



THE IMPACT OF ELECTRIC VEHICLES

PRESENTED BY:

Drew Higgins

Sr. Director Products & Services

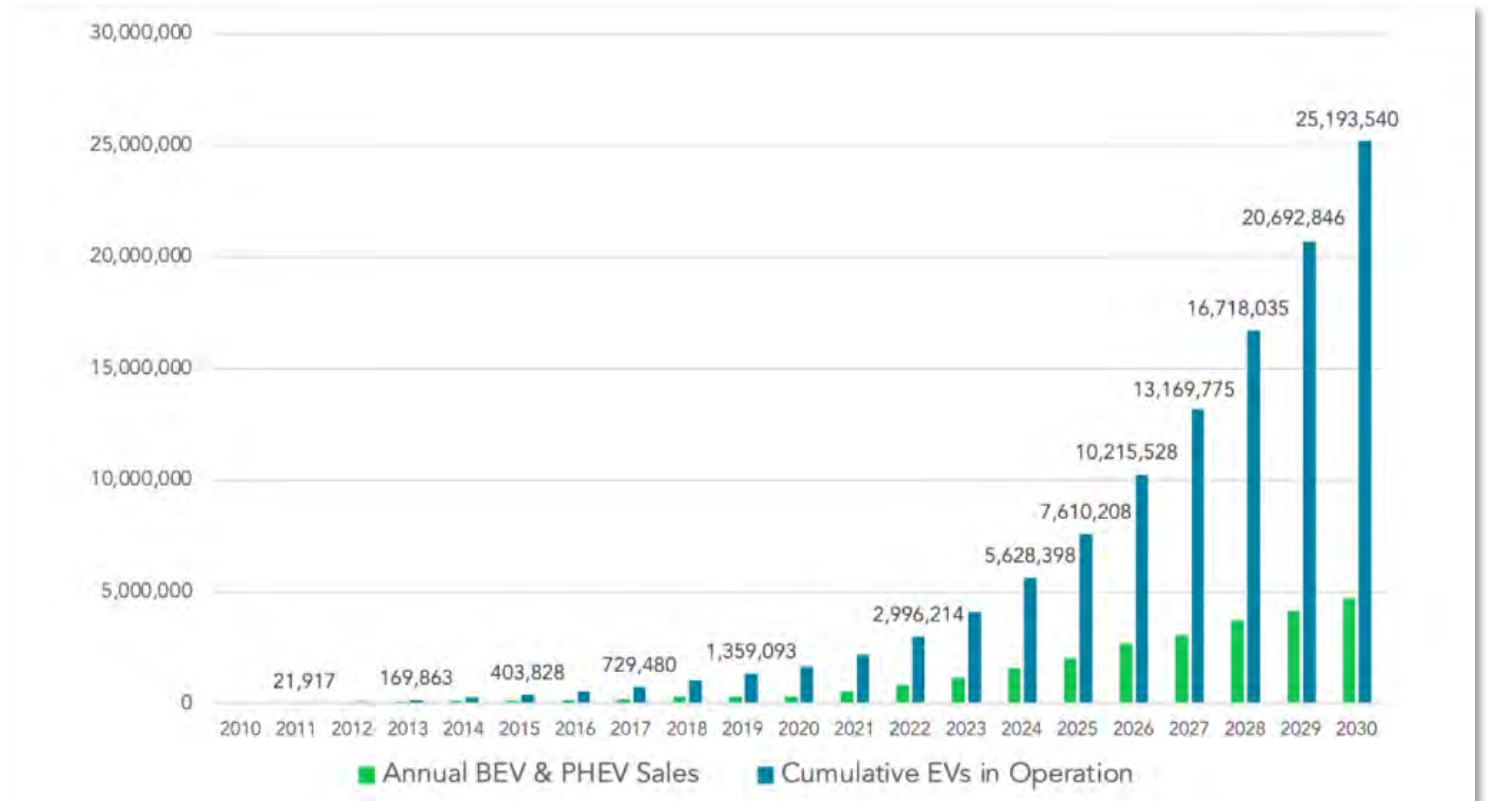
September 30, 2021

THE EV MARKET

SHIFT FROM "IF" TO "HOW QUICKLY"



- Most major automakers expected to have at least 40% of their total sales be battery electric vehicles by 2030
- EVs are expected to drop in price by over 20% over the next 5 years spurring additional adoption

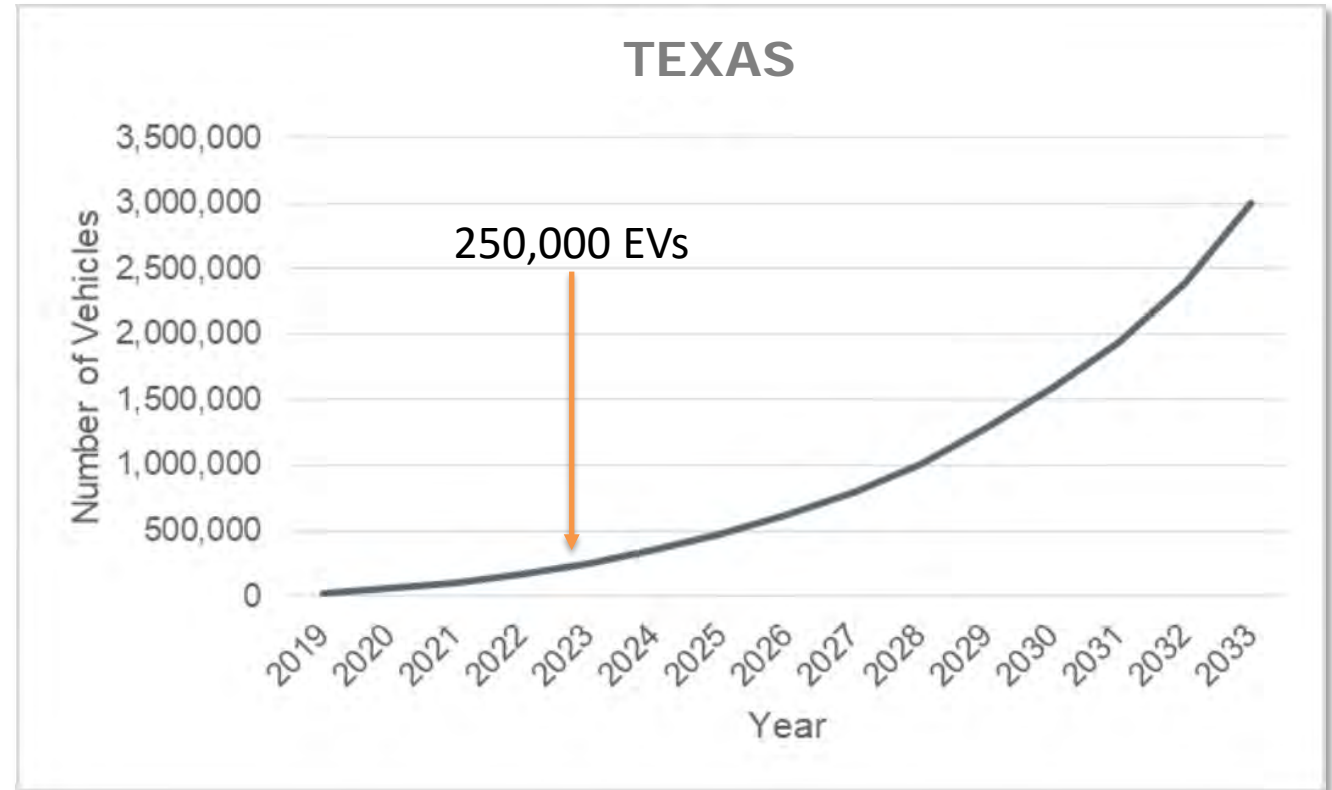


THE EV MARKET

PROJECTING ADOPTION



- Estimated 45,000 EVs in San Antonio by 2023
- 1EV = up to \$410/year in additional revenue
 - ERCOT LTSA estimates Texas EV adoption at 250k in 2023
 - At least 85% of these will be pure battery-electric
 - San Antonio has held 4% of Texas EV market share for the last 3 years

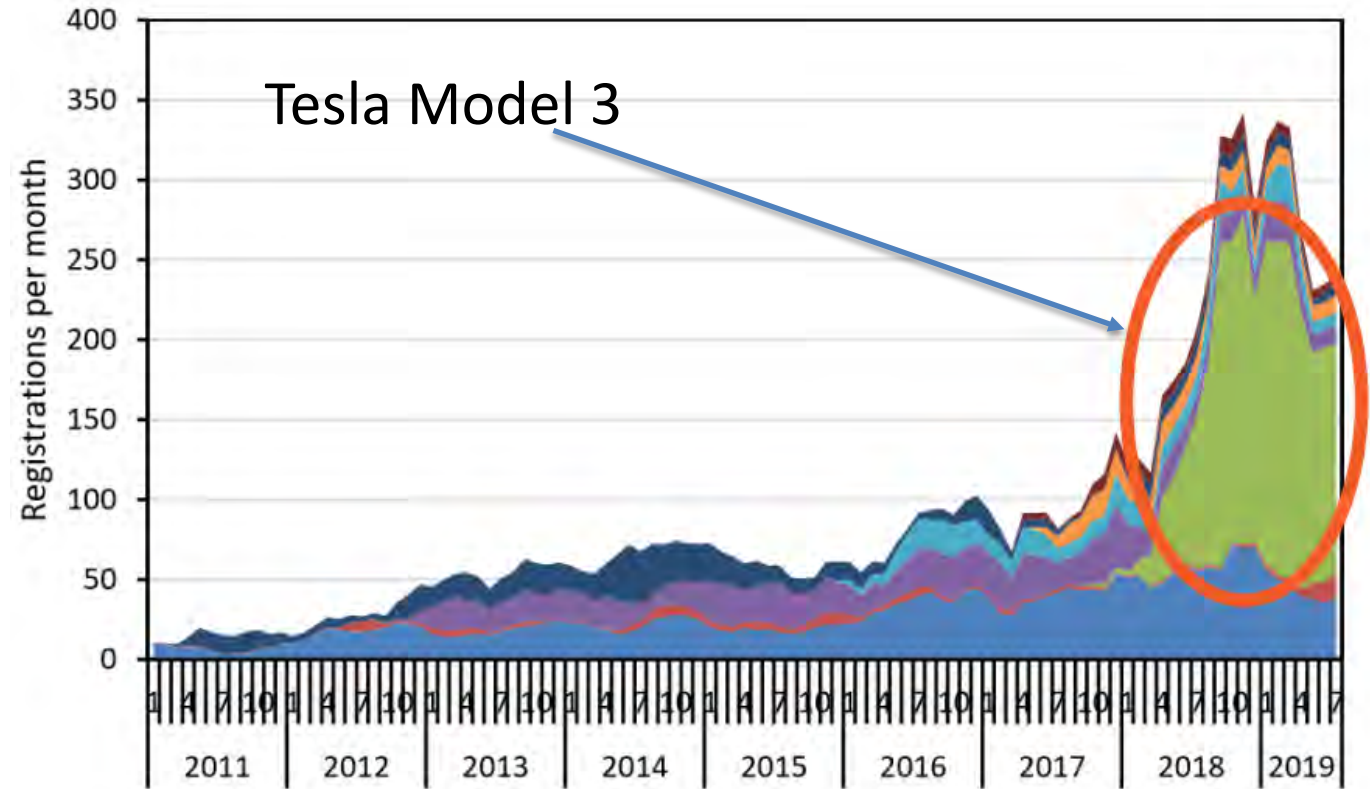


THE EV MARKET

NON-STANDARD GROWTH

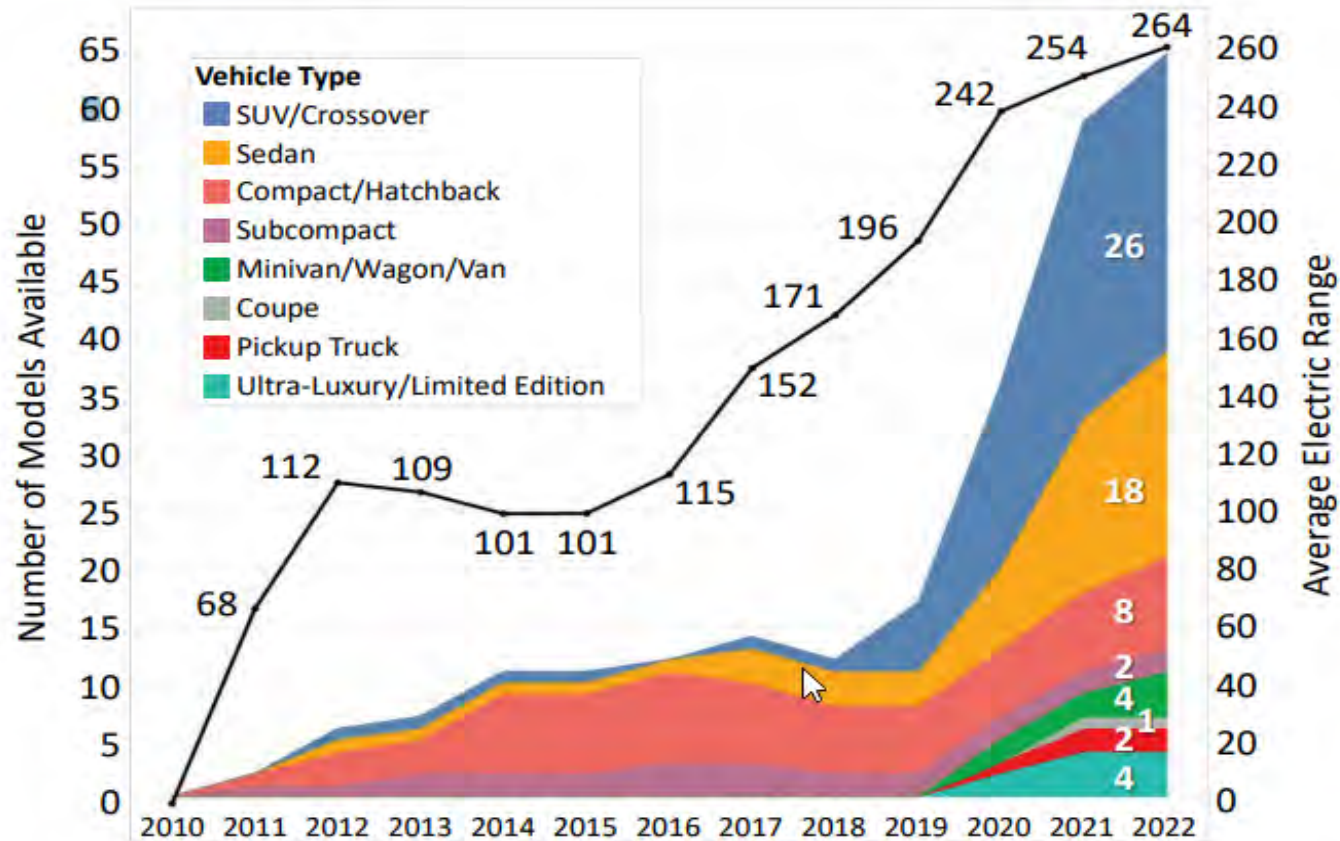


- A new design or model of electric vehicle can spike adoption
- Predicting when the growth curve will accelerate is difficult however experts agree on the end result.



THE EV MARKET

NEW PRODUCTS



By 2022

- ~65 EV models will be on the market
- Average range will be ~260 miles
- More SUVs/crossovers
- Pickup trucks – Predicted to be the biggest single factor in EV adoption in Texas

THE EV MARKET

IMPACT

- Ford Motor Co. is investing \$11.4 billion to build two new manufacturing campuses for electric vehicles
- Ford's largest manufacturing investment
- Blue Oval City in Stanton Tennessee
- 2 Battery plans in Kentucky
- > 10,000 new jobs



THE EV MARKET

IMPACT



- Giga Texas
- Sits on nearly 2,500 acres
- ~ 1 mile long
- 3.6 million square feet of manufacturing floor
- Will produce four vehicles
- 10k employees



THE EV MARKET

IMPACT



- Rivian Plant in Normal Illinois
- Purchased for \$16M in 2016
- Former Mitsubishi Plant
- 2.6 M Square feet
- Looking for an additional site

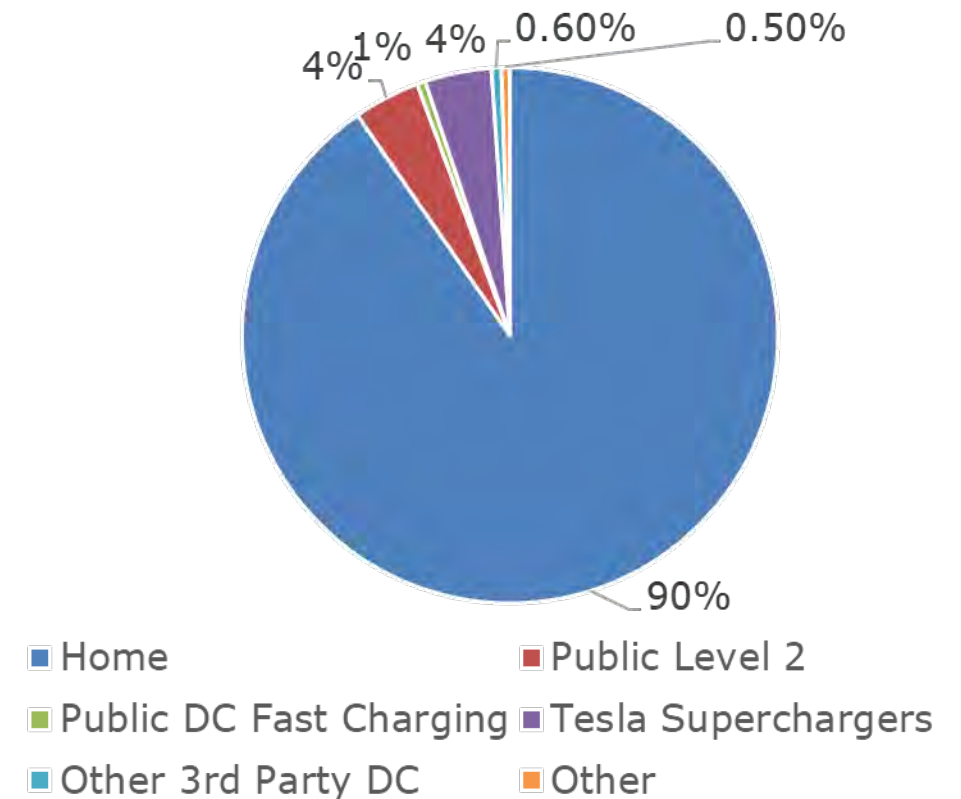


EV CHARGING

CONSUMER EV CHARGING



- 90% of charging happens at home
- >90% of charging is done off-peak
- Current infrastructure is suitable for near term EV growth
- Long-term growth will require investment



We must support our customers by allowing them to take advantage of new technologies and economies related to electrification.

EV CHARGING

OPPORTUNITIES & CHALLENGES



- Multi-Unit Dwelling
- Fleet Management
- Long-Haul Trucking



The future is bright with many opportunities for innovation

QUESTIONS?