



# werenode

Unlock P2P electric vehicle charging thanks to the blockchain.

# BUSINESS MODEL

Projections sur cinq ans (en €)	2022	2023	2024	2025	2026	2027	Business model hypothesis and parameters
#VE sur les marchés cibles	4 375 000	5 468 750	6 835 938	13 427 734	16 784 668	20 980 835	number of EVs in the target markets
#bornes publiques sur les marchés cibles de werenode	350 000	500 000	700 000	1 000 000	1 500 000	2 500 000	number of public charging stations in the target markets
%bornes publiques avec paiement werenode (via interopérabilité)	0,000%	30,0%	28,9%	27,3%	24,6%	19,9%	% of charging stations with Werenode payment feature
#bornes publiques avec paiement werenode	0	150 000	202 500	273 375	369 056	498 226	number of charging stations with Werenode payment feature
#charges / borne / mois	30	30	30	30	30	30	number of charging sessions / station / month
%paiements via werenode	5%	2%	4%	6%	8%	15%	% charging session paid thanks to Werenode for stations with Werenode payment available
Kwh par charge	39	43	45	43	42	40	Kwh / charging session
Prix par kWh	0,20	0,20	0,22	0,24	0,27	0,29	€/kWh
Prix de session de charge moyen	8,5	9,4	10,9	11,5	12,2	13,0	Average charging session price
Commission Werenode	6,0%	6,0%	6,0%	6,0%	6,0%	6,0%	Werenode fee
CA annuel (Païement)	0,0	609 120	1 907 064	4 074 381	7 780 296	20 985 276	Annual turnover
Nombre de transactions de charge (annuel)	0	1 080 000	2 916 000	5 904 900	10 628 820	26 904 201	Number of charging transactions (yearly)
#bornes de charge P2P	1 000	10 000	50 000	200 000	300 000	500 000	number of P2P charging stations
%bornes sous contrat werenode	2%	20%	40%	50%	60%	60%	% of charging stations with Werenode contract
#bornes P2P Werenode	20	2 000	20 000	80 000	180 000	300 000	number of Werenode P2P charging stations
#charges / borne / mois	10	10	10	10	10	10	number of charging sessions / station / month
%paiements via werenode	100%	100%	100%	100%	100%	100%	% charging session paid thanks to Werenode for stations with Werenode payment available
Kwh par charge	19	21	23	22	21	20	Kwh / charging session
Prix par kWh	0,40	0,40	0,44	0,48	0,53	0,59	€/kWh
Commission Werenode	6,0%	6,0%	6,0%	6,0%	6,0%	6,0%	Werenode fee
CA annuel (Place de marché P2P)	1 113	123 055	1 426 909	6 021 818	14 373 818	25 527 273	Annual turnover
Nombre de transactions de charge (annuel)	2 400	240 000	2 400 000	9 600 000	21 600 000	36 000 000	Number of charging transactions (yearly)
pourcentage des bornes privées avec contrat de service	0%	6%	10%	12%	14%	16%	% of P2P stations with Werenode service contract
nbre de bornes de charge avec contrat de service	0	120	2000	9600	25200	48000	number of charging stations with Werenode service contract
prix service par borne (mensuel)	5	5	5	5	5	5	monthly service fee
CA annuel (Services)	0	7 200	120 000	576 000	1 512 000	2 880 000	Annual turnover
Nombre de transactions de charge (annuel)	0	2 160 000	5 832 000	11 809 800	21 257 640	53 808 401	Number of charging transactions (yearly)
Nombre de transactions de charge (annuel)	4 800	480 000	4 800 000	19 200 000	43 200 000	72 000 000	Number of charging transactions (yearly)
<b>CA annuel total</b>	<b>1 113</b>	<b>739 375</b>	<b>3 453 973</b>	<b>10 672 199</b>	<b>23 666 114</b>	<b>49 392 549</b>	<b>Total Annual Turnover</b>
EBITDA	-53 869	-74 825	642 789	2 145 541	8 987 004	26 117 955	EBITDA
Free cash flow	-57 859	-136 925	402 092	1 509 156	6 640 253	19 488 466	Free Cash Flow
Levée de fonds	<b>700 000</b>						Fund raising
Bilan cash fin d'exercice	642 141	505 215	907 307	2 416 463	9 056 716	28 545 182	Cash at the end of fiscal year

## VALUE FLOW

-Commissions  
-Service fees



Commissions  
5% - 9%

Monthly fee for  
additional services



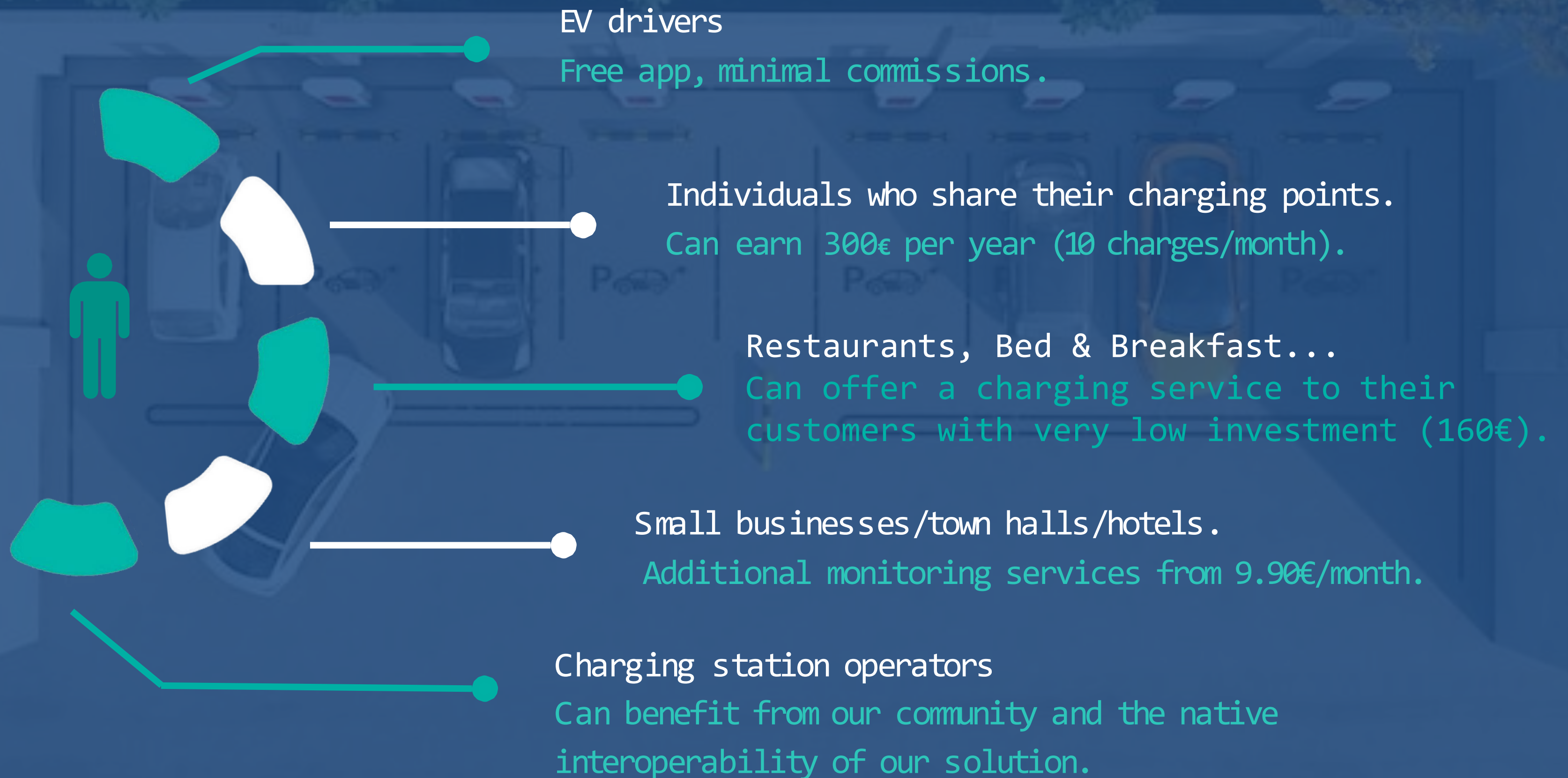
3 charges/month  
out of home and work



Operational cost per transaction 0,10€



# OUR CUSTOMERS





# GET IN TOUCH

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