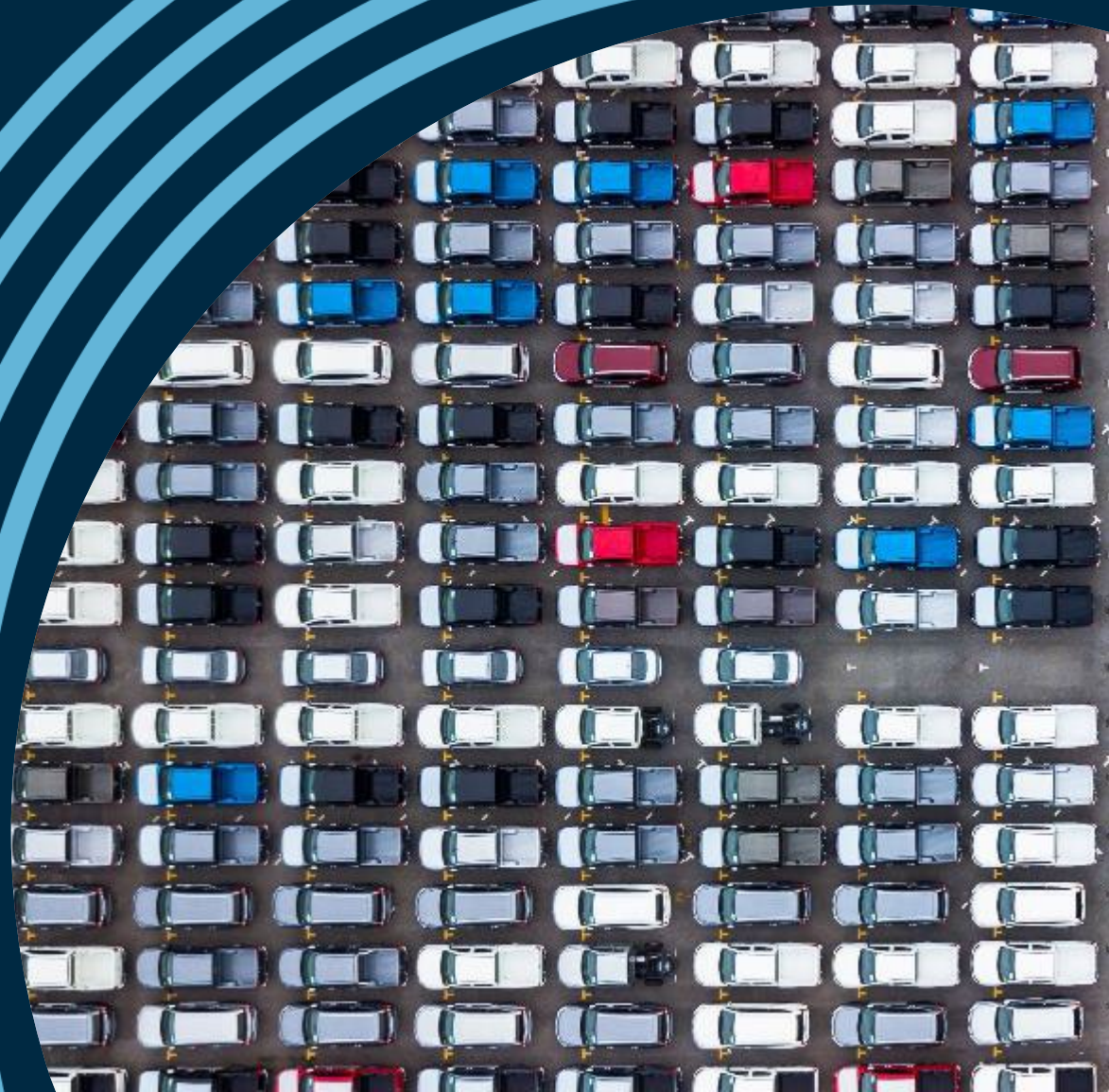
EV Charging Done Right

53% of new passenger vehicles sold will be electric by 2030[1]



McKinsey & Company. (2021). (publication). A turning point for US auto dealers: The unstoppable electric car. Retrieved July 4, 2022, from https://www.mckinsey.com/industries/automotive-and-assembly/our-insights/a-turning-point-for-us-auto-dealers-the-unstoppable-electric-car.

Our Mission

To help overcome climate change
and accelerate electric vehicles adoption by
providing the best EV charging experience

Who we are

#1 in Canada
62% Market share*

Top 4
Network operator in North America

1,000,000+
Charging events made possible per month

95,000+
Chargers sold (public/private)

360,000+
Members and 92%+ EV driver satisfaction

98%
FLO North America Network Uptime

75,000+
Total North American Public EV chargers available to FLO members

*Market excludes: Tesla,Non-Networked *FLO Market includes CE, BCH, ECN)

The flo Network

Fairbanks Alaska: Northernmost EV charging site in North America

BC Hydro: 100x DC fast chargers across the province

Calgary: City-wide public charging installations

Canadian Tire: DC fast-charger installations across Canada

Montreal: City-wide public charging installations

New York City: First city-wide curbside EV charging deployment

City of LA: 180 streetlight-mounted curbside chargers on the FLO Network

ALASKA
NUNAVUT
NORTHWEST TERRITORIES
YUKON
Canada
MANITOBA
ONTARIO
NEWFOUNDLAND AND LABRADOR
Seattle
Portland
WASHINGTON
OREGON
MONTANA
NORTH DAKOTA
MINNESOTA
Minneapolis
SOUTH DAKOTA
WISCONSIN
IDAHO
WYOMING
NEBRASKA
IOWA
Chicago
Salt Lake City
NEVADA
UTAH
Denver
COLORADO
United States
KANSAS
MISSOURI
St. Louis
ILLINOIS
KENTUCKY
WEST VIRGINIA
VIRGINIA
Washington
Nashville
TENNESSEE
NORTH CAROLINA
Charlotte
ARKANSAS
Atlanta
SOUTH CAROLINA
MISSISSIPPI
ALABAMA
GEORGIA
Jacksonville
Orlando
Dallas
TEXAS
Austin
Houston
LOUISIANA
San Antonio
Phoenix
ARIZONA
NEW MEXICO
San Diego
Ciudad Juárez
BAJA CALIFORNIA
SONORA
CHIHUAHUA
VERMONT
MAINE
Pierre and Miquelon
Glendale
Pasadena
Torrance
Long Beach

EV Charging Done Right

Our promise to you, and to EV drivers across North America

Complete Solutions, Thoughtfully Designed

- Comprehensive portfolio
- Vertically integrated hardware, software, service
- Open architecture
- Advanced energy management
- Hassle-free turnkey installation

Great Experiences Every Charge

- Relentlessly focused on uptime
- Seamless roaming network
- World class customer satisfaction
- 24x7 operational expertise
- Modern mobile app experience

Dependable Charging Year-after-year

- Built-to-last
- Low total cost of ownership
- Comprehensive warranty
- Manufactured in N.A. with care
- Environmentally friendly

Comprehensive Portfolio

Solutions by use case

AT HOME | AT WORK | ON THE GO

Residential

- Single-family homes
- Multi-unit residential buildings (MURB)

Workplace I Fleet

- Commercial Properties
- Workplace and fleet parking

Public Destination

- Retail stores and shopping centres
- Hotels & restaurants.

Public City Curbside

- Cities
- Municipal administrations

Public I Transit

- Rest areas and gas stations
- Shopping centres

Level 2 Chargers

Level 3 Charger

FLO Home™
(7.2kW)

Residential smart charger with mobile app connectivity

CoRe+™ CoRe+ MAX™
(7.2 & 19.2 kW)

Ideal for workplace, mixed-use residential & fleets with up to 2.7x more power than a typical L2 charger

SmartTWO™
(7.2kW)

Reliable and modular design optimized for easy installation & maintenance

SmartTWO-BSR™
(7.2kW)

Heavy duty charger ideal for urban deployment

SmartDC™
(50 & 100kW)

All-in-one fast charging design that's easy to deploy and maintain

FLO ULtra™
(320kW)

The ultimate fast charging experience for every EV driver.

Dependable Charging, Year-After-Year

Built to last

Sturdy aluminum casing withstands extreme weather, shock and corrosion. Optional management system available for improved reliability and safety.

Low total cost of ownership

Low network management fees and patented energy management technologies so you can save big in the long run.

Comprehensive warranty

FLO stations are backed by a comprehensive warranty and local maintenance services and support.

Vertically Integrated HW, SW, Services

Expertise across the value chain increases performance

Complete Hardware Portfolio

Electric Vehicle Supply Equipment (EVSE)

Robust Charging Network

- Energy Management
- Data & Network Reporting
- Owner Web Portal
- Charger Commissioning
- Firmware Updates & Cellular Connectivity
- Charger Interoperability
- Cybersecurity & Personal Data Protection
- Customer Services & Maintenance
- Flexible Billing Services

Charging Point Operator (CPO)

Driving Facing Software

- User Web Portal & Mobile App
- Mapping, Status & 3rd Party Integration
- Account Management & Payment Services
- Usage reporting
- Cybersecurity & Personal Data Protection
- 24x7 Driver Support

Electric Mobility Service Provider (eMSP)

FLO Smart Charging

Payment Integration

- Easy integration for payment authentication, processing and revenue remittance

Energy Management

- PowerSharing™ and PowerLimiting™ features to enable stations to share circuits.
- Reduce power requirements, and future-proof locations for expansion.

Access Control

- Select who can use your station. Enable unrestricted access, or based on set parameters

Data Reporting

- Real time data and reporting system, station monitoring & remote access .

Image by Ignacio Ciocchini

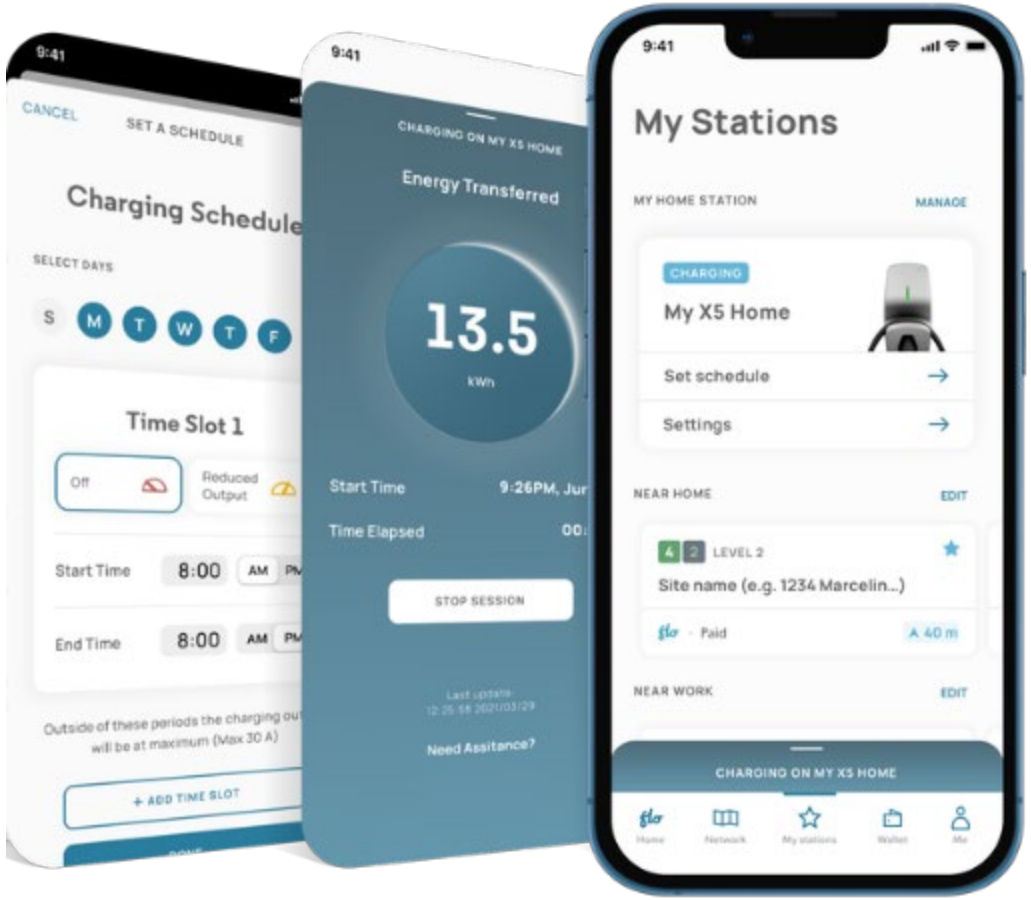
No stranded assets

OCPP 1.6J Certified Hardware

- FLO leverages industry recognized protocols including OCPI, OCPP and APIs to connect with third-party applications and hardware
- L2 and DCFC product range are configured to support OCPP 1.6J
- Active member of the Open Charge Alliance responsible for the development of Open Charge Point Protocol (OCPP)
- The first North American made DCFC formally certified by an OCA laboratory (Dekra Lab)
- FLO directly participates in working groups focused on standardizing and adopting OCPP 2.0.1, with the objective to support the latest instance of the OCPP protocol with our next generation AC and DC charging stations

OCPP 1.6 Fully Certified

Intuitive Mobile App



Track charging progress in real-time

Navigate safely and easily

Add funds to a FLO Account

Save favorite charging locations

Find available public charging stations nearby

Pair and manage a FLO Home X5™ charging station

Plan trips with access to a nationwide infrastructure

Get a notification when the session is complete

GET IT ON Google Play

Download on the App Store

And much more!

androidauto

Apple CarPlay

But Don't Take Our Word For It

Residential

Demand Response

Workplace

Fleets

Ville de Montréal

Public

City Curbside

Ville de Montréal

End-to-end solutions for Utilities

Customer Success Stories

Utility – Hydro Quebec

The Challenge

- One of the largest electric utilities in North America, HQ decided to expand their clean-energy offering into the EV charging space, furthering their commitment of providing green, sustainable energy.

The Solution

- FLO developed a white-labeled network management platform for the utility to independently manage their EV charging assets.
- This solution is notable for being one of the first utility branded EV charging networks in North America.

The Outcome

- Since 2012, FLO has been the preferred equipment vendor and network operator for the Electric Circuit network and has supplied several thousand EV chargers to the utility, including Level 2 and DCFC.
- Through many subsequent rounds of procurement, FLO has continued to be retained as an equipment supplier and CPO, while also providing ongoing operation and maintenance support.
- Most recently, FLO signed a contract to provide an additional 7,500 chargers.

Customer Success Stories

Workplace – Ritchie Bros.

The Challenge

- Ritchie Bros. is an industrial asset, disposition, and management company. Following a number of requests from employees, the company's building facilities group engaged FLO to support the establishment of a workplace charging program to support its employee population of close to 1,000 people.

The Solution

- The CoRe+™ was identified as the appropriate EV charging solutions due to the need of future-proofing to accommodate additional charging services as EV adoption climbs.
- To minimize installation and ongoing electrical costs, a daisy-chained initial installation was set up, so additional CoRe+™ units can be added at a low cost, with PowerSharing™ available at the circuit level.

The Outcome

- Since the initial installation, Ritchie Bros. has gone onto expand EV charging services on two separate occasions. The CoRe+™ stations are provided at no cost to the employees, who can register their vehicle and provide their FLO user ID to be granted access to charging.

Customer Success Stories

Utility – Green Mountain Power

The Challenge

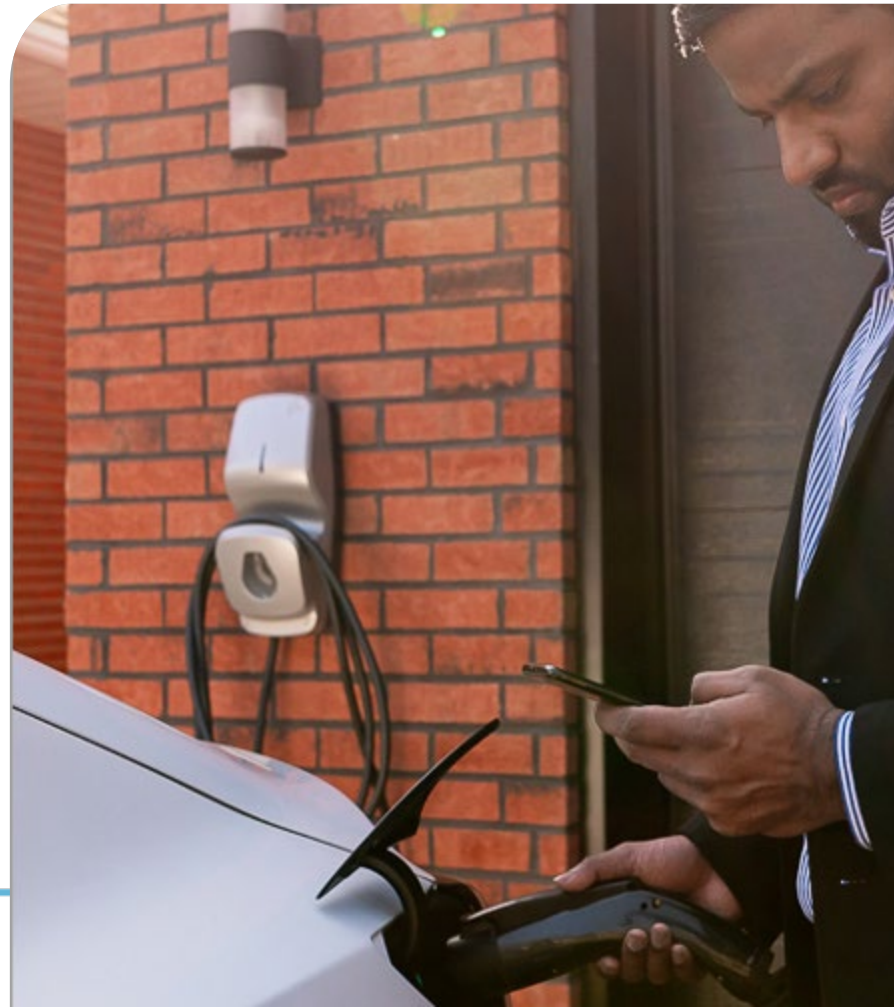
- Green Mountain Power (GMP) is a local utility in the state of Vermont, focused on providing its customers with a balance of the most reliable, affordable, smart and clean electricity.
- GMP was looking to develop a pilot program for residential and workplace charging for customers in their coverage area.

The Solution

- In 2018, FLO was selected to support a residential pilot program aiming at understanding charging behavior through during off-peak hours, which included the supply and installation of a FLO Home X5 charger.
- To do so, FLO supplied approximately 150 units, together with ongoing network support including demand response functionality.

The Outcome

- Following the initial pilot program, FLO now supports GMP's expanded residential charging initiative, which is currently available to all customers.
- GMP is now also using FLO's CoRe+ as part of a workplace solar canopy initiative, and SmartDC fast-charging stations to support the deployment of a regional fast charging highway corridor.



Customer Success Stories

City – New York City

The Challenge

- As one of the largest cities in the world, New York City is looked to as a beacon for what our cities of the future can be. NYC and ConEdison were looking for a partner to help electrify neighborhoods across the city.

The Solution

- FLO, the city of New York and ConEdison partnered to deploy over 100 SmartTWO™ curbside stations, featuring an integrated electrical panel and retractable cable management system.
- Several stations provide specific user access and authentication to support the city fleet's transition to electric by providing curbside charging to the municipal fleet.

The Outcome

- To date, FLO's curbside stations in NYC feature utilization rates of close to 40%, supporting the decision to implement curbside chargers.
- The city has received significant positive media attention for the design, application and equity of this project.

Customer Success Stories

Workplace – General Motors

The Challenge

- As part of GMs drive toward electrification, they were looking to deploy chargers on their own facilities, providing employees with easy access to workplace EV charging.
- GM also planned on offering charging services in selected locations within the communities.

The Solution

- In 2021, FLO announced its workplace charging partnership with General Motors. The GM workplace electrification program provides electric vehicle charging stations free of charge, exclusively for GM on-site personnel.
- The deployment, which eventually will be available to all GM facilities across North America, utilizes FLO's CoRe+™ and SmartDC™ stations for Level 2 and DC-fast charging.

The Outcome

- To date, GM has installed 493 CoRe+™ stations and 18 SmartDC™ in the United States. In Canada, GM intends to procure between 180 and 240 CoRe+™ stations.
- FLO continues to support General Motors across several EV charging worksteams.