

THE WORLD IS CHANGING FASTER

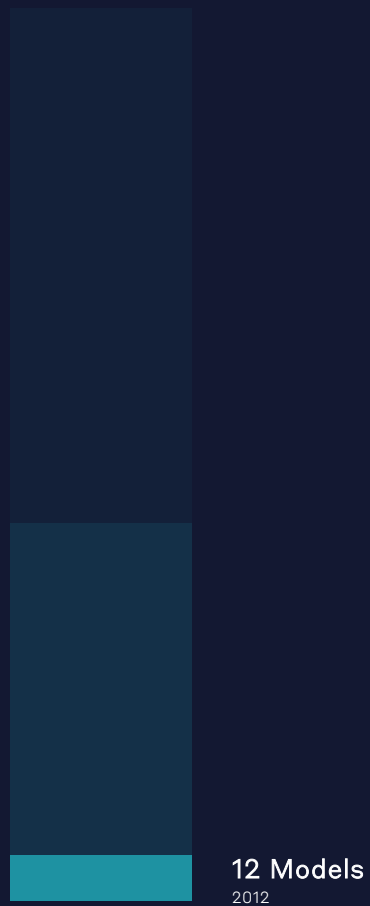
REA

EV Interoperability Seminar London, February 7th 2020



HUBJECT

The change is happening

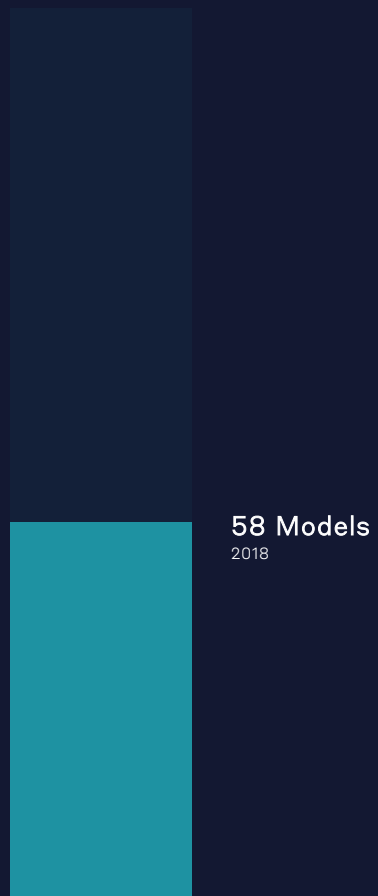


EV MODELS COMING TO THE EUROPEAN MARKET

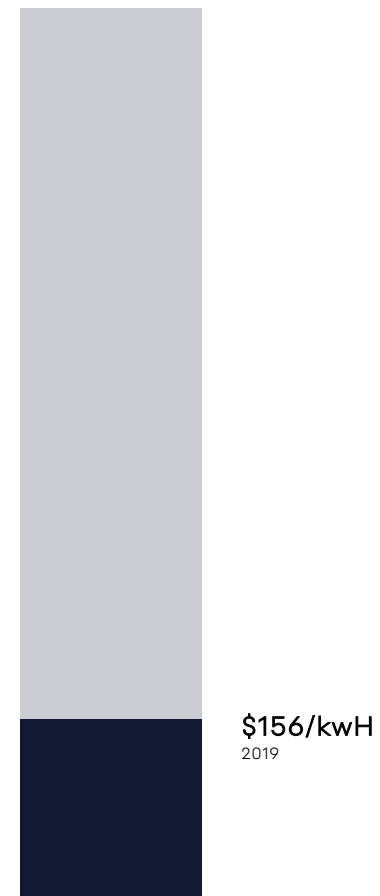


BATTERY PRODUCTION COSTS

The change is happening



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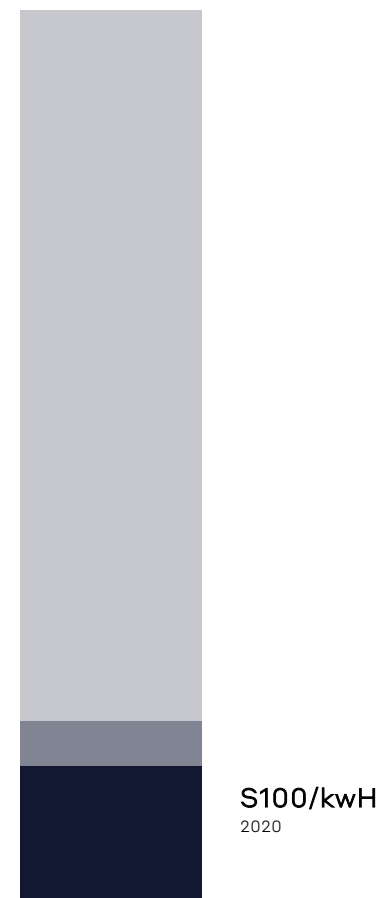


BATTERY PRODUCTION COSTS

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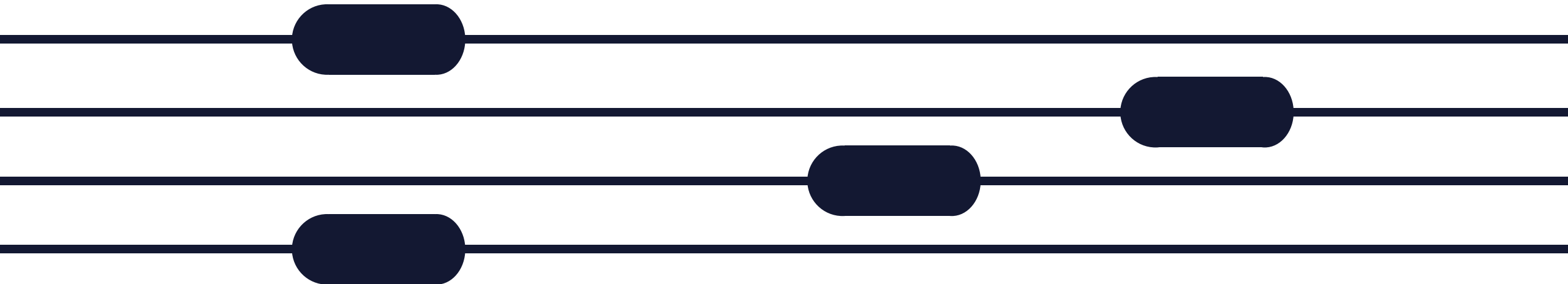
EV MODELS COMING TO THE EUROPEAN MARKET



BATTERY PRODUCTION COSTS

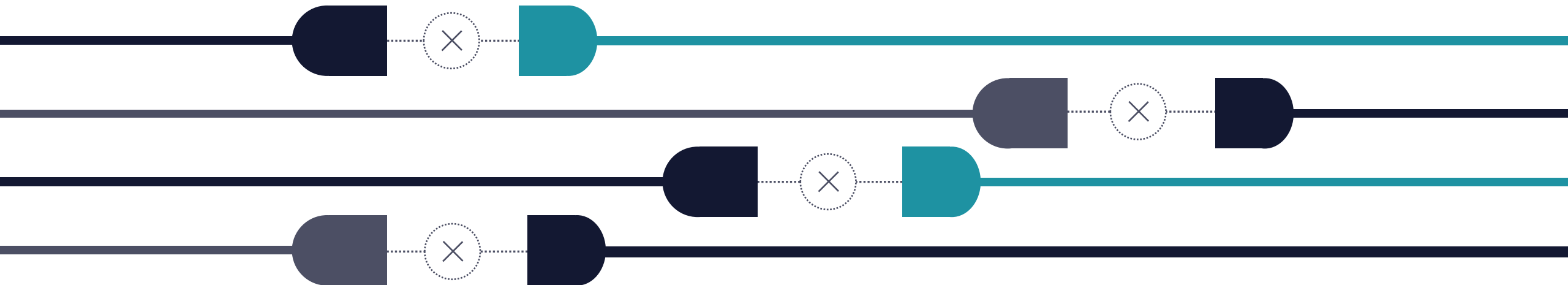
One big disconnected mess

Hundreds of separate competing charging networks have evolved all over the world. Leaving a disconnected mess for EV users to deal with.



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What can mobile phone networks teach us about emobility?

GLOBAL MOBILE PHONE ROAMING NOW

- One contract connects to all networks
- Automatic connection to the nearest network, or choose a preferred network
- One contract – one price. No hidden extra costs for roaming for B2C users
- Easy recharge – use your preferred payment method and you're connected again

EV CHARGING NETWORKS NOW

- Many contracts required to connect to many networks
- Many apps required to just know which charging options are nearby
- Charging prices are confusing with hidden costs
- Challenging combination of Apps, RFID cards and authentication technology

What does the future look like?



CHARGING POINTS ALL ON A
SINGLE MAP



CHARGE **ANYWHERE** ANYTIME



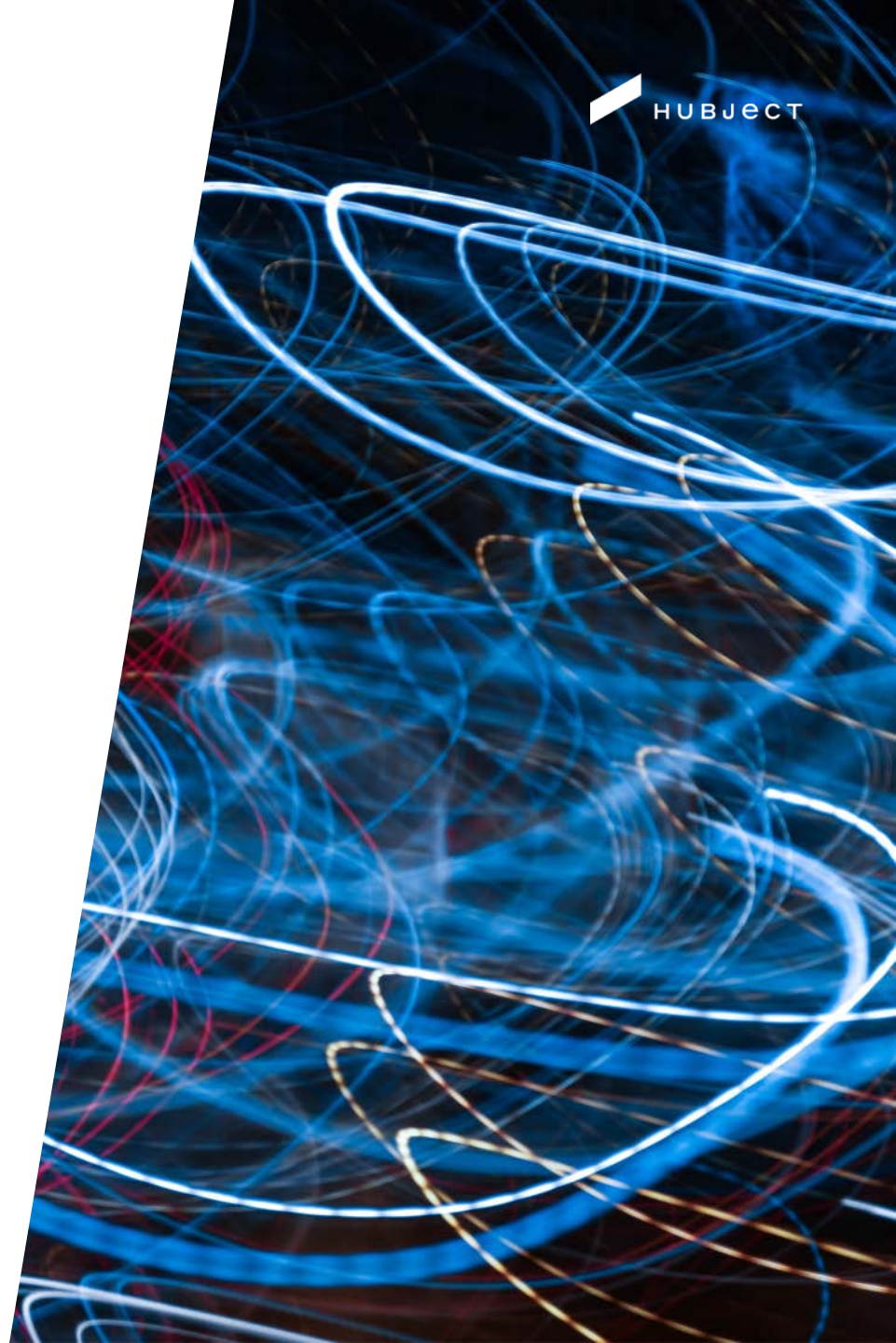
SEAMLESS CHARGING WITH YOUR
PREFERRED PAYMENT METHOD



ALL CHARGING STATIONS ARE **SAFE
AND SECURE**

THE FUTURE OF E-MOBILITY

The Hubject Connection



One Solution. One Platform.



ALL IN ONE

One contract to access all charging networks. No more negotiation with every CPO and EMP.



EASY

Seamless Charging for all Customers anywhere in the network.



EVER GROWING

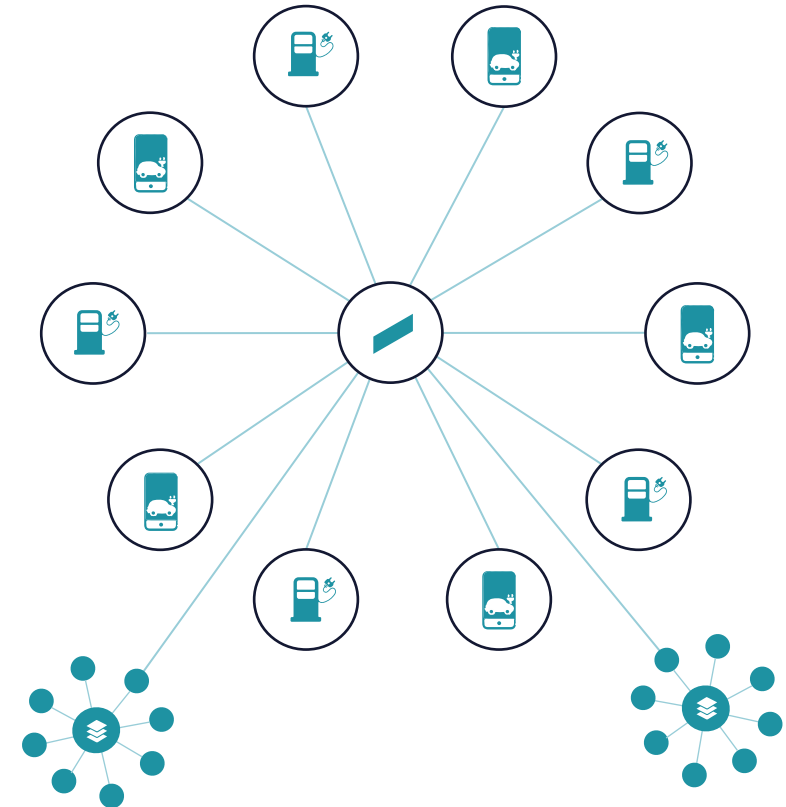
More than 200,000 charging points and 600 partners to date.

SOLUTION



WITHOUT HUBJECT

* CPO – Charge Point Operator; EMP – Emobility Provider



WITH HUBJECT



1 API BUSINESS CONTRACT

How this benefits you

SHINE

Be part of the leading team in the emobility industry. Combine your strengths with our partners Porsche, Audi, Ionity, Siemens and many more.

GROW WITH US

Reach and surpass your potential with our technology, data, and partners – worldwide.

GET CONNECTED

Connection with our Network means more opportunities for you. Both now and as we innovate into the future.

DISCOVER THE NEXT LEVEL

Open up new possibilities for your business by taking advantage of our access to leading edge technology and market knowledge.



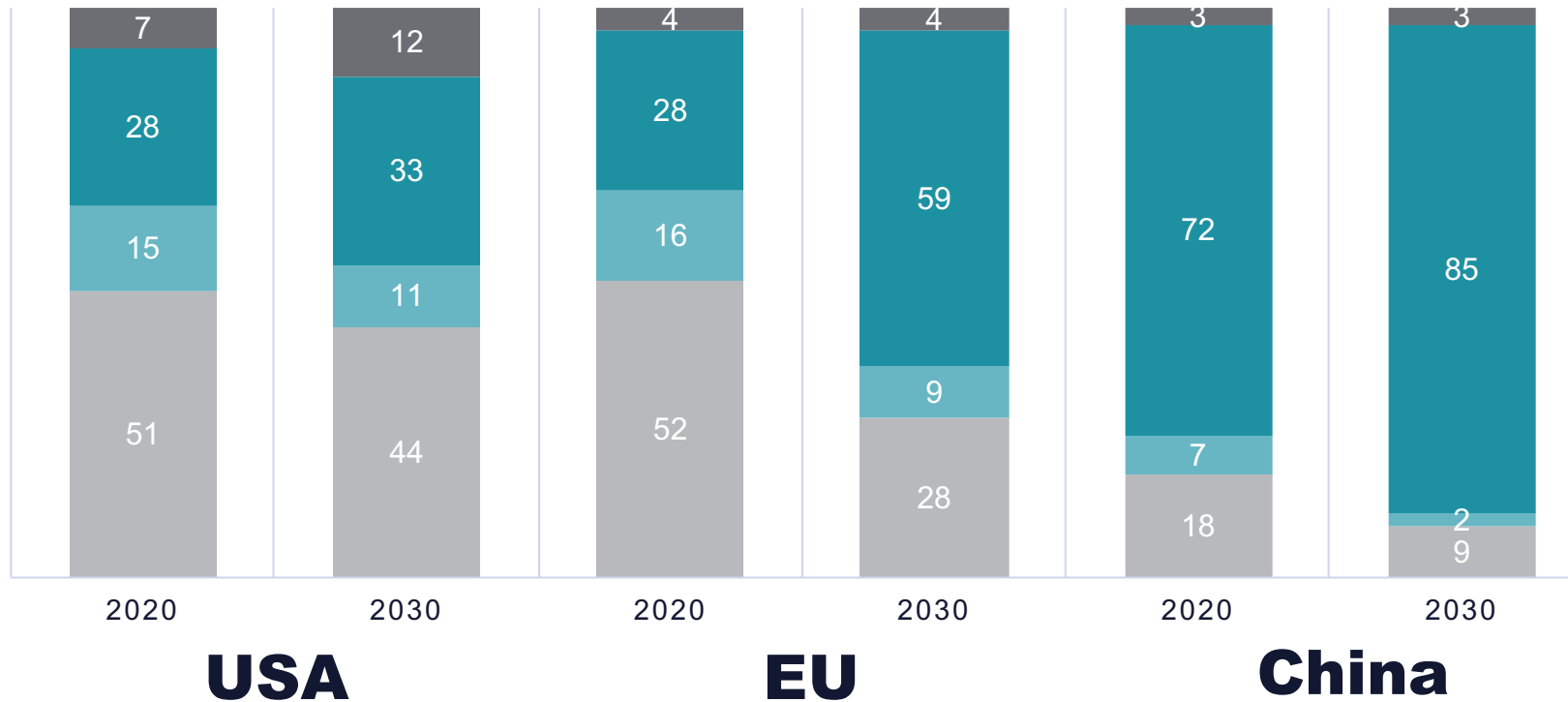
HUBJECT'S GLOBAL CHARGING NETWORK COUNTS OVER 600 PARTNERS AND >200.000 CHARGING POINTS



Outlook: Charging scenarios and impact on the need of eRoaming in core markets

CHARGING SCENARIOS %

■ Home ■ Work ■ Public ■ Long distance



*Source: McKinsey <https://www.mckinsey.com/industries/automotive-and-assembly/our-insights/charging-ahead-electric-vehicle-infrastructure-demand>

- Focus of Hubjects core business model eRoaming is supporting charging on long distance, in the public and partly at work and home.
- Based on the fact that the rising # of EV is driven by volume market EV models, the need for public charging (and eRoaming) is rising.
- This also increases the need for roaming services in general.

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