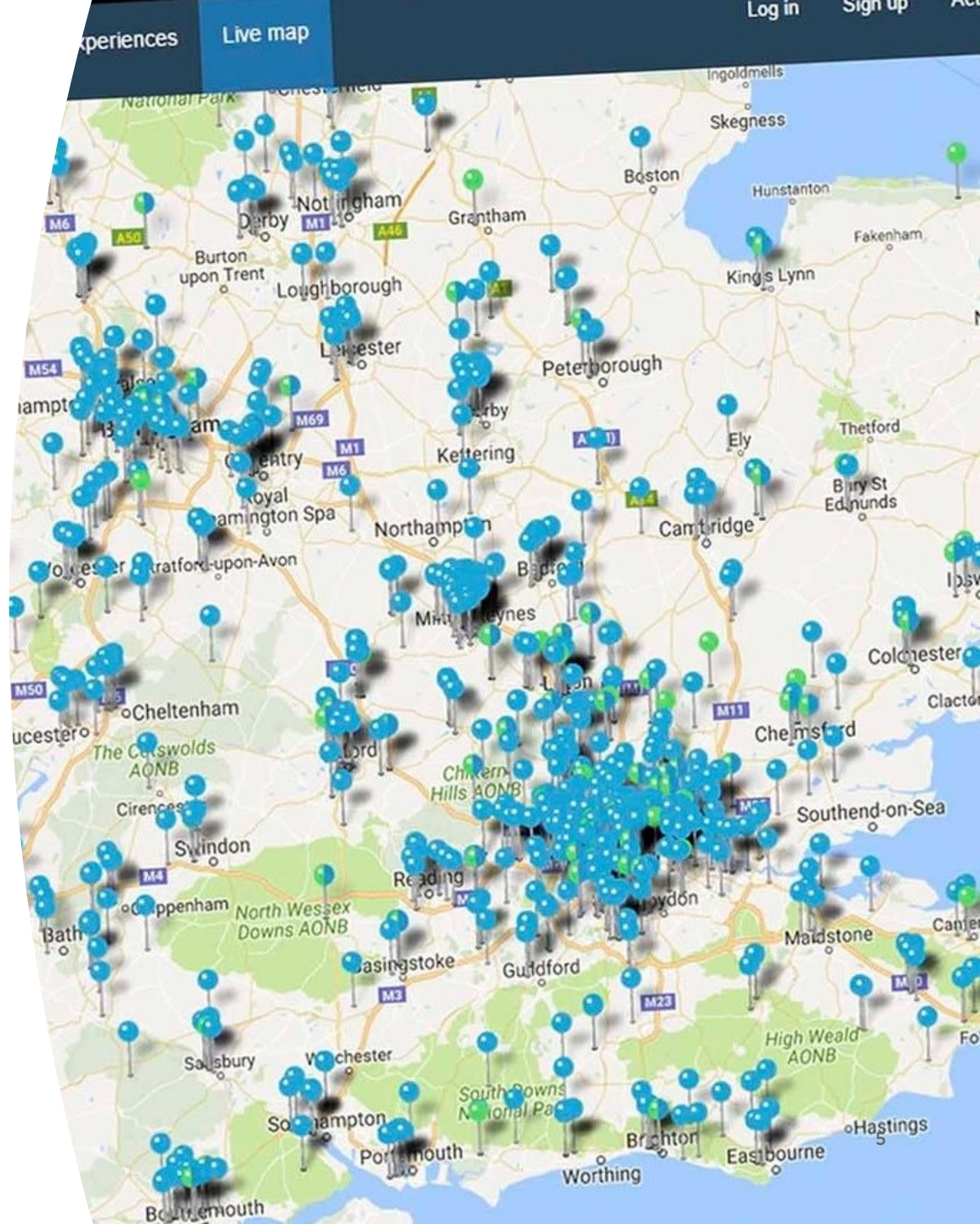
£19,000* + installation

Normally does not need
planning permission

Only UK-made rapid
charger

Our charging network - POLAR

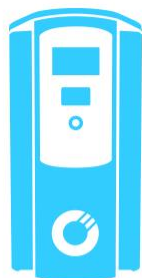
- Largest UK public charging network overall (destination and rapid)
- UK's biggest rapid charging network
- Certified with 100% renewable energy
- Over 6,500 charging points nationwide and growing, with an average of 60 points per month added in 2017
- Subscription model with recurring revenue
- Over 40,000 users



Chargemaster in numbers



Over
50,000
charging points¹
manufactured to date.



Over
6,500
charging points¹ on the
Chargemaster charging network.
POLAR
The EV charging network



Sales
£ x2
Sales revenue more
than doubled in 2017.²



Over 40,000
users of the Chargemaster network
and over 40,000 charging at home.



In 2017 there were
4.2 million
charges on Chargemaster points.³

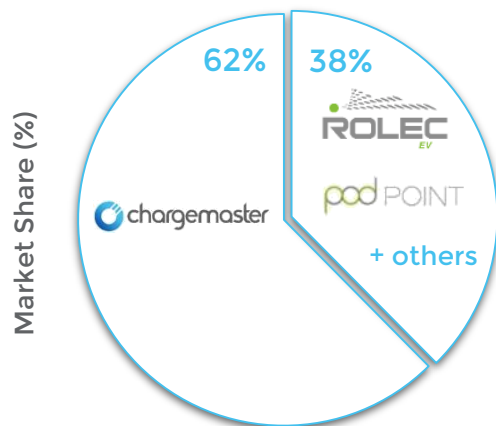


Employs
80 electricians
across the country
providing nationwide
service.

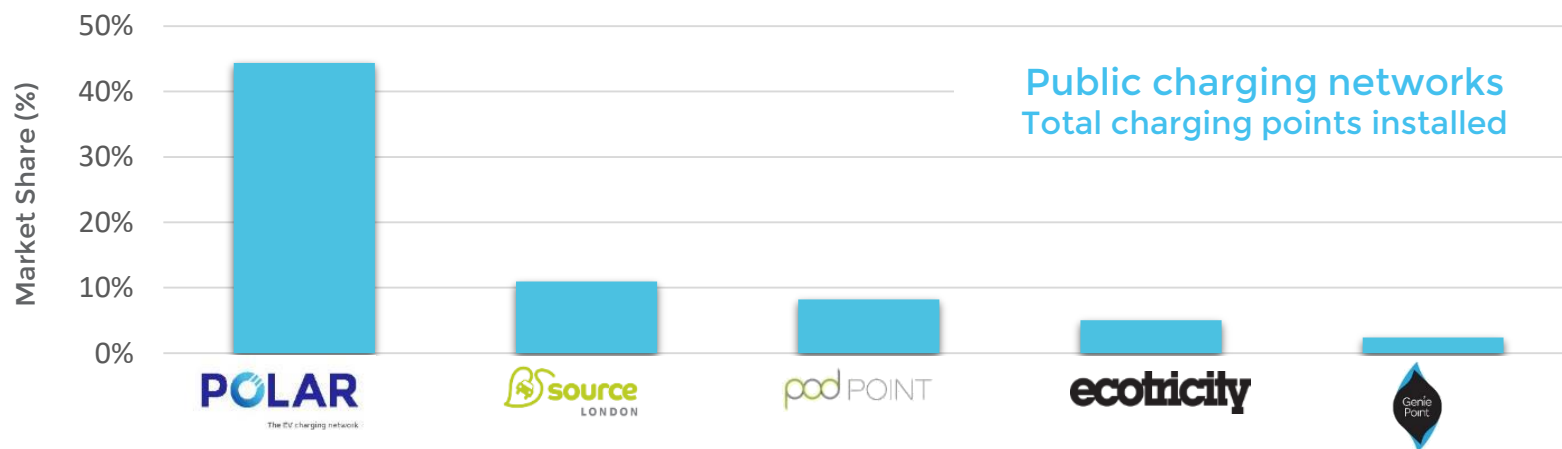
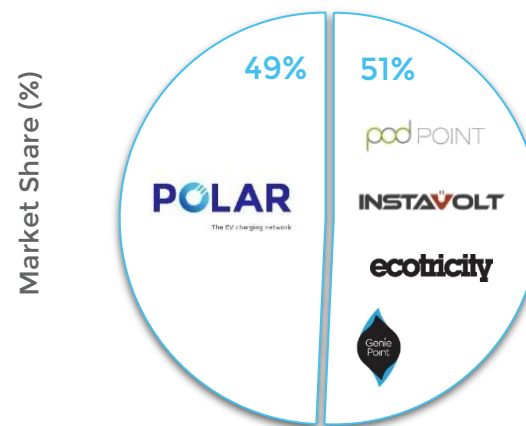
1. Sockets and connectors
2. (unaudited 2017 accounts)
3. Data from communicating points

Chargemaster market position

Homecharge units installed¹



Public charge points installed in 2017²

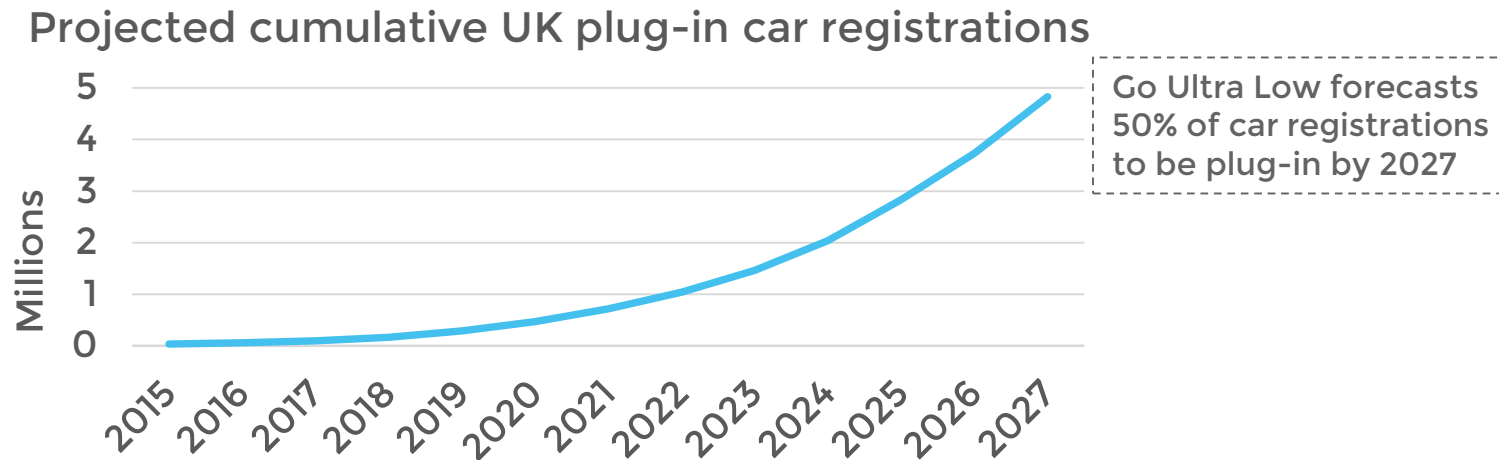


Chargemaster market share³

1. Source: Latest OLEV monthly figures, September 2017
2. Source: Zap-Map 2017 data for UK-wide networks
3. Source: Zap-Map 2017

Market context

The rapid growth of the EV market

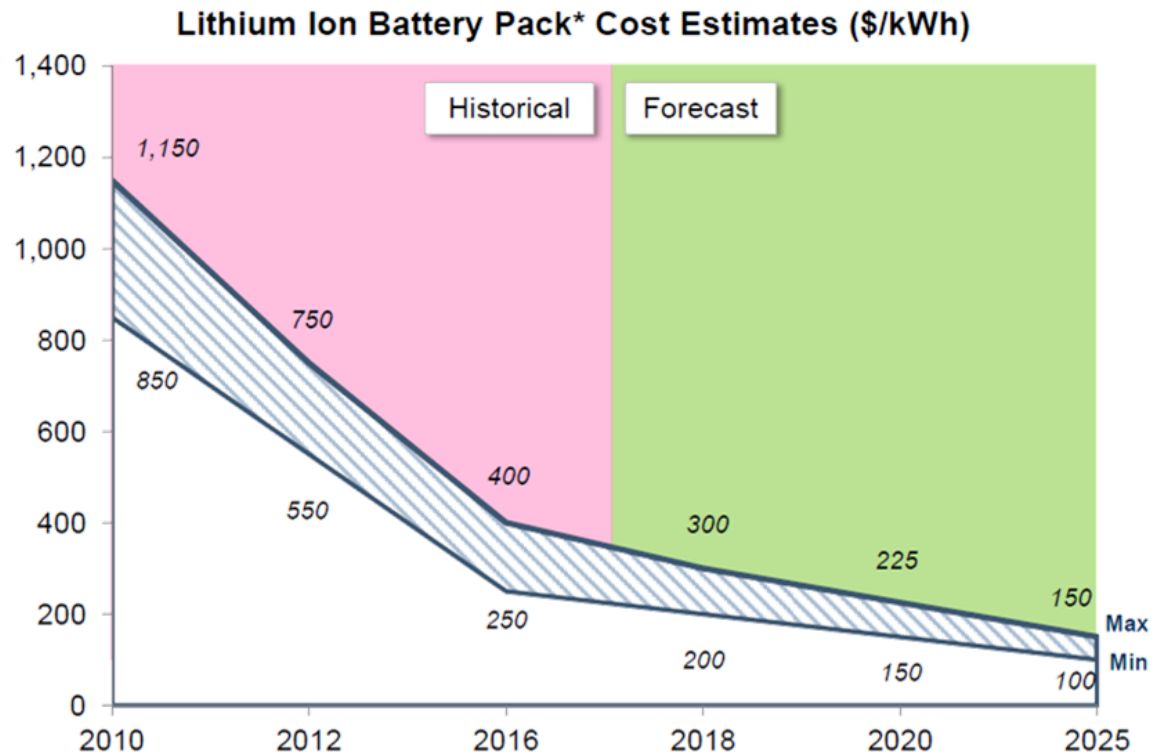


- From 130,000 plug-in cars today to 1,000,000 by 2022¹
- Government predicts 1.3 million new EV registrations in 2027²
- No new standard petrol and diesel cars will be sold by 2040³

1. Source: SMMT and company forecast based on extrapolation of Go Ultra Low projection
2. Source: Go Ultra Low
3. Source: UK Government announcement

EV costs declining

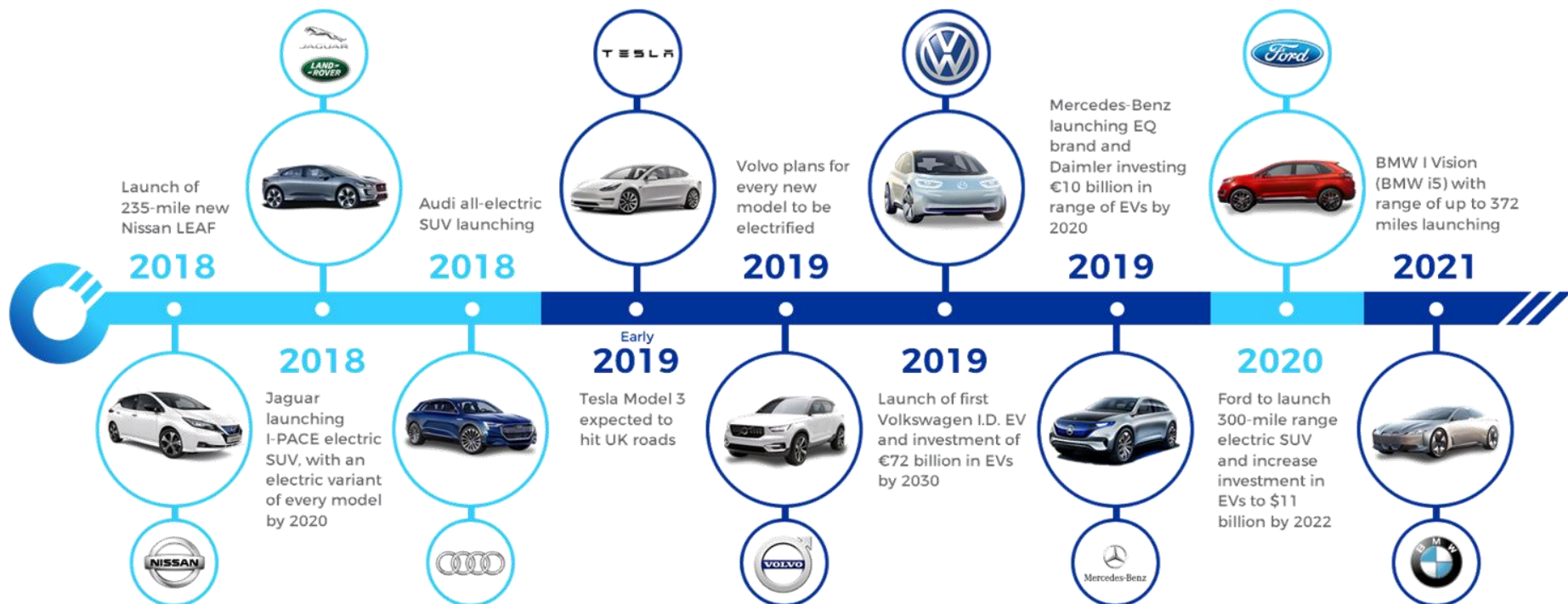
Expected decline in battery prices drove vehicle manufacturers to develop Battery Electric Vehicles with larger batteries



Source: Frost & Sullivan

EV market development

Virtually every manufacturer is bringing out a full range of plug-in models over the next three years with 200+ mile range



Car market – new models



Audi E-Tron Quattro
2018



Aston Martin Rapide E
2018



Bentley Bentayga PHEV
2019



BMW i Vision Dynamics
2021



BMW i8 Roadster
2019



BMW iX3
2019



Dyson electric model
2021



Ford Electric
16 models by 2022



Infiniti Q
2021



Honda Urban EV
2019



Hyundai Kona EV
2018



Kia Niro EV
2018



Jaguar I-PACE
2018



Jeep Wrangler PHEV
2020



Land Rover
5 models by 2022



Lexus LF-1
Early 2020s



Mercedes EQC
10 models by 2020



MINI Electric
2019



New Nissan LEAF
2018



Smart
All models from 2018



Porsche Mission E
2019



Volvo
Every new model electrified



Tesla
3 models by 2020



Volkswagen I.D.
20 models by 2022

Over 80 models already announced
launching in the next 3 years

Clients and partners



RENAULT



TOYOTA



IHG[®]

EAT SLEEP & DRINK
WHITBREAD



Mitchells
& Butlers

Waitrose

intu 
your kind of shopping

ASDA

Brookfield



+ over 50 other local authorities

Summary

Electric vehicles representing more than half of the UK new car market by 2027

Chargemaster has approaching 50% market share for both unit sales and charging network

Significant partnerships with hotels, supermarkets, car park operators and 12 car brands

Subscription model that leverages growth in market with high gross margin

Profitable and cash generative British business

Experienced board and management team

The UK's biggest name in electric vehicles

Primed for further growth in a rapidly expanding market

