

EVs: Opportunities and upcoming developments for fleets

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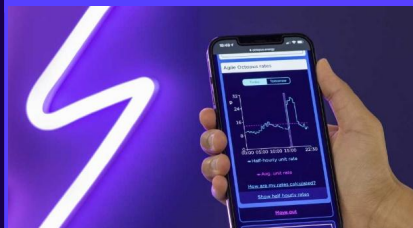
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We use **technology** to drive the global green energy revolution – making it **cheaper and faster** for citizens and the planet.



Octopus Energy Group: our operating model

Retail Energy



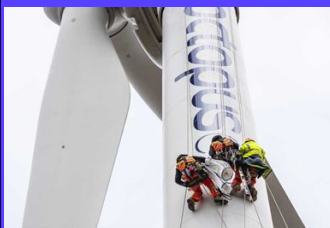
Global retail energy business

9 million customers across 8 countries

#1 for customer service

Europe's largest VPP

Generation



Octopus Generation - one of Europe's largest investors, owners and operators in renewable energy generation

£8bn generation assets managed (wind, solar, hydro)

20 countries globally

Services



Electroverse - Europe's largest and highly rated public charging ecosystem

Octopus Electric Vehicles - EV leasing, >25,000 in fleet

Installation service for EV chargers, solar, heat pumps

Proprietary heat pump tech manufacturer

Tech Licencing



Kraken, our proprietary customer and flex platform

Licenced to energy suppliers, globally

61 million contracted accounts

43 GW flexible assets contracted

We offer end-to-end EV charging solutions

**Private
charging**



B2C

Smart home EV
charging



B2B

Smart depot EV
charging

**Public
charging**



Public EV charging
for consumers



Public EV charging
for business fleets



Full-service
EV leasing



EV charger
installs



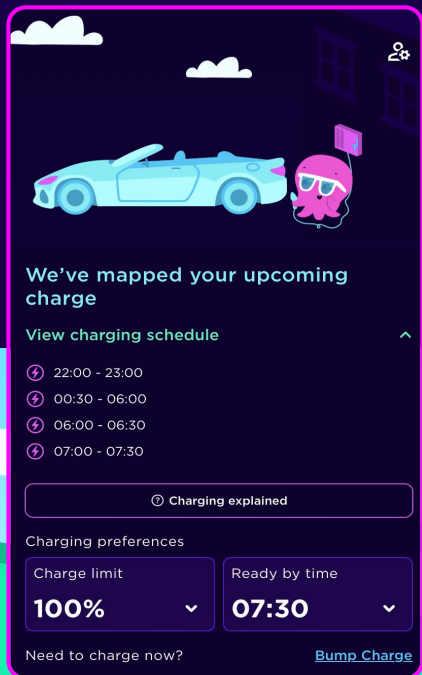
CPO electricity
supply

B2C: We offer simple & comprehensive
EV charging solutions for drivers while
supporting grids



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Intelligent Octopus Go | Smart home charging tariff

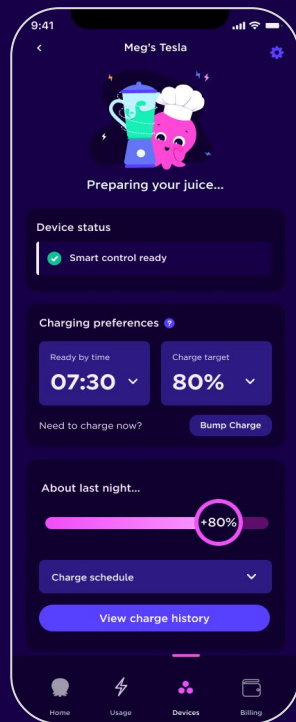


- >6 hours of smart charging every day at a super low rate: **7 p/kWh**
- Customers sets the charging requirements → Octopus optimizes the charging schedule and delivers ✓
- Intelligent Octopus Go rate is up to 70% lower than Ofgem price cap
- Tariff also available in Germany, Spain, Texas, and launching in more

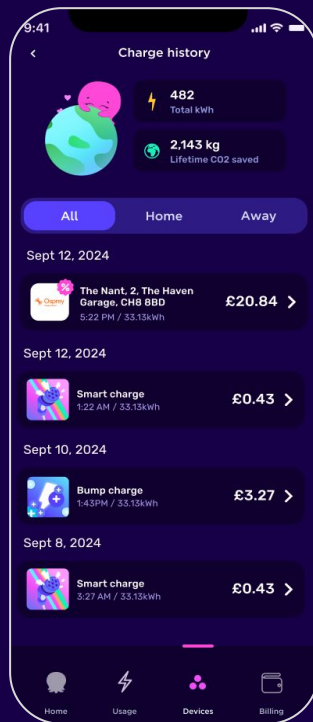
The UK's most popular EV tariff. Currently **>215k drivers** on the tariff. Thousands of customers join every week.

Intelligent Octopus Go | Simple customer experience

Dashboard & requirements



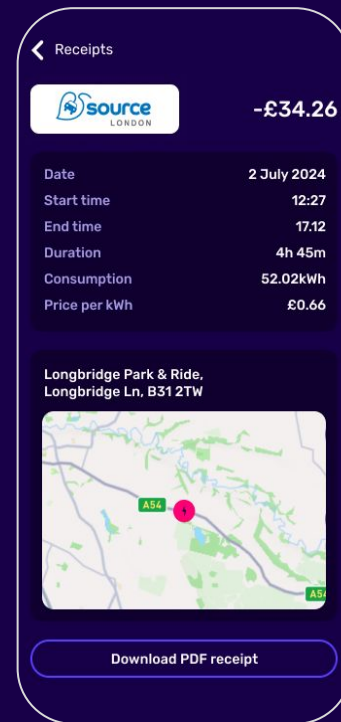
Charge history



Charge session details at home (IO Go)

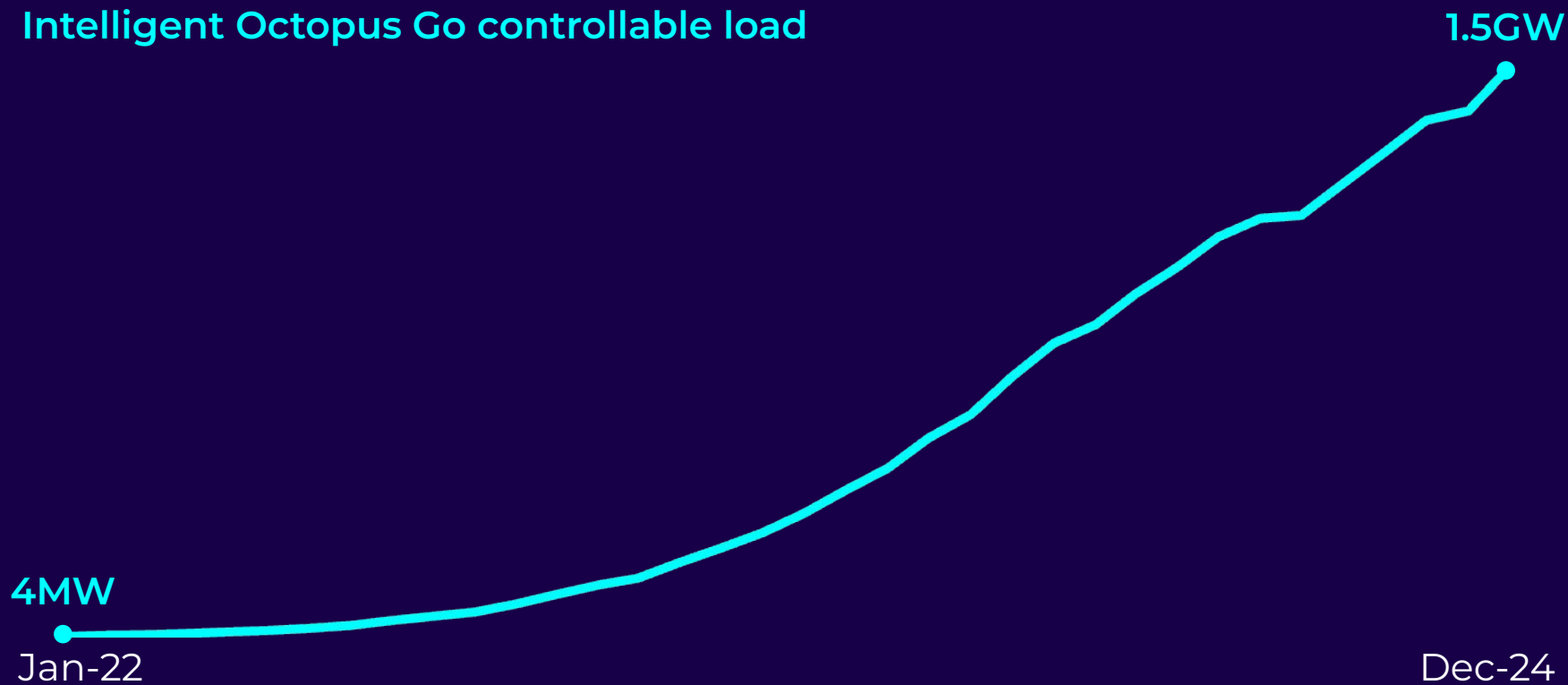


Charge session details public (Electroverse)



Intelligent Octopus Go | Our customers love it

Intelligent Octopus Go controllable load



Power Pack | ZERO cost V2G home charging tariff



- EV charging is **completely free**
- A typical V2G driver could save **£880** per year compared to Flexible Octopus, and £180 compared to Intelligent Octopus Go
- Same **customer experience** as IO Go: customer sets requirements → Octopus optimizes schedule

Our smart charging tariffs are enabled
by dynamic, fleet-level optimisation



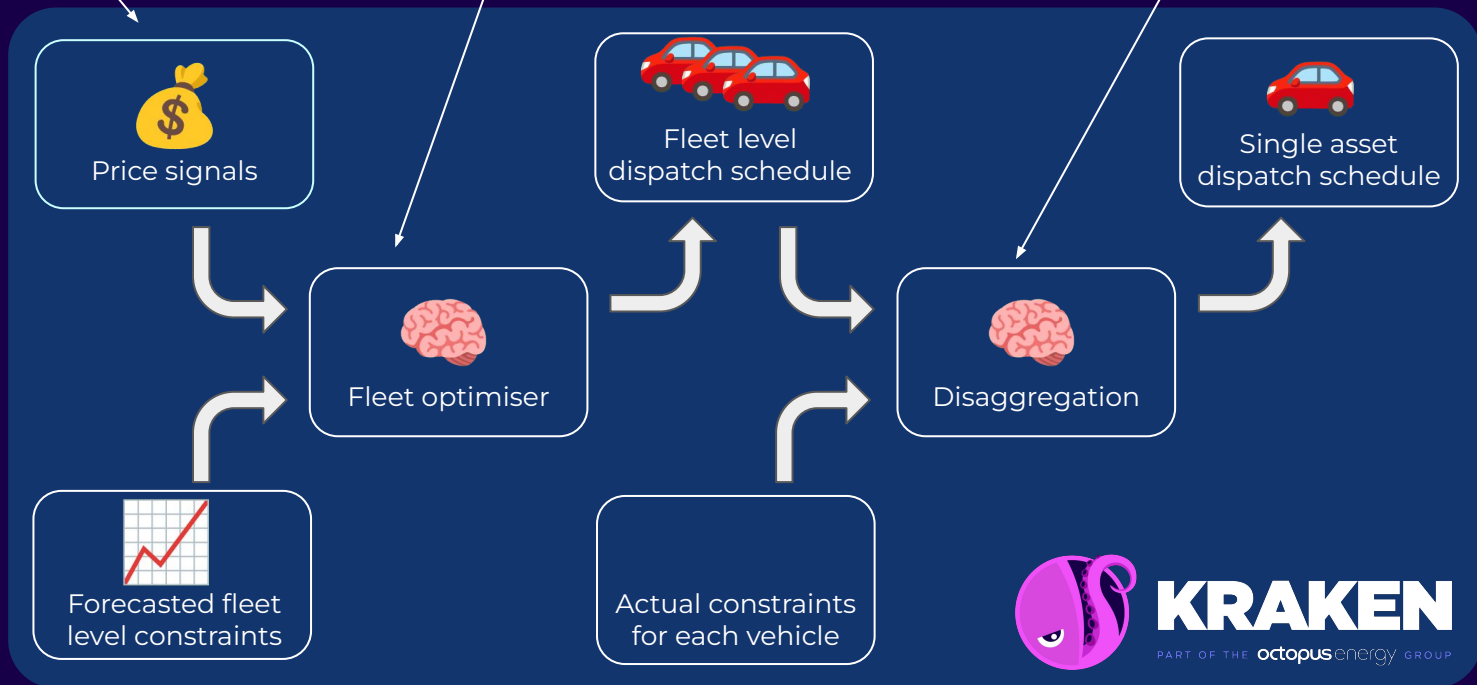
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Fleet level optimisation

Trading manages interface with wholesale and flex markets, and represents market via price signal

Fleet level optimiser allows rapid assessment of different possible trading strategies

Disaggregation module coordinates individual car dispatch to deliver the optimal result at fleet level

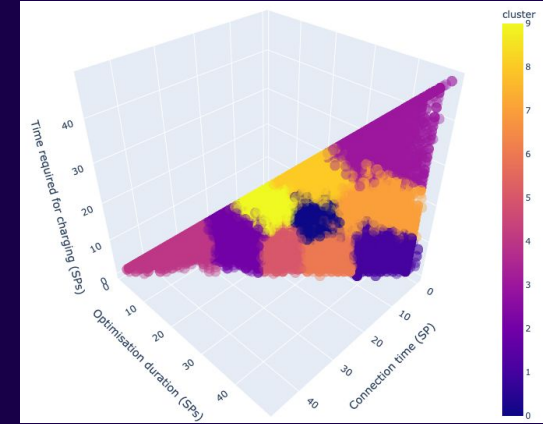


KRAKEN
PART OF THE octopusenergy GROUP

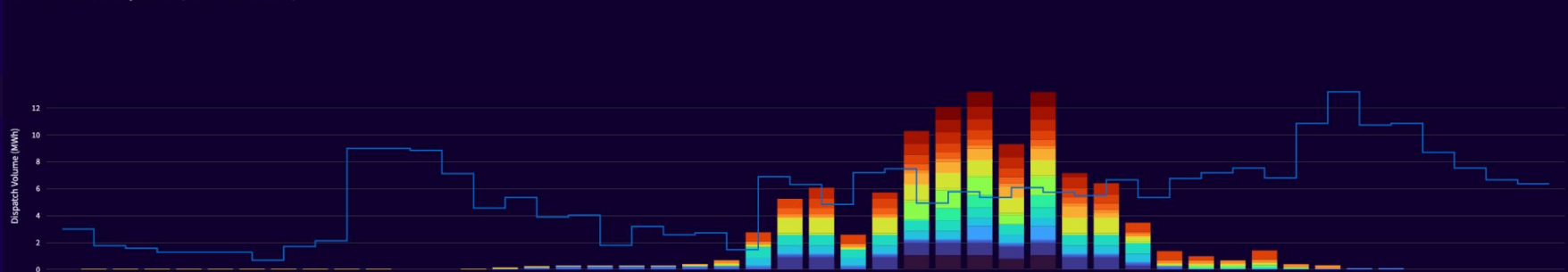
Fleet level optimisation | Forecasting

Fleet level optimisation is powered by a **Kraken's AI** to simulate fleet behaviour

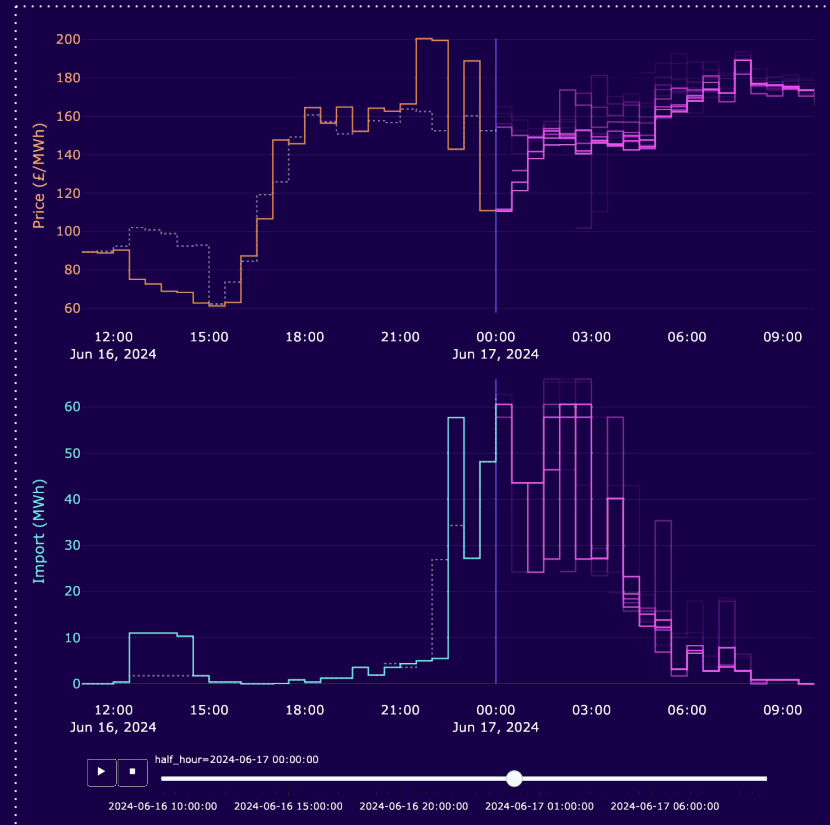
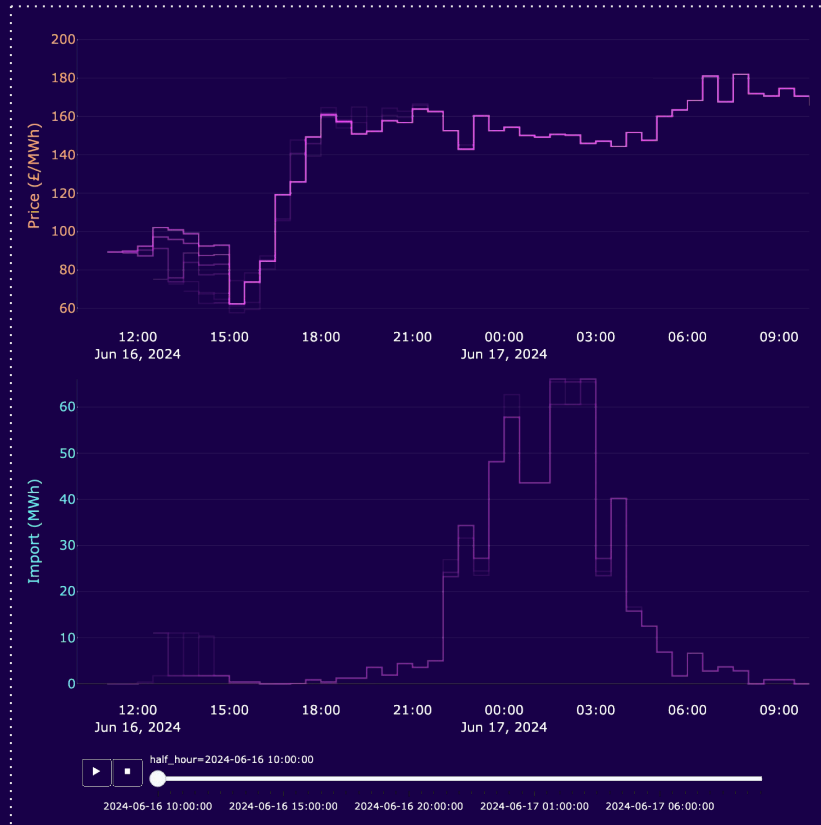
Fleet is divided into **clusters of similar flexibility characteristics** (e.g., plug in time, starting SoC, charger size, etc); enabling forecasting and rapid testing of different dispatch schedules



Forecasted Dispatch (Cluster Level)



Fleet level optimisation | Dynamic optimiser



Actual price

Actual import volume

Price/optimisation forecasts

First price/optimisation forecast

B2B: SmartFleet brings benefits of smart charging to depot-based fleets



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Octopus SmartFleet

**Smart charging for
EV fleet depots**

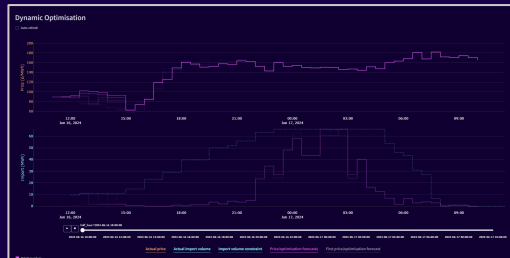
**Flexible solution
that is applicable
to any site**

Operational
requirements



Power prices,
tariff info, flex
services

Dynamic smart
charging
optimisation



Control integration with
CPO / CPMS to deliver
charging schedule



Minimised EV charging
capex & opex without
sacrificing reliability

Octopus SmartFleet

Customer benefits

- EV charging cost savings
- Reliable & simple experience
- Costs visibility & certainty

Value drivers

- Vehicle dwell time & kWh need
- EVSE power & grid connection
- Vehicle needs predictability
- Increasingly, depot location

Applicable to

Any depot-based fleet, e.g.:

- Bus depots
- Delivery & logistics hubs
- Refuse collection vehicles

Delivery models

- Fully wrapped: power supply and fleet charging management
- Modular: fleet charging management

Thank you

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