

# ENECHANGE

CHANGING ENERGY FOR A BETTER WORLD

## Notice Concerning launch of EV Charging Service

ENECHANGE Ltd.

November 1, 2021

Tokyo Stock Exchange Mothers

Securities Code: 4169



## Handling of these materials

These materials contain statements regarding future prospects. These statements have been prepared based on information available at the time they were prepared. These statements are not guarantees of future results, and contain risks and uncertainties. Please note that actual results may differ greatly from the outlook due to changes in the environment, etc.

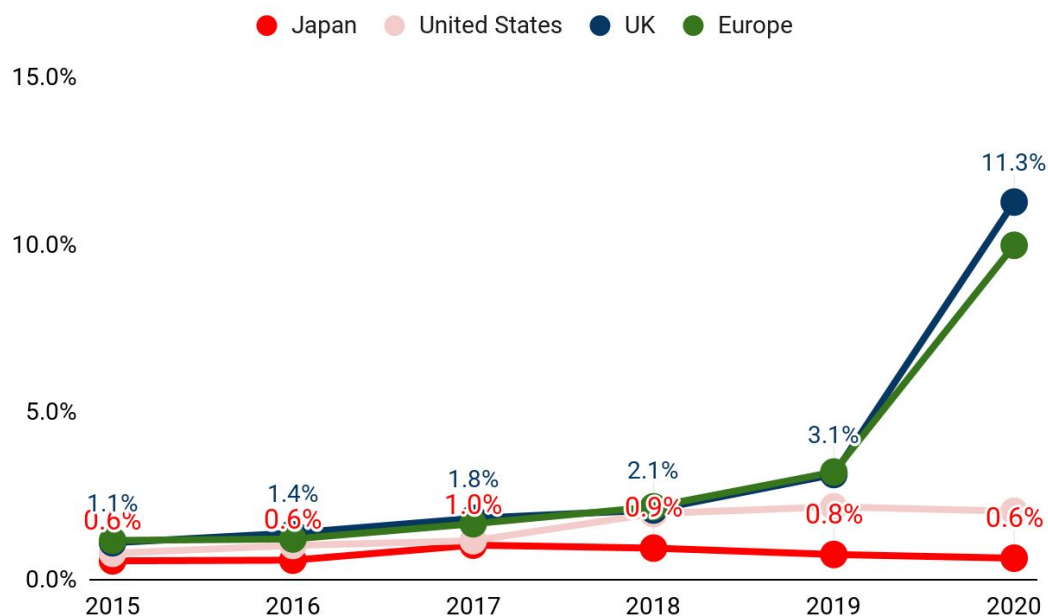
Factors affecting actual results include, but are not limited to, domestic and international economic conditions and trends in industries connected to the Company.

In addition, information contained in these materials from outside our company has been quoted from publicly-available information, etc. We have not verified the accuracy, appropriateness, etc. of such information in any way, and make no guarantees regarding it.

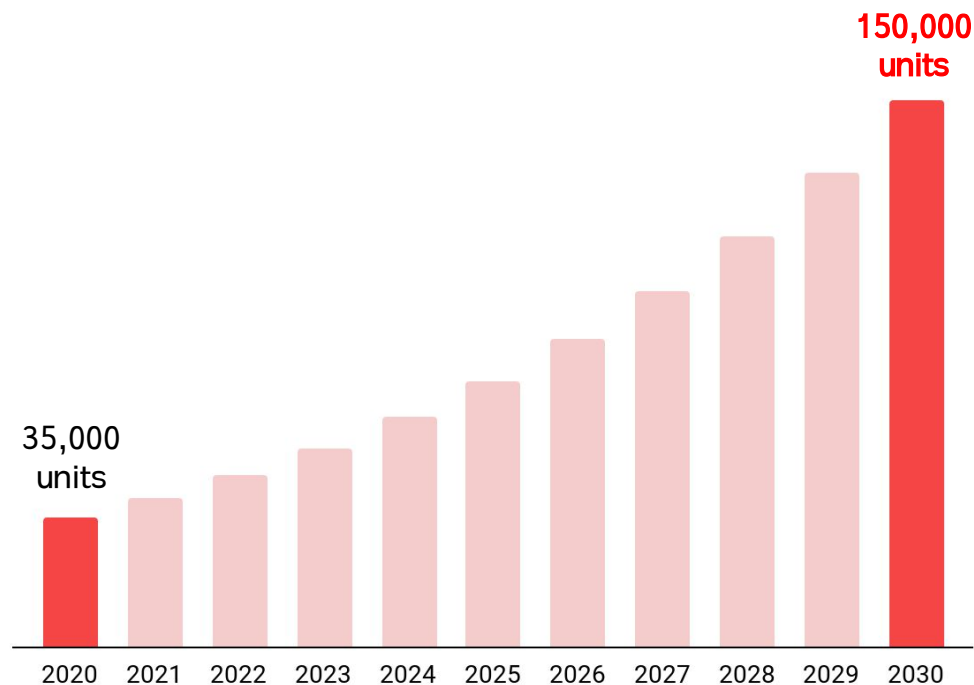
## Urgent need for charging infrastructure expansion in line with the global spread of EVs

The percentage of new EV sales to new vehicle sales increasing rapidly in recent years. In Europe and the U.K. in particular, it exceeded 10% in 2020. In Japan, the percentage is currently around 1%, but the government has adopted a policy of 100% electrification of new passenger car sales by 2035, with the aim of achieving carbon neutrality by 2050. In line with this policy, 150,000 charging infrastructure units, including 30,000 public quick chargers, will be installed, aiming to provide the same level of convenience as gasoline vehicles by 2030.

Percentage of new EV and PHV<sup>※1</sup> sales in each country<sup>※2</sup>



Targets for EV charging stations installations in Japan<sup>※3</sup>



※1 PHV: Plug-in Hybrid Vehicle

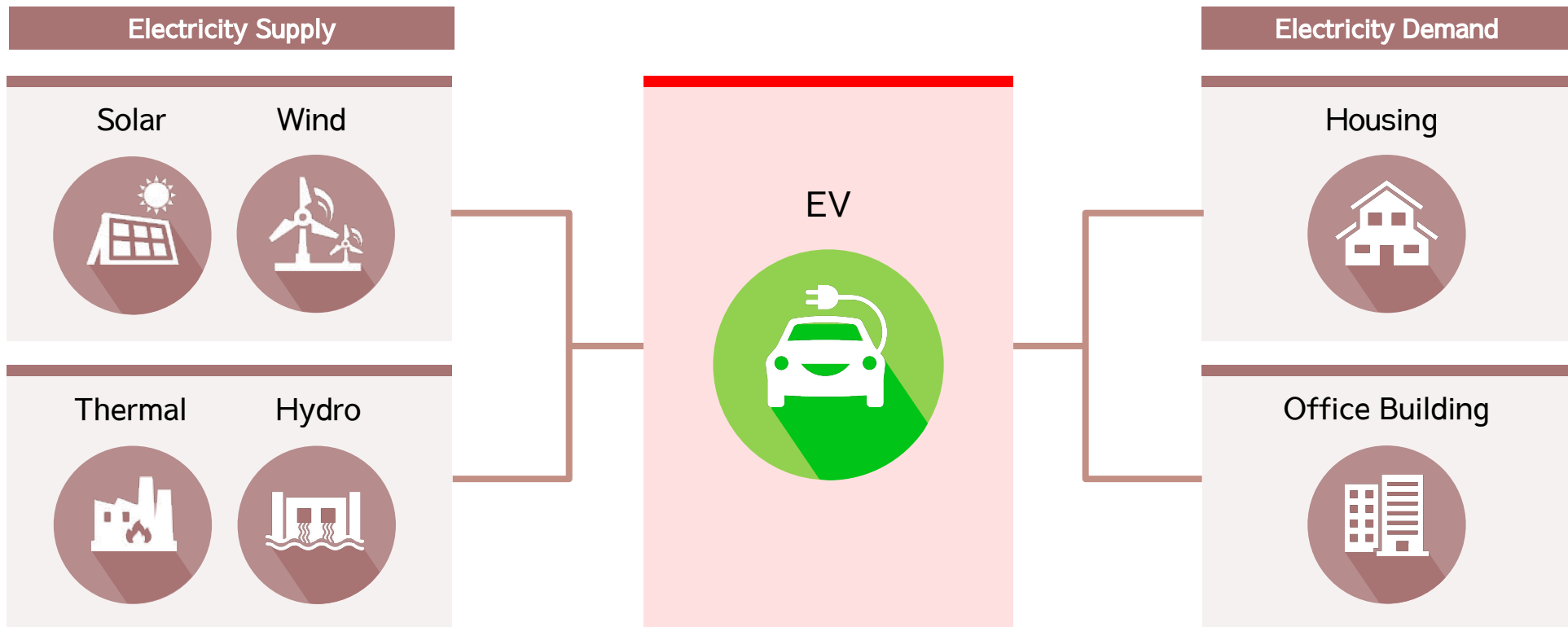
※2 IEA “Global EV Outlook 2021” (April 2021). The number indicates the percentage of new EV sales to new vehicle sales each year.

※3 Agency for Natural Resources and Energy, Ministry of Economy, Trade and Industry “6th Basic Energy Plan” (October 22, 2021)

## EV charging infrastructure with Load balancing functions will play a leading role in the realization of a decarbonized society

EV charging infrastructure is not only necessary for widespread EV usage, but also expected to play a key role in the Load balancing function (VPP: Virtual Power Plant). By using both variable charging demand and the onboard batteries of EVs, the integration of EVs is one of the most important factors in realizing a decarbonized society.






EV Charging Infrastructure functions as Load balancing



## Companies managing EV charging networks are achieving consecutive IPOs in U.S. markets

In recent years, a number of EV charging infrastructure management companies in the U.S. have gone public, and have been highly valued in the stock market since their IPOs.

### Recently listed EV charging infrastructure companies

Company Name	Symbol	Business	Date of Listing	Market Cap* <sup>1</sup>	FY 2021 Pro forma sales * <sup>1</sup>	PSR* <sup>2</sup>	Market	Target Countries
 Tesla	TSLA	EV sales /EV charging infrastructure	Jun. 2010	\$1,119.0B	\$51.1B	21.9x	NASDAQ	Global
 ChargePoint	CHPT	EV charging infrastructure	Mar. 2021	\$8.0B	\$231.8M	34.5x	NYSE	USA Europe
 EVgo	EVGO	EV charging infrastructure	Jun. 2021	\$2.5B	\$20.3M	121.4x	NASDAQ	USA
 Volta	VLTA	EV charging infrastructure	Aug. 2021	\$1.3B	\$34.3M	38.3x	NYSE	USA
 Blink	BLNK	EV charging infrastructure	Feb. 2018	\$1.3B	\$16.2M	82.5x	NASDAQ	USA

\*1. Source: Yahoo Finance as of Oct 29, 2021

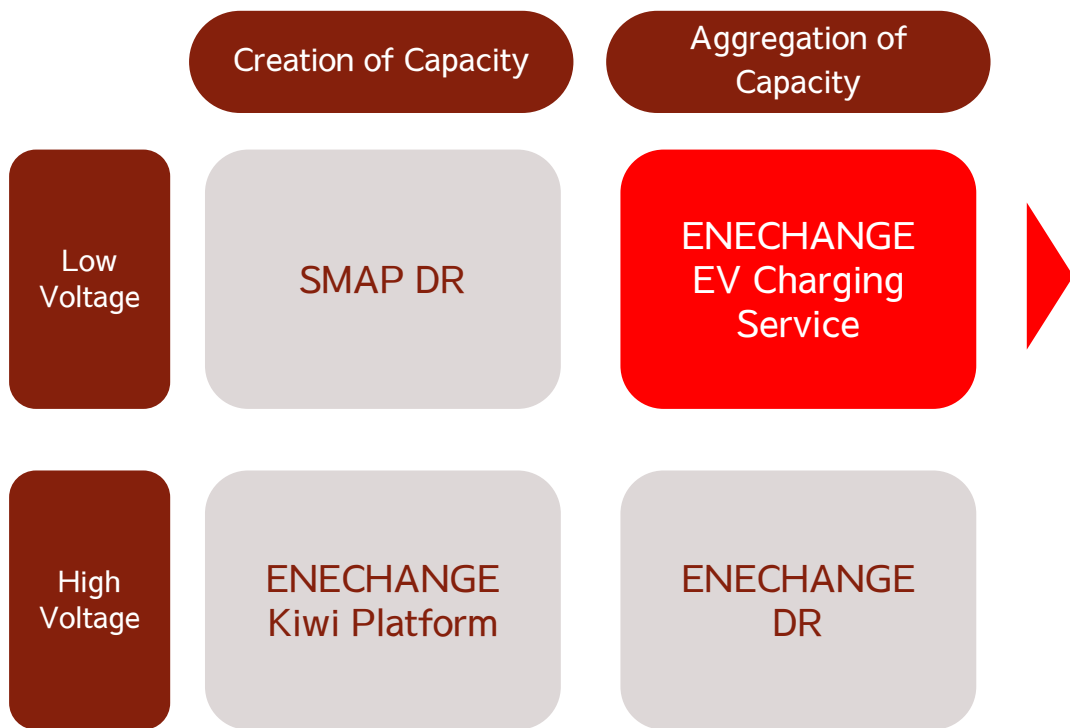
\*2. Price to Sales Ratio



## Launch of this service as part of VPP strategy leveraging neutral position

This service considers EV charging infrastructure as a method for capacity aggregation, and aims to increase charging opportunities for EV users by providing the ENECHANGE EV Charging Service to owners who wish to improve the value of their parking spaces. In the long term, we aim not only to expand the EV charging infrastructure, but also to increase our value as a VPP platform.

### VPP Platform Strategy



### ENECHANGE EV Charging Service



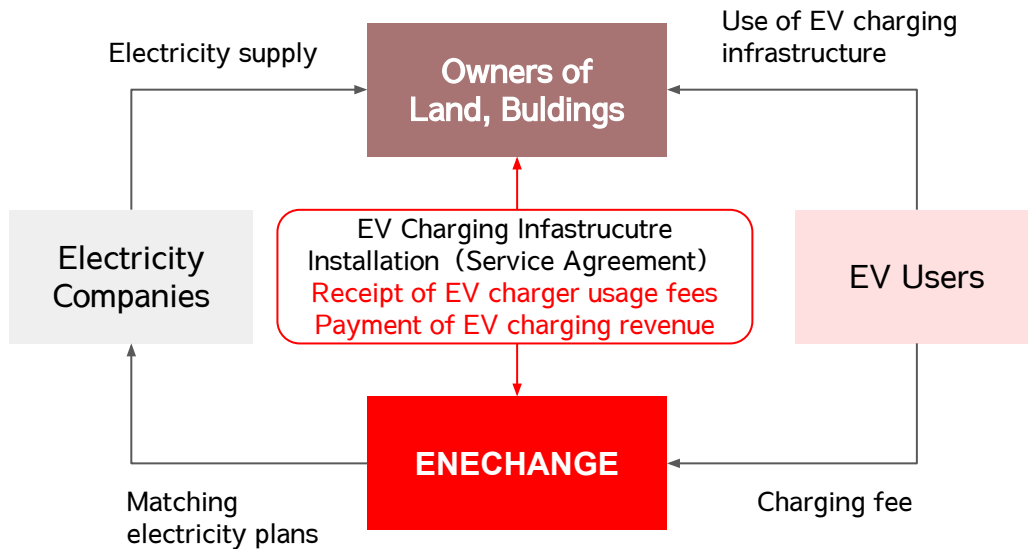
初期費用0円  
月額9,800円で設置可能  
エネチェンジのEV充電サービス

[ev-charging.enechange.jp](http://ev-charging.enechange.jp)

## Service schemes that contribute to the expansion of the EV ecosystem

ENECHANGE EV Charging Service is a service that installs EV chargers at no upfront cost to owners of land, buildings, and other parking spaces, for a monthly fee. A portion of the sales from EV charging will be shared with the owner. ENECHANGE will also support the owners in reviewing the electricity rates of their facilities.

### Scheme



### Stakeholders & roles

ENECHANGE	EV Charging Infrastructure installation Provision of Charging Service Matching the optimal electricity plans for Owners
Owners of Land, Buildings	Provision of space for installation of EV chargers Provision of parking spaces for EV users
EV users	Use of EV chargers
Electricity Companies	Electricity supply to the owners