Use Cases & Electromotivo Business model

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Compleo Charging Solutions AG is a leading German pure-play provider of charging solutions for electric vehicles for different use cases, including public and semi-public charging.

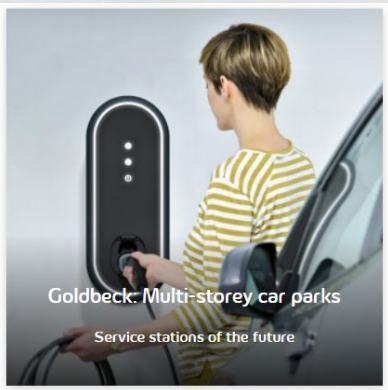
It offers both, AC and DC charging stations intended for public and semi-public, fleet and employee charging applications.

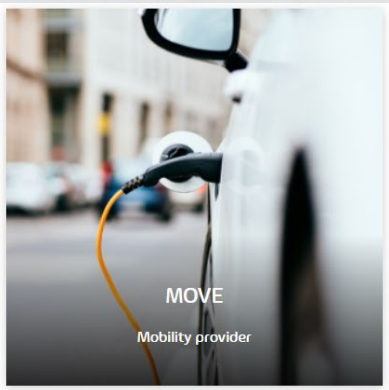
Compleo complements its product offering with turnkey projects, which include project planning, installation of charging stations as well as commissioning, and after sales services.

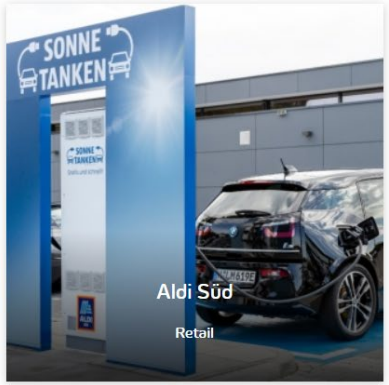
Thanks to its market-leading technology the Company has built up a strong customer base and has delivered more than 35,000 charging points since 2009 across 15 countries mainly in Europe, the majority in its German home market.

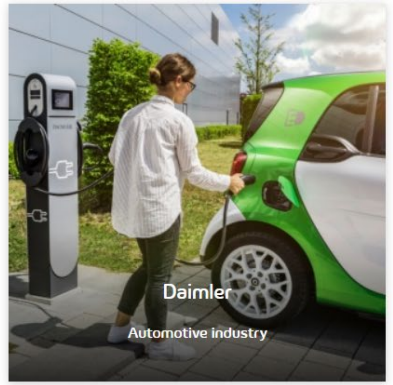
Compleo offers charging stations including both hardware and software along with services ranging from planning and project management for installation to maintenance and troubleshooting during operation.

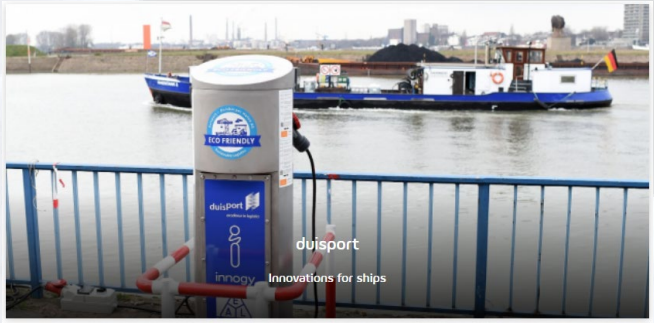
Our charging solutions support every sector











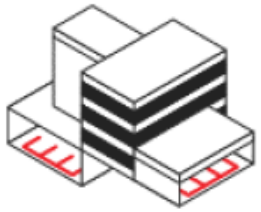
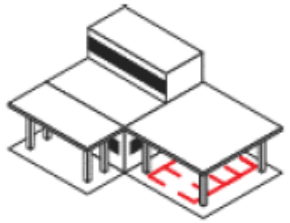
Use Cases

Charging stations

1. **Home**
   Garage or parking space at the home
2. **Apartment building**
   Parking spaces (e.g. underground car park of residential complexes, apartment buildings)
3. **Employer**
   Company parking on private premises
4. **Charging hub**
   in town, gas station
5. **Charging hub**
   out of town (e.g. motorway station, service station, motorway car park)
6. **Customer car park**
   Customer parking spaces or car parks (e.g. shopping centres)
7. **Street space**
   Road space, public parking spaces

Charging Infrastructure: Single, Multiple Installation

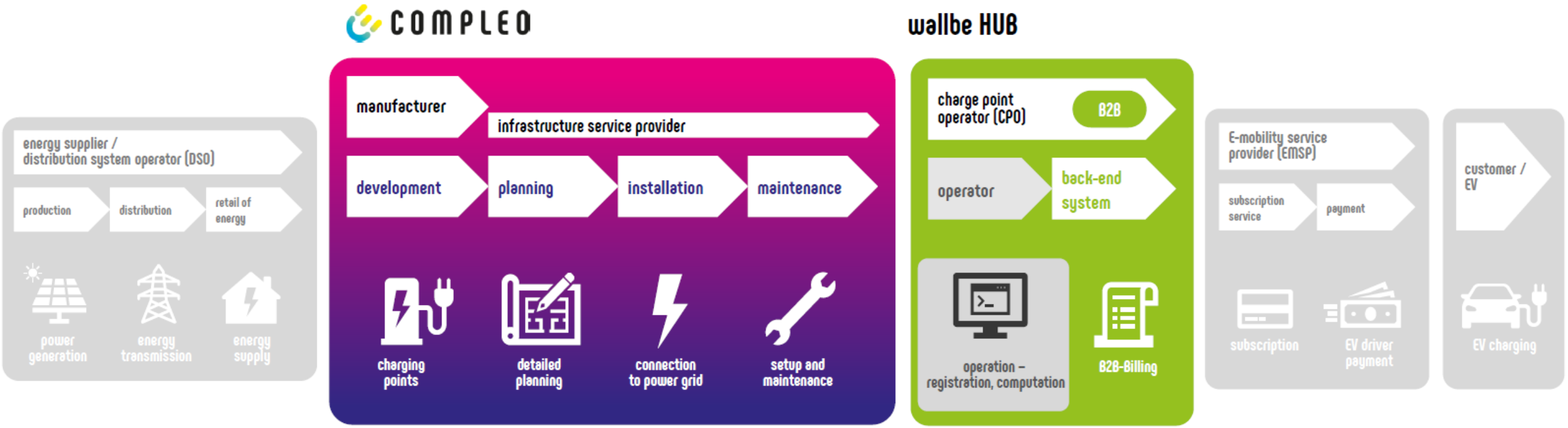
Charging parks, city clusters, hotspots, neighbourhoods. Development of charging capacities

Charging distribution	Private 85%			Public 15%		
Typical locations for charging infrastructure	**Home** Garage or parking space at the home	**Apartment buildung** Parking spaces (e.g. underground car park of residential complexes)	 **Employer** Company parking on private premises	 **Charging Hub** motorway station, service station, motorway car park	**Customer car park** Customer parking spaces or car parks	**Street space** Road space, public parking spaces

Source: NPE Fortschrittsbericht

Charging points	Single installation	Single installation Multiple installation	Multiple installation	Single installation Multiple installation	Multiple installation	Single installation (Multiple installation)
Charging power today	3,7 kW 11 kW	3,7 kW 11 kW	11 kW 22 kW	2 x 22 kW DC 50 kW + 22 kW	2 x 22 kW DC 50 kW + AC 22 kW	2 x 22 kW DC 50 kW + AC 22 kW
Charging power in future	11 kW (22 kW)	11 kW 22 kW	11 kW 22 kW	DC 50 kW + 22 kW DC 150 kW -350 kW	2 x 22 kW DC 50 kW - 150 kW	2 x 22 kW DC 50 kW - 150 kW
Load management control system	Integration PV and storage	scalable	scalable	scalable requires "medium" voltage	scalable requires "medium" voltage	scalable requires "medium" voltage

eMobility Supply chain



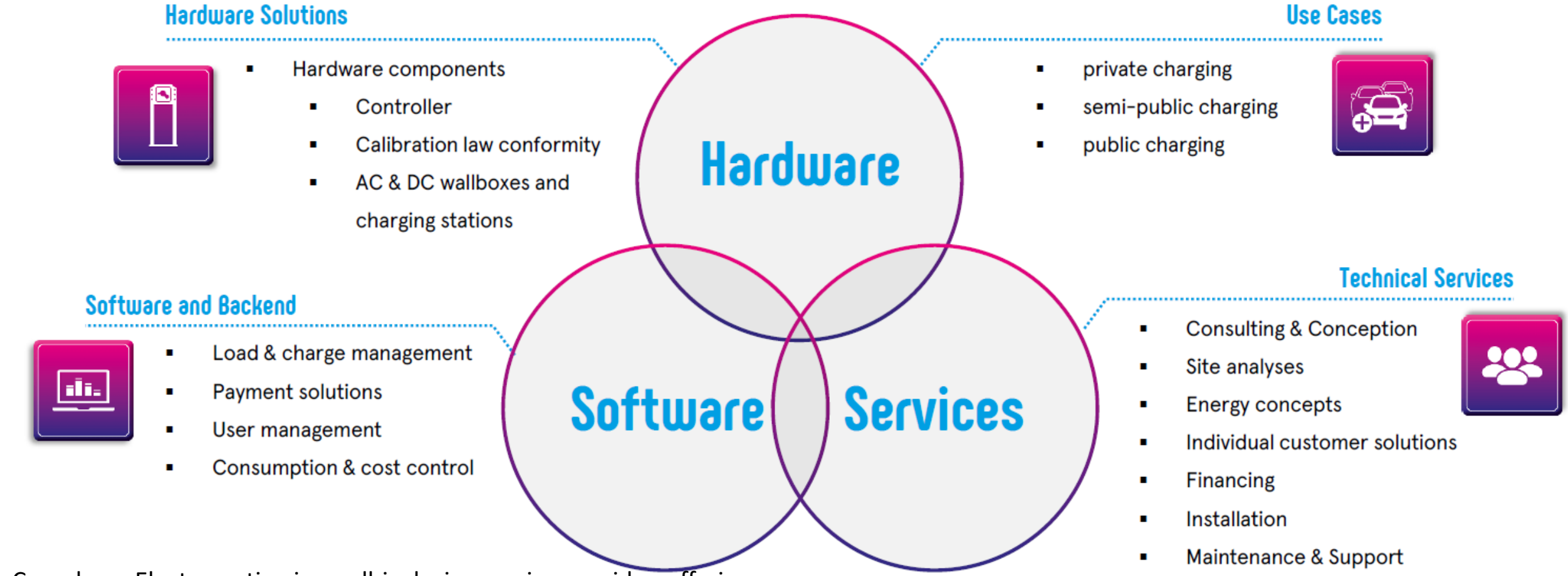
Compleo – Electromotivo Business Model

Hardware Solutions

- Hardware components
  - Controller
  - Calibration law conformity
  - AC & DC wallboxes and charging stations

Use Cases

- private charging
- semi-public charging
- public charging



Software and Backend

- Load & charge management
- Payment solutions
- User management
- Consumption & cost control

Technical Services

- Consulting & Conception
- Site analyses
- Energy concepts
- Individual customer solutions
- Financing
- Installation
- Maintenance & Support

Compleo – Electromotivo is an all-inclusive service provider, offering tailor-made offers and services for charging infrastructure and back-end systems.

Product portfolio

Private charging Single and multi family houses

- **Compleo SOLO**

- **Compleo Go**

- **Compleo Eco S**

Product portfolio

Private charging

- **Compleo SOLO smart**

- **Compleo Pro**

Company car owner

Semi-public charging

- **Compleo SOLO advance**

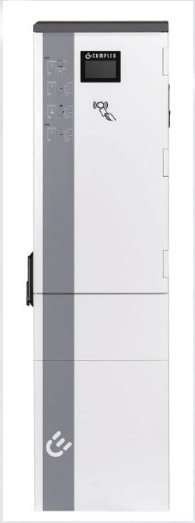
- **Compleo Pro**

Employee car park, multi-storey car park

Product portfolio

Ac charging solutions – Charging stations

- **Compleo DUO**



- **Compleo Duo fleet**

Economical

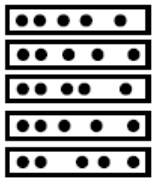
- no star cabling necessary :
  - Installation, civil engineering and material costs can be reduced by up to 50%.
  - Possibility to reduce the cross-section at each charging point by using an NH00 fuse strip
  - one wiring harness for up to 30 charging points*

Future orientated

- further expansion stages possible at each charging station, no upstream new outlets necessary

Technically proven

- already over 5,000 fleet charging points in the field



Patented busbar system

- integrated busbar system
- cost-effective and future-proof installation
- no comparable product on the market

Product portfolio

Semi-public charging – Employ car park, underground car park, supermarket

Compleo DUO

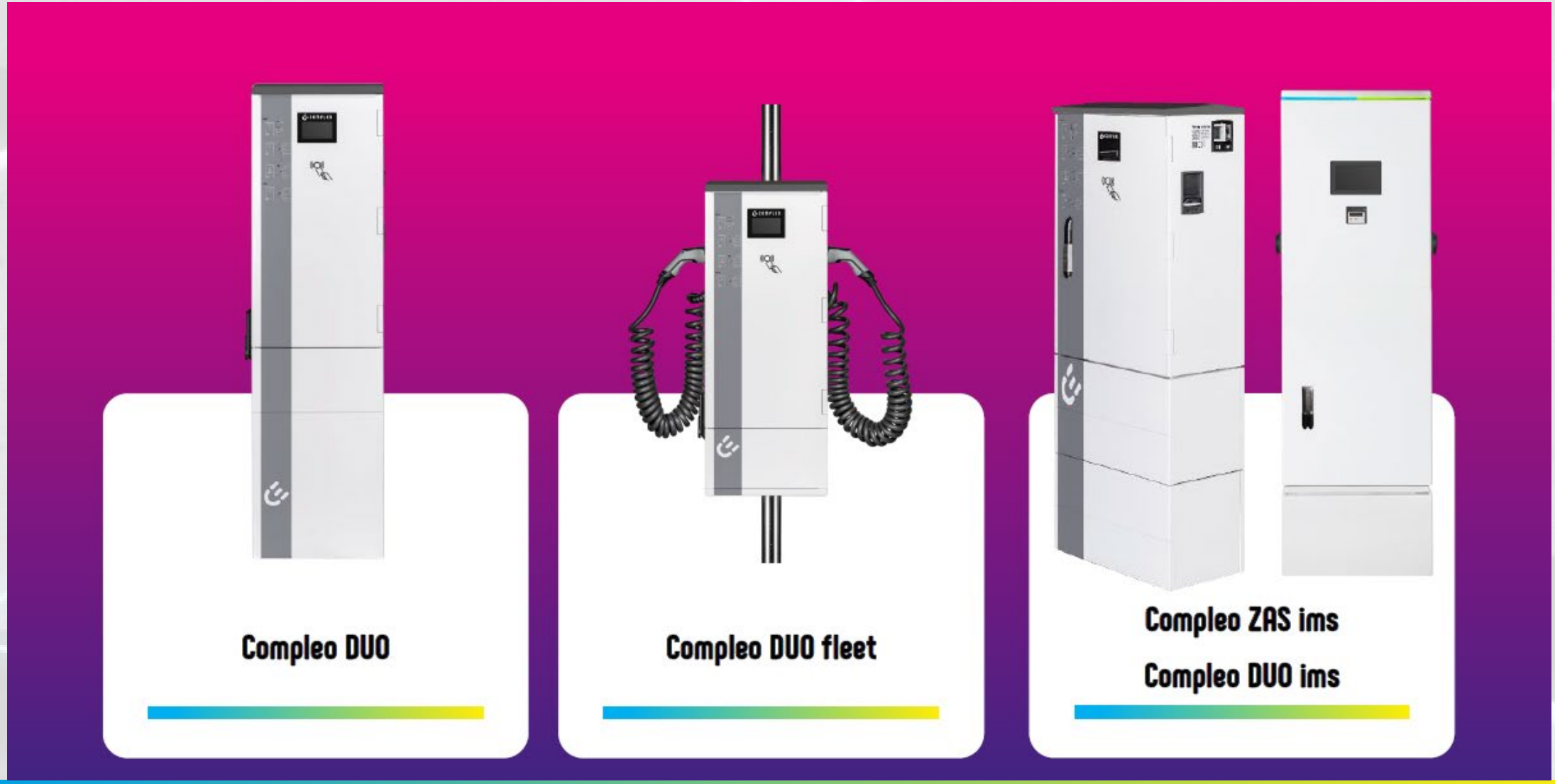
Compleo DUO fleet

Compleo PRO
Compleo PRO erk

Compleo PRO plus
Compleo PRO plus erk

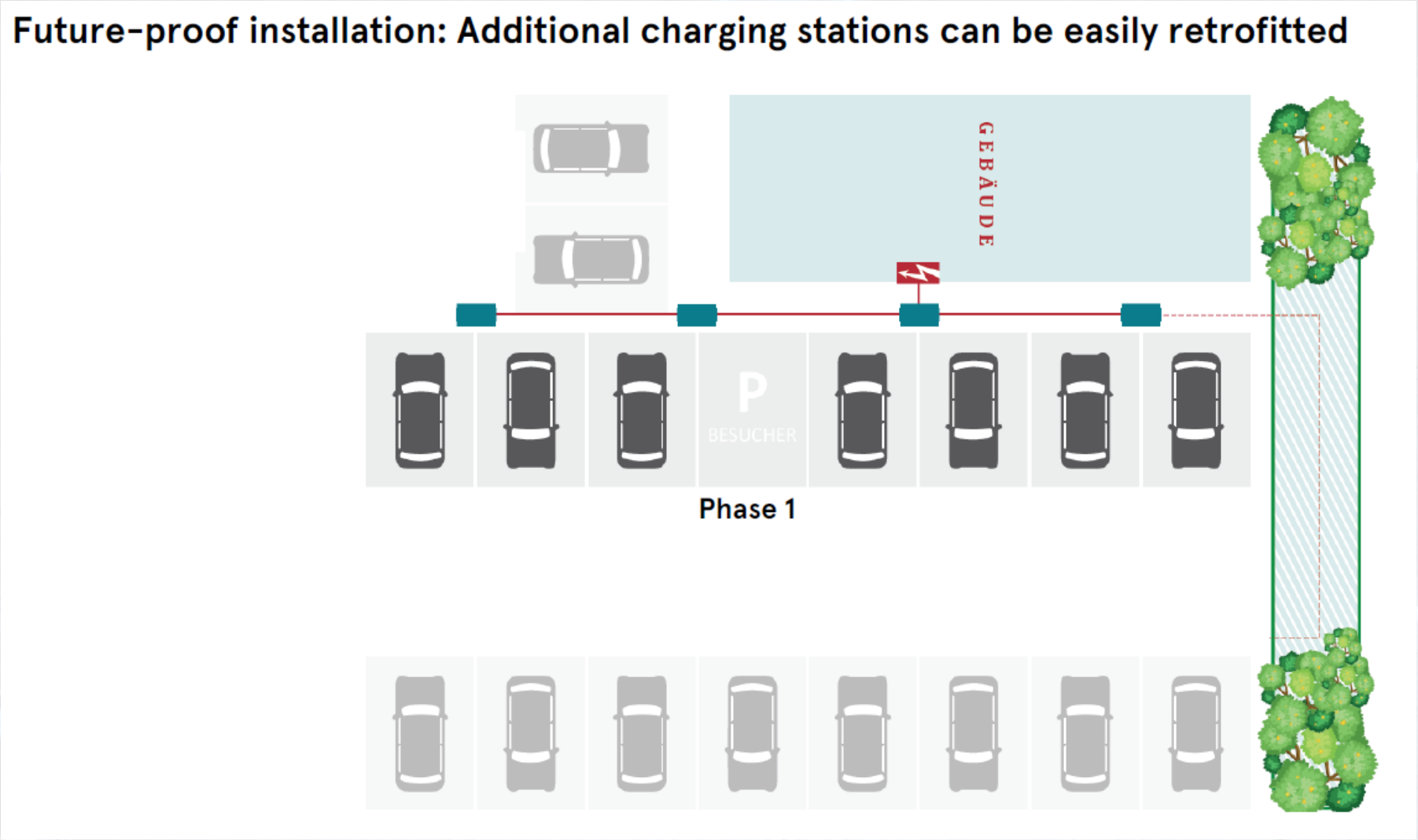
Product portfolio

Public charging – Hotel / visitor car parks, underground garages



Product portfolio

Ac charging solutions – Charging stations

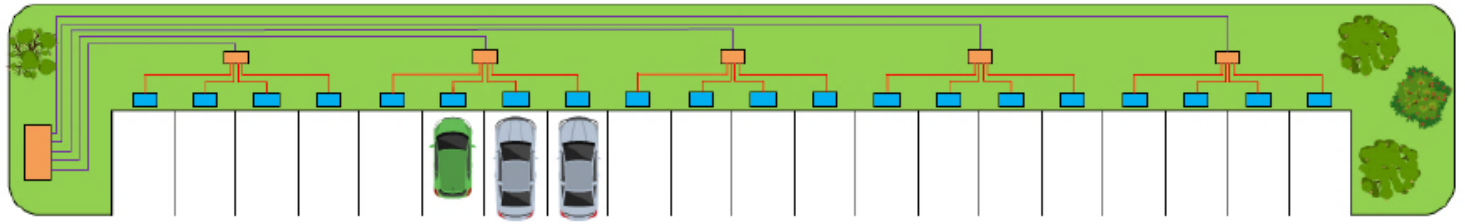


Product portfolio

Ac charging solutions – Charging stations

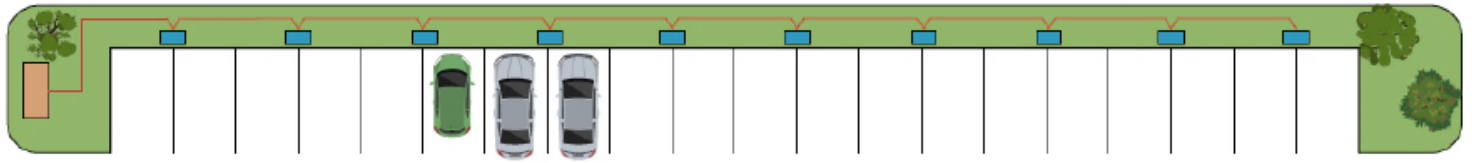
Comparison of installation costs with one charging point and DUO fleet

Standard installation with one charging point



Total installation costs, without charging stations: **54.512,00 €**

Installation DUO fleet



Total installation costs, without charging stations : **24.561,00 €**

Product matrix AC charging solutions

		1 charging point			2 charging points				
		Compleo SOLO	COMPLEO ECO s	Compleo PRO	Compleo DUO	Compleo DUO fleet	DUO IMS	PRO Plus	ZAS & MAX
Authentication	none	X	X	X	X	X		X	X
	RFID Whitelist	X		X	X	X	X	X	X
	NFC-Payment			X (via X-pay)				X (via X-pay)	X
	Giro-e	X			X	X	X		
	X-pay			X				X	
Protection	RCM		X	X				X	X
	RCD integrated	X			X	X	X		X (partially)
	SPD	X			X	X	X		
	Compliant with calibration law	SAM *(optional)*		Transparency software (optional)	SAM *(optional)*	SAM (optional)	SAM (optional)	Transparency software *(optional)*	Transparency software
	Load management	X		X	X	X	X	X	X
Communication	Modbus RS485	X	X	X	X	X	X	X	X
	Ethernet RJ45	X	X	X	X	X	X	X	X
Use Case	private	***	***	**	**	*	*	**	*
	semi-public	***	*	***	***	***	**	***	**
	public	**	*	***	***	***	***	***	***
Charging power	11 kW	X	X	X	X	X	X	X	X
	22 kW	X		X	X	X	X	X	X
	Foilation	no	no	ab 1 Stk.	ab 1 Stk.	ab 1 Stk.	ab 1 Stk.	ab 1 Stk.	ab 1 Stk.

Product portfolio

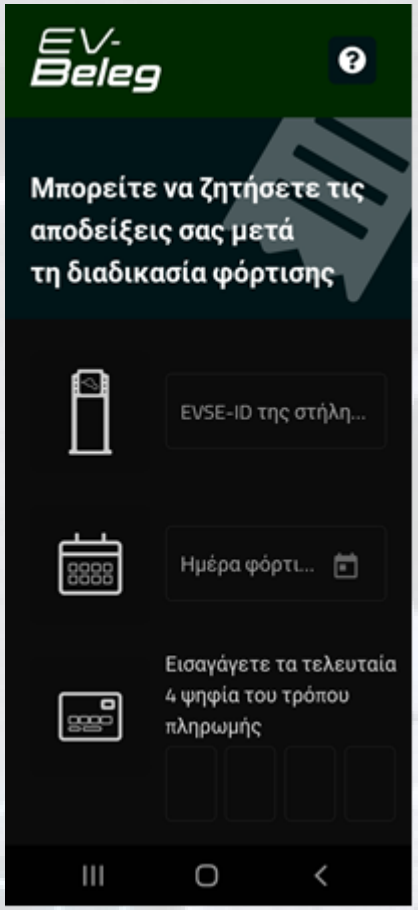
Payment Solutions

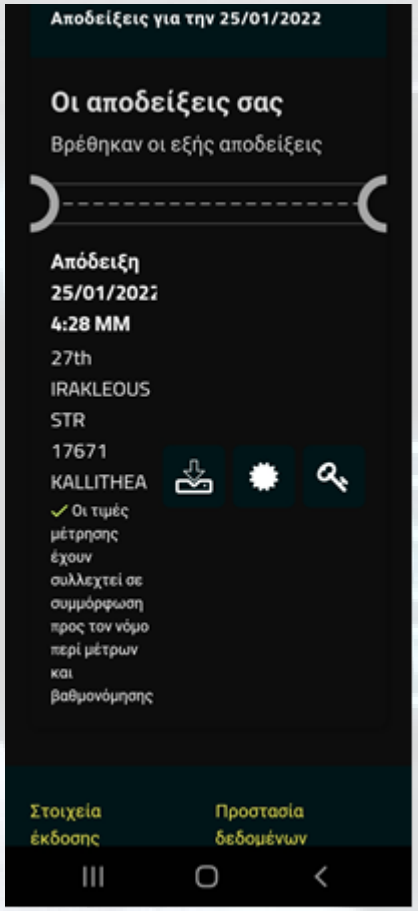
Compleo X-pay
Technical features

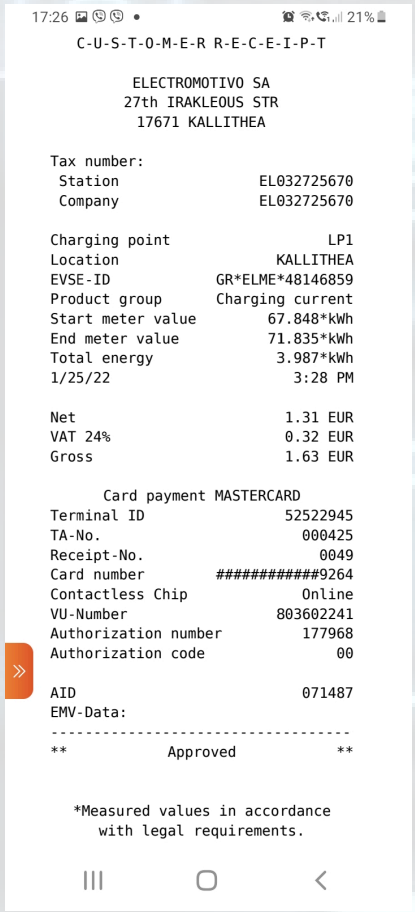
Version	Wallbox or pedestal
Compatibility	Compleo PRO erk, Compleo PRO plus erk
Requirements	EV Controller, IPC Display, NFC Reader A20, Terminal OPM C60
Communikation	Ethernet RJ45, LAN
Number of charging points	max. 8 connectable charging points
Display	7'' full touch,
Authentication	Girocard, MasterCard, ApplePay, GooglePay, PayPal, VISA, Maestro
Dimensions (H x W x D)	Wallbox: 340 x 340 x 170 mm Pedestal: 1260 x 570 x 180 mm
Weight	Wallbox: approx. 7,5 kg Pedestal: approx. 17 kg

Product portfolio

Payment Solutions







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C-U-S-T-O-M-E-R R-E-C-E-I-P-T

ELECTROMOTIVO SA
27th IRAKLEOUS STR
17671 KALLITHEA

Tax number:
Station EL032725670
Company EL032725670

Charging point LP1
Location KALLITHEA
EVSE-ID GR*ELME*48146859
Product group Charging current
Start meter value 67.848*kWh
End meter value 71.835*kWh
Total energy 3.987*kWh
1/25/22 3:28 PM

Net 1.31 EUR
VAT 24% 0.32 EUR
Gross 1.63 EUR

Card payment MASTERCARD
Terminal ID 52522945
TA-No. 000425
Receipt-No. 0049
Card number ##########9264
Contactless Chip Online
VU-Number 803602241
Authorization number 177968
Authorization code 00

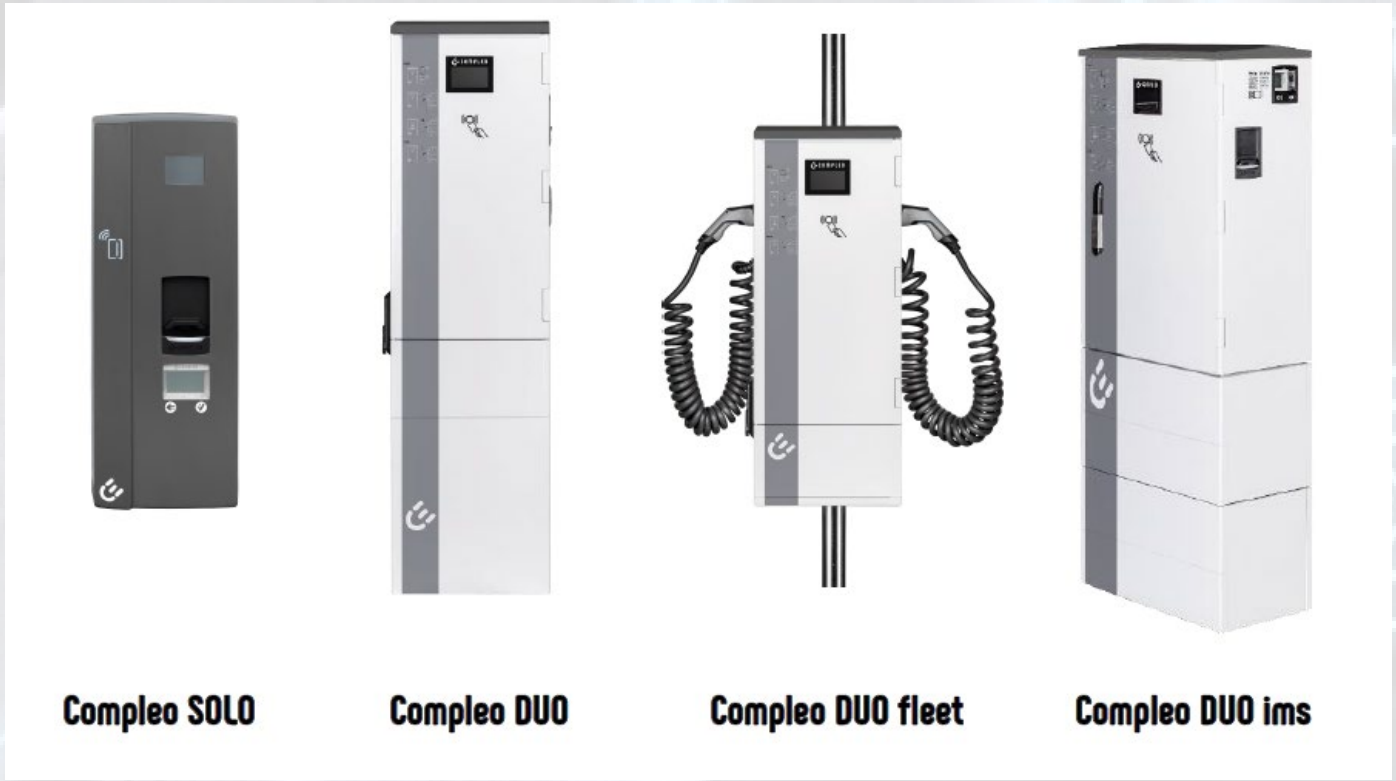
AID 071487
EMV-Data:

** Approved **

*Measured values in accordance with legal requirements.

Product portfolio

Conformity with calibration law



Load management Compleo LM2 & LM2+

Product portfolio

Conformity with calibration law

Compleo PRO erk

Compleo PRO plus erk

Load management Compleo LM2 & LM2+

Thank you