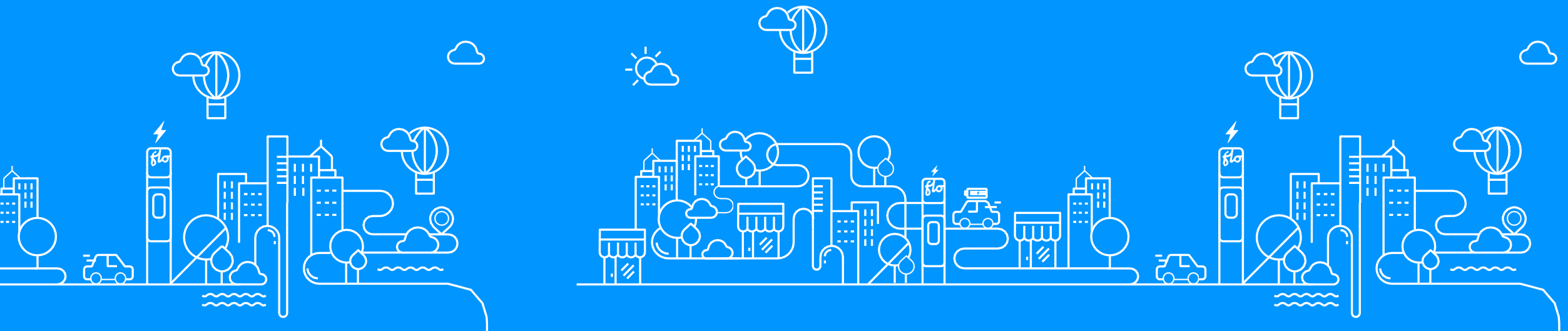




# Company Presentation 2022



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Our mission is to accelerate electric vehicle adoption by offering the best charging experience to our customers

# Who is FLO / AddEnergie?



Vertically integrated: designer, manufacturer and network operator

Charging solutions for all market segments

Operator of Canada's largest charging network

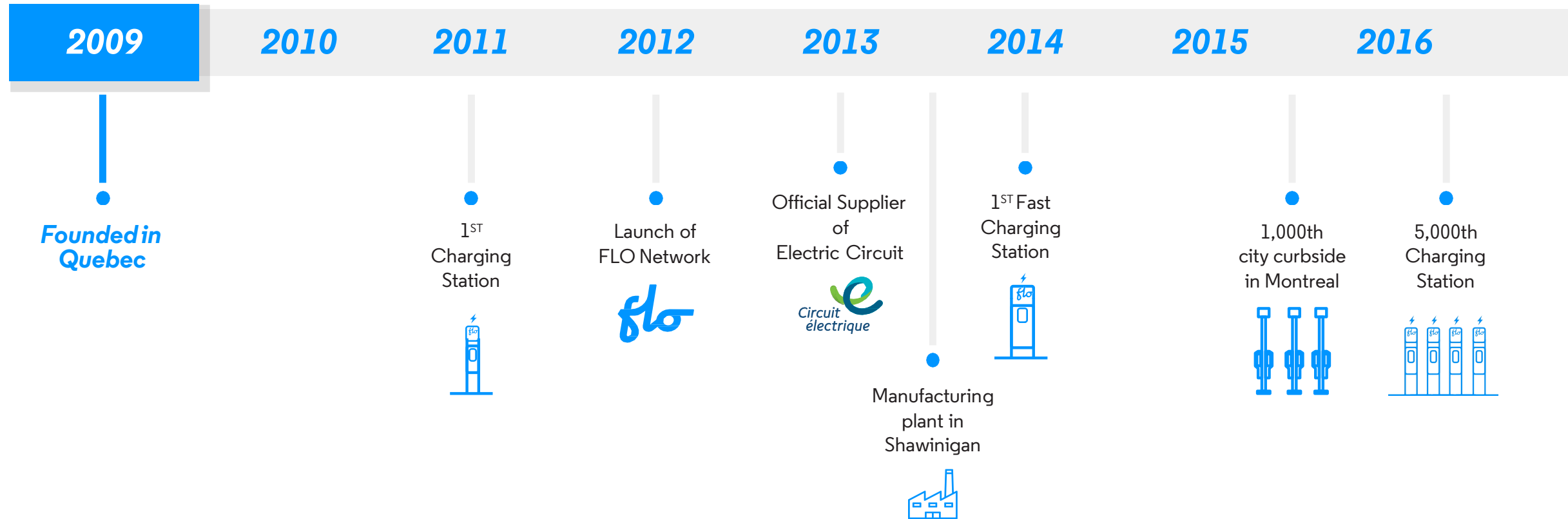
& 3<sup>rd</sup> Largest in North America





## Founded in 2009,

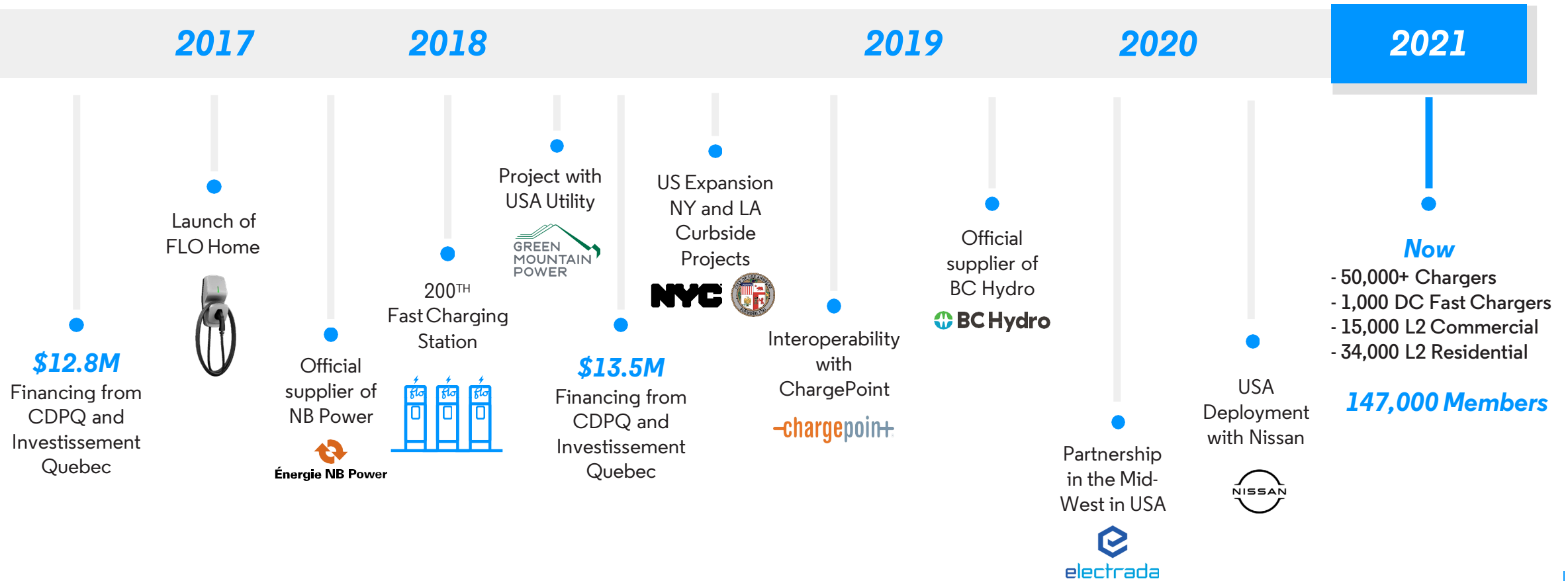
We are now the Largest Network in Canada and 3<sup>RD</sup> in North America





## After 10 years,

We are now the Largest Network in Canada and 3rd in North America

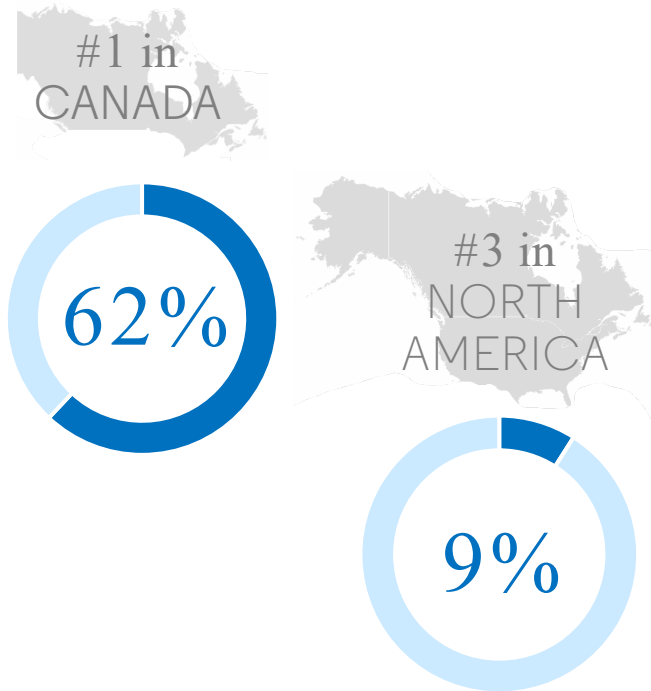


# FLO in the Numbers



## Market share for public charging stations sales

\*excluding Tesla chargers



## Basic Charger Uptime

\*with no incremental SLA agreement / FLO network NoAm last 12 months



L2  
Chargers  
Uptime  
98.4%



Fast  
Chargers  
Uptime  
98.2%

Network  
Communication  
Uptime  
99.97%



# Servicing the Entire Ecosystem



Residential



Multi-Residential



At Work



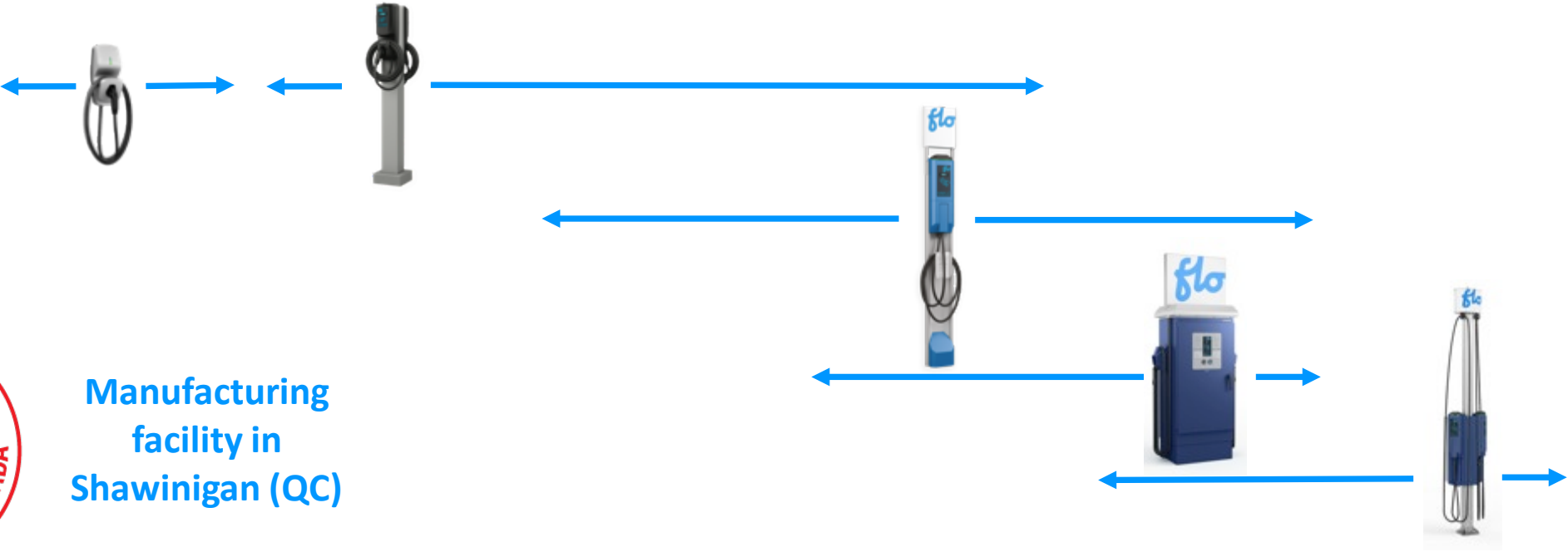
Fleet



Public



City Curbside



**Manufacturing  
facility in  
Shawinigan (QC)**



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# Supporting EV adoption with excellence, backed by 90% returning clients



## Residential



## Demand Response



## Workplace



## BOMBARDIER



## Fleets



Ville de Montréal

## Public



conEdison, inc.



electrada

## City Curbside



Ville de Montréal



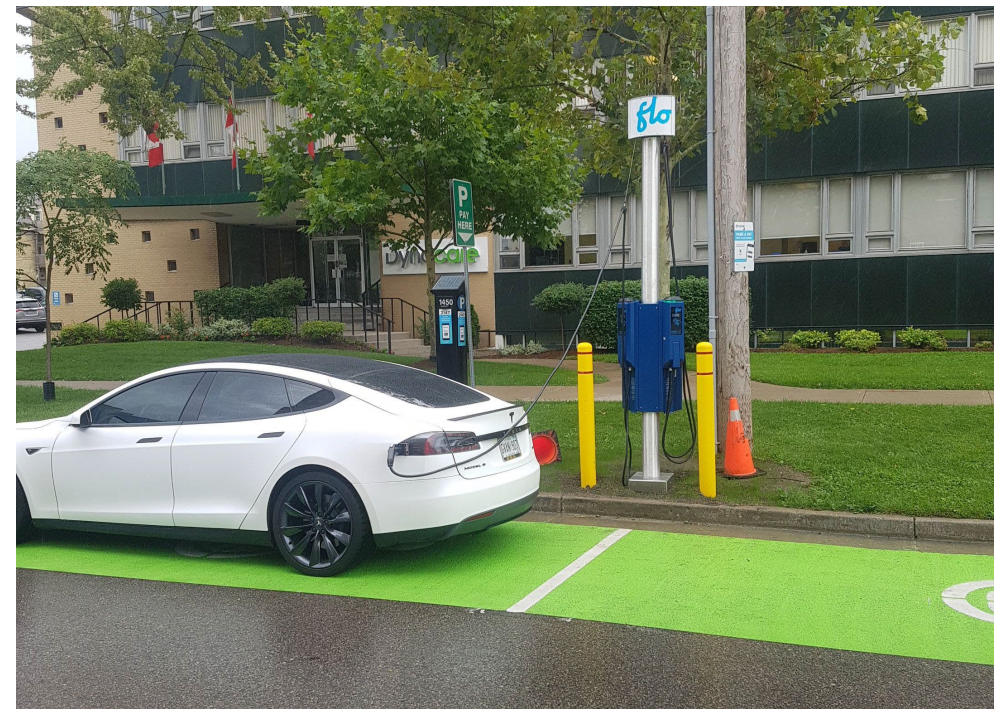
## Branded Networks



Énergie NB Power







# Our Commercial Charging Stations



CoRe+



SmartTWO



SmartTWO-BSR



SmartDC





# First-class User Experience

- 24/7 phone support
- Proactive monitoring services
- Mobile app or RFID access card
- Real-time charging & billing data
- Charging station locations
- Cloud based reporting tools
- PCI compliant payment system
- Roaming agreements with major networks



Create a FLO account

Add funds using a credit card

Download the free FLO mobile app, and/or order a membership card

58k\* public charging stations in North America

By Roaming with...



# One of the largest and most reliable public charging networks in North America



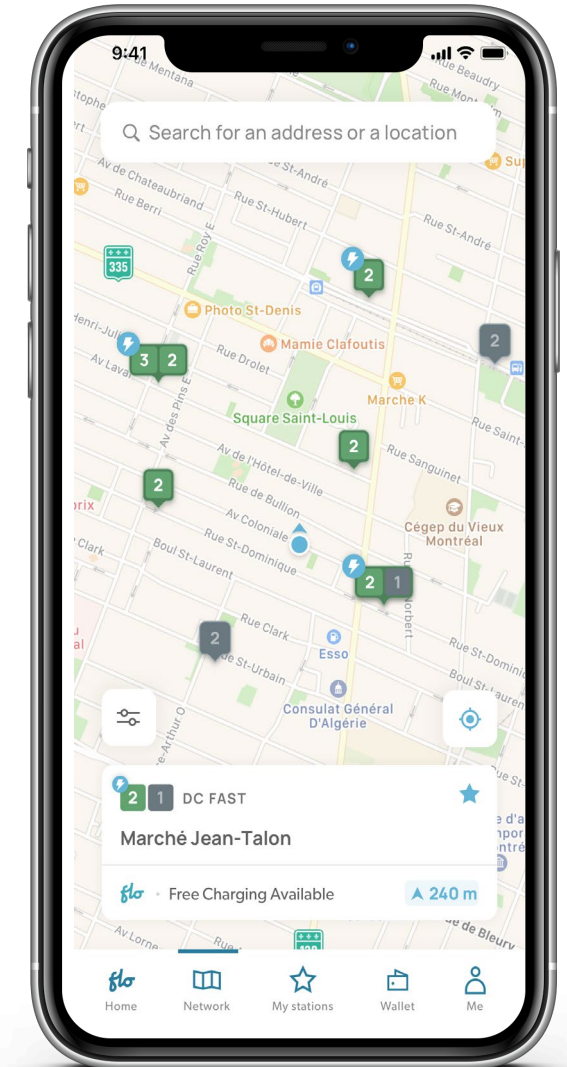
- *Charging station locator on the FLO app*
- *Charging station availability*
- *Secure and easy payment*
- *24/7 assistance for EV drivers*
- *Free application*

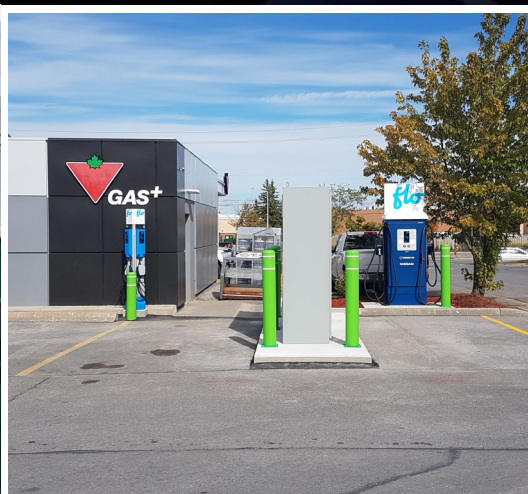


*Over 50% of EV drivers\*\* in Canada are FLO members*

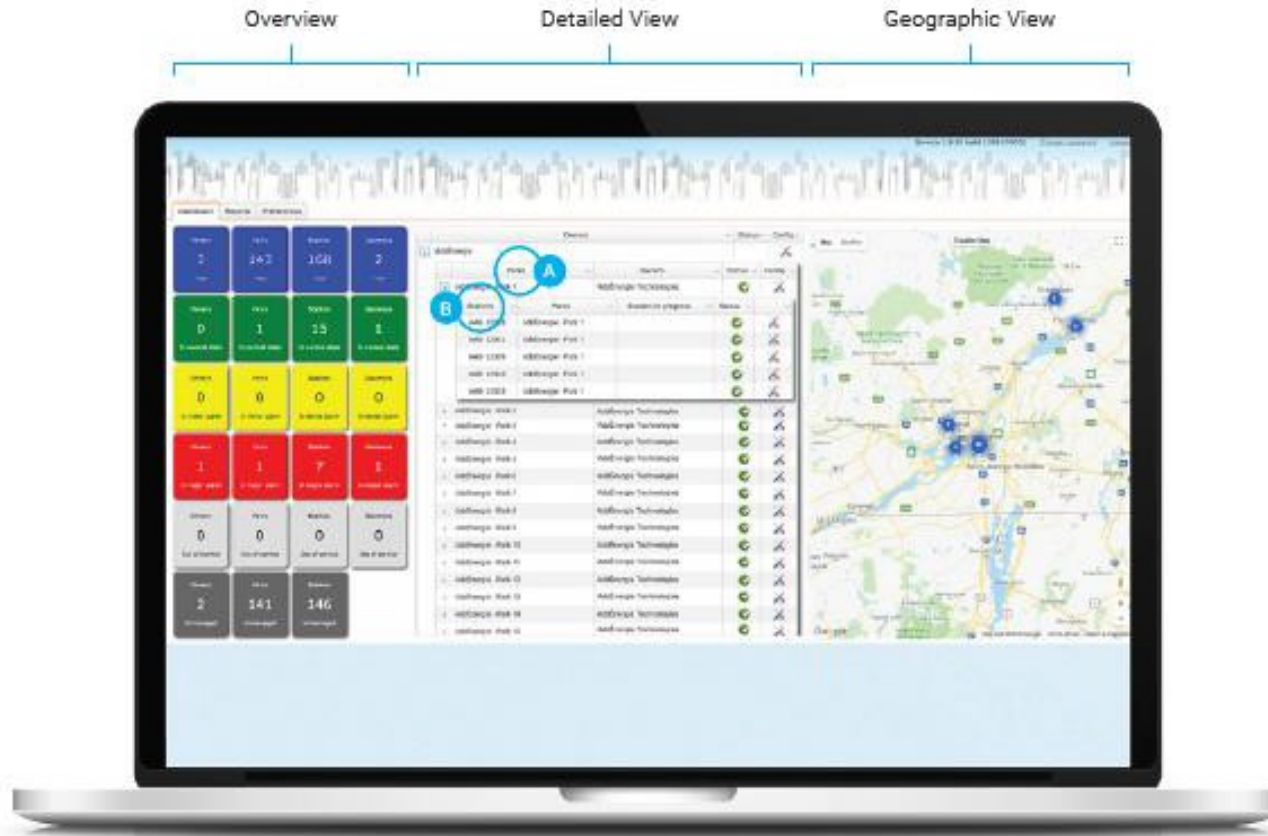
\*As of March 2021, growing constantly.

\*\* Excluding Tesla, as their network is closed.





# User Interface



## Owner Web Portal Functions:

- *Manage access control*
- *Configure billing services*
- *View charging stations in real-time*
- *Remote activation / de-activation*
- *Revenue reports*
- *Usage reports*

The Dashboard is the homepage for the Web Portal. It shows the overall status of the owners' charging stations.

The Dashboard allows the site administrator to have a global vision of their infrastructure at two levels:

- A** Parks: every park of the owner
- B** Stations: every station of a park

# The FLO Advantage



- *#1 Network in Canada and 3<sup>rd</sup> Largest in North America*
- *Vertically integrated Company*
- *Quality Construction – Robust Nema 4X Aluminum Construction & Top of Line Cable / Connector*
- *98.4% L2 Uptime*
- *Easy to use Billing & Revenue Management*
- *Low ongoing operating cost's & no hidden fee's*
- *Support all EV's in the Market*
- *Industry leader with stable future*
- *Complete Turnkey Charging Solutions*
- *24/7 Bilingual customer service*
- *Industry expertise with in-house specialists available to assist*





