



SMART EV
CHARGING MADE SIMPLE

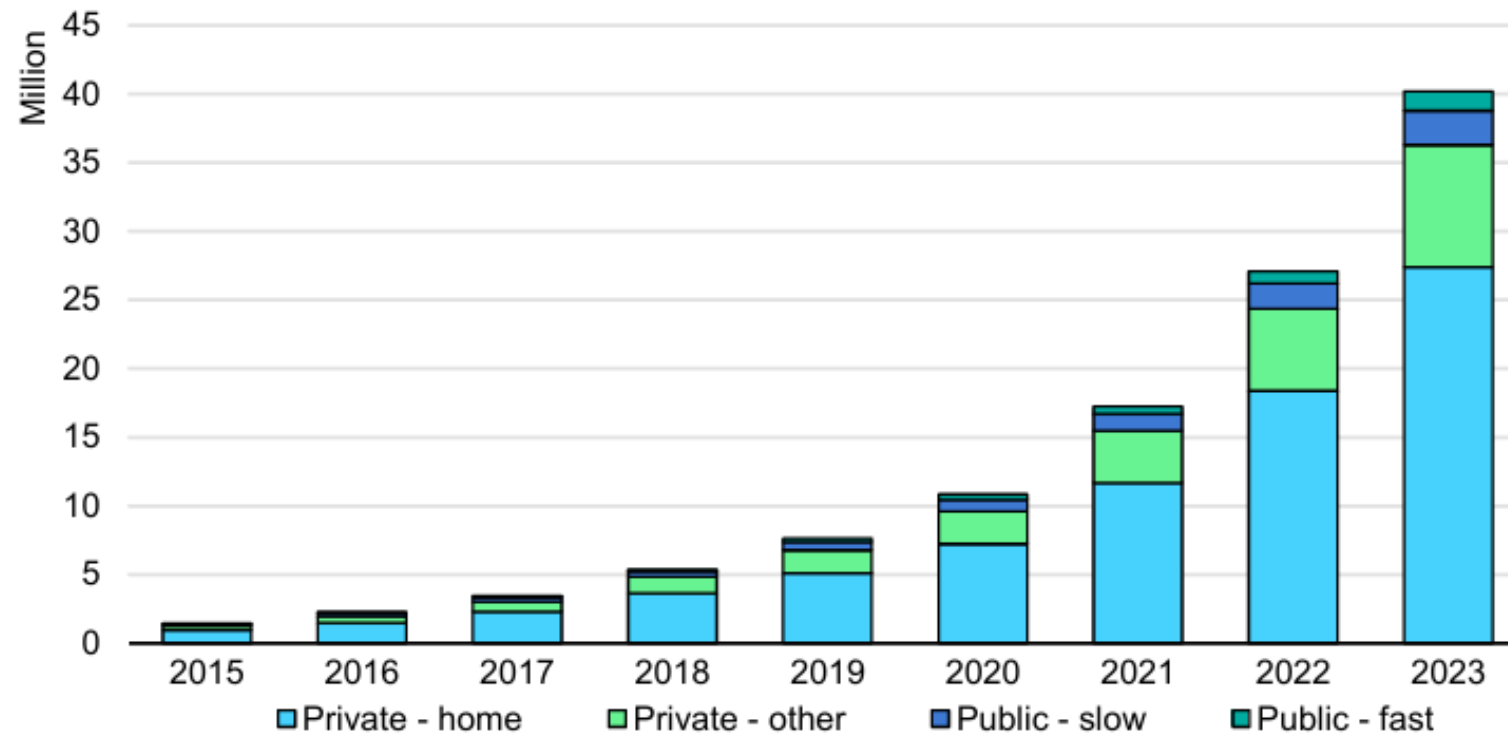
 **Associa**[®]
C-ERA Property Management & Realty

EV SYSTEM INSTALLATION— WHY NOW

BACKGROUND

- Billions of dollars have been spent and are being committed by both the private sector and governments in Canada for EV infrastructure and EV battery research and manufacturing
- Canada has mandated that all new vehicles made and sold must be non-combustible by 2035; 60% by 2030 and 20% by 2026
- Studies and research groups differ on the rate of EV adoption, but practically all agree that 2025-2026 is when EV growth takes off at some accelerated rate
- In Q4 2024 approximately 18% of all new cars in Canada sold were EV and/or hybrid
- There were more EVs bought in the average week in 2024 than all of 2013
- At current rates, projections show that by the end of 2027 approximately 30% of vehicles in Canada will be EV and/or hybrid
- EV's continue to decrease in price and be more competitive with gas powered cars. Currently, over 60% of EV resale cars are priced under \$30,000
- Condominiums are now facing increasing pressure and demand to provide EV charging stations to their residents. The resale market is now starting to demand it and those communities without EV charging capabilities will see their value and equity affected
- **For condominiums, the main issues are electrical capacity, costs, changing technology, changing software and fairness**

Installed public and private light-duty vehicle charging points by power rating (public) and by type (private), 2015-2023

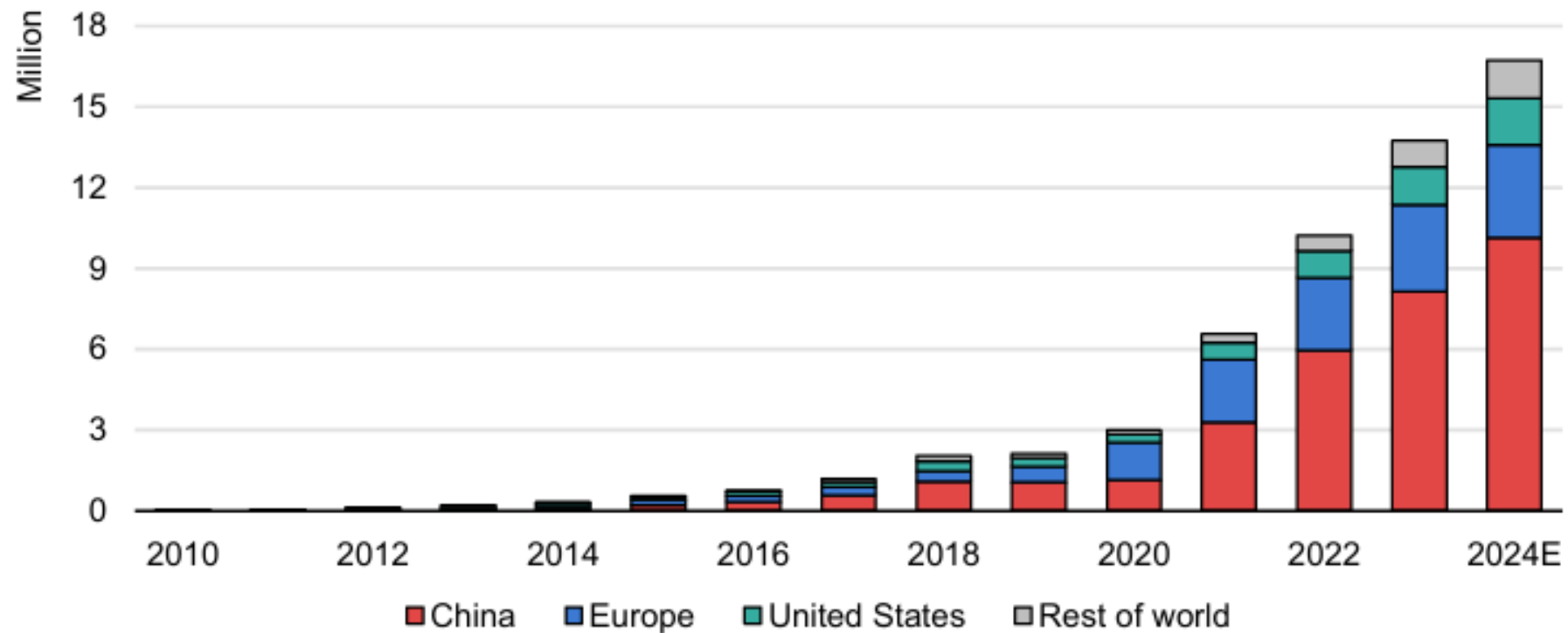


IEA. CC BY 4.0.

Notes: "Private – other" refers to charging points that are neither publicly accessible nor charging points at private residences. Home charging stock is estimated based on electric light-duty vehicle stock and regional assumptions on electric vehicle supply equipment (EVSE)/electric vehicle (EV) ratios.

Sources: IEA analysis based on country submissions.

Electric car sales, 2010-2024



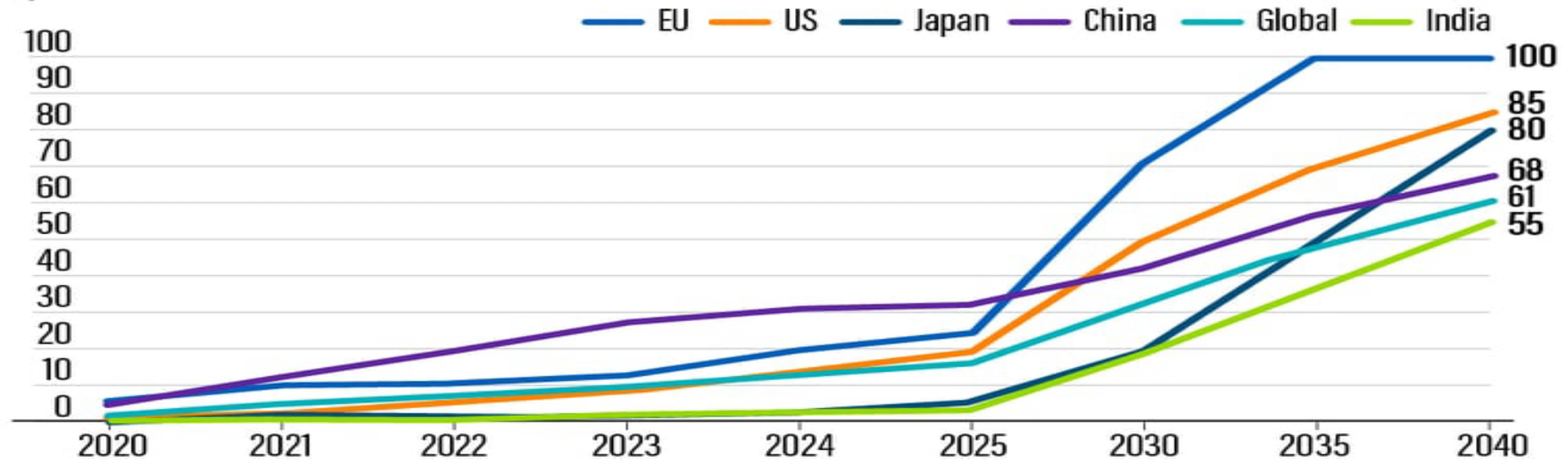
IEA. CC BY 4.0.

Note: 2024 sales ("2024E") are estimated based on market trends through the first quarter of 2024.

Source: IEA analysis based on data from EV Volumes (2024) and the China Passenger Car Association (2024).

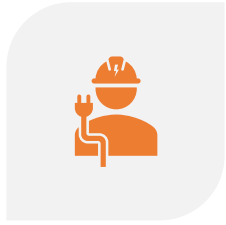
THE SHIFT TO ELECTRIC VEHICLES IS FORECAST TO ACCELERATE

(%)



Source: IHS, Global Insight, Goldman Sachs Research

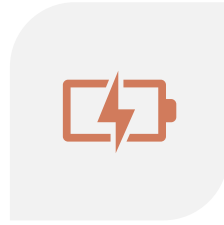
CONSIDERATIONS



ELECTRICAL
CAPACITY OF
TRANSFORMER
(HR) OR SOURCE
(TH)



CURRENT NUMBER
OF RESIDENTS
REQUIRING A
CHARGING
STATION



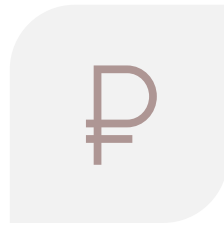
TYPE OF
CHARGING
SYSTEM TO
INSTALL



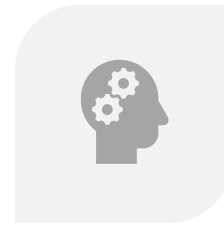
BUY, FINANCE OR
RENT SYSTEM



ALLOCATION OF
COSTS OF THE
SYSTEM



LOGISTICS OF
COLLECTING AND
ONGOING COSTS



CONDOMINIUM
KNOWLEDGE AND
UNDERSTANDING
OF EV SUPPLIER

TYPES OF EV SYSTEMS

NETWORK SMART STATION

- Networked smart station system requires more expensive charging stations, connected to a “dumb panel(s)” that communicate with each other to manage the available load from the transformer. There are limited choices, and all users must have the same charger. Software must be matched to hardware
- System manages available capacity from transformer, meters consumption, provides billing (may have network and transaction fees) and other useful features. Software licensing and upgrades to be considered
- Need Wi-Fi boosting in lower levels of garage, all charging stations need internet connection and does not work when internet down (approximately 18% of the time)
- With changing technology in charging stations, all chargers will have to be replaced.
- Does not accommodate all EV's
- 99+% of all MURB EV systems are this type

TYPES OF EV SYSTEMS

SMART PANEL CENTRAL SYSTEM

- Smart panel central systems have panel(s) connecting to dumb chargers in the parking spots. Resident can connect any charging station to the system. There is no revenue sharing to EV supplier/installer and generally lower admin fees
- Does not need internet boosting to lower levels of garage and works when internet is down. Does not need internet connections to individual charging stations
- Accommodates all EV's and allows for battery trickler charging too
- Manages available transformer capacity, has revenue grade metering ability and sophisticated software that can easily be monitored and upgraded. Adapts to transformer available power as demand increases/decreases to maximize EV charging at nights when EV demand generally higher

- **RECOMMENDED FOR CONDOMINIUMS**

EVOLUTE EV SYSTEM



ADVANCED CENTRALIZED SMART PANEL EV SYSTEM

Made in Canada and together with Eaton, they proudly present the **Evolute Smart Multi-User EV Charging System** — a turnkey solution engineered to address the complex challenges of deploying EV infrastructure across diverse environments

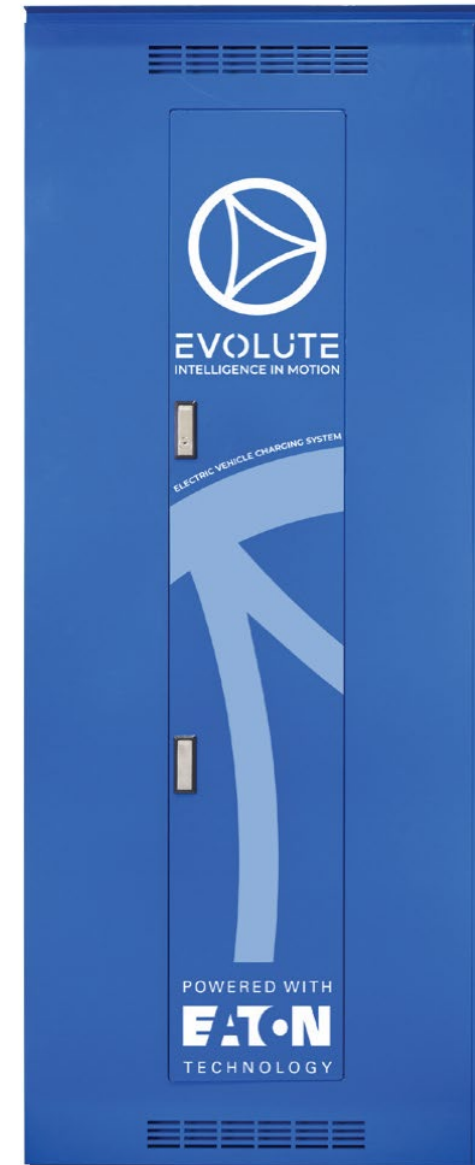
Software and intelligence centralized in panel, not within charging stations

Monitors transformer capacity in real time and distributes available power efficiently to all connected EVs

Multiple panel locations can be networked to support future demand growth

Evolute continues to charge vehicles even during internet outages — no Wi-Fi dependency

Ensures equitable power distribution when demand exceeds availability



TURNKEY OFFERING

- **Smart EV** will calculate the available transformer capacity and develop a system design and plan to provide EV charging from a single owner to 100% adoption
- **Smart EV** will install, maintain and repair a complete EV system, hardware and software, at **NO COST** to the condominium....and no up-front cost to the resident
- Any subsidies and/or rebates available at any time during the term of the agreement are to the benefit of the condominium
- Any spot in the garage can be energized and be provided with an EV charging station
- No need to upgrade existing electrical infrastructure
- No internet required
- Resident rents the EV charging system in their spot on an annual basis, with right to assign, cancel at year end or automatically renews each year
- Resident also has option to pay for the system and installation rather than rent
- **Smart EV** will install resident's EV charger to the EV system once installed

TURNKEY OFFERING

- App based controls, reporting, online support (24/7) and onboarding by **Smart EV**
- Resident pays for electricity per hour to charge (each hour gets about 50 km currently) to cover cost of electricity paid back to condominium or direct to sub-meter company
- Revenue stream available to condominium by charging more on per hour charge for electricity
- EV system can accommodate any EV manufacturer and/or model
- System tracks usage, demand and other operating reports/controls shared with condominium for transparency
- Future resident who want an EV spot get the same deal and can expand to entire garage.
- System load balances charging to all EV's to not overburden transformer and therefore able to handle numerous EV's without additional costs to upgrade current transformer
- **No minimum number of EV's required**

RENTAL OPTION

- Owner rents the EV charging system in their spot on an annual basis for \$99.00 per month plus applicable taxes
- Owner provides their own charging station and **Smart EV** will install and program it to the Evolute system
- Owner has the right to assign, cancel at year end or will be automatically renewed each year
- Annual increases will be 3.5%
- No other fees or surprises and everything covered, except for electricity consumed and paid monthly
- Charges automatically made on credit card on file on first of the month for the rental fee and for the previous month's electricity consumption

PURCHASE OPTION

- Quote prepared for those owners that want to buy, and amount is primarily subject to the distance to electrical room from their parking spot
- On owner approval of quote, half will be payable upon signing, and the balance on completion
- 3-year warranty provided
- There will be an admin charge for metering, billing, credit card fees, app, etc., of \$20.00 per month plus applicable taxes plus cost of electricity consumed monthly
- Annual increases will be 3.5%
- Owner provides their own charging station and **Smart EV** will install and program it to the EV system

ASSOCIA CLIENTS SPECIAL OFFER

**EXCLUSIVE TO ASSOCIA
CLIENTS ONLY**

**\$2,500 PLUS APPLICABLE
TAXES TOWARDS LEGAL FEES
TO REVIEW THE
AGREEMENT. PAYABLE
WITHIN 30 DAYS AFTER
SIGNING**

**NO INCREASE IN RENTAL OR
ADMIN RATES FOR 2 YEARS
FROM DATE OF SIGNING**

**VALID UNTIL OCTOBER 31,
2025**

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