



**CABLE**

A Member of the Shell Group

**ENERGIA**

Corporate presentation



# WHO WE ARE

Cable Energía is a sustainable mobility and renewable energy infrastructure company based in the city of Seville. The project was created in 2018 by Ignacio López Martín and Jesús Nieto, two engineers with extensive experience in energy markets. Currently, since July 2022, Cable Energía has become part of the Shell Group, which acquired 100% of the company.

Cable was born with the firm purpose of helping people to make the transition to electric vehicles by transforming the field of transport and energy. Cable aims to become one of the largest aggregators of flexible energy demand in the Iberian Peninsula, positioning itself with differentiated and innovative solutions.

At Cable we want to contribute to the change towards a decarbonised economy, and we want to be part of the transition towards sustainable mobility.

For this reason, we are creating a network of strategic locations in Spain and Portugal that foster this transition towards a more sustainable world. Thus, Cable Energía aims to install a minimum of one charging station every 50 km. In this way, we will ensure that there are no barriers when deciding to move towards electric mobility. In this way, all EV users will be able to rely on our charging network without the need to plan routes according to EV chargers or fear for the autonomy of their vehicle's battery.



# CULTURE FIT



## What do we believe in?

At Cable we believe that a world powered by clean energy used efficiently is possible.

That is why Cable Energía's MISSION is to enable the transition to sustainable mobility by helping people to switch to electric mobility in transport and clean energy as a source of supply.

### **OUR COMMITMENT:**

*"A minimum of one charging point every 50 km"*



## Our goal?

The goal we are pursuing and working towards is to develop a network of strategic locations that are distributed throughout Spain and Portugal.

We aspire to become one of the largest aggregators of flexible energy demand in the Iberian Peninsula (& Islands), and a reference within the electric mobility and renewable energy market.



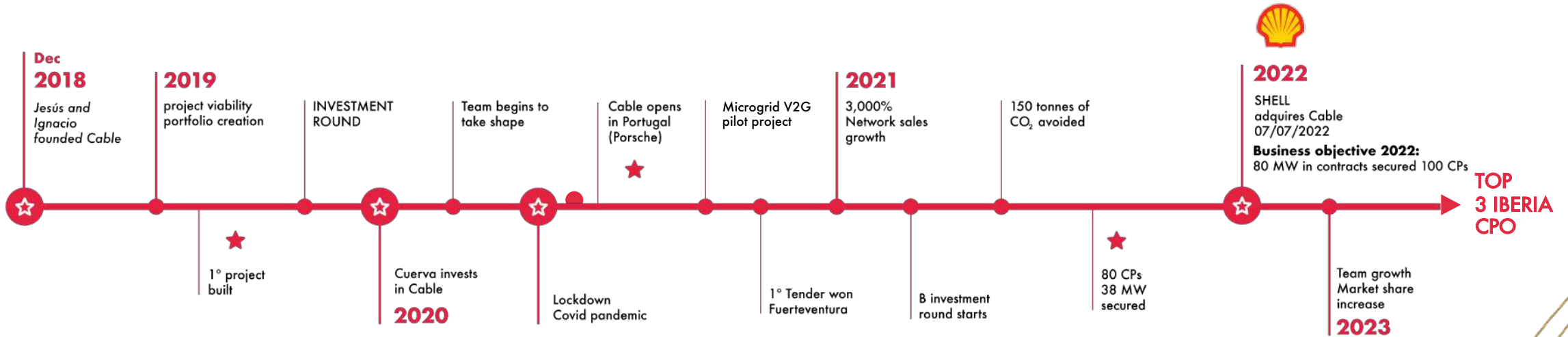
## 100% innovative DNA

One of the key pillars on which Cable is built is innovation.

In a market with so many possibilities for growth, it is essential to carry out continuous research, using the best technologies and committing to disruptive projects that create new options that favour the transition towards a sustainable future.



# OUR JOURNEY



# ***CABLE BUSINESS LINES***

**1**

***INVESTMENT ON EV CHARGING  
INFRASTRUCTURE***

**2**

***CPO: OPERATING EV CHARGING  
STATIONS***

**3**

***ELECTRIFICATION AND FLEET  
MANAGEMENT***



# 1 INVESTMENT IN EV CHARGING INFRASTRUCTURE

With the business lines in which it operates, Cable Energía covers the end-to-end process from investment, engineering, procurement, construction, commissioning, operational services for distributed systems and electric vehicle chargers to renewable energy generation combined with storage systems.

Thus, the modus operandi is as follows: The owners of the space where we want to install the charging station (hotels, shopping centres, petrol stations, restaurants...) grants the space for the installation. At no cost to them, Cable Energía will take charge of the entire infrastructure installation process, sharing part of the profit from the recharges made by the electric vehicle users with the owners of the space in which they have been installed.

# 1 *INTEGRAL SOLUTION*



Data intelligence  
A) Smart location  
B) Tailored techno-economic solutions

Enable aggregation  
energy services



We assume the risks of  
the investment, sharing  
benefits

Fast execution of EPCs  
and specialist team in  
O&M



# CUSTOM-MADE TECNO-ECONOMIC SOLUTIONS

At CABLE we are aware that each location and / or collaborator has different needs. For this reason, we carry out an exhaustive analysis of each case, in order to select the solution that suits each circumstance in the best way. Based on locational intelligence.



## **Semi-fast charging**

**22kW**

medium vehicle load  
in 2 hours



## **Fast charging**

**up to 50 kW**

medium vehicle load  
in 45 minutes



## **Ultra fast-charging**

**from 150kW to 350 kW**

medium vehicle load  
in 5-10 minutes





# 2 CPO: OPERATING EV CHARGING STATIONS

Our final commitment is to offer an EV charging service for drivers at our recharging stations. In order to access this service, users have at their disposal our own App available for Android and iOS.

At Cable we manage assets and infrastructures, as one of our lines of business is to act as Asset Managers. We offer personalised services that enhance the value of the investment.



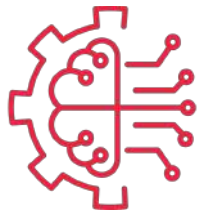
**Control Center**



**App**



# COMPROMISE WITH CONSUMERS



## LOCATIONAL INTELLIGENCE

Profitability based on  
Locational suitability  
Accessible for users.

## HIGH AVAILABILITY

24/7 support through  
the App. Premium  
reservation service.



## VARIABLE RATES

Custom designed.  
Payment through credit card,  
NFC or Apps.

## PROACTIVE INFORMATION

Information and alerts to  
customers will create links and  
loyalty. Real-time updates.




# 3 **ELECTRIFICATION & FLEET MANAGEMENT**

It is a solution designed entirely by Cable Energía. The aim is to be able to advise companies and enterprises on how to electrify their fleets, taking into account aspects such as: network limitations, economy, time and operations.

All this data is collected through telemetry technology. Telemetry devices are used to monitor real fleet data.

The analysis of the data obtained is carried out after the monitoring has been carried out. Then, a fully customised solution is established based on the following parameters:

- a. The type of electric vehicles that are necessary to meet their needs.
  - b. What are the fleet sizes of electric vehicles.
  - c. What types of chargers are needed.
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