



Smart Electric Vehicle Charging

Βασίλης Ράλλης, Business Development Lead

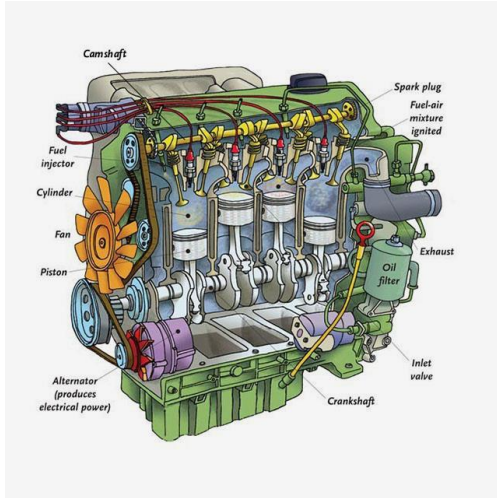


evloader.com

Γιατί ηλεκτρικά αυτοκίνητα?



Internal combustion Engine (ICE)



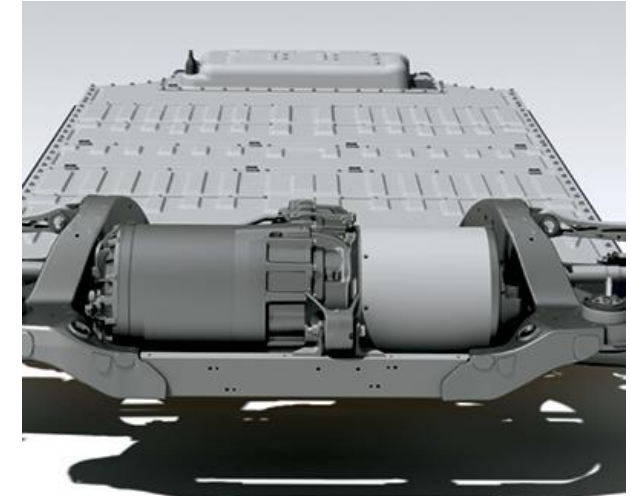
Value Proposition

Economics

Per 100km: 3€ for EV vs 10€ ICE

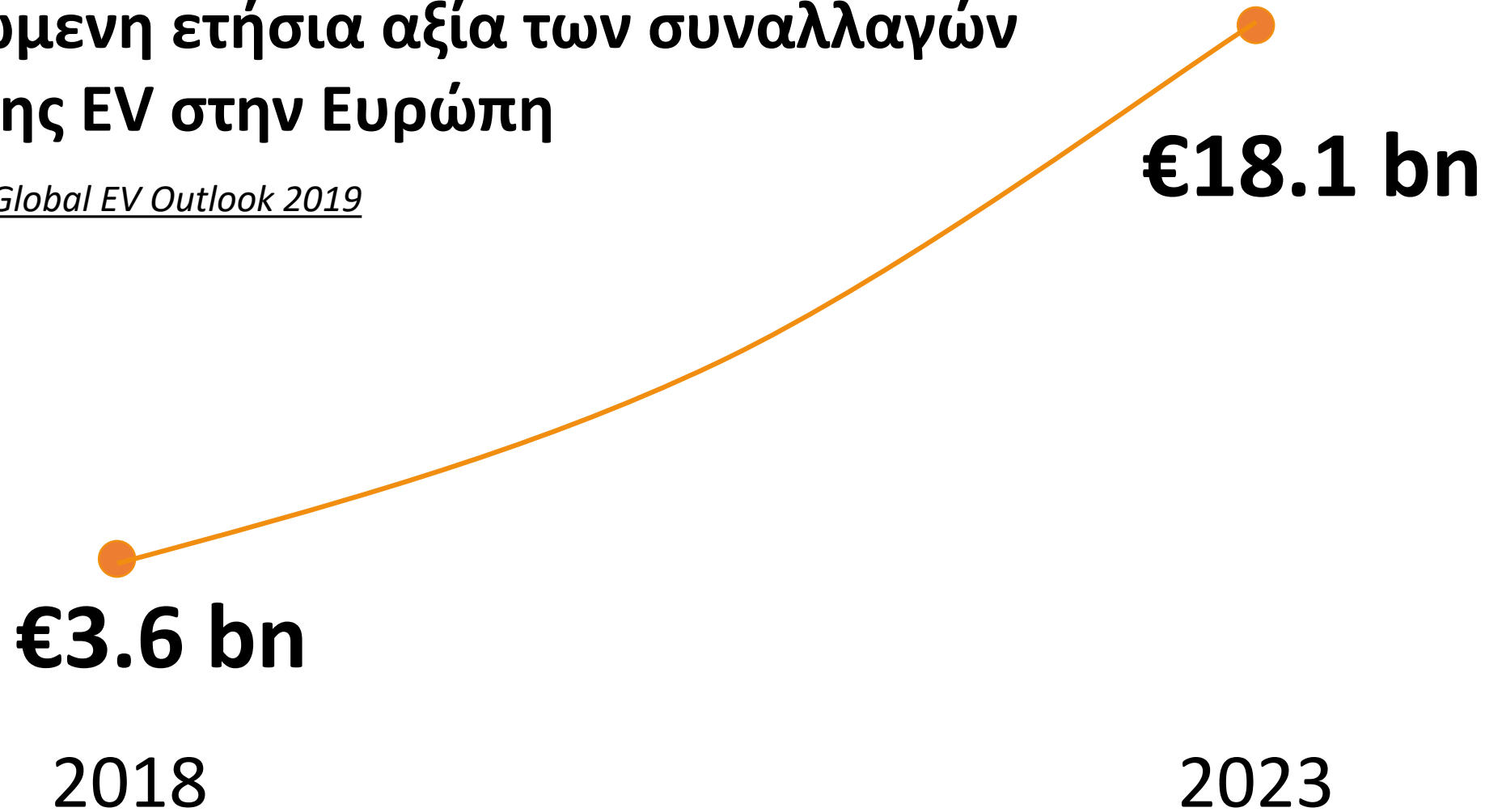
Environment

Less CO₂ + More Green



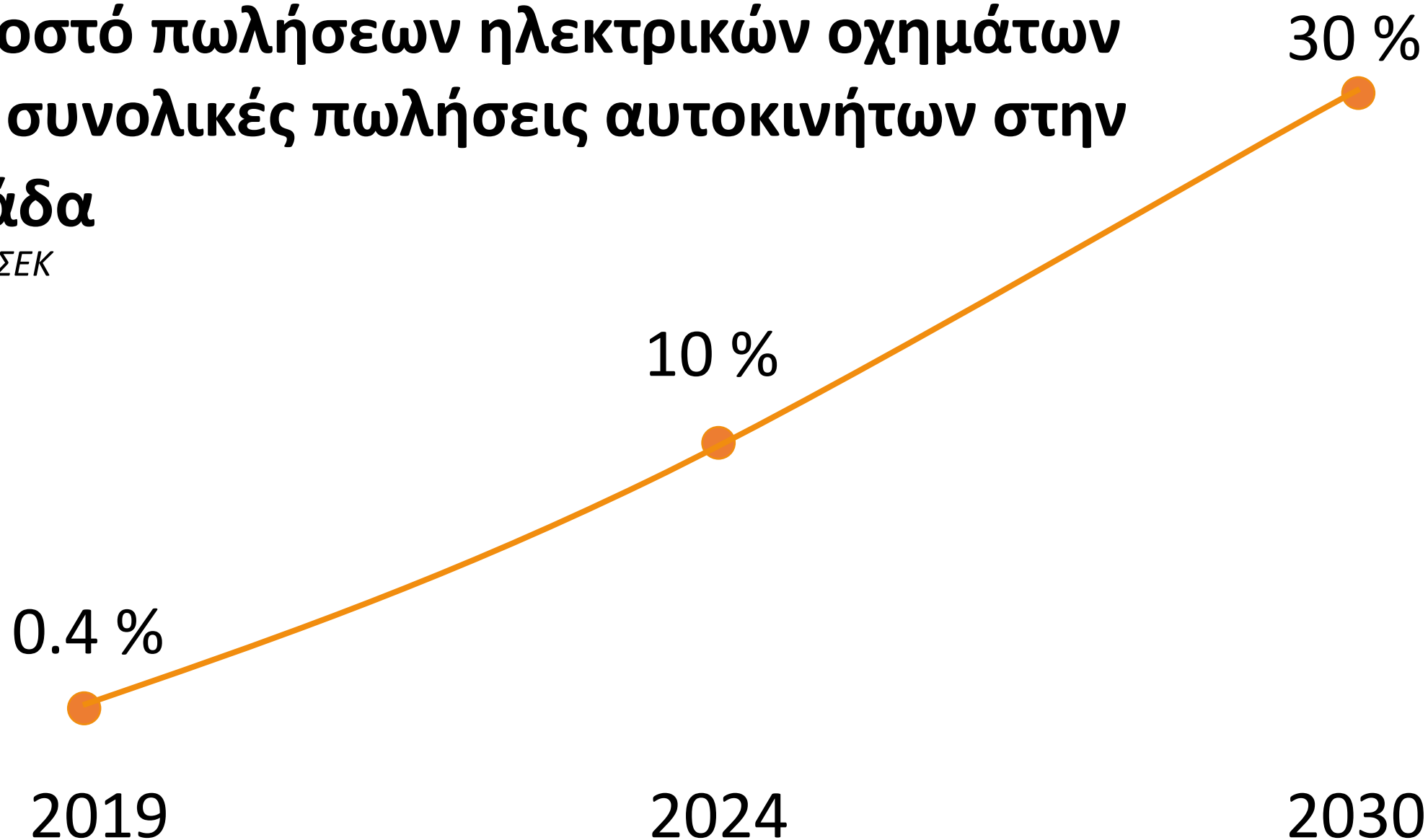
Εκτιμώμενη ετήσια αξία των συναλλαγών χρέωσης EV στην Ευρώπη

Πηγή: IEA Global EV Outlook 2019



Ποσοστό πωλήσεων ηλεκτρικών οχημάτων στις συνολικές πωλήσεις αυτοκινήτων στην Ελλάδα

Πηγή: ΕΣΕΚ



Προκλήσεις

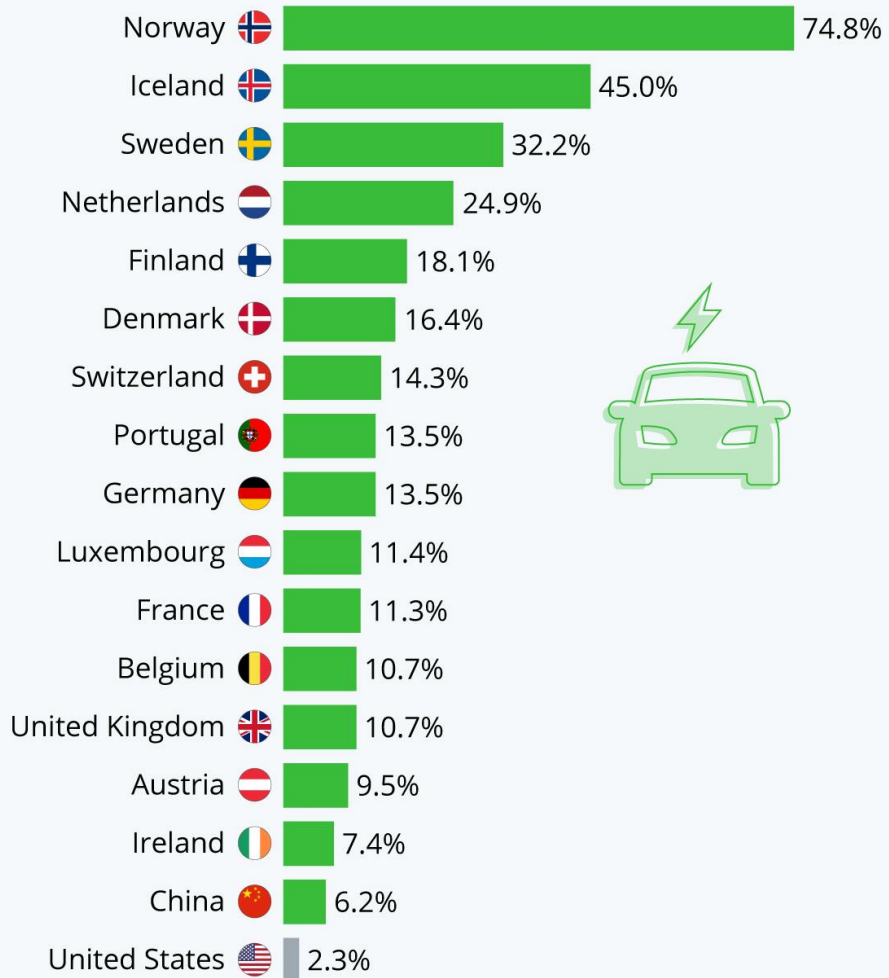
Αγορά Αυτοκινήτου + Αγορά Ηλεκτρισμού





Electric Mobility: Europe Races Ahead

Countries with the highest share of plug-in electric vehicles in new passenger car sales in 2020*



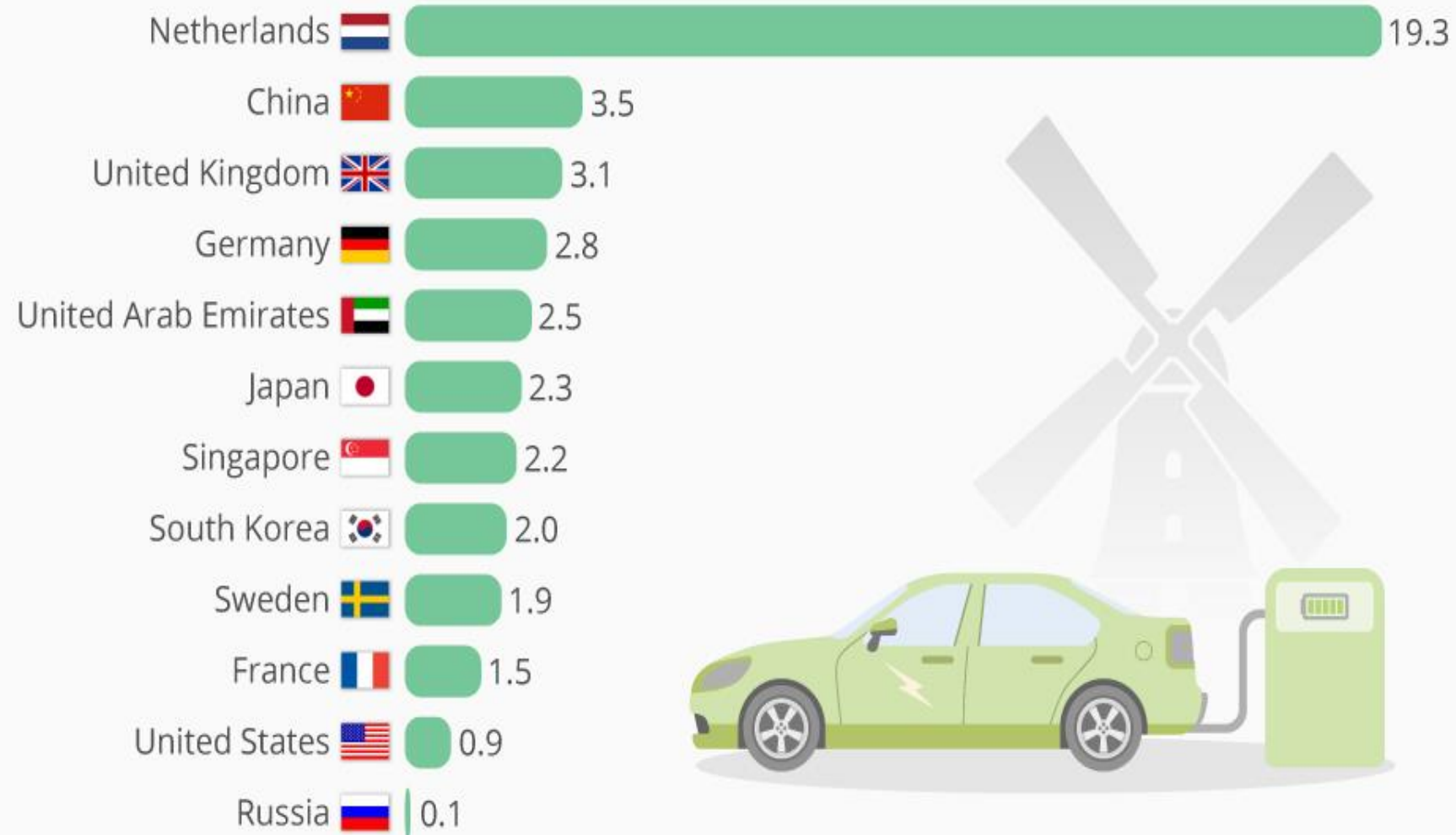
Αγορά Αυτοκινήτου

* including plug-in hybrids and light vehicles, excluding commercial vehicles
Sources: ACEA, CAAM, EV-Volumes

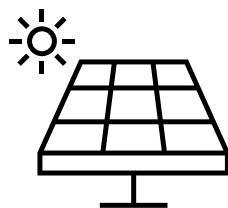
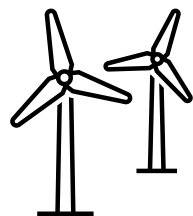
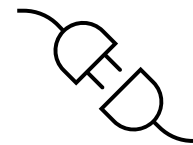
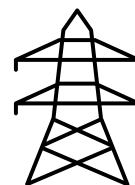
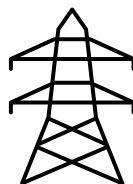
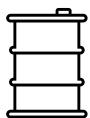
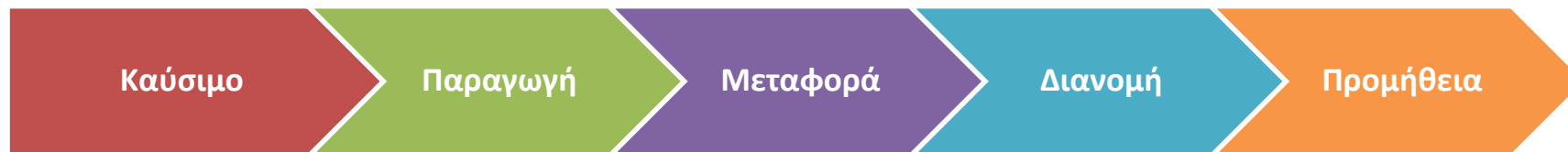
Αγορά Ηλεκτρισμού

Netherlands Top For Electric Vehicle Charger Density

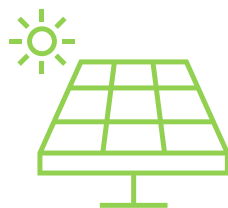
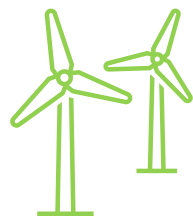
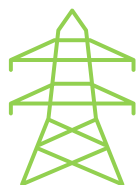
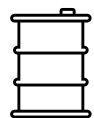
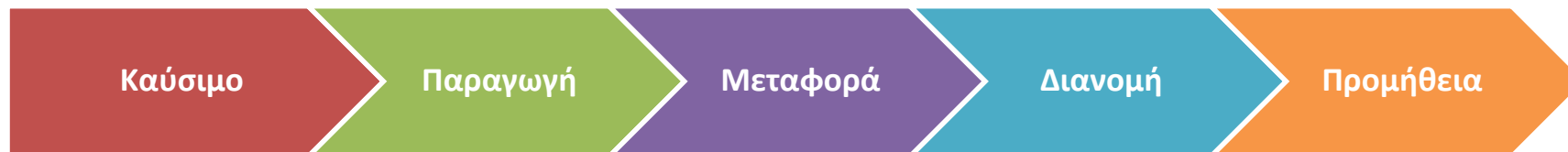
Number of electric vehicle charging stations per 100km of paved road (selected countries)



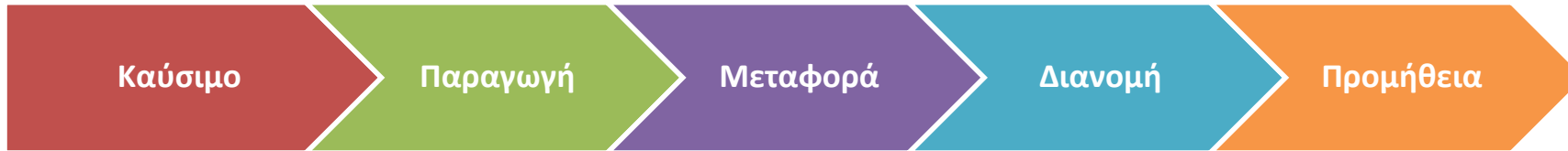
Value Chain



Value Chain

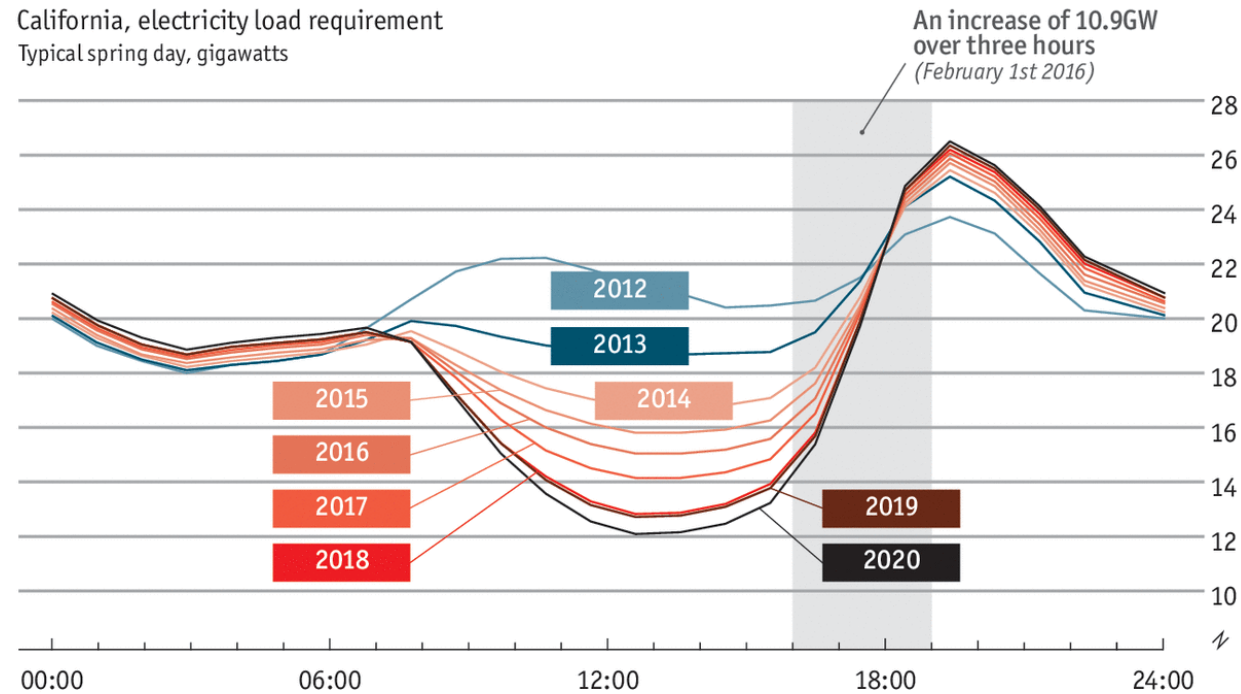


Value Chain



Who gets the bill?

California, electricity load requirement
Typical spring day, gigawatts

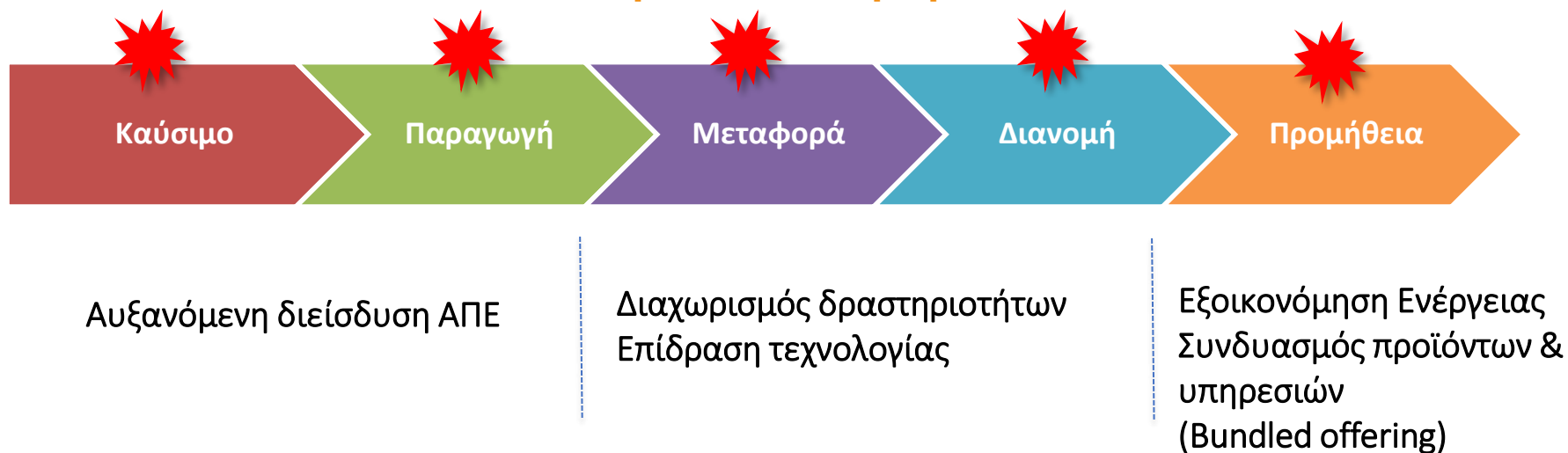


Source: California ISO

Economist.com

Δίκτυα + Αποθήκευση

Value Chain – Disruption σε όλη την αλυσίδα



←----- Utilities -----→

Παρωχημένο επιχειρηματικό μοντέλο

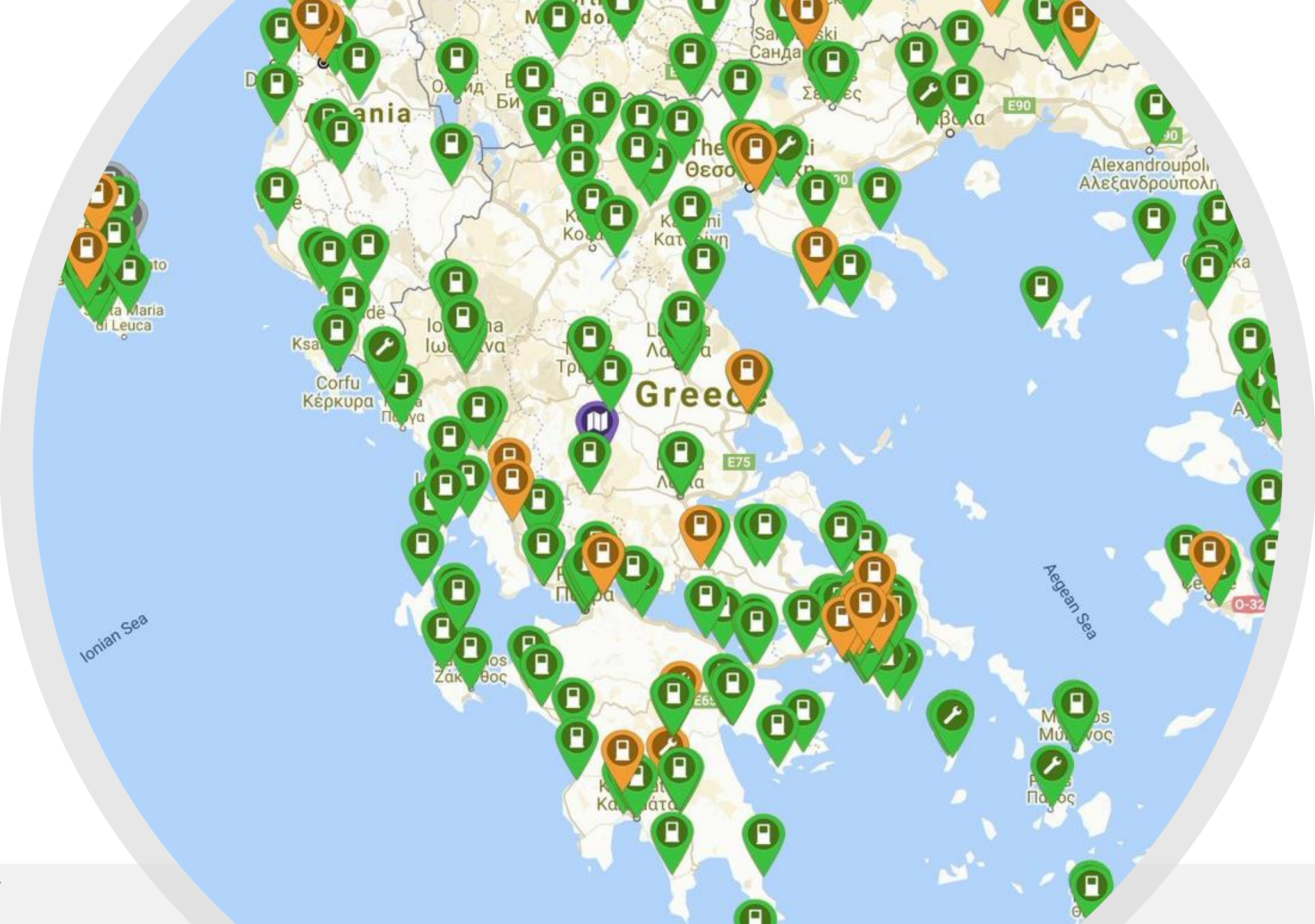
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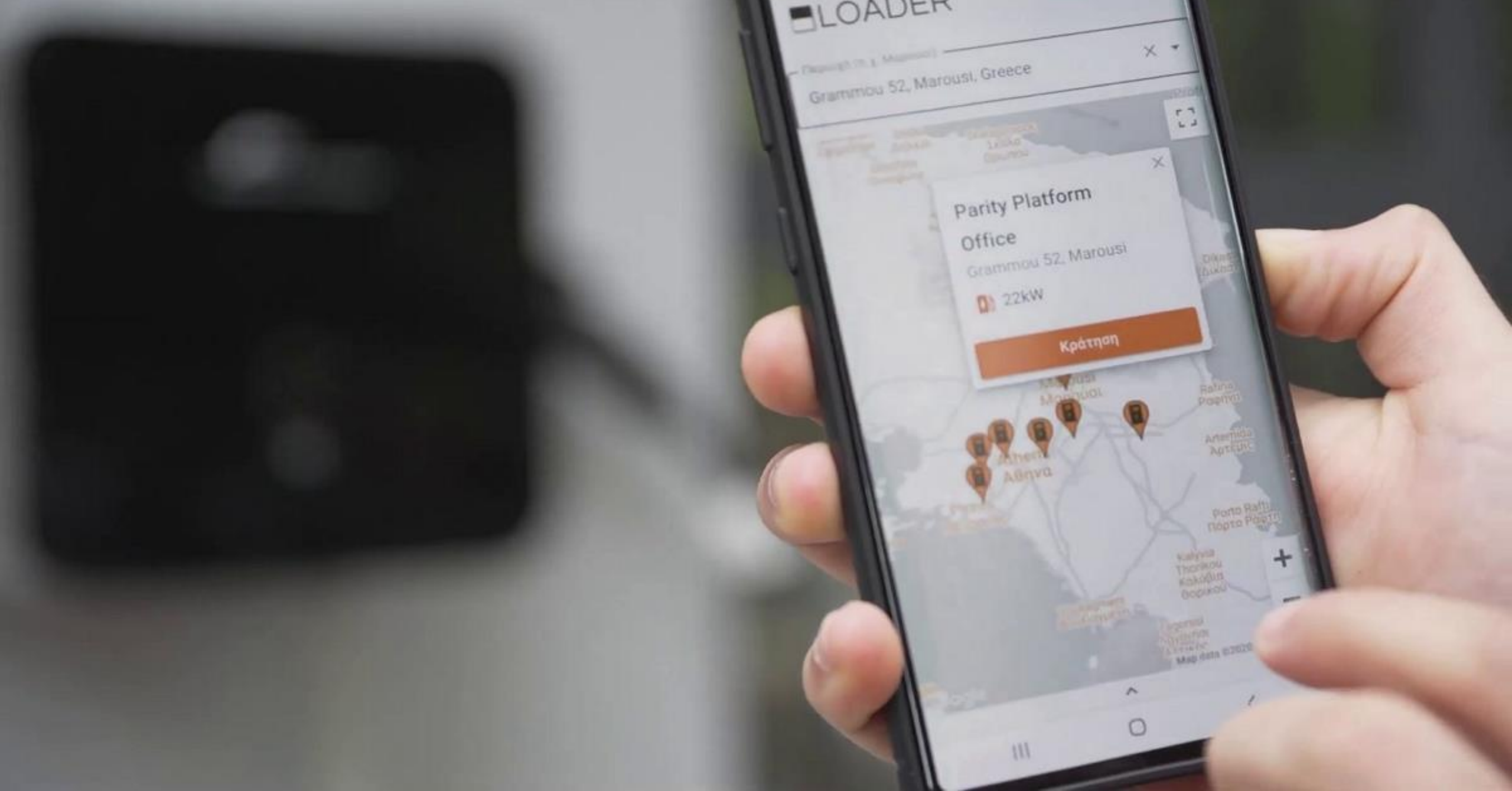
Μετάβαση σε νέο μοντέλο

Big Data +AI
Demand Driven



Electric future is now







ΚΑΤΑΧΩΡΗΣΗ



ΚΡΑΤΗΣΕΙΣ



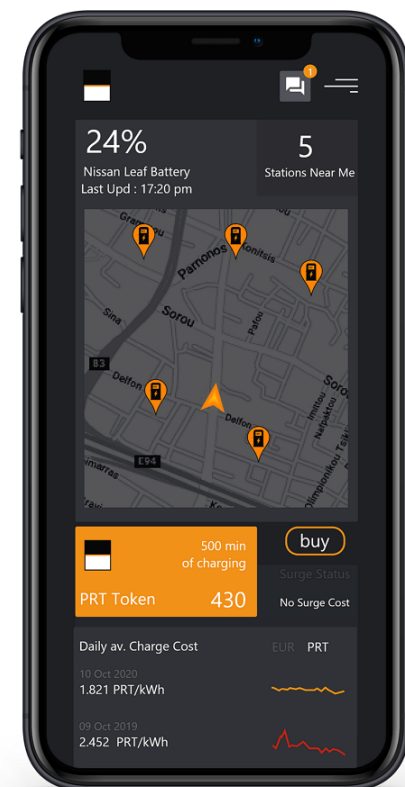
ΕΠΙΒΕΒΑΙΩΣΗ



ΦΟΡΤΙΣΗ



ΠΛΗΡΩΜΗ





ΚΑΤΑΧΩΡΗΣΗ



ΚΡΑΤΗΣΕΙΣ



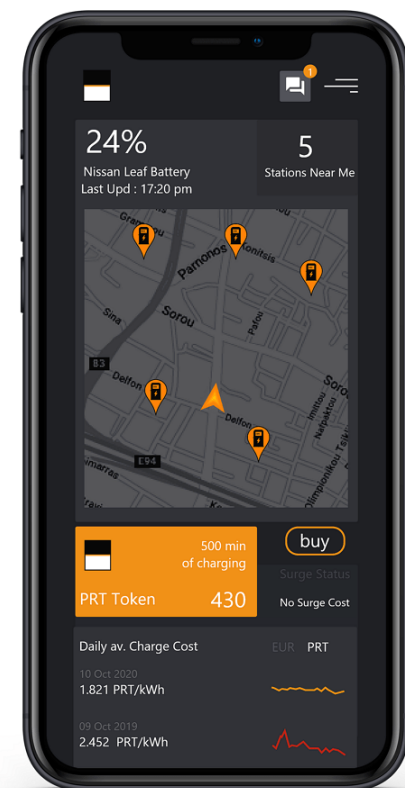
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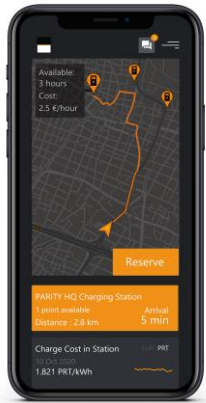


ΠΛΗΡΩΜΗ



Διαλειτουργικότητα: όλους τους σταθμούς διαφορετικών κατασκευαστών

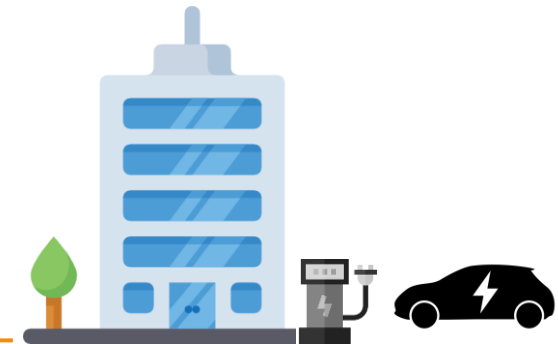
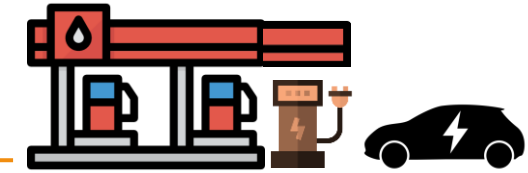
 **LOADER**

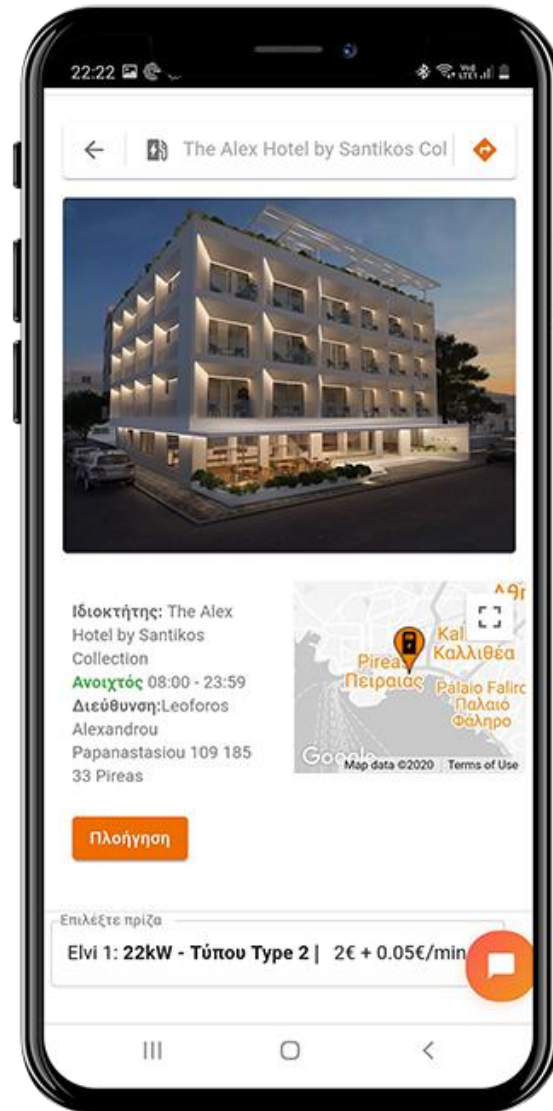
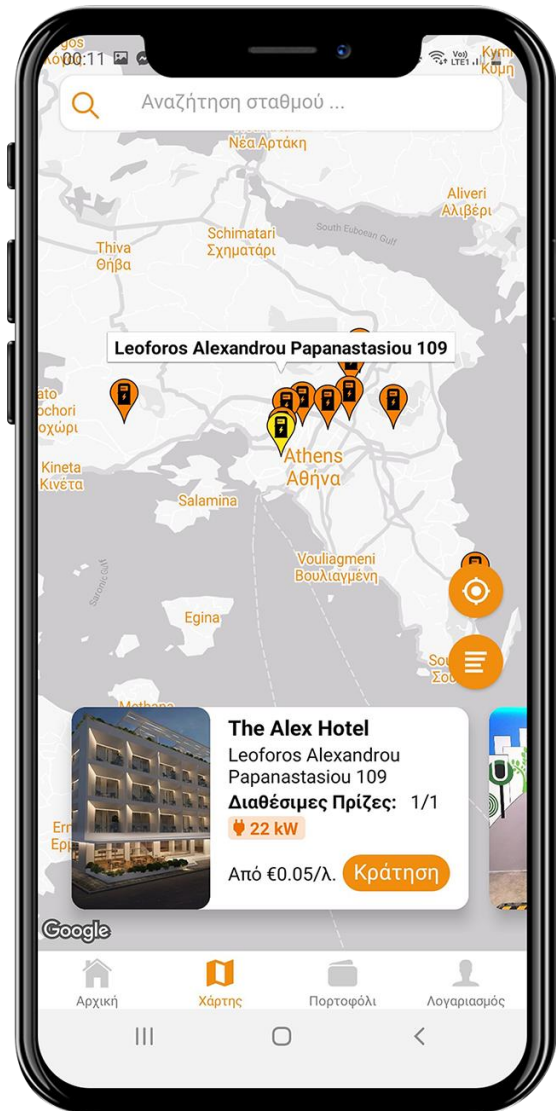


Προγραμματίστε και
ξεκινήστε συναλλαγές
χρέωσης μέσω μίας
εφαρμογής



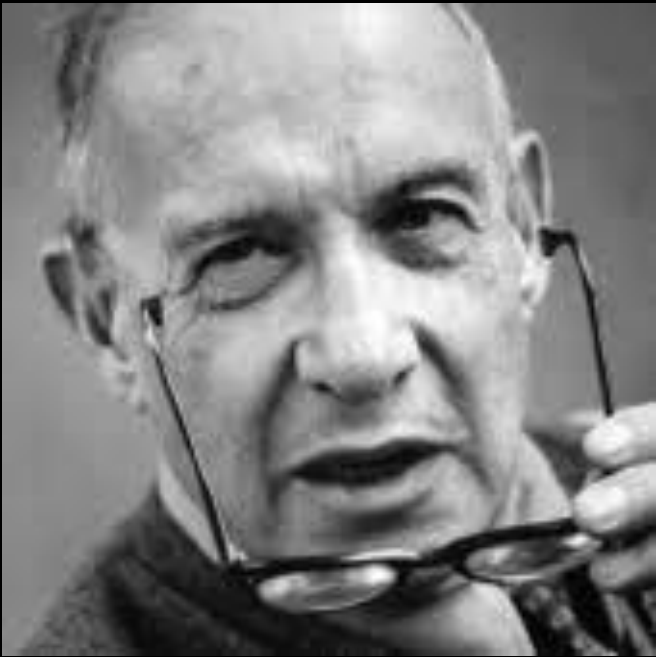
OCPP
Open Charge Point Protocol





Take away thoughts





*Ο μεγαλύτερος κίνδυνος σε
περιόδους αναταραχής, δεν είναι η
αναταραχή ή ίδια.*

*Είναι να συνεχίζεις να σκέφτεσαι με
τον ίδιο τρόπο (του χθες)*

Peter Drucker

Ευχαριστώ για την προσοχή σας

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