



MURB charging: learnings, issues and solutions

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About Add**ENERGIE**



- **Founded in 2009 in Quebec City**
- **Designs and manufactures charging stations and software for all market segments**
- **Vertically integrated: We're designers, manufacturers and operators of our products and provide 100% Canadian products and expertise**
- **More than 80 employees in 4 business places (Quebec, Shawinigan, Montreal, Mississauga) , opening of the Vancouver office in 2017**
- **Owns and operates the *flo* charging ecosystem**
- **Official solution provider and operator of Canada's largest charging networks**

Servicing the entire ecosystem



Residential



Multiresidential



At work



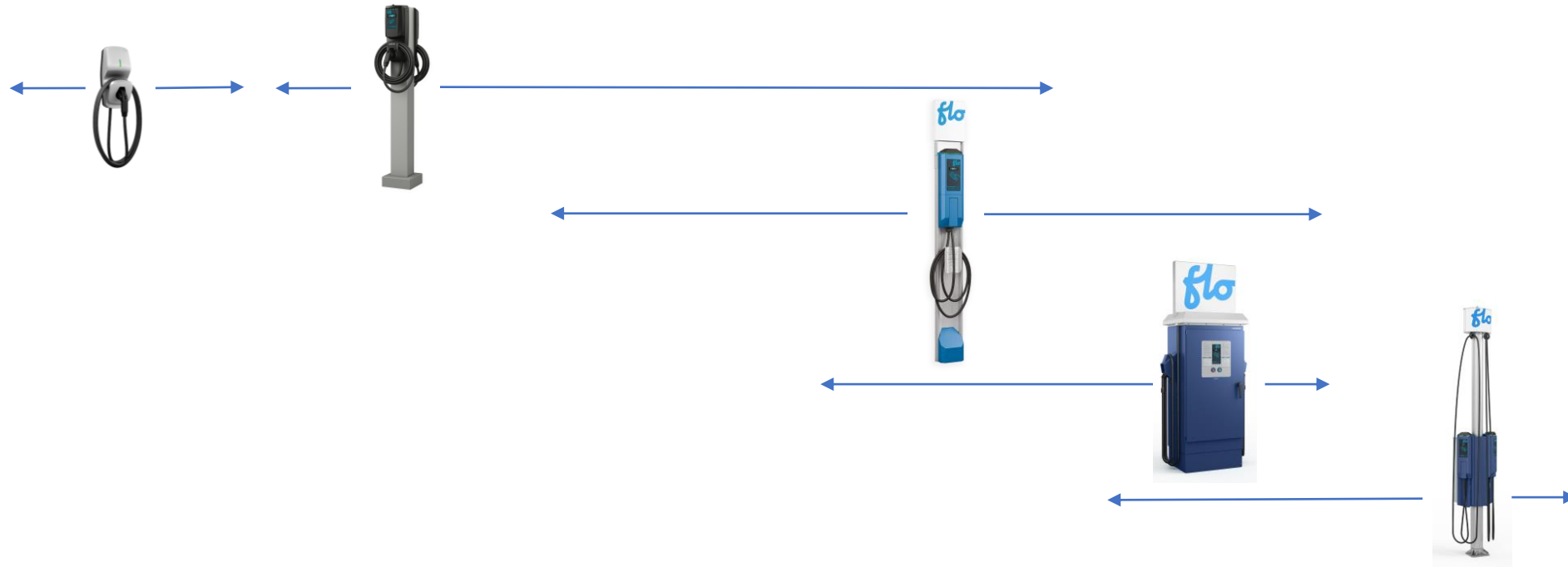
Fleet



Public



City curbside



Our experience with MURB charging

- 1) More than 200 charging stations installed in MURBs across Canada, more than 500 planned for 2017
- 2) Custom solutions for MURBs
- 3) Notable project: Woodfield-Sillery (Quebec City)
 - New building delivered in 2016
 - 4-story interior parking (108 spaces)
 - 65 charging stations on a dedicated panel (144 KVA)



The 5 Challenges

1) Infrastructure & Operating costs

- 1) *Typical install is 3-4 times per charger vs single home installs (retrofit)*
- 2) *Infrastructure costs sharing (scalability)*
- 3) *Operating costs sharing*

2) Energy

- 1) *Insufficient power availability*
- 2) *Infrastructure*

3) Policy, Laws & Bylaws

- 1) *Government Incentives on non-smart charging can be counterproductive*
- 2) *Double majority votes needed*

The 5 Challenges



4) Education

- 1) *EV Drivers*
- 2) *Strata Council*

5) Time

Our answer

An innovative business model: Infrastructure as a Service

- FLO pays for the basic charging infrastructure costs
- FLO adds additional charging stations for each new EV driver
- FLO pays for the energy
- FLO manages maintenance and customer service
- FLO bills customers directly on a monthly basis

→ Works just like cable TV/Internet services

IaaS
Infrastructure as a Service





flo

Thank you