

# Delivering EV Infrastructure: Commercial Models for a Maturing Market

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## Who we are



Independent

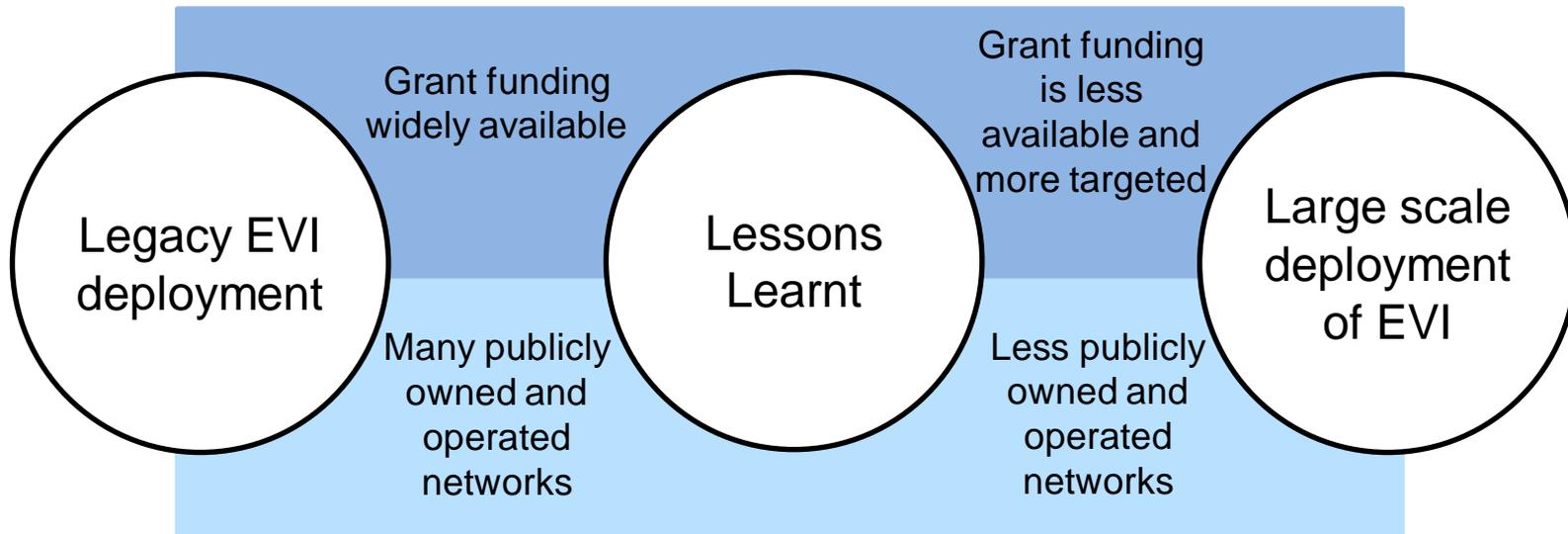


Not-for-profit



Experts

## Background



## Commercial Models

Own and Operate	Public-Private Commercial Partnership		Land Lease
	External Operator	Concession	
<ul style="list-style-type: none"> <li>Highly involved</li> <li>All costs covered by host</li> <li>Host retains ownership, control, responsibility, risk and revenue</li> </ul>	<ul style="list-style-type: none"> <li>Flexible commercial arrangement</li> <li>Shares costs, risk and revenue</li> <li>Medium-high risk and revenue</li> </ul>	<ul style="list-style-type: none"> <li>Low risk</li> <li>Host retains no control over EVI installed</li> <li>All costs covered by service provider</li> <li>Host receives a defined payment over a defined time period</li> </ul>	
	<ul style="list-style-type: none"> <li>High Control</li> <li>Host retains revenue</li> </ul>	<ul style="list-style-type: none"> <li>Long contract terms</li> <li>Subject to CCR16 if valued above £4.1m</li> </ul>	

## Heads of Terms - Concession

Term (Length)	Sites	Asset Ownership	Tariff Administration
<ul style="list-style-type: none"> <li>• Sufficient to allow service provider to profit.</li> <li>• Avoid host being locked into long contracts.</li> <li>• Possible 8-20 years.</li> </ul>	<ul style="list-style-type: none"> <li>• Ensure EVI is deployed in line with host strategy.</li> <li>• Host to provide a list of any required sites.</li> <li>• Host provides target areas/zones.</li> <li>• Include change protocol.</li> </ul>	<ul style="list-style-type: none"> <li>• Host to offer existing assets.</li> <li>• Service provider not required to take on existing assets.</li> <li>• Ensure local connections are owned by host at end of contract at no cost.</li> </ul>	<ul style="list-style-type: none"> <li>• Service provider has control of tariffs.</li> <li>• Ceiling is agreed between parties with reference to energy cost.</li> </ul>

## Example

<b>Model</b>	<b>Concession</b> <ul style="list-style-type: none"> <li>Multiple concessionaires to improve network resilience</li> </ul>
<b>Funding sources</b>	<b>Public and private</b> <ul style="list-style-type: none"> <li>Concession allows LA to access grant funding and private investment</li> </ul>
<b>Term</b>	<b>As low as possible</b> <ul style="list-style-type: none"> <li>Lower risk to the LA</li> </ul>
<b>Sites</b>	<b>Provide a list of sites and leverage estate</b> <ul style="list-style-type: none"> <li>Ensures demand is met in areas of requirement</li> <li>Provides an immediate income stream for concessionaire</li> </ul>
<b>Asset Ownership</b>	<b>Retain ownership at the end of contract</b> <ul style="list-style-type: none"> <li>Ensures continuity of service and the ability to switch to a new supplier at end of contract</li> </ul>
<b>Tariff Administration</b>	<b>Terms of contract to allow for certain tariff controls</b> <ul style="list-style-type: none"> <li>Ensure competitive and fair prices for end-users, without constraining the ability to change tariffs quickly to respond to circumstances</li> </ul>



**THANK YOU FOR LISTENING –  
ANY QUESTIONS?**



**Independent**



**Not-for-profit**



**Experts**

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