



Open your doors to the EV revolution



Momentum is building

Every day, thousands of new EV drivers are taking to the streets and highways excited to be part of the EV revolution. And while EV drivers are excited, they're also concerned. They are wondering how much charge they have left, how long it will take to reach their destination and where their next charge will come from. And that's where you come in.

With EV sales expected to triple by 2025, EV drivers will need exponentially more charging stations in order to charge-up while on the go.¹ At FLO, we're partnering with forward-leaning retailers, restaurants and grocery chains across the country to deliver a fast and reliable charging experience that will help attract new customers, increase on-site purchases and deliver a value-added amenity that will pay dividends for years to come.

So, if you're interested in learning more about how to gain a competitive edge and open your doors to the EV revolution, read on, because FLO can help you achieve all these objectives while we take on the cost and the challenge of deploying EV chargers at your location.



100%

Canada is committed to have at least 60% of all vehicles sold each year be zero-emission by 2030 and 100% be zero-emission by 2035.²



8.9%

Canada zero-emission vehicle share of sales was 8.9% in 2022, up from 5.6% in 2021.³ The tipping point for mass adoption is 5% share of sales for zero-emission vehicles.⁴



91.8%

91.8% of all new zero-emission vehicles registered in 2022 were in Canada's 3 largest Provinces – Ontario, Quebec, and British Columbia.⁵

¹Trudell C. and Davis, R. (June 1, 2022). EV Sales Will Triple by 2025 and Still Need More Oomph to Reach Net Zero. BNN Bloomberg. bnnbloomberg.ca/ev-sales-will-triple-by-2025-and-still-need-more-oomph-to-reach-net-zero-11773042

²Canada's Zero Emission vehicle sales targets, Transport Canada, Government of Canada, last modified Jan 22, 2024.

³Canada's Zero Emission vehicle sales targets, Transport Canada, Government of Canada, last modified Jan 22, 2024.

⁴Electric cars pass a crucial tipping point in 23 countries", BNN Bloomberg, Aug 28, 2023.

⁵Statistics Canada



Host EV chargers at your site



Deliver a new value-added amenity

- ⚡ Attract new customers and retain existing ones
- ⚡ More customer dwell time expected at your location
- ⚡ Potential increase in customer spend while waiting to charge



Increase site revenue with minimal risk

- ⚡ Don't pay for costs relating to hardware, software, operations, or equipment maintenance
- ⚡ Attract new customers and potentially increase customer spend
- ⚡ Directly monetize parking spots through recurring monthly revenue



Drive traffic to your site

FLO operates Canada's largest EV charging network. We connect EV drivers with charging stations in many ways, including real-time mapping database, roaming agreements, API data feeds, vehicle OEM integration, and Plug & Charge connectivity.

73% of EV drivers say they visit or use one or more on-site amenities while they are charging at a DC fast charging station.

Source: FLO proprietary research with 15,000 EV drivers who use DCFC public charging stations, August 2023



EV charging that always works

FLO has established a long-standing reputation for providing quality hardware products that are exceptionally reliable.

We guarantee that all chargers at our site will have at least a 98% uptime.⁶

By offering consistently reliable EV charging, you can enhance your brand and commitment to quality.

Reliable charging with 24/7 driver support, ensures minimal need for onsite EV driver support from your staff. And most importantly, our unparalleled uptime will help create loyal customers who come back again and again for a consistent EV charging experience.

⁶ FLO's charging station uptime target is 98% or better, calculated on a 12-month rolling basis. For chargers that we own, we provide a guarantee that we will meet this target by providing prioritized proactive monitoring as well as on-site technical support if required. For more information on how we calculate uptime: flo.com/flo-charging-station-uptime/

Turnkey solution - we take care of it all



Design and installation

FLO manages all the design, engineering, procurement, and construction.



Commissioning

FLO coordinates the project work with the utility to commission the chargers.



Equipment

FLO provides all EV charging equipment, both hardware and software.



Operations & Maintenance

FLO proactively monitors and maintains the chargers at each site during the term of the agreement.

FLO is your full-service EV infrastructure partner



#1

#1 network in Canada⁷



1.5 million+

charging events every month



98% uptime

FLO North American network⁸



490,000+

registered members and experiencing 55% year-over-year growth



83,000+

Total North American public EV chargers available to FLO members

FLO's approach to charging excellence

⚡ Built to last

with a focus on premium components and modular design to enable ongoing maintenance + upgrades

⚡ Direct manufacturing

end-to-end control with extensive in-house R&D and QA testing

⚡ Vertically integrated

seamless connection between hardware, software, and application

⚡ Domestic supply chain

stable long-term North American supply chain for quick lead times and response

⚡ Smart monitoring

Network Operating Center enables FLO to stay ahead of charger issues through real-time alarms

⁷Based on number of charging stations and EV driver members

⁸FLO's charging station uptime target is 98% or better, calculated on a 12-month rolling basis. FLO has achieved its uptime target continuously across several years of reporting. For more information on how we calculate uptime: flo.com/flo-charging-station-uptime/



Canada Infrastructure Bank: Financial support for sustainable growth

FLO is your ideal EV infrastructure partner in Canada. We have secured \$220 million in financing from the Canada Infrastructure Bank (CIB) which is earmarked for the deployment of a comprehensive coast-to-coast fast-charging network across Canada by 2027. With substantial backing from CIB, FLO is poised to take direct ownership and operation of more than 2,000 fast chargers throughout Canada. Your site could be one of them!



Project planning and delivery done right



Site deployment overview

The FLO Deployment team will lead every step of the site electrification process, liaising with you where needed and assuming responsibility for the heavy lifting required to complete the EV charging deployment. FLO will provide site selection and layout recommendations, and manage all aspects of site design, permitting, utility and metering connection, site construction, equipment installation and commissioning.



State-of-the-art charger technology

Our latest DC fast charger, the FLO Ultra, can deliver up to 320kW. It meets and exceeds all the latest infrastructure requirements in both Canada and the US.



Pull-through configuration



Pull-in configuration

Multi-configuration site layout options

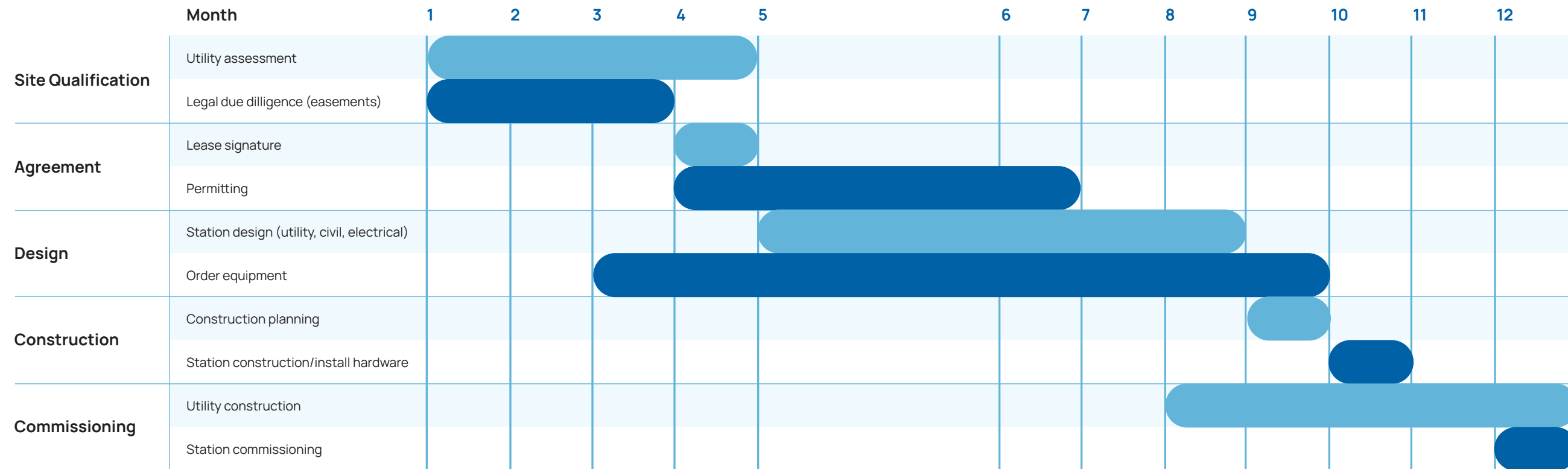
FLO will work with you to right-size your EV charging infrastructure to your specific real-estate footprint. We have various standard options including pull-through and pull-in layout designs. Plus, we design each site with future expansion in mind.



Operations & Maintenance (O&M)

To support the deployment of charging stations, FLO provides ongoing operation and maintenance services, including proactive station monitoring, dispatch and call center services, as well as technical on-site labour. FLO maintains a qualified network of third-party operations and maintenance service providers who can be called upon on short notice to provide onsite preventive and corrective maintenance.

DC fast charging deployment timeline



Make the most of your site

An ideal EV charging site has the following characteristics

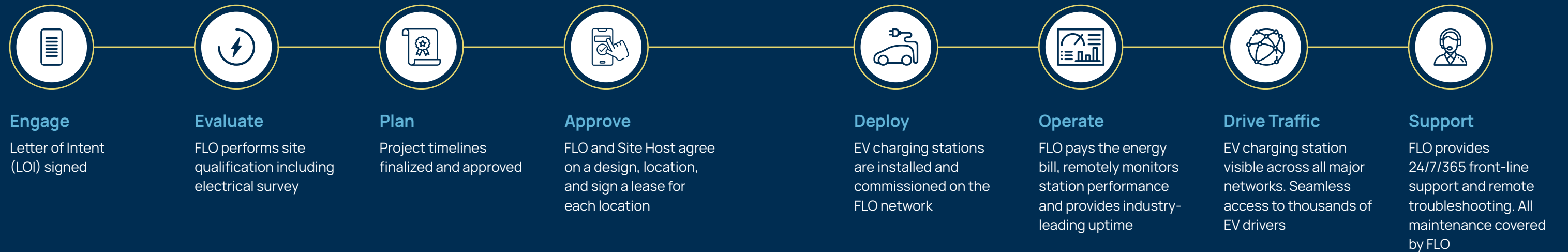
- ⚡ Located in a high traffic area/highway corridor
- ⚡ Publicly accessible 24/7
- ⚡ On-site amenities
- ⚡ Easily accessible 3-phase power
- ⚡ Space for 6-10 parking spaces
- ⚡ Well-lit and safe

Once your site is approved, FLO takes care of everything – planning, installing, and operating the EV chargers.



The journey to electrification

Our project plans are structured around a nine-month deployment timeline, which is initiated by the signing of the Letter of Intent (LOI).



What if I want to own the FLO EV chargers?

As a full-service EV charging network, there are many ways we can work together. If you choose to own the chargers yourself, FLO can provide as much or as little support as you need – qualifying for incentives, network planning, dedicated engineering support, monitoring services, installation, and maintenance services.

Our partners





What's next?

Get a no obligation assessment of your sites to find out if you are eligible to host FLO EV chargers.

Contact us today at:

sitehost@flo.com

1-855-543-8356



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