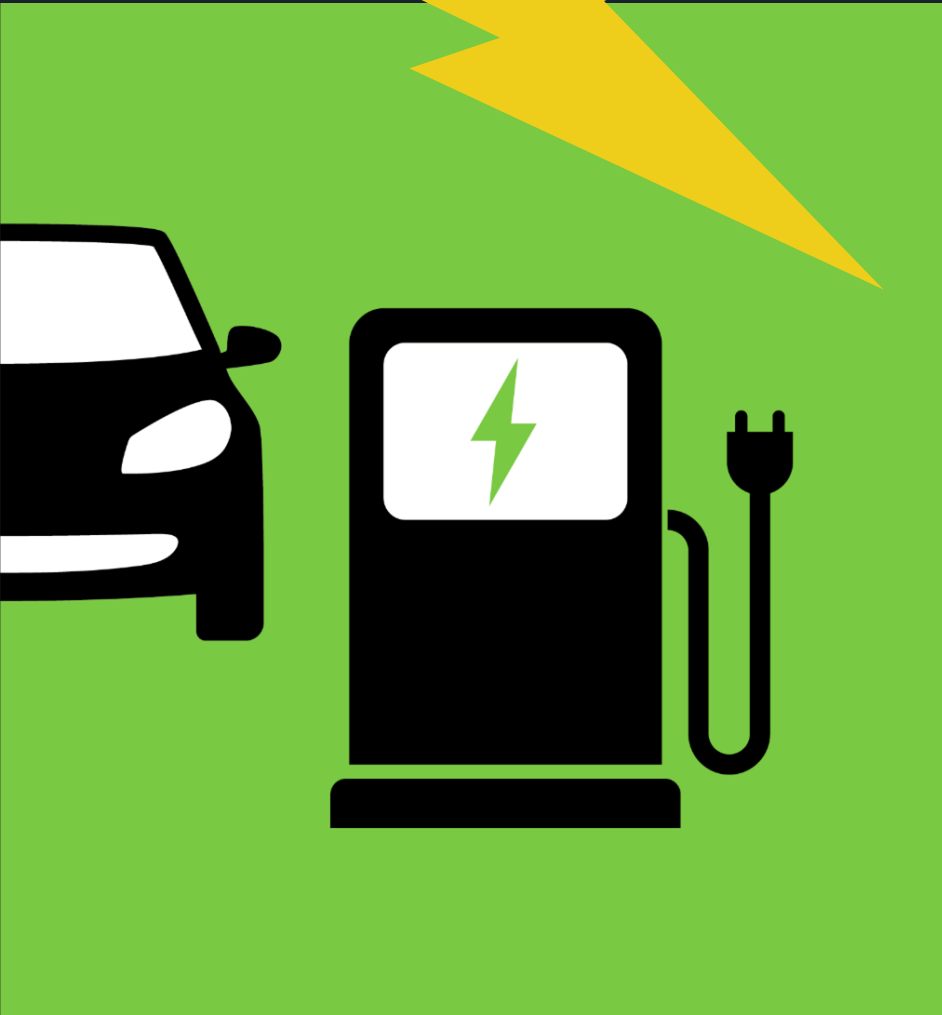


Let's Go Electric!



The EV Car-Buying Experience

August 16th, 2023





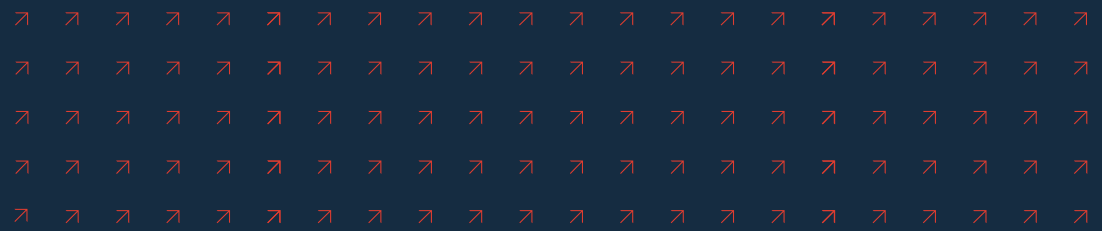
PSE&G Electric Vehicle Charging Program

Jonce Dimoski – Program Manager, Electric Vehicles

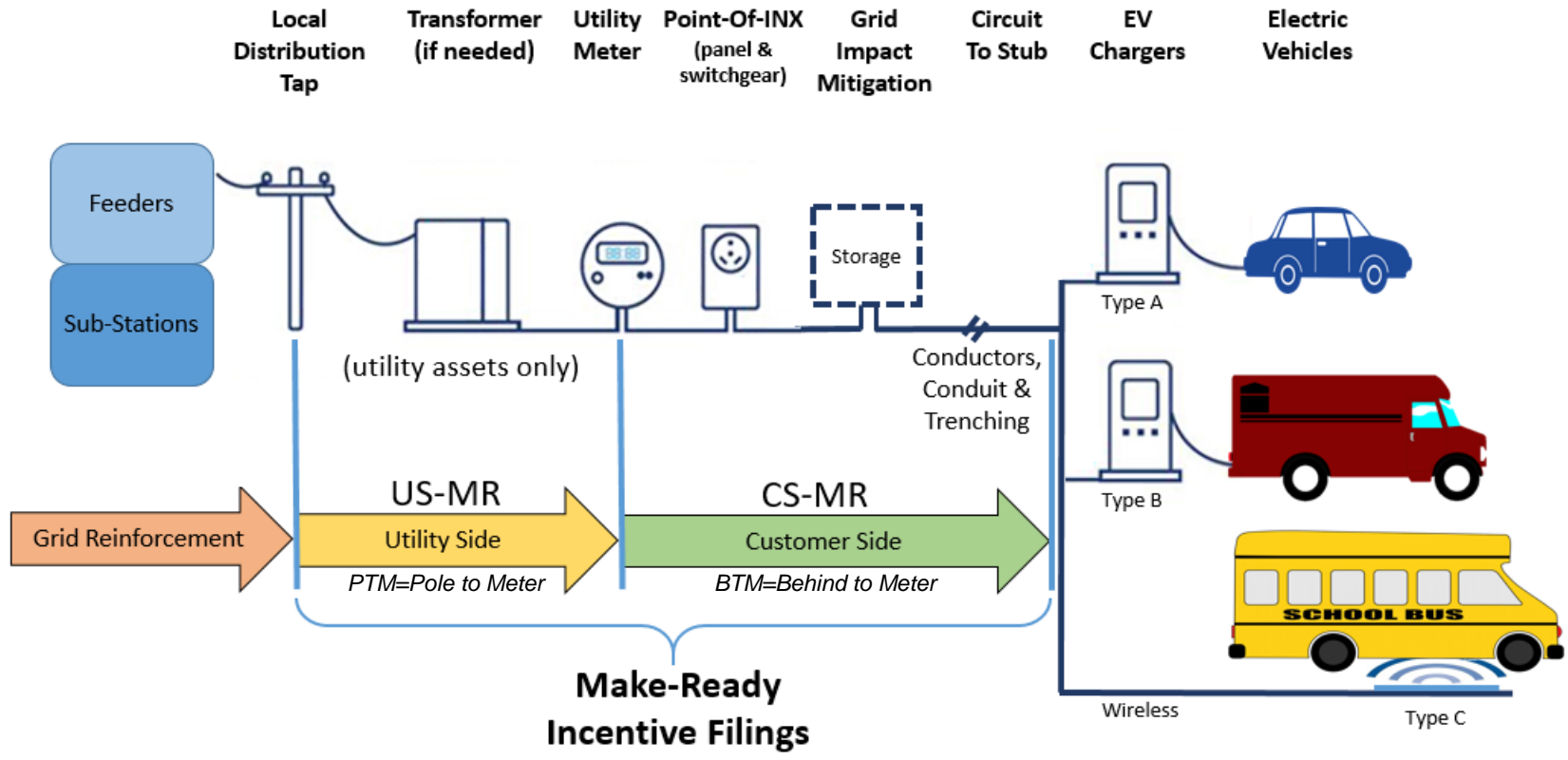




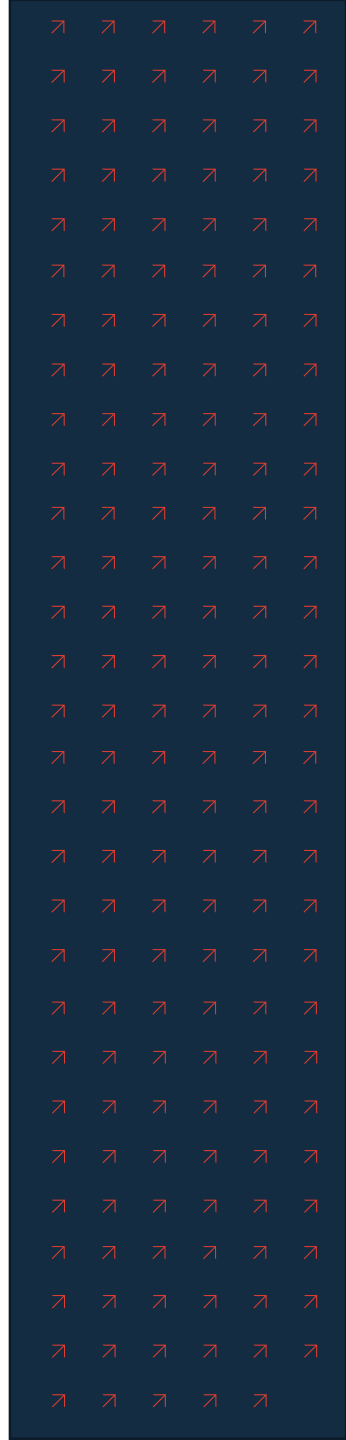
PSE&G LDV Programs






Industry Background: Make-Ready



Acronyms: BTM=Behind The Meter; CS-MR=Customer Side Make Ready; INX=Interconnection; PTM=Pole To Meter; US-MR=Utility Side Make Ready



PSE&G Electric Vehicle Program

Residential Smart Charging		Level 2 Mixed Use Commercial Charging		Public DC Fast Charging	
 <p>Single Family Homes</p>		 <p>Multi-Family, Government & Publicly Accessible</p>		 <p>Travel Corridors & Community Locations</p>	
\$80M Investment	40,000 chargers	\$35M Investment	875 sites ~3,500 chargers	\$45M Investment	300 sites ~1,200 chargers
<p>Incentives include*:</p> <ul style="list-style-type: none"> Up to \$1,500 toward the behind the meter (BTM) installation of a residential Level 2 charger Up to \$5,000 of pole to meter (PTM) utility service upgrades (if needed) Credit on charging during off-peak periods to help lower your bill (if not already an RLM customer) 		<p>Incentives include*:</p> <ul style="list-style-type: none"> Up to \$30,000* toward the behind the meter (BTM) installation of commercial Level 2 chargers Up to \$10,000 for pole to meter (PTM) utility service upgrades (if needed) <p>*Note: the incentive is based on the number of chargers installed, offering up to \$7,500 per charger installation for up to four chargers per site</p>		<p>Incentives include*:</p> <ul style="list-style-type: none"> Up to \$100,000** per site for behind the meter (BTM) installation costs for DCFC chargers Up to \$50,000 of pole to meter (PTM) utility service upgrades (if needed) Demand Charge Rebates to help lower your electricity bill <p>**Note: the incentive is based on the number of chargers installed, offering up to \$25,000 per charger installation for up to four chargers per site</p>	

Investment
\$166M
~6-8 Year Program

Development of smart charging infrastructure to facilitate EV adoption across a broad range of customers and segments

Expected Benefits



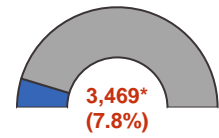
an electric mile is **70%** cleaner than an average mile fueled by gasoline

14 million metric tons of CO₂ avoided through 2035

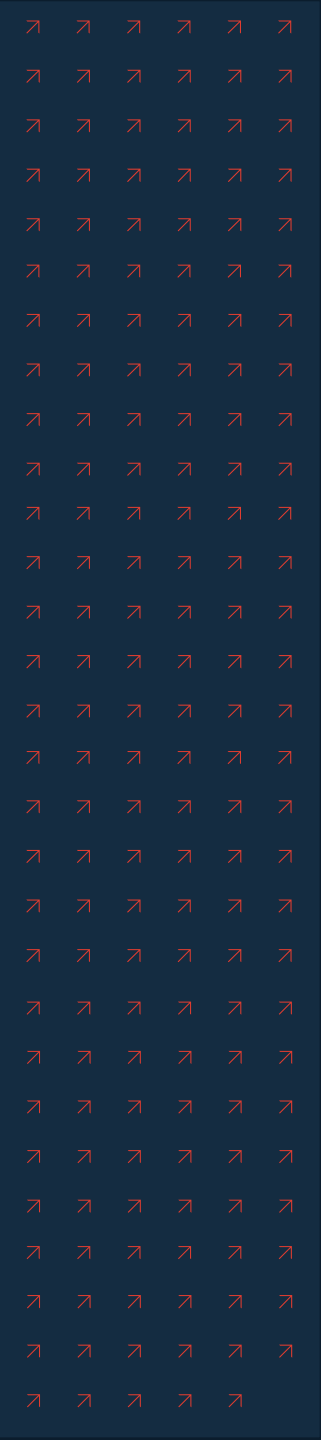
Mitigation of EV market barriers & reduction in range anxiety

270 direct clean energy jobs

Advances NJ clean energy and EV goals



44,500 by 2028
Electric Vehicle Chargers
*Includes charger application pipeline





 Thank
you

www.pseg.com/ev

Ciocca Dealerships

EV Readiness

Ciocca NJ Locations/Brands

- ▶ 41 Brands/ 25 Locations in PA & NJ
- ▶ 32,000 new and used vehicle sales 2023

Flemington

- ▶ Subaru
- ▶ Mercedes Benz
- ▶ Ford/Lincoln
- ▶ Porsche
- ▶ Audi
- ▶ VW
- ▶ Chevrolet
- ▶ Buick
- ▶ Chrysler
- ▶ Dodge
- ▶ Jeep
- ▶ Ram
- ▶ GMC
- ▶ Cadillac
- ▶ Infiniti

Atlantic City

- ▶ Chevrolet
- ▶ Buick
- ▶ GMC
- ▶ Cadillac

Pleasantville

- ▶ Subaru

Lawrenceville

- ▶ Chevrolet
- ▶ Ford/Lincoln

Ewing

- ▶ Subaru
- ▶ Kia

EV Models at Ciocca

EVs

- ▶ New: 241
- ▶ Used: 9

- ▶ VW ID.4
- ▶ Subaru Solterra
- ▶ Chevrolet Bolt
- ▶ Ford Mach-E
- ▶ Ford Lightning
- ▶ Kia EVG

Hybrids

- ▶ New: 85
- ▶ Used: 35

- ▶ Kia Niro
- ▶ Cadillac Lyriq
- ▶ BMW iX
- ▶ GMC Hummer
- ▶ Mercedes EQS/EQB
- ▶ Audi E-Tron
- ▶ Porsche Taycan
- ▶ Hyundai Ioniq 5/6
- ▶ Hyundai Kona
- ▶ Nissan Ariya
- ▶ Toyota bZ4X

EV Incentives

Federal

- ▶ Tax credit up to \$7,500*
 - ▶ 100% lease eligible

State

- ▶ Cash rebate- NJ up to \$4,000*
 - ▶ Sales tax- NJ

Manufacturer

- ▶ Rebates/Dealer Cash
- ▶ Charging Incentives

Utility

- ▶ Home Charger Installation

Buying Used EVs

Battery Degradation

- ▶ EVs always have battery health info available
- ▶ Batteries expected to last 12-15 years, over 100,000 miles with moderate use
- ▶ Warranty typically covers 8-10 years or 100,000 miles
- ▶ With battery manufacturing increasing, replacements expected to be cheaper in the future

Incentives

- ▶ Can apply for federal incentives on leasing or buying used EVs, but NJ incentives only apply for new cars
- ▶ Tax refund of 30% sale price, up to \$4000

1st Year Cost of Ownership

Costs	ICE Vehicle	EV
1 st Year Fuel/Charging Costs	\$3,120	\$720
1 st Year Maintenance	\$300	\$0
Total	\$3,420	\$720

Over \$2,500 in savings in the first year!

Sales Process

- ▶ Immediate Delivery/Order
- ▶ Market Based Pricing
- ▶ Maximum Trade Value
- ▶ Multiple Financing Options
- ▶ Extensive Service Network

Ciocca is in the process of installing L2/L3 chargers at all of our locations

Thank You!