

Renewable Partnerships

Fully & Part Funded Electric Vehicle (EV)
Charging Solutions for your Business

Partner options





Electric Vehicle (EV) Charging

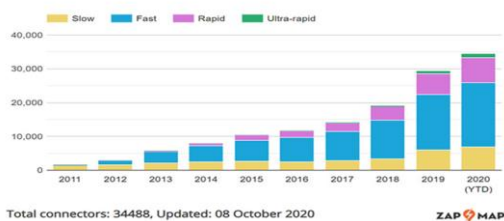
Executive Summary

As the EV component of Car Ownership grows, customers and clients will come to assume that EV charging will be available at all destinations and that usage/ payment will be in line with widely accepted norms.

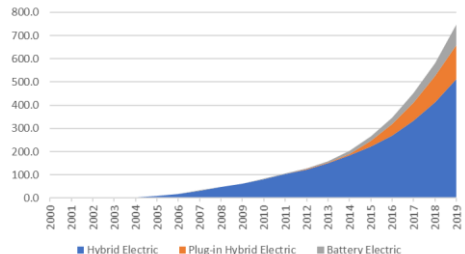
Every year around 60,000 new cars are sold in Northern Ireland and 120,000 in ROI. Belfast will fall into line with the UK objective of 100% EV new car sales by 2030. The Dublin government has set a target to deploy 950,000 electric cars on ROI roads by the same date.

- EV Drivers will no longer be 'early adopters' but a mainstream and growing component of your client base
- Albeit that 'range anxiety' will dissipate, drivers will seek top-up charges when they are able
- Charging payment will be undertaken by Apps and corporate 'fobs'. EV Drivers will assume that their normal payment method is available at all sites
- Charge Points need to be able to work across all vehicle brands
- Charge Points need to be visible on charge-locator apps and associated web-sites
- EV industry 'norms' assume that EV Charger power will be from renewable sources

Number of public charging points by speed (2011-to date)



Electric Vehicle Growth by type



ABOUT RENEWABLE PARTNERSHIPS LTD

We are a Belfast based business specialising in the development of energy cost reduction and the promotion of low carbon solutions where feasible. We have established relationships with suppliers across the Irish Market, North and South. We broker over 300,000,000 electricity units and 145,000,000 gas units a year. We have developed a series of products to help organisations aiming at 'Future Net Zero' of which EV charging is one.

It's all about Partnerships - and a Profit Opportunity for your business

Aware of the growing importance of EV charging to our clients we sought partners to facilitate a solution. Albeit that self-financed EV Chargers represent a potential profit opportunity for a business, wider factors will impact whether that viability will be realised. The unknown speed to EV market growth has made ROI (Return on Investment) models hard to calculate and maintenance/ promotional costs difficult to nail down.

We therefore have identified that a **profit share, fully funded, partnership model is available** for many of our clients.



Electric Vehicle (EV) Charging

Success Criteria

- **Rapid** (transit) chargers from 40 kWh upwards, all public facing, available to give an 80% charge in 30 – 20 minutes.
- **Fast** (destination/convenience) fast chargers, either public facing or “fleet” (e.g. available to a company’s employees) typically from 7.6 kWh to 22 kWh AC and 24kWh DC, designed to give a 75% charge in 2 – 3 hours for AC and around 1 hour for DC.
- **“Domestic”** (home) chargers between 3.6 kWh and 7.2 kWh, designed to “trickle charge” overnight at cheap rates of electricity.

Destination Charging

These suit

- shopping malls, hotels and restaurants, sports clubs, hospitals, supermarkets, where the public spend a couple of hours
- Medium sized towns where the current infrastructure does not afford Rapid charges because:
 - Not enough footfall
 - Local electricity infrastructure ‘substandard’



What’s in it for me?

A Fully/Part/Client Funded – Correctly Specified – Commercially Beneficial – App and Web Map integrated – Insured - Maintained – Updated - EV Solution

Customer Benefits - expectations from your customers will change

- EV Charge Points will become an assumed norm similar to WiFi or tyre air pumps
- EV drivers will plan longer journeys around their ability to access EV Charge Points
- EV Chargers will extend the dwell times of customers in your business, so increasing the opportunity for merchandising and increased sales
- EV Drivers will research and use businesses which can meet their need for vehicle re-charging
- The EV Charger is continually updated so ensuring compatibility with EV introductions and revisions.
- EV Chargers will future-proof your business, increase foot fall and enhance merchandising opportunities.

Commercial Benefits

- Potentially Fully Funded enhancement of your business premises
- 5% profit share on all transactions
- No Capital Investment option often available

Reputational Benefits

- Enhanced credibility among Green-Orientated Clients
- Alignment with customer/client green objectives Example: M&S Plan ‘A’
- Contributing to ‘Future Net Zero’ initiatives



WHAT WE DO



- Initial inquiry and discussion
- Initial desktop site survey – key investment criteria checked
- Concept presentation
- You agree to appoint Renewable Partnerships Ltd to obtain Fully-Funded Charging Options for your organisation
- **£185 application and management fee** due to Renewable Partnerships
- We undertake a survey of your site to include:
 - Current Electricity Supply and Tariff
 - Substation Proximity and Grid impact
 - Location of Supply within premises
 - Preferred Location of Charging Bays
 - Submission to Funding Partners:
 - Site Map
 - Location
 - Photographs
 - Client Agreement
 - Summer/ Winter Electric Bill
- Financial Assessment and Solution:
 - Review of Competitor Sites
 - Review of Traffic Volumes
 - Review of Dwell Time/ Business Type
 - Review of Grid
 - Review of Costs – Ground Works
 - Review of Costs – Electrical
 - EV supplier decide and authorize next steps
 - We feed back – options – reasoning and contracts

Fully Funded DC
50-150 Kw
Ultra & Rapid Charge
Unit

Landlord Lease
Own MPRN
Zap Maps
App/ Web Location
Fully Maintained
Profit Share

Fully Funded AC & DC
24-50 Kw
Fast Charge Unit

Concession-Agreement
Own MPRN
Zap Maps
App/ Web Location
Fully Maintained
Profit Share

Fully Funded AC
7-24 Kw
Fast Charge Unit

Concession-Agreement
Supply via Client MPRN
Zap Maps
App/ Web Location
Fully Maintained
Profit Share

Client Funded
7-50Kw AC & DC

Supply via Client MPRN
Zap Maps
App/ Web Location
Remotely Maintained
Choice of O&M or O&E
Management Solutions



Fully Funded

- Site location meets footfall and dwell times requirements
- Location is viable for an installation with options for future expansion *
- Capital Investment is covered 100% by partner.
- No management fee and 5% profit share

Part Funded

- Site location fails footfall and/or dwell times requirements
- Location is not viable for a fully-funded installation
- Capital Investment is part-covered by partner and part-covered by client. *
- No management fee and 5% profit share

Client Funded

- Client prefers to own installation
- Client agrees to EV charger compatible with partner ‘back-office’ and management system
- Partner specs charger and ensures that compatible software is loaded to appliance. Appliance software tested to allow billing, remote re-sets, fault monitoring and consumption measurement.
- Investment is covered by client. Renewable Partnerships receives survey fees from client
- Partner installs EV Charger to prepared site. Assistance with site preparation available
- Monthly management fee deducted from EV charging revenues

Description of service package	BRONZE	SILVER	GOLD
On boarding - set up installation on Suppliers back office cloud solution, access to Plug-N-Go app., open administration account in site owner’s name	✓	✓	✓
Back office annual licence fee	✓	✓	✓
SIM connectivity	✓	✓	✓
3 rd party liability insurance	✓	✓	✓
24/7/365 Customer helpline	✗	✓	✓
Supplier quarterly reconciliation of revenue to sessions report, prepare usage report for site owner and transfer funds	✗	✗	✓
Annual preventative maintenance plan	✗	✗	✓
Monthly fees	£65	£75	£110

Note 1 : Bronze and Silver subscribers will have revenue paid directly to their nominated bank account by the relevant card processor and will have read only rights to the cloud based back office, in order to reconcile the figures. The Supplier will undertake this function for Gold subscribers.

Note 2 : Insurance cover is for third party liability only. Hardware insurance is the responsibility of the site owner.

Note 3 : Annual Preventative Maintenance includes : inspection by qualified electrician ; cleaning charge unit inside and out; check RCDs trip satisfactorily; check earthing; undertake back-office re-set; check shell seal ; issue annual safety certificate (for insurance purposes). The cost of parts and labour outside the manufacturer’s warranty period will be payable by the site owner.

Note 4 : O&M and O&A services include access to Supplier’s network of roaming partners for increased access to the charging network

Note 5 : If a site owner installs further charge points at the same site, in the name of the same legal entity, the quoted fees will be reduced to reflect the easier onboarding procedure. Also the onboarding fee element will not be charged when renewing the agreement at the end of the term.



THE INSTALLATION

Right Sized Solution
Established

- Our partners will indicate which fully funded option they would be willing to fund – see previous points
- Legal and Maintenance Agreements dispatched

Legal Agreement

- The scale of the investment required will determine which legal agreement is required. This will either be a **concession agreement** or **lease**
- DC Ultra 50 – 150 KW will require a Lease
- AC 7 – 50 Kw and DC 24Kw can make use of a Concession Agreement

Installation

- We then agree a time table to :
 - Grid Connection (as appropriate) or Charger use meter (Client MPRN)
 - Infrastructure, including
 - Charger
 - Signage
 - Bay Marking
 - Lighting
 - Execution of charge point mapping services and on line promotion

Maintenance and
Management

- Our Partners are responsible for the maintenance of the installation :
 - Payment receipt, customer billing queries and payment mechanisms
 - Upkeep, including
 - Presentation
 - Function and error rectification
 - Legislative Updates
 - Insurance
 - Regular Safety Checks
 - Software upgrades as new cars launch
 - Integration with navigation platforms
 - Partnership with All-Star fleet users
 - Online marketing promotion



NEXT STEPS

- Enclosed with this document are two copies of our business agreement – before we can act on your behalf we need to be appointed as your brokers for a Fully Funded EV installation
- Part of this agreement is a 'Letter of Authority' (LOA) which will enable us to gather usage and billing information relating to your organisation.
- We would be happy to share this usage and billing data with you as it may reveal information about your business that you were unaware of.
- We will respond to you with the EV Viability Analysis which will include a recommendation of the most appropriate partner
- Once you have signed the relevant concession agreement or lease we will manage
 - Grid connection application where relevant
 - Scheduling of site works
 - Scheduling of electrical works
 - Installation and commissioning of unit

COMMITTED TO QUALITY

Renewable Partnerships are a member of the TPI Code of Practice.

We value your custom and make a point of acting in a fully transparent and open manner.

- At the commencement of the installation process, Renewable Partnerships will charge you a **£485 brokerage fee and installation fee/ unit**
- The chosen partner will ensure that all updates, national registrations, safety checks and vehicle updates are maintained
- A 'watching brief' will be kept on the installation usage in case expansion becomes necessary as the EV market develops and matures

CONTACT RENEWABLE PARTNERSHIPS

If you would like further information or help regarding the models highlighted in this proposal, Renewable Partnerships would be delighted to hear from you using the details below:

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