

Financial Roadmap: EV Charging Infrastructure Deployment

From \$428M Capital Deployment
to Operational Profitability

A Strategic Analysis of Capital,
Cash Flow, and Returns

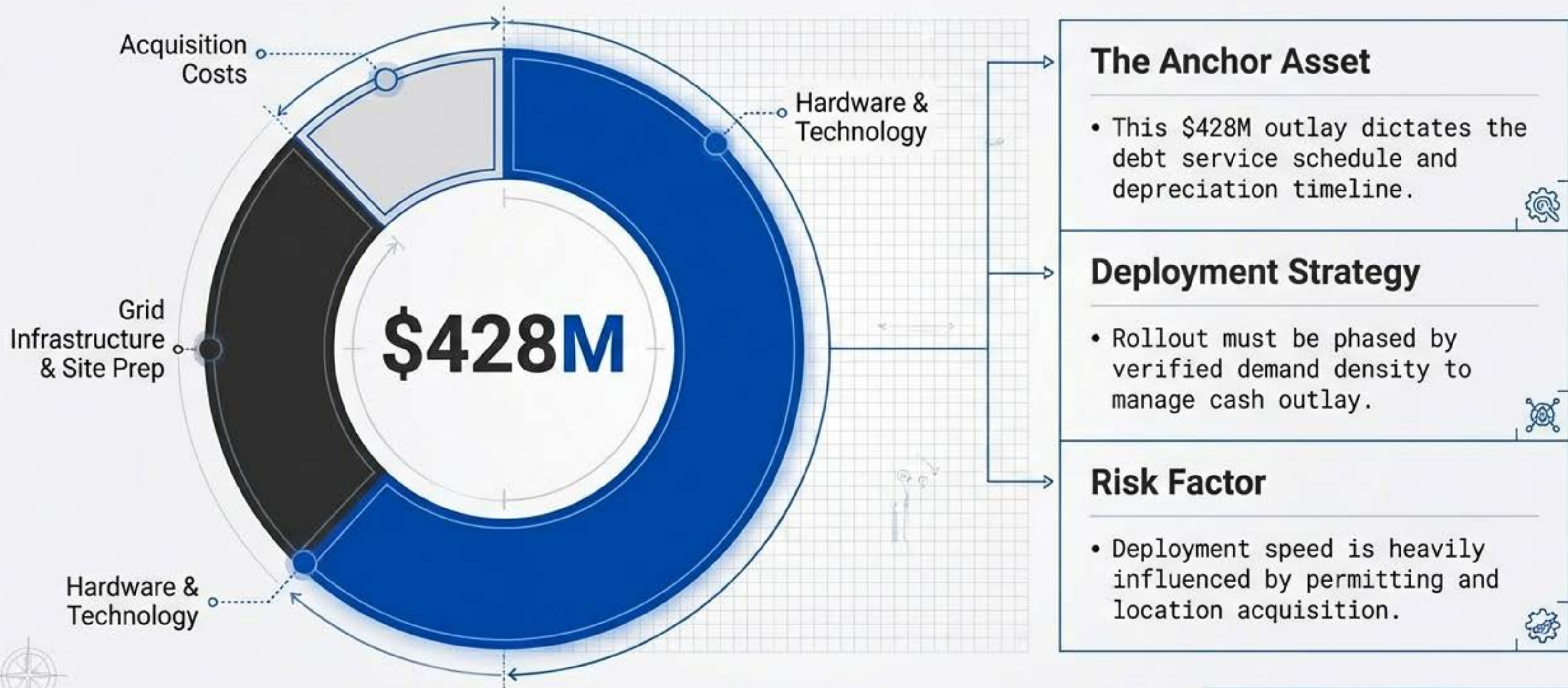
Ticker

STATUS: **PRE-DEPLOYMENT** // CAPITAL REQ:
\$428,000,000 // TARGET EBITDA: **\$141,000,000**

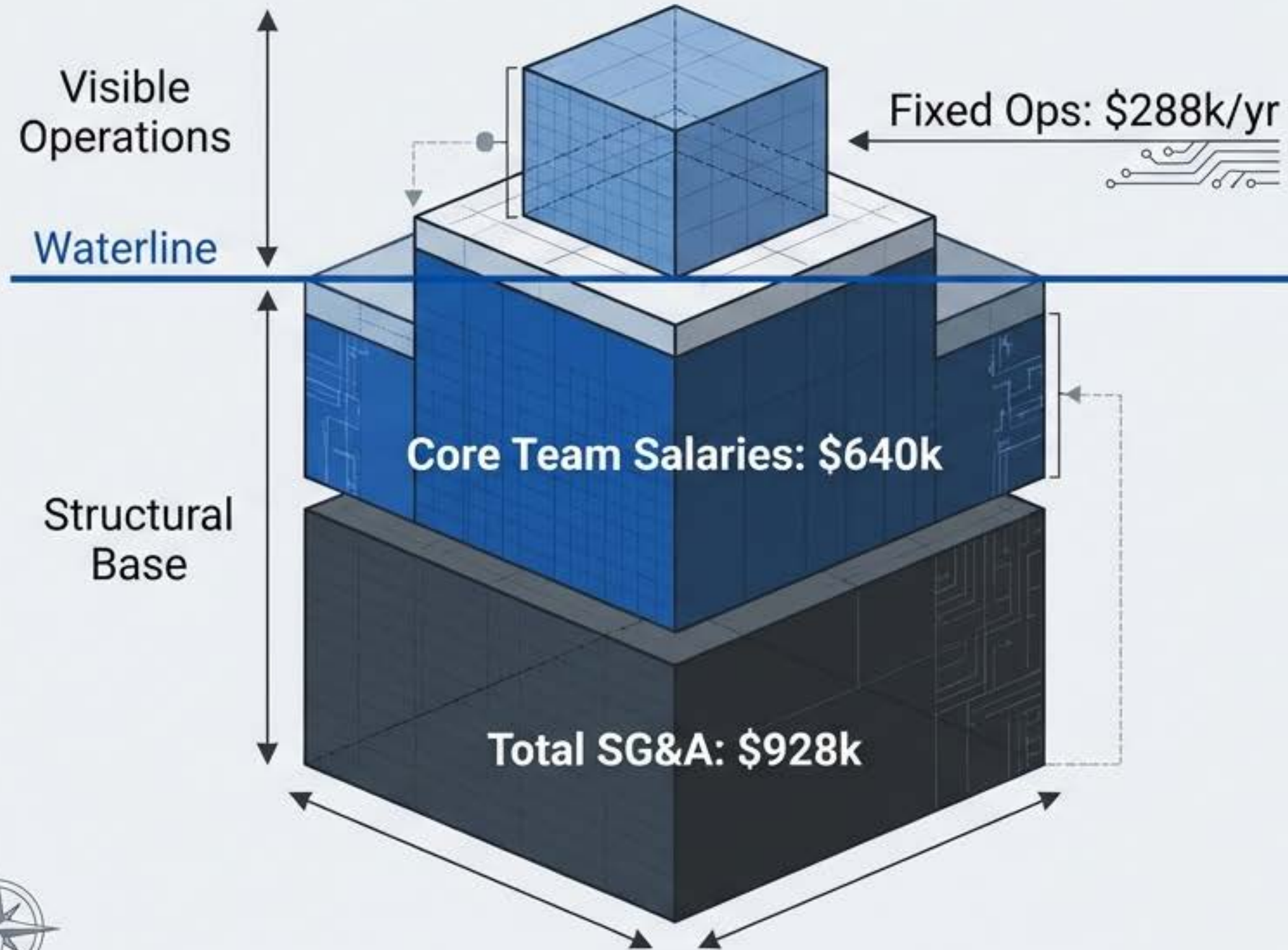
The Executive Snapshot: The J-Curve Profile



The Valley: Deconstructing the \$428M CAPEX



Fixed Cost Foundation: The Burn Rate



SURVIVAL METRIC 

>\$77,333

Monthly Gross Profit Required

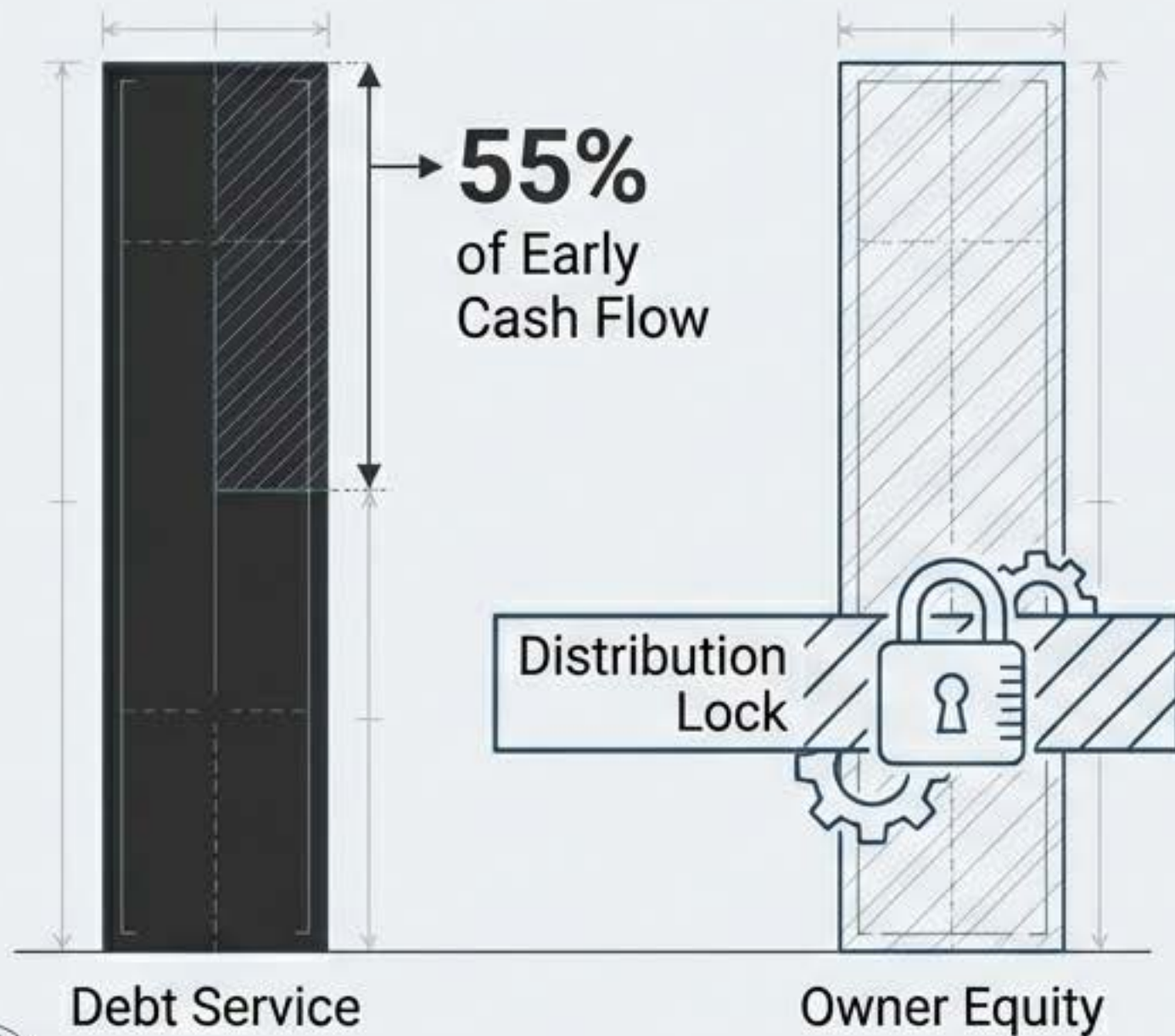
This fixed barrier demands immediate utilization. There is no ramp-up grace period; the business must clear nearly \$80k/month in gross profit just to keep the lights on.



Liquidity Risk: The Debt Trap



Cash Flow Priority



Debt Service Burden:
**~\$28M
Annually**

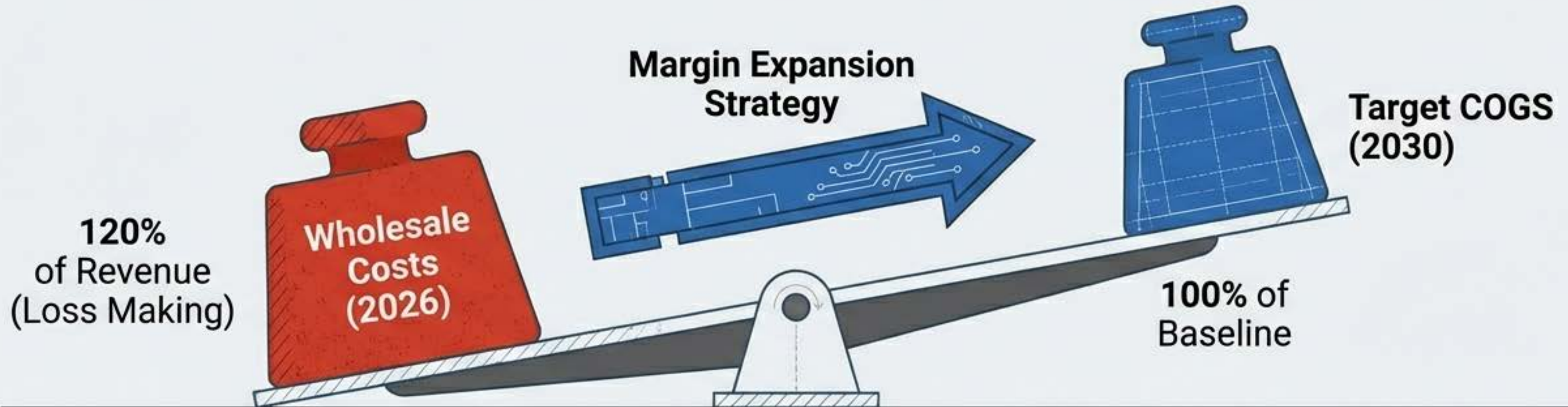
Equity Freeze Duration:
6 Years
(Modeled)

The IRR Fix

Targeting a **4% IRR**
requires **Average
Revenue Per
User (ARPU)** to
exceed
\$145/month (vs.
\$110 base model)
to satisfy lenders.



Operational Levers: The Gross Margin Battle



Negotiation

Inter Tight: Roboto Mono:
Secure firm, multi-year PPAs.

Tech

Inter Tight: Smart grid
integration & peak shaving.

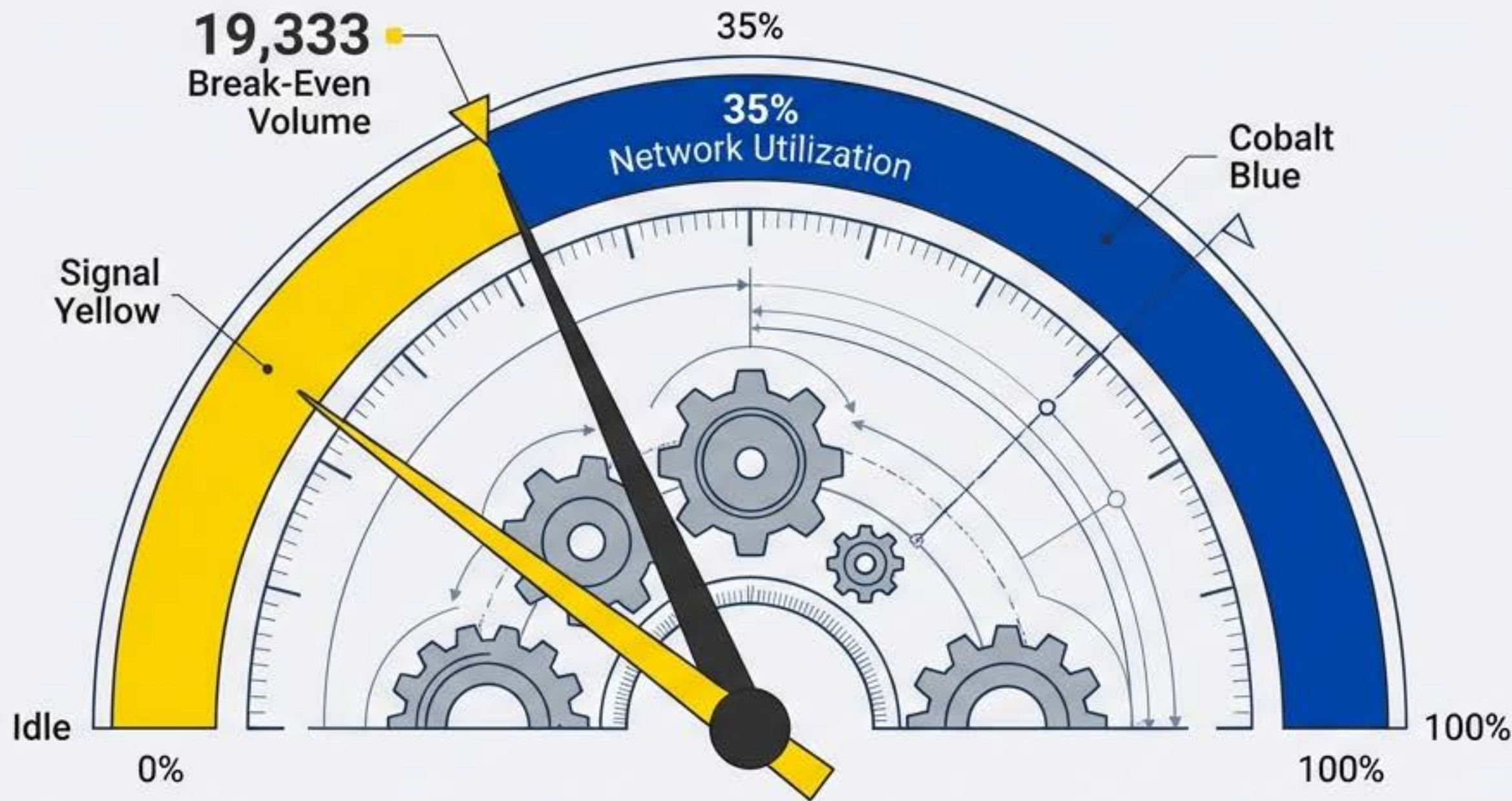
Storage

Inter Tight: Battery arbitrage
to avoid demand charges.

Drive COGS down to unlock the 886% target gross margin.



The Revenue Engine: Utilization & Throughput



Break-Even Requirement:
19,333 Monthly Transactions

Assumption:
\$4 Net Contribution per session

Financial Impact:
High operating leverage means uptime > break-even flows 100% to bottom line.

⚠ Risk: If customer acquisition lags, the business faces a cash crunch before reaching scale.



Risk Mitigation: Diversification vs. Volatility



Subscriptions (\$20M) - High Margin

Fleet Contracts (\$45M) - Stabilizer

Pay-Per-Use (63%) - Volatile Base



Safety Hedge (\$65M)

2030 Projected Revenue Mix (\$205M)

Insight:

- Secured contracts act as a hedge against volatile wholesale energy spikes.
- Diversification is required for debt service coverage.



Risk: If customer acquisition lags, the business faces a cash crunch before reaching scale.



Asset Protection: Maintenance & Reliability



Financial Consequence:

On \$205M revenue, missing this target balloons maintenance costs to **>\$41M.**

Tactical Checklist:

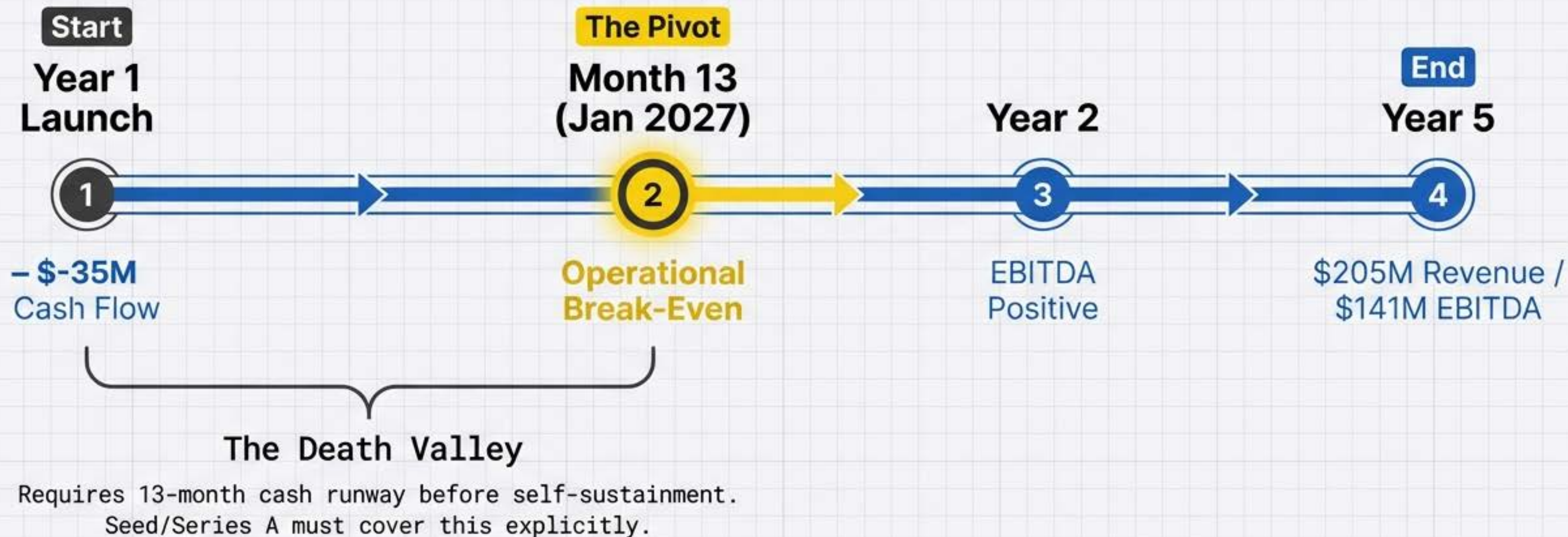
- Track Mean Time Between Failures (MTBF).
- Shift to SLA-based vendor contracts.
- Reliability is the primary lever for high throughput.



Risk: If customer acquisition lags, the business faces a cash crunch before reaching scale.



The Summit: Path to Break-Even



Risk: If customer acquisition lags, the business faces a cash crunch before reaching scale.

The Reward: Salary vs. Wealth Generation

The Operator (Salary)



**Capped at
\$150k/yr**

Pre-EBITDA Operational Cost

The Owner (Asset Value)







\$141M
EBITDA Pool

Post-Debt / Post-Tax Distribution

Strategy: Optimize entity structure (LLC/S-Corp) to maximize pass-through of the 2030 windfall.

Strategic Imperatives: The Critical Path

	SURVIVE	Secure funding for \$428M CAPEX + 13-month operational burn.
	STABILIZE	Negotiate utility rates to <100% of revenue baseline.
	SCALE	Drive 35% utilization via fleets and 99% uptime.
	SUCCEED	Realize \$141M EBITDA to unlock owner distributions.

Final Outlook: Success relies on managing the 13-month gap and aggressively controlling the cost of electricity.