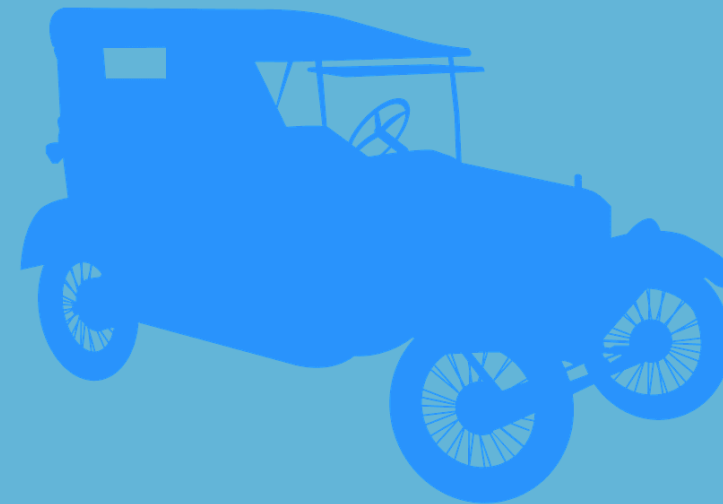




# E-Mobility: What's in Store for Retail

May 31, 2022

Once upon a time, Ford brought to market the first car dedicated to the mass, the Model T...



# OIL

flor<sup>®</sup>







A new age is coming...

# WIRED

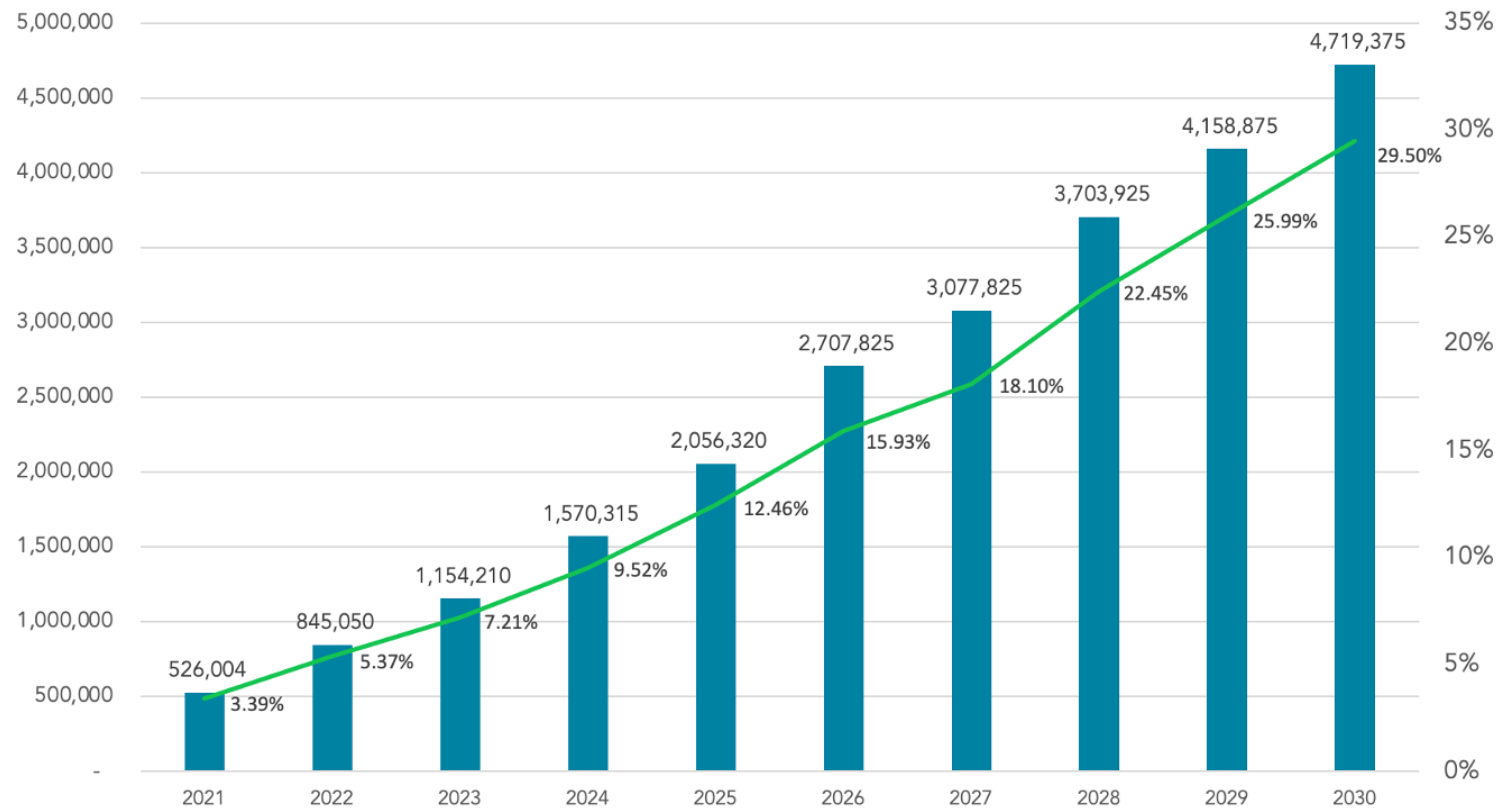
THE AGE OF THE ELECTRIC CAR IS HERE.

# CHARGE!



A promotional image for the 'WIRED' magazine special issue 'CHARGE!'. It features Elon Musk sitting on a stool next to a red Tesla Model S. The background is a white wall with a black and white checkered pattern on the left. A green diamond-shaped badge with a red border is placed on the car, containing the text '4 NEW ELECTRIC CARS TESTED+RATED'.

# 1 in 3 vehicles in North America are expected to electric by 2030



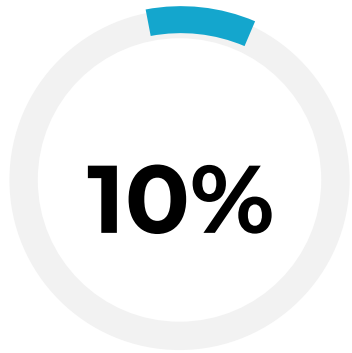
## Commitments to new models by leading OEMs



HYUNDAI



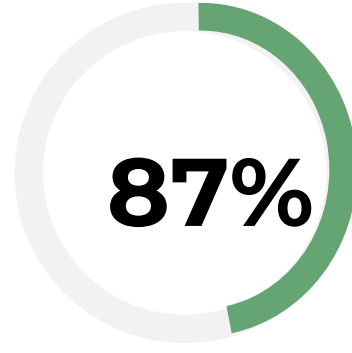
# New motor vehicle registrations in 2021



**10%**

10% of new motor vehicle registrations in Canada are electric vehicles

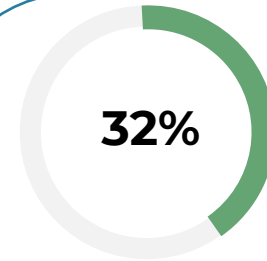
**165K**



**87%**

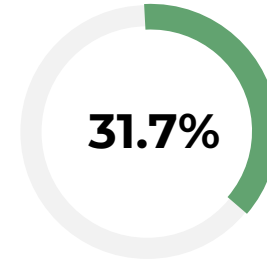
87% were primarily registered in Canada's three largest provinces

**143K**



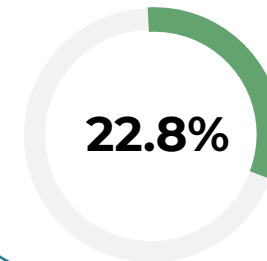
**32%**

**Ontario**



**31.7%**

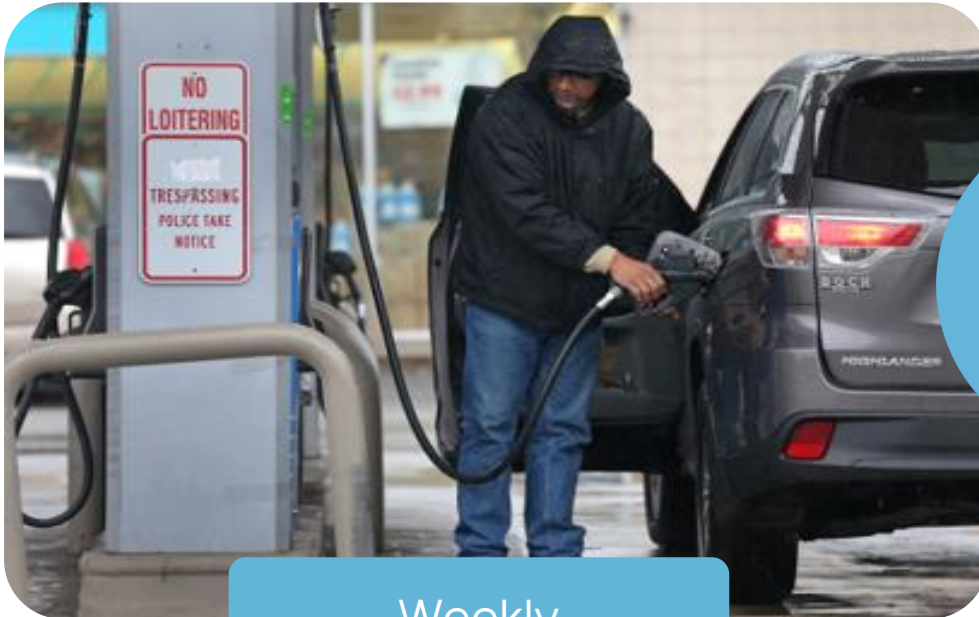
**Quebec**



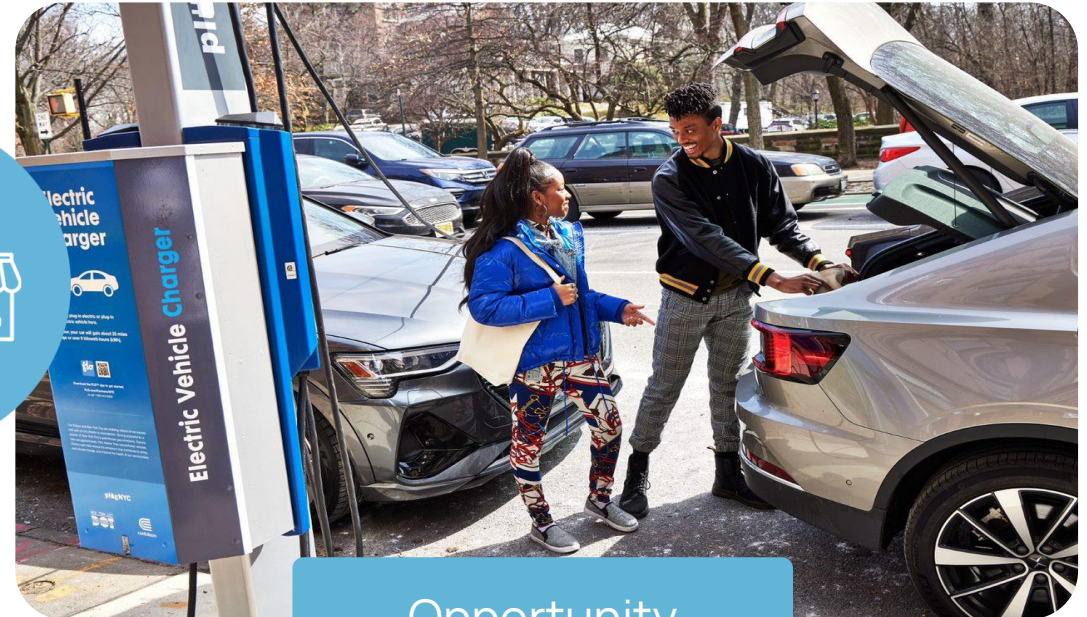
**22.8%**

**British Columbia**

# A shift from REFUELING to RECHARGING



Weekly



Opportunity

# Turning Point in Electric Vehicle Market

## Gas Prices

Soaring, highest ever

## EV Demand

+++% YOY

## Incentives

Government working to further accelerate electrification



## Supply Chain

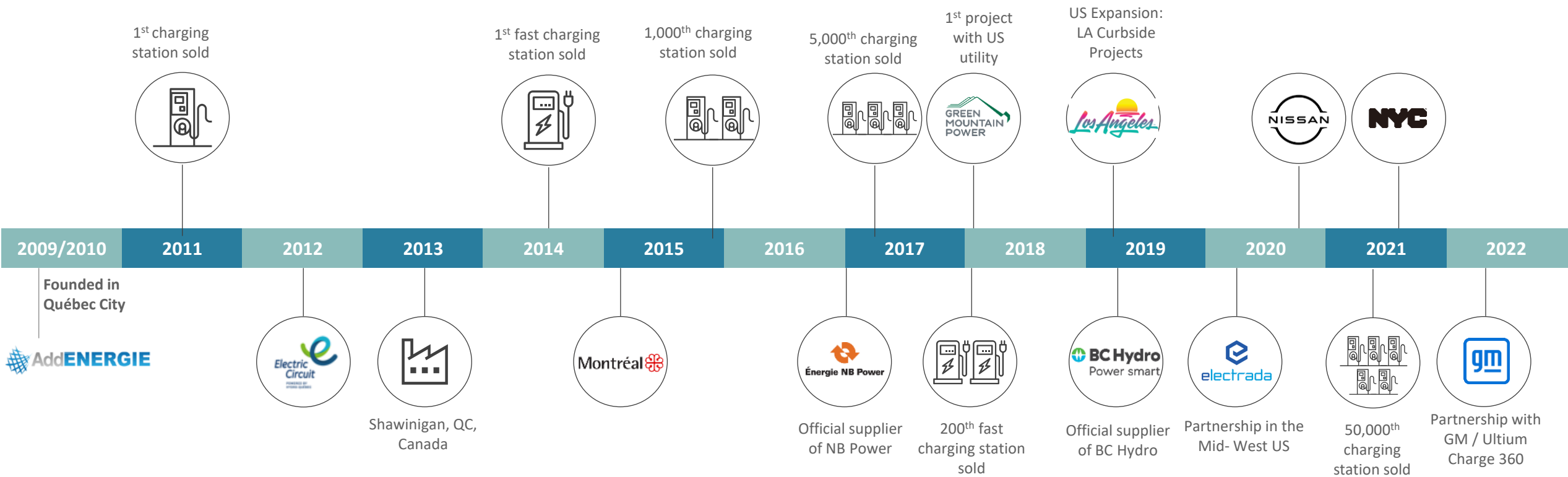
EV production faces challenges

## EV Charging

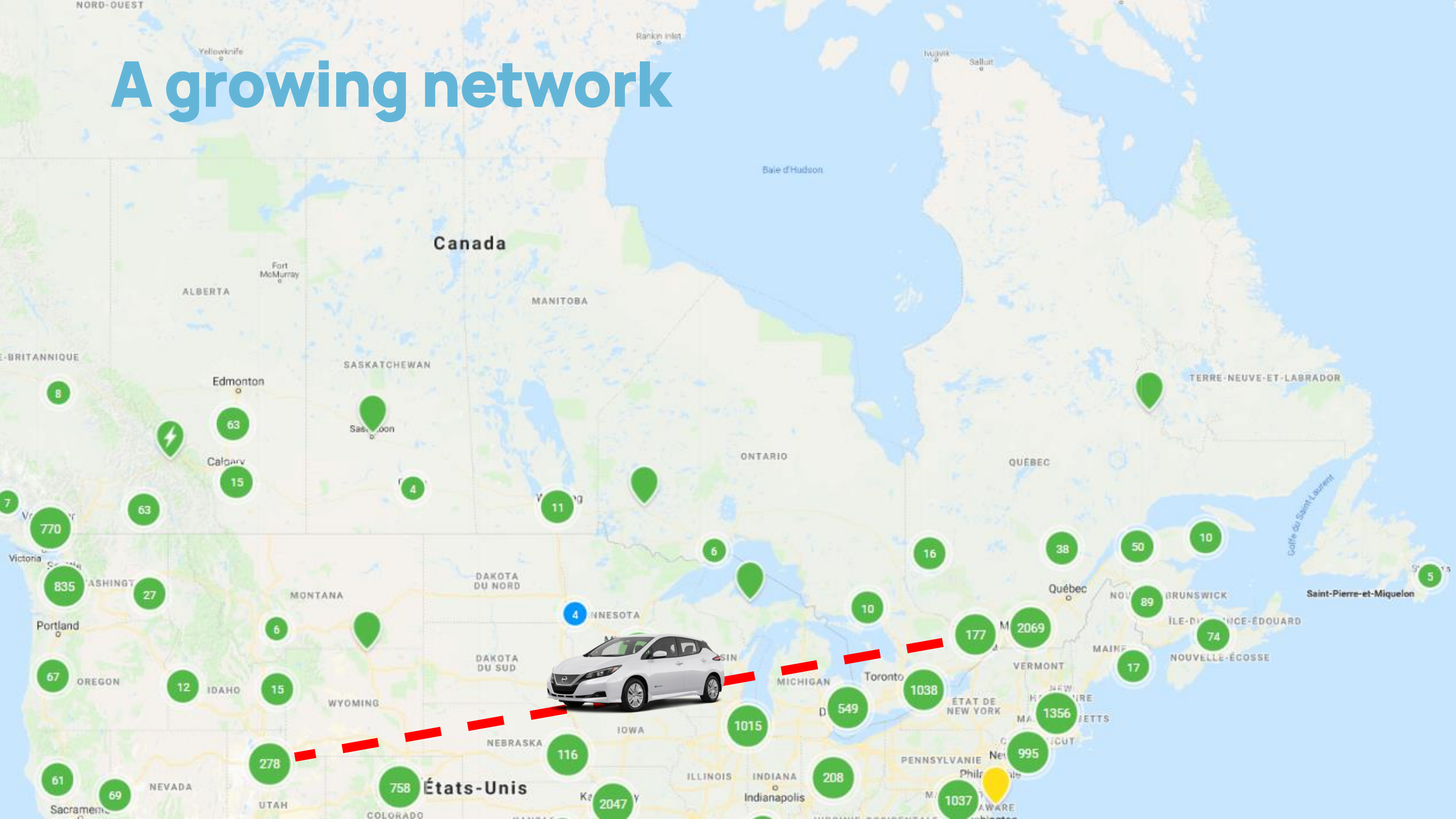
Increased pressure on EV charging infrastructure

# FLO Re-Charging the market

# Our Story



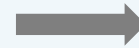
# A growing network



# FLO Network by Numbers

Currently Serving

**165,000** drivers

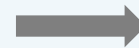


Helping EVs travel over

**385 million** km

In 2021, the FLO Network facilitated

**5.5 million** charging events



Transferring

**77.1 GWh** of electricity

**42 million**

liters of gas saved

=

**73 million**

kilos of CO2 emissions prevented

=

**3.7 million**

Trees planted



# Why Now?

# Attract valuable customers

- Position your business as innovative, cutting-edge, and committed to a sustainable model.
- EV drivers have a favourable shopper profile :
  - 43% have a HHI between \$100-199K &
  - 18% between \$200-299K\*.
- A typical public charging session will last between 30 mins to 2.5 hours, correlates directly to increased foot traffic and dwell time.
  - 91% increase in average dwell time.





flo



# Join Us





# Merci Thank You

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