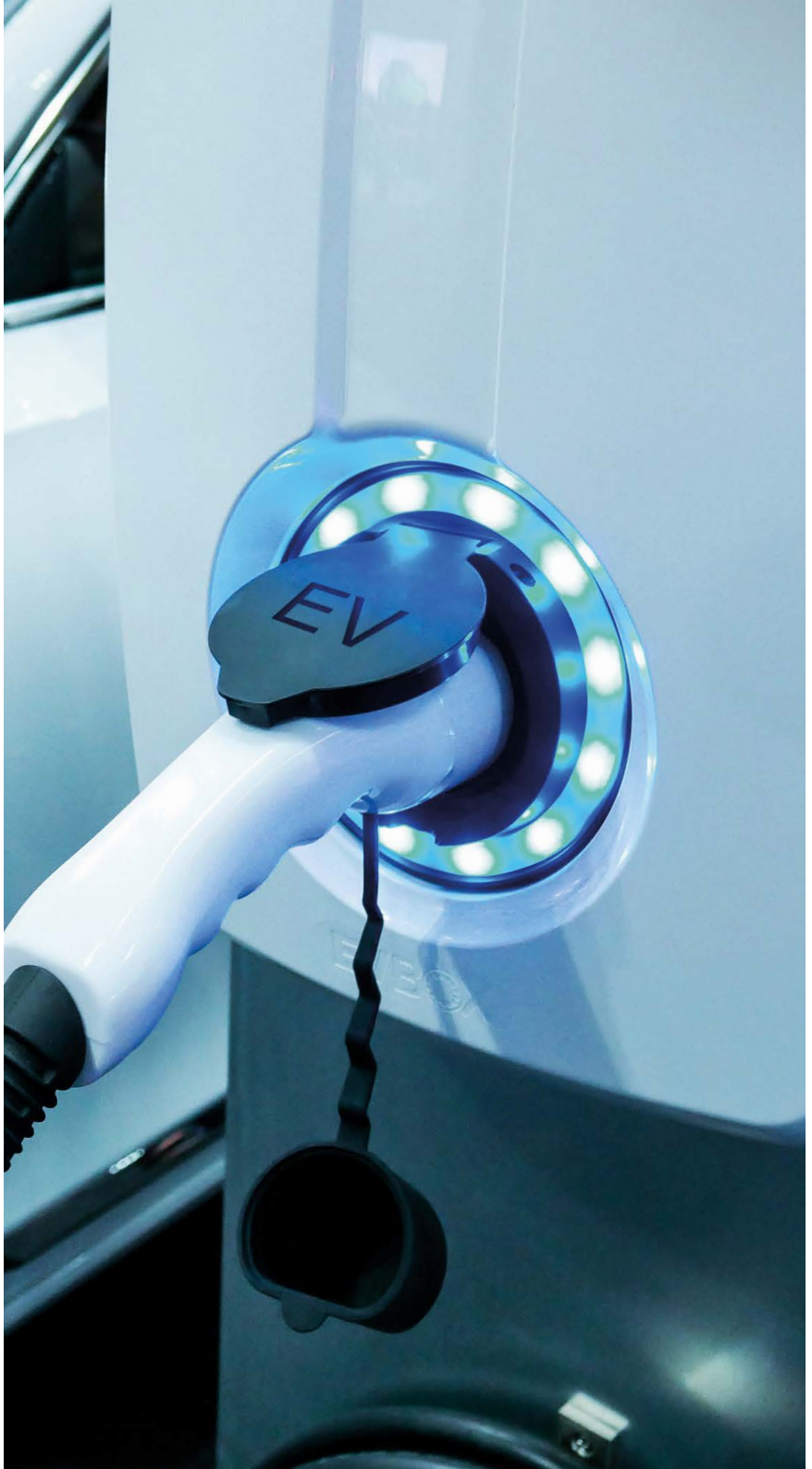
ELECTRIC VEHICLE CHARGING

Carter Jonas

WHY SHOULD I BE THINKING ABOUT EV CHARGING POINTS?

In 2018, the UK Government set out an ambitious long-term plan to ensure that at least half of all new cars are ultra low emission by 2030, and all new cars and vans are zero emission by 2040. In early 2020, this was advanced to 2035. With demand for EVs (electric vehicles) expected to soar over the next decade, as their costs fall, it is increasingly important that high quality charging infrastructure is in place to support the forecast growth. This presents a number of exciting opportunities for charger providers, developers and land-owners wanting a slice of the profits.

The majority of charging will likely take place at home but there is a big market for alternative locations, such as sites close to amenities or visitor attractions and along the major road network, which are suitable for EV service stations.



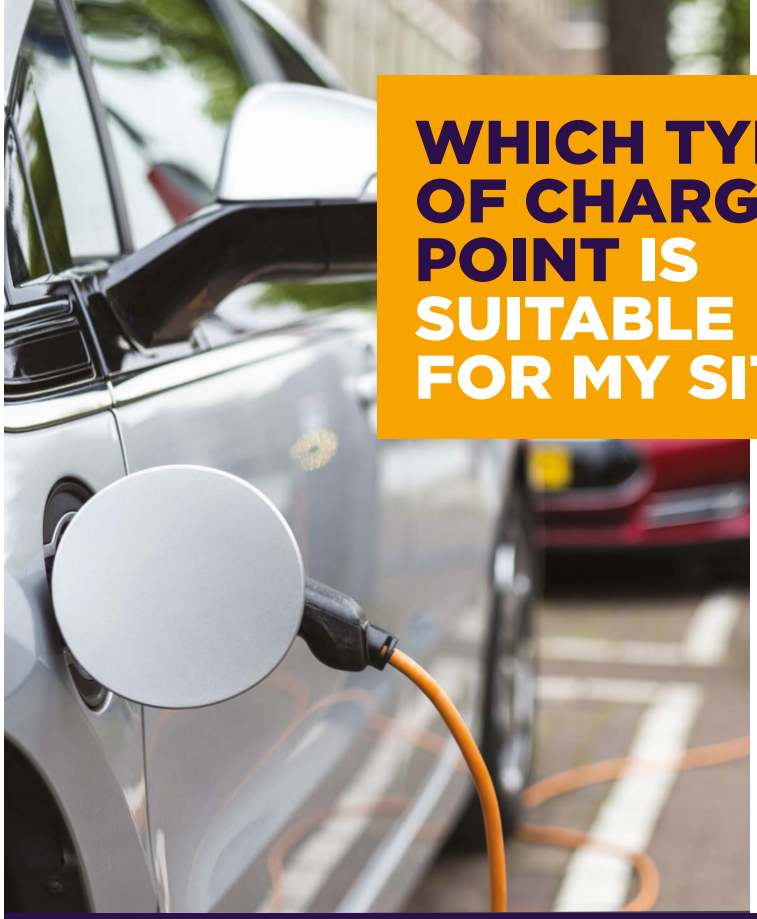
HOW IS THE EV MARKET EVOLVING?

In December 2019, there were 265,000 EVs on the road. Whilst this seems insignificant in the context of the 30 million registered vehicles, it is a big advance from January of the same year, when only 180,000 EVs were registered.

These EVs are currently being serviced by around 15,000 public charging points, but it is forecast that, by 2030, there will be 28 million EVs, rising to 56 million by 2040. In order to accommodate this, there needs to be a six-fold increase in public charging points by as early as 2020.

It is projected that 60-70% of charging will be done at home, 20-30% at locations such as visitor attractions and retail sites, and 10% on routes (i.e. at EV service stations).

Exciting research is currently being carried out on 'Smart Hubs'. These combine EV charging points with other types of infrastructure, such as solar PV and battery storage, in order to access other revenue streams and make EV charging more cost effective.



WHICH TYPE OF CHARGING POINT IS SUITABLE FOR MY SITE?

There are many factors to consider when deciding which type of charging point is suitable for your site. One of the key requirements is the proximity to an electrical connection with available grid capacity – Carter Jonas can check this if you are unsure. Other important factors to consider are the dwell time of users and proximity to the major road network.

The table below summarises the different types of charging points and the typical location and user associated with each:

	Location	Charging Time	Users
Slow (3 or 7kW)	Home	6-12 hours	Homeowners with off-street parking
Fast (11 or 22kW)	Public destinations, e.g. • Workplaces • Visitor attractions • Supermarkets • Leisure centres	2-5 hours	EV drivers looking for a top up when convenient
Rapid (43 or 50kW)	Close to road network, e.g. motorway services and some supermarkets	30-60 minutes	Long distance travellers and commuters
Ultra Rapid (120kW to 350kW)	On major road networks and EV service stations	20-30 minutes	Long distance travellers and commuters

HOW MUCH WILL I EARN?

The earning potential very much depends on the site. The two main routes for installing EV charging points are to either own and operate yourself, or to lease your land to a EV charging point developer. The benefits vary between the two options:

Own and operate

This gives you the flexibility to charge customers a pence per kWh of your liking, to either cover the cost of electricity, or to generate a profit. Alternatively, you may decide to offer the electricity for free, in order to attract new business and increase the dwell time of users; for example, at a retail park or farm shop.

Lease agreement

With this option, the developer will install and manage the charging point. This could be anything from a couple of car spaces within an existing car park, to a large area of land close to a motorway for an EV service station. Developers are offering land rental payments for suitable sites, along with a revenue share agreement from the sale of electricity. A typical lease term is 10-30 years and offers either a fixed rental on a price per m^2 per annum or price per acre per annum basis and a pence per kWh revenue share. For prime hub charging development sites, market rents could easily exceed £100k.

WHAT ARE THE BENEFITS?

There are numerous benefits to installing EV charging points:

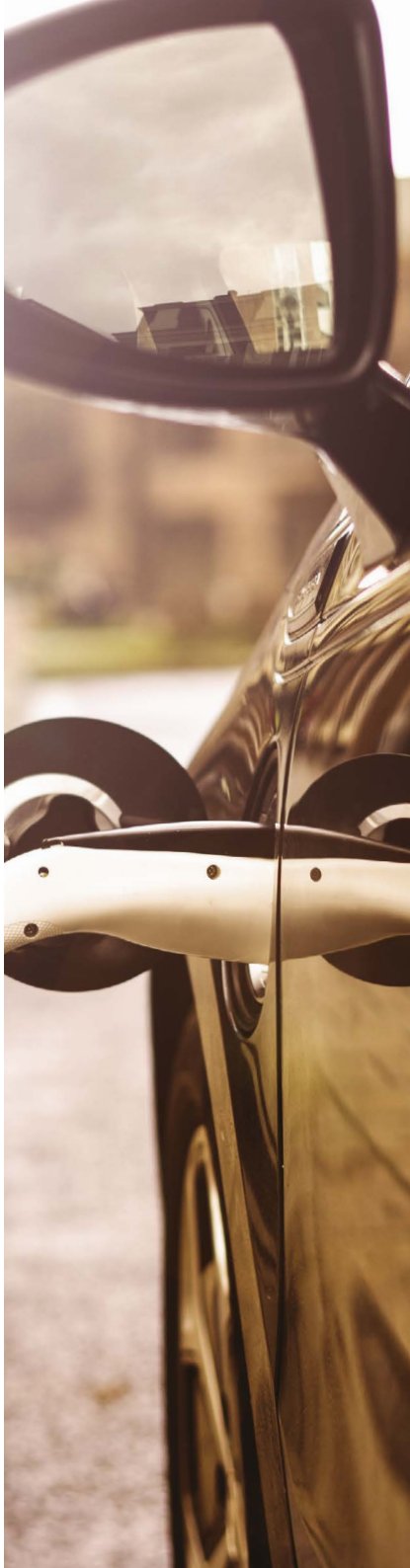
- Financial
- Increased competitiveness
- Attract new business
- Futureproofing
- Improve branding and sustainability

I'M INTERESTED, WHAT SHOULD I DO NEXT?

If you believe you have a suitable location for EV charging points, please contact the Carter Jonas Energy team. We are working closely with both developers and charge point suppliers, and are primed to assist landowners in getting the most out of any EV opportunities.

We can assist in the following ways:

- Initial site review
- Technology advice
- Grid connection advice
- Feasibility of developing a site
- Planning and consents (where required)
- Land assembly (including grid wayleave rights)
- Site promotion and lease negotiation with developers
- Advice on energy import tariffs



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Warrington
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ABOUT CARTER JONAS

Carter Jonas is a leading UK property consultancy, working across commercial property, residential sales and lettings, rural, planning, development and national infrastructure.

The Energy team operates across the UK, working closely with the national network of offices to provide a nationwide service. Our team is renowned for their quality of service, expertise and the **simply better advice** they offer their clients.

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