



APEXEV™

EVSE Ownership Options



SITE HOST PURCHASE MODEL

Apex EV coordinates with site host to conduct site visit. An engineering takeoff is completed to determine number of chargers based upon available capacity, EV charging demand, parking spaces, and site host's budget

Available rebates and/or tax incentives will be determined

Site host pays full turnkey costs up front, and any/all incentives will be reimbursed to site host as they come in

Revenue share is 90% to the site host and 10% + \$1.00 per transaction to Apex EV, which is all paid by the driver. This is net of all electrical utility costs





SITE HOST FINANCE MODEL [EVSE AS A SERVICE [EVSEaaS]]

Apex EV coordinates with site host to conduct site visit. An engineering takeoff is completed to determine number of chargers based upon available capacity, EV charging demand, parking spaces, and quote will be generated.

Available rebates and/or tax incentives will be determined

\$0 down, \$0 out of pocket low interest [*OAC] financing. Single page credit app up to \$150,000 at 5 year term

Utilize charging revenue to pay down the monthly payments, zero them out, or even have positive cash flow

Cash flow positive potential from day 1

Turnkey EVSE installation and ongoing operation services with no CapEx outlay

Revenue share is 90% to the site host and 10% + \$1.00 per transaction to Apex EV, which is all paid by the driver. This is net of all electrical utility costs

APEX EV EVSE Ownership Options

APEX OWNED

Apex EV coordinates with site host to conduct site visit. An engineering takeoff is completed to determine number of chargers based upon available capacity, EV charging demand, parking spaces, and quote will be generated.

Available rebates and/or tax incentives will be determined

Apex EV pays for full turnkey installation of maximum EVSE possible based upon engineering takeoff, and with site's approval

Cash flow positive potential from day 1

Turnkey EVSE installation and ongoing operation services with no CapEx outlay
7 to 10 Year term for initial contract

Revenue share is 10% to the site and 90% + \$1.00 per transaction to Apex EV, which is all paid by the driver. This is net of all electrical utility costs





NEXT STEPS

- Site Inspection & Scope-of-Work (All 3 Ownership Options)
- Execute the contract upon finalizing the Scope-of-Work
- Complete engineering drawings and file for permits
- Assist in incentive applications (if any)
 - Apex will complete incentive application for Apex Own/Operate Model
- Execute system installation
- Complete city inspection for permit signoff
- Commission chargers to our Universal Payment Gateway (UPG) kiosk
- Begin generating revenue



THANK YOU

