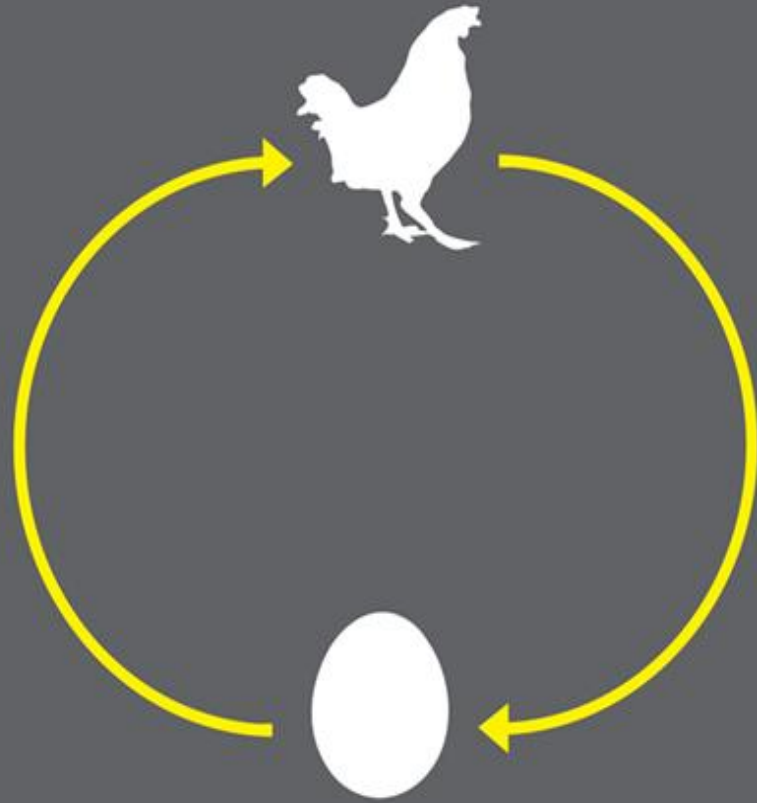


FASTNEED 

CHADEMO Meeting Barcelona

Date: November 2013



Fastned wanted to realize a nation wide infrastructure for electric cars, charging should be as easy as refueling



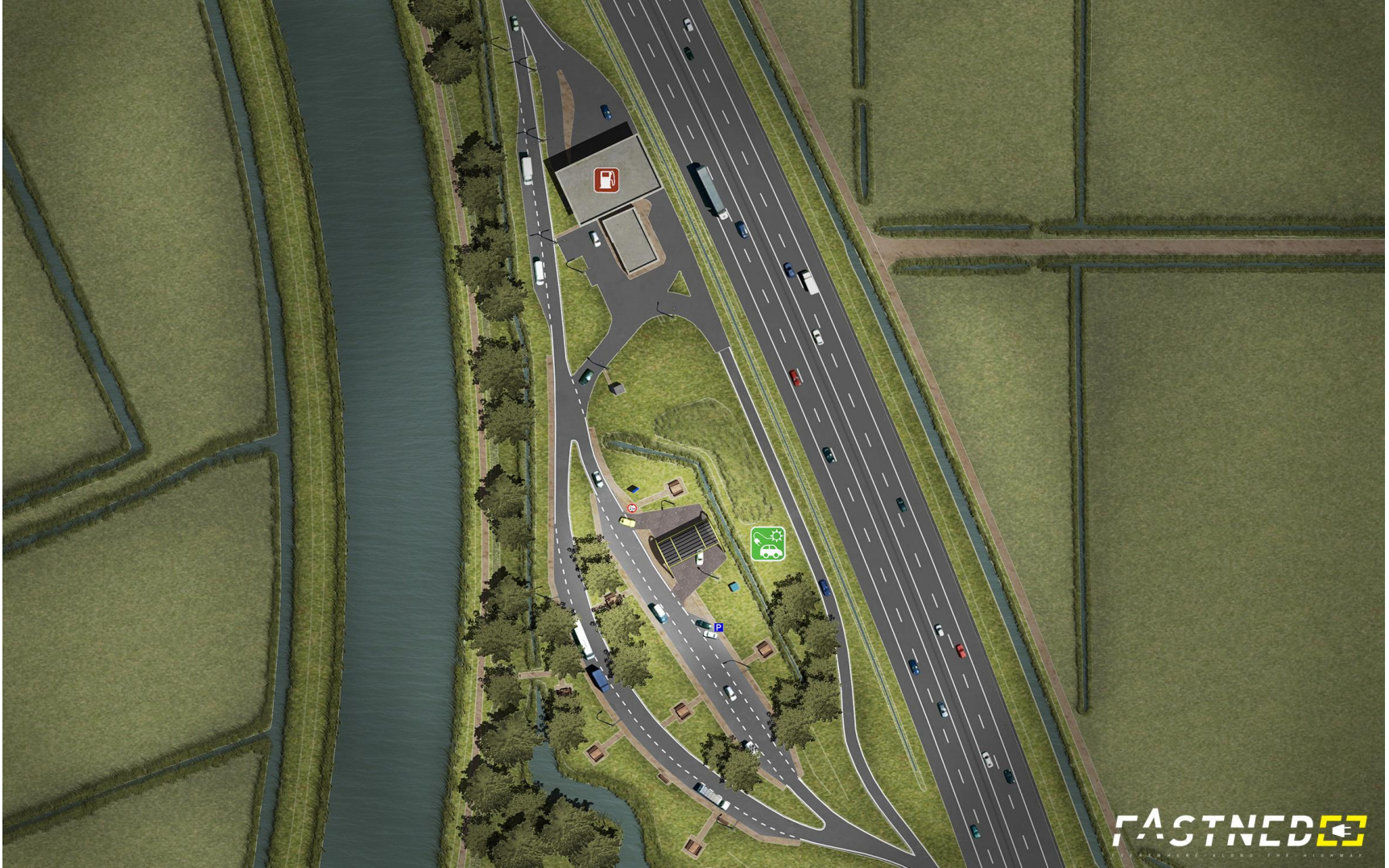
What do other retailers do when they start to deploy for example a chain of stores?



They start with: Location Location Location



Fastned did the same and said the rationale to invest early is to be able to acquire the best locations



For recharging or refueling cars, the best locations are along the highway



The business case: invest EUR 40 million in the coming three years and have an EBIT of EUR 75 million in 6 years from now

Main parameters & Assumptions

- Each station costs roughly EUR 200k (chargers, grid connections, civil works, etc)
- There are in total roughly 200 locations along the highway, a EUR 40 million overall investment
- There are 200.000 EV's in 2020 on the Dutch roads
- Each EV pays roughly EUR 10,- per charge
- Costs per charge is roughly 2,50 on electricity, gross margin is 75% (in Absolut terms this margin is similar to gas stations)
- Each EV charges at home on a regular basis and charges along the highway once a week, when his range is insufficient
- 200.000 charge sessions per week, EUR 2 million revenues per week, EUR 100 million revenues on yearly basis.
- EUR 75 million EBIT annually (2020)