



Kiewit

EV MARKET SITUATIONAL REALISM

An Integrated Design-Build Firm's Perspective

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EV MARKET FRAGMENTATION



330,000,000 End Users

BY THE NUMBERS

3,000+

Load-Serving Power
Generators

3,500+

Governing Bodies

9,000+

Jurisdictional Authorities

45+

Equipment Manufacturers

PROJECT PATHWAY

LACK OF FAMILIARITY



AESTHETICS



ZONING CONFLICTS



GRID CONNECTION



CURBSIDE CHARGING



DELIVERY METHOD



EQUATION FOR SUCCESS...

$$1 + 1 = 2$$

- **Clear alignment of project stakeholders (Owner, Jurisdictions, Utilities, Consultant, Contractor)**

- **Have the right trusted advisor with intimate knowledge of Utilities and Infrastructure Markets**

- **Stakeholders treat each other as partners**