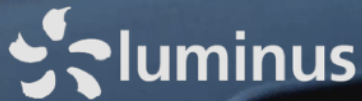
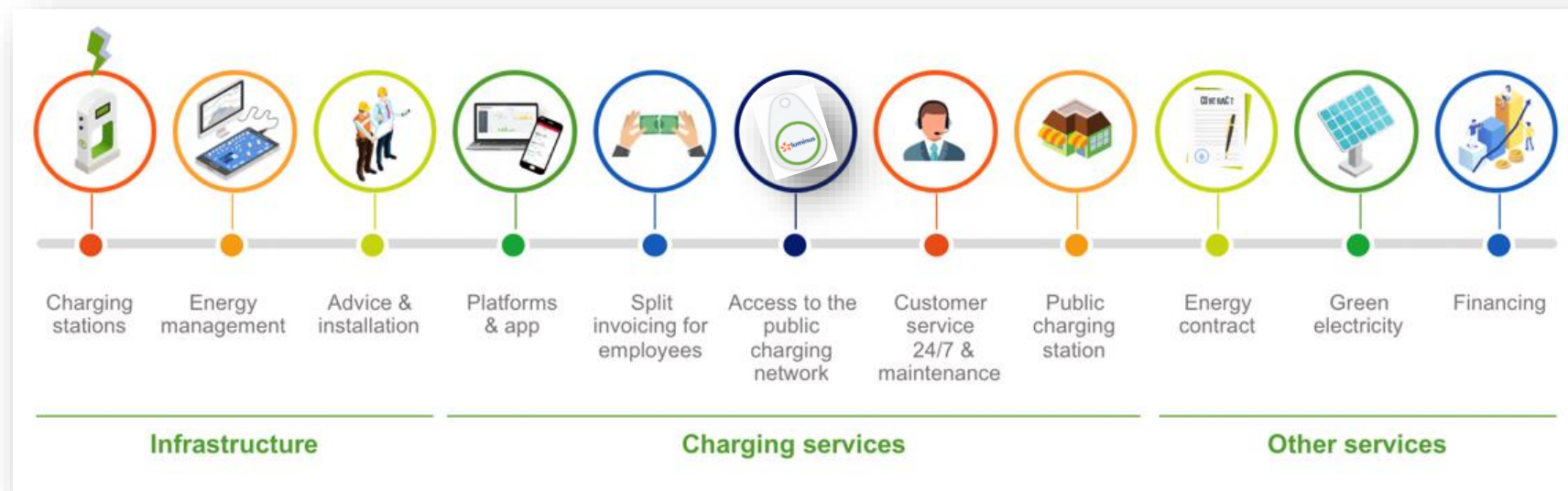





Fleet – Charging @ Home and Public Charging for Employees



# Overview of the Luminus E-mobility Eco System



# Cost to charge & run an electric car.

 Diesel/petrol = +1,6€/L X 7L/100km = **11,2€/100km**

At the Office; + PV



0,05-0,06€/kWh

At the Office



0,10-0,20€/kWh

At Home



0,20-0,30€/kWh

On the Go



0,40-0,79€/kWh  
Slow Fast



~20kWh/100km

1€/100km



2-4€/100km



4-6€/100km



8-15,8€/100km



# OUR charging solutions

Always a charging solution to meet your needs ...



## The mobile solution

Suitable for plug-in hybrids and fleets  
Single-phase and three-phase, 2,3-11 kW

Integrated metering system allowing reimbursement of costs  
Goes anywhere



14-65 km/h  
2,3 - 11 kW

## The home solution

Safety and rapidity  
Single-phase and three-phase, 3,7-22 kW

Integrated charging management and synchronization with your solar panels



130 km/h  
22 kW

## The solution for businesses

High charging speed  
Single-phase and three-phase, 3,7-22 kW

Easy and user-friendly  
7" colour screen  
Robust and safe equipment



130 km/h  
22 kW

## The solution for car parks

Economical and scalable  
Three-phase, 11 kW

Extensible to 16 charging points  
Direct access: RFID badges, prepaid contactless payment (credit/debit cards)



65 km/h  
11 kW

## The fast charging solution

Very high charging speed  
Three-phase, DC charging, 50-180 kW

The fastest  
For regular short use  
Proven robust and safe equipment

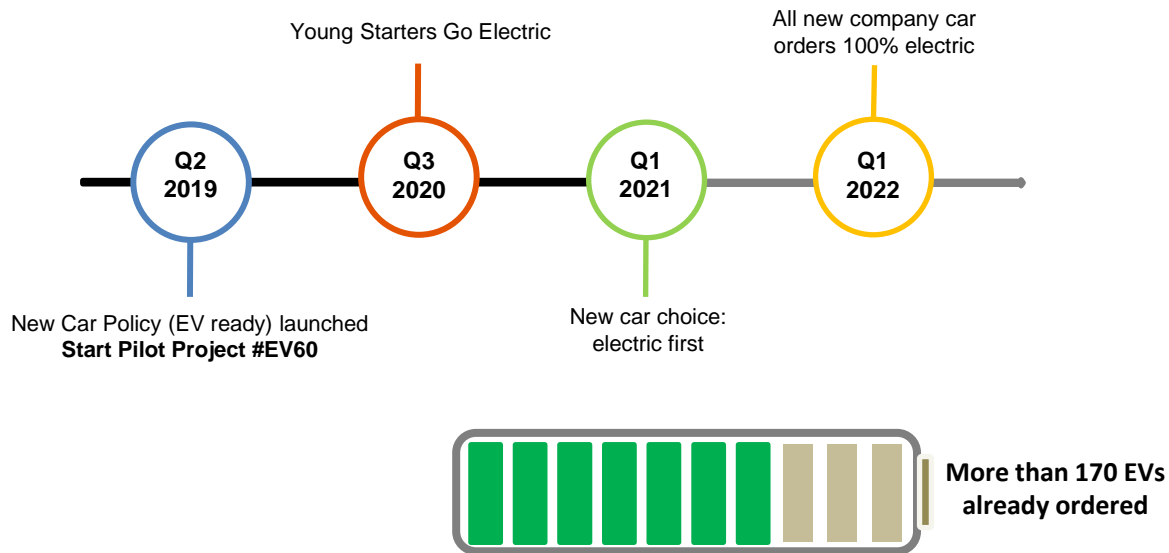


>300 km/h  
50 kW-180 kW



## OWN STORY

# #EV 60



link2fleet  
**FLEET OWNER**  
AWARD OF THE YEAR | 2021

Bekroont het beste vlootbeheer vanuit alle invalshoeken.

De winnaars:

- 1st plaats: Caroline Ceustermans, SWIFT
- 2de plaats: An Van Waes, Luminus
- 3de plaats: Linda Kumps, EY

link2fleet  
**FLEET MOBILITY**  
AWARD OF THE YEAR | 2021

Zet het vlootbeheer in de bloemetjes dat erin slaagt fleet aan mobiliteit te koppelen.

De winnaars:

- An Van Waes, Luminus

Meer info: [klik hier](#)

Onze partners:

link2fleet  
**NEW ENERGY**  
AWARD OF THE YEAR | 2021

Beloont het vlootbeheer dat de nadruk op het milieu legt.

De winnaars:

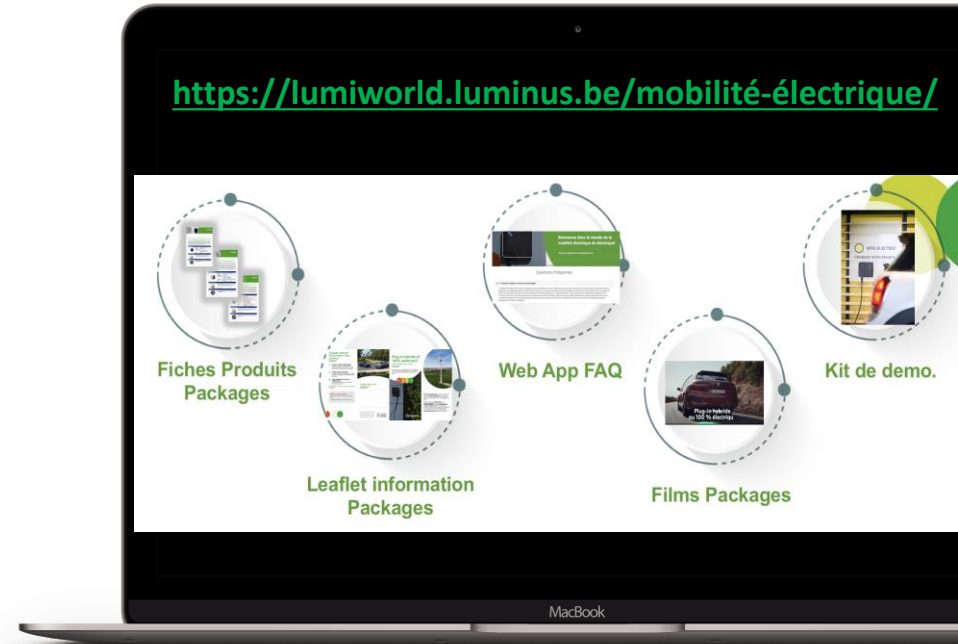
- An Van Waes, Luminus

# How to get started?

» Luminus has developed communication tools to help B2B employees get a head start in the world of electric mobility with our solutions.

Basics to know about charging video's , starter guides, customer support, ...

Digital FAQ, decision tree document to help the client to choose the good solution, e-learning, webinar, ....



# Our understanding of a e-Car/Mobility Policy



## LE CARBURANT IDEAL POUR MOI: JE ROULE MOINS DE 25.000 KMS PAR AN

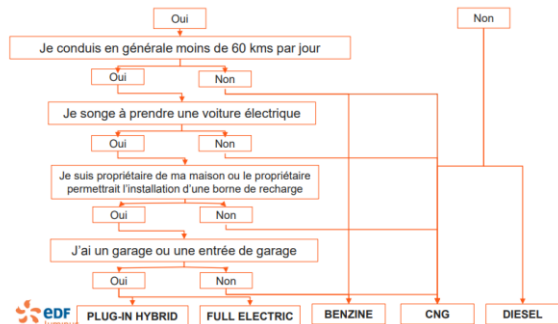


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# Our understanding of a “e-Charging Policy”

Charging Policy defines the Rules of the Company in terms of Charging Solutions. This concept is **NEW**.

## » Rules at the Office

Who can charge? Where? At what price? Who to call for help?

## » Rules at Home

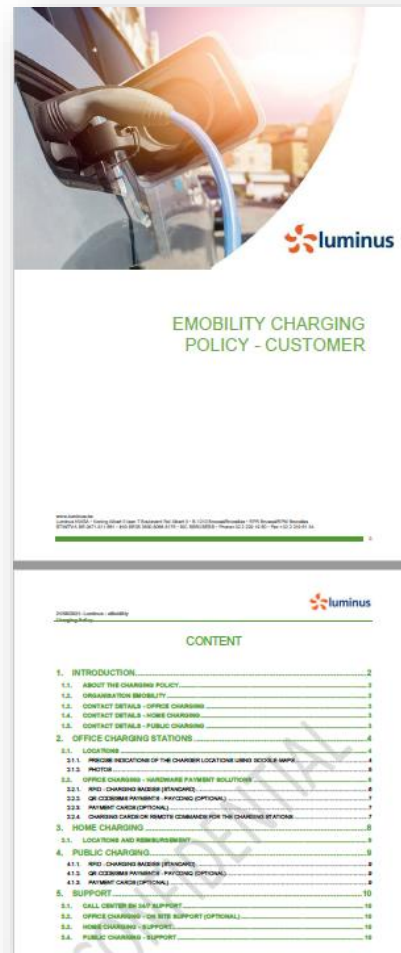
Splitt Billing/Reimbursements & Advanced Splitt Billing.

Cafetariaplan?



## » Rules on the Go

Guidelines on Public Charging





# Always a charging solution to meet our customers' needs ...

## The mobile solution (easy)

Suitable for plug-in hybrids and fleets  
Single-phase and three-phase, 2,3-11 kW

Integrated metering system allowing reimbursement of costs  
Goes anywhere



19 km par h  
3,7 kW

## The smart home solution

Safety and rapidity  
Single-phase and three-phase, 3,7-22 kW

Integrated charging management and synchronization with your solar panels



110 km par h  
22 kW

## The solution for businesses

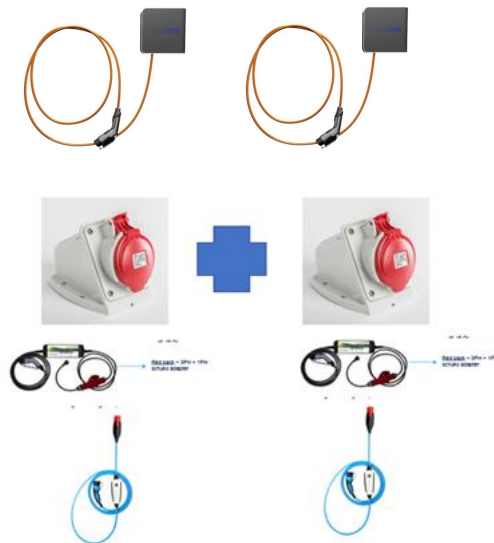
High charging speed  
Single-phase and three-phase, 3,7-22 kW

Easy and user-friendly  
7" colour screen  
Robust and safe equipment



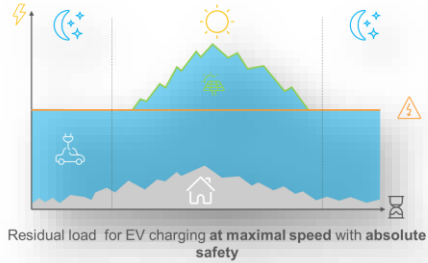
110 km par h  
22 kW

## Creative Solutions (Dual)

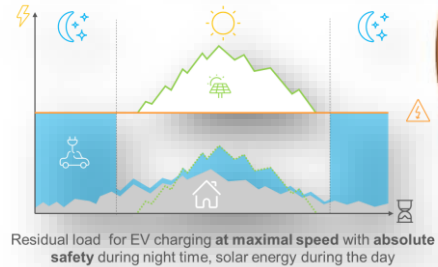


# At home for residential customers and employees

MAX



ECO

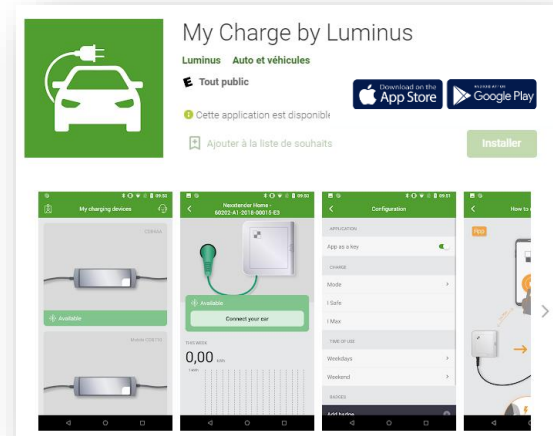


PHEV



BEV

Smart charging/Load Management



# 3 all-inclusive Fleet Packages for a worry-free Electric Fleet

## FLEET POWERPASS



€3/month

- Luminus Powerpass & Fleet Roaming Services
- Pass giving you access to +200.000 charging points across 25 countries of the E.U.
- On the public Luminus fast chargers : €0,20/min. and €0,35/kWh.
- Fleet-specific management and services
  - Free replacement in case of pass loss
  - Account management and Fleet-wide settings
  - Fleet reporting & invoicing
- Service: Customers helpdesk 24/7

## FLEET Mobile PACK



Powerdale Mobile Black

HW+install  
+Powerpass : €695

Fleet services :  
€9,95/month



Powerdale Mobile Red pack

HW+install  
+Powerpass : €995

Fleet services :  
€9,95/month

- Powerdale Mobile black and Red
- Smart cable perfect for PHEV and drivers on the move
- Adaptable to many housing configurations
- Luminus Powerpass included for free
- 2 years standard warranty
- Service: Technical helpdesk 24/7
- Service: Split billing included

## FLEET Comfort PACK



Powerdale Home

HW+install  
+Powerpass : €1.769

Fleet services :  
€9,95/month

- Powerdale Home
- Remote and on site audit
- Home installation : standard on a wall with **20 m** power cable and UTP cable (20 m is suitable for 95% of situations)
- Protections : MCD + RCD 30mA 1-3 PH 40A
- Fuse box extension included
- Device and app testing after installation
- Certification of the electrical installation
- Luminus Powerpass included for free
- 2 years standard warranty
- Service: Technical helpdesk 24/7
- Service: Split billing included

# Lead Management Strategy

» DIGITAL.  
Fleet ordering platform

The screenshot displays the Luminus eMobility Charging Service dashboard. At the top, there is a navigation bar with 'Site Web', 'Pages', 'Personnaliser', and 'Promouvoir'. The user is logged in as 'Cecilia Smislaert' with a language dropdown set to 'Français (BE)'. A '+ Ajouter une langue...' button is visible.

The main dashboard area includes a '+ Add New Driver' button and a 'Charger Requests Overview' section with a '+1' indicator. A 'Factures' section shows '156' items, and a 'Dashboard' section is also present.

A 'New Driver' modal form is open, showing fields for 'Email address' and 'Employing company'. The 'Employing company' dropdown is currently set to 'Nothing selected'. A 'Confirm' button is at the bottom right of the modal.

Below the dashboard, a 'Charger Requests' table is displayed. The table has columns for 'Contract #', 'Date', 'Name', 'Driver', 'Company', and 'Status'. The status column contains green buttons with labels like 'DETECTION', 'GATHERING DATA INF', 'PRE-CHECK ONGOING', 'HARDWARE BILLED', 'HARDWARE DELIVERED', and 'REVIEW'.

Contract #	Date	Name	Driver	Company	Status
	19/08/2021	[LeaseCo] test@test.com			DETECTION
123456	08/07/2021	[ACERO] Pierrick test Anneessens	Pierrick test Anneessens	ACERO	GATHERING DATA INF
123456	07/06/2021	[LeaseCo] Ipoma Christelle	Ipoma Christelle	LeaseCo	PRE-CHECK ONGOING
123456	05/05/2021	[LeaseCo] Pierrick Anneessens TEST 5/5 BIS BIS BIS BIS	Pierrick Anneessens TEST 5/5 BIS BIS BIS BIS	ACERO	PRE-CHECK ONGOING
123456	30/04/2021	[LeaseCo] Hanne Dendauw	Hanne Dendauw	ACERO	PRE-CHECK ONGOING
123456	01/04/2021	[LeaseCo] Firstname Lastname	Firstname Lastname	ACERO	PRE-CHECK ONGOING
123456	25/03/2021	[LeaseCo] Pierrick Anneessens	Pierrick Anneessens	VZM de Groene	HARDWARE BILLED
123	25/03/2021	[LeaseCo] Els Verscheure	Els Verscheure	VZM de Groene	HARDWARE DELIVERED
3932023	24/03/2021	[LeaseCo] First Name Lastname	First Name Lastname	VZM de Groene	REVIEW

# OUR Lead Management Strategy

## » DIGITAL.

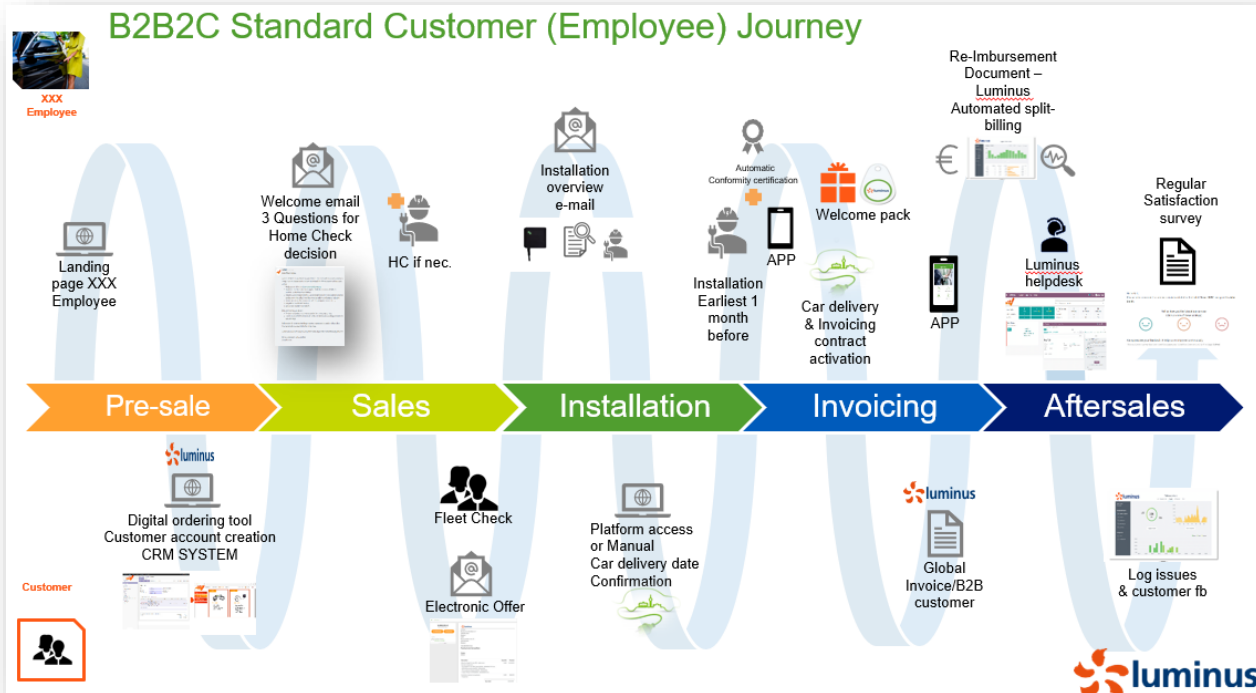
Easy to order, easy to install, under control

## » No hassle approach

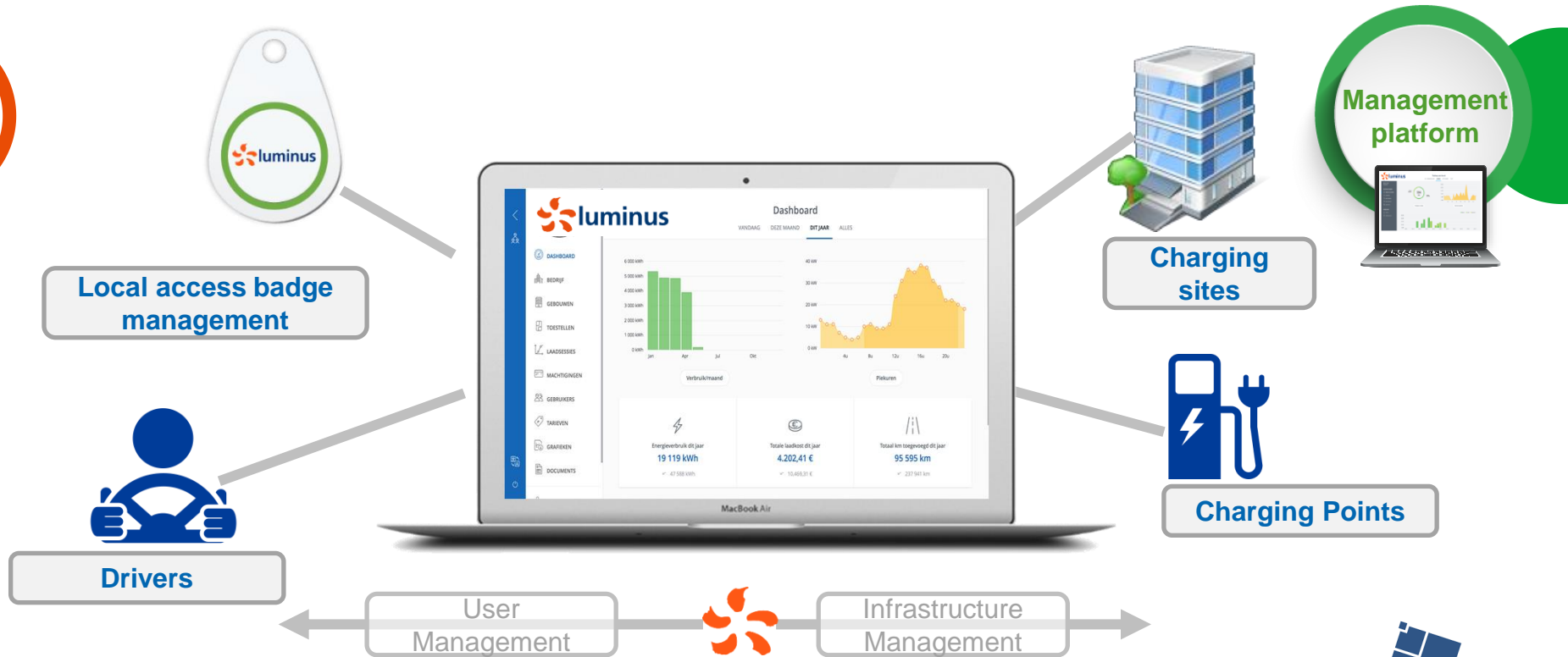
Fully digital process

## » High standards of customer experience

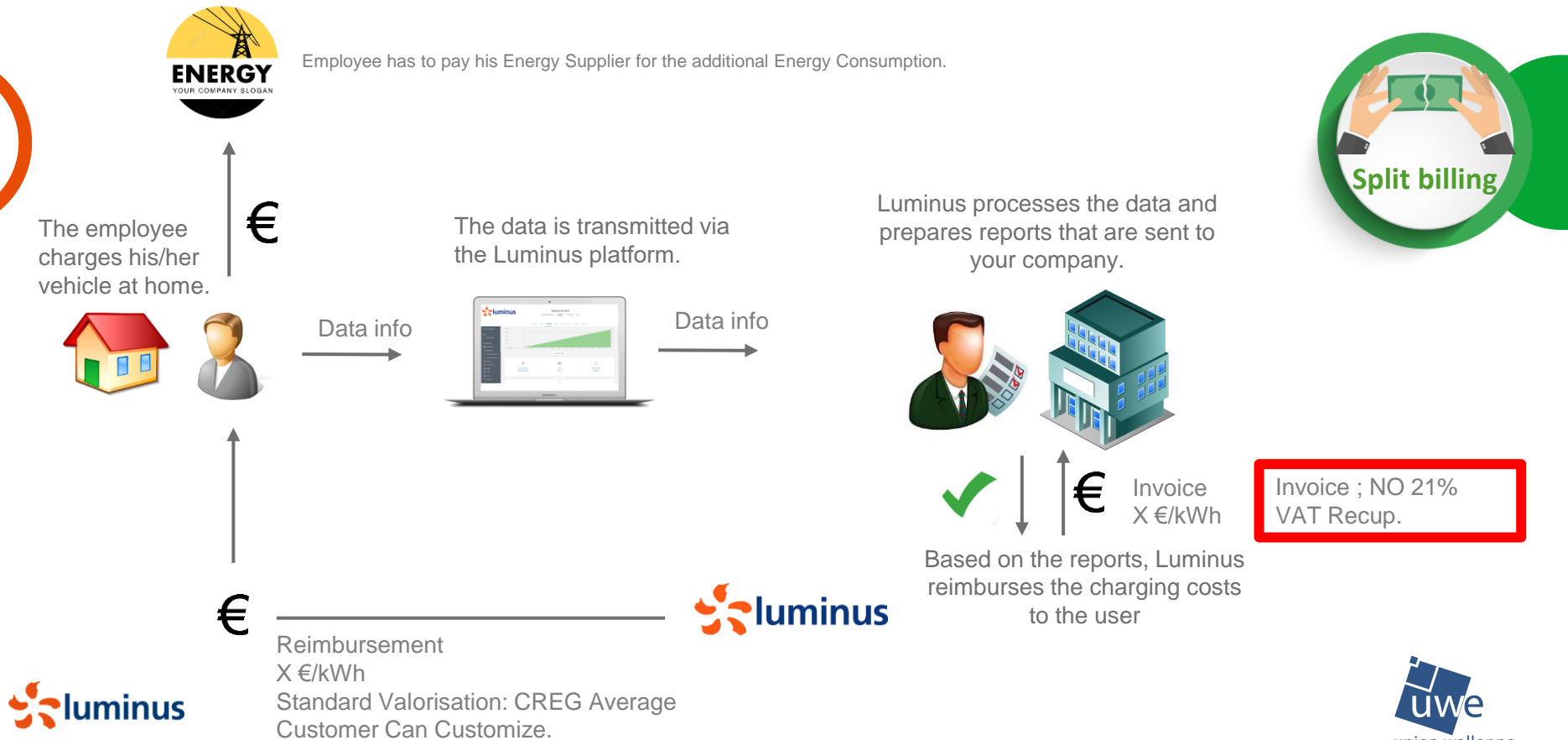
From consideration to service with clear measurement of customers satisfaction and NPS



# Different levels of access in our management platform



# Energy Costs? Split billing for company and employees.



# Innovation - Split Billing Advanced 2.0 – for the company and employees

The employee charges his/her vehicle at home.



Data info



Data info

The data is transmitted via the Luminus platform.

Luminus processes the data and prepares reports that are sent to your company.



€ ✓ ↓ ↑ € Invoice X €/kWh

Based on the reports, Luminus Bills the Employer of the Energy Consumption at the Homes of its Employees



\*Only if Employee is Luminus Customer: Additional Energy of the Charging station is not added to the Energy Bill.



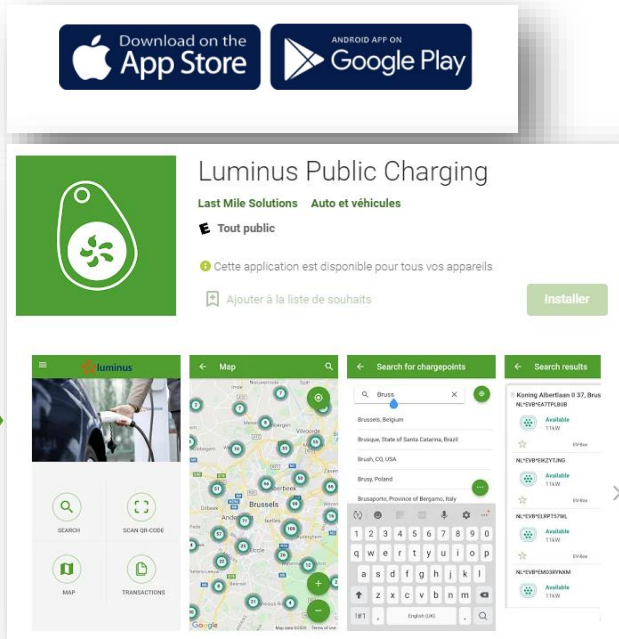
Invoice = 21% VAT Recup.



# On the road with the Luminus Powerpass



Luminus Powerpass



- Pay per use & Low Fee's
- A detailed overview for your company on a single invoice of the charging sessions
- App to locate find one of the + 200.000 terminals throughout Europe
- A network of +- 10000's charging locations equipped with fast and Ultra-Fast chargers, all over Belgium

# Support tailored to your needs

NL

FR

EN

Commercial information

You can contact Luminus during office hours for any commercial questions, follow-up of your file. 24/7 for technical incidents.



24/7 Service

Installation follow-up

+32-2-289-9090

Technical support

## 1<sup>st</sup> LINE

1

**Technical Support (24/7) & Commercial (Business hours)**

1st point of contact for information, support, remote analysis

## 2<sup>nd</sup> LINE

2

**Technical Support & Commercial (Business hours)**

Complex requests, complaints, remote analysis

## 3<sup>rd</sup> LINE

3

**Technical Support (24/7)**

On-site repair & replacement interventions  
(free during warranty)

Calls answered:

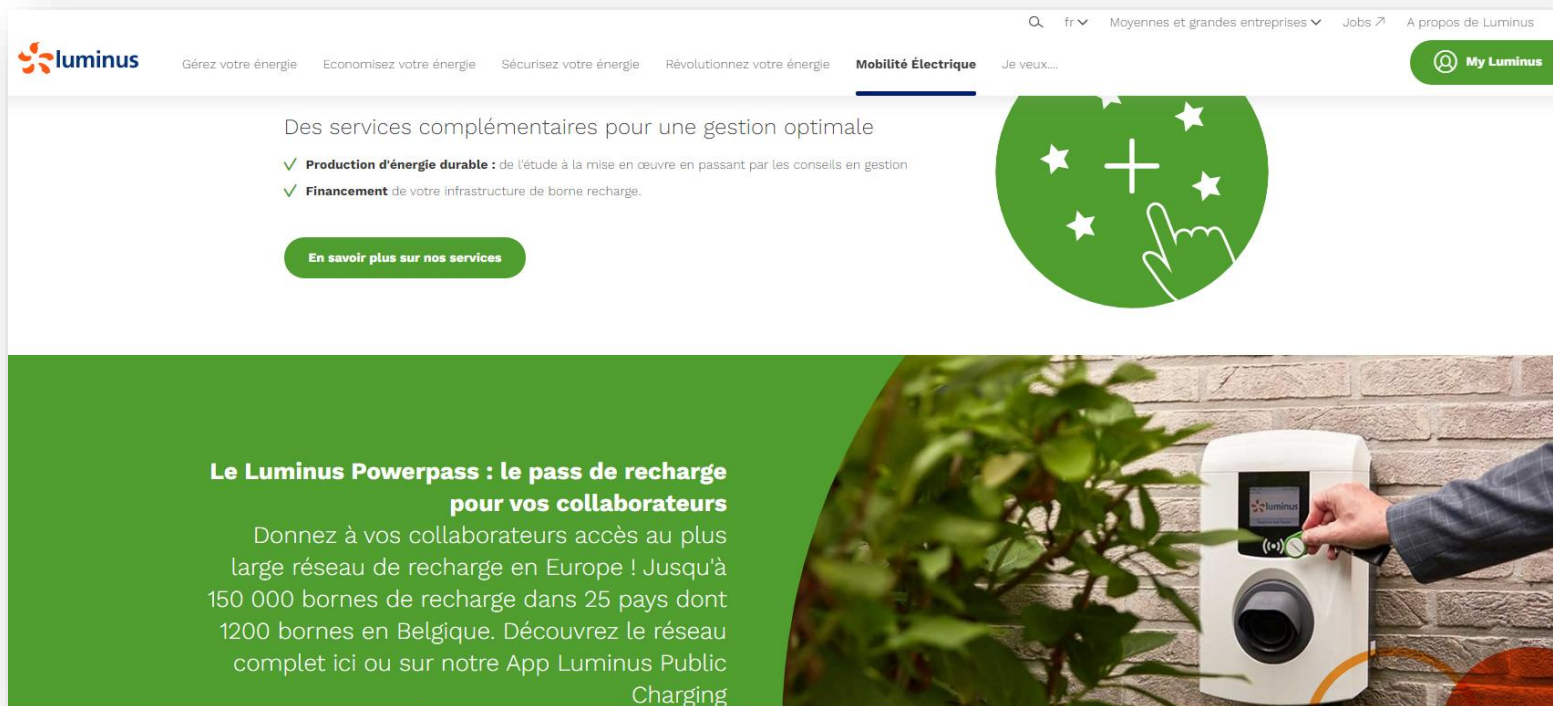
<1 MIN

Standard :  
<48h business hours  
(Urgent\* :<4h)

*\*Urgent = situations that are dangerous for the user 24/7*

# Contact:

Online: <https://www.luminus.be/fr/entreprises/mobilite-electrique/>



The screenshot shows the Luminus website interface. At the top, there is a navigation bar with the Luminus logo on the left and search, language (fr), company type (Moyennes et grandes entreprises), jobs, and 'A propos de Luminus' on the right. Below the navigation bar, the 'Mobilité Électrique' menu item is highlighted. The main content area features the heading 'Des services complémentaires pour une gestion optimale' followed by two bullet points: '✓ Production d'énergie durable : de l'étude à la mise en œuvre en passant par les conseils en gestion' and '✓ Financement de votre infrastructure de borne recharge.' A green button labeled 'En savoir plus sur nos services' is positioned below the text. To the right of the text is a green circular graphic containing a white plus sign, a hand cursor, and several white stars. Below this, a large green banner contains the text 'Le Luminus Powerpass : le pass de recharge pour vos collaborateurs' and a paragraph: 'Donnez à vos collaborateurs accès au plus large réseau de recharge en Europe ! Jusqu'à 150 000 bornes de recharge dans 25 pays dont 1200 bornes en Belgique. Découvrez le réseau complet ici ou sur notre App Luminus Public Charging'. The banner is partially overlaid by a photograph of a hand interacting with a white Luminus electric vehicle charging station mounted on a brick wall.

Email: [mobilitysales@luminus.be](mailto:mobilitysales@luminus.be)