

Delivering EV Infrastructure: Commercial Models for a Maturing Market

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Who we are



Independent

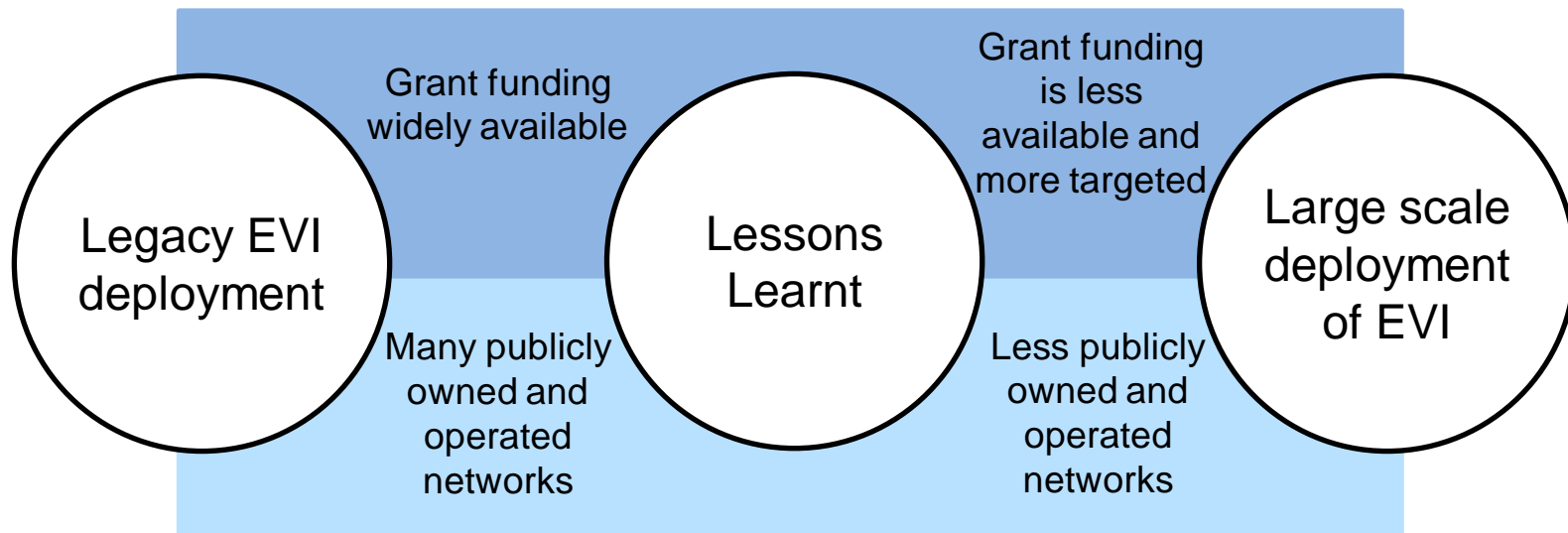


Not-for-profit



Experts

Background



Commercial Models

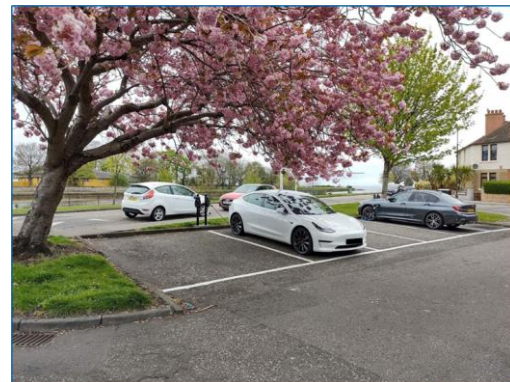
Own and Operate	Public-Private Commercial Partnership		Land Lease
	External Operator	Concession	
<ul style="list-style-type: none"> Highly involved All costs covered by host Host retains ownership, control, responsibility, risk and revenue 	<ul style="list-style-type: none"> Flexible commercial arrangement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

Heads of Terms - Concession

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

Example

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



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



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Not-for-profit



Experts

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