



Fastned
Trading
Update
Q1 2026

16 April 2026

Fastned's **1st Places for London JV station: Hatton Cross**

12 sites under **active development** within the JV

25 sites committed to open across London by **2030**



Disclaimer

IMPORTANT: please read the following before continuing



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Content & speakers

01 Q1 2026 highlights

02 Market update

03 Station performance

04 Business update

05 Guidance



Michiel Langezaal
CEO & Co-founder



Victor van Dijk
VP Strategy



Remco Samuels
Interim CFO

Q1 2026 Highlights

+40% YoY

€39.2m

Revenues related to charging

+32% YoY

55.6GWh

Energy delivered

+28% YoY

2.1m

Sessions handled

+32% YoY

50.3kt

CO₂e¹ avoided

+63% YoY

€32.1m
(€0.58/kWh)

Gross profit related to charging

414

Operational stations

+26

High traffic locations signed

€95.5m

Cash position

24%

BEV fleet growth²

21%

YoY organic sales growth

Note: All Q1 figures are unaudited and may be subject to change. 1) CO2 equivalent. 2) Station weighted BEV fleet as at February 2026 vs 2025



EVs vs. ICE: Fastned hedges energy risk that ICE drivers absorb in full



Hedged share

2026

50-60%

2027

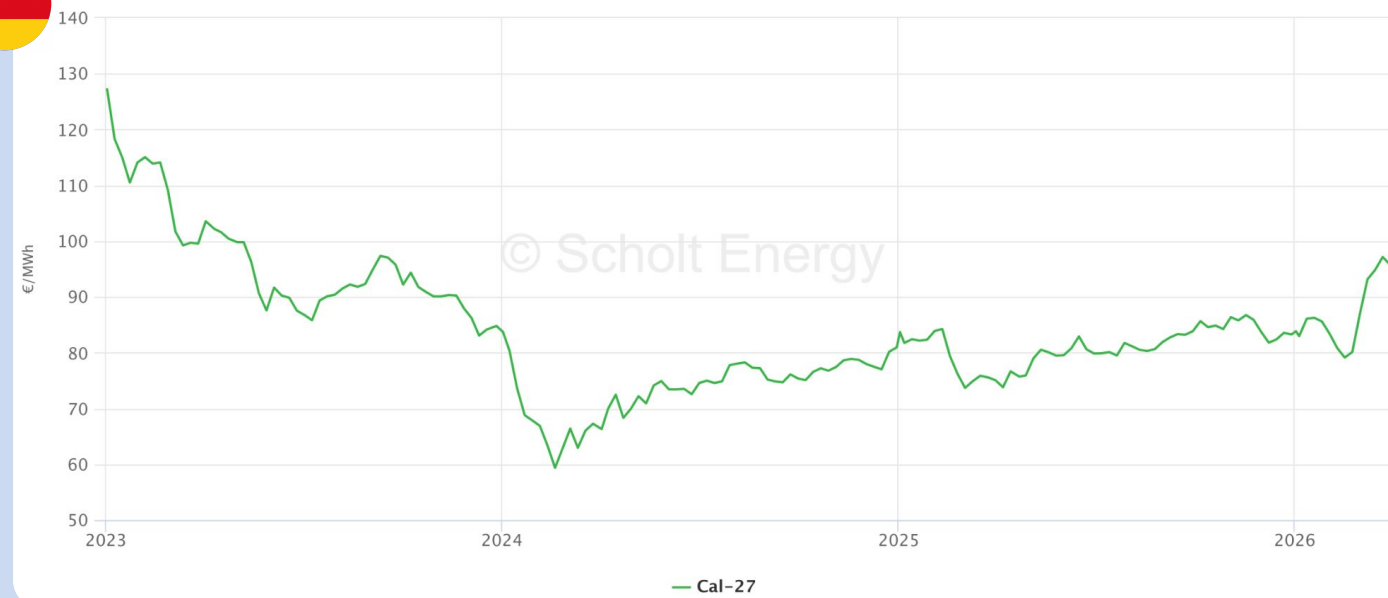
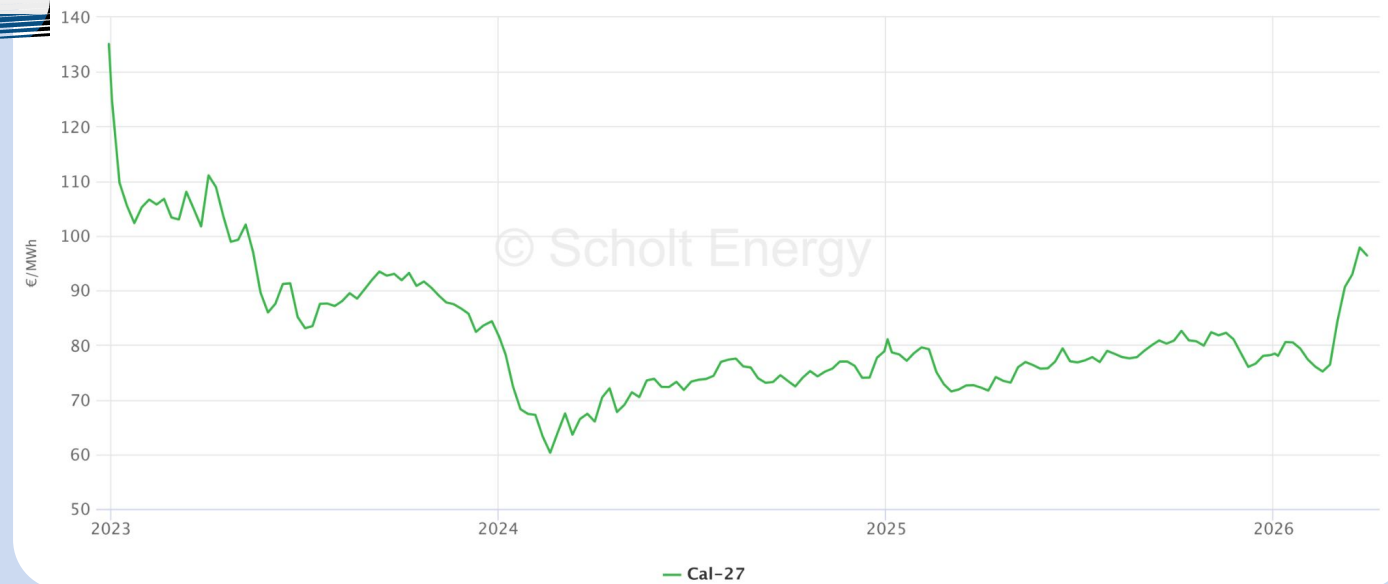
25-35%

Fastned shields against energy price volatility through a layered hedging strategy:

- Secured long-term solar and wind PPAs
- Staggered futures used to spread timing risk
- Keep flexibility to manage volume development through buying spot market whilst benefiting from price dips mid day.
- Mix actively adjusted to market conditions and development stage of the network

Freedom for the electric driver is something that Fastned took very literal when developing its hedging strategy driving independence from volatile energy markets

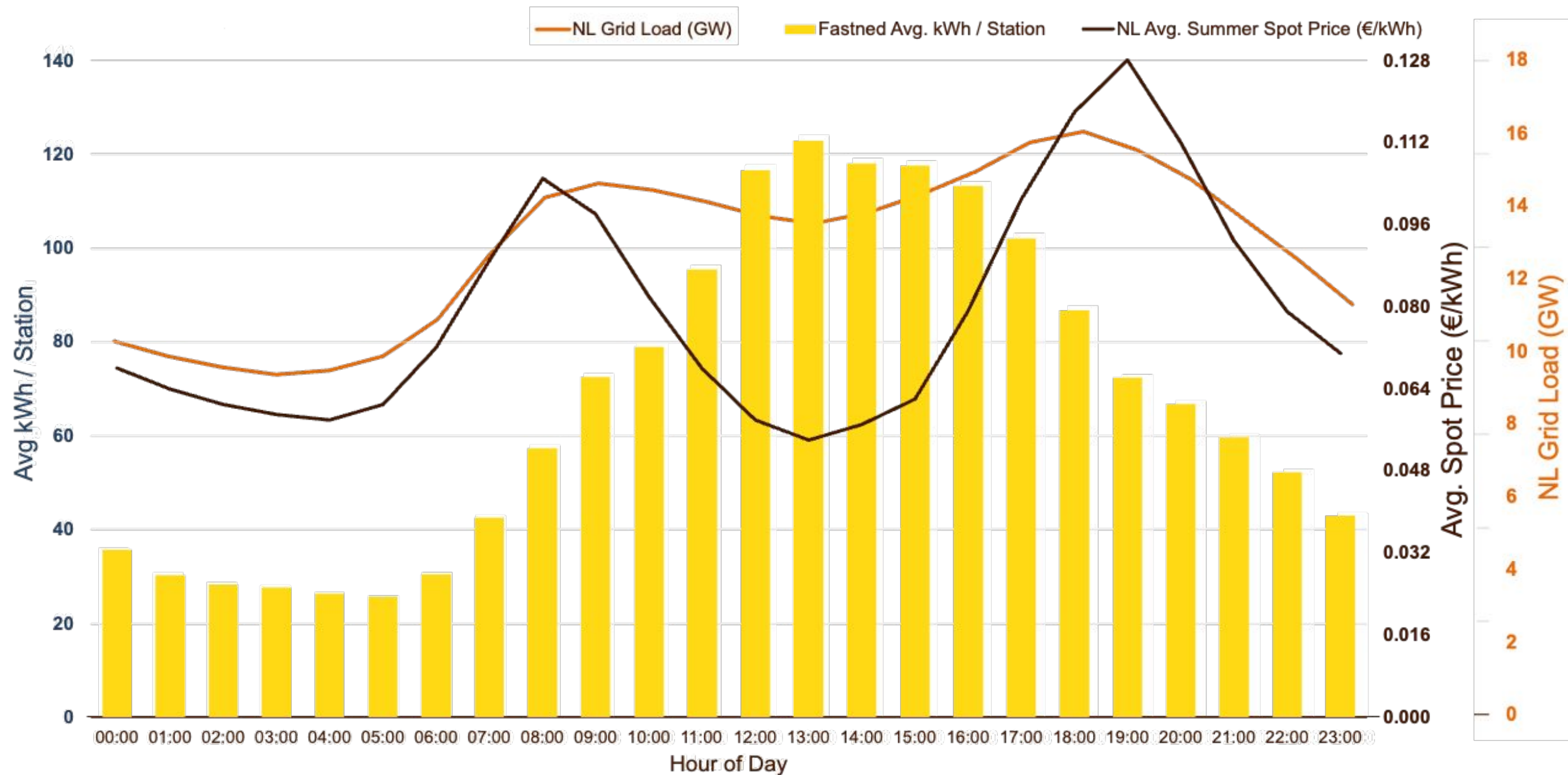
Future market electricity base



Source: Scholt Energy



Fast charging happens when the sun is out providing a natural hedge



Source: TenneT for the NL Grid load. ENTSO-E transparency platform for the NL Summer Spot Price

Fast charging peaks at midday, exactly when **solar generation pushes electricity prices to their lowest.**

Fastned's throughput **naturally avoids the costly morning and evening peaks**, creating a **structural hedge**: more MWh delivered does not mean proportionally higher cost exposure.

Energy market turbulence re-accelerates the transition to electric mobility

Oil price shock

The New York Times

East | LIVE Updates 3m ago | U.S.-Iran Talks | Devastation in Iran | Israel's Attacks in Lebanon

It Will Take Months to Get Oil and Gas Flowing out of the Persian Gulf



- ~90–95% of crude oil in Europe is imported. Imports rise to €300 billion in 2026, an €80 billion oil crisis premium¹.
- Even in a de-escalation scenario, oil supply chains take months to rebalance. Elevated prices and volatility will persist near-term.

EV adoption & electrification momentum surging

Interest in EVs surges in Europe as fuel prices jump after Iran war

Demand at online marketplaces could settle at a new, higher normal, with the crisis leaving consumers 'scarred'

EMBER Explore

Electric vehicles avoided oil consumption equivalent to 70% of Iran's exports in 2025

18 Mar 2026

iea Search everything

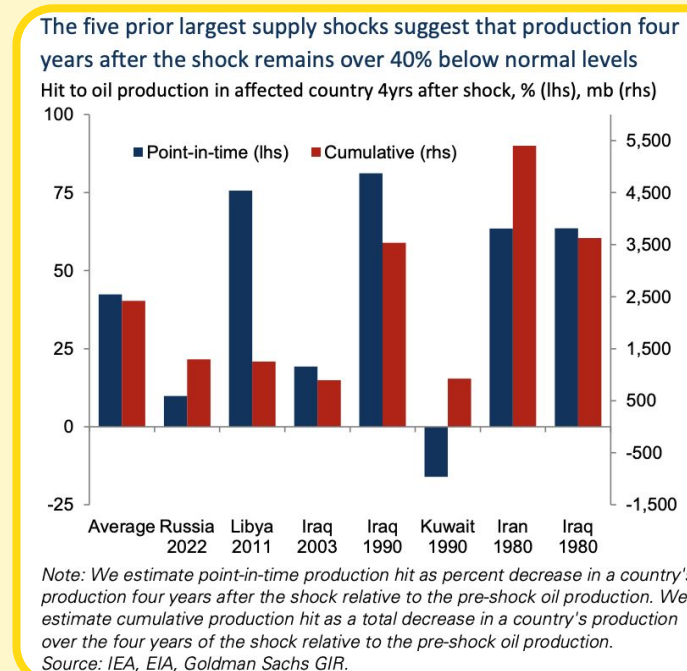
New IEA report highlights options to ease oil price pressures on consumers in response to Middle East supply disruptions

- Rising fuel prices are already accelerating EV adoption, second-hand EV sales in NL +99% YoY in March.
- The IEA has issued guidance to governments on demand-side actions, reinforcing policy momentum behind electrification²
- The global EV fleet displaced 1.7 million barrels/day of oil in 2025, unlike past oil shocks, this time a viable and scalable alternative exists³.

Effect is expected to be long lasting

Reuters World Business Markets Sustainability More

Exclusive: Iran attacks wipe out 17% of Qatar's LNG capacity for up to five years, QatarEnergy CEO says



- IEA's peak demand forecast is pulled forward to 2029, the crisis may bring it sooner⁴.
- Low carbon sources account for 71% of EU generation⁵. Electrification and public charging are increasingly recognised as critical energy security assets, not just climate solutions.



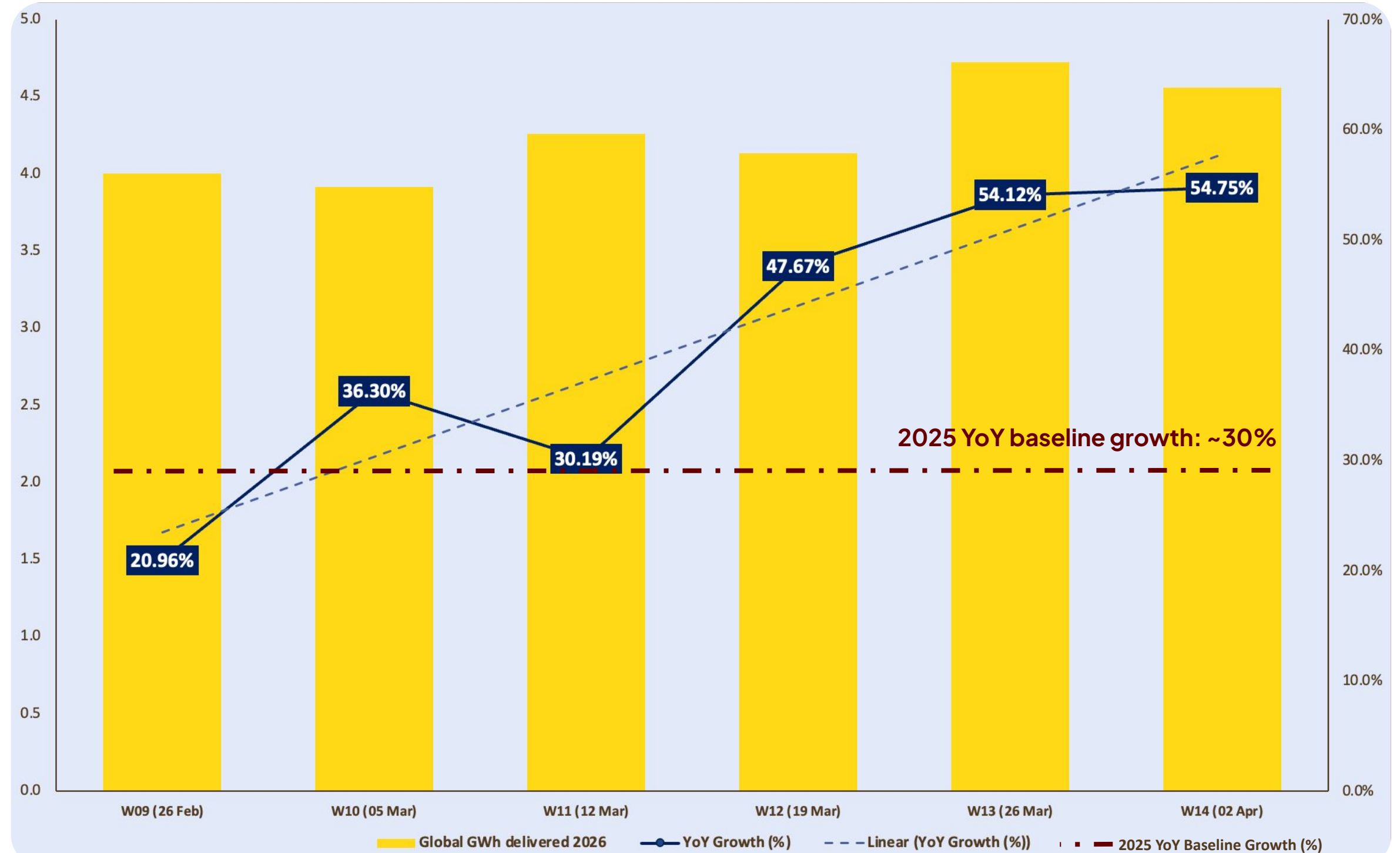
Something is shifting, Q1 gives us the first signals

The last 5 weeks of Q1 show **YoY growth accelerating to 54%** from a baseline of 30%.

Rising fuel prices and shifting driving behaviour, including heavier EV use in multi-car households began amplifying demand beyond a baseline.

The data suggests we are moving from a promotional effect into something more structural: **energy market volatility is becoming a tangible growth tailwind.**

GWh delivered in 2026 and YoY growth (%)





EV adoption accelerating: affordable models, ultra-fast charging, and expanding range remove final barriers

KIA EV2

Undercutting price expectations with Europe's most affordable EV at just €26,600



BMW launches electric 3 series

Range of up to 900 km and 400kW charge speed

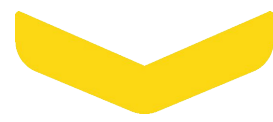


BYD Blade Battery

9 minutes charging

Up to 1500 kW





In Q1 we reported our **2025 full year figures** : Revenue growth of 47% with continued positive EBITDA

Top line figures excluding German Highway tender

€ million	YoY %	2025 ¹	2024 ²	2023
1 Revenues related to charging	47%	122.4	83.4	60.5
2 Gross profit related to charging	40%	96.2	68.5	44.9
Gross profit per kWh (€)	8%	0.53	0.49	0.45
Network operation costs	47%	(52.5)	(35.8)	(21.1)
Network operation costs per charger (€k)	20%	22.6	18.9	14.0
Operational EBITDA	34%	43.7	32.6	23.8
Operational EBITDA margin		36%	39%	39%
Network expansion costs	48%	(34.3)	(23.2)	(15.2)
3 Underlying company EBITDA	(4%)	8.3	8.7	7.8
Exceptional items (2025: mainly German highway tender)		6.5	(1.3)	(3.2)
EBITDA	100%	14.8	7.4	4.6
Net profit		(30.3)	(26.6)	(19.3)
Operating cash flow (excl. German highway tender)		(7.1)	(7.6)	(3.1)
4 Investing cash flow (incl. German highway tender)		(100.0)	(68.0)	(66.8)
Cash and cash equivalents at 31 December		69.9	117.4	126.6

- 1 Strong organic and inorganic revenue growth**
Fastned has two big revenue growth drivers:
 - **Organic volume growth, at +18.7% YoY** in 2025, at the 297 stations operational at 1 January 2024.
 - **Inorganic growth through new station openings, at +11.4% YoY** in 2025, with 109 stations opened since 1 January 2024.
- 2 Significant YoY increase in Gross profit and Operational EBITDA**
 - Doubling since 2023 (more or less), showing strong momentum
 - Network operating costs per charger still grew in 2025, reducing the Operational EBITDA margin, but these costs are to stabilise in 2026
- 3 Underlying EBITDA positive and stable year-on-year**
 - Fastned remains one of the few charging companies with positive EBITDA
 - Underlying EBITDA was stable year-on-year, due to rollout acceleration efforts last years and in 2026, where the effects will materialise in 2026 and next year
- 4 Cash level and funding programmes to fund 2026 capex**
We expect current cash level of 95.5 million, further retail bond issuance, bank financing and German tender funding to fund all of 2026 capex

1. For more details refer to the 2025 Annual report. 2. 2024 figures are restated. Refer to Note 2 of the 2025 Annual Report for further details.



Station sales continue to grow

€k	Average station Q1 2025	Average station Q1 2026
Average daily traffic	~30k	~30k
BEV fleet penetration	~5.1% ¹	~6.4% ¹
Average # of chargers	6.1	6.5
Sessions per day	51	56
Average MWh (Annualised)	488 MWh	550 MWh
Annualised revenue / station	325 ²	387 ²
Gross margin	228 (€0.47/kWh)	316 (€0.58/kWh)
Operating costs per station	139 ³	150 ⁴
Operational EBITDA (B)	90 (28%)	166 (43%)
Initial investment (A) ⁵	835	958
ROIC (= B / A)	11%	17.3%
Time-based utilisation rate	13.9%	14.5%
ROIC at 30% utilisation, current charge speed	>40%	>40%

Results

Station sales continued to grow with energy delivered per average station increasing by 13% YoY.

YoY Organic sales growth for this quarter (excl. new stations) was 21%, comparing to BEV fleet penetration growth of 24%

Building more stations in less mature markets has a dampening effect on sales per station growth. We estimated this effect at -2% in 2025 and expect -4% in 2026.

Q1 figures are unaudited and may be subject to change. 1) Average across Fastned countries, weighted by the number of stations in each country. Based on ACEA, Jan & Feb data. 2) Annualised revenue related to charging for the period. 3) Based on €22.6k per charger for 2025. 4) Based on €23k per charger for 2026. Time-based utilisation calculated as = (average session duration (hrs) * average sessions per day) / (number of chargers * 24 hours). 5) Non-depreciated PP&E relating to charging stations, including Right of Use assets. Q1 2025 and Q1 2026 initial investment figures are as at year end 2024 and 2025 respectively as this is the closest audited period.



2026 Focus



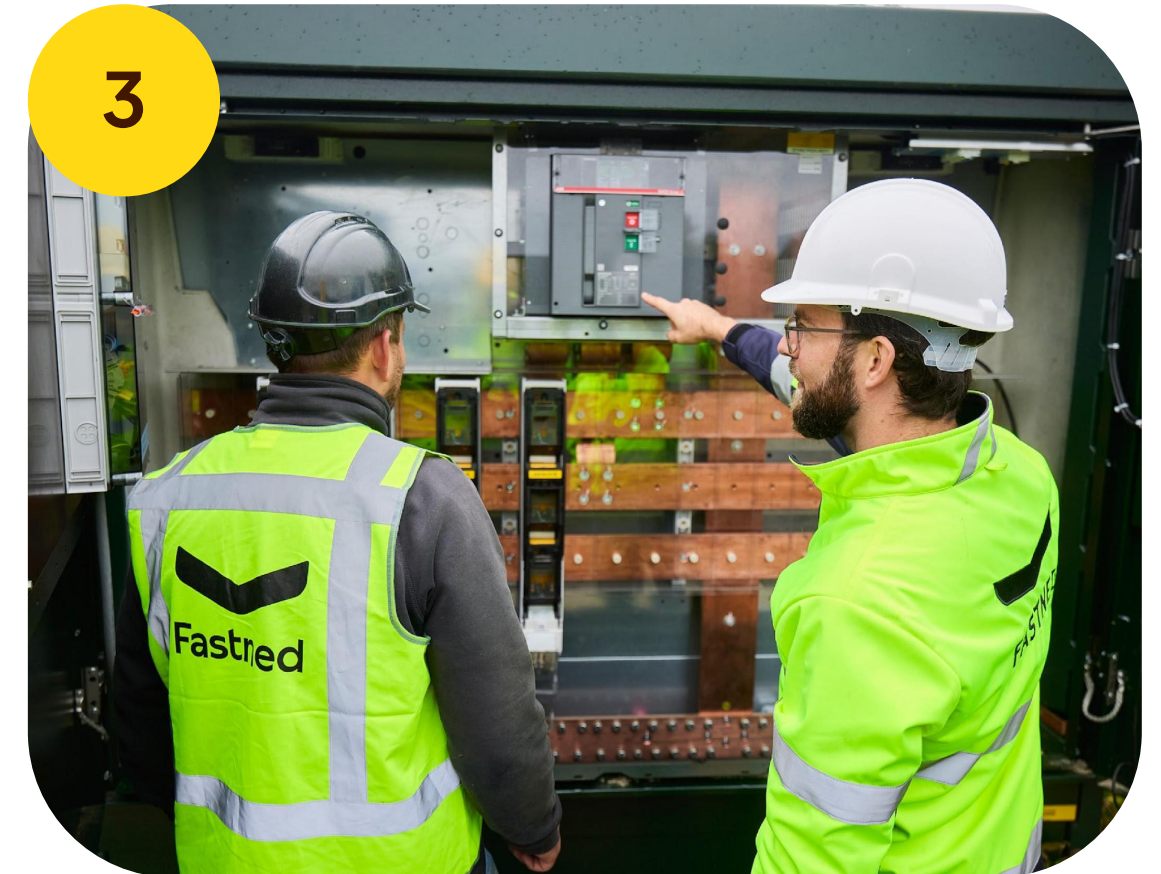
Station roll out

Delivering on our guidance of 70–100 new stations, with a continued focus on securing building permits and grid connections to accelerate roll-out pace



Revenue growth

Maximising station revenue through targeted commercial initiatives, enhanced customer engagement and improved conversion, driving top-line growth



Organisation optimisation

Optimising operating expenses through expanding professional procurement across the organisation and driving organisational efficiency to improve profitability



Guidance & outlook

2025

Network

- **406 stations** by year end (60 new stations), within guidance of 400 - 425

Financial

- Revenues per station of €331k, meeting guidance of **>€325k in 2025**
- Operational EBITDA margin 35–40% **confirmed at 36%**

2026

Network

- 70–100 new stations in 2026 (476 to 506 stations operational)
- Target of 1,000 stations before 2030

Financial

- Revenue / station >€350–400k in 2026
- Operational EBITDA margin 35% - 40% in 2026¹

1) Before (positive) EBITDA impact from the German highway tender

A photograph of several wind turbines at sunset or sunrise, with a yellow chevron pointing downwards. The sky is a mix of purple, pink, and orange, and the turbines are silhouetted against it. The text "Appendix A Network & Pipeline" is overlaid in white.

Appendix A
Network & Pipeline



Network expansion on track within guidance

Q1 2026

414
Stations
operational

Q1 2026

8
New
stations
opened

4
Stations
expanded

1
Shop/Kiosk
opened

Current

Q1 2025 / Q1 2026

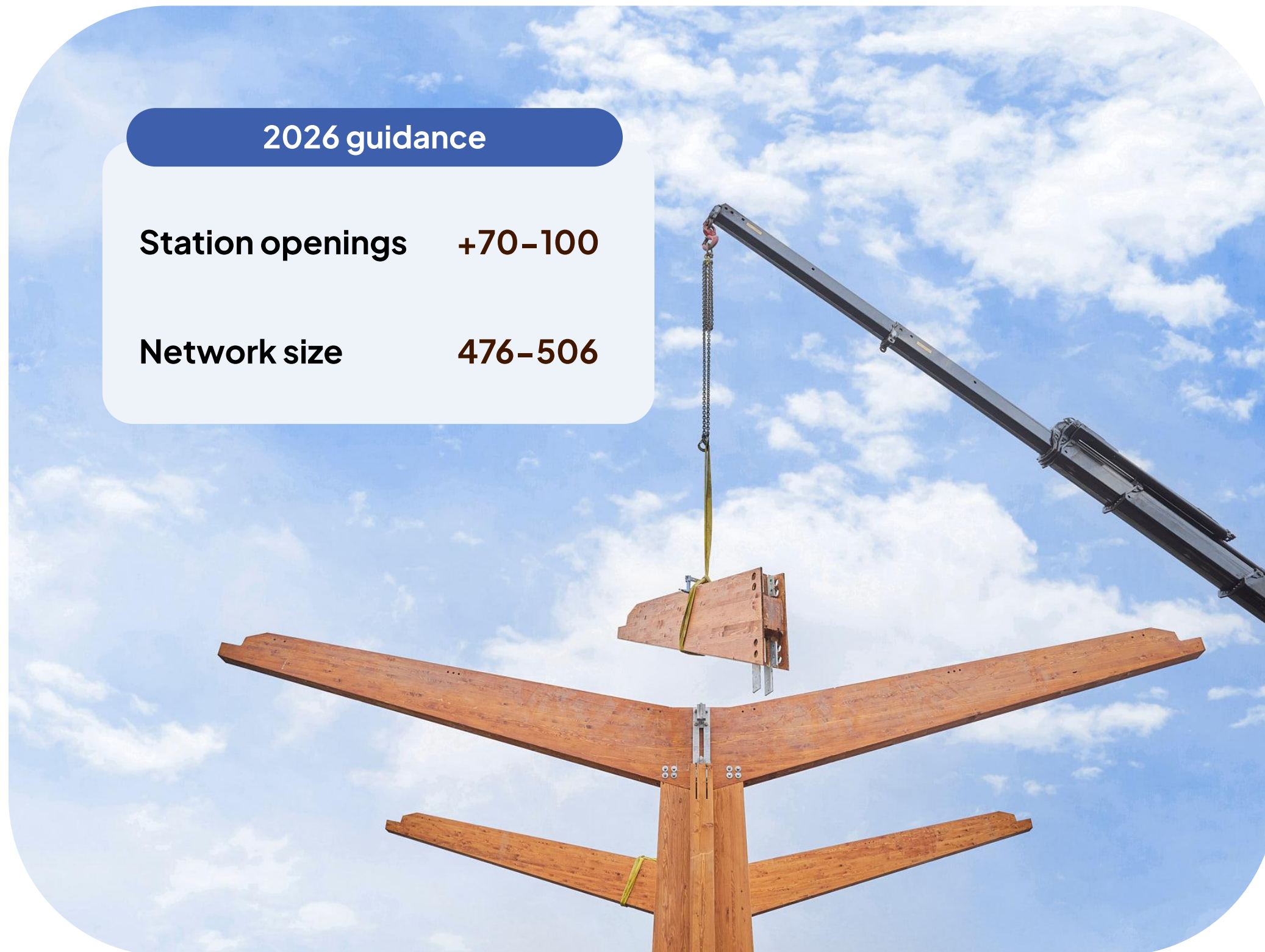
7 / 8
New stations
opened

33
Under
construction

2026 guidance

Station openings +70-100

Network size 476-506





400+ operational stations across 9 geographies

414

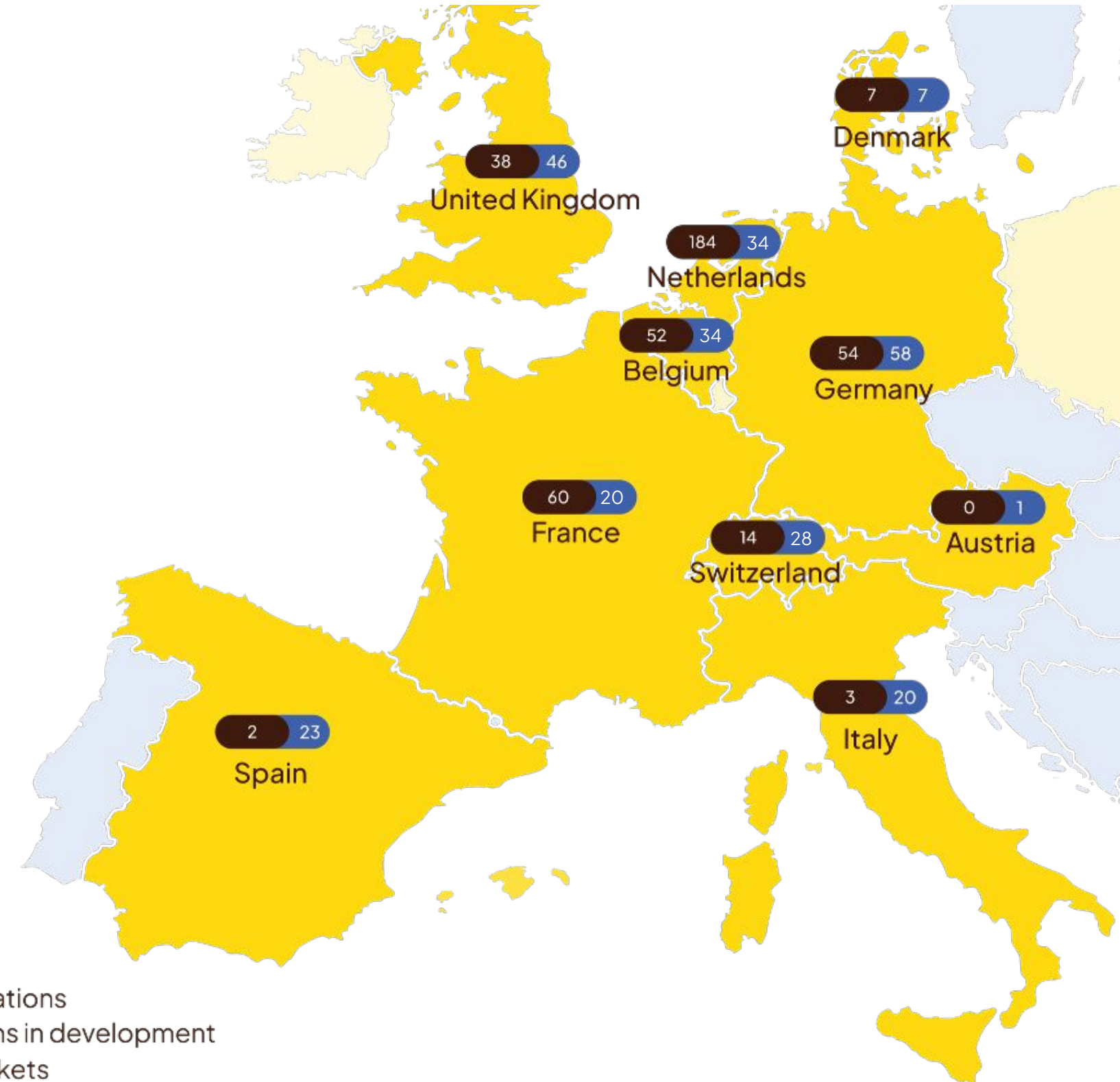
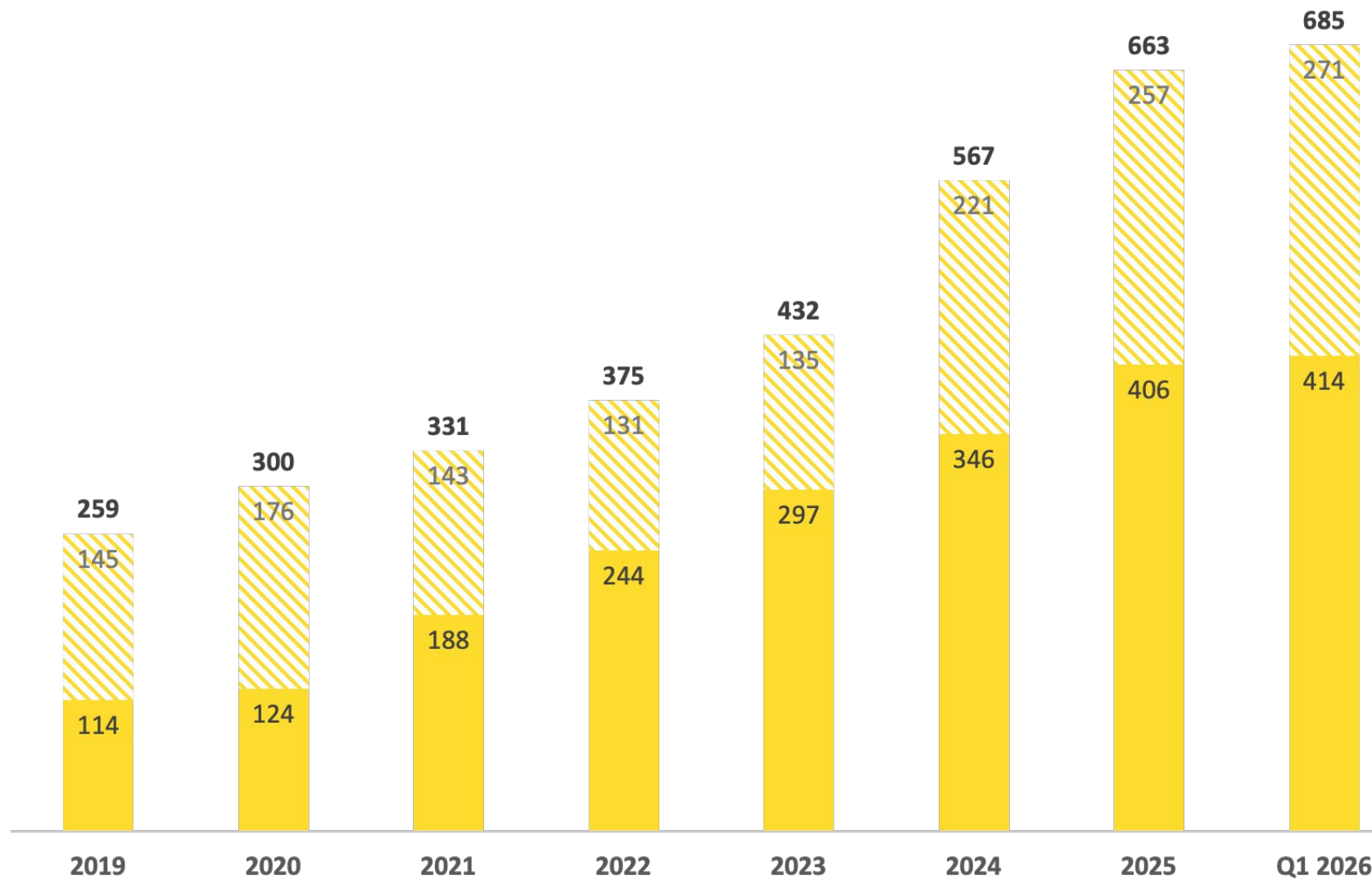
Stations in operation

685¹

Total secured locations

Historical station pipeline

■ Operational ▨ Secured












- 414 Open stations
- 271 Locations in development
- 2 Target markets

1) 4 sites were discontinued during Q1 2026.



Pioneering the way with **2,708 chargers** across our scalable network

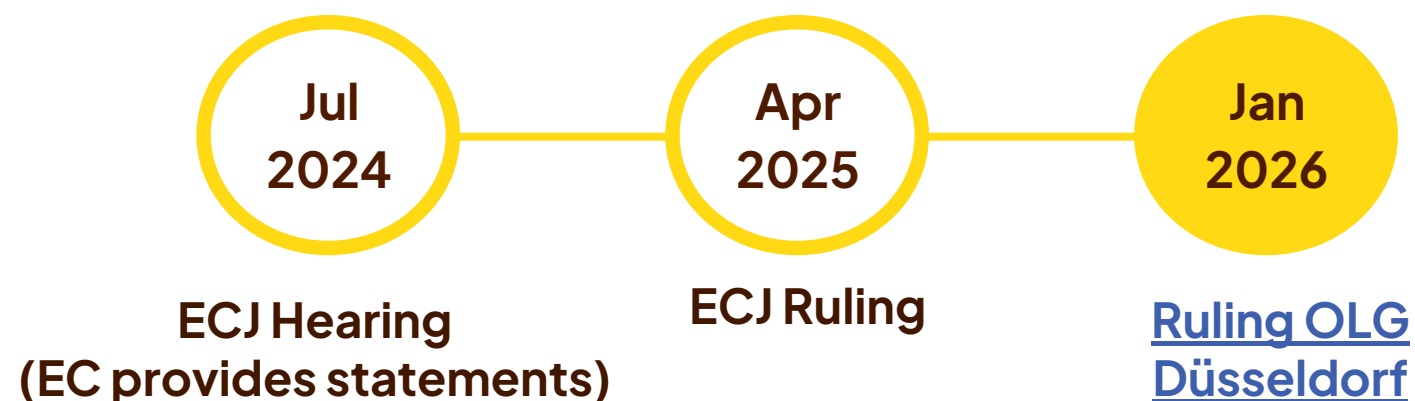
	300kW+	150-200kW	50kW	Total
	956	207	19	1,182
	301	24	-	325
	347	4	4	355
	453	-	-	453
	204	13	20	237
	60	-	-	60
	64	-	-	64
	16	-	-	16
	16	-	-	16
Total	89%	9%	2%	100%





Charging concessions are to be **tendered** “no matter what” - **German court rules**

Legal proceedings



Fastned opened first fast charging station Autobahn July 2025

Ruling to shape the future of tenders

- Ruling is the result of a long process including statements from the European commission (EC) and legal opinions from the European court of justice (ECJ) on the issuance of concessions for charging
- The ruling establishes another strong legal precedent that concessions for charging stations in Europe are to be tendered separately
- Beneficial for the transition to e-mobility, the EV driver and charging companies as it creates an open market
- Creates access for Fastned to high-traffic motorway locations in Germany
- Fastned, with its unique high-quality charging concept, experience with German charging tenders, and deep expertise in motorway charging, is well-positioned to capitalise on such opportunities

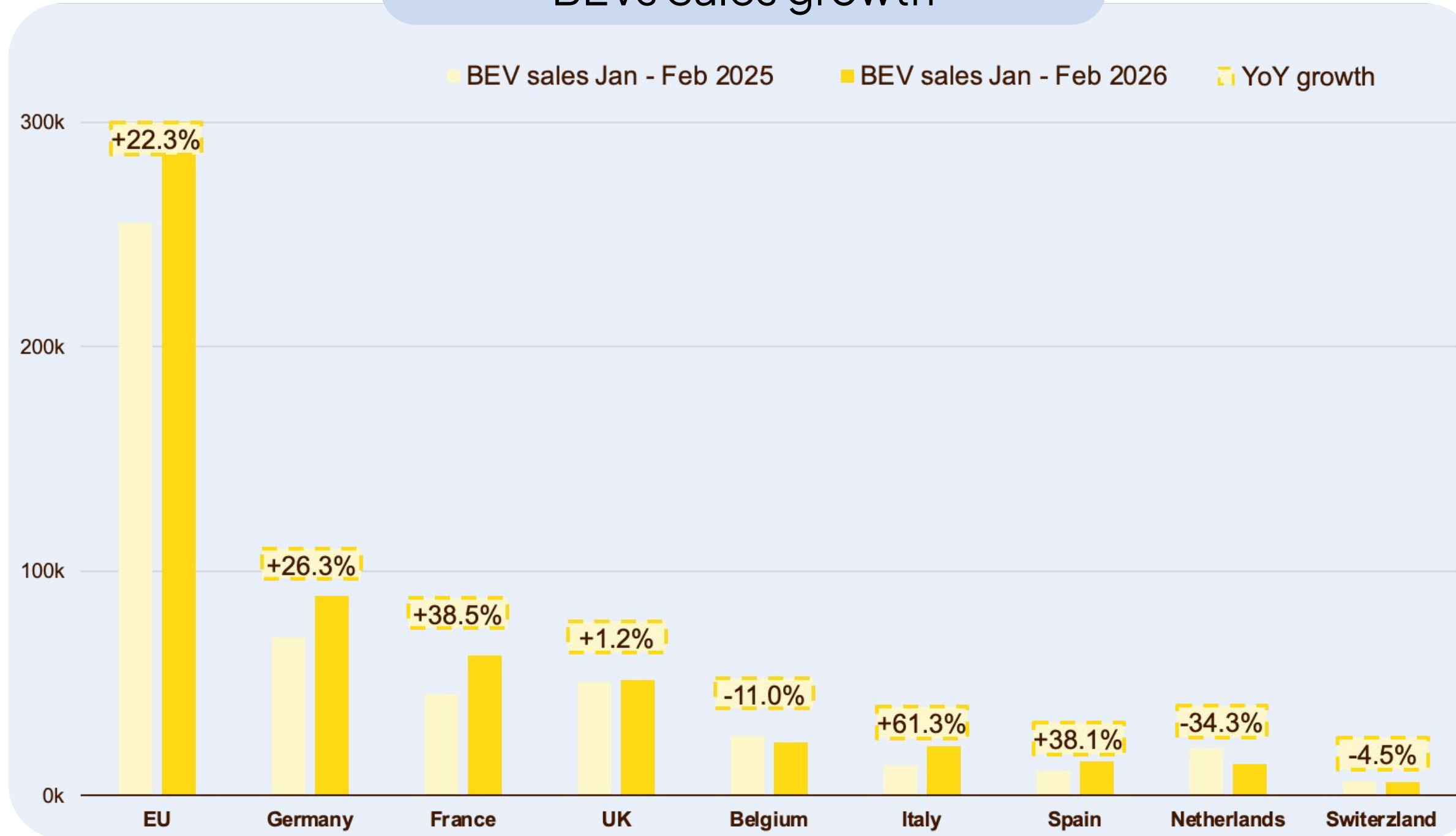
A photograph of a wind farm at sunset. The sky is a mix of purple, pink, and orange. Several wind turbines are visible, with their blades blurred from motion. A large yellow chevron points downwards towards the text. The text is centered and reads "Appendix B" in a white sans-serif font, with "BEV Market" below it in a larger, bold white sans-serif font.

Appendix B
BEV Market



European BEV Sales: Strong Growth Despite Local Headwinds

BEVs Sales growth



Netherlands (-34.3%) and Belgium (-11.0%): a policy cliff, not a demand signal

- Key fiscal incentives for EV company cars expired at end-2025 in both markets, pulling registrations forward into 2025 and creating a weak comparison base in early 2026
- The **fleet on the road keeps growing**: 550,000+ BEVs in NL alone, generating recurring charging demand regardless of new registration rates
- **3-stages model in action**: at this level of market maturity, even modest registration growth compounds into significant charging volume, revenue grows steadily from the base, independently of any single quarter's registration figures

Source: European Automobile Manufacturers' Association (ACEA)



Academic research validates large-hub, high-power infrastructure strategy

Charge anxiety is now the EV industry's bottleneck


<https://pubsonline.informs.org/journal/serv>

SERVICE SCIENCE
Vol. 18, No. 1, March 2026, pp. 55–78
ISSN 2164-3962 (print), ISSN 2164-3970 (online)

From Range Anxiety to Charge Anxiety: Operations Scholars' Reflections on the State of Electric Vehicles' Public Charging Infrastructure

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Received: April 15, 2024




Revised: June 11, 2025; November 10, 2025

Abstract. Prior research identified range anxiety as a major factor limiting the adoption of electric vehicles (EVs). However, by driving over 15,000 kilometres (~10,000 miles) in vari-

Recent academic research using Fastned's anonymized charging data has validated our strategic positioning.

While range anxiety has been solved, **Charge Anxiety**, the fear that a charger won't work, will be too slow, or will be difficult to pay for, has emerged as a real constraint.

Our model delivers the solution:

-  **300kW is the standard.** Matches gas station throughput; 150kW units cannot handle peak demand.
-  **Hubs are essential.** ~130 chargers needed to match one 12-pump gas station, validating our hub-focused strategy.
-  **Smart infrastructure wins.** Dynamic power sharing and PowerStorage flatten peak demand and solve grid constraints.

This independent validation confirms Fastned's infrastructure thesis is precisely what the market needs.



Appendix C Financial



German highway tender

General terms and timeline

What is it?

- Construction of **34 sites** funded by the German Government
- Fastned will build & operate the locations. Revenues are partially shared with the Government at 15 ct/ kWh for up to 8 years in exchange for capex and opex contribution

Who is the owner of the assets?

- German Highway Authority Autobahn GmbH

What is the payment structure?

- Quoted Installation fee
 - 50% at operational approval
 - 50% spread over the remainder of the contract
- Quarterly operator fee once station is operational

What is the timeline?

- **8 years**, with the option for the Government to extend for a **further 2 years**

What is the current status?

- 34 sites won to be built in 2025 and 2026

Impact on Fastned

Revenue:

- New revenue line item 'Construction Revenue', only during the construction of the stations, since Fastned is building on behalf of the German Government
- Revenue from sale of electricity is still generated as normal

Cost of goods sold:

- Construction costs for these stations will be recognised as COGS instead of capex
- Subsequently the 15 ct/ kWh will be recognised in COGS

Gross profit:

- Fastned will charge a margin for its construction services to the Government. The margin will be booked as a gross profit

EBITDA

- Revenues from construction will increase EBITDA during the building phase of the stations.
- Once operational, stations will generate EBITDA impacted by the revenue share for the first 8 years of operation

Cashflow impact

- Initial cash outflow as Fastned incurs the costs to construct the sites. Subsequent cash inflow as per the payment structure on the left

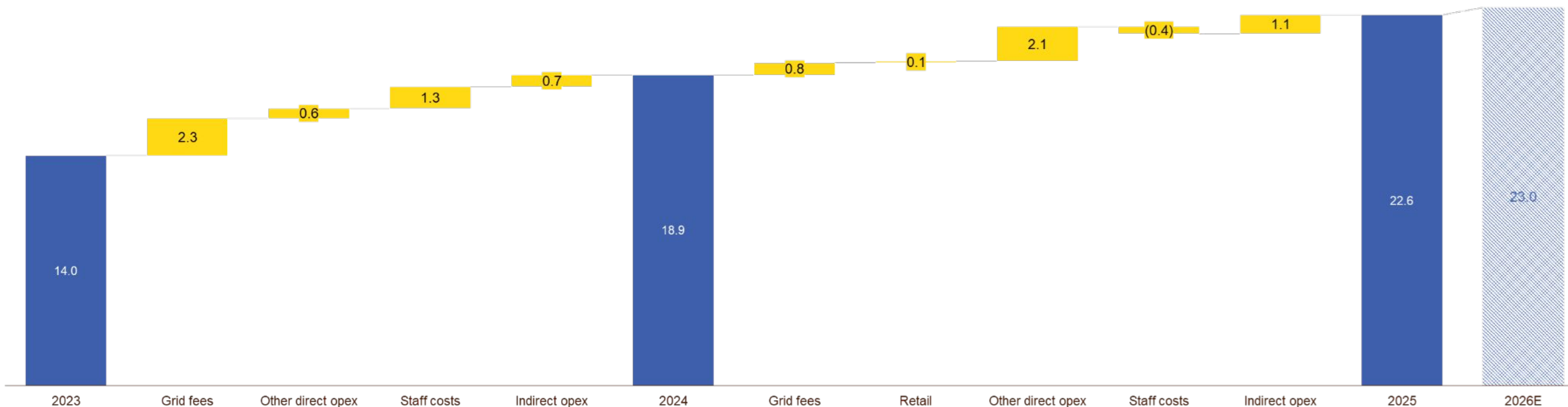
Expected timing of impact

- Majority of construction revenue expected to be recognised between 2025 and 2026



The operational organisation has scaled, leading to normalised operating costs per charger

Network operating costs per charger (€k nom / EVSE)



Key cost items:

1 Grid fees

Charging volumes have grown so peak capacity has been reached more often. Secondly, structural changes to regulated grid tariffs in Netherlands have a large impact, with a 10% YoY increase expected.

2 Other direct opex

One off maintenance costs of retrofitting Alpitronic switchgears in 2025 and cable theft have increased maintenance costs. Additionally, expansion in larger markets which have longer call outs increase maintenance costs.

3 Indirect opex

As the organisation scales, structurally overhead operating costs which are allocated across the network increase. In preparation, this cost base first scales to accommodate operating a larger network of chargers.

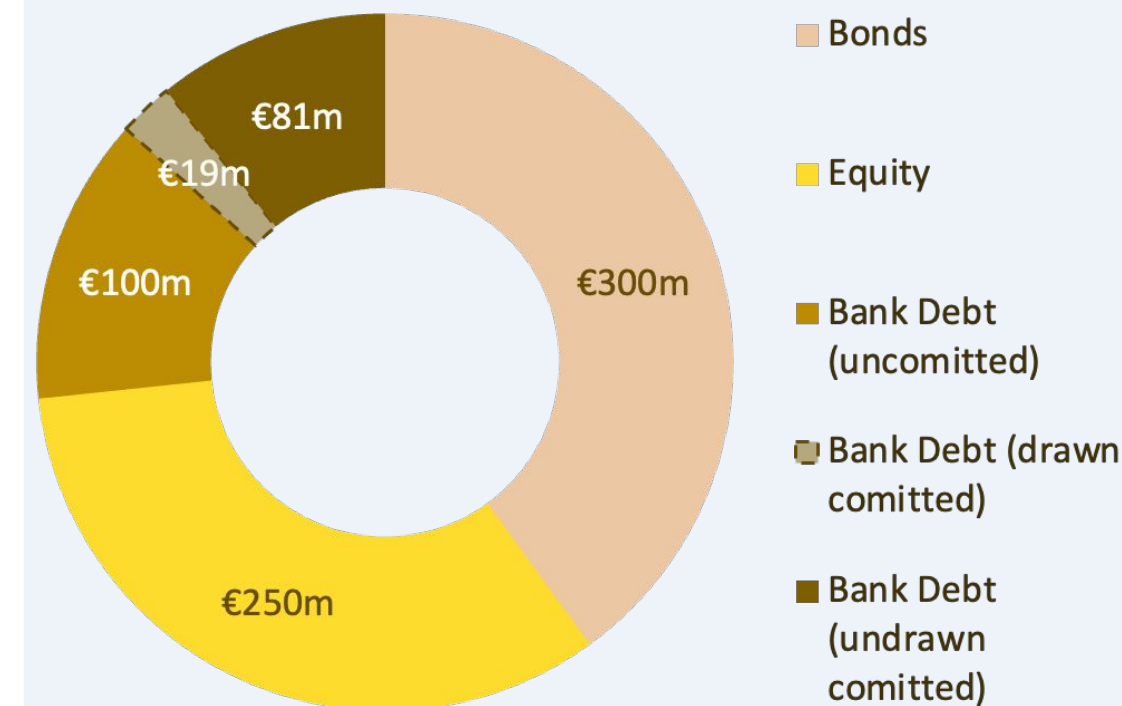


We expect the retail bond and bank financing platforms to fund the 2026 rollout

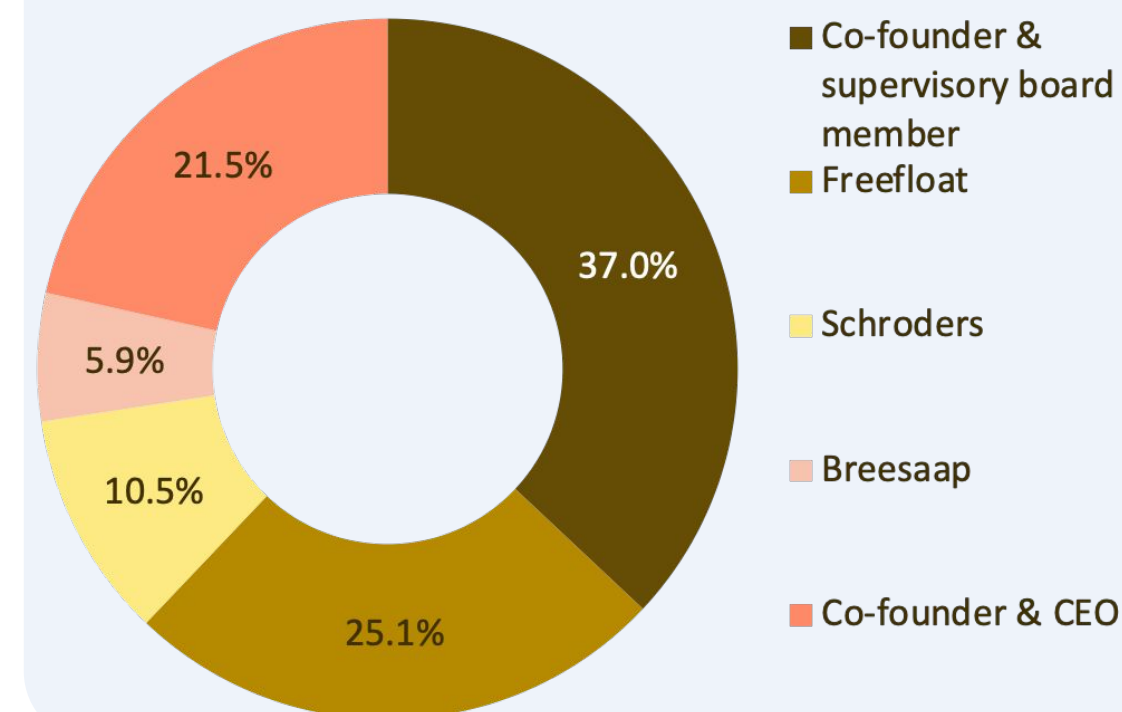
Funding to date:

- ✓ **Equity platform:** ~€ 250 million in equity funding, through a combination of private placements, an accelerated bookbuild and founders investments
In Q4 2022, Schrodgers' infrastructure fund invested €75m in equity, became a board member, and long-term partner in our target of 1,000 stations by 2030
- ✓ **Retail bond platform:** >€ 300 million in retail bond funding
- ✓ **Cash level:** Current cash level of c.€95.5m (End of Q1 2026)
- ✓ **Bank Financing:** €200m in limited recourse debt for Belgium and Switzerland (€100m committed + €100m uncommitted accordion). ~€19 million has been drawn to date.

Current funding



Shareholding structure





Project Tico: adding another funding pillar for Belgium & Switzerland to support growth in 2026 and beyond

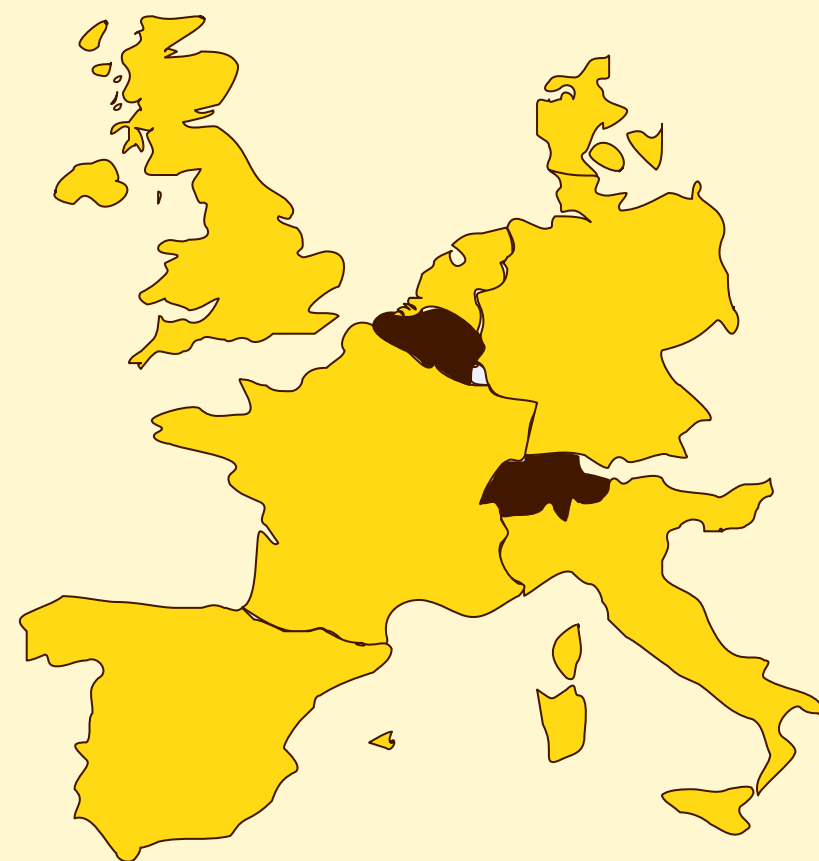
Facility



In January 2026 Fastned closed a €200m limited recourse, green loan facility, **adding first institutional debt to the funding mix.**

- ✓ €100m committed + €100m uncommitted accordion facility for expansion in other markets
- ✓ All-in rate lower than the retail bonds
- ✓ 3 year availability period
- ✓ Bank financing of this nature has become available to CPOs who have a strong business case and competitive positioning in the market
- ✓ The rigorous diligence process required and confidence of infrastructure lenders is a stamp of approval on Fastned's future growth

■ Tico perimeter ■ Other active markets



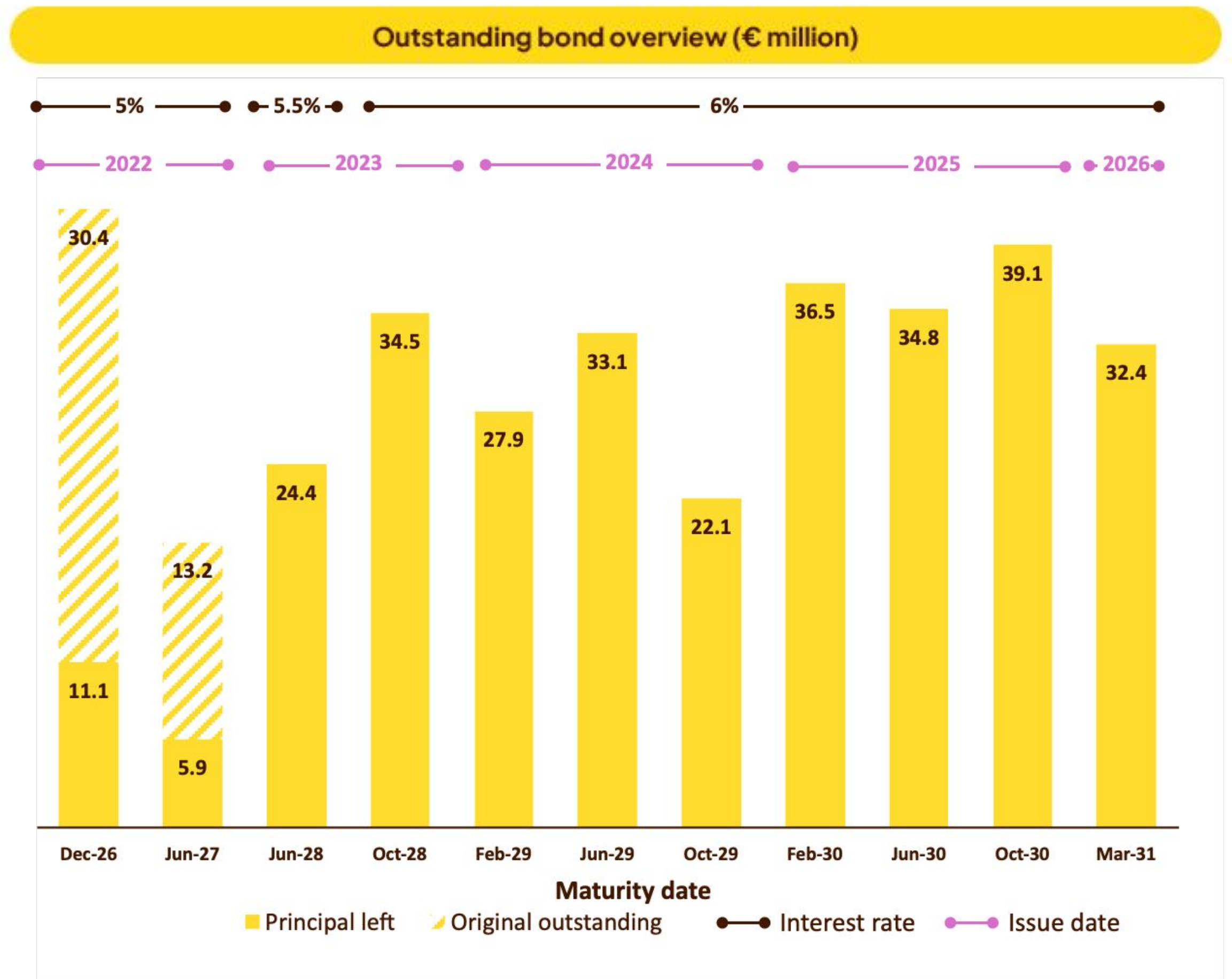
Syndicate





Outstanding bonds overview

- €302m in bonds outstanding following first tranche of 2026 at €32m
- Current issuance pace at **3 rounds per year**
- Allowing for funding **without financial covenants**
- **10,000+ bond investors** currently, adding on average ~850 new investors per new issue
- >50% of maturities are extended on average





Key operating data – Netherlands and Germany

The Netherlands

Germany

	2018	2019	2020	2021	2022	2023	2024	2025	Q1 2026
Period end BEV penetration	0.5%	1.2%	2.0%	2.8%	3.7%	4.9%	5.9%	7.0%	7.2%
Sessions per station per day (ave for the period) (A)	8.6	15.2	15.9	22.5	36.4	50.3	57.3	65.3	78.1
Average charge speed (kW) (B)	35	39	43	48	56	61	63	67	65
Charge time (min) (C)	22	24	24	23	23	22	22	21	22
kWh per session (A x B / 60 min = D)	13	15	17	19	21	23	23	24	24
kWh per station per day (A x D)	112	235	272	419	762	1,136	1,329	1,561	1,890
Number of stations period end	77	98	105	132	151	168	181	184	184
Period end BEV penetration	0.2%	0.3%	0.6%	1.3%	2.1%	2.8%	3.3%	4.3%	4.5%
Sessions per station per day (ave for the period) (A)	2.3	4.1	4.5	8.9	16.1	23.5	27.3	26.7	28.9
Average charge speed (kW) (B)	28	51	57	54	59	64	70	75	76
Charge time (min) (C)	26	30	29	30	31	31	30	29	29
kWh per session (A x B / 60 min = D)	16	25	28	27	31	33	35	36	36
kWh per station per day (A x D)	37	103	125	242	493	783	945	963	1,038
Number of stations period end	8	15	18	31	37	39	42	54	54



Key operating data – Belgium and United Kingdom

	2018	2019	2020	2021	2022	2023	2024	2025	Q1 2026	
Belgium	Period end BEV penetration			0.5%	0.9%	1.5%	2.2%	4.0%	7.0%	7.8%
	Sessions per station per day (ave for the period) (A)			1.4	8.0	25.0	42.1	49.6	52.8	61.9
	Average charge speed (kW) (B)			60	61	68	71	72	74	70
	Charge time (min) (C)			25	24	24	24	24	24	25
	kWh per session (A x B / 60 min = D)			25	25	27	29	29	29	30
	kWh per station per day (A x D)			36	197	681	1,219	1,442	1,539	1,827
	Number of stations period end			1	9	18	24	36	52	52
United Kingdom	Period end BEV penetration			0.6%	1.2%	1.9%	2.7%	3.7%	4.9%	5.2%
	Sessions per station per day (ave for the period) (A)			2.9	6.0	19.0	26.3	30.8	28.0	30.1
	Average charge speed (kW) (B)			30	34	42	47	47	54	52
	Charge time (min) (C)			38	42	40	39	40	36	36
	kWh per session (A x B / 60 min = D)			19	24	28	30	31	33	31
	kWh per station per day (A x D)			54	142	526	798	964	911	933
	Number of stations period end			6	8	11	20	30	37	38



Key operating data – France and Fastned Total

	2018	2019	2020	2021	2022	2023	2024	2025	Q1 2026
France	Period end BEV penetration			1.0%	1.6%	2.3%	3.0%	3.8%	4.1%
	Sessions per station per day (ave for the period) (A)			0.7	7.5	17.7	28.5	36.3	35.8
	Average charge speed (kW) (B)			54	59	64	65	70	67
	Charge time (min) (C)			30	29	29	29	28	29
	kWh per session (A x B / 60 min = D)			27	29	30	31	33	32
	kWh per station per day (A x D)			19	218	538	897	1,184	1,145
	Number of stations period end			6	23	38	44	59	60
Total	Period end BEV penetration		1.3%	2.1%	2.9%	3.9%	4.9%	6.0%	6.4%
	Sessions per station per day (ave for the period) (A)		12.5	15.5	26.0	39.9	45.8	49.5	55.6
	Average charge speed (kW) (B)		43	49	56	61	64	69	66
	Charge time (min) (C)		24	24	24	24	24	24	24
	kWh per session (A x B / 60 min = D)		18	19	22	25	26	27	27
	kWh per station per day (A x D)		220	301	583	986	1,186	1,335	1,506
	Number of stations period end		131	188	244	297	346	406	414



Q & A