



Together, Building
a Better California



PROGRAM OVERVIEW

PG&E EV Fleet

Amp up your fleet

Presentation overview

Two PG&E offerings to support fleet electrification by reducing upfront and ongoing costs:

1



EV Fleet program:
to reduce the upfront cost
of installing EV charging
infrastructure

2



Commercial EV rate proposal:
to provide a simpler and more
affordable electric rate for
fueling vehicles

EV Fleet: Program Overview

PG&E will help install “make-ready” infrastructure charging of medium- and heavy-duty EV fleets

\$236 million

budget over 5 years
from 2019-2023

700+ sites

supporting 6,500
new EVs*

Support conversion of
commercial and public
fleets to electric

ex. delivery, transit buses,
forklifts, and more...

PG&E covers a
significant portion of
electric fleet charging
infrastructure costs

Additional incentives
for disadvantaged
communities, school
buses, and transit
buses

Minimum of 15% of
infrastructure budget
reserved for public
transit



*Subject to funding availability and minimum eligibility criteria:

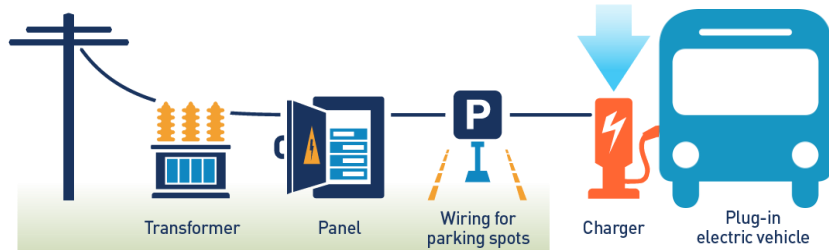
- Provide a purchase order for a minimum of two electric fleet vehicles;
- Agree to program terms and conditions;
- Agree to provide data related to vehicle and EVSE usage for at least 5 years after the EVSE is installed;
- Must be a PG&E customer - Direct Access, retail, and Community Choice Aggregator customers are eligible.



EV Fleet: Support for EV Charging Infrastructure

PG&E pays for a significant portion of the total costs

Program participant
pays for and owns all
charging equipment



Charging equipment rebates for transit and school buses and projects in disadvantaged communities

EVSE power	Max. rebate amount*
Up to 50kW	\$15,000
50-150kW	\$25,000
150kW+	\$42,000
Rebate capped at 50% of EVSE cost	

Two options for make-ready infrastructure

Customer-owned infrastructure

- Supports all customers meeting min. eligibility criteria**
- PG&E covers to-the-meter costs***
- Customer designs, builds, owns, operates, and maintains make-ready infrastructure; PG&E provides a make-ready incentive of up to 80% of the project cost

Vehicle type	Per vehicle incentive cap [†]
Transit buses & Class 8 truck	\$9,000
TRU, TSE, GSE & forklifts	\$3,000
School buses, local delivery trucks, and other vehicles	\$4,000

PG&E-owned infrastructure

- Customer sites will also be reviewed for site cost and number of vehicles deployed to determine eligibility for PG&E ownership
- PG&E designs, builds, owns, operates, and maintains make-ready infrastructure
- PG&E covers all to-the-meter and make-ready costs

Customers can be considered for additional infrastructure support based on site specific conditions and program objectives

* Initial EVSE rebate amounts subject to change later in 2019 based upon charger RFQ. Rebate not to exceed 50% of charger equipment and installation costs.
** Some exceptions may apply to customers who hold Primary Service with PG&E.
*** Except in cases where individual site costs are unrealistic, infeasible, or unreasonable.
† Limited to 25 vehicles per site; sites with more vehicles to be considered on an individual basis.

EV Fleet: What we need from you...



Demonstrate procurement efforts of eligible vehicles and chargers*

* Inclusive of all associated safety equipment



Provide data related to charger usage for minimum of 5 years



Demonstrate electrification growth plan to appropriately size electrical connection



Maintain vehicles and chargers for minimum of 10 years

Let us know you are interested, fill out the interest form at:

<https://www.pge.com/evfleet/>

EV Fleet: infrastructure maintenance terms

Per the CPUC decision authorizing the EV Fleet program, participating customers must commit to operating and maintaining the make-ready infrastructure and chargers for a 10 year period.

Customers who release the site or infrastructure prior to the 10-year term will be responsible for refunding a pro-rated share of the funding they received, per the contract language below:

Site Host Removal or Termination: *Should Site Host request removal or termination of EVSE or parts thereof prior to expiration of the Term, then Site Host shall bear the full cost and sole expense of such removal as well as all fees and costs, as circumstances may dictate, for losses incurred by PG&E on behalf of ratepayers, such as pro-rated costs of equipment, site design and installation. Site Host may, at any time within the Term request from PG&E projected and final costs associated with such a removal request. Such costs will include all amounts paid by PG&E, divided equally over a ten-year period (e.g., if amounts total \$100k and Site Host leaves after 1 year it is responsible for \$90k). If the Site Host wishes to assign its rights and obligations of this Contract to a new Site Host prior to the expiration of the Term, the new Site Host may assume all rights and obligations for the remaining Term with PG&E consent. Such consent not to be unreasonably withheld.*



Commercial EV Rate: Proposal Overview

PG&E is proposing new commercial EV rate plans to support adoption of clean, electric vehicles

The proposed EV rates eliminate demand charges, instead using a monthly subscription pricing model to enable:

- More affordable EV charging
- Simpler pricing structures
- Improved certainty and budgeting

PG&E designed two rates specifically for **fleets, fast charging, workplaces and multifamily dwellings** and will create a new rate class* for Commercial EV (CEV) charging:

CEV-Small

- Charging installations **up to 100 kW**, e.g. smaller workplaces and multifamily sites

CEV-Large

- Charging installations **over 100 kW**, e.g. fleets, fast charging, and larger sites
- Options for secondary and primary voltage service

* To enable new rates, EV charging must be separately metered from existing buildings and facilities

Commercial EV Rate: Proposed Rate Structure

1) Customers choose subscription level, based on charging needs

Subscription Charge

\$184

/ 50 kW connected charging¹



Customers that want to **manage charging loads** can opt for a lower subscription level

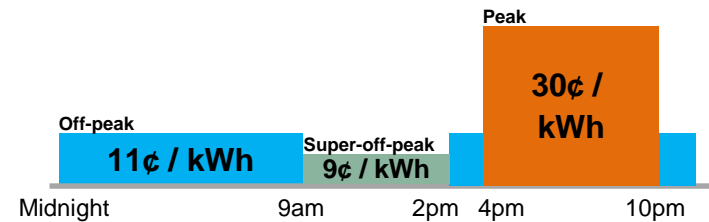
2) Subscription remains consistent month-to-month



If site charging power exceeds subscription, customer pays an **overage** for that month

3) Energy usage is billed based on time-of-day pricing

Energy Charge



Charging is cheapest mid-day, when PG&E has higher levels of renewable energy generation

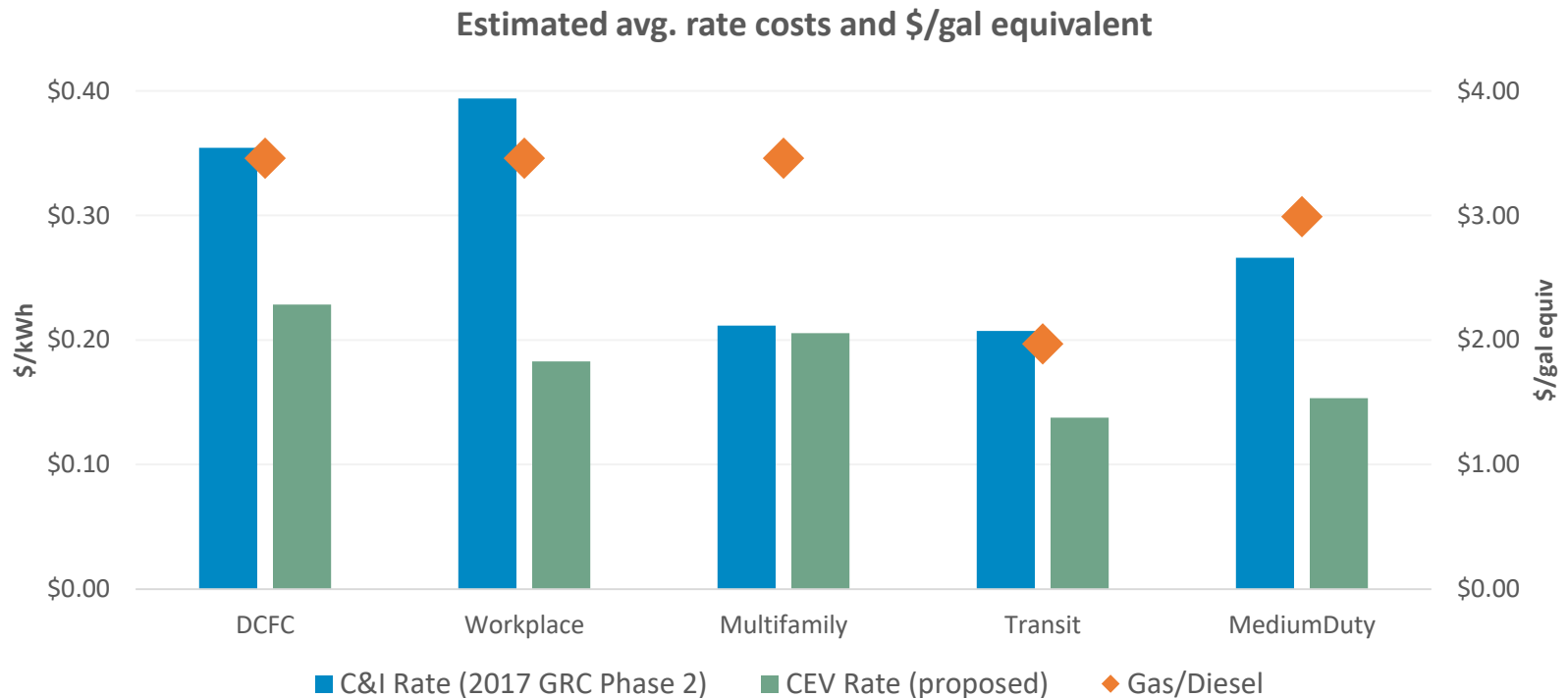
Customers should avoid charging during peak hours from 4-10 p.m., when possible

¹) Value for CEV-Large, secondary voltage rates. CEV-Small rate is ~\$25 per 10 kW. For primary voltage customers rate is \$173 per 50kW.

Commercial EV Rate: Estimated Savings for Sample Sites

For modeled customer sites, new EV rates can enable significant savings compared to existing commercial rate plans

Actual bill impacts will vary for each customer depending on charging usage patterns



Thank you!

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