

Charge Oasis Investment Opportunity

65% Equity Stake with 48 Month Full ROI

Charge Oasis Overview

Charge Oasis builds large format EV charging stations (50-100 EV & large fleets) utilizing solar and battery storage microgrids powered by patented technology. Our approach reduces typical operating costs by 67%, creating a profitable operation, and improves charging reliability and availability, while boosting customer experience.

The Problem

Modest sales EV growth will strain the US power grid beyond its capacity to service EV charging demand. Electric grids in CA, TX, NY, FL, GA, NV, and AZ alone cannot support EV sales growth without an additional 30%-40% more power generation by 2030. Further, this power gap isn't solved using conventional methods of electricity generation and transmission. Even renewables such as wind and solar farms won't fill the power void. The best alternative to solve the forecasted power demand is by building distributed power infrastructure using solar based microgrids.

Beyond this, forecasts show the U.S. YoY EV sales will soar from 3 million to 20-30 million by 2030, and public fast charging will need 5x the number of chargers to service the demand.

Aside from Tesla, the top four EV public fast charging companies (Electrify America, EVgo, Charge Point and Blink) are not profitable due to high operating costs they cannot control. Additionally, EV owners have major dissatisfaction with current fast-charging providers due to reliability and availability issues. Tesla recently halted its supercharger construction rollout to figure out how to bring operating costs in line with profitable target margins.

The Solution—Charge Oasis

Charge Oasis solves the three primary public fast charging challenges current competitors struggle with today: *profitability, availability and reliability.*

We solve for profitability by efficiently generating, storing, and distributing electricity with our patented DC coupled microgrid technology (not found on the market today). We produce power at a cost 80% less than our competitors with an average cost of \$0.04 per kilowatt hour (KWh) compared to our competitor's average cost of \$0.45/KWh (accounting for the blended costs of base rate and demand charges).

We solve for availability because we're not constrained by the available site power supply and our large number of charging stalls ensures customers won't wait for an open charger.

We solve for reliability through our hardware and software technology, which is all designed, engineered, and integrated for all our charging stations. i.e. We don't have to rely on multiple suppliers' equipment and maintenance.

Charge Oasis is The Right Solution and Positioned to Win

Our proprietary technology addresses the growing EV power demand by utilizing renewable energy microgrids. Our power is self-generated *allowing us to avoid costly utility base rate and demand charges.* We can charge 5x the number of EVs with the same amount of grid-connection as compared to a competitor. Our patented technology only requires an 800-amp grid interconnection compared to competitors requiring a 20,000-amp service to charge the same number of EVs. Currently, a 20,000-amp service requires 1 ½-years wait time from the utility compared to our 2-week wait time for the smaller interconnection. Our hardware and software are all manufactured in the U.S. supporting domestic jobs.

Charge Oasis brings together 16+ years of experience in commercial solar energy and storage to deliver a patented high-frequency, high-current EV technology solution certified by the California Energy Commission and US Border Patrol reflecting more than **\$15M in R&D and IP investment to date, one patent issued, and five patents pending.**

Charge Oasis Investor Value Proposition

- We develop profitable EV fast charging stations powered by microgrids.
- We can begin development of stations quickly with a minimal electrical grid interconnection.
- We can speed up the scale of operation with pre-negotiated contract manufacturing of our equipment.
- We provide turn-key charging stations performing all necessary ongoing operational services including administration, billing, accounting, system & site maintenance, and customer support.
- We create additional annual Carbon Credit income (~\$50K-\$70K/year).
- We can improve retailer dwell time when co-locating charging stations in retail parking lots.
- Our charging kiosks offer the ability for digital advertising revenue.
- We focus on creating great customer experience with available and reliable charging while providing amenities like restrooms, vending, pet relief areas, and virtual security so consumers can rest and relax while charging.

Financial Model

- We are seeking investors to build Charge Oasis EV fast charging stations in the range of \$18M-\$30M per site (for buildout costs only). Cost varies based on specific property cost, the number of charging stalls and site amenities.
- **Investor benefits:**
 - 65% equity stake in the charging station infrastructure (i.e. own 65% of the asset).
 - 65% of the IRS investment tax credits (which are 100% tax free).
 - 65% of the quarterly charging revenues.
 - 100% of the six-year accelerated depreciation (minimum \$20 million).

(The figure below represents a realistic cash flow of a 50-car station over six years for a 65% equity partner.)

65% Equity Partner EBITDA	\$ (16,588,892)	\$ 14,464,146	\$ 1,889,864	\$ 1,784,631	\$ 1,974,353	\$ 31,955,102	\$ 35,479,203
Initial Year-1 Investment	\$ (18,000,000)						\$ (18,000,000)
Tax Credits		\$ 12,154,732					\$ 12,154,732
Charging revenues		\$ 51,641	\$ 535,200	\$ 973,244	\$ 1,162,966	\$ 1,159,051	\$ 3,882,102
Estimated Cash Value of Depreciation	\$ 1,411,108	\$ 2,257,772	\$ 1,354,663	\$ 811,387	\$ 811,387	\$ 409,221	\$ 7,055,539
Sale of Station Equity Stake	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,386,830	\$ 30,386,830
Total Cash Flow	\$ (16,588,892)	\$ 14,464,146	\$ 1,889,864	\$ 1,784,631	\$ 1,974,353	\$ 31,955,102	\$ 35,479,203
65% Equity Partner Depreciation Allocation	\$ 4,031,737	\$ 6,450,778	\$ 3,870,467	\$ 2,318,249	\$ 2,318,249	\$ 1,169,204	\$ 20,158,683
Cash Value of Depreciation @ \$0.35 to the dollar	\$ 1,411,108	\$ 2,257,772	\$ 1,354,663	\$ 811,387	\$ 811,387	\$ 409,221	\$ 7,055,539

In the cash flow example above of a 50-car station, the investor provides \$18M buildout investment over a 12-month construction phase, receives full payback within 48 months (between the combination of guaranteed federal tax credits, depreciation and charging revenues), then exits their equity stake in year six at a conservative fair market value of \$30M earning a total of \$35M on their \$18M investment.

Investment and ROI Summarized

- Invest \$18M-\$30M
- ROI timeline = 48 months
- 6-year ROI = \$35M-\$54M / 200%-225%

Investment Opportunity Summary

Charge Oasis presents an opportunity to invest in a company uniquely tailored to fill the growing need in EV charging. This opportunity is timely now that the competition is struggling to become profitable, and while Tesla is slowing its rollout of supercharging stations. Our charging stations are more economical, and most importantly, profitable. We invite you to learn more about the exciting future of EV Charging presented at Charge Oasis.

Contact Information

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References to industry statistics and challenges (with sources):

EV sales are expected to grow at varying rates by 2030, with some projecting a sixfold increase in demand:

1. **Deloitte**
Predicts a 29% compound annual growth rate over the next decade, with total sales reaching 31.1 million by 2030 and EVs making up 32% of the new car market. ([Source](#))
2. **McKinsey & Company**
Projects a sixfold increase in demand, with annual unit sales reaching 40 million by 2030. ([Source](#))
3. **Morningstar**
By 2030, we forecast EVs will account for 40% of global auto sales—more than 5 times the number of EVs sold in 2022. This translates to roughly 40 million vehicles, with an additional 20 million hybrids. ([Source](#))
4. **Forbes**
New EVs could command 50% of the market by 2030 or could only rise to 23% from the current 8% by that year. ([Source](#))
5. **RMI:**
Analyzes that global EV sales will increase at least sixfold by 2030, with EVs making up 62–86% of new vehicle sales. ([Source](#))
6. **EVAdoption**
Adding up the annual sales beginning from 2010 gets us to approximately 26.2 million cumulative electric vehicles sold but factoring in an increasing rate of EVs going out of operation each year, we arrive at ~25.19 million EVs in operation. This is an increase of 14X from the roughly 1.8 million at the end of 2020. ([Source](#))
7. **US Bureau of Labor Statistics**
The United States could reach 40 percent of total passenger car sales by 2030, and more optimistic projections foresee electric vehicle sales surpassing 50 percent by 2030. ([Source](#))
8. **Smart Electrical Power Alliance**
The Edison Electric Institute's 2022 report projects that the number of EVs on U.S. roads will increase from 2.4 million from the end of 2021 to 26.4 million in 2030. ([Source](#))

EV public fast charging stations needs to scale massively by 2030 to meet current EV sales growth demand:

9. **PwC**
The number of charge points is expected to climb to 58 million by 2040 from about four million in 2023, according to our analysis. ([Source](#))
10. **Smart Electrical Power Alliance**
Supporting the expected number of EVs on the road by 2030 will require 12.9 million charge ports and approximately 140,000 DC fast charging (DCFC) ports across the U.S. ([Source](#))
11. **California Energy Commission**
California will need 1.2 million public and shared chargers by 2030. (With less than 100 thousand in 2022 CA is nowhere on pace to meet the demand requirements.) ([Source](#))
12. **CNBC**
Americans are still hesitant to buy in, and largely because of concerns around charging. ([Source](#))
13. **USA FACTS**
There are currently more than 56,000 EV charging stations with about 148,000 charging ports across the country. While this is enough to sustain the current number of registered EVs, the US would need to roughly triple installations rates over the next eight years to support the anticipated number of EVs on the road by 2030. ([Source](#))
14. **Washington Post**
“The reliability of public chargers continues to be a problem,” said Brent Gruber, who leads JD Power’s EV practice. “The situation is stuck at a level where one of every five visits ends without charging, the majority of which are due to station outages.” ([Source](#))
15. **Spectrum News NY1**
Americans are still hesitant to buy in, and largely because S&P Global Mobility said the country would need about 2.3 million public chargers by 2030 to meet demand — roughly 15 times more than currently exist. ([Source](#))
16. **Driivz**
United States’ goal of having chargers every 50 miles along designated highway corridors by 2030 translates into building 500,000 new charging stations over the next seven-and-a-half years. That number, while helpful, will fall far short of the estimated 1.2 million public EV chargers and 28 million private chargers required by 2030, according to McKinsey & Company. ([Source](#))

Challenges of EV public fast charging to keep EV owners happy and EV sales growing.

17. CNBC

In a study last year, researchers at the University of California at Berkeley checked 675 CCS fast chargers in the Bay Area and found that almost a quarter of them weren't functional. "The reliability of public chargers continues to be a problem," said Brent Gruber, who leads JD Power's EV practice. "The situation is stuck at a level where one of every five visits ends without charging, the majority of which are due to station outages." ([Source](#))

18. WSJ

I Visited Over 120 EV Chargers (in Los Angeles): Three Reasons Why So Many Were Broken. ([Source](#))

19. Car and Driver

A J.D. Power report this past May quantified the problem: "Through the end of Q1 2023, 20.8 percent of EV drivers using public charging stations experienced charging failures or equipment malfunctions that left them unable to charge their vehicles." ([Source](#))

20. Energy Tech

Charger Reliability: The Greatest Threat to EV Adoption. ([Source](#))

21. 1Charging.com

Problems associated with charging electric vehicles have become the primary concern among the many other problems EV owners face. An EV owner must have needed help with one of the 9 problems we will address in this blog, along with the solution to them. ([Source](#))

22. Politico

In a survey of EV drivers, the auto consultancy J.D. Power found the public charging network "plagued with non-functioning stations." One in five sessions failed to deliver a charge. Almost three-quarters of those failures involved a station that malfunctioned or was offline. ([Source](#))

23. CleanTechnica

For many other EV drivers, however, charging away from home is often a nightmare, fraught with chargers that either are not working or that won't turn on because of payment issues. In North America, there are several large charging networks like ChargePoint, EVgo, Blink, and the largest of them all, Electrify America. As it turns out, being big is not a benefit when it comes to EV charging. In the latest survey by JD Power, Electrify America was rated the worst charging network in America by drivers who use the Plug Share app. ([Source](#))

24. Canary Media

Frustrating experiences underscore a problem that could stop the EV transition in its tracks: It's still way too hard to charge an EV made by any company other than Tesla. A 2022 study of 657 chargers at 181 non-Tesla public charging sites in the San Francisco Bay area found that only 72.5 percent of them were capable of delivering a charge for more than 2 minutes. That's despite claims of at least 95 percent uptime from the companies operating them. ([Source](#))

Tesla pauses supercharger rollout to bring operating costs in line, opens up opportunity for others.

25. Reuters

Musk disbands Tesla EV charging team, leaving customers in the dark. ([Source](#))

26. E&E News by Politico

How charging rivals plan to thrive on Tesla's chaos. ([Source](#))