



Xeal's Electric Vehicle Solutions

Xeal is a technology-first electric vehicle (EV) charging company operating at the intersection of mobility, real estate, IoT, and energy. We are building the next generation of EV solutions.

The Electric Vehicle Market Landscape

The electric vehicle market is entering a rapidly transformational phase that analysts are referring to as the modern day “industrial revolution”. Electric vehicle sales are doubling year-over-year ([Electrek](#)) and now millions of EV’s are being produced across every major auto company (ie. Audi, Porsche, BMW, Ford, GM, VW, Mercedes, etc.) to expand from **less than 20 EV models** in 2019 to **500+ EV models** ([Business Standard](#)). EV’s are becoming the next must-have gadget, or ‘computer on wheels’, that consumers are obsessing over, especially as they become more engaged with how their choices impact the environment. In an October 2021 Forbes survey, 23% of Americans - or **78 million people** - are considering an electric vehicle as their next car with “protecting the environment” being the leading motivating factor ([Forbes](#)). Additionally, 51% of all new car sales will be electric by 2030 ([New York Times](#)). This confluence of supply and demand is requiring the places where people live and work to be ready to fuel these vehicles before they arrive.

According to the Census Bureau and US Department of Housing and Urban Development, **20%** of American households live in a multifamily rental property ([National Association of Home Builders](#)). Of these apartment renters, nearly three-quarters are “interested or would not rent” properties without green initiatives like EV charging. This means renters are now actively looking for communities that provide electric vehicle chargers and willing to pay a premium for access ([Multifamily Executive](#)).

0.5%

of Commercial Real Estate properties **offer** EV Charging

51%+

of new vehicles sold **will be electric** by 2030

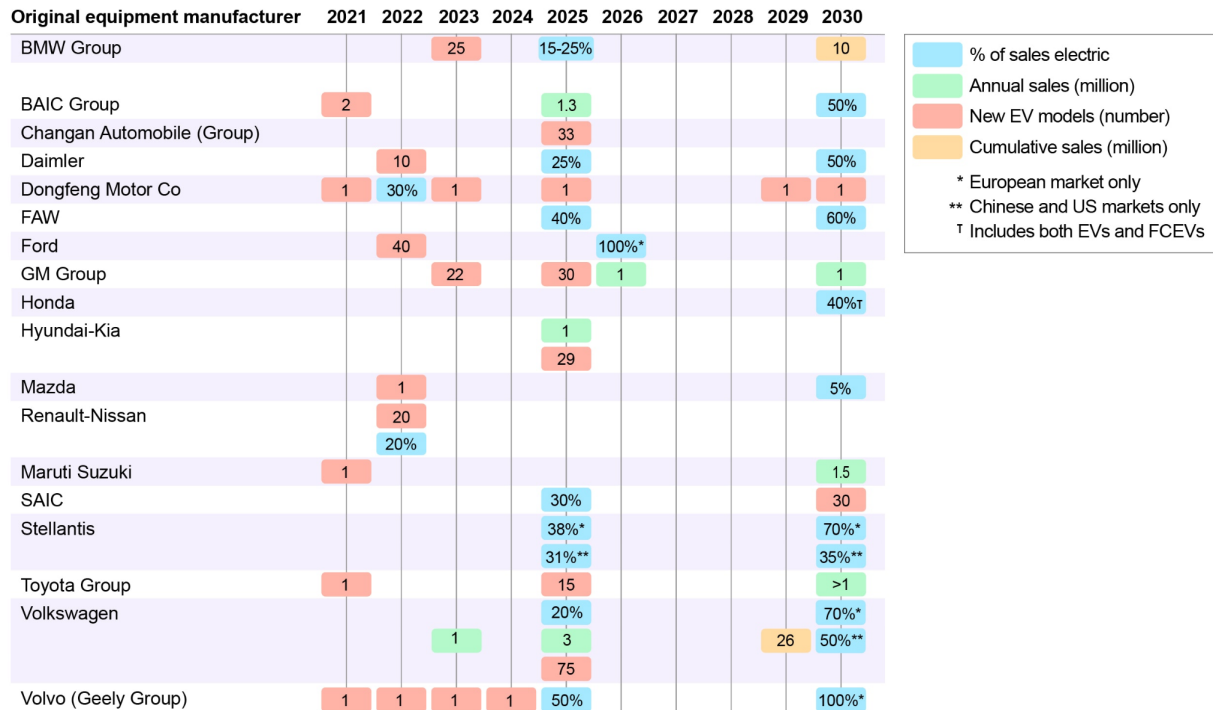
Key EV Facts

- **500+ new EV models** coming to market ([Business Standard](#))
- **26 million purchased EVs** in USA by 2030 ([International Council on Clean Transportation](#))
- **51%** of new vehicles sold **will be electric** by 2030 ([New York Times](#))
- **92%** of charging is done at home ([Consumer Reports](#))
- **54%** of drivers reported chargers being **non-functional** ([Plug-in America](#))

Most Anticipated Electric Vehicle Makes and Models

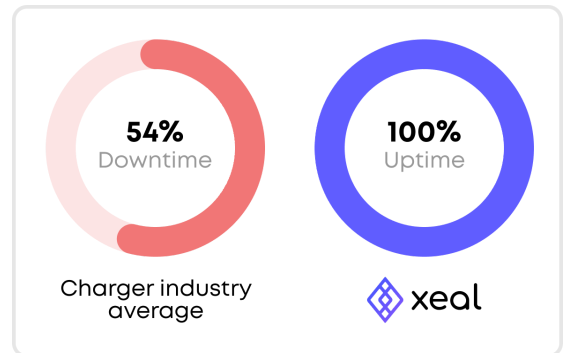


18 of the 20 Largest OEMs have Committed Billions of Dollars in producing new EVs



The Xeal Difference

- Self-reliant chargers for 100% uptime
- Dynamic Load Optimization
- On-demand charging for drivers



100% Uptime with Self-Reliant Connectivity

One of the main drivers for electric vehicle adoption is the ease of operation ([Multidisciplinary Publishing Institute](#)). EV drivers expect their ability to charge to be seamless and consistent. However, this is usually not always the case. In a recent US survey, 54% of drivers reported chargers being non-functional ([Plug In America](#)). 95% of non-functional chargers are driven by connectivity failure. Xeal has solved this issue head on with a brand new self-reliant connectivity protocol that offers EV drivers 100% uptime with a frictionless tap-to-charge experience. While every EV charger solution on the market requires expensive IT infrastructure and recurring network fees, Xeal's patent-pending technology eliminates the IT element entirely with a more cost-effective solution.

About 75 to 90 percent of EV charger companies' software costs are driven by cellular network costs (i.e. paying AT&T which gets passed on to the building owner in subscription fees) ([The Hidden Costs of Delivering IoT Services](#)). By removing this cost entirely, Xeal's **solution offers \$0 network fees and \$0 IT Capex** while offering ancillary revenue to boost net operating income.

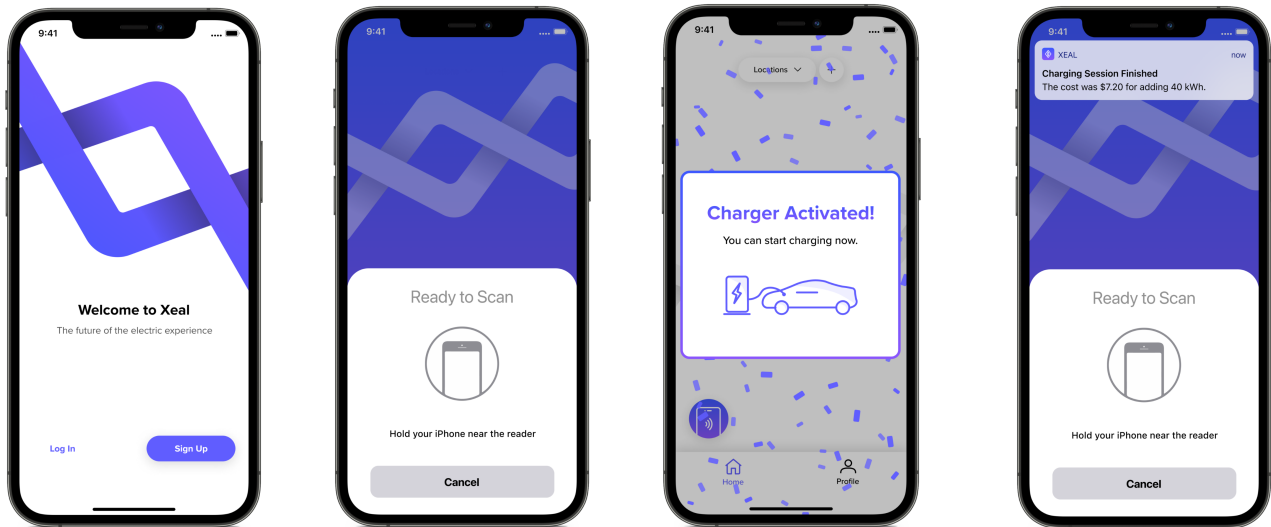


4x More Chargers with the Same Electrical Capacity

Xeal's dynamic power optimization solution fits 4x more charging stations than alternative solutions while reducing infrastructure costs and upgrades by allowing more EV charging access points on the same power supply. This means, where a typical power supply can support 5 EV chargers, Xeal's dynamic power management solution can support 20 Xeal chargers. The additional Xeal chargers simultaneously increases charging access while reducing competition for parking spaces.

The Xeal Driver App: Fast, Simple, Reliable

Xeal's sleek driver app delivers a fast and seamless charging experience for drivers. The driver only needs to open the app once to create an account. Afterwards, they can simply tap their phone to the charger and the reader automatically pops up to authenticate the session. No connection needed, no lag, no downtime. A simple 'tap, charge, go' with Xeal's patent-pending closed loop system.



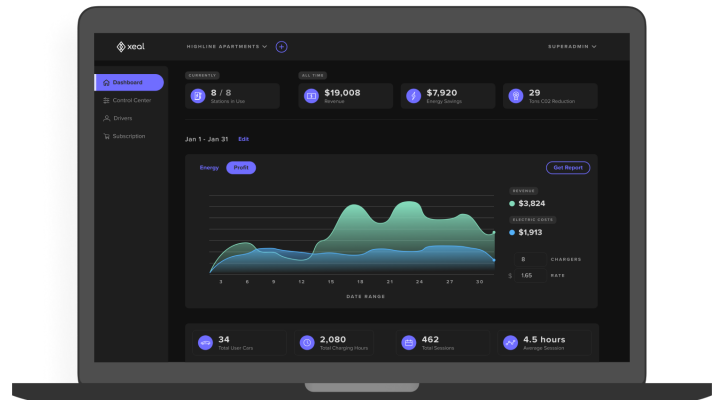
The Xeal Dashboard

The Xeal dashboard is where you can see charger activity, revenue, and create reports.

Features of the Xeal dashboard include:

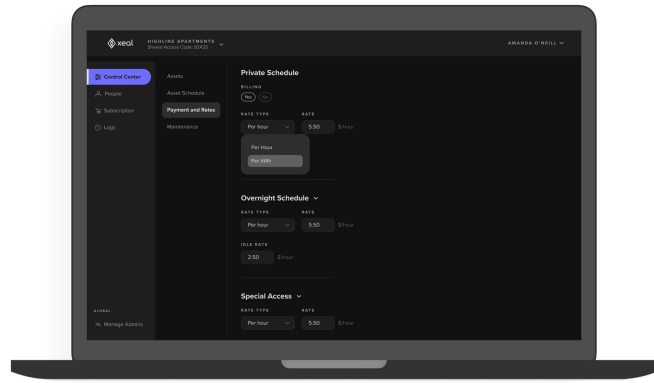
- CO2 Reductions
- Driver Profiles
- Access Controls
- Private vs Public Chargers
- One-click printable reports to share with leadership
- Revenue

Automatic cashouts directly to your bank account quarterly, or Manually cashout whenever you'd like!



The Xeal Process

- Turnkey charging solution
- Dedicated account manager
- Rebate and incentive service
- Dashboard with key metrics



Xeal offers a first-in-class experience for property owners and managers. Its streamlined process provides a dedicated account manager to understand your EV charger design, budget, timeline, and purpose. Its experienced field operations team works with you and our installation partners to design an optimal EV charger project tailored to each property. The Xeal experience also ensures you receive maximum market incentives for purchase and installation of Xeal chargers.

After installation, your Xeal account manager works with you to establish a custom pricing strategy. When your Xeal chargers are up and running, the account manager regularly touches base to make sure your Xeal EV charger project is automated and fully optimized.

Timeline	Xeal Team	Description
Pre-Installation	Account Manager	Assigned to understand EV charger design, budget, and timeline
	Site Developer	Works with your property manager and our installation partners to design an optimal charger solution. By using a two-step design process, we streamline and expedite the design and budgeting approval process while also offering you more control of the final design of your EV charger system
	Account Manager	Provides an EV charger design report, which includes a complete design, cost recovery, and revenue strategy for you to share with your company partners and stakeholders
Installation	Site Developer	Leads the installation process by coordinating with installers and property manager
	Account Manager	Works with you and your team for onboarding, access control, revenue, custom reports, and service schedule design.
Ongoing Service	Rebate Manager	Leads qualifying incentive applications, tracks progress, and ensures delivery of incentives, i.e. rebate, tax credit, etc.
	Account Manager	Check in after the first month, six months, and annually to ensure EV charger project is automated, right-sized, and fully maximized.

Charger Location Overview

As part of the site development process, Xeal provides a mockup of potential charger locations. A sample mockup is shown below.

