Year in review

2018

Drive electric, charge everywhere.

Thank you
inventors,
innovators,
early adopters,
trend setters,
and supporters,
for paving the way to
a zero-emission world.

About EVBox

EVBox is the leading global manufacturer of electric vehicle charging stations and charging management software. With over 75,000 charging points across more than 55 countries worldwide, EVBox helps electric drivers get access to charging infrastructure at any point in their journey.

In 2017, EVBox was acquired by energy utility and global service provider ENGIE, who identified EVBox as a disruptive, leading cleantech company making a difference in the fast-growing industry of electric mobility. In 2018, EVBox acquired the ultra-fast charging station manufacturer EVTronic, adding 700 previously installed fast charging stations to its European network.

Today, with projects running across Europe, North America, and South America, EVBox moves forward by perfecting its original recipe with a new generation of hardware and software that are energy-efficient, scalable, and easy to use.

EVBox's mission is to drive sustainable mobility, by bringing leading electric vehicle solutions to the world.

Learn more at **evbox.com**
Download more reports at **evbox.com/learn/reports**

A personal **note**

"The energy industry has entered a second wave of transformation. Whereas energy transitions were previously pushed by the states and governments, nowadays, corporations and local authorities are accelerating the transition, spurred by consumer pressure for change.

Following our major transformation initiated in 2016, ENGIE's ambition is to facilitate this zero-carbon transition for companies and local authorities. We believe that it's our unique DNA, which integrates expertise in complex infrastructure with customer solutions, that help us to take a leading role in the creation of zero-carbon transition solutions.

EVBox is at the heart of this strategy, as we share a common vision—a future of zero-emission mobility. The synergies between ENGIE and EVBox have proven to be extremely valuable. We've seen great achievements in 2018, and anticipate an even more promising 2019. As we continue this exciting journey together, I'm convinced that ENGIE and EVBox will continue to lead the transition to a zero-emission future for transportation."

Yves Le Gélard
EVP, Chief Digital Officer, ENGIE
Chairman, EVBox

"In 2018, we brought our charging infrastructure closer to the people, closer to you—from schoolyards in the Netherlands, to college campuses in the U.S., and from our commitment to at least one million charging points by 2025 at the Global Climate Action Summit, to placing the first ever charging station in Egypt.

Electric car sales have now reached 5.4 million units worldwide, up 64% from 2017. At the current pace of EV developments and low-emission policies, it's expected that the number of electric passenger vehicles will reach 125 million in the next ten to fifteen years.

To accommodate this growth in the most sustainable manner, we've always prioritized the production of reliable and intelligent charging solutions that are able to maintain the highest possible uptime. We also believe that this market cannot be divided into "us" versus "them". This industry needs more charging infrastructure, but also more collaboration, openness, and readiness to embrace the fact that the future of transportation is electric.

With this in mind, we advanced the development of a new generation of EVBox charging solutions, signed our first intercontinental roaming agreement, organized rEVolution (now referred to as the "Woodstock of the mobility industry"), and acquired a fast (DC) charging station manufacturer in 2018—all to make electric car charging easier and more accessible than ever before.

Every year, we release this "Year in Review" report to offer you a look back on the moments we shared together and to look ahead on what's to come for our industry and company. I'm eternally proud of the EVBox team that has pushed our company through extraordinary challenges and progress without ever losing sight of our duty to facilitate the transition to a zero-emission future.

Our mission wouldn't be possible without your support in the cause. Thank you for being here with us."

Kristof Vereenooghe
Chief Executive Officer, EVBox

Market in review

1

Sales and **market share**

In 2018, the electric vehicle sales reached 5.4 million units worldwide, up 64% from 2017.

Electric car market share

With 1.2 million units sold (+78%), China was yet again the greatest contributor to EV growth in 2018, accounting for 56% of all global EV sales. Europe saw a moderate increase of 408,000 units sold (+34%) largely due to supply being unable to meet demand, as evident by the long waiting list for popular electric cars. The U.S. experienced extraordinary growth of 81%, reaching a total of 360,800 EVs sold, 138,000 being Tesla Model 3 units.

The fastest growing markets in 2018 were Denmark (+261% with 2% share), the Netherlands (+195% with 6% share), and Spain (+126% with 2% share). Norway—still the most advanced country in terms of EV adoption to date—reached a market share of almost 50% in 2018. China held the highest EV market share with 4.3%, while EV sales in Europe and the U.S. accounted for around 2% of its entire car market. China, Europe, and the U.S. together represented 93% of global EV sales in 2018.

It took five years to sell the first one million electric vehicles. But in 2018, one million were sold within six months. The global EV fleet is expected to surpass the number of ICEs and hit the one billion mark before 2050.

Best-selling electric cars

Despite delayed deliveries, Tesla Model 3 was the world's best-selling electric car in 2018. With over 145,000 units sold, it was the first-ever passenger EV that crossed the milestone of 100,000 units sold in one year. The Model 3 has become fully competitive with its ICE counterparts and is ranked among the 5 best-selling cars in the U.S. The best-selling electric vehicles in 2018 per region were:

Europe
Nissan LEAF (40,609)
Renault ZOE (38,538)
BMW i3 (24,432)

United States
Tesla Model 3 (139,730)
Tesla Model S (29,660)
Tesla Model X (28,290)

China
BIAC EC-Series (90,637)
JAC iEV S/E (46,586)
BYD e5 (46,213)

ev-volumes.com
cleantechnica.com
*This overview does not include PHEVs and (two-door) minicars.

Industry **projections**

Greater contributions from companies

With the global initiative EV100, companies around the world are committing to accelerate the transition to electric transportation. 35 members—including IKEA, DHL, Bank of America, Heathrow Airport, HP, Unilever, and Vattenfall—have committed to making electric transport the new norm by 2030. Additionally, IKEA pledged to reach 100% zero-emissions for the last mile home delivery by 2025, while DHL planned to deliver zero-emissions logistics by 2050.

Serious commitment from carmakers

EVs have the potential to reach cost parity to ICEs by early to mid-2020s. With decreasing battery costs and increasing efficiency, it is expected that cost reductions per car will reach up to $5,700. Carmakers are expected to break even for mass market EVs compared to ICEs within the next few years. In 2018, Volkswagen committed to producing 50 million EVs in the coming years, launching electric vehicles at prices comparable to that of combustion vehicles. Meanwhile, General Motors is advocating for the "National Zero Emission Vehicle (NZEV) program", which mandates that 25% of all American carmakers' fleets switch to electric or hybrid power. This could potentially put 7 million long-range EVs on the road by 2030 and reduce CO2 emissions by 375 million tons. GM is also calling for more investment into electric charging infrastructure and is encouraging the government to support EV and battery technology in order to keep pace with countries like China.

Electrification of public fleets

By the end of 2018, Shenzhen became the world's first city to have a fully electric bus fleet (16,000 buses). Meanwhile, London, Los Angeles, Mexico City, and Milan have committed to fully electric buses by 2025. Airbus and EasyJet are developing battery-powered and hybrid-electric airplanes, slated for commercial release in 2021 and 2030 respectively.

Rising demand for DC charging infrastructure

If EVs hit the expected market share of 30% by 2030, the number of public charging points will need to hit 14 to 30 million (as opposed to 632,000 public chargers worldwide in 2018). To accommodate these numbers and the increasing range of newer electric cars, there will be a growing demand for DC (ultra)fast charging infrastructure along highways and corridors. These chargers will help drivers comfortably commute across states and countries. The new generation of ultra-fast chargers will be able to charge 350 kW, which translates to 400 km / 250 miles in just 15 minutes.

Navigant Research
The Verge
The Climate Group
McKinsey

Charging **infrastructure**

By the end of 2018, Europe counted 136,958 public charging points (14%), with Belgium reaching the highest year-on-year growth globally (70%). Below is the total count of regular (AC) and fast (DC) public charging points for a selection of countries.

Norway
Regular: 9,333
Fast: 2,763
Total: 12,096
YoY: 17%

Netherlands
Regular: 36,010
Fast: 1,083
Total: 37,093
YoY: 10%

Spain
Regular: 4,410
Fast: 799
Total: 5,209
YoY: 2%

Denmark
Regular: 2,170
Fast: 504
Total: 2,674
YoY: 3%

Belgium
Regular: 2,716
Fast: 375
Total: 3,091
YoY: 70%

Portugal
Regular: 1,340
Fast: 256
Total: 1,596
YoY: 1%

United Kingdom
Regular: 14,732
Fast: 4,344
Total: 19,076
YoY: 15%

Germany
Regular: 23,112
Fast: 4,347
Total: 27,459
YoY: 8%

Italy
Regular: 2,860
Fast: 702
Total: 3,562
YoY: 23%

China*
Regular: 285,000
YoY: 33%

France
Regular: 22,569
Fast: 2,281
Total: 24,850
YoY: 12%

Europe**
Regular: 136,958
Fast: 24,468
Total: 161,426
YoY: 14%

United States
Total: 61,076
YoY: 21%

The global charging infrastructure is categorized into the following types of charging stations:

Private chargers (3.7–22 kW)
- Placed on private driveways or in private garages
- Owned by the resident
- Available based on the resident's preference

Semi-public chargers (3.7–22 kW)
- Placed in (private) parking lots
- Owned by businesses of any kind
- Available mostly during business hours

Public chargers (3.7–22 kW)
- Placed in public areas and public parking facilities
- Owned by municipalities or workplaces
- Available 24/7

Fast chargers (50–350 kW)
- Placed in charging hubs, cities, and along highways
- Owned by municipalities and fast-charging providers
- Available 24/7

All year-on-year growth rates are rounded up.
All Europe data from European Alternative Fuel Observatory (EAFO).
All U.S. data from the U.S. Department of Energy, Alternative Fuels Data Center.
* China estimation as reported by Bloomberg.
** Europe meaning EU + EFTA + EAFO + Turkey (33 countries in total).

Number of **electric cars per AC charging point**

According to the EU Directive, all EU countries must have at least 1 public accessible charging point per 10 electric vehicles by 2020. The overview below displays the number of EVs per 1 AC charging point in 2018.

Norway	27
Sweden	24
Finland	17
Belgium	17
UK	13
Portugal	12
Germany	8
Italy	8
Switzerland	8
Denmark	7
France	7
Spain	7
Austria	6
Netherlands	4
EU average	**9**

Number of **DC charging points per 100 km highway**

The overview below displays the number of fast (DC) charging points per 100 km highway. Norway compensates for its shortage of AC charging points with an abundance of DC charging points.

Norway	553
Sweden	183
UK	122
Switzerland	57
Austria	48
Denmark	41
Netherlands	35
Germany	34
Finland	33
Belgium	21
France	20
Italy	11
Portugal	10
Spain	5
EU average	**32**

EVBox in review

2

We took our portfolio **to new heights**

In 2018, we acquired EVTronic—the French fast charging manufacturer located in Bordeaux, France—to power up electric cars quicker than ever before. With the launch of our first DC charging portfolio (50–350 kW), we introduced flexibility and reliability to fast charging infrastructure.

Meanwhile, we expanded our AC charging portfolio (3.7–22 kW) with the development of the award-winning Level 2 (for North America) and Elvi with Socket (for Europe), both of which will be available to order in the second half of 2019.

Check our product specifications: info.evbox.com/general-brochure

50–350 kW

Highway and corridor charging

We expanded **our family**

In 2018, we welcomed 147 more talents from 37 countries to our family across our European and North American offices. To keep up with this growth, we moved our headquarters to EDGE Olympic in Amsterdam, which has been certified as the most sustainable building in the Netherlands, and the sixth in the world. This move has pushed us to keep our daily operations lean and clean.

Work with us: evbox.com/jobs
Connect with us: linkedin.com/company/evbox

10 offices and many EVBoxers on the road

The number of people working in our headquarters grew from 20 employees to over 150 in only four years. To be as efficient with our office space and productivity as we can be, we've been facilitating better remote working conditions for all EVBoxers that do not need to be on the testing ground. We also motivate traveling EVBoxers to avoid air travel for business trips, and to travel by train or electric cars instead.

1/4 EVBoxers are female and 20% of them fill management roles

We sit at the intersection of cleantech and automotive, where the former is known for a high percentage of women (up to 33% in some areas) but the latter not so much (average of 20.3% worldwide). We're proud to say that 1 in 4 EVBoxers are female, and that 20% of our Management Team is female.

300 EVBoxers with 40 nationalities and we're looking for 200 more

The EVBox family consists of engineers, developers, specialists, and advocates from all walks of life who share a common aspiration: building a more sustainable future for our daily transportation—and ultimately, a zero-emission world.

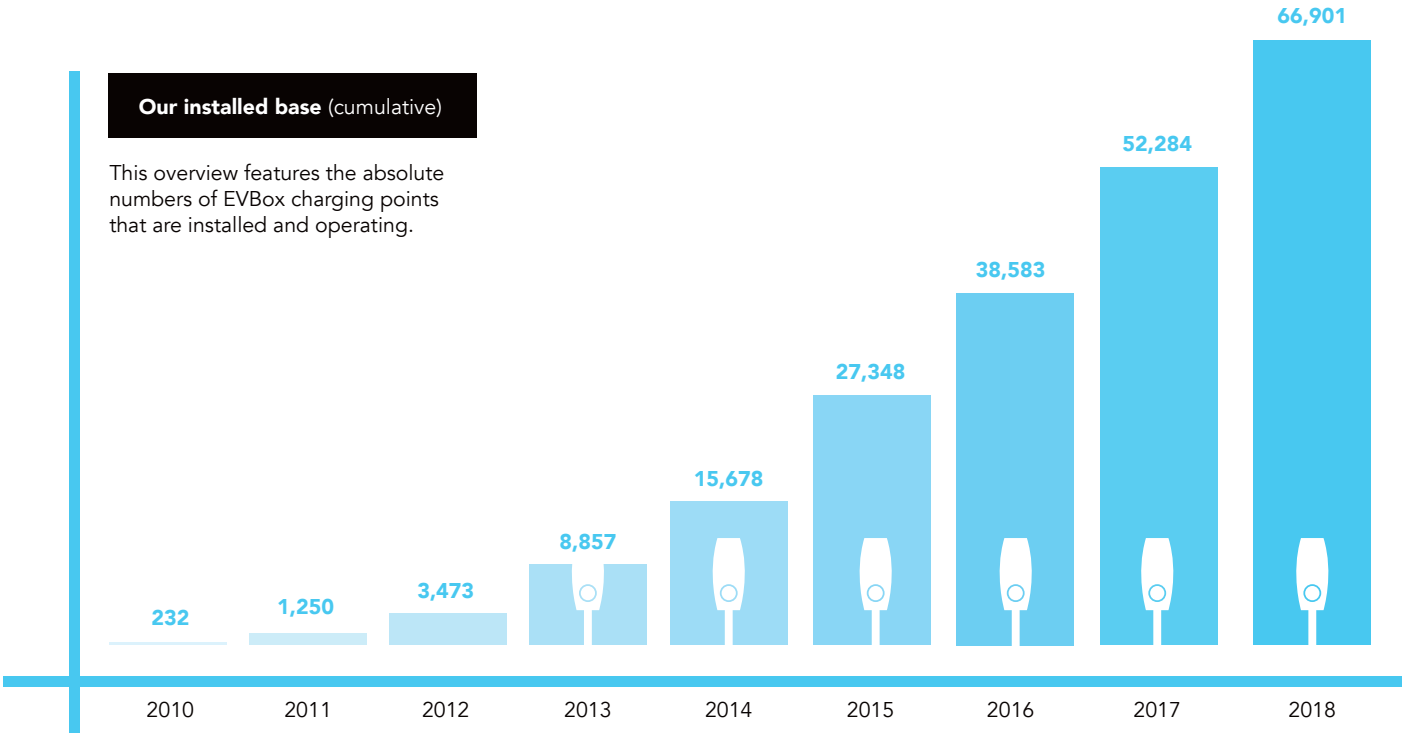
We saved **tons of emissions**

In 2018, we placed 14,617 more charging points in 13 more countries. With this, we powered nearly 900 million electric kilometers all year and reduced on average of 18,450 metric tons of CO2 emissions with our charging points. Now, we've set our sights on a bigger target. That's why we took the stage during the 2018 Global Climate Action Summit to make our own commitment to climate: **placing over one million charging points by 2025**.

Learn more about our climate commitment: news.evbox.com
Learn more about our previous milestones: evbox.com/learn/reports

Our installed base (cumulative)

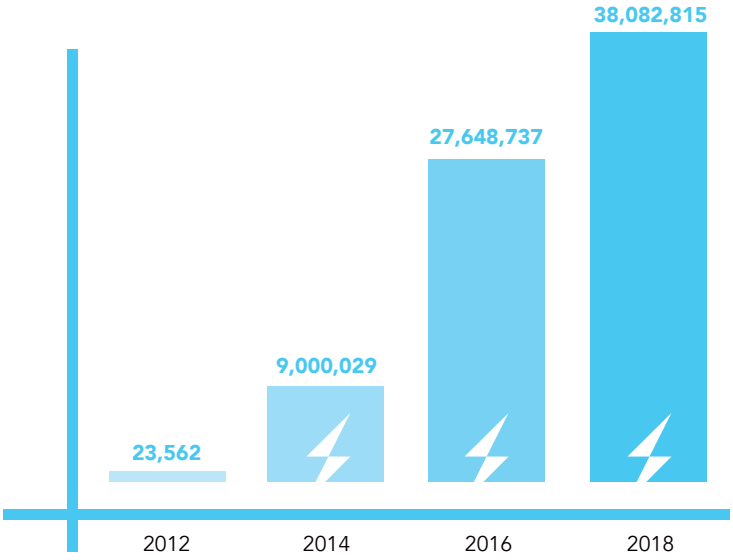
This overview features the absolute numbers of EVBox charging points that are installed and operating.



Note: This overview excludes all EVBox demo units and inactive charging stations.

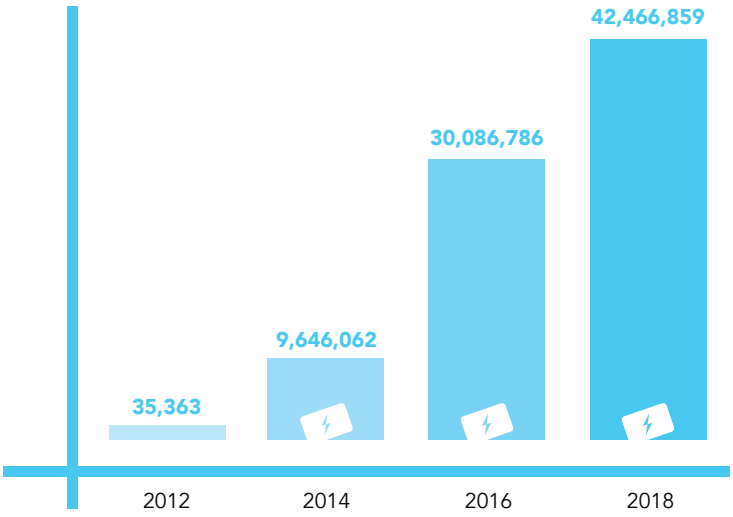
Charged kWhs on our charging points (yoy)

This overview features the absolute numbers of charged kWhs on EVBox charging points installed and operating on BackOffice*, our charging management system.



Charged kWhs on our charge cards (yoy)

This overview features the absolute numbers of charged kWhs on EVBox and EVBox-partner charge cards that are registered in BackOffice*, our charging management system.



* In 2018, approximately 1000 charging stations (every station may include one or two charging points) were migrated to Hey EVBox, our new charging management platform that will replace BackOffice over time. All data prior to 2018 do not include the kWhs charged recorded in Hey EVBox.

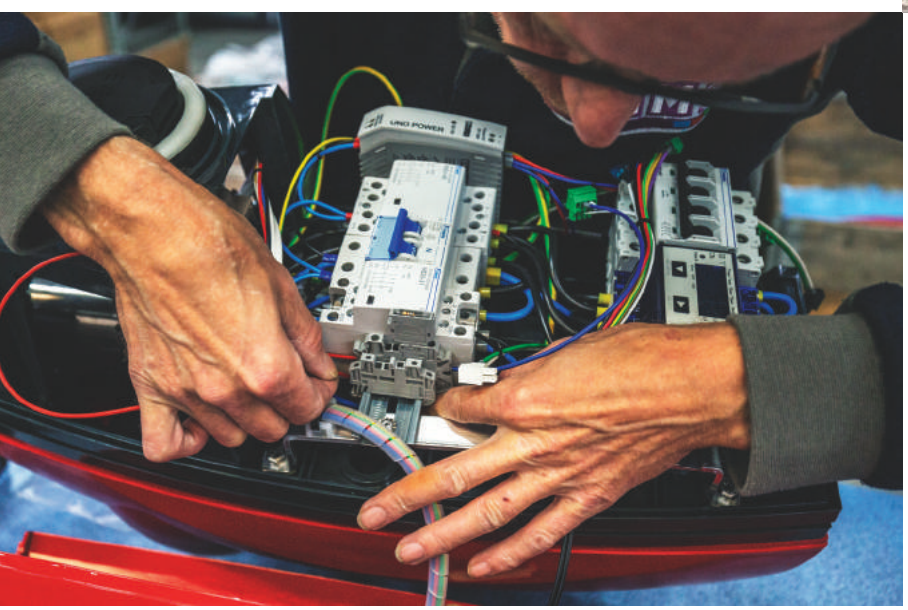
We made **new friends**

In 2018, we planted our first seeds in countries that have just entered the race to zero-emissions, including (amongst others) Greece, Malta, UAE, South Korea, New Zealand, Colombia, and Argentina. Closer to home, our acquisition of French fast charging manufacturer EVTronic gave us access to highway and corridor charging in our neighboring countries. As a result, we had the honor to meet these inspiring individuals and teams. Here's what they had to say about their contributions toward a more sustainable future.

Become a partner: evbox.com/partners
See success stories: evbox.com/success-stories

"Infinity Group is a firm believer that the future is sustainable. After becoming market leaders in the PV solar industry through Infinity Solar, we decided to explore the sector of electric transportation by establishing our country's first EV charging network. Convinced that this is the only way to encourage drivers to switch to zero-emission, a plan was put in place to achieve country-wide coverage by 2021."

Shams Abdel Ghaffar
Managing Director, Infinity-e Egypt
Egypt



"At Enérgya VM, we're committed to a future in which we predominantly use sustainable energy and electric mobility. We're proud to count on seasoned partners such as EVBox, who offer high quality charging solutions for electric vehicles, and share a similar vision to us on the (electric) future of transportation."

Roberto Noceda
Head of Marketing, Enérgya VM
Spain

"For EV Charge Solutions, sustainability means considering the environment in our decision-making process. In addition to the obvious business opportunity, reducing harmful emissions and our dependence on foreign oil has been a passion of mine for years.

What I appreciate about EVBox is its ability to reconfigure charging stations in the field. Contractors often have difficulty identifying and communicating with the end-user. To be able to reconfigure the stations after installation eliminates buyer's remorse and promotes solid relationships among all involved parties.

Most people are now realizing electric is a viable, clean, and cost-effective fuel. So we've positioned ourselves as a leading distributor of EVSE by providing industry leading equipment along with unmatched customer service. Partnering with a global leader like EVBox who has a similar culture was a no-brainer."

Mike Moser
Founder, President, EV Charge Solutions
United States


I WANT IT

Outreach & advocacy

3

What's **now**

A tree for every charger

Climate change increases the frequency, duration, and severity of droughts. Droughts during hot weather create high risk of wildfires. At the current rate of deforestation, the remaining rainforests on Earth will be gone within the next hundred years—leading to higher temperatures and risk of wildfires.

Trees help clean the air, filter the water, and provides habitat for many animals. Trees also absorb carbon dioxide from the atmosphere, reducing the effects of climate change and cooling the planet. That's why in 2018, we pledged to donate one tree for every charging station we place. To date, we've donated a total of 15,000 diverse trees (native to the region) to California and Portugal to help increase local biodiversity and restore the forests that were heavily affected by wildfires in 2018.

Learn more about this initiative: blog.evbox.com

Future citizens

Schools in the Netherlands have long offered dummy petrol stations in the schoolyard. It's a smart move, if you think about it. Schools are built to prepare kids for the future, and if that future includes polluting fossil fuels, then it's the duty of schools to prepare their students.

However, this is no longer the reality. The Netherlands was an early EV adopter, with electric cars already accounting for 9.9% of total car sales in the country by 2015. Dutch cities such as Amsterdam and Rotterdam have made it their mission to become CO2 neutral by 2050.

For this reason, we're donating dummy electric-car charging stations to schools in the Netherlands—so our future citizens can already start practicing charging up the electric car they'll be driving twenty years from now.

Learn more about this initiative: news.evbox.com

We need clear skies to see the rainbow

For Pride 2018, we honored the heroes who are making the world a more sustainable and inclusive place. Empowering them in their mission, we donated the fees collected from our rainbow-covered charging stations in the City of Amsterdam (between July 28 and August 5, 2018) to the COC, the LGBTQ association of the Netherlands.

Learn more about this initiative: evbox.com/pride

Chargers to the rescue

In 2018, we installed the world's first AED-equipped charging station in the city of Delft, the Netherlands.

AEDs are portable electronic medical devices designed for first-aid helpers (including local volunteers with only basic training) to provide defibrillation to victims suffering from (sudden) cardiac arrest. According to the American Heart Association, more than 350,000 cardiac arrests occur outside of the hospital every year in the U.S. alone.

Many AEDs are currently still located inside buildings, therefore have limited access, especially outside of business hours. This was why Delft-based City AED took action by equipping EVBox's public charging stations with AEDs, improving national AED coverage and providing first-aid helpers with easier and quicker access.

We supply charging stations while City AED manages the AED and the special storage system. City AED is also fully responsible for the functionality, installation, and maintenance of the AEDs, which run on an internal battery, which is not connected to the charging station and always functions independently—including during a power outage.

> "The city of Delft and EVBox have completed the first installation, for which we're very grateful. Now we're inviting other cities and municipalities to follow this initiative."
>
> **Marcel Mattijssen**
> Founder, City AED

After City AED's successful pilot in Delft, five more AED-equipped charging stations are scheduled for installation in the city of Rotterdam, the Netherlands in 2019.

Learn more about this initiative: news.evbox.com


CITY AED


Oplaadpunt

rEVolution

Your contributions, whether big or small, will make a lasting impact on the mobility and transportation industry. Building a zero-emission world is something we have to—and will—do together.

Enter rEVolution, the annual networking and idea-sharing conference for the eMobility industry and more. Each year, the sector's best and brightest gather in Amsterdam for a full day of inspiring presentations and conversations aimed at answering the question: "What can we do to accelerate the race toward a zero-emission future for transportation?"

Featuring a variety of keynote speakers that cover everything from global market predictions to best practices for EV adoption amongst consumers and businesses, attendees are encouraged to bring the day's insights back to their markets and utilize their new-found connections to make real progress in the mission to zero-emission.

Join us at the next rEVolution: revolution20.amsterdam
Explore previous editions: revolution.evbox.com

"Solutions need to be created in collaboration. It's critical to have ecosystems like rEVolution, where people can join forces and together explore how to best construct a more sustainable future."

Isabelle Kocher
Chief Executive Officer, ENGIE

"Moments of great change are always a result of collaboration—between communities, corporations, and countries.

When you put all of those together in the same room—like we do at rEVolution—magic happens.

Pulling rabbits out of hats? Not at all! This is about the real world, with real challenges and opportunities, real business realities, and real people pulling together."

Roger Atkins
Founder
Electric Vehicles Outlook Ltd

What's **next**

Going circular

Most businesses today operate in a linear economy, which is based on a "take, make, and dispose" model. This means that they source materials as cost-effectively as possible in order to sell the largest quantity achievable. Their operations are based on the assumption that there's an infinite amount of resources available.

The circular economy model, however, treats resources as finite, and is based on a "make, use, and return" model. Here, companies maintain full ownership of market offerings. This model is often achieved via business models based on leasing, subscriptions, or various types of shared economies (think: car sharing).

A recent McKinsey report concluded that circular businesses could boost Europe's resource productivity by 3% by 2030. This equates to annual savings of €600 billion a year.

Adapting to a circular economy model will reduce the dependency on raw materials, and most importantly, it will limit waste. If we really want to turn climate change around, we'll need to take responsibility ourselves. This is why we're currently developing an innovative service model for our charging stations, one which will close the loop—even after disposal.

The new model will be a subscription model in which customers can subscribe to (or "lease") a charging station for a monthly fee.

This replaces the need for fleet owners and EV drivers to purchase and maintain their own residential or workplace solutions; we take ownership and responsibility of these charging stations, covering everything from station maintenance to charging management.

Once the subscription ends, stations are brought back for refurbishment or recycling. The station will then find a second life (e.g. as dummy stations on schoolyards—see "Future Citizens"). This process is repeated until the station is fully recycled.

This subscription will be the first step in a long-term plan to make sure that EVBox is responsible throughout all operations, even after disposal. Because the subscription lasts longer than just the charging station itself, companies can reduce spending and lower their carbon footprint at the same time.

Learn more about this intiative soon: evbox.com

Access to EV charging on a global scale

In 2018, we've entered a landmark roaming partnership with ChargePoint, enabling EV drivers to roam between charging networks, making EV charging more accessible than ever.

For the transition to electric mobility to work, a network built on open standards is an absolute must. Our roaming partnership will enable drivers on EVBox and ChargePoint networks to seamlessly access public charging spots while traveling throughout Europe and North America. This agreement eliminates the need to register for multiple accounts and ensures that drivers don't incur additional fees when roaming.

> "This agreement underscores ChargePoint's open network philosophy and highlights our dedication to establish a ubiquitous charging network that will inspire more drivers to go electric and support the transition to zero emissions mobility on a mass scale. We look forward to continuing to establish strategic partnerships with companies like EVBox who share our goal of paving the way to an all-electric future on a global scale."
>
> **Pasquale Romano**
> CEO and President
> ChargePoint Inc.

Agreement based on the open protocol OCPI
This roaming agreement is based on the Open Charge Point Interface (OCPI) protocol. OCPI is an independent, open protocol that enables network operators to exchange key information needed to provide roaming services, which gives EV drivers a number of benefits:

- Better information about the status (availability and location) of charging points
- Better insight into costs before, during, and after charging, while ensuring the privacy of driver account information
- Larger network of charging locations
- One single interface for direct (international) payment at charging points

Learn more about this initiative: news.evbox.com

To our team, partners, and customers,

thanks a million for your contributions and achievements. The road to zero-emissions may be long, but it's one worth traveling with you on board. Stay tuned for our next "Year in Review." Until then—drive electric, charge everywhere.

EVBox 2018 management
Kristof Vereenooghe, CEO
Peter Van Praet, CCO
Tessel Jarigsma, COO
Arjan van Rooijen, CTO
Rob Blasman, CFO
Eric Stempin, CRO

evbox.com

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Antwerp, Bordeaux, Copenhagen,
Los Angeles, Madrid, Milton Keynes, Munich,
New York, Oslo, Paris, and San Francisco

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