

NEOGY

for a green mobility

A matter of network: evolution of public charging

BOLZANO – 22 SEPT. 2022
MOBSTER CLOSING EVENT

MASSIMO MINIGHINI
HEAD OF BUSINESS & PRODUCT
DEVELOPMENT



A WINNING PARTNERSHIP

Neogy was born in 2019 from the joint venture between Alperia and Gruppo Dolomiti Energia, the two main energy utilities in Trentino-Alto Adige. Guiding them, a common goal: promoting electric mobility to ensure a better world for this and the next generation

alperia

 **Gruppo
Dolomiti
energia**



NATURE IS OUR HOME, WATER THE SOURCE OF OUR ENERGY

1°

we are the first e-mobility
operator
born in Italy

+ 1000

are our
charging points in Italy

+ 20.000

are monthly recharges
on our network



BUSINESS LINES

Neogy plays the roles of **Charging Point Operator** ed **E-mobility Service Provider**.
...& more..

CPO

we install and operate public
public charging stations



EMP

we provide charging services on the
public network in Italy and abroad



SOLUTIONS B2B AND B2C

we offer charging solutions, complete installation and
management services for all our customers

For individuals,
companies,
accommodations

CPO and EMP as a
service
For third parties

OUR INNOVATIVE SOLUTIONS REACH YOU EVERYWHERE

+ 26.000 charging points in Italy
+ 200.000 charging points in Europe

OUR B2B AND B2C PRODUCTS

WALLBOXES

Wide power range

Monophase: from 3,7 kW to 7,4 kW

Triphase: from 7,4 kW to 22 kW

Smart

Dynamic load management

Safe

Compliance with Italian and European regulation



OUR CHARGING STATIONS

AC AND DC COLUMN CHARGERS

Wide power range

AC Quick: from 7,4 kW to 22 kW with automatic load balancing

Colonnina Hypercharger: da 50 kW a 150 kW con connettori CHAdeMO o CCS

Smart

Remote operation and modern payment systems

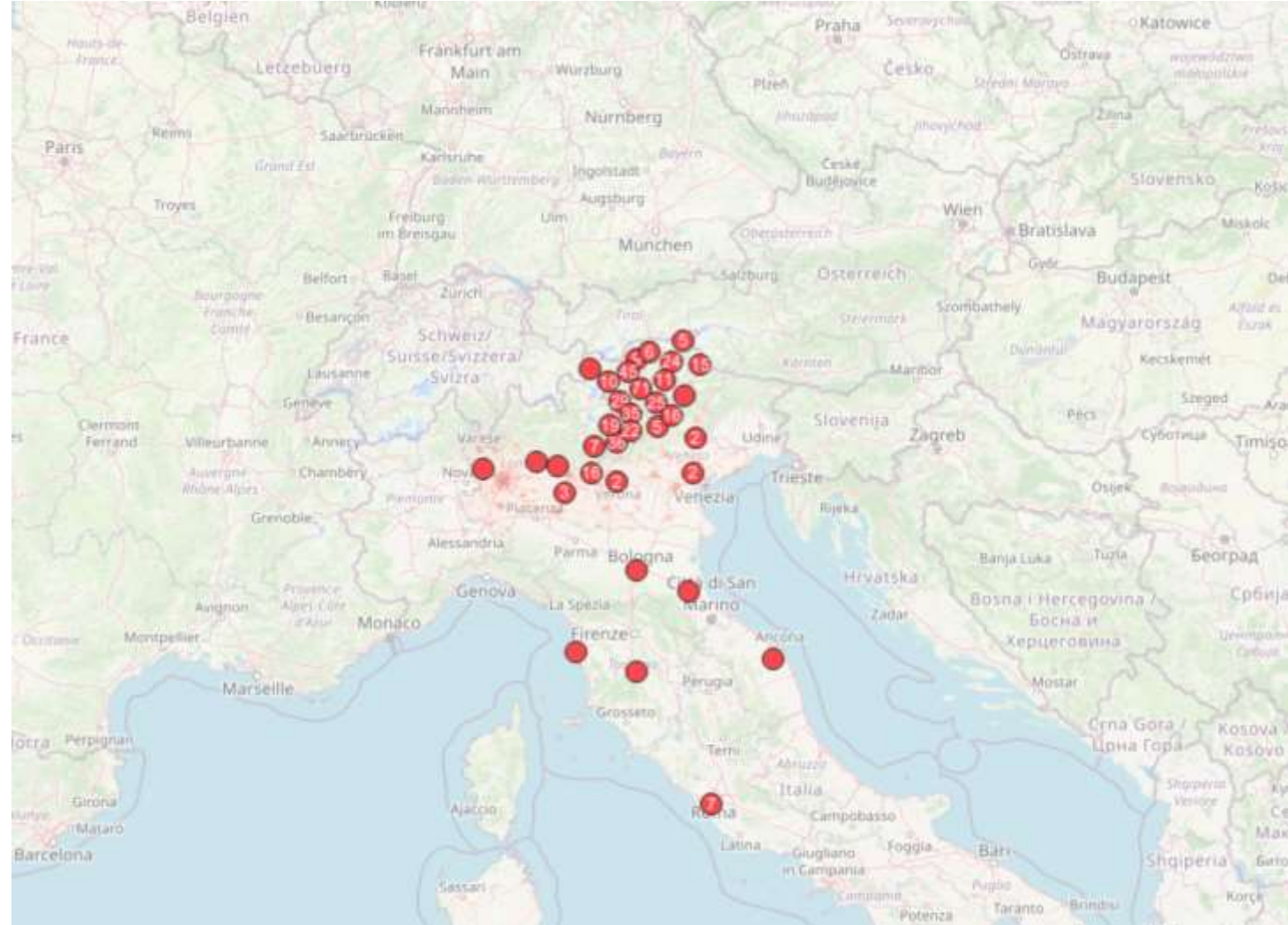
Safe

Compliance with italian and european regulation



OUR MAIN TERRITORY

- Neogy has a strong relationship with Region Terntino-South Tirol
- Neogy will participate to national tenders



INTRO

How did the charging experience evolve from 2015 up to now?

- Different types of infrastructures
- Customer's needs, CPO and institution's view
- Relationship between operators

What can we expect for future trends?

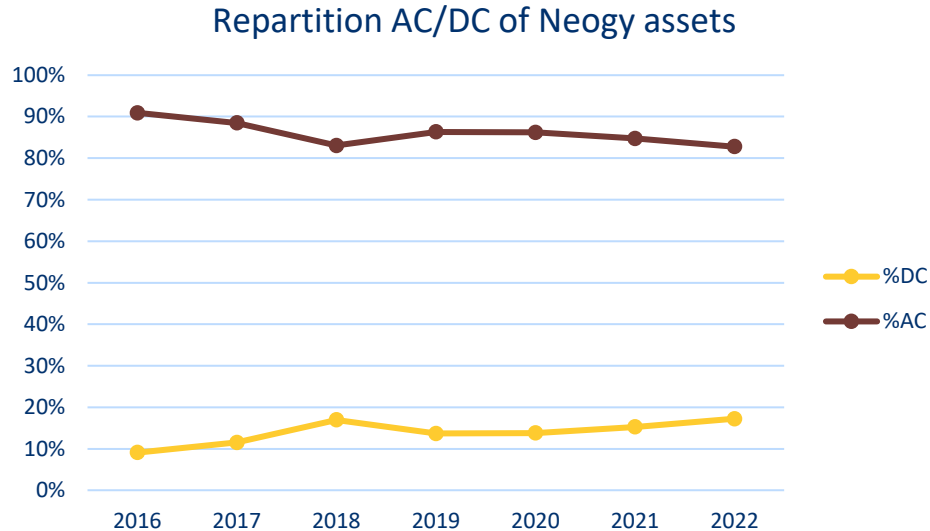
- Budgets
- Operator's and commercial organization
- Main targets, open points

alperia

**Gruppo
Dolomiti
energia**

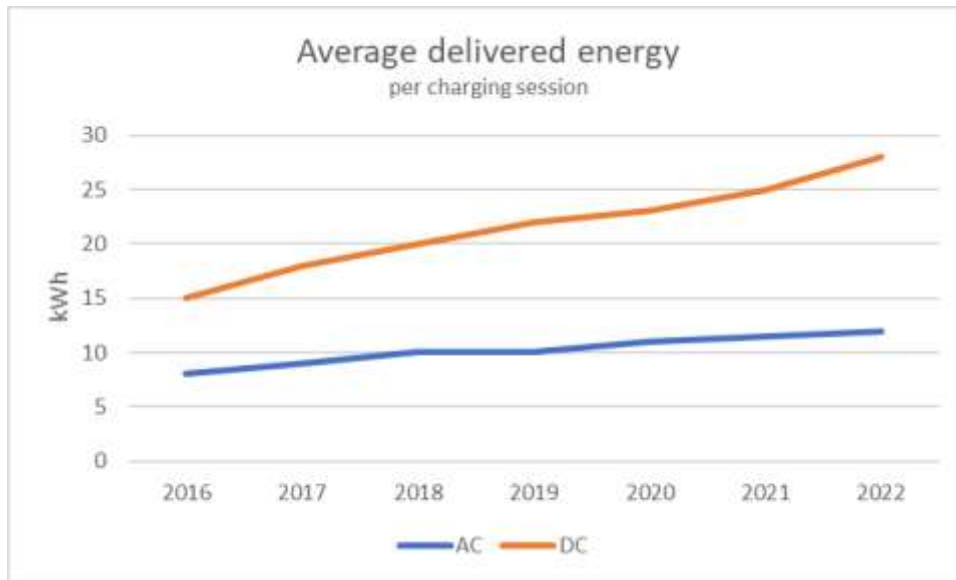


INFRASTRUCTURES: EVOLUTION OF SHARE AC/DC



- AC charging was first option in early beginning
- After 2020 (strong grow in market share of FHEV) trend is clearly toward DC
- All public tenders push toward DC (PNRR, CEF, Autoroutes..)
- All FHEVS now are equipped with DC (CCS...)
- In DC chargers weight of additional services (for ex. Contacless) is less impacting
- Batteries are bigger, customers need fast and powerful charging

INFRASTRUCTURES: EVOLUTION OF UTILISATION - AC/DC



- AC average charged kWh per session show slow increase
+ 50%
- DC average charged kWh per session show strong increase
+100%

POINT OF VIEW: THE CUSTOMER

AC Charging

- **Main target: parking + charging**
 - Reduction of charging power
 - Not clear necessity of reservation
 - Payment with Credit Card
 - Closed parking lots are not user friendly..
 - Very slow charging in closed parking lots



POINT OF VIEW: THE CUSTOMER

DC Charging

- **Main target: charging**
 - Ultra fast charging
 - Credit Card/Contract payment
- Additional services
 - Bar/food
 - Shop
 - Lounge
 - Wi-Fi
 - Car cleaning tools
 - Water dispenser
 - Location: autoroutes



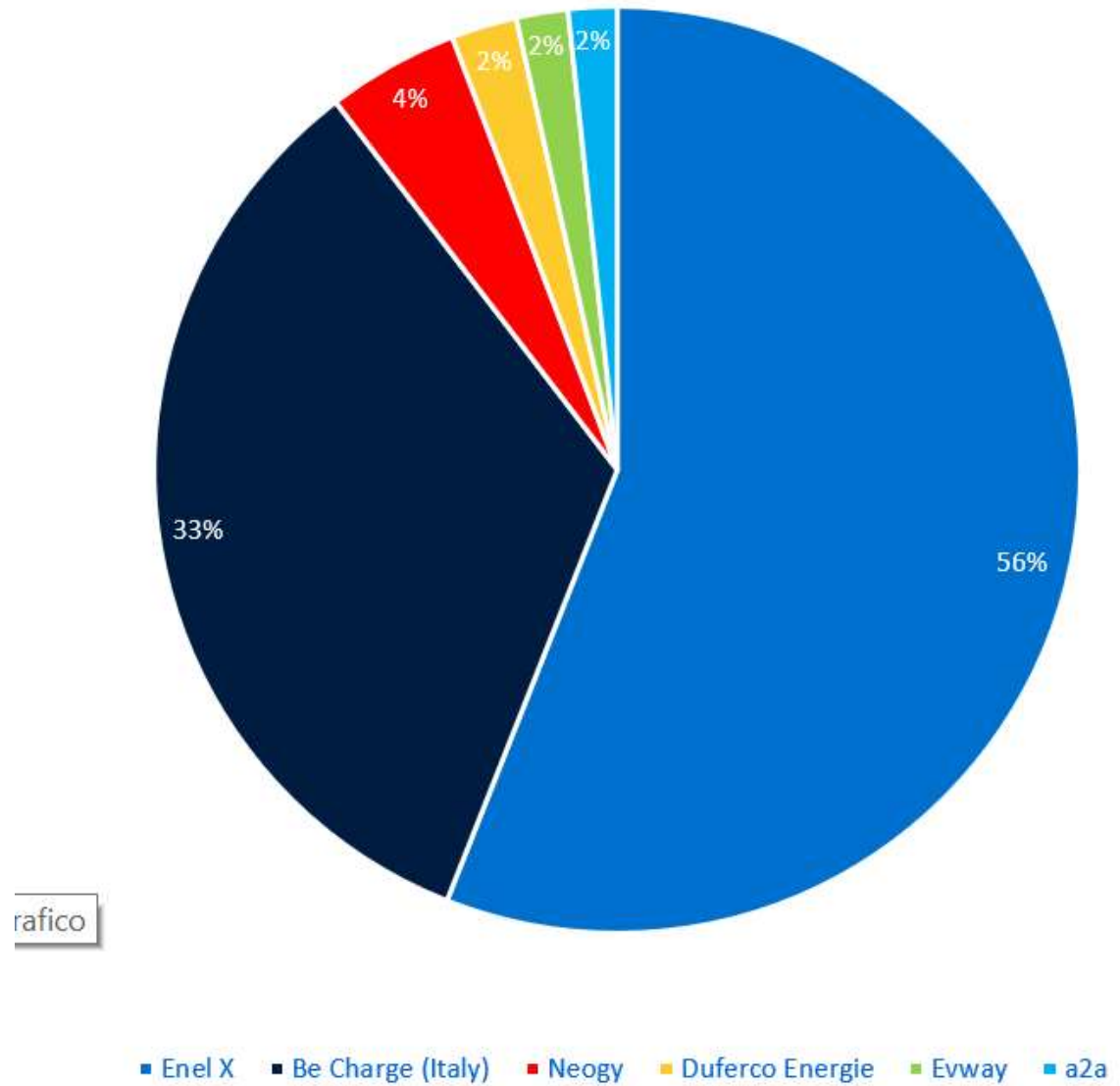
POINT OF VIEW: THE CPO

- Analyze the market
- Set target position
- Determine the budget
- Organisation
- Lead Generation (locations..): tenders at National/EU level
- Partnership - further aggregations



POINT OF VIEW: THE CPO

- Analyze the market
- Set target position
- Partnerships - further aggregations
 - Role of Oil companies?

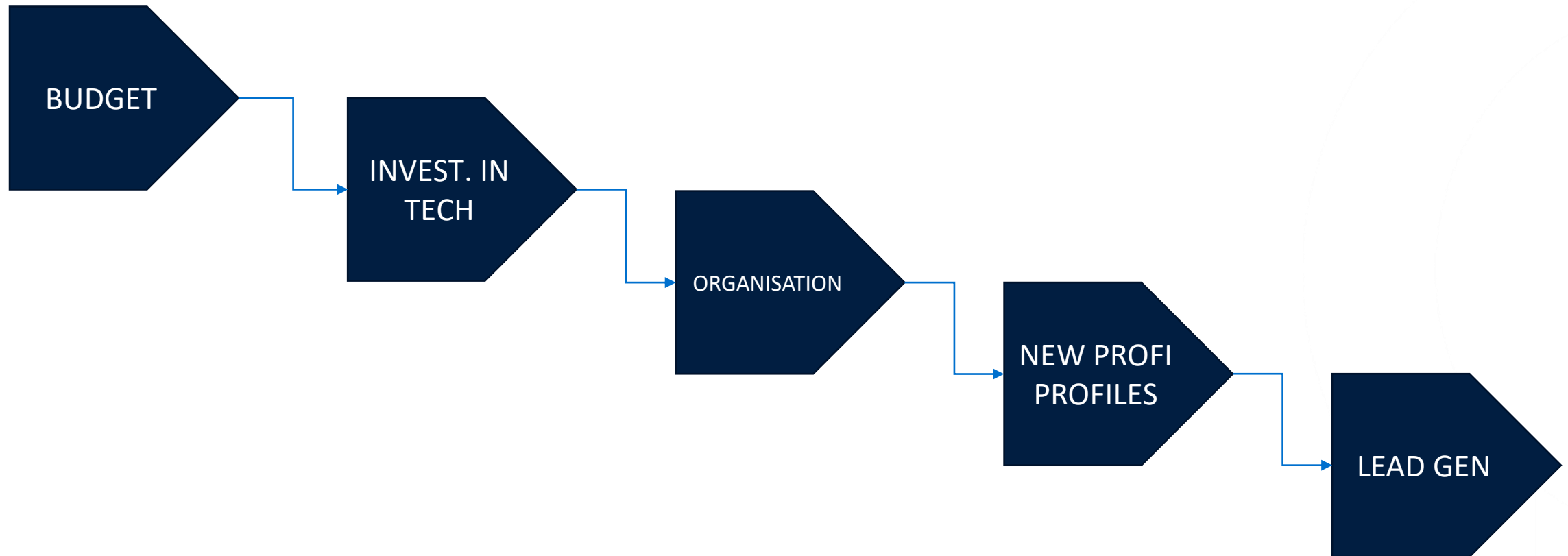


POINT OF VIEW: THE CPO

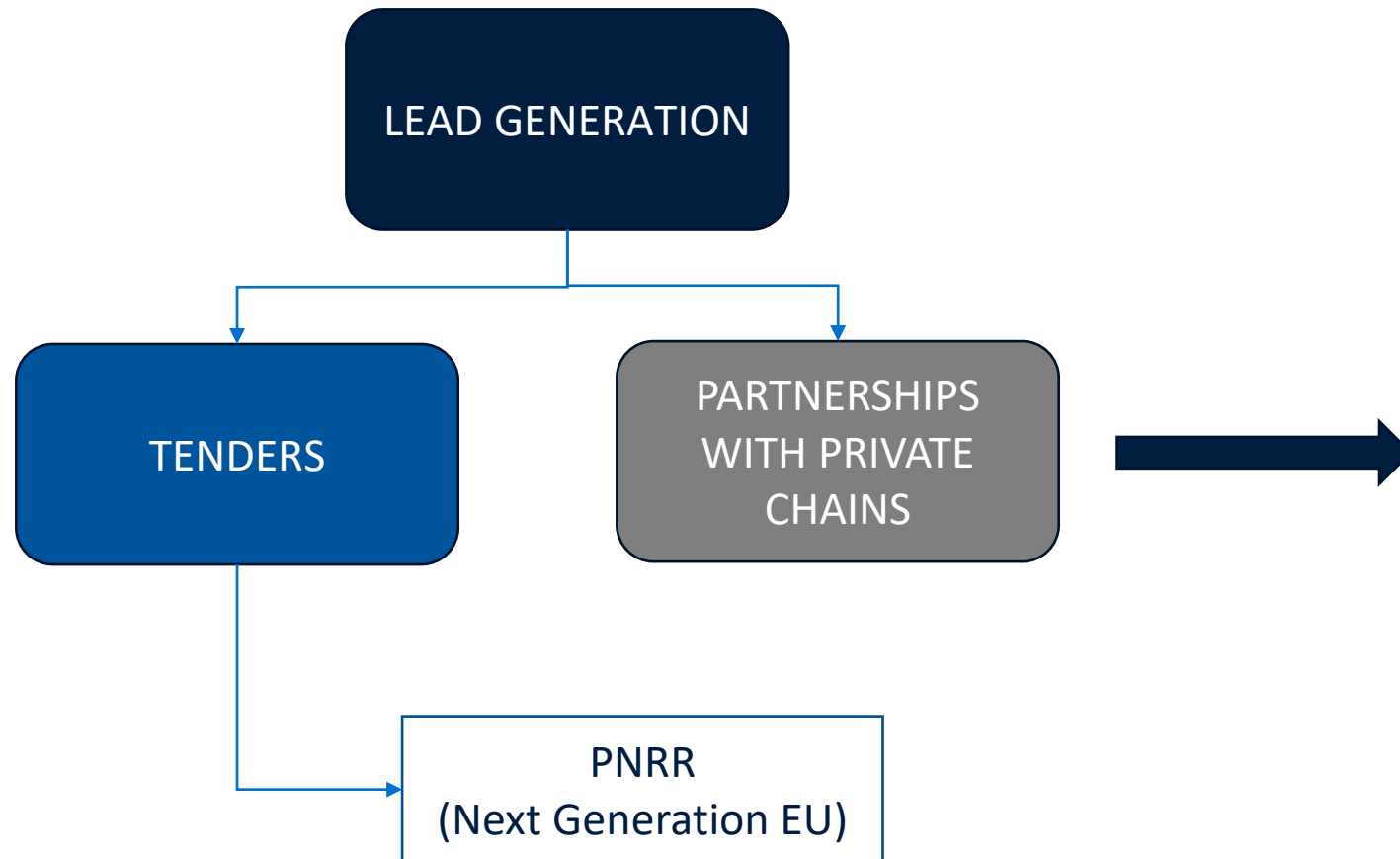
- Determine the budget

	AC	DC (HUB WITH >2 STATIONS)
INVESTMENT PER CP	5k€	50k€

POINT OF VIEW: THE CPO



POINT OF VIEW: THE CPO

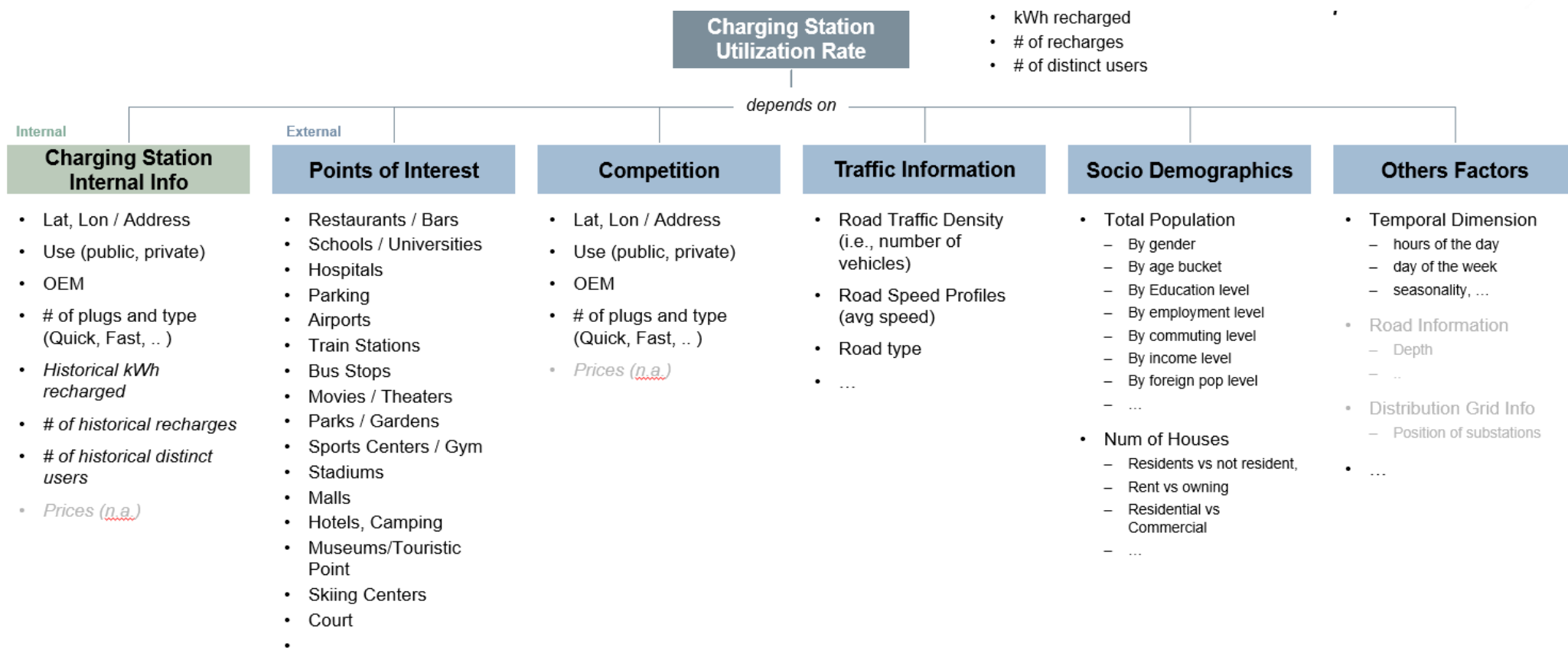


LOCATION INTELLIGENCE TOOLS



POINT OF VIEW: THE CPO

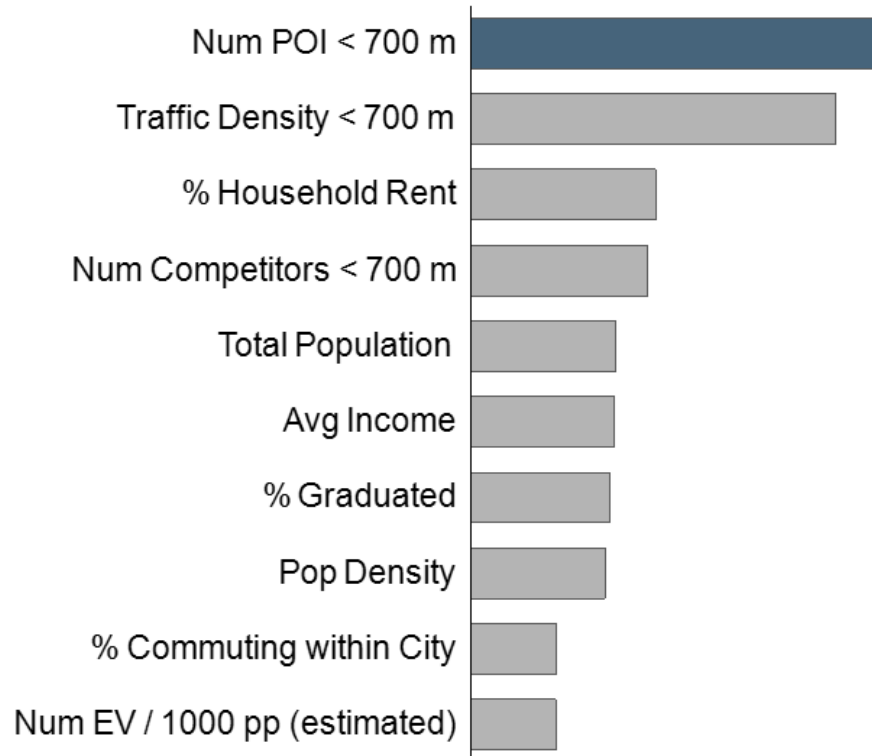
LOCATION INTELLIGENCE TOOLS



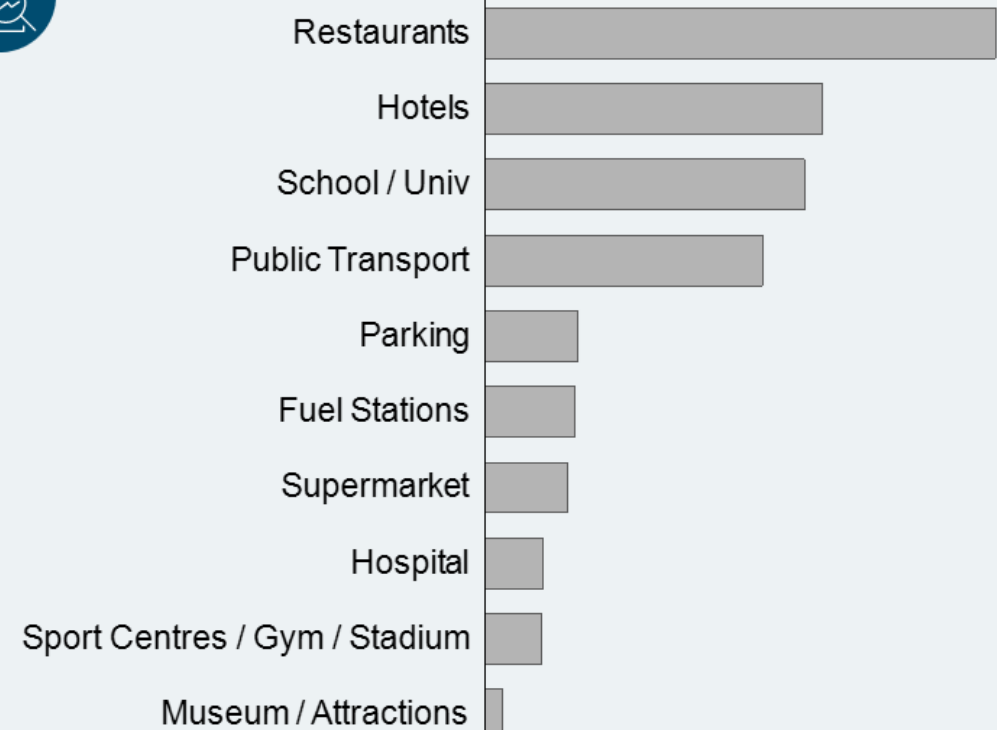
POINT OF VIEW: THE CPO

LOCATION INTELLIGENCE TOOLS

Features importance



Focus on POI



POINT OF VIEW: THE CPO

- Location intelligence tools



POINT OF VIEW: THE EMP

- Offer attractive but simple to use APPs
- Ability to adapt frequently changing tariffs
- Small margins

WHICH KIND OF EMPs?

EMP & CPO

EMP & Car Maker

EMP & OIL C.

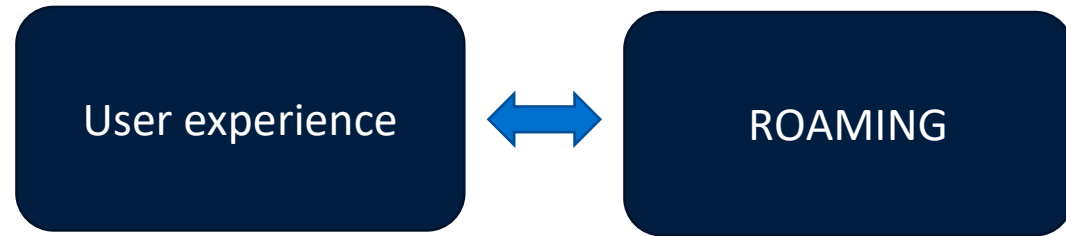
EMP & OTHER
SERVICES

POINT OF VIEW: INSTITUTIONS

- Set infrastructure plans
- Utilisation of statal and european funds
- Set standards
- Monitor infrastructure grow
- Simplify procedures



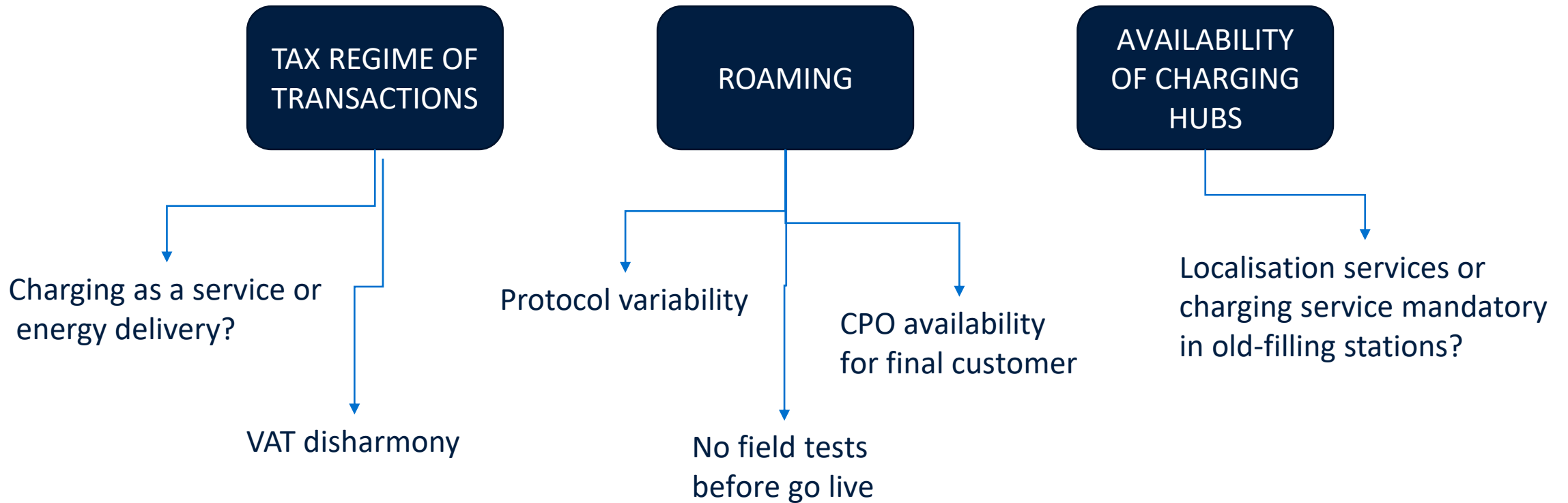
RELATIONSHIP BETWEEN OPERATORS: THE ROAMING



Will contracts with EMPs have dominance over contactless payments?

Which will be the role of PLUG&Charge?

MAIN OPEN POINTS



NEOGY

for a green mobility

powered by

alperia

e) Dolomiti
energia

Scarica l'app Neogy Mobility



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