



Electrifying your Business



Kempower keynote
Han Dix, Head of Sales Benelux

+ Agenda

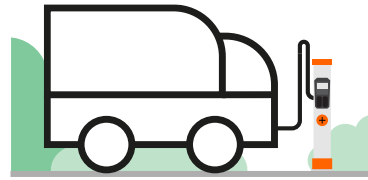
- Kempower in a nutshell
- Public charging
- Public charging:
How to make it profitable?
- Reference case
- Excellent user experience
with Kempower solutions



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- **Kempower in a nutshell**
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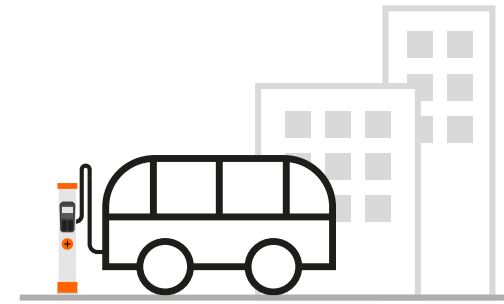




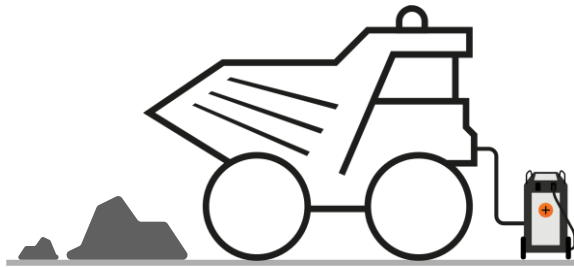
Trucks



Cars

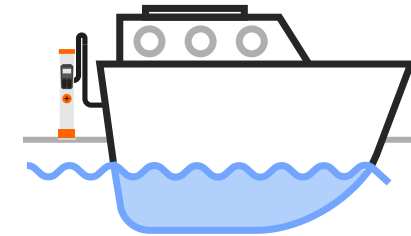


Busses



Mining

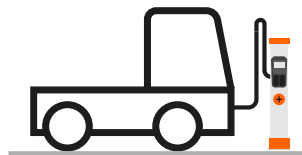
Our vision
is to create
the world's most
desired **EV charging
solutions**
for everyone,
everywhere.



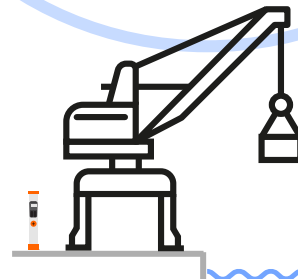
Vessels



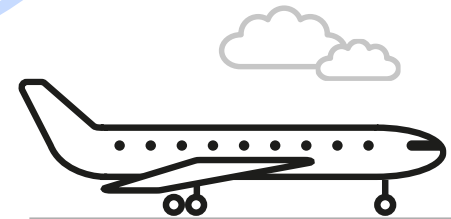
Forklifts



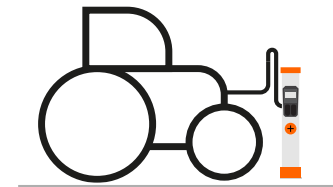
Harbor Vehicles



Harbor Cranes

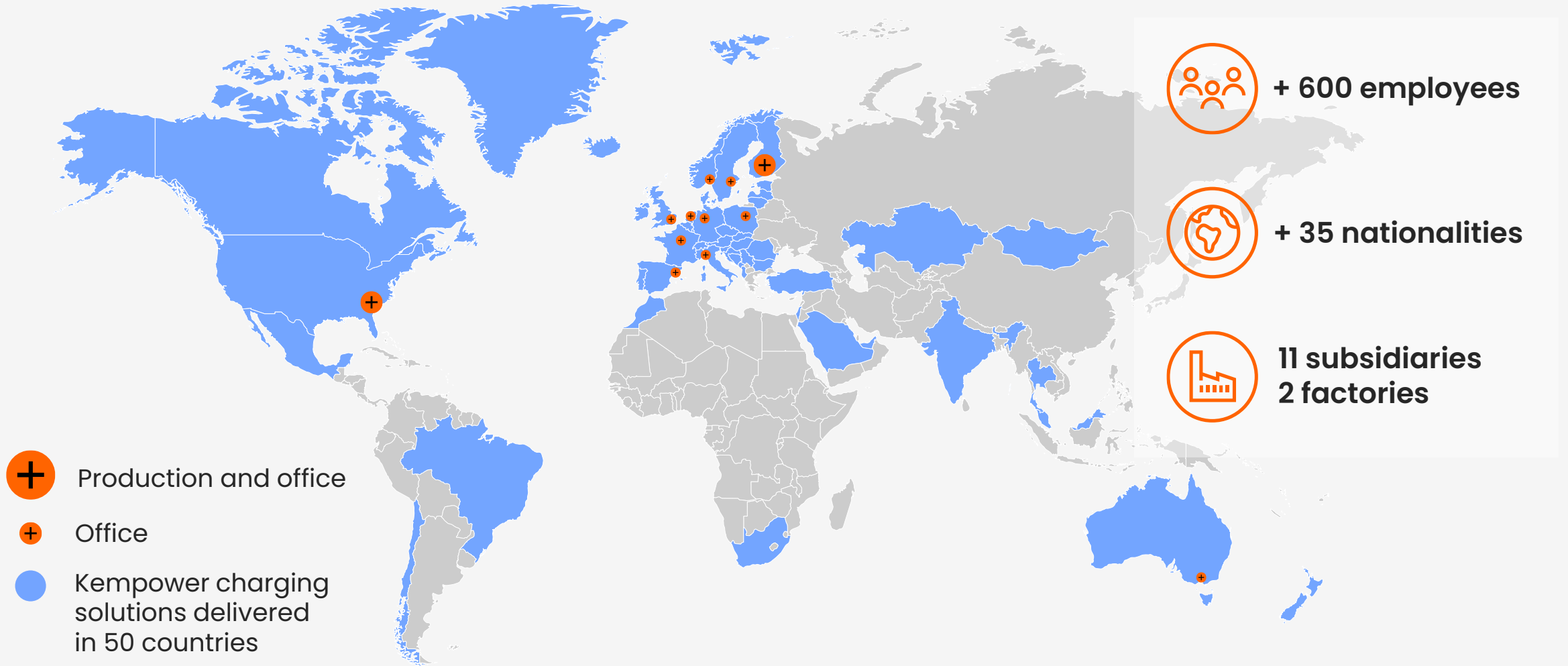


Airplanes



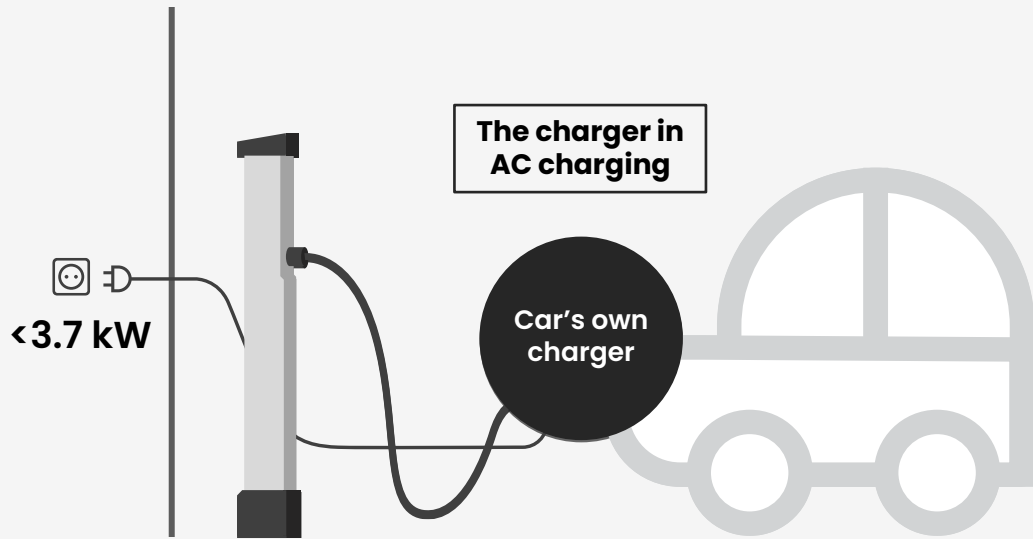
Agriculture

We are a global company



+ We focus on DC fast charging

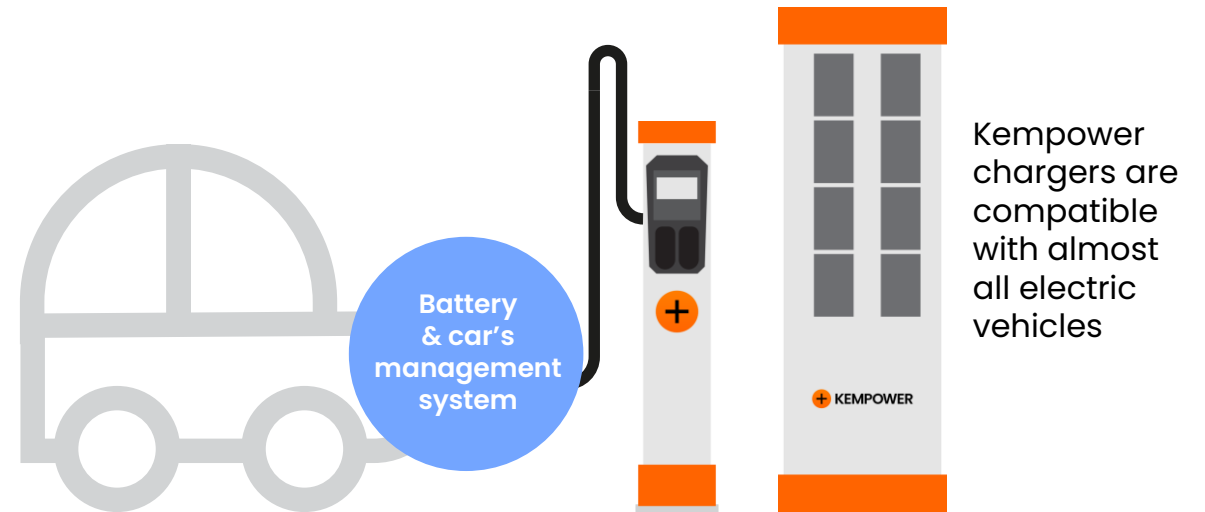
2–22 kW AC charger



Estimated charging time is **several hours**



Typically > 50 kW DC charger



Estimated charging time is **minutes, less than an hour**



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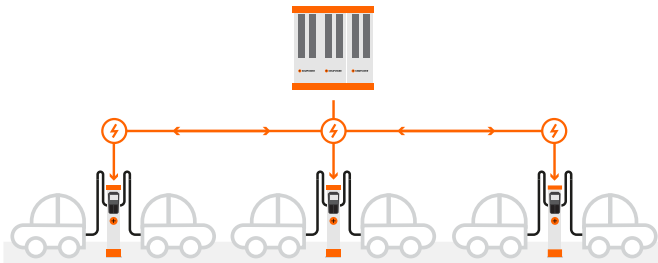
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+ Public charging: where do you charge?

Long Term

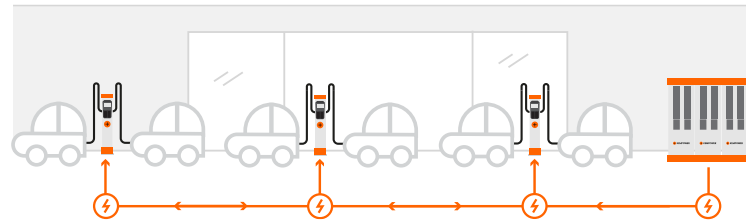
Street Parking,
Parking, Work



- ⌚ Charging availability: 4-8h
- ⚡ 22- 50kW / (4-22kW)
- 🔌 CCS / (AC Type2)

Destination/Opportunity

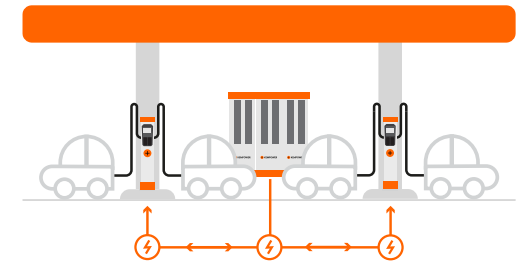
Grocery Retail, Special Retail,
Shopping center



- ⌚ Charging availability: 30min-4h
- ⚡ 22-150kW / (11-22kW)
- 🔌 CCS / (AC Type2)

On-The-Move

Highway,
Urban nodes



- ⌚ Charging availability: 30min
- ⚡ 150kW →
- 🔌 CCS

+ Public charging players

Charge Point Operators



Charging is CPO's core business. CPOs manage and operate their own charging network.

Retail



Charging adds an additional service for retail customers and a new revenue stream for the retailer.

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+ How to make charging profitable? For CPO's



Scalable systems that grows together with the site and operations, optimized Capex

Higher revenue – with *Dynamic power management*, total revenue is higher than traditional charging systems, faster ROI

OCCP Connection to 3rd party backoffices – flexible back end connection to CPO's management system

#moreplugs Optimal power/plug ratio for the destination use case

+ How to make charging profitable? For retailers



Offer added values

Charging is a plus now, a must in the future

Customer experience – Owning the customers' behaviour, journey and experience

Loyalty programs – add and link charging into apps where traditional purchases are conducted

#moreplugs – longer shopping time

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+ Reference Case



Kempower ChargEye

Modular power source



1-12x



Power Modules with 25kW increments

Scalable Charging:
Kempower Power Unit

User-friendly Kempower Satellites



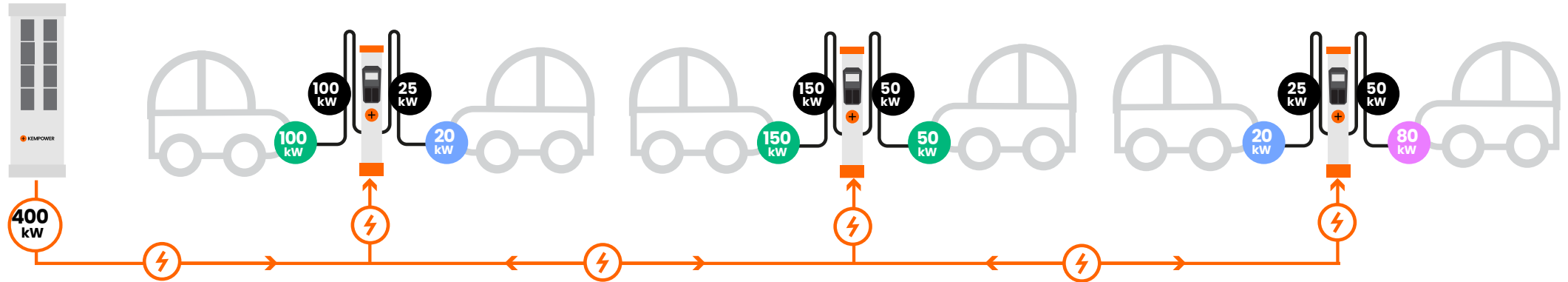
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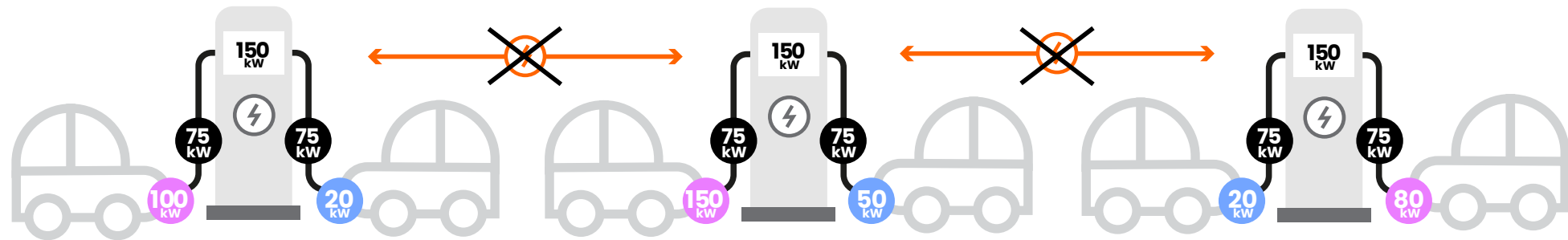


+ Dynamic Power Management

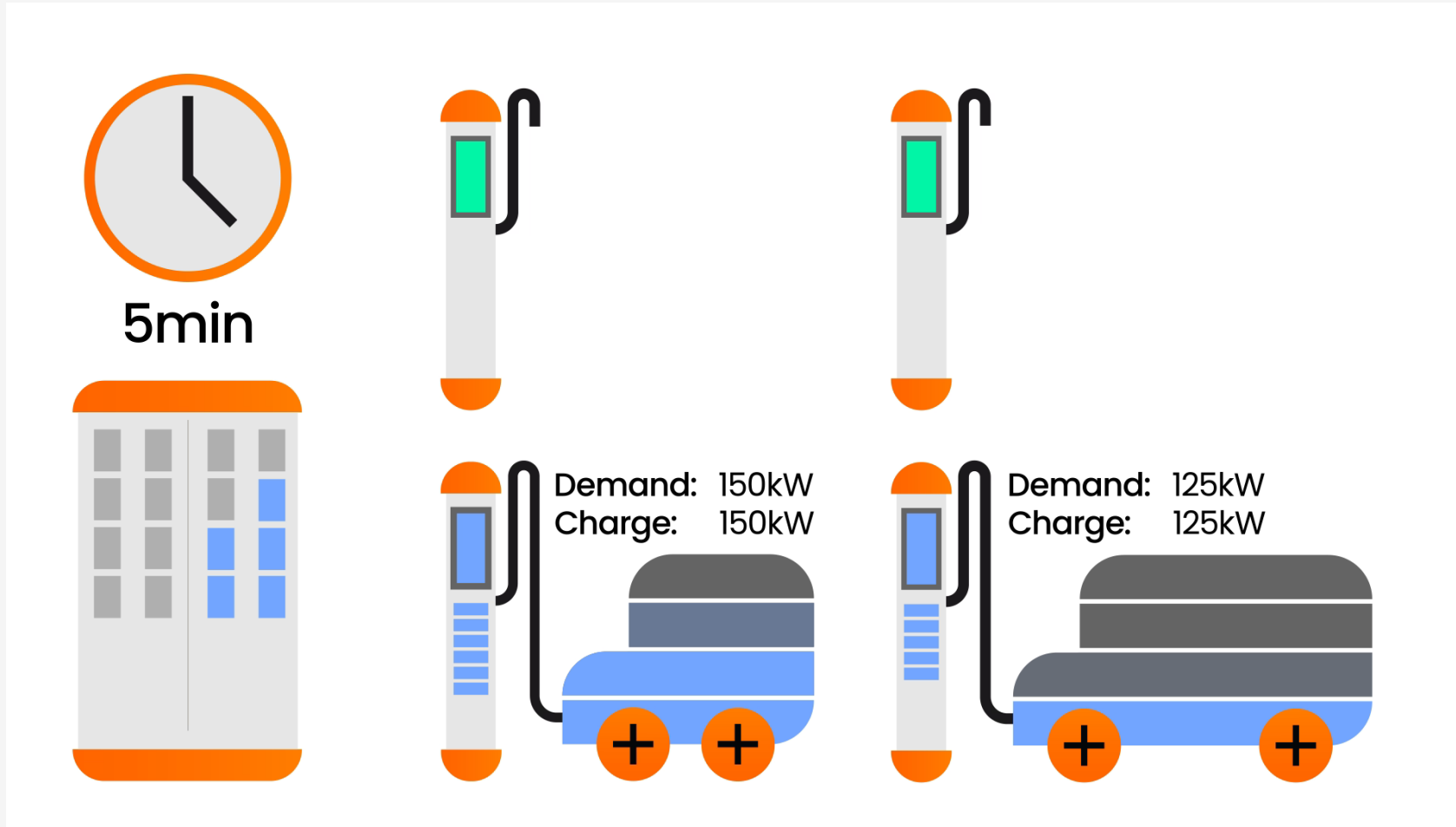
Kempower Charging System



Traditional Charging System



+ Dynamic Power Management



+ Excellent user experience

Light Cable Management

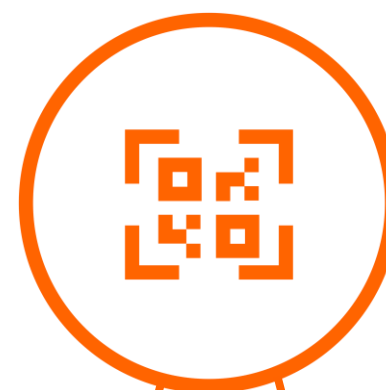


Easy to use
-interface



Different
payment options

QR
code

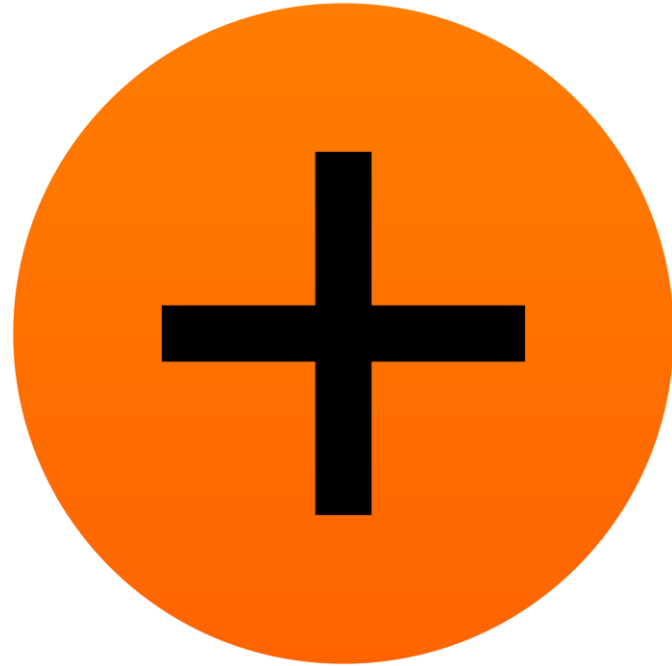


Following
Charging status



Pay with
your phone





Thank You.

kempower.com

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