

The background of the slide is a photograph of a city skyline at night, with several skyscrapers illuminated. In the foreground, a multi-lane highway is shown with long-exposure light trails from cars, creating streaks of white and yellow light. The image is framed by dark, angular geometric shapes that create a modern, abstract look.

# **Your Single Source for an Integrated Energy Ecosystem**

## Why Work With Us

# Thrive in the Clean Energy Revolution

Lynkwell is a leading USA-based energy infrastructure development company focused on connecting renewable generation, battery storage, utilities, and microgrids with next-generation fueling technologies via its Lynkwell X-Change™ platform. By combining its own proprietary offerings with the best partners from around the world, Lynkwell serves as the most comprehensive hub for all solutions related to electric vehicle (EV) charging and the larger energy management ecosystem.

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## Why Lynkwell

# Innovation Meets Experience

For almost ten years, Lynkwell has been providing purpose-built deployment solutions so that all stakeholders, including commercial properties, fleet operators, government agencies, utilities, distributors, installers, and drivers, do not just participate in the clean energy revolution, but thrive in it. Today, the company ranks as one of the top nine EV charging networks in the country, hosts dozens of EV charging networks, manages over 10,000 assets, and has been recognized as one of the fastest growing companies in the United States for the past 3 years.

Lynkwell's portfolio consists of software, hardware, service, and procurement solutions. Our cloud-based and hardware-agnostic software platform allows customers of all types to not just manage their stations, but optimize their operations through cutting-edge features, tailored offerings, and global

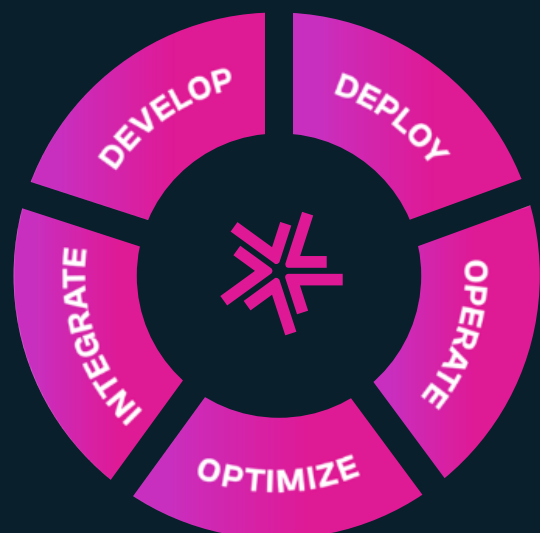
roaming partners. Our curated catalog of more than 500 vetted hardware products from leading global OEMs plus its own XLink™ charger ensures the ideal solution for each project. Our service team expertly navigates all aspects of the deployment process, guiding both clients and channel partners. To ensure each project provides maximum value, Lynkwell provides interactive incentive search tools, live support from our internal team of experts, and an expansive list of awarded contracts and approved products to support every facet of the procurement process.

Lynkwell's mission is to focus our collective power to anticipate, aggregate, and activate evolutionary energy solutions that benefit us all. Let our team help you thrive in the energy revolution today.

## A Network of Industry Leaders

### Full Coverage Across the Value Chain

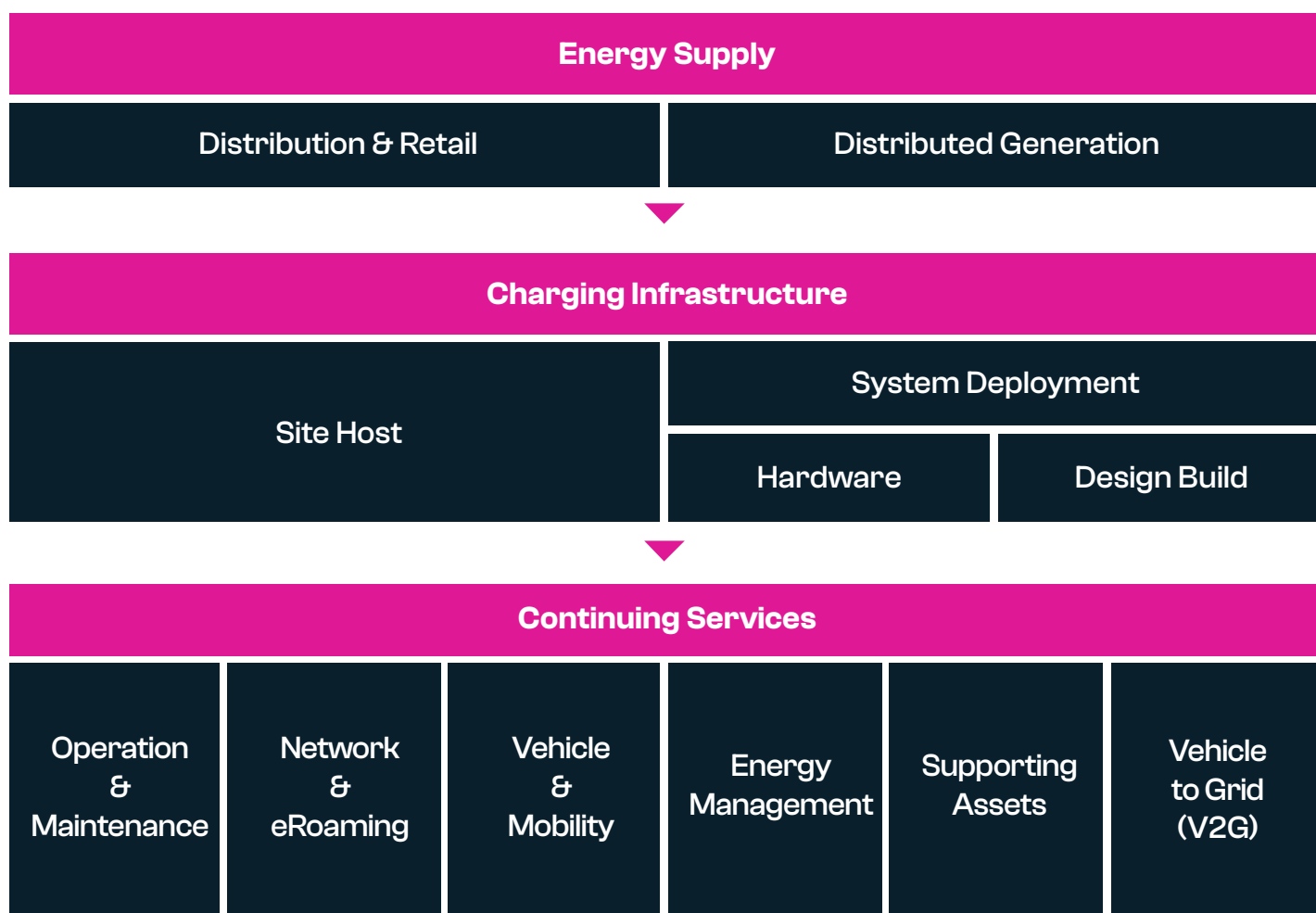
Lynkwell offers a comprehensive EV charging solution, providing a single point of accountability and support from site design through post-installation optimization. The Lynkwell X-Change™ platform is the nexus of vetted installers, integrations, and partners all powered by our 100% US-based support team to provide a superior experience and success throughout the USA and Canada.



## Our Integrated Energy Ecosystem

# Lynkwell X-Change™

Lynkwell X-Change™ is the most comprehensive suite of energy management solutions, combining Lynkwell's proprietary offerings with curated partners from around the world. It is the single source for all energy stakeholders. Access everything you need to feel confident without ever feeling like competition. Lynkwell X-Change empowers business owners, partners, fleet operators and drivers with the tools and expertise they need to unlock new opportunities.





## Business Models

# More Ways to Engage

The Lynkwell X-Change™ platform provides more ways to engage with the EV charging ecosystem than anywhere else.

By integrating our own solutions with top OEMs, service providers, financiers, and energy management companies, Lynkwell is the one-stop destination to elevate your EV enterprise.

## The Lynkwell Difference

- ✓ Access our curated catalog including hundreds of the best chargers and accessories from around the world
- ✓ Engage our installer network that covers the entire United States and Canada
- ✓ Leverage partnerships with leading financial institutions
- ✓ Implement the most robust charging solutions with support tailored to your needs
- ✓ Increase the reach and impact of your charging infrastructure brand

## Explore the Possibilities

- Add charging infrastructure to any site
- Allow others to invest in charging infrastructure on your site
- Become a partner to resell charging equipment
- Become an installer/service provider
- Provide EV charging hardware
- Provide EV charging accessories
- Provide energy storage solutions
- Provide energy generation solutions
- Create your own branded EV charging network

# Business Models for Every Need



### No-Cost Amenity

Customer to host chargers owned by external partners, gaining a valuable benefit at no cost.

#### Options:

- Lynkwell owned
- Lynkwell partner owned
- Profit sharing or lease payment options available pending site evaluation



### Shared Ownership

Tailored models that could involve a combination of owners, sharing both cost and revenue.

#### Options:

- Various combinations of ownership involving Lynkwell, the site host, and third-party investors
- Various combinations sharing upfront cost, ongoing maintenance, and revenue



### Customer-Owned

The site host owns and operates the chargers.

#### Options:

- Lynkwell managed
- Customer managed



### Charging-as-a-Service

No upfront capital expenditure (CapEx). Data, service, and equipment costs are paid over time as an operational expenditure (OpEx).

#### Options:

- A range of hardware, software, and service plans are available in different combinations



### Network-as-a-Service

Leverage Lynkwell's industry-leading network, either under the house brand or the customer's.

#### Options:

- Use the ViaLynk™ house network, managed by Lynkwell
- Lynkwell builds the customer a white-labelled network, managed by the customer or managed by Lynkwell



## End-To-End Expertise

# Full Turnkey Services

Providing a full turnkey solution from start to finish, and managed by a single team. Start with a goal and end with success.

- ✓ Site Qualifications
- ✓ Project Management
- ✓ Permitting
- ✓ Funding
- ✓ Site Design
- ✓ Utility Connections
- ✓ Product Procurement
- ✓ Engineering
- ✓ Training
- ✓ Networking
- ✓ Preventative Maintenance
- ✓ Installation
- ✓ Software Integration
- ✓ Customer Support
- ✓ Project Management

**TOP**

**9**

**Largest  
L2 & DCFC  
Network in  
USA**

According to  
AFDC 2024



“Our company chose Lynkwell for the end-to-end process they execute. Other EV companies provided proposals for the hardware and left us to find an installer and for us to apply for the permits. Lynkwell is the one-stop solution I found that provides an outstanding experience and takes the guesswork out of executing the process. I highly recommend Lynkwell for any company looking to install EV stations on their property.”

**Glenn A. Hardman**

President, RGH Hospitality

## End-To-End Expertise

# Curated Catalog of Over 500 Products

Access a curated catalog of the industry's best electric vehicle supply equipment (EVSE) and energy management products, including Level 2 AC and DCFC stations, batteries, and peripherals for seamless integration.

## AC Chargers



7.6 - 19.2kW



19.2kW

## DC Fast (Modular)



150kW



600kW



640kW



720kW

## All-In-One DCFC Chargers



30kW



40kW



60-240kW



200kW



320kW



120-360kW



400kW

## Specialty



30-60kW



30-60 kW



320kW Battery  
Integrated



60 - 125kW  
V2G / V2X

## XLink™ Level 2 EV Charging Station

### Designed for Uptime, Built for a Lifetime

XLink™ was inspired by years of deployment experience to optimize function and maximize performance.

- The first and only commercial EV charger with a Lifetime Warranty
- EZ-Swap Faceplate™ allows for customization, upgrading, or maintenance in under 5 minutes
- Made in America with select globally sourced parts by Lynkwell's team in New York State



**>50%**  
**Faster**  
Installation Time

The modular construction and streamlined software configuration process results in a 50% faster installation time compared to other units.

### The Ultimate Workhorse:

- Ideal for fleet, public, and private EV charging
- Bundle with Lynkwell's industry-leading software for a comprehensive solution




## EV Charger Protection Plan

Lynkwell offers comprehensive insurance-backed, industry-leading warranty coverage that protects against most types of physical damage, underwritten by an A-rated insurance company. We ensure EV charging stations remain operational and will be supported for years to come.

### What's Included?

A five-year protection plan - the warranty eliminates any out-of-pocket expense during this term. This plan covers mechanical and electrical failures, normal wear-and-tear that limits functionality, accidental damage from handling, and damage from power surges.

### We've Got You Covered

-  Your **OEM warranty does not cover** some common issues with your charger like accidental damage, power surge, or normal wear-and-tear that limits functionality.
-  Our protection plan covers a variety of damages so you **don't have to worry** about unexpected additional costs.
-  Customers contact us via the portal or call our toll-free number and **we take care of the rest.**

### Benefits

- **Eliminates any out-of-pocket expenses** for the replacement device, repair, de-installation or re-installation.
- Peace of mind knowing your chargers are **always protected.**
- Removes the management of electricians and repairs. **Lynkwell handles all claims** and scheduling of services.

### Superior Coverage

- ✓ 24/7 Support
- ✓ Remote Troubleshooting
- ✓ Mechanical & Electrical
- ✓ Accidental Damage
- ✓ Power Surges
- ✓ Parts & Labor
- ✓ Repair & Replacement
- ✓ Shipping Costs
- ✓ Response & Uptime

**Over 100 industry-leading** products fully covered across the USA.



## Software Platform

# Enabling the Power to Thrive

Lynkwell's comprehensive software solution gives all customers maximum confidence in the reliability of their stations, whether managed directly or by the Lynkwell team.



**>99.99%**

Software uptime with industry-leading remote monitoring and diagnostic service included



**>98%**

Connectivity uptime enabled by our multi-network redundant cellular SIM technology



**100%**

Co-located, USA-based hardware, software and service teams

## Tailored Use Cases



### White Label Solution

Establish your brand in the EV charging market with all the software needed to become a charge point operator. Manage your network with full independence, or leverage Lynkwell's dedicated support team to increase revenue and brand recognition.

### Fleet Solution

Go beyond just electrifying your fleet by optimizing it with robust vehicle and energy analytics and management capabilities.

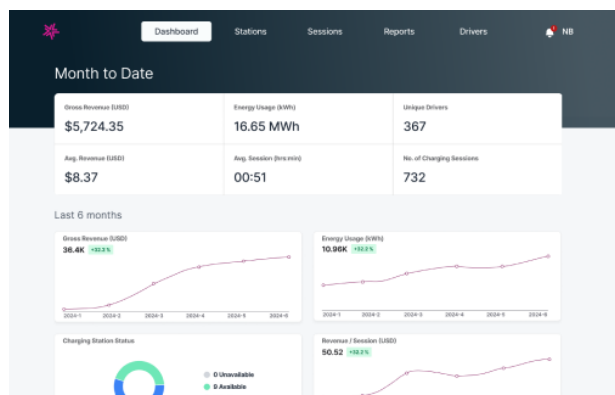
### ViaLynk™ Network

Everything required to manage your EV charging experience with comprehensive functionality and performance for both EV site hosts and drivers.



## ViaLynk™ Suite of Solutions

Drive the energy transformation with software that enhances efficiency and creates value for you and your customers.



### ViaLynk™ Network Manager

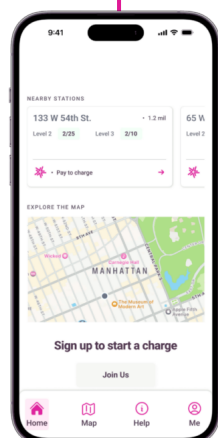
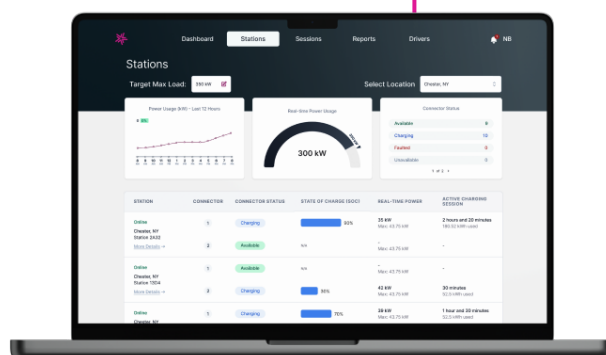
Establish a secure and exclusive network with administrative control over charging operations. Easily control pricing, energy management and more.

- Customize dashboard branding
- Effortlessly manage and monitor charging
- Set up timely alerts to stay informed

### ViaLynk™ Site Host Manager

Enhance the charging experience for your business and drivers with a full suite of EV charging management tools.

- Tailor charging for specific driver groups
- Optimize with advanced analytics and reporting
- Streamline billing with simplified payment options



### ViaLynk™ Driver App

Trusted by drivers nationwide, the ViaLynk app simplifies the charging experience. Drivers can find nearby stations while monitoring availability in real-time, make payments remotely, track energy usage and cost, and receive alerts about charging status.

- Contactless payment
- Transaction history
- Remote start

## Service Advantage

# Decades of Experience

Our service team is here to consult and facilitate your project every step of the way - from design and installation, to ongoing support and maintenance.



### Consultation and Site Design

We work with you to plan your project based on your site needs. Coordinating with the utility and municipality, we utilize our experience to maximize your site design.



### Installation

With thousands of successful installations under our belt, we provide expert project management, electrical and construction guidance to ensure your project is completed accurately and efficiently.



### Service and Maintenance

We provide service, maintenance, and warranty coverage to ensure your stations are working so you don't have to.

# Take Each Step With Certainty

Access a full suite of EV charging solutions from a reliable partner that understands your needs at every stage.

## Develop

- Site Profitability Analysis
- Site Selection Support
- Utility Evaluation
- Equipment Selection
- Funding
- Financing
- RFP Support

## Operate

- 24/7 US-Based Support
- Station Management
- Active Monitoring & Diagnostics
- Root Cause Analysis
- Service Support
- Energy Management
- Warranty Support

## Deploy

- Procurement & Contracting
- Permitting
- Project Management
- Pre-Shipment Configuration
- Installation

## Optimize

- Private Charging
- Advanced Energy Management
- Driver Pricing & Session Limits

## Integrate

- Utility Coordination
- Commissioning
- Station Provisioning
- Specialized Fast-Charging Expertise

# Set Your Goal, Realize Your Success

Lynkwell's expert team guides your project from concept through post-deployment support. We offer comprehensive assistance at every stage and connect you with our qualified installers to ensure successful project delivery.



## Preapproved Programs

# Reduce Your Financial Responsibility

**Access incentive, funding, and cooperative purchasing information to drive the most value from your EV charging project**

Your projects may be eligible for funding and our team of professionals is here to identify opportunities to reduce project costs. All qualifying equipment is preapproved and registered in incentive programs with more than 1,700 utilities and agencies across the United States.

## Identify Rebates & Incentives



### Interactive Rebate Finder

Utilize our web-based interactive tool for a list of all programs suited to your specific project.

[Rebate Finder >>](#)



### Funding Expertise

Leverage Lynkwell's funding experts to identify rebates across diverse sites, craft program responses, and select approved products.

## Partnerships with Leading Utilities

**nationalgrid**

**NYSEG** **RG&E**  
Part of the AVANGRID Family



**Orange & Rockland**  
Rockland Electric Company

People. Power. Possibilities.  
**Central Hudson**  
A FORTIS COMPANY

**TVA** **TENNESSEE**  
VALLEY  
AUTHORITY

**CAL**  
**evIP**  
BUILDING EV INFRASTRUCTURE

**CHARGE AHEAD**  
COLORADO

**Rhode Island**  
**Energy**  
a PPL company

**Ameren**  
MISSOURI

**Electric Vehicle**  
PARTNERS

**UI** **SMART**  
SOLUTIONS

**ROCKY MOUNTAIN**  
POWER

**PACIFIC POWER**



**PSEG** **LONG ISLAND**

**PNM**

**NVEnergy**

**DUKE**  
**ENERGY**

**EPRI**  
ELECTRIC POWER  
RESEARCH INSTITUTE

**SOUTHERN CALIFORNIA**  
**EDISON**  
An EDISON INTERNATIONAL Company

**EGLE**  
MICHIGAN DEPARTMENT OF  
ENVIRONMENT, GREAT LAKES, AND ENERGY

**And Many More**

Dedicated to Excellence

## Highly Awarded Company

Lynkwell has received **federal** and **state contracts** for EV charging infrastructure and fleet services, along with numerous other awards recognizing excellence in the industry.

### Contracts & Awards



And Many More

## One of America's Fastest Growing Companies Three Years Running

Lynkwell was featured on the Inc. 5000 list of fastest growing private companies in the United States for a reason, and we can continue that success together.



Connect With Us to  
Become a Part of Our Growth

## Proven Experience

# Government Service

## Capability Statement

### Past Performance

Lynkwell has successfully completed on-time and on-budget solutions for:

- US Department of Interior (DOI), Washington, DC
- Schenectady County, New York
- City of Amsterdam, New York
- City of Dover, New Hampshire

### Core Competencies

Lynkwell provides a full suite of services and equipment for the installation and management of electric vehicle (EV) charging stations, the required power, and supporting infrastructure, including:

- EV Charging Hardware
- Software (EV Charging Network Solution)
- Site Preparation
- Installation
- Station Management
- Customer Support
- Training
- Warranty Services

### Differentiators

- Top-tier EV charging stations
- Supporting management equipment
- OCPP back-end station management platform compatible with other providers' stations
- Driver mobile application
- Support for customer equipment and software customization requests
- Open-source development environment with no-fee application integrations
- Installation and project management services
- Project funding and financing preparation
- Flexible ownership models allowing for client-owned, cooperatively owned or Lynkwell-owned station investments

### Certifications

UL Certified, UL Recognized, CAN/CSA Certified, EN, NEC 625 Compliant and Energy Star, OCPP compliant, Open ADR compliant, Open ADR Alliance members and Open Charge Alliance participant

### NAICS

336320  
335999  
485119  
518210  
541519

### Cooperative Purchasing

GSA, Sourcewell, TIPS

**DUNS # 190705158**

CAGE Code 8QLN



## The Lynkwell Difference



**Thousands**  
of chargers across the  
US, Canada & Guam



**24/7**  
USA-based site host and  
driver support



**100%**  
co-located, USA-based  
hardware, software and  
service teams



**>\$50M**  
captured from utility/  
incentive programs

## About Lynkwell

Lynkwell is a leading energy infrastructure development company focused on connecting renewable generation, battery storage, utilities, and microgrids with next-generation fueling technologies via its Lynkwell X-Change™ platform. Ranked as one of the fastest-growing private companies in the United States for the last three years, Lynkwell's leadership is bolstered by its top 10 nationwide cloud-based EV charging software platform which hosts dozens of EV charging networks and manages 10,000 assets. With a curated catalog of more than 500 products from leading global OEMs plus its own XLynk™ charger, Lynkwell's unique combination of full deployment solutions and energy integrations gives all clean energy stakeholders the power to thrive. Since 2016, the company has been instrumental in establishing private and public charging solutions and supporting infrastructure to empower America's growing clean energy revolution.

### All USA-Based Team



Lynkwell's co-located hardware manufacturing, operations, software, support, and service team are proudly based in the U.S. Build America, Buy America (BABA) Act compliant options available.

[lynkwell.com](https://lynkwell.com)

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