

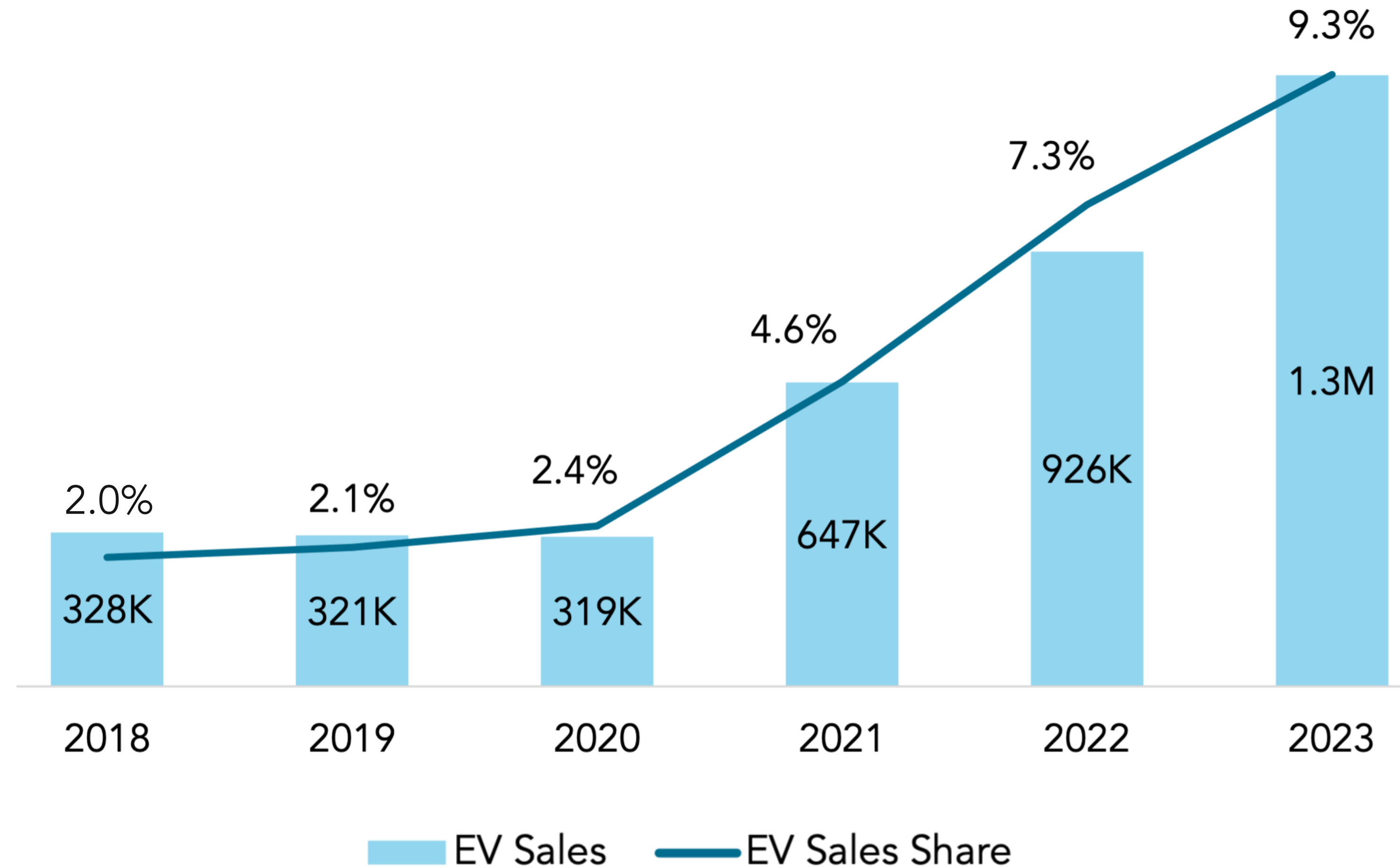
# State of the Industry

Loren McDonald, CEO — EVAdoption

50% 67%

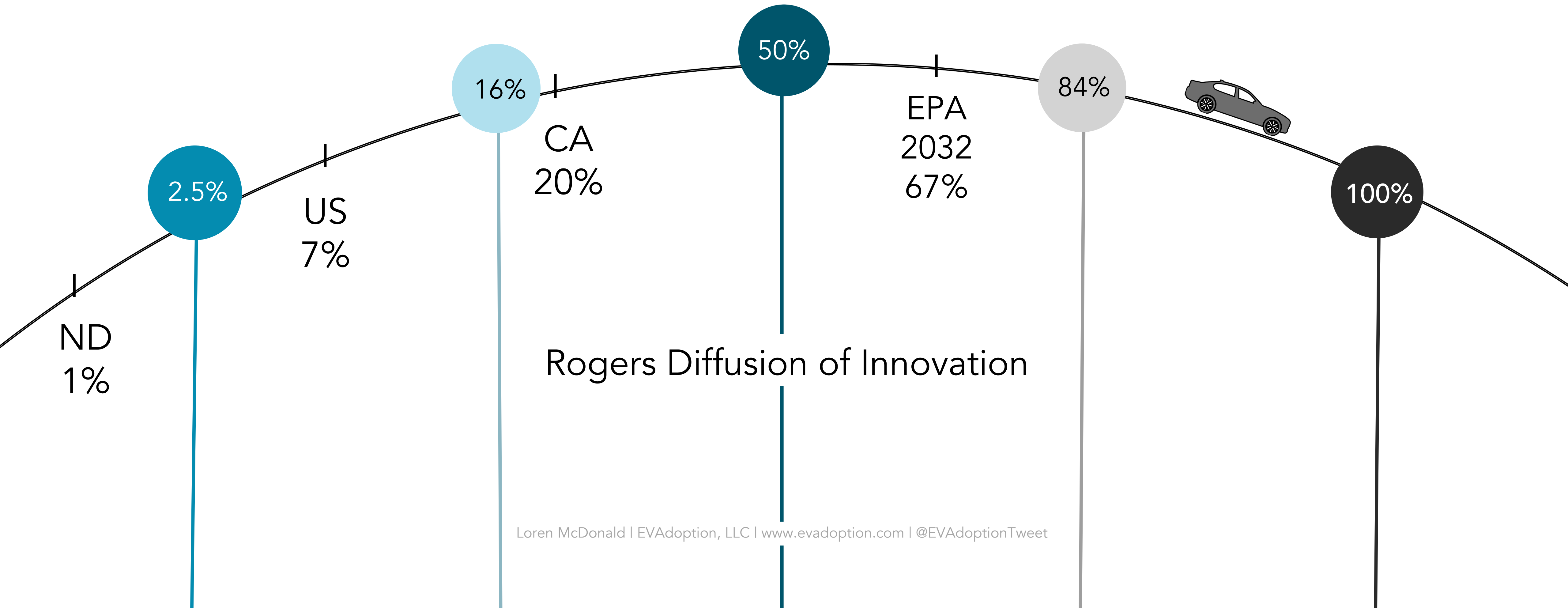
# Where Are We Today?

## EV (BEV + PHEV) Sales Nearly Tripled Since 2020

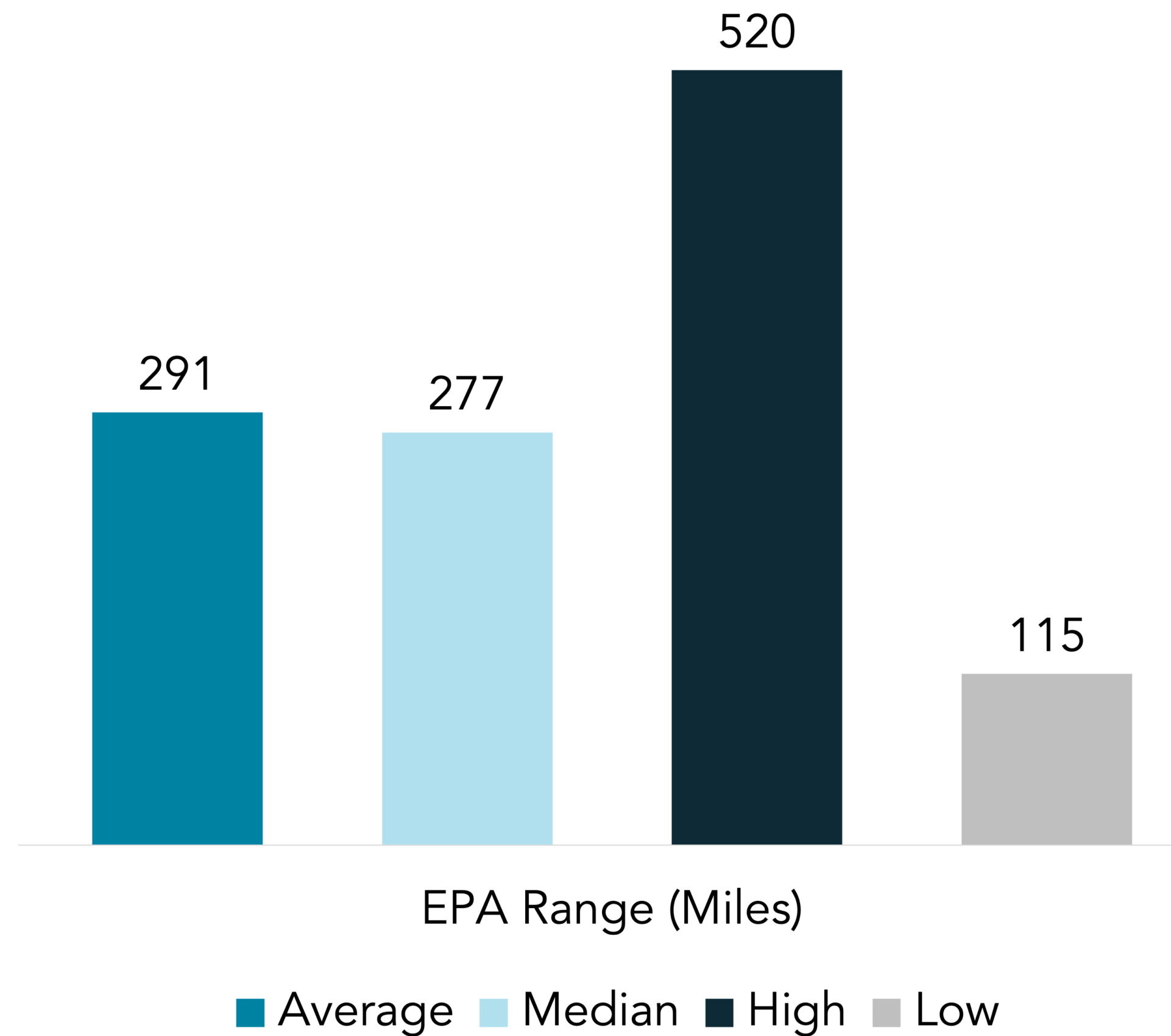


Historical Sales: Alliance for Automotive Innovation / S&P Global Mobility | Research, 2023 Forecast & Chart: EVAdoption, LLC

# US EV Adoption Rates Vary Widely

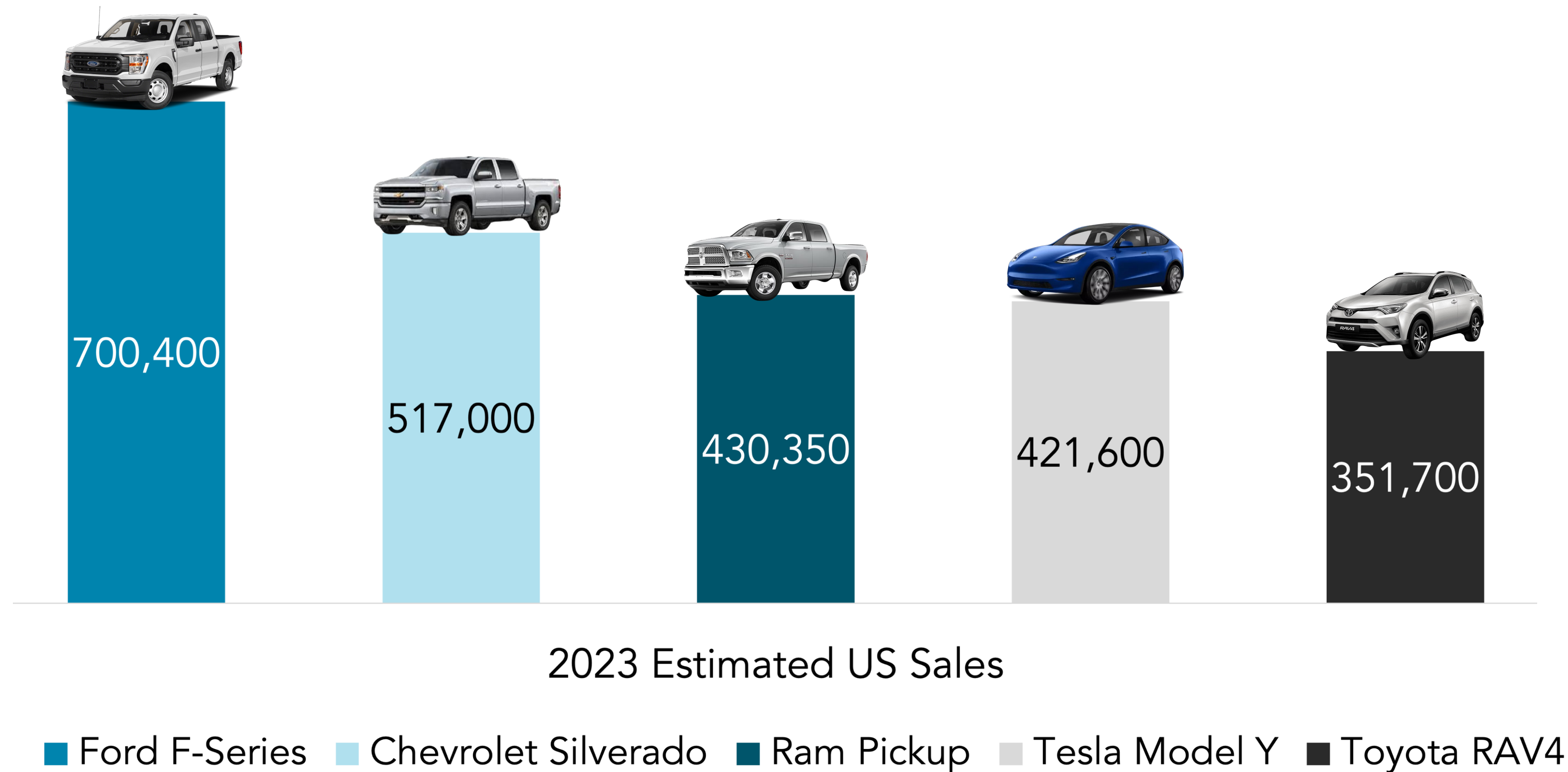


## We Are Approaching the Magic “300 Miles of Range” Threshold



Source: EVAdoption EV Model Database | Analysis & Chart: EVAdoption, LLC

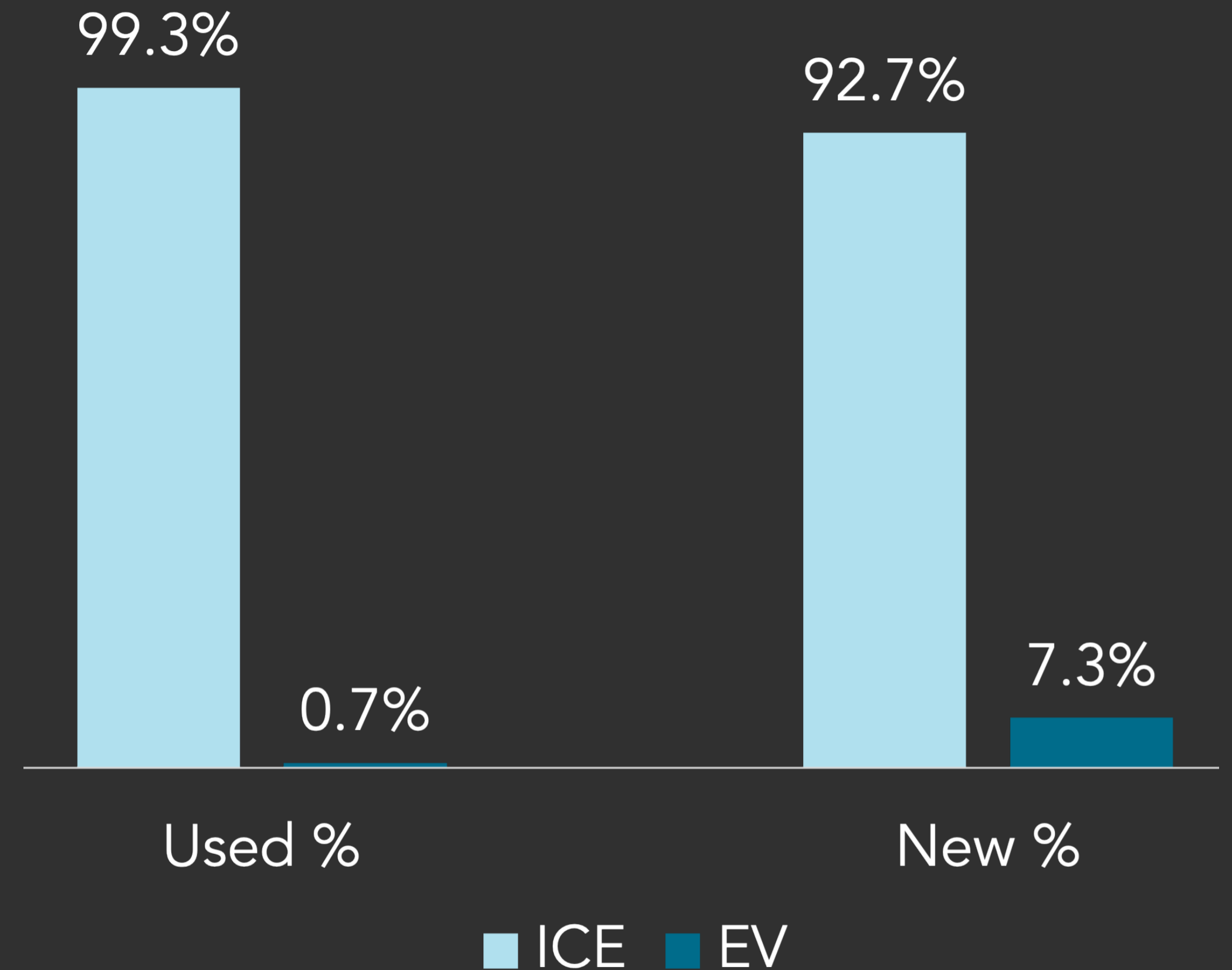
## Tesla Model Y Could Finish 2023 As the 4<sup>th</sup> Highest-Selling Vehicle in the US



## Used EV Sales Are Tiny, But Poised to Grow Significantly

72% of 2022 LPV sales were used vehicles.

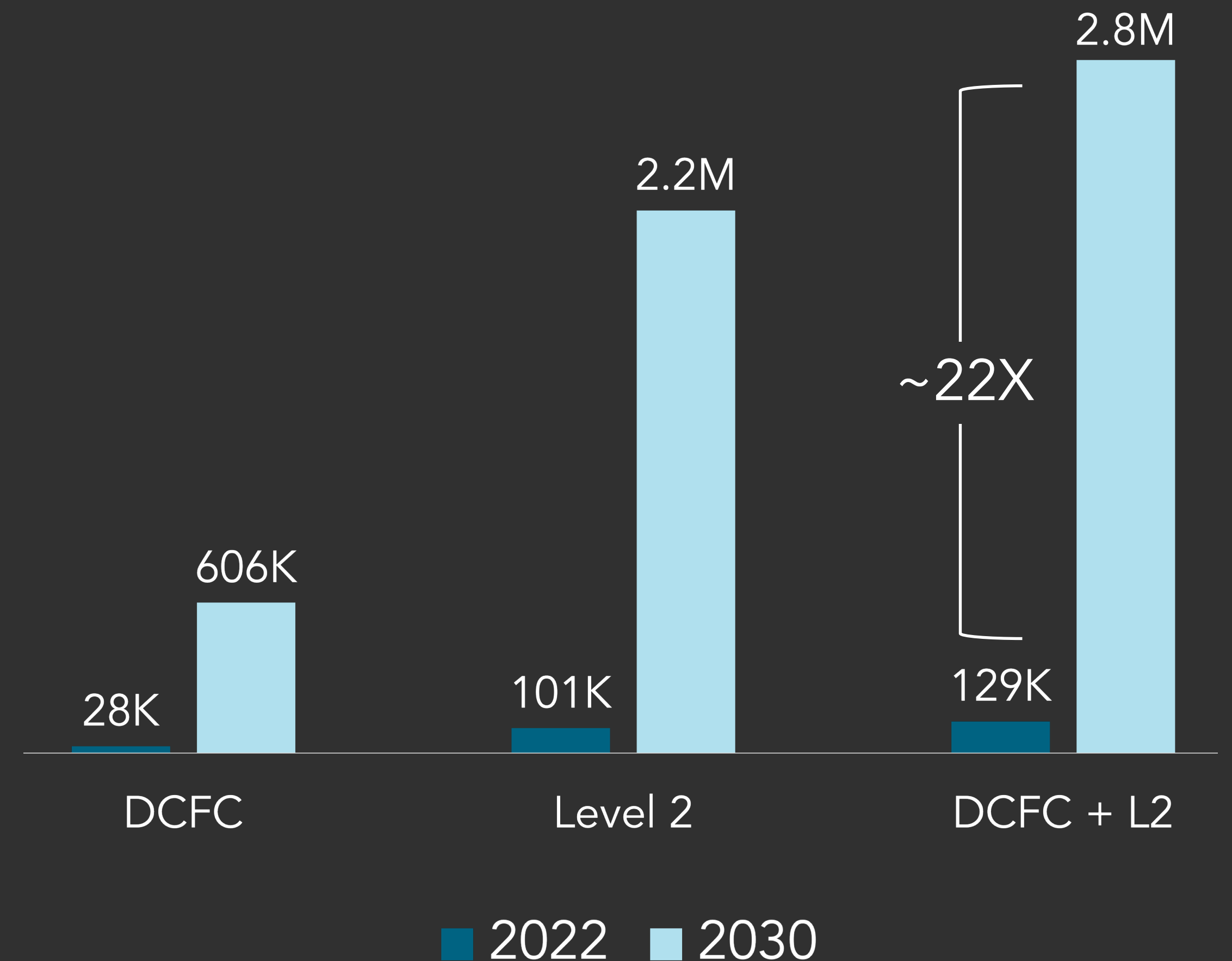
But of those only an estimated 0.7% were used EVs versus more than 7% of new vehicle sales.





At the current US BEV to charger ratio  
... the US would need 2.8 million public  
chargers in 2030 ...

... but utilization, reliability,  
education, and charging speed  
will greatly reduce this number.



## A Significant Percentage of US Households Don't Have Convenient Access To Charge Where They Live



35% of US households live in apartments



4% of US households live in condos



31% of US population lives in dense urban core cities



10-30+% of US households cannot / do not park in their garage

*25% of People With 2-car Garages Don't Park in Them At All — (US Department Of Energy)*

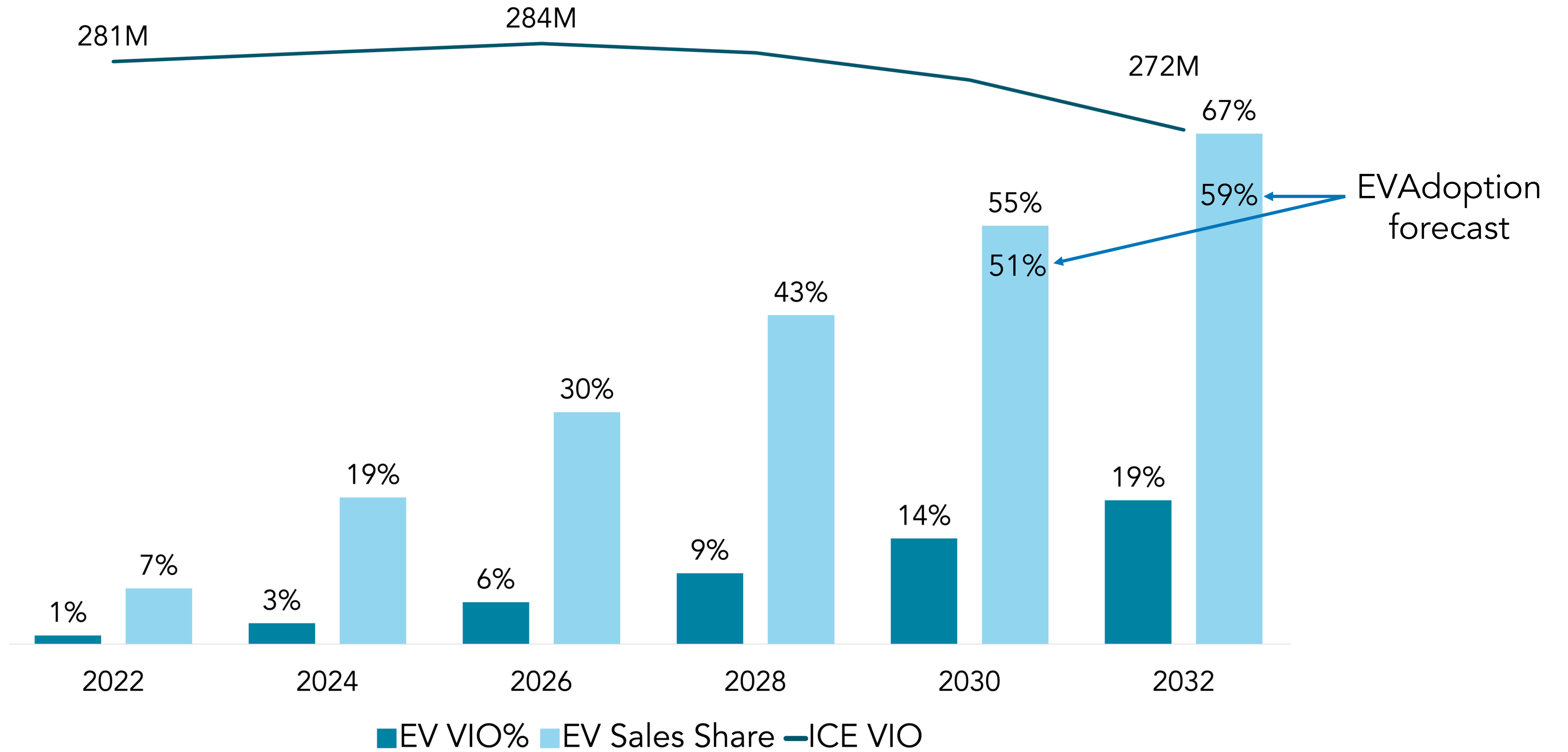
# THE FUTURE

## Is 67% EV Sales Share Possible?



# At 67% EV Sales Share — ~272 Million ICE Vehicles Might Still Be On US Roads

67% EV Sales Share = ~19% Electric Vehicles in Operation

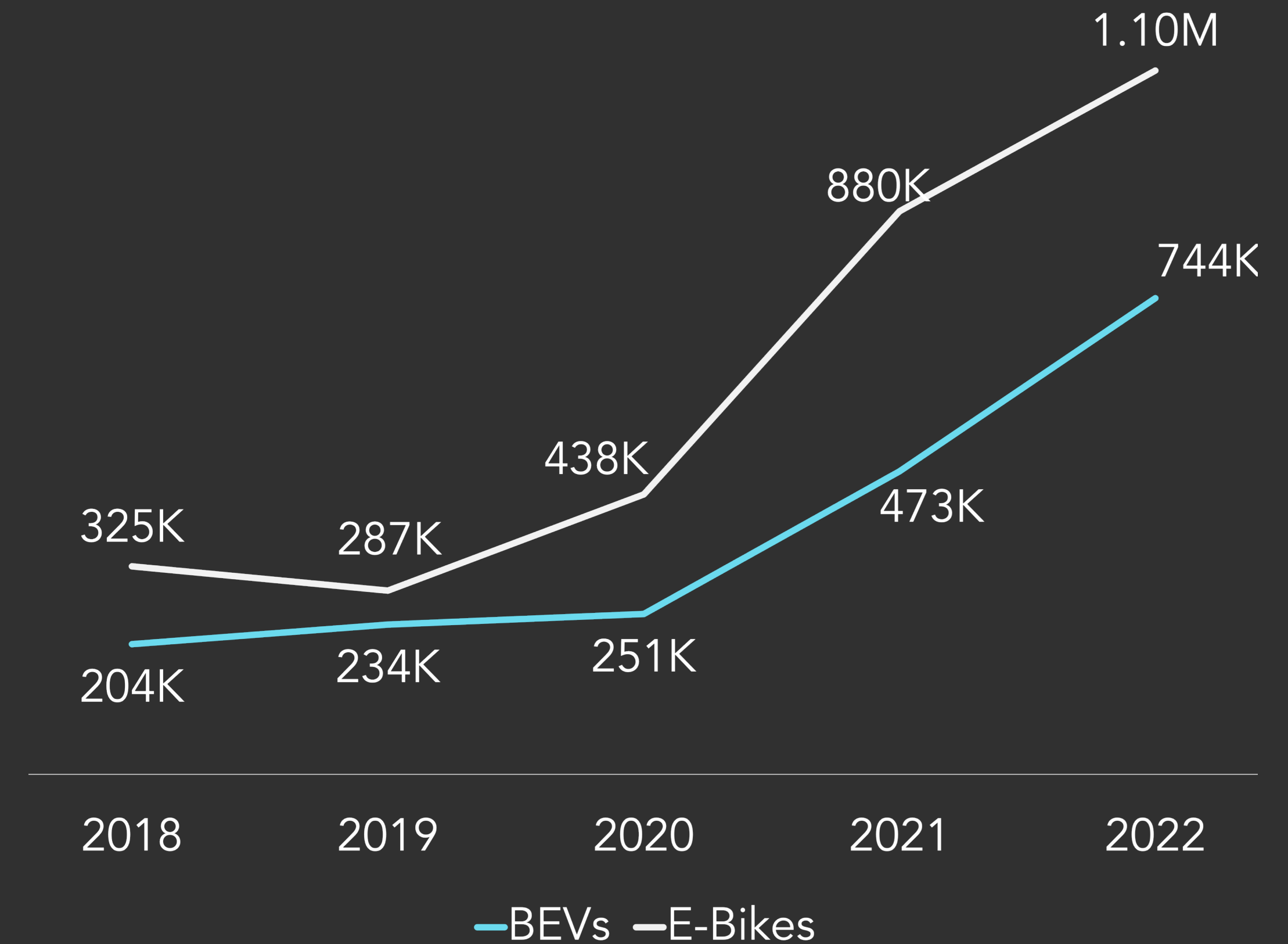


Source: EVAdoption Research, Analysis & Chart: EVAdoption, LLC

# EVs Are on the Rise, But They Only Solve *Half* the Battle



Alternative Transportation & Reduce ICE → 67% EV Sales Share in 2023



Source: Light Electric Vehicle Association, Insider, Alliance for Automotive Innovation/S&P Global Mobility | Research & Chart: EVAdoption, LLC

# This is our moonshot...



# ... let's make it happen.



THANKS!

*Plugs, not pumps!*

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