



QoWatt

**The charging infrastructure operator
of co-owners.**



Green mobility: from a necessity to an opportunity



Increasingly stringent rigorous obligations

The LOM law has strengthened the obligations to pre-equip and equip professional co-ownerships with charging stations.

0-20 spaces: *minimum of 1 charging station*

20-40 spaces: *up to 5% of spaces with charging stations*

40+ spaces: *up to 10% of spaces with charging stations*

In accordance with article 57 of the law of 12 July 2010, co-ownership managing boards must systematically discuss the possibility of installing a charging infrastructure for electric vehicles at the annual general meeting.

Charging stations: essential assets for business centres and commercial parks:

- To offer the best services and amenities to employees, customers and visitors;
- Attract new customers (electric vehicle owners are always looking for convenient recharging locations);
- Enhance the image of the site by actively participating in the ecological transition;
- To be at the cutting edge of green technology with a fleet of new generation charging stations;



The difficulties encountered in co-ownership



Despite a growing demand from co-owners for the installation of charging stations, obstacles often arise:

01. The cost

The installation of a charging infrastructure is very pricey. An average of 15k€ for the first 2 charging points.

The cost depends in particular on the price of the charging points and the technology used, the charging power and the ancillary work required to supply the infrastructure.

02. Adoption

The needs of co-owners are rarely the same at any one time.

Non-occupying owners, a cash flow that is stretched or simply not feeling the need... For various reasons, it is often difficult to get the General Assembly to adopt major investments.

03. Administration

Co-ownership managers are not qualified to manage the installation of a charging station infrastructure.

Hardware/software maintenance, supervision, hotline, repairs, billing, etc. Knowledge and expertise are needed for a job that requires skills in their own right.





**« QoWatt brings you
the only solution really
adapted to co-
ownership »**

QoWatt, France's 1st operator of charging infrastructures for co-owners



Solution adapted to the co-ownership

- QoWatt provides an investment solution to benefit the co-ownership;
- QoWatt facilitates the process of getting its collective recharging solution approved by the co-owners;
- From installation to support, QoWatt takes care of everything. The property managers and co-owners do not have to handle any issues.

Choosing the « Made in France » label

QoWatt is a French company based in Poitiers and surrounded by exclusively French partners.

- QoWatt's charging station manufacturers are among the most experienced in the field with new generation charging stations.
- QoWatt's installation/maintenance partners are major national operators, ensuring optimal operation of the recharging infrastructure throughout the year.

A Win-Win partnership

QoWatt's business model has been designed by a co-owner, for co-owners.

- The co-owners have nothing to spend. QoWatt takes care of 100% of the investment.
- The co-owners benefit from the performance of the installation through a fee for each kWh delivered.
- QoWatt amortises the installation and management of the infrastructure by receiving a return on the recharges.



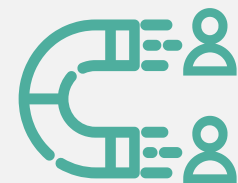
I am a co-owner, why QoWatt?



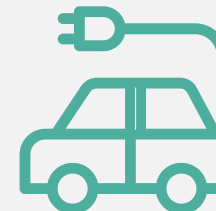
QoWatt has been designed for commercial, residential and business centres



Offer a fast charging service



Increase the overall attractiveness of the park



Attracting electric vehicle owners



Attract and retain new customers



Meet the needs of managers, employees and customers



Generate revenue to reduce coownership costs



Consolidate the rental value of the property



Add visibility to the site via mobile applications locating charge points



I am a customer, why to choose QoWatt?



QoWatt attracts and retains many electric car owners with charging stations:



Ergonomic



User-friendly



Universal



Compatible with all mobility operators

QoWatt installs recharging infrastructures that meet the demand of electric vehicle users who are always looking for:

- An ultra-simple terminal (payment by credit card, connection)
- A charging station close to their working place, leisure time area or shopping spot.
- A charging station where the speed/price ratio is the best
- A charging station that is compatible with all mobility operators

A reliable and efficient service

A hotline is available 24/7





« Using charging terminals is often complicated. Our stations are very easy to use, from the 7 to the 77 year olds »

An intelligent and scalable terminal



- Charging of 2 electric vehicles in 2 parking spaces
- Charging power 3 to 22 kW
- High impact and weather resistance
- Improved visibility from a distance for drivers (height and light)
- Easy-to-understand pole status with illuminated charge status indication
- Contactless payment by credit card or mobile phone (ApplePay, GoogPay)
- Compliance with disabled accessibility standards: large screen, wheelchair access
- Screen allowing the installation of contents: tourist information, rates, etc.
- Minimum dimensions for better blending into the landscape
- Designed and manufactured in France by the company e-Totem

A super fast supercharger and aesthetic



- Station of 4 superchargers on 4 parking spaces
- Charging power 50 to 150 kW (Combo CCS & Chademo)
- High impact and weather resistance
- Improved visibility from afar for drivers (height and light)
- Easy-to-understand pole status with charge status indicator light
- Contactless payment by credit card or mobile phone (ApplePay, GoogPay)
- Compliance PRMs standards: Appropriate terminal, large screen & wheelchair access
- Screen for setting up content: tourist information, prices, etc.
- Minimum dimensions for better landscape integration
- Designed and manufactured in France by the company e-Totem

An interoperable and easy-to-use terminal



Accessible to all users

MOBILITY OPERATOR APPLICATIONS



GEOLOCATION APPLICATIONS



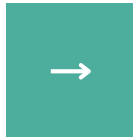
Connected to all mobility operators

RFID CARD / QR CODE

- 01. Select payment method without creating an account
- 02. Scan RFID card or QR Code
- 03. Connect the charging cable

Contactless payment

Charging is possible at any station even as an unregistered user.



A ready-to-use solution



QoWatt takes care of everything

It is not the role of the co-owners' association or the co-owners themselves to manage and solve all the problems that can be encountered in the management of an infrastructure of electric charging stations.

You have only one thing to do: participate in your AGM and vote "For"!

Commitments:

- A full packaged solution (project study, sizing, supply and installation of charging stations, station management, hardware and software maintenance, interoperability)
- 100% coverage of the installation and management costs of the charging infrastructure
- Half-yearly reporting of the KWh taken
- 100% refund of the regulated rate for electricity delivered to end customers
- A 10% return to the co-ownership managers calculated on the total KWh distributed

A simplified relationship

Every six months, QoWatt and the co-ownership association cooperate in order to pay the remuneration due to the co-ownership.

QoWatt provides proof of the number of kWh delivered over the past period, the managing agent invoices QoWatt and pays the share due to its co-owners by reducing their co-ownership charges.



Up to +10% of profits for the co-ownership



■ Installation of terminals to co-owners via the managing board



■ **General Assembly**

Adoption by the AGM of the type of installation and the service contract.



■ **Installation**

QOWATT installs the charging station infrastructure within the co-ownership.



■ **Exploitation**

Users pay their vehicle charging to QOWATT



■ **Benefits - Co-ownership managing board**

QOWATT pays up to +10% of the profits to the co-ownership board (based on the current price per kWh).



■ **Benefits - Co-owners**

The board then passes on up to 75% of this share to the co-owners via a reduction in the co-ownership charges.



No capital or operating costs



The installation, operation and maintenance of charging stations for electric vehicles require expertise and a substantial financial contribution. In order to contribute to the electric transition, QoWatt takes charge of 100% of the investments required for the deployment and management of the charging station infrastructure:



Investment

Manufacture & supply of terminals
Installation of terminals Levelling
Monitoring software



Exploitation

Energy Maintenance Communication data Customers' Hotline
Roaming Electronic money (transaction processing)
Supervision & energy management Insurances



The key stages of your project



01.

Meeting between the co-ownership board and QoWatt

Strategic decision of a number of parking spaces for electric vehicle charging according to several criteria.

02.

Viability study

Study of the investment costs and the amortization forecast, in the interest of the co-ownership.

03.

General Assembly

Presentation of the project to install the charging station infrastructure to all the co-owners.

04.

Installation and start-up

QoWatt undertakes to install and maintain the network of charging stations in accordance with the regulations in force and in application of the French LOM law.

Frequently asked questions



How many terminals to start with, which evolution is envisaged and according to which criteria?

For all projects, a service totem with 2 to 4 charging points is planned to be installed initially. This service totem on which users control their recharging is able to operate up to a total of 10 charge points. As soon as QoWatt notes a usage rate smoothed over 30 days of more than 20%, it is in the interest of QoWatt and the co-ownership to upgrade the infrastructure in order to add new charge points. Furthermore, QoWatt is committed to respecting the LOM law within the co-ownership, depending on the fill rate, with a long-term projection of between 5 and 10% of parking spaces equipped with charge points.

How long will the contract last?

The contract runs for a minimum of 10 years from the date the infrastructure is put into operation or upgraded, the time it takes for QoWatt to depreciate the infrastructure, and is then automatically renewed for successive 5-year periods.

Will it be necessary to specify where in the parking lot it is planned to install the terminals?

The exact locations of the charging stations are included in an appendix to the contract.

How is the 10% return promised to the co-ownership calculated?

The calculation of the profitability paid to the co-ownership is simplified so that there is no misunderstanding. At the end of each semester, the purchase price of the kWh by QoWatt as well as the total quantity of kWh delivered by the infrastructure are communicated. Then a calculation is made in order to transfer a profitability on the infrastructure up to 10% to the co-ownership (*10% of the price of the kWh X number of kWh delivered*). When the price per kWh increases, the profitability paid to the co-ownership increases proportionally.





As of today, vote "**For**" a charging station infrastructure that is profitable as of tomorrow and without any investment!