



Pivot Charging

OVERVIEW

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PIVOT CHARGING UNLOCKS EV CHARGING OPPORTUNITIES

We have a growing portfolio of projects in California and across the country



~\$30MM in grants secured through local air districts



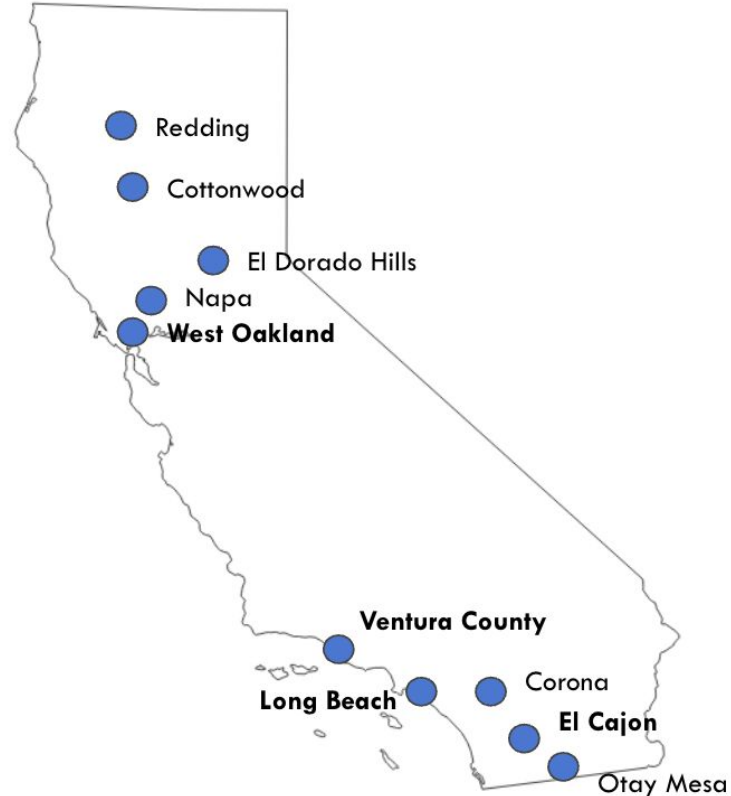
Over \$100MM in project portfolio and pipeline

Wins Across California

Strategy

Strategic Alliances Powering Expansion

Key partnerships with leading OEMs, ports, developers and local governments



FROM PARKING LOT TO CHARGING STATION

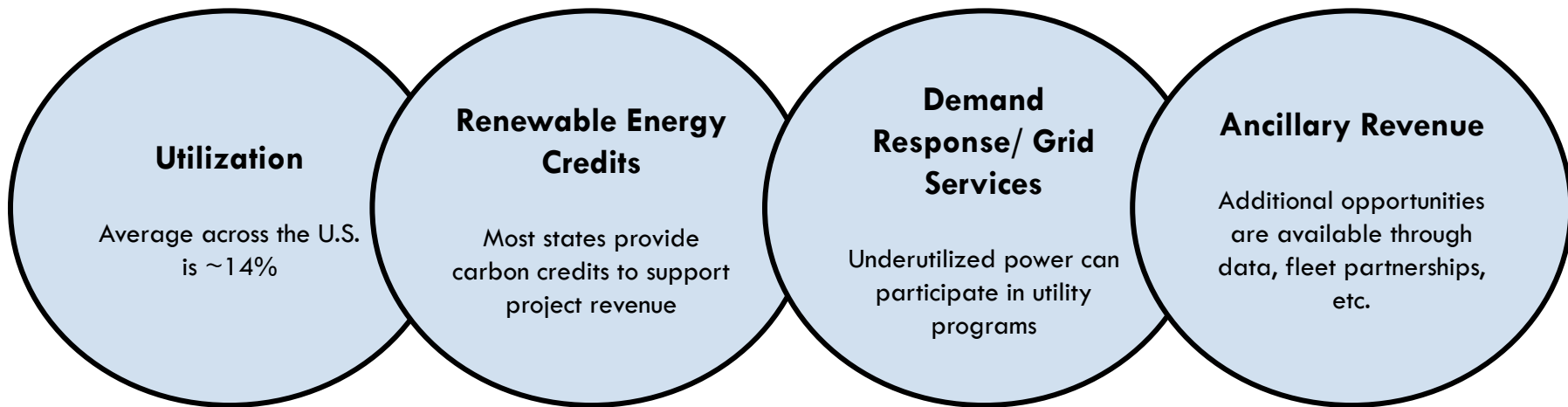
Pivot Charging leverages our experience, relationships and proprietary platform to develop charging stations in targeted corridors that enhance investor returns



Our **ChargeCatalyst** platform accelerates our ability to energy and financial model sites to unlock project savings and revenue opportunities. Pivot Charging participate during pre-construction, planning and development on a retainer basis that includes a subscription to ChargeCatalyst during this phase

REVENUE OPPORTUNITIES

Pivot Charging designs charging stations to maximize revenue opportunities. We advise projects to leverage multiple revenue streams to enhance investor returns. We will work with the team to leverage these opportunities



OUR APPROACH: SITE ASSESSMENT

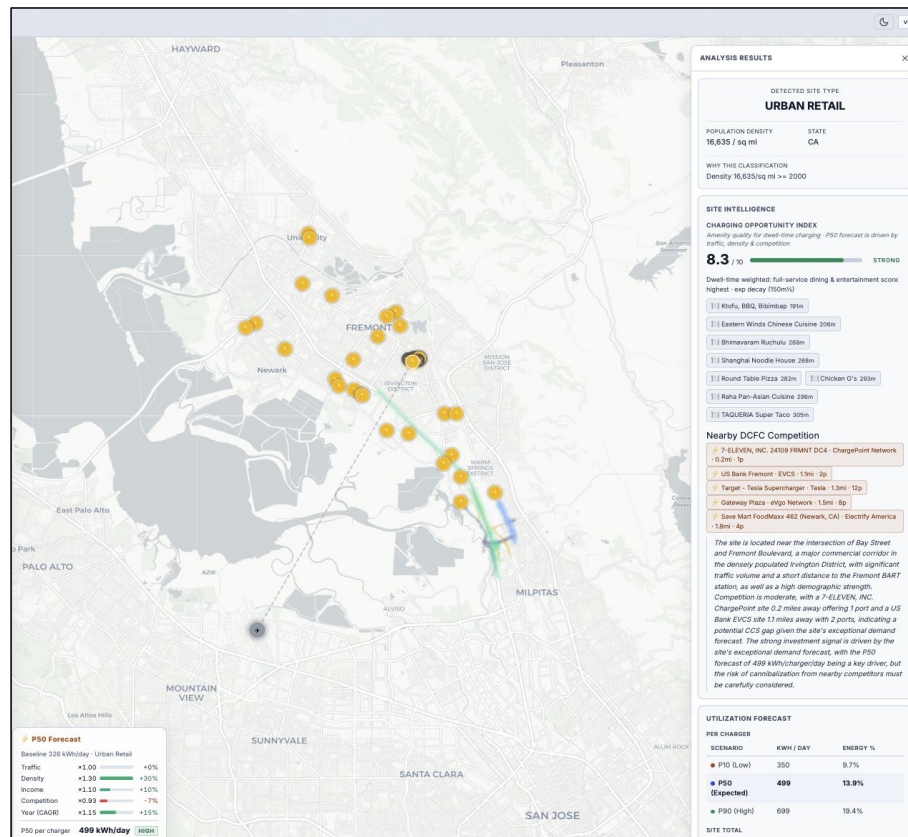
We use an internal platform to assess site viability

ChargeCatalyst designs and models site financial viability

We score sites based on the following criteria:

- Annual Average Daily Traffic (AADT)
- County EV registration - passenger and fleet
- Competition
- Nearby amenities
- Publicly available charging performance data

Once a project is built, we can supporting a sites ability to earn additional revenue through utility demand response and capacity market programs



OUR APPROACH: SITE OPTIMIZATION

ChargeCatalyst uses energy and financial modeling to assess site performance. We analyze optimum site performance through the integration of BESS and measure additional revenue opportunities

ChargeCatalyst Site Assessor

Design Space + Revenue Stacking

Pivot

Burlygame

v3.27.3

Enterprise Asset Suite

Site Configuration

Configure your EV charging project

1

2

3

4

5

Location

Charging

Costs

Options

Review

Charging Infrastructure

4 chargers @ 150kW

Site Type

Highway Corridor

Peak 11am-4pm, short sessions (~30 min), high-speed charging

Number of Chargers

4

Power per Charger (kW)

150 kW (Hig)

Utilization Rate (%)

10

Charging Price (\$/kWh)

0.35

Est. Annual Energy (kWh) — auto-calculated

525600

Utilization Growth Rate (%/yr)

7

Yr10 revenue = Yr1 x (1 + rate)⁹

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Summary

Market

Resilience

Financials

Pro Forma

Compare

Scenarios

NREL Validation

VPP Results

Fresh Analysis

Side-by-Side Comparison

Compare the financial impact of adding PV + Battery Storage to your EV charging infrastructure.

Item	Without PV+BESS	With PV+BESS	Difference
Capital Expenditure (CapEx)	\$1,376,241	\$2,075,606	+\$699,365
Investment Tax Credit (30% ITC)	\$0	-\$349,682	-\$349,682
Net CapEx (after ITC)	\$1,376,241	\$1,725,924	+\$349,682
10-Year Grid Cost (Energy + Demand)	\$4,563,696	\$1,301,210	-\$3,262,486
10-Year OpEx (Maintenance)	\$125,000	\$200,000	+\$75,000
10-Year Revenue Stack (LCFS, DR, Export)	\$0	-\$0	-\$0
10-Year Bill Savings	\$0	\$3,262,486	-\$3,262,486
Total 10-Year TCO	\$6,064,937	\$3,227,133	-\$2,837,804

Net 10-Year Savings

\$2,837,804

With PV+BESS vs Without

TCO Reduction

47%

Lower total cost of ownership

Additional CapEx Payback

2.7 yrs

Time to recover PV+BESS investment

OUR APPROACH: INCENTIVE STACKING

Pivot Charging de-risks projects by leveraging utility programs, federal tax credits, Low Carbon Fuel Standard Credits (LCFS), and grants

San Diego Charging Project	
Item	Value
Estimated Project Cost (2 Dual-Port Chargers with BESS)	\$1,877,556
San Diego Air Pollution Control District Grant	\$1,300,000
Federal Tax Credit for BESS (Sec. 48)	\$216,400
Total Project Incentives	\$1,516,400
Estimated Project Post-Incentive Cost	\$361,156

Projects are designed to leverage incentive programs paid out post-construction - grants, utility programs and tax credits. Once projects are built, they can leverage LCFS credits - creating an additional revenue stream

OUR APPROACH: GRID CAPACITY REVENUE

Projects can be designed to be dual-purpose assets that earn money from EV charging and participate in utility capacity markets

Before ChargeCatalyst

Sized by engineering firm for charging load

✗ Demand charge & TOU savings \$0

✗ Capacity payments \$0

✗ Demand response \$0

Total: \$0/yr



After ChargeCatalyst

Sized by our platform for total revenue stack

✓ Demand charge & TOU savings \$45K – \$75K/yr

✓ Capacity payments \$20K – \$35K/yr

✓ Demand response \$5K – \$15K/yr

Total: \$70–125K/yr

Through our ChargeCatalyst platform we can help sites earn sites \$70-125K in new revenue depending on the project size. This approach reduces the risk of demand charges and ensures that, even with low utilization, passive charging loads are earning revenue

LCFS CREDITS

CA provides LCFS credits to charging stations based on installed capacity and utilization

LCFS credits are generated through consumption and the new Fast Charging Infrastructure (FCI) program

The FCI program allows EV charging to generate credits based on their installed capacity rather than just energy dispensed

Sites are required to show annual reporting

FCI amounts may be capped if a site receives grant funding. Sites will still earn revenue through capacity credits based on utilization

FCI credits can now be advanced for 3-5 years post-construction - allowing early receipt of incentives to pay down project costs



Pivot Charging works with Fuse to monetize LCFS credits. Fuse does all the processing and charges 8-12% on top of revenue earned

LOW CARBON FUEL STANDARD CREDITS BACKGROUND

California's LCFS credits pay you for displacing fossil fuel with clean electricity. Every kWh of EV charging you provide earns tradable carbon credits worth real money. There are two ways to earn credits.

FCI Capacity Credits

"Get paid for building the charger"

- Based on charger's **nameplate power** (kW)
- Doesn't matter how many cars actually charge
- Public chargers get 2x the credit of private
- Best for: **new sites with low utilization**
- CARB assumes **20% utilization** for the credited amount

Consumption Credits

"Get paid for the electricity dispensed"

- Based on **actual kWh** delivered to EVs
- More cars charging = more credits
- Can use RECs for zero-emission pathway (higher credits, but costs \$14/REC)
- Best for: **busy sites with high utilization**
- Utilization and credits are solely based on use of the chargers and consumption of power

Each credit trades on the open market. Projections use aggregator pricing curves based on historical data. The actual credit price will depend on the spot market