WHO WE ARE

REVS is the only EV charging services company in the U.S. run by real estate professionals who possess a deep understanding of how multifamily properties are designed, constructed, managed, and operated.

REVS was founded to help multi-family owners both defend against and capitalize on the impact that EV adoption will have on their properties and portfolios.

REVS Services

- EV station deployment strategies
- Reporting
- Site due diligence

- RFP services
- Installations and commissioning
- Pre development services

- EV station sales
- Charging station management
- Grant and CARB credit research
**PLUG-IN BEV 101**

Different types of chargers

<table>
<thead>
<tr>
<th>ALTERNATING CURRENT (AC)</th>
<th>DIRECT CURRENT (DC)</th>
</tr>
</thead>
<tbody>
<tr>
<td>LEVEL 1</td>
<td>LEVEL 3</td>
</tr>
<tr>
<td>LEVEL 2</td>
<td></td>
</tr>
</tbody>
</table>

**AC L1**
- 2-5 miles per hour of charge

**AC L2**
- 15-65 miles per hour of charge

**DC**
- 20-30 minutes to full charge
## BEV 101

### How long to charge?

<table>
<thead>
<tr>
<th>MAKE &amp; MODEL ONBOARD</th>
<th>ONBOARD AC CAPACITY (KW)</th>
<th>100 AMP 19.2KW CHARGER</th>
<th>40 AMP 7.7KW CHARGER</th>
</tr>
</thead>
<tbody>
<tr>
<td>TESLA MODEL X</td>
<td>19.2</td>
<td>3.9 HOURS</td>
<td>11.3 HOURS</td>
</tr>
<tr>
<td>TESLA MODEL S</td>
<td>11.5</td>
<td>8.7 HOURS</td>
<td>15 HOURS</td>
</tr>
<tr>
<td>BMW I3</td>
<td>7.7</td>
<td>5.5 HOURS</td>
<td>6.3 HOURS</td>
</tr>
<tr>
<td>NISSAN LEAF</td>
<td>6.6</td>
<td>9.4 HOURS</td>
<td>9.4 HOURS</td>
</tr>
</tbody>
</table>

BEV’s charge at the lesser of onboard capacity or the output of the charger…and batteries are getting stronger.
ELECTRIFICATION OF THE TRANSPORTATION SYSTEM IS INEVITABLE

- EV's represented 5.2% of U.S. sales in Q1 2022 (1)
- 2022 EV sales volume is projected to double over 2021 (2)
- There is a global push to eliminate combustion engine sales by 2030-2040 (3)
- Biden administrations’ goal is for 50% of all new car sales to be EV by 2030 (4)
- California’s goal is to be 100% EV sales by 2035 (5)
- 17 of the largest auto manufacturers have announced plans to fully electrify their models by 2040 (6)

1. Kelly Blue Book 4. The White House
2. Clean Technica 5. CNBC
Utility companies are focused on nightly charging. In practical terms, in virtually all seasons and regions, nighttime hours from 9 p.m. until 5 a.m. are considered off-peak.
# Potential Impact of BEV Adoption on Multifamily

A typical 300 unit apartment complex with 450 parking stalls.

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2030</th>
<th>2035</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Number of BEV's On Site</strong></td>
<td>6</td>
<td>74</td>
<td>241</td>
</tr>
<tr>
<td><strong>BEV's As a Percent of Total Parking</strong></td>
<td>1.3%</td>
<td>16.5%</td>
<td>53.6%</td>
</tr>
<tr>
<td><strong>Level 2 Charging Ports Needed</strong></td>
<td>1</td>
<td>9</td>
<td>31</td>
</tr>
</tbody>
</table>

*REV'S believes that properly managed one charging port can support up to 10 BEV's per property. State, city and local codes may require as much as 30% of parking to be Level 2 EV ready on new development.*
### THE COST OF FREE

Same 300 unit apartment complex with 450 parking stalls and electricity rate of $0.15/Kwh

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2030</th>
<th>2035</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Number of BEV’s on site (assume Tesla S)</strong></td>
<td>6</td>
<td>74</td>
<td>241</td>
</tr>
<tr>
<td><strong>Individual charges per month</strong></td>
<td>3</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td><strong>Total charges per month</strong></td>
<td>18</td>
<td>223</td>
<td>723</td>
</tr>
<tr>
<td><strong>Monthly networking fees per port</strong></td>
<td>$15</td>
<td>$15</td>
<td>$15</td>
</tr>
<tr>
<td><strong>Average cost per charge</strong></td>
<td>$14.64</td>
<td>$14.64</td>
<td>$14.64</td>
</tr>
<tr>
<td><strong>Processing fee</strong></td>
<td>8%</td>
<td>8%</td>
<td>8%</td>
</tr>
<tr>
<td><strong>Total monthly additional property expense</strong></td>
<td>$284</td>
<td>$3,529</td>
<td>$11,434</td>
</tr>
<tr>
<td><strong>Total annual additional property expense</strong></td>
<td>$3,407</td>
<td>$39,213</td>
<td>$127,046</td>
</tr>
<tr>
<td><strong>Impact on property value @ 4% cap rate</strong></td>
<td>($90,000)</td>
<td>($1,120,000)</td>
<td>($3,315,000)</td>
</tr>
<tr>
<td><strong>Impact to a 50 property portfolio</strong></td>
<td>($450,000)</td>
<td>($56,000,000)</td>
<td>($165,750,000)</td>
</tr>
</tbody>
</table>
NMHC ADVOCACY AND LEADERSHIP IS NEEDED NOW

Building regulations, codes and EV charging requirements are being determined by politicians, manufacturers, and other interested parties. Building codes are not in tune with what will best serve the multi-family industry from a cost benefit standpoint.

EV READINESS

- **EV Capable:** 2022 CAL GREEN: 10% OF SPACES  
  DENVER: REMAINING SPACES
- **EV Ready:** 2022 CAL GREEN: 25% OF SPACES  
  DENVER: 15% OF SPACES
- **EV Installed:** 2022 CAL GREEN: 5% OF SPACES  
  DENVER: 5% OF SPACES
REVS’ OBSERVATIONS

The market is fragmented with many EV charging manufacturers, equipment and capabilities.
REVS’ OBSERVATIONS

The multifamily industry is not prepared
REVS’ OBSERVATIONS

There will be winners and losers as adoption accelerates
THE OPPORTUNITY

The largest owners and operators have the best opportunity to scale a separate charging business either through partnership or by investing in their own platforms and operate charging stations.
THE OPPORTUNITY

- Time
- Knowledge
- Competing Initiatives
- Experience
- Reluctance

CHALLENGES
Q&A

May 20, 2022

Scott Wise: Swise@refuelevs.com
David Aaronson: Daaronson@refuelevs.com