

Session 2 Agenda

EV Charging Infrastructure and
the Successful Impact of Government Stimulus

Panel Discussion

Slides and Video will be available after the webinar

Large Tech Focused M&A Advisory Firm

26 senior partners
100+ team focused on TMC
50% US / 50% Europe
Over 370+ transactions

Leaders

#1 in TMC cross-border midcap
#2 in TMC global midcap
11 Awards 2018-2020

Global Presence

9 offices in 6 countries
Plus partnerships in:
Dubai, Israel, Japan, and Singapore
70% of deals cross-border

Mobility & New Energy

Team of 23 Focused on
Mobility & New Energy
Senior Advisory Board
Deep Relationships
with Leaders and investors

BELIEVE IN INNOVATION - CHANGE THE WORLD



D R A K E S T A R
P A R T N E R S

The Advisor of Choice in Mobility and Energy Transition

THE MOBILITY HOUSE
PRIVATE PLACEMENT
SPgroup AND EIB FINANCING FACILITY
European Investment Bank Group
Fleet Charging and Vehicle-Grid-Integration

ETERGO
SALE TO
OLA ELECTRIC
E-Mobility

fortum
MAJORITY SALE OF ITS CHARGE POINT OPERATOR ACTIVITIES TO AND PRIMARY CAPITAL RAISE FROM
Infracapital
Electric Vehicle Charging

pod POINT
SALE TO
EDF AND LEGAL AND GENERAL
Electric Vehicle Charging Solutions

M-CAPITAL & Other shareholders
SALE OF
onefield
ZE ZEborne.com onefield Belgium
IT, Smart Metering and Electric Charging Vehicle Solutions

GreenFlux
Smart charging
DIVESTITURE OF CHARGE POINT OPERATING DIVISION TO
Joulz
A portfolio company of 3i
Electric Vehicle Charging (B2B)

alliander
OWNER OF
allego
SALE TO
meridiam
Electric Vehicle Charging Solutions

newmotion
charge smart
SALE TO
Shell
Electric Vehicle Charging Solutions

FIXICO
PRIVATE PLACEMENT
AUTOTECH VENTURES ORANGE GROWTH CAPITAL & Other Shareholders
Car Damage Repair Handling Marketplace

zenpark
PRIVATE PLACEMENT
edf pulse RATP CAPITAL INNOVATION
DEAMETER MAIF Avenir
Nestadio Capital Aventure
Smart Parking

SnappCar
PRIVATE PLACEMENT
Q8
Peer-to-Peer Car Sharing

mobilitymixx
mobility made personal
SALE TO
HITACHI Inspire the Next
Mobility

unu
PRIVATE PLACEMENT
ponooc by NRW.BANK Michael Baum and other investors
E-Mobility

TRAVELCAR
PRIVATE PLACEMENT
MAIF PSA PEUGEOT CITROËN
P2P Car Sharing Service

Campana
PRIVATE PLACEMENT
ACCEL INDIA idinvest PARTNERS
MICHELIN Groupe Arnault
E-Commerce Marketplace

RIMAC AUTOMOBILI
CAPITAL RAISE
PORSCHE 骆驼股份 CAMEL GROUP
Automotive

LOTUS
DEBT ADVISORY
Automotive

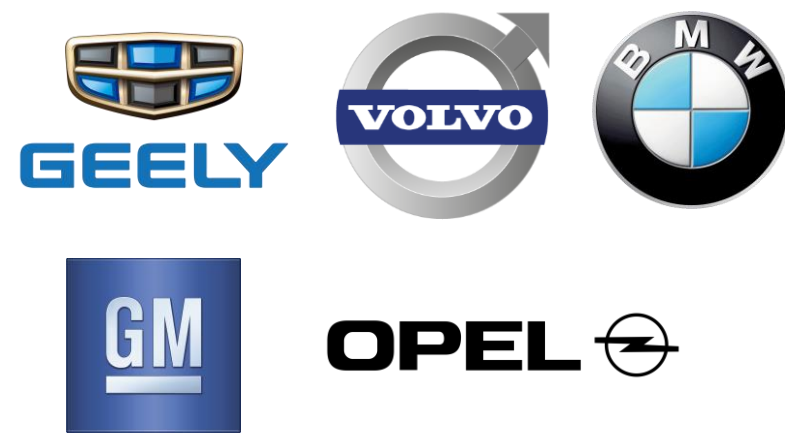
-chargepoint-
PRIVATE PLACEMENT
DAIMLER BRAEMAR ENERGY VENTURES
Electric Vehicle Charging Solutions



Backed By a Stellar Team of Senior Advisors



Carl-Peter Foster
AUTOMOTIVE OEMS



Mel Kroon
ENERGY AND ENERGY TRANSITION



Michel Taride
FLEETS, RENTAL CARS,
AND SMART CITIES



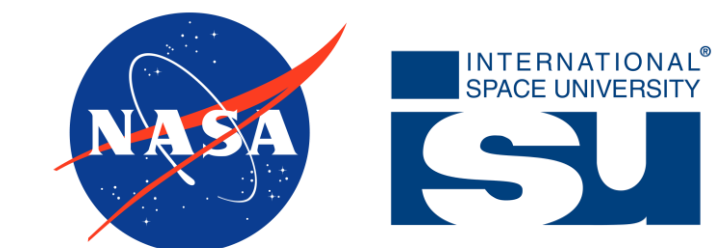
Hein Van Der Zeeuw
SEMICONDUCTORS



Jelle Vastert
SUSTAINABLE ENERGY, EVS



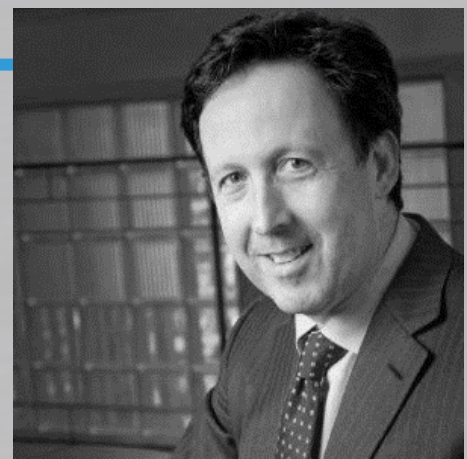
Omar Hatamleh
AEROSPACE,
CONNECTED VEHICLES



Session 2

EV Charging Infrastructure and the Successful Impact of Government Stimulus

Panel 1 | Government Stimulus



Mark Joseph
CEO
Mobitas Advisors

*(and Co-chair of the
infrastructure committee
for the incoming US
administration)*



Francois Gaudet
Head of Thematic Impact
Finance Operations
*European Investment
Bank*

Panel 2 | EU/US High Growth EV Charging Companies



Vic Shao
Founder & CEO
AMPLY Power

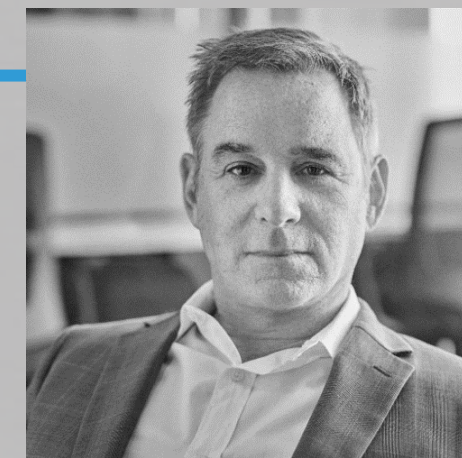


Arcady Sosinov
Co-founder & CEO
FreeWire Technologies



Michael Colijn
Group CEO
Heliox Technology

Panel 3 | EV Charging Infrastructure Financing



Brett Hauser
Operating Partner
Partners Group



Corinne Still
Principal
Apollo Global Management



David Colt
Principal
CPP Investments

Slides and Video will be available after the webinar



Your Hosts



Frank Verbeek

MANAGING PARTNER
DRAKE STAR
AMSTERDAM



Dominique Houde

PARTNER
DRAKE STAR
AMSTERDAM



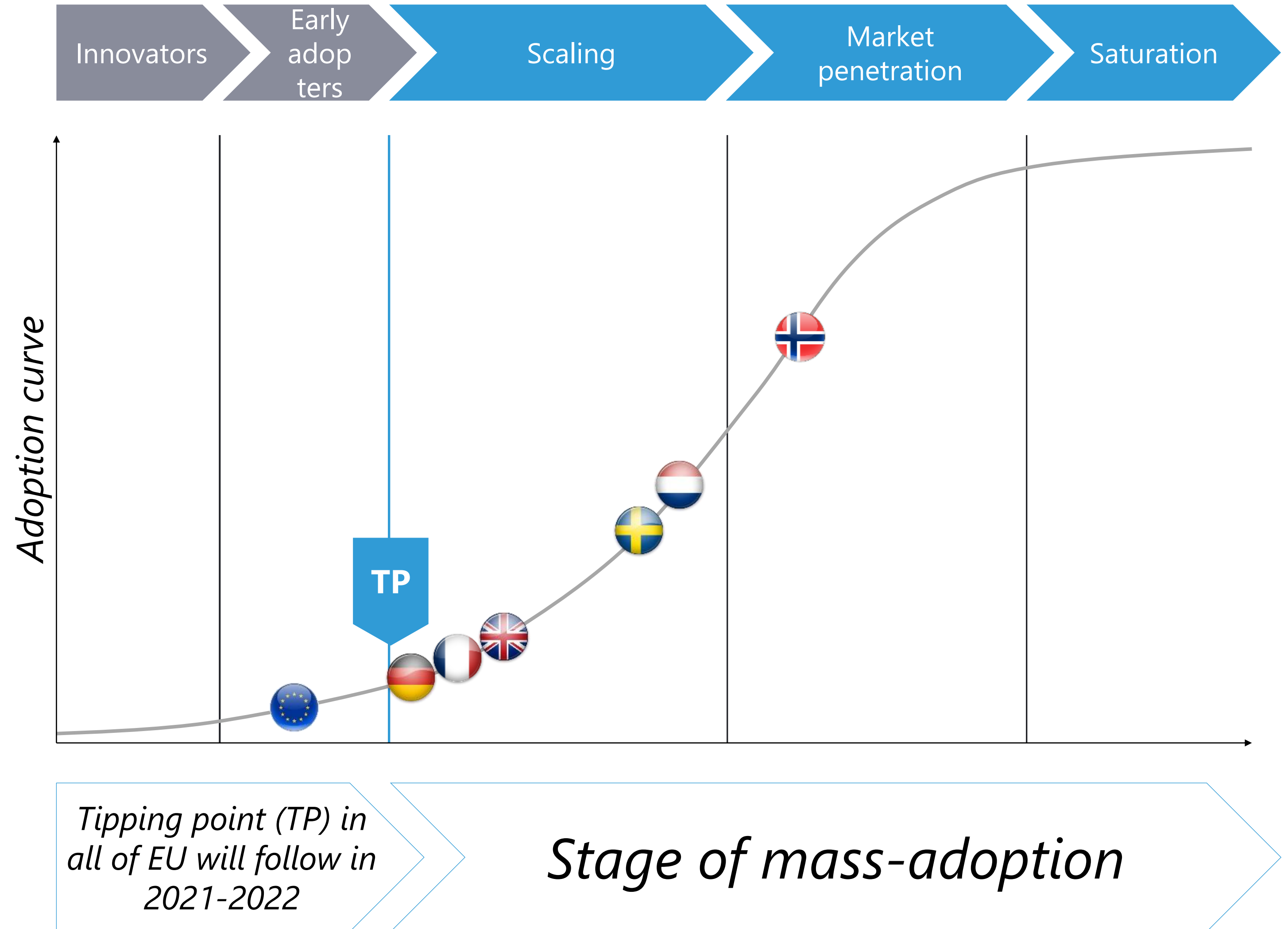
Sherief Rahim

PRINCIPAL
DRAKE STAR
AMSTERDAM

The Future of Mobility is electric

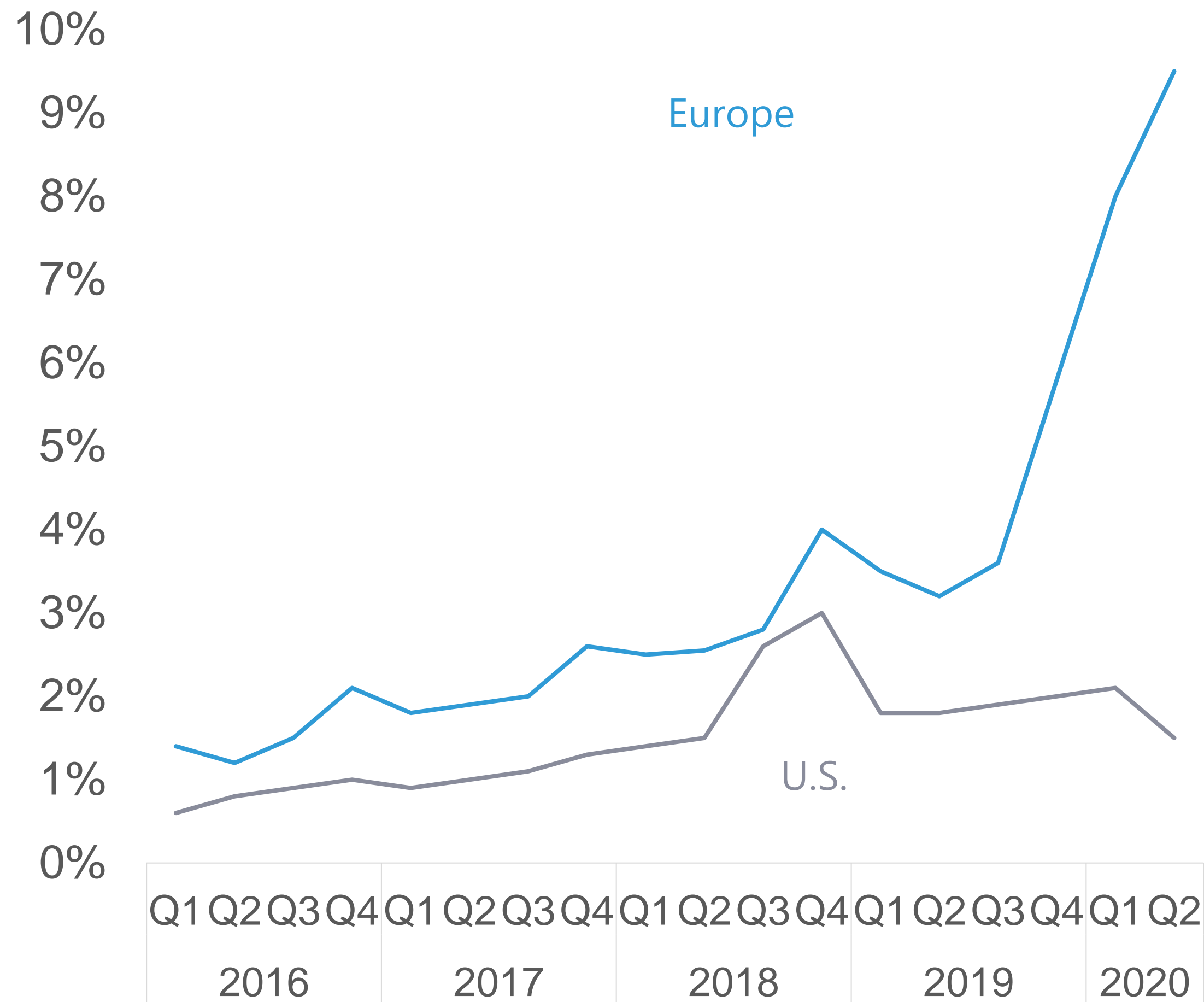
Key Drivers

- 1 *Price-Parity*
- 2 *OEM models, range and performance*
- 3 *Customer perception*
- 4 *Charging Infrastructure*
- 5 *Regulatory Push*



E-mobility exploding in Europe, while stalling in the US

EV share of new passenger vehicle sales (%)



Since 2017: concrete dates for bans on ICE passenger cars in countries like Norway, Belgium, the Netherlands, Sweden, Denmark, the UK, France and Spain

December 2019: European Green deal was announced with a clear aim to become the world's first “climate-neutral bloc” by 2050, a.o. by catalysing investments in green innovation across all sectors

2020/2021: EU fleet-wide average emission targets, putting top car makers at risk of multi-billions in fines

Panel 1 - Government Stimulus

Biden Administration plans to build a modern, sustainable infrastructure and an equitable clean energy future.

How does this impact EV Charging in the US and what learnings from Europe can be leveraged?



Your Panelists



Mark Joseph

CEO



CO-CHAIR OF THE INFRASTRUCTURE COMMITTEE
FOR THE INCOMING US ADMINISTRATION



Francois Gaudet

HEAD OF THEMATIC IMPACT
FINANCE OPERATIONS



Panel 2 - EU/US High Growth EV Charging Companies

How do favourable government incentives support high growth companies in EV Charging?



The fleet factor: Electric buses, heavy duty vehicles and large EV fleets are major contributors to the growth of e-mobility

The cost advantage is crucial...

Technological innovations lower total cost of ownership (TCO) vs. (ICE) for fleet operators

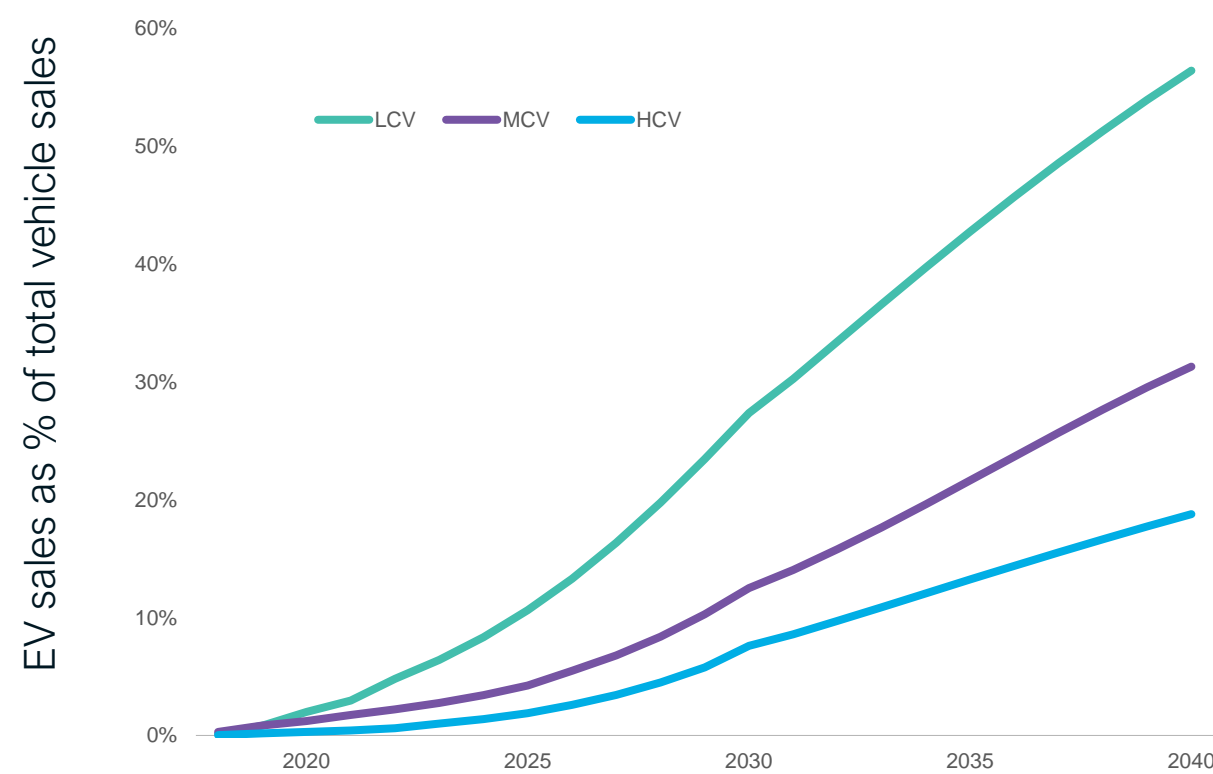
... Leading to increasing presence in fleets

Current global policy making is supporting the adoption of electric vehicles through emission regulations and INCENTIVES

Smart grid / storage will prove essential

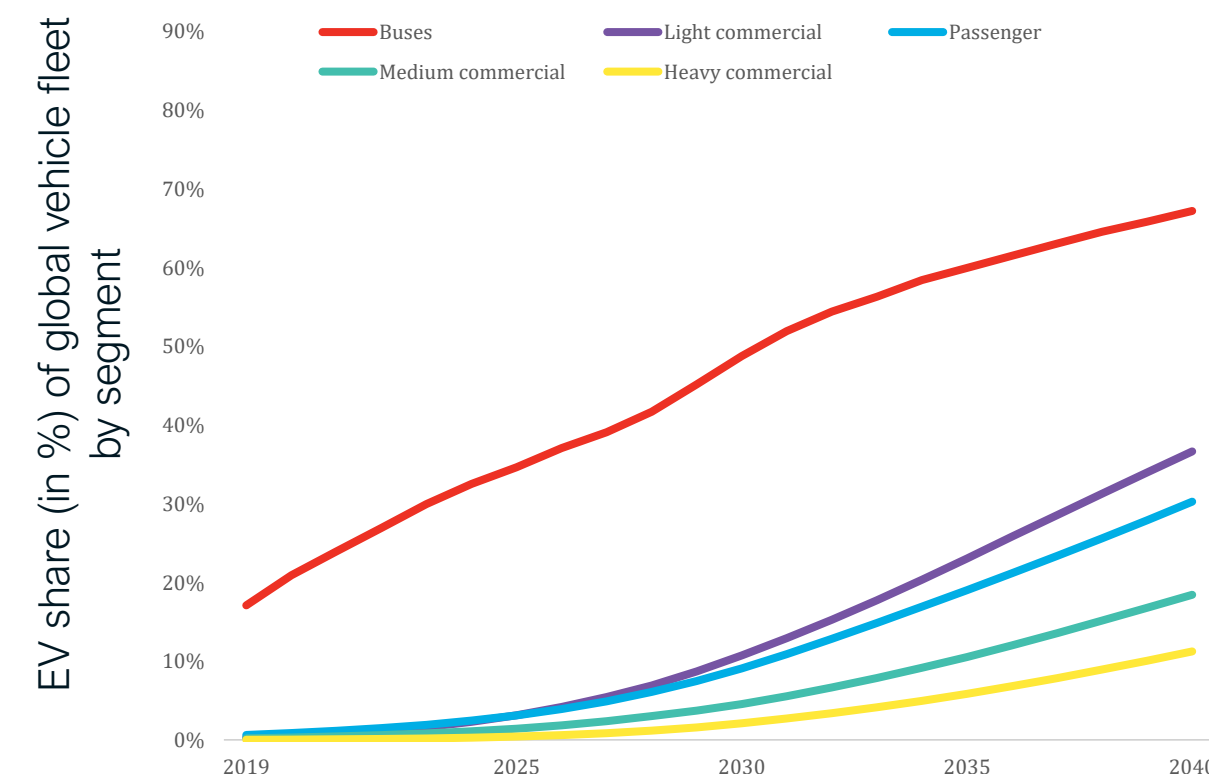
Increasing demand for charging will require infrastructure that requires smart charging services and storage

COMMERCIAL VEHICLE OUTLOOK



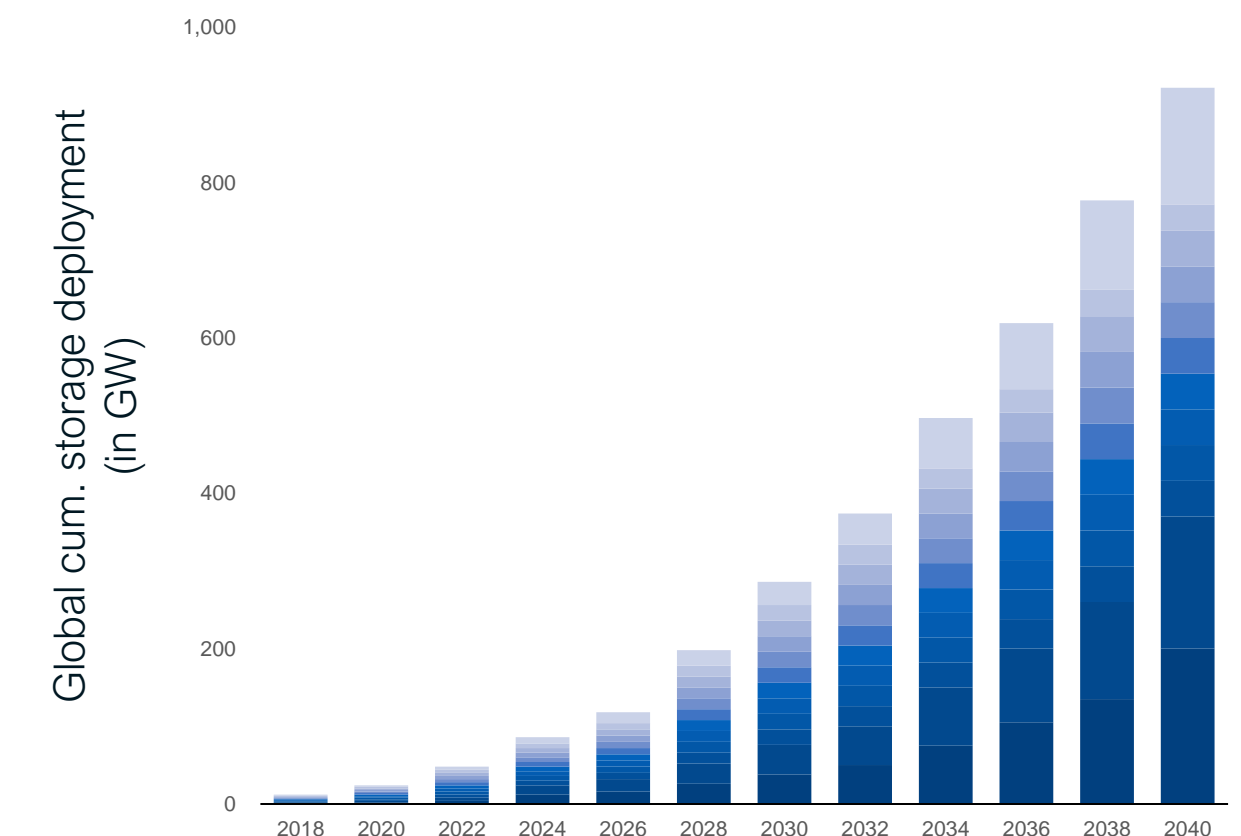
LCV = Light Commercial Vehicle
MCV = Medium Commercial Vehicle
HCV = Heavy Commercial Vehicle

VEHICLE FLEETS PER SEGMENT



Sources: BNEF (2019)

BATTERY STORAGE

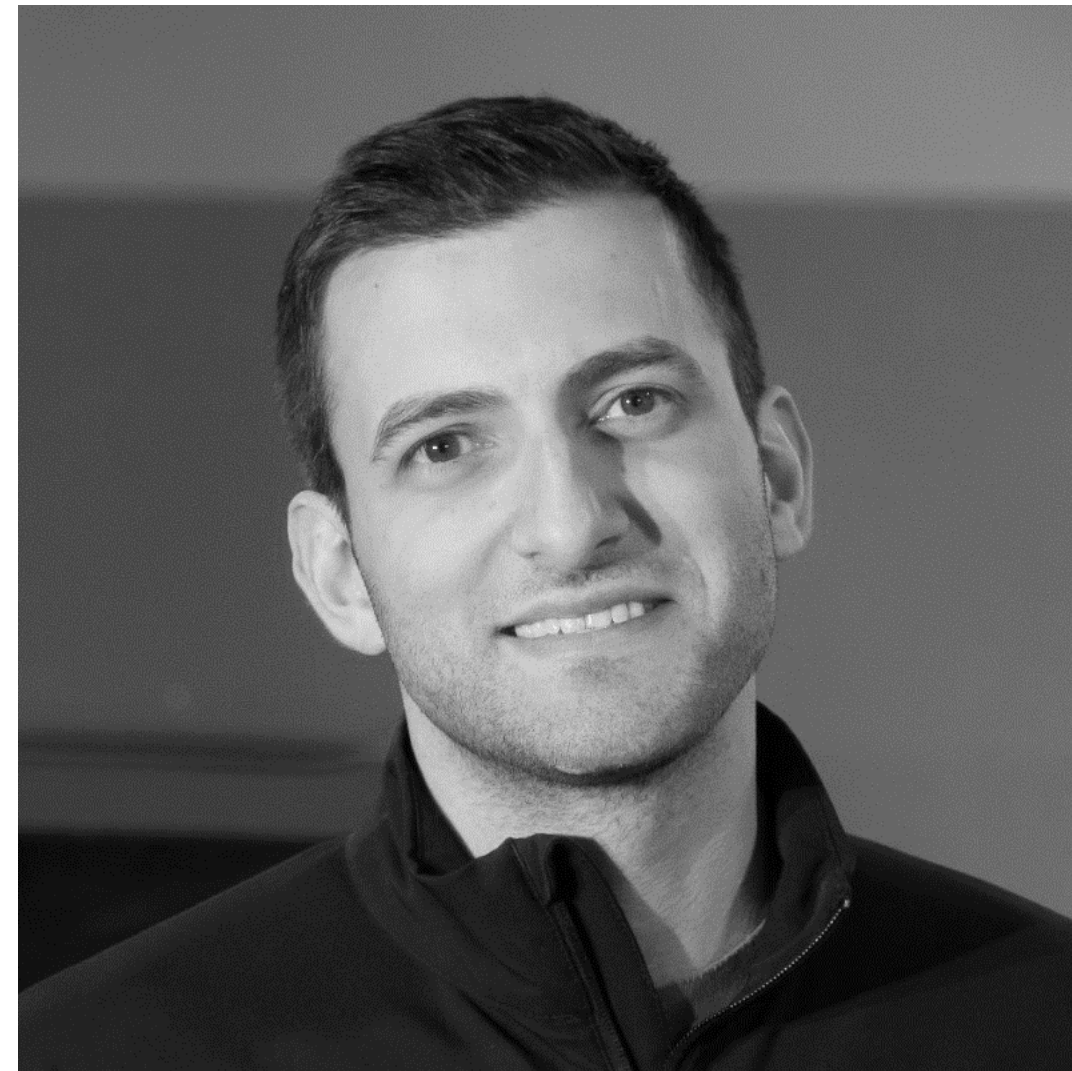


Sources: McKinsey (2019), JP Morgan (2018), Bloomberg (2018)

Developing ultra fast charging at the grid's edge will remain an important challenge



Your Panelists



Arcady Sosinov

CO-FOUNDER & CEO



Vic Shao

FOUNDER & CEO



Michael Colijn

GROUP CEO



Panel 3 - EV Charging Infrastructure Financing

Where institutional and government incentives can
interact to accelerate EV Charging roll-out?



Your Panelists



Brett Hauser

OPERATING PARTNER



David Colt

PRINCIPAL

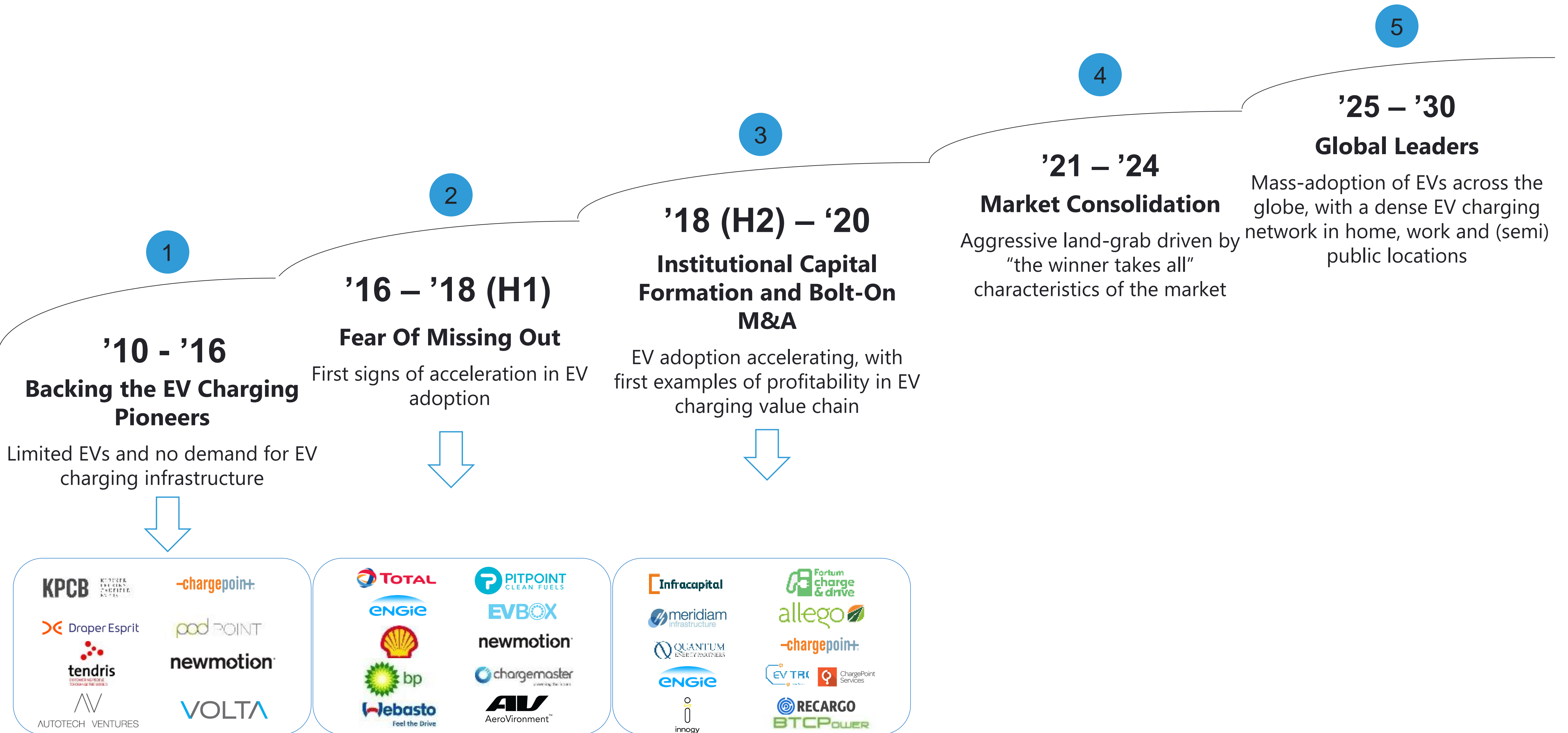


Corinne Still

PRINCIPAL

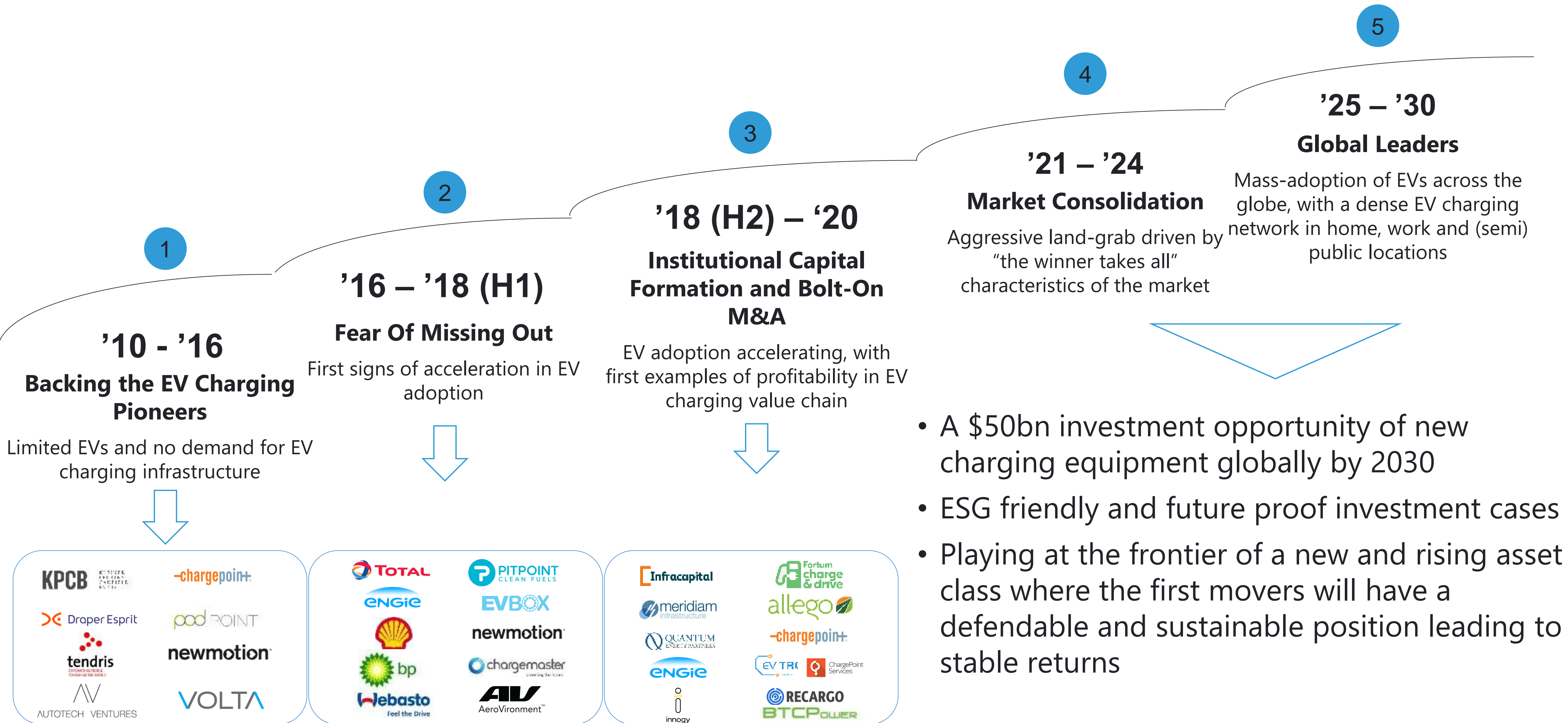


The journey of capital formation in EV charging



Credits: The five stages of market development -Delta-EE & Drake Star Partners

The journey of capital formation in EV charging



- A \$50bn investment opportunity of new charging equipment globally by 2030
- ESG friendly and future proof investment cases
- Playing at the frontier of a new and rising asset class where the first movers will have a defensible and sustainable position leading to stable returns

Credits: The five stages of market development -Delta-EE & Drake Star Partners

Large pools of capital are available but still there are key challenges that institutional investors need to overcome



**Thorough
understanding of
fundamental
differences
ICE vs EV**



**Visibility on
predictable
and long-
term Cash
Flows**



**Ability to
deploy large
pools of
Capital**

Interactive Q&A



D R A K E S T A R
P A R T N E R S



2021



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Thank You