FINANCIAL ANALYSIS TOOL INPUT LIST (DRAFT – DO NOT QUOTE OR CITE)

This document provides an overview of the current inputs to the financial analysis tool.

Market Inputs (for each charging station type):

- Station utilization in first year [number of sessions]
- Average energy per charging session [kWh]
- Annual growth rate in charging station utilization [%]
- Ceiling on charging sessions per station per day [number of sessions]

Owner-Operator Inputs:

- DC fast charging stations
  - Initial Costs
    - Charging station equipment cost (per station) [$]
    - Construction and equipment installation cost (per station) [$]
    - Electric utility upgrades and grid interconnection cost (per site) [$]
    - Lease and property transaction costs (per site – one-time fee) [$]
    - Host site identification and screening cost (per site) [$]
    - Total number of stations [#]
    - Total number of sites [#]
  - Equipment Specifications
    - Expected equipment lifespan [years]
    - Maximum number of charging sessions per station per year [#]
    - Average charging energy per session [kWh/session]
    - Maximum power draw [kW/session]
    - Average time of charging session [minutes]
  - Revenue Sources
    - Per-energy user fee [$/kWh]
    - Per-charge event user fee [$/session]
  - Operating Costs
    - Electricity commercial retail price in first year [$/kWh]
    - Annual compounded growth rate in electricity price [%]
    - Demand charge cost [$/kW/month]
    - Annual maintenance cost as percentage of equipment value [%]
    - Host site lease or access cost (average per site/year) [$]
- Level 2 charging stations
  - Initial Costs
    - Charging station equipment cost (per station) [$]
    - Construction and equipment installation cost (per station) [$]
    - Electric utility upgrades and grid interconnection cost (per site) [$]

- - Lease and property transaction costs (per site – one-time fee) [$]
    - Host site identification and screening cost (per site) [$]
    - Total number of stations [#]
    - Total number of sites [#]
  - Equipment Specifications
    - Expected equipment lifespan [years]
    - Maximum number of charging sessions per station per year [#]
    - Average charging energy per session [kWh/session]
    - Maximum power draw [kW/session]
    - Average time of charging session [minutes]
  - Revenue Sources
    - Per-energy user fee [$/kWh]
    - Per-charge event user fee [$/session]
  - Operating Costs
    - Electricity commercial retail price in first year [$/kWh]
    - Annual compounded growth rate in electricity price [%]
    - Demand charge cost [$/kW/month]
    - Annual maintenance cost as percentage of equipment value [%]
    - Host site lease or access cost (average per site/year) [$]
- Additional Revenue Inputs
  - Subscription Revenue
    - Number of subscribers in first year [subscribers/year]
    - Annual growth rate in number of subscribers [%]
    - Subscription fee [$/subscriber/year]
- Additional Cost Inputs
  - Sales, General, and Administrative [% of Revenue]
- Initial Capitalization
  - Percent Equity Funded [%]
  - Percent Debt Funded [%]
  - Risk Free Rate [%]
  - Market Risk Premium [%]
  - Maximum Debt Term [years]
  - Private Sector Cost of Debt (Long Term) [%]
- Income Taxes Rate [%]

Private Sector Partner Inputs:

- Weighted Average Cost of Capital [%]
- Profit Margin on Retail Sales [%]
- Marginal Tax Rate [%]
- DC fast charging stations
  - Average expected revenue per customer per minute ($)

- - Maximum expected revenue per customer per session ($)
- L2 charging stations
  - Average expected revenue per customer per minute ($)
  - Maximum expected revenue per customer per session ($)
- Project Costs (Paid to Owner-Operator)
  - One-time initial fee [$]
  - Annual revenue sharing agreement [% of revenues]
  - Flat annual fee [%]

Public Sector Partner Inputs:

- Public Sector Cost of Capital [%]
- Public sector funded portion of debt (debt position)
  - Term [years]
  - Rate (APR) [%]
- Public sector funded portion of equity investment [%]
  - Expected exit multiples
    - Assumed EBITDA exit multiple [#]
    - Assumed P/E exit multiple [#]
- Non-shareholder contribution to capital (grants, etc.) [$]