



Charge point solution for

Quantum House

Ref: 1002203

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Who are **EVC**?



EVC was founded with the sole purpose of providing and installing **free EV charging points** to consumers across the UK.



EVC are backed and supported by well established renewable energy investment group **Oasthouse Ventures**, who have market leading expertise in renewable energy and decarbonisation projects with focus on developing businesses which have a positive impact on the world.



At EVC, our team brings together a wealth of **industry knowledge** and experience in renewable energy and car park management. Our aim is to become the **largest provider** of fast charging points.



Who are **our** partners?

OASTHOUSE VENTURES

Oasthouse Ventures are specialists in renewable energy and sustainable projects.

Ohme

The Intelligent EV Charger

Ohme are one of the leading suppliers of EV management software.

CTEK

MAXIMIZING BATTERY PERFORMANCE

CTEK is the global leader in battery charging and management solutions.



TRITIUM

Tritium is the market leader in the manufacture of rapid chargers.



The AA provide an exceptional customer care service for EV related enquiries.

EVC have brought together the leading experts within their field.

Future-proofing and sustainability is at the heart of everything we do, a sentiment reflected in the ethics of our partners.

Our mission

As the industry evolves at a rapid rate, we drive sustainable mobility by providing smart and scalable charging infrastructure and management software to **future-proof** your car park for the foreseeable future.



Spearheading the response to **electric vehicle growth** in the UK, enabling strategic EV charging access to all sectors for **FREE**.



Award-winning
EV charging
solutions



TOP
ELECTRIC AND HYBRID
VEHICLE TECHNOLOGY
SOLUTION PROVIDER 2021

Autotech Outlook

The benefits of using **EVC**



Smart design

All our products have a compact, simple, elegant design. They operate OCPP open charge protocol & BS EN 62196 Mode 1 or Mode 2 compliant.



Free solutions

Receive installation of brand new EV charge points at zero cost.



Dedicated consultant

You will be appointed a dedicated consultant with a wealth of industry knowledge and experience. Working in partnership to provide you with a bespoke package.



Longest service warranty

Any damages to the equipment are covered by EVC for the entirety of the agreement.



Optimisation reports

Our reporting software means we can manage the supply and demand of EV charge points on the development seamlessly. This ensures we can proactively increase chargers when required.



Market leading technology

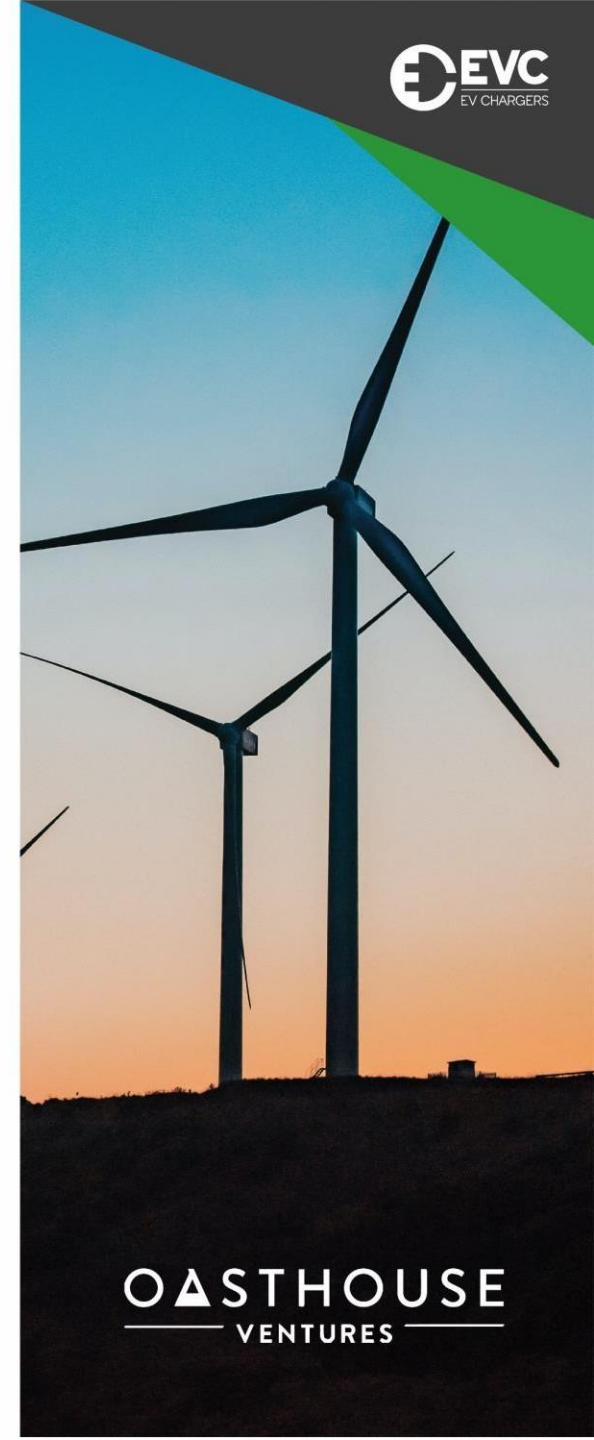
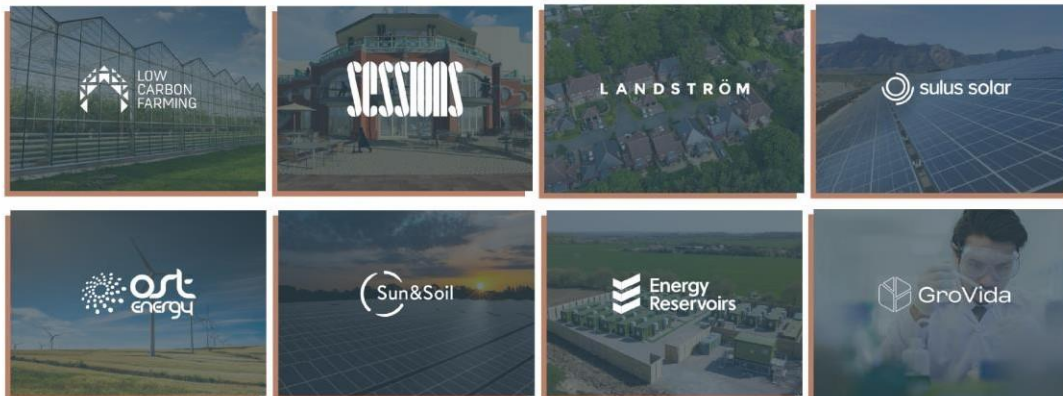
Manages payments and usage via our unique interface allowing for great customer experience. Our mobile app simplifies the charging process for users.

EVC's background

EVC are backed and supported by well-established renewable energy investment group **Oasthouse Ventures**, who have market leading expertise in renewable energy and decarbonisation projects and focus on developing businesses which have a positive impact on the world. Oasthouse Ventures boast a large portfolio of sustainable projects including:

- € 29 hectares of greenhouses capable of producing 12% of the UK's tomatoes with a 75% reduction in carbon footprint
- € 3 utility-scale UK solar projects and the largest solar module supplier in the world with over 15,000 employees
- € 20,000m² of high technology greenhouses. The **largest** in Europe.

Please see the projects below that Oasthouse Ventures are working on worldwide.



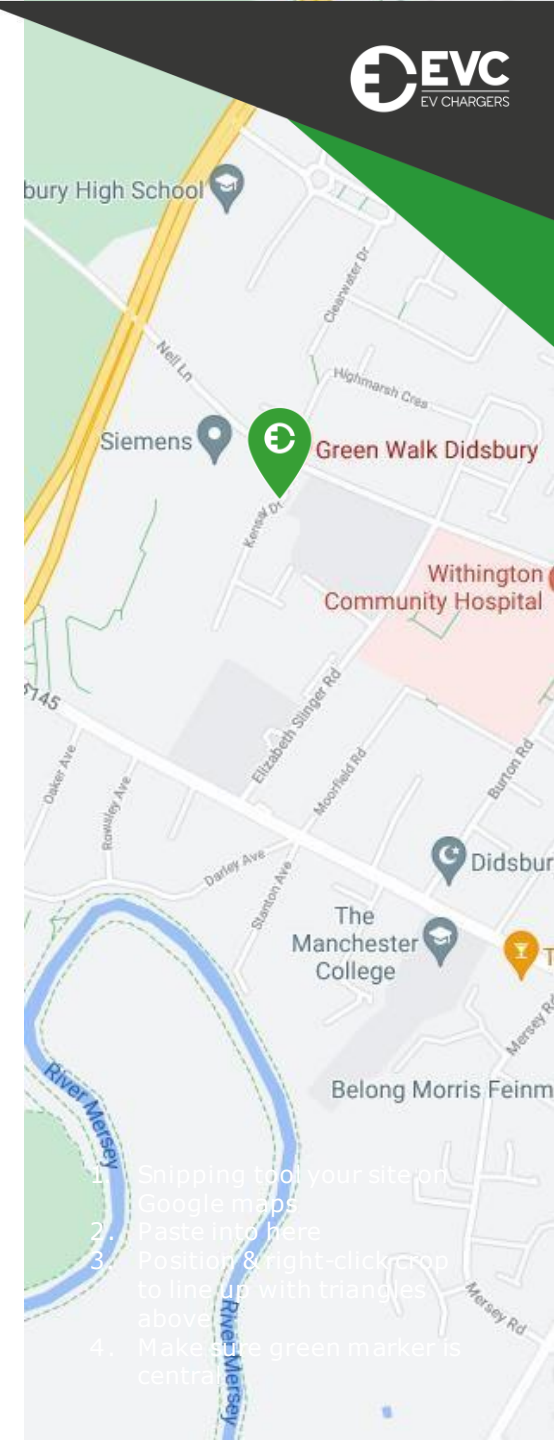


LOCATION

Site location

Address: Greenwalk Didsbury, Manchester M20 2NE

No. of Bays: Initial install of 2 bays with infrastructure for 2 further EV bays



1. Snipping tool your site on Google maps
2. Paste into here
3. Position & right-click crop to line up with triangles above
4. Make sure green marker is central

Site installation overview

The below map shows phase 1 at Quantum House FCFS, the green outlined area below demonstrates the initial 2 x EV charging bays of the install, and the red area is infrastructure for future installs.



 Active EV bays

 Passive EV bays

 Feeder pillar location

Installation specification

For phase 1 of the installation, we are installing the foundation base infrastructure for the development. This will meet the initial demand on site and encourage EV drivers to the site.

Installation and supply notes:

- Full civil work management
- 4 Bay cable infrastructure
- 1x 100A feeder pillar
- 6 x Cable charging lines
- 1x Dual EV chargers
- 1x Dual EV charging poles
- 1x Dual EV charging bases
- EVC electric charging signage
- Bespoke site management software





SITE SOLUTION

FULLY FUNDED

Site information

Site Notes: Quantum House requires a long-term installation and strategic management plan, that will keep up with the current uptake of EV vehicles in the UK, while future-proofing the site for the EV revolution.

Client Requirements:

Following our consultation and research, EVC has found there is a demand for EV charge points on site. Quantum House are looking to futureproof their parking facilities with state-of-the-art electric vehicle charging points whilst providing added value to tenants, staff members and visitors.

Key Benefits of the service:

Flexible management service

A solution is required where the installation & management of EV charging points is flexible throughout the agreement. A phased introduction of charging points will be implemented throughout to meet increasing demand.

Additional risk-free revenue

EVC offers a complete turnkey installation & management solution at your site and as part of this partnership, EVC offers our clients a land benefit income. Our income is generated from the usage of our charge points.





MEMBERSHIP PAYMENT

Membership **payment**

The membership solution has been developed specifically to support the residential sector to provide a sustainable charging solution for tenants, guests, regular customers and members of staff.

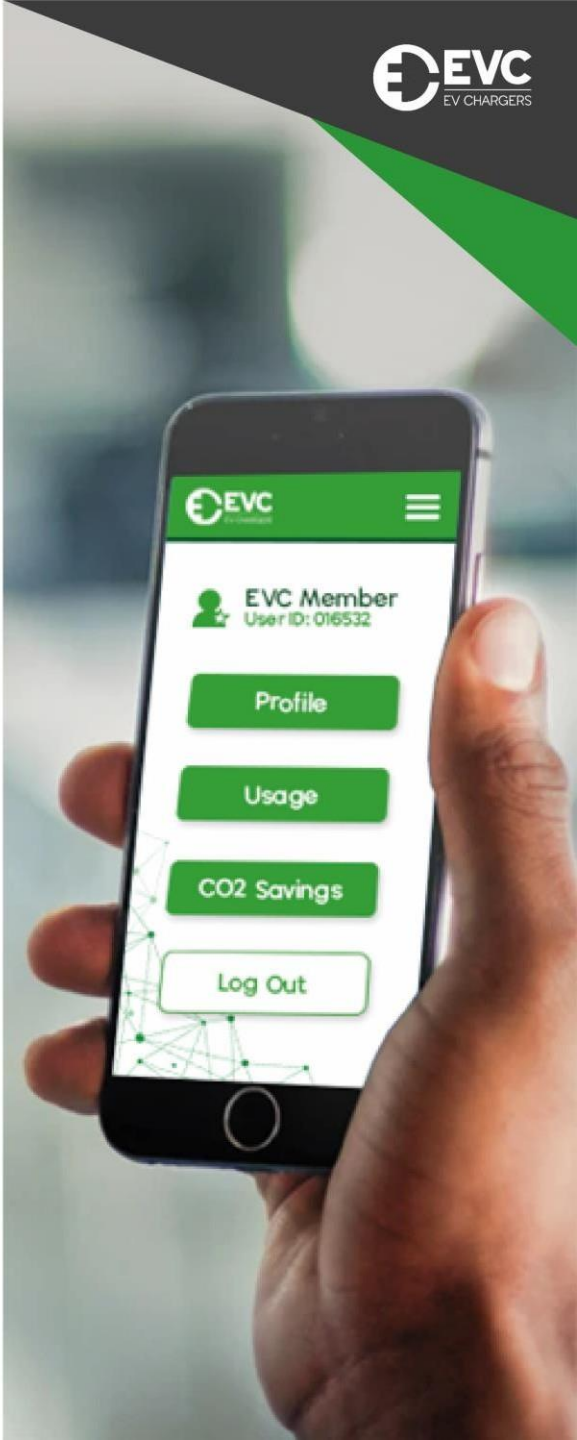
This solution is designed around ambitions to encourage the use of EV charging on site for their regular users on site.

Drivers can sign up to the EVC Membership Scheme, which will give them access to a reduced rate of electricity for a monthly subscription fee.

Key benefits:

-  Exclusive electricity rates
-  Personalised usage platform
-  Monthly industry newsletter
-  10 trees added to the Clean Air Project

All other external visitors and guests to the site, will be required to pay the standard rate of electricity.





FLEXI PAYMENT

Flexi payment

This payment method is best aimed at parking bays in large commercial car parks. Visitors, customers and members of staff (who are not part of the membership scheme) are required to pay a standard rate of electricity alongside a small connection fee for the use of the EV charge points.

EVC's chargers can be available on an open network, meaning that the charge points can be made accessible to external users. This will ensure your car park meets the demand for public EV charge points.

- € No monthly commitment
- € Competitive rate of electricity
- € Pay only for the electricity you use
- € Data insights into your charging history





FINANCIALS & PARTNERSHIP

Financials

When building our financial models, EVC always look from a users perspective. EVC takes great pride in providing the most sustainable and low cost tariff in the industry. Based on the site feasibility report, below are our indicative costs of charging an EV p/kWh at your site.

Membership payment users

Membership day electricity rate **£0.24 – 0.25 p/kWh**

Membership night electricity rate (if applicable) **£0.19 – 0.22 p/kWh**

Price of membership **£8.00 – 10.00 p/cm**

Flexi payment users

Site visitors and one off users of the charge points are required to pay a 'plug-in fee' when operating the charge point (outside the membership scheme).

Price of plug-in fee **£0.50**

Cost of electricity **£0.28 – 0.29 p/kWh**

*(EVC's Price Protection Policy) Prices will be confirmed once complete cost of installation has been finalised. Prices will reflect in line with CPI and Ofgem electricity price guidelines.



What should users expect?

EVC always have the end user in mind when we look at building our solutions. The below graphics demonstrate the competitive pricing we are proud to offer at your site via both the membership and flexi solution.

Membership day tariff

Charger speed	Charge time (Hours)	Miles per hour of charge	Rate of charge (p/kW)	Total cost
7kW	1	25	£0.24	£1.68
11kW	1	45	£0.24	£2.64
22kW	1	85	£0.24	£5.28

Membership night tariff (if applicable)

Charger speed	Charge time (Hours)	Miles per hour of charge	Rate of charge (p/kW)	Total cost
7kW	1	25	£0.19	£1.33
11kW	1	45	£0.19	£2.09
22kW	1	85	£0.19	£4.18

The below table outlines the average expected costings for electric vehicle users on the Flexi solution.

Charger speed	Charge time (Hours)	Miles per hour of charge	Connection fee per charge	Rate of charge (p/kW)	Total cost (Executing connection fee)
7kW	1	25	£0.50	£0.28	£1.96
11kW	1	45	£0.50	£0.28	£3.08
22kW	1	85	£0.50	£0.28	£6.16

Revenue share

Fast charging

As part of our solution, EVC offer a share of the revenue generated from the use of each charge point on site.

Once charge points reach an average level of optimisation of **10%**, clients will be entitled to a **20%** share of revenue generated from the electricity gross margin thereafter.

The table below helps to demonstrate the potential earnings as optimisation levels rise and more charge points are installed.

Year	Bay average utilisation	Number of bays	Revenue generated per year
1	15%	10	£1,496.00
5	20%	10	£2,879.00
10	25%	10	£4,264.00
15	30%	10	£5,650.00
20	35%	10	£7,036.00

*Optimisation is based on 11kWh charge speed

*All details subject to site survey



Our partnership

EVC are proposing a partnership opportunity to Quantum House on an initial **20-year** lease term. This ensures our client's assets are EV ready for the entirety of the pending revolution. Below are some of the key services and benefits that will be received throughout



Zero CapEx & OpEx associated to EV charging provisions for the entire contract term – this covers replacements, vandalism and a full maintenance package.



EVC will be providing expert consultancy and strategy management for the development, facilitating the required infrastructure and management as the demand for EV Charging increases.



Long term revenue streams can be generated through our land benefit scheme for the development.

Having EVC in place on a long-term partnership, allows our clients to have stress free electric vehicle charging solutions and focus on the day-to-day management of the development.



Clean Air Project

THE FUTURE MATTERS

As part of our ongoing commitment to reduce the amount of CO₂ in the atmosphere, we offer our clients the ability to reduce their carbon footprint as part of our Clean Air Project.

EVC's Clean Air Project pledges to **plant 10 trees** for every EVC membership sign up. This means by simply having our chargers installed and in use in your car park, your company is directly promoting and aiding the UK's fight against climate change.





CHARGING

Hardware partner **CTEK**

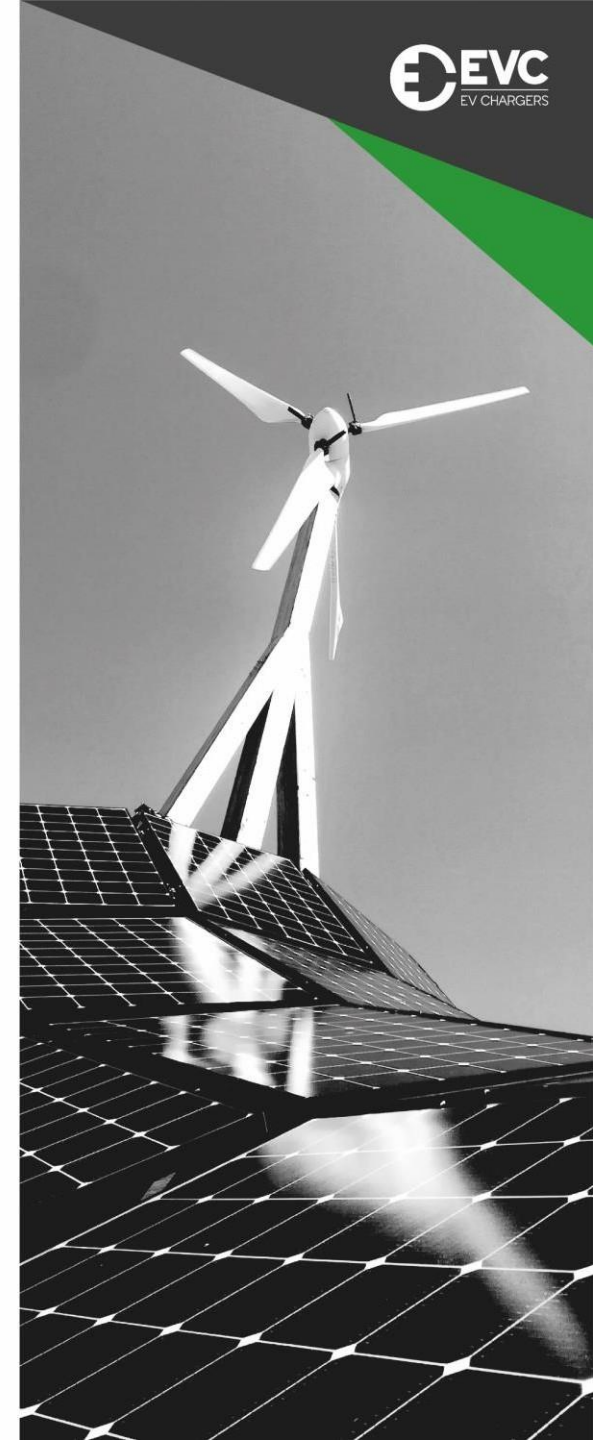
EVC are proud to be working in partnership with **Europe's leading manufacturer** of EV charge points, CTEK. As our provider of EV charge points, they have developed the EV charger market's **leading infrastructure** and are the best possible fit to the solutions EVC can offer.

With a strong focus on customer service and technical support across its distribution network, CTEK has a proven track record of delivering EV charge points across various clientele. This fits in with our solutions to help form the perfect partnership.

With over a **decade of experience** in the EV charger market and their continuous development in the **renewable energy** world, we plan to build a sustainable future together.

CTEK

MAXIMIZING BATTERY PERFORMANCE



Charger options

Chargestorm Connected

Chargestorm Connected is the market's most modern EV charge point in terms of safety, design and functionality. It is ideal for use in all sectors. Naturally, Chargestorm Connected meets all the technical safety standards required. The unit is available in several different variants regarding power and outlet/charging cable.

They are robust, aesthetically-pleasing and suitable for **all environments**. Designed to be physically compact, without compromising any of the **smart functionality**, its rugged case is designed for **high usage** and regular user changeovers and can also be wall or pole mounted.

- ⌚ Charging power 1.4kW-22kW (Single-phase 6A up to three-phase 32A)
- ⌚ Single or dual output, with type 2 sockets or solid charging cables
- ⌚ MID-approved energy meter
- ⌚ DC leakage detection
- ⌚ Load balancing

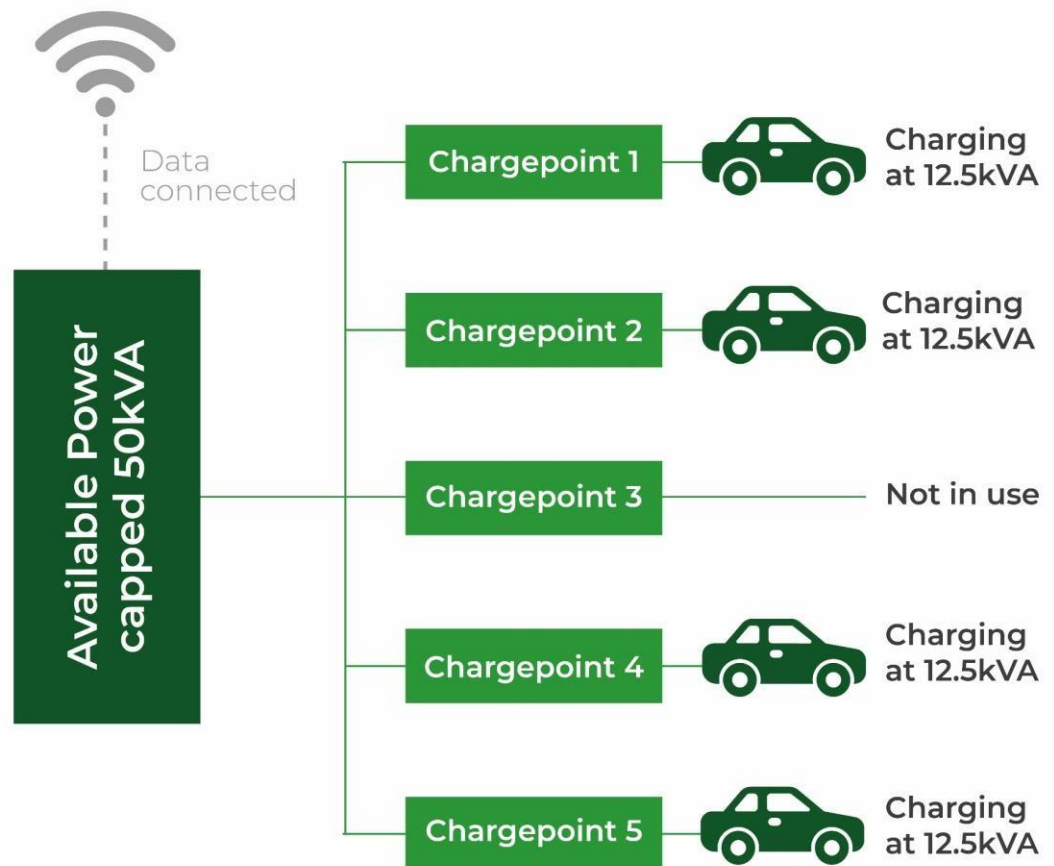


Active load balancing

Load balancing is SMART technology that is incorporated within our charging units.

An example of **active load balancing** in operation

An active load balancing system **controls the charging power to a group of charge points automatically** based on the maximum load set for the group. It prevents overload of incoming electricity supply and evenly distributes electricity to all the EVs that are charging simultaneously.



EVC software Ohme

EVC have partnered with the industries most advanced mobile app and software provider in the eMobility sector.

Ohme were brought to the market to speed up the global transition to renewable energy. The software platform has a full turnkey management system.

Ohme's software provides many unique opportunities, including:

- € Full charge history at your fingertips
- € Start/stop or schedule a charge
- € Integrated app to connect with your vehicle's API



Ohme
The Intelligent EV Charger



Mobile **app**

Our **EVC mobile app** provides users with an easy-to-use EV charge app. This allows users to:

- 1: Find your charge point
- 2: Start and stop charging
- 3: Easily pay after the charging session

Our app is available on chargers in Europe, Asia and the USA.

- € UK's first fully integrated app for your EV vehicle
- € Filter for pricing and power types
- € View charging progress
- € Navigation towards charge point locations worldwide
- € Find recent charge sessions
- € Online booking system
- € Track your CO₂ consumption



RFID card

Motorists who own an **electric vehicle** have the ability to sign up to our exclusive membership scheme.

This membership scheme entitles you to discounted charging rates and allows you to bypass the 'plug-in fee.'

Members can purchase a RFID card allowing them to use our charge points or they can continue to make payment via the app.

Members are able to deposit money into their EVC account. When payment is made by one of the two above options, the balance in their account is used to pay for the charge.

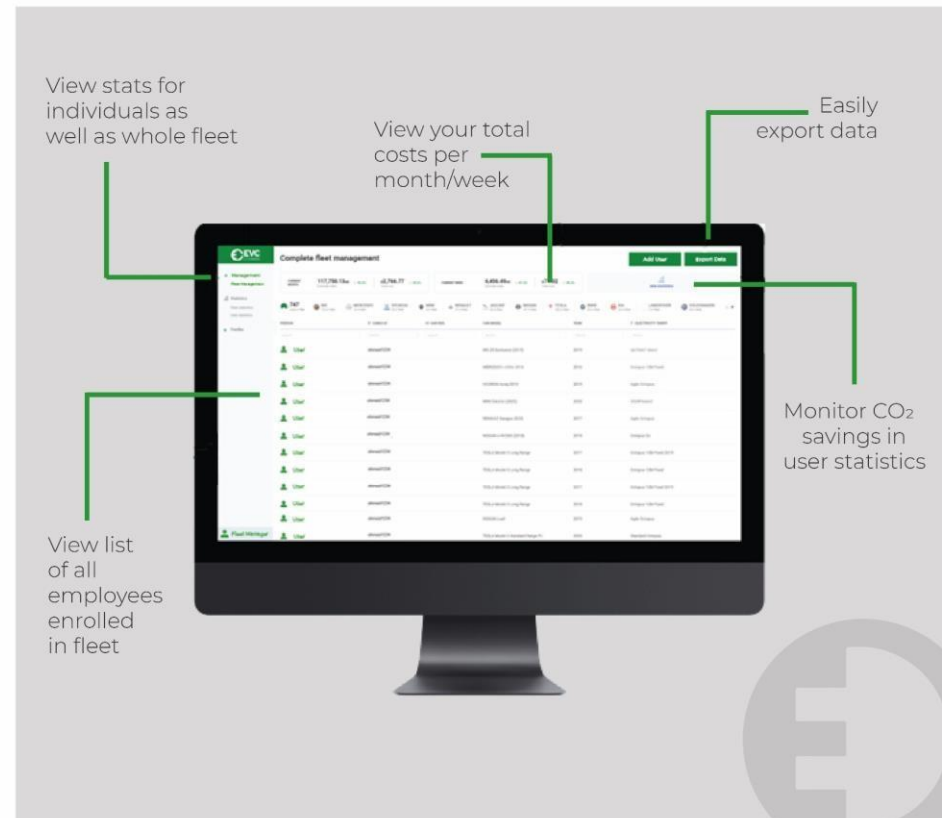


Software Site performance

This platform provides the client site performance data such as optimisation and use of electricity and the use of the bays, whilst we are able to statistically plan for future charge point installations.

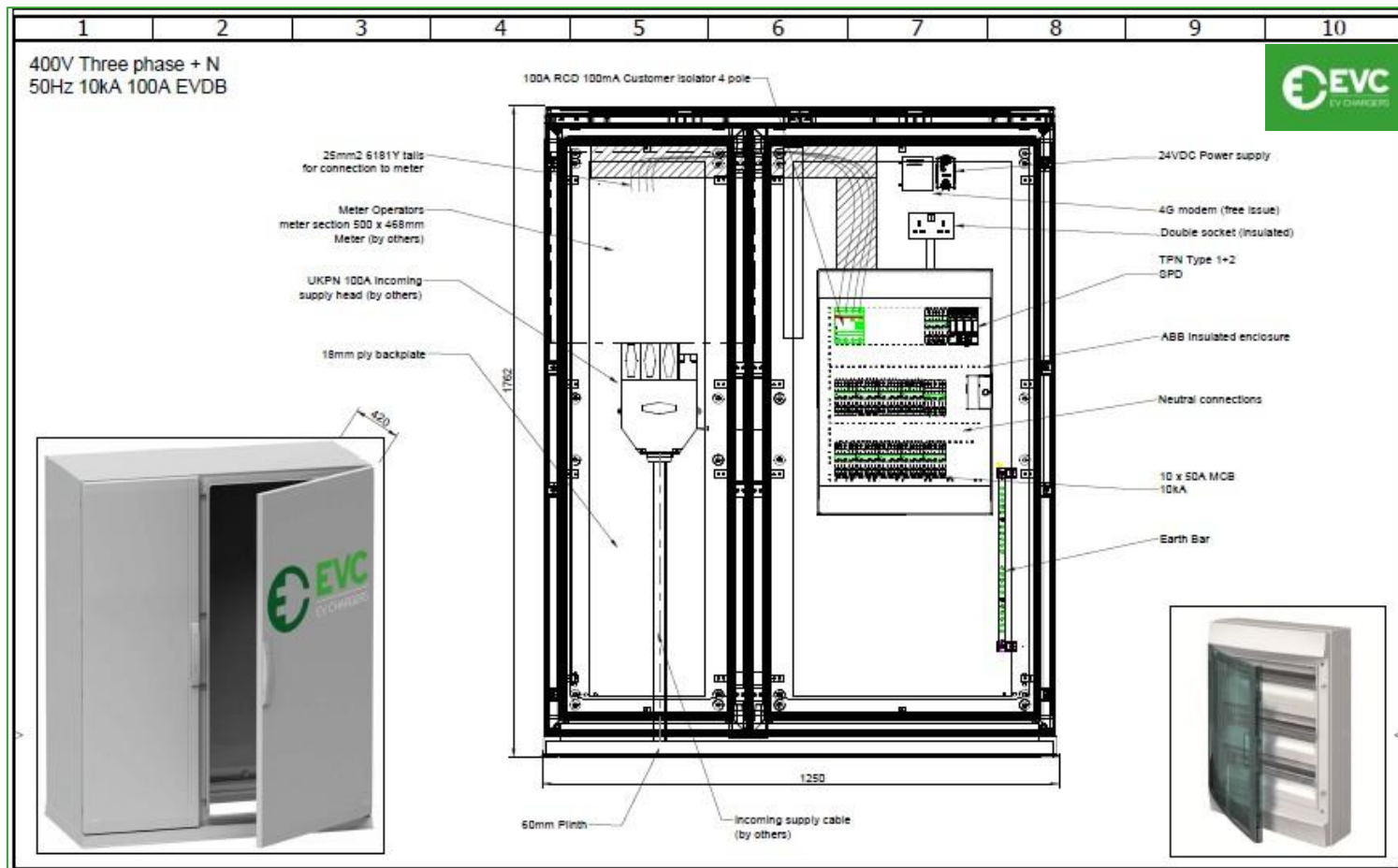
The site performance data is easy to manage and adjust, all the way from a charging network level down to a single charging point.

The platform also offers the possibility to setup wholesale EV charging billing rules for roaming purposes. This allows the operator of the charge network to define and manage wide variety of billing rules and tariffs for the use of its charge network by eMSPs.



Feeder pillar specification

Please see an example of the feeder pillar that will be installed at the site,
This manages all communication and power requirements for the chargers.



Site aesthetic

Below is an example of how a final install would look with **EVC's wall mounted chargers**.



Site aesthetic

Below is an example of how a final install would look with **EVC's pole mounted chargers**.





COMMUNICATION

Introduction

Communication to all clients is key to the introduction of EV charge points on site. EVC will provide:

- € Correspondence advising that EVC will be installing charge points on site including the date of the first install
- € A user guide for the use of charge points
- € Information for when a motorist purchases an EV
- € Any additional information that the client may require
- € Contact details

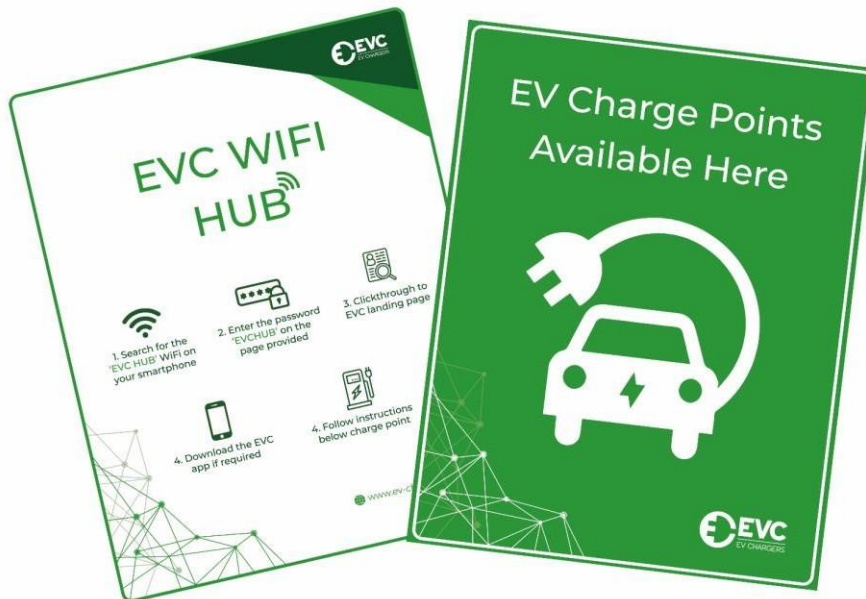


Signage

EVC will install and erect signage next to bays with EVC charge points.

This will help to stop non-EV motorists parking in those bays and prevent those bays from being 'ICED.'

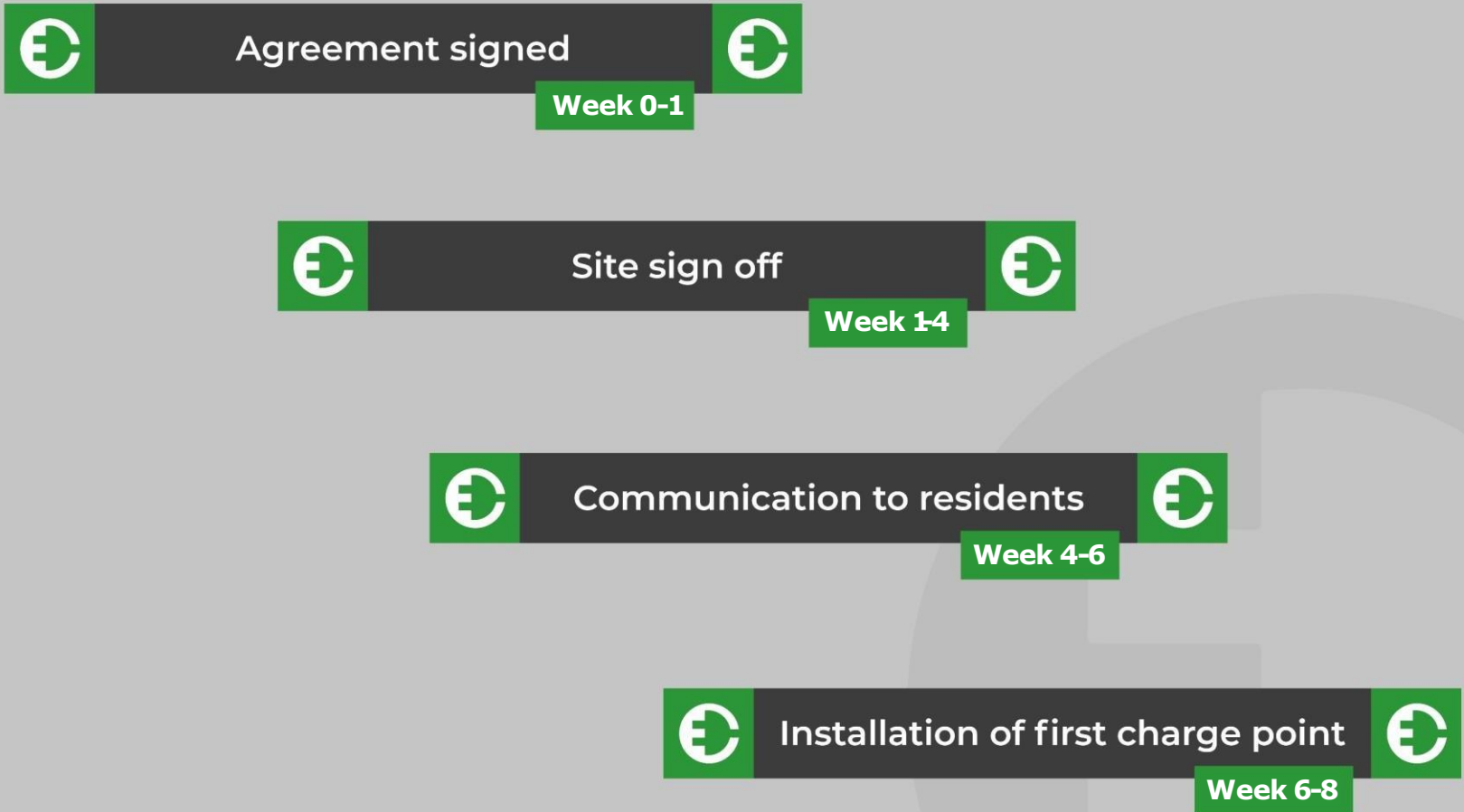
The signs will also include a brief summary of how to use the charger & payment methods, as well as the tariff.





IMPLEMENTATION

Timeline



Maintenance & after care

Once the charge points are installed our service does not stop there. All on going maintenance and servicing of the charge points will be carried out by EVC. There is **no additional cost** to you for this.

- € We have a **dedicated customer care team** that operate to assist all users of our charge points
- € Any updates or upgrades to technology relating to your charge points are provided as part of our **ongoing service**
- € Quarterly or bi-annual **communication & maintenance** is carried out by EVC
- € Your **dedicated consultant** will continue to stay in contact and assist with any ongoing queries
- € All charge points are monitored at **EVC HQ**



Customer **care**

EVC are partnering with the AA to provide market leading customer care for our users. With the support of the AA, EVC can provide their customers with many benefits.

- € Assist and educate drivers who have issues with charging their electric vehicle
- € Help with account set up, general questions or RFID cards
- € Keep the infrastructure working by highlighting issues, so an onsite fix can be made
- € Provide telephone-based fixes when issues arise
- € Starting and stopping chargers, when drivers are stranded
- € Updating a range of back office solutions like ZapMap, ensuring drivers know what chargers are operational





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