

## EV Charging Station management with enhanced privacy provisions

### PROBLEM AND NEED

- There is limited interoperability between electric vehicle charging stations of different owners.
- Drivers need to sign up with different platforms to charge in stations managed by different owners.
- User private data are dispersed during each transaction that can pinpoint users' daily itineraries.

**Charging an electric vehicle in different locations is unnecessarily complex!**

### SOLUTION



EV Charging Station management software based on Open Charge Point Protocol (OCPP) and **Quorum blockchain** with provisions to protect drivers' private data.

### BUSINESS MODEL

**Type:** Software-as-a-service to Charging Station owners. Mobile app for drivers



**Revenue Model:** Commission on transactions, Freemium subscription model for charging station owners.

### MARKET

- In Greece, Electric car sales are expected to grow from 0.4% of total annual sales in 2019, to 10% in 2024 and to 30% of total annual car sales of 2030.
- In Europe, EV charging transactions are expected to grow from € 3.6 bn in 2018 to € 18.1 bn in 2023
- Globally, 1.6 million new charge points were installed in 2018. This meant an increase of total active charge points from 3.6 million points in the end of 2017 to 5.2 million points in the end of 2018. (+44% within a year) Source: [IEA.org](https://www.iea.org)

### COMPETITION

**Software providers** for EV charging stations.



### KEY ADVANTAGES

- Maximum Interoperability among charging stations from different manufacturers with **OCPP** and **OCPI** protocols.
- Users can **acquire charge tokens** through their energy supplier contracts and pay for charging sessions with their token wallet (without inputting credit card details for each transaction)

### TEAM



**Christos Stefanatos, CEO** [in](#)

Experience in Renewable Energy investment Company, Engineering & Finance background.



**Vassilis Karavas,**  
Partner & Strategy Lead [in](#)

Experienced asset manager in Alternative Investments, portfolio of decarbonization ventures

### ACCOMPLISHMENTS AND STATUS

- Received €200,000 grants and awards from **EIT Climate KIC**, People's Trust, H2020
- **Partnerships** with multiple EV Charging Station Vendor
- **Collaboration** with Heron SA, largest private energy supplier in Greece.
- **40 Charging stations** under management, generating revenue.

### NEXT STEPS

Currently raising €500k seed financing round to set up business development teams in Romania, Cyprus North Macedonia and enhance smart charging functionality of the app.

Metric / End of	2021	2022	2023	2024	2025
Charging stations #	136	306	1111	3655	5396
Users #	4,000	12,000	25,000	55,000	100,000
Revenue (€ 000)	62	136	478	1,566	2,467
EBITDA (€ 000)	-281	-233	-137	417	735

### CONTACT

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