



Expand Your Skillset to Join the e-Mobility Revolution



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Jesse Ruvalcaba and Dennis Pascual
Tritium Technologies LLC

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1 Contact Hour.**

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Who is Tritium

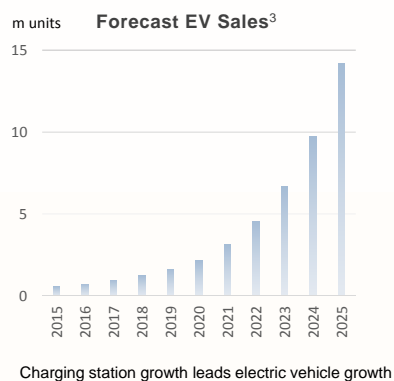
- DC Fast Charging
 - RT Chargers – 50kW
 - PK Chargers – 350kW
 - In-home chargers
- HQ in Brisbane, Australia
- Offices in Greater Los Angeles, Amsterdam
- Company started with Solar-panel car going across the outback
- Started in North America in 2015
- Over 450 charger in North America, and growing weekly

3

EV Market

Range and choice increasing, while price decreases

	'Yesterday'	'Today'	'Tomorrow'
Leader:	 Nissan Leaf	 Chevrolet Bolt	 ?
Price:	US\$37K ¹	US\$37K	\$35K ?
Range:	120 km	380 km	500+ km
Choices ²			 ...and many more



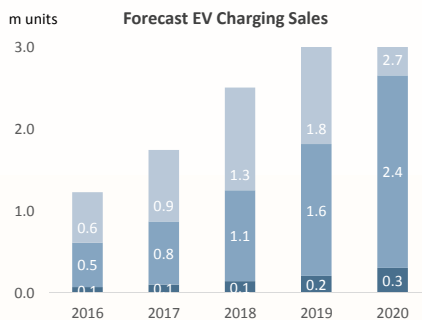
Charging Market Split Across Three Segments

EV charging represents a paradigm shift, vehicles can now recharge wherever they are

Segment	Example Sites	Key Channels	Types	Power	% Vehicle Time
Domestic:	<ul style="list-style-type: none"> Homes Apartment Buildings 	<ul style="list-style-type: none"> Car Manufacturers Utilities Electrical Contractors 	AC & DC	2-12kW	49%
Commercial:	<ul style="list-style-type: none"> Workplaces Retail sites Fleet Parking 	<ul style="list-style-type: none"> Vehicle (e.g. bus) Makers Utilities Resellers 	DC	20-50kW	36%
Public:	<ul style="list-style-type: none"> Public top-up sites Corridor sites 	<ul style="list-style-type: none"> Network Owners Utilities 	DC	50-500kW	15%

Global Market Opportunity

2.7 million charging stations to be sold in 2020
Driven by EV adoption rates and infrastructure buildout



Source: IHS 2015; Navigant 2016; OECD/IEA 2016, Tritium Analysis

Market segment	Avg Revenue Per Station	Total 2020 Market US\$M	Growth Drivers
Domestic	US\$XXX	\$XM	<ul style="list-style-type: none"> Awareness of EVs EV range increasing Increasing availability of charging stations
Commercial	US\$XXX	\$XM	<ul style="list-style-type: none"> Commercial fleet EV adoption (buses, trucks, taxis, company fleets, etc) Infrastructure build-out
Public	US\$XXX	\$XM	<ul style="list-style-type: none"> Infrastructure build-out in advance of cars on road

Leading the Competition

Tritium has the most advanced product in the market
...and commands a premium price point

	ABB	efacec	TRITIUM	BTCPower	-chargepoint+	KEBA	AU AeroVironment™
Market Position	#1	#2	#3	#4	Coming soon	n/a	n/a
• Comm/Public:	n/a	n/a	Coming soon	n/a	Top 5	Top 5	Top 5
Public Station							
• Footprint:	Large, Heavy	Large, Heavy	Small, Light	Very Large, Heavy	Medium	n/a	n/a
• IP Rating:	IP54	IP54	IP65 (Fully Sealed)	IP54	IP54	n/a	n/a
• Price Point:	US\$20K	US\$20K	US\$25K	US\$22K	US\$27K	n/a	n/a
Domestic Station							
• Type:	n/a	n/a	DC (Fast)	n/a	AC (Slow)	AC (Slow)	AC (Slow)
• Grid Integ.:	n/a	n/a	✓	n/a	×	✓	×
• Price Point:	n/a	n/a	US\$3K	n/a	US\$700	TBC	TBC
Advantages:	<ul style="list-style-type: none"> • Channels • Balance sheet • Brand • Price point 	<ul style="list-style-type: none"> • Early to market • Price point 	<ul style="list-style-type: none"> • Easier installation • Durability and reliability • Aesthetics 	<ul style="list-style-type: none"> • US-based • Small and nimble 	<ul style="list-style-type: none"> • Integrated solution • Direct salesforce 		<ul style="list-style-type: none"> • Mobile phone app
							

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Induction Video



Introducing the Veefil

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Veefil Service Library

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General Procedures

NO VIDEO AVAILABLE

Top Cap Replacement
Procedure ID: TR03.299.6

Changing Front Door
Procedure ID: TR03.299.8

Coolant Replacement
Procedure ID: TR03.299.10

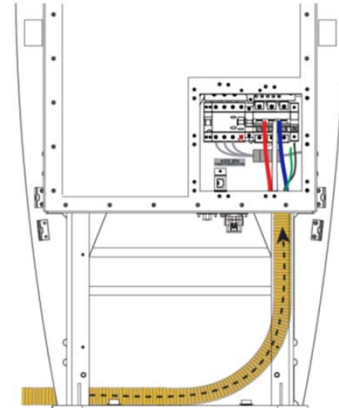
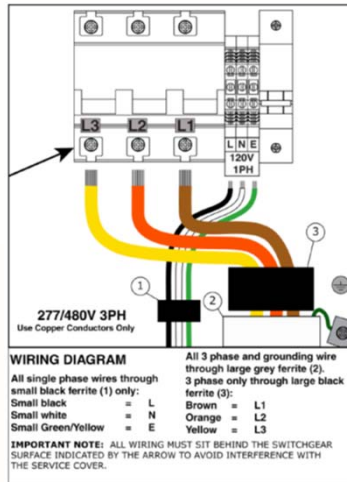
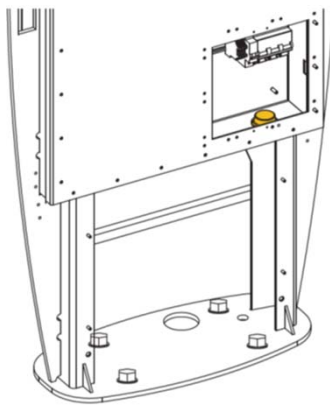
Removing air from coolant reservoir

Full pressure relief valve to remove excess pressure - pressure needs to be equal to atmospheric before

Radiator Panel Removal

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Installing Chargers



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Becoming Tritium Service Agents

- Requirements
- Signed Non-Disclosure Agreement
 - One way or Two way agreements available
- Filled out W9
- Insurance Coverage up to \$5 million, with Tritium on certificate
- Information about your company
- Any certifications/licenses that you (as a company) hold
- Locations your company can work
- Your rates
 - We look for service partners to do the work under Net 30 terms
 - In hours/scheduled work
 - After hours/emergency work
 - Do you have cost to travel to project location? How much?
 - Anything other costs?

Questions?

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