eMotorWerks Solutions for CCA’s
JuiceNet® Energy Demand Flexibility Platform

The World’s Largest Demand Flexibility Platform, > 18K high Capacity Resources

Vision - Aggregate/Manage Energy Flows → Residential & Workplace EV charging
- Predictive grid models
- Predictive driver models
- Dispatch via multiple end points

$-hundreds / year revenue potential from energy services
EV Load Access: Three-Stage Platform Plan

Better EV Driver Experience & Incentives

Smart Stations
Amazon best-seller, 10,000+ Stations sold, partner to access 50,000+

JuicePlug™
Makes any EV charging smart. Immediate access to the entire EV installed base

Direct EV Control
JN Cloud-to-OEM Cloud. Traction with six global OEMs, first contract
Smart Grid - Enabled EVSE OEM Ecosystem

eMotorWerks Residential, Workplace & Multi-family Products

JuiceBox

JuicePlug

JuiceTower

JuiceNet OEM Residential & Public EVSEs
(via embedded smart charging IoT components & software)
Best-in-Class Driver Experience

Standalone + SDK Integration to enhance OEM experience
EVs Will Soon Dominate Grid Storage

EVs are already the largest grid storage type - by far exceeding all other storage types combined

**Traditional Grid Storage**

- **California Added 11MW of Behind-the-Meter Batteries in Q3**
- **1.3 GW CPUC battery storage goal (most aggressive in the nation)**
- **Total non-EV grid storage capacity across all sources, including pumped hydro (97% of all storage today): 30 GW**

**EV Battery Storage**

- **7x** - In the same quarter, California added ~15,000 EVs, with total storage capacity of ~400 MWH, and peak load / shedding capacity of 60-90 MW
- **4x** - California will have over 1M plug-in vehicles, with total storage capacity of 50 GWH, and 4-6 GW peak load / shedding capacity
-- will exceed CA pumped hydro capacity (~3-4 GW)
- **US will have over 5M plug-in vehicles, with total storage capacity of 300 GWH, and 30-40 GW peak load / shedding capacity**
-- larger than all other US storage types combined
eMotorWerks Growing Utility Engagement

10+ Utilities are already taking advantage of JuiceNet benefits via our EV Concierge program

StoreFront; Brand Choice; Support
Case Study: Sonoma Clean Power

Offering innovation to meet customer demand

Rich Incentives - Understanding Economics

Multi-vendor EVSE support

Joint outreach and customer support -
→ “Concierge” charging programs

Opportunities for energy market participation
- Procurement savings
- Higher mix of renewables,
- Grid stability

Objective: *Innovate and learn from early deployments*
JuiceNet: Unlocking EV and Renewable Potential

Demand Flexibility Drives EV, Renewables penetration by unlocking value at scale

Reduce Monthly Car costs by 20%

Enable higher penetration of intermittent renewables

Market Exposure: Need Solution for Imbalance from Solar Success

Triple Win
1) Drivers
2) CCA’s
3) Solar Industry
Call to Action

juicenet: the largest Demand Flexibility Platform

How will Electric Vehicles impact your service territory?

How can CCA’s manage Solar OverGeneration and Price Exposure?

How can a Demand Flexibility Platform Help your business?

What’s your plan?
Thank You

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