

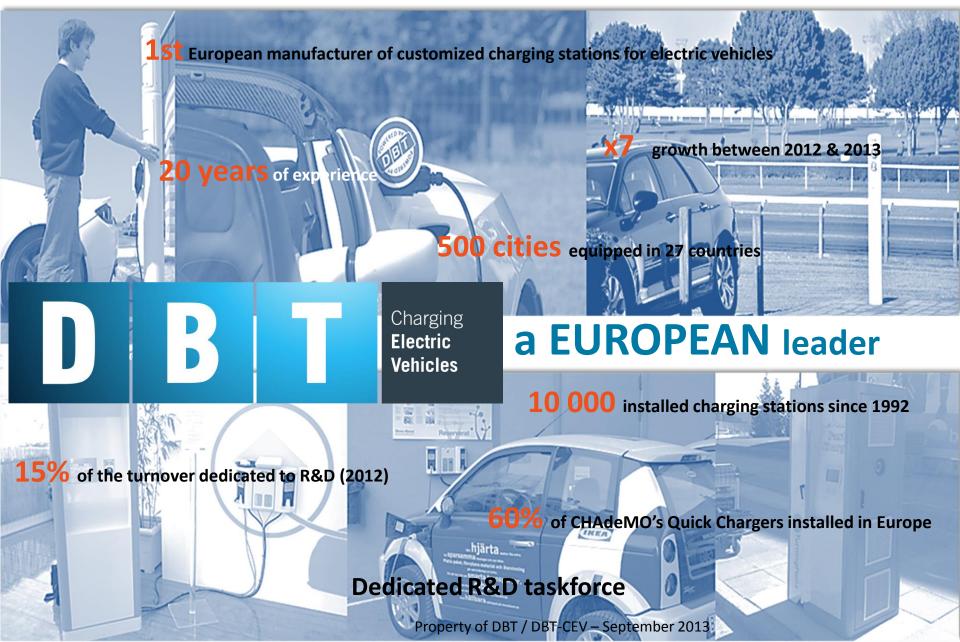
 ${\it Siim Kallas, Vice-President\ of\ the\ European\ Commission\ and\ commissioner\ responsible\ for\ transport}$

Experience on Quick Charging with 60% of the installed Quick Chargers in Europe

Lille, Friday,October 25th 2013 Hervé Borgoltz - CEO - DBT-CEV



DBT-CEV: An extensive experience in EV charging stations



How to develop a European network of fast chargers for all types of EV's?



What we have achieved: DBT-CEV – Nissan partnership in numbers

650+ CHAdeMo Quick Chargers installed in Europe

17 Countries covered

New installations every week (since july 2013)

100% Electric vehicles compatible CHAdeMO – AC 43 kW – COMBO – ZE ready







How we overcame our challenge? By opening mental locks LOCK 1 LOCK 2 « This Charging Station Doesn't « low-cost Means Low-Quality » exist yet » LOCK 3 LOCK 4 « For 10k€, this a « It's Only for **Dumb Charging** Nissan » station » Property of DBT / DBT-CEV - September 2013

How we overcame lock 1?



What we've achieved: Strong presence worldwide

Communication campaign focused on the launch of new QC

- Ecartec Munich October 2012
- The Business of Plugging In Detroit October 2012
- Salón Vehículo y Combustibles Alternativos Valladolid October 2011
- EVS 26 Los Angeles June 2012
- Consumer Electronics Show Las Vegas January 2013
- Press releases, website news, marketing campaign







How we overcame lock 2?



WHAT WE NEED

Demonstrate efficiency and reliability of the product. Several field tests are already considered (French example):







How we overcame lock 3?



UNIVERSAL PRODUCT RANGE









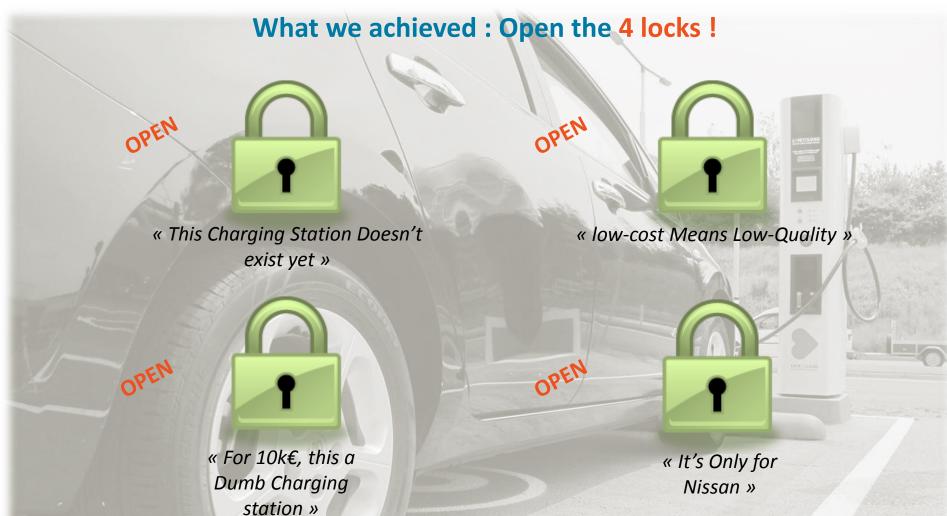
Base Grade	Standard Grade	Communication Version	DC & AC version	Universal Quick Charger
Since January 2012	Since January 2012	Since March 2012	Since March 2012	Availability November 2013



How we overcame lock 4? Our CHAdeMO charger is Universal!







Now we are ready to create the « EV state of mind »!

To a european standard thanks to DBT-CEV





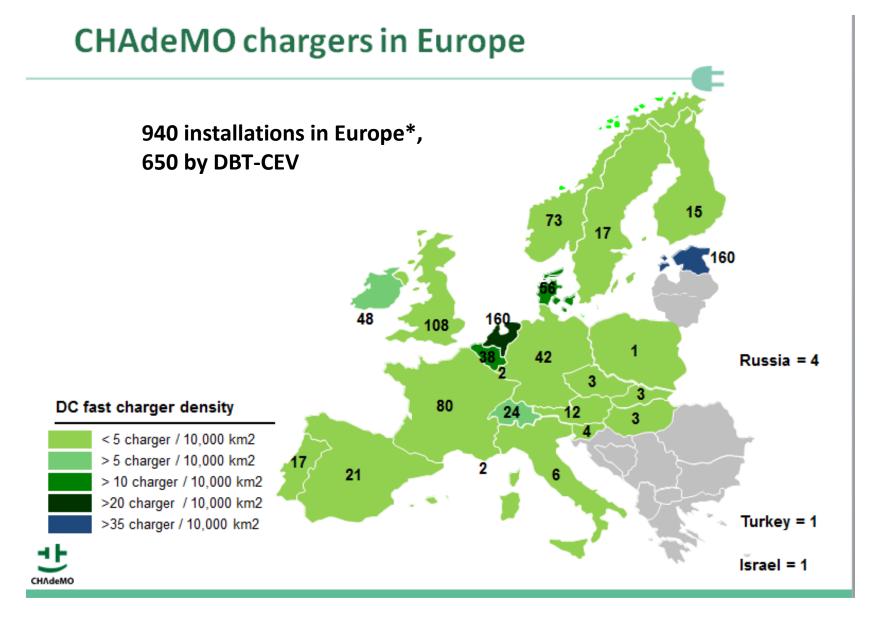
ALSO SPRACHT SIIM KALLAS in Brussels ...

... ALSO SPRACHT DBT-CEV on the same day

18 janvier 2013

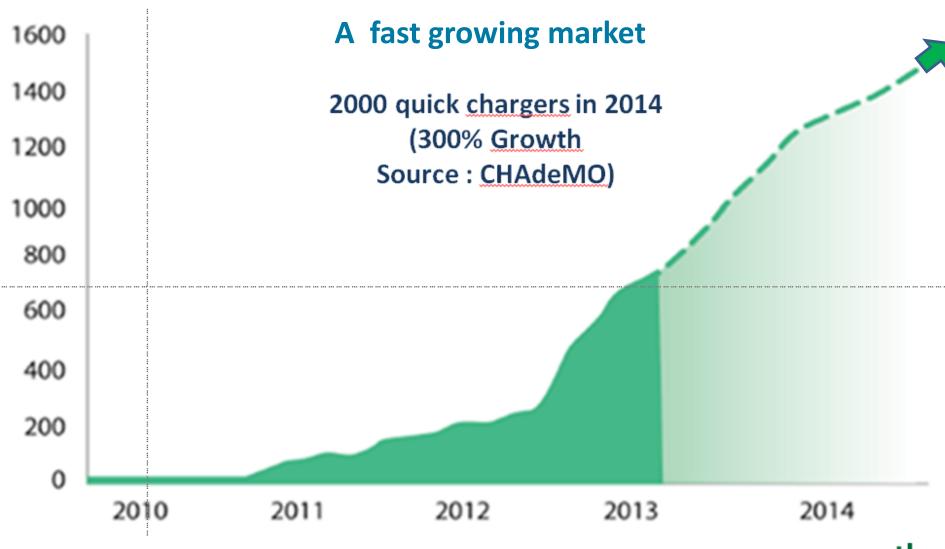


Now we have created the first step of an European Network





2 years perspectives for QC implantation





Association CHAdeMO: Worldwide partners









Norway



Scotland



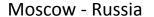
Netherlands

650 AC/DC et COMBO / CHAdeMO

Quick Chargers installed everywhere in Europe

Target 1000 by June 2014





Finland

Thanks to DBT CEV: Charging for everyone!

