



EV charging solution for

Salisbury City Council

The following proposal is based on a point of connection application that is valid for 30 days, proceeding after this period may affect our ability to secure power.

www.evc.co.uk



enquiries@evc.co.uk



0330 111 2999





In 2023, EVC received £165m backing from Denham Capital to roll out 100,000 electric vehicle charge points across the UK.

EVC recently attracted funding from global energy transition firm, Denham Capital, to help with the UK's switch to electric motoring. EVC's core focus is on installing charge points at destinations, including hospitality, leisure, retail, workplaces and multi-dwelling residential.

Ensuring convenient and practical EV charging at their destination means customers, staff and residents no longer need to take time out of their journey to charge on the way.

The investment from Denham Capital will accelerate EVC's ability to deploy charge points across the country, ensuring that for everyone, **making the EV switch is simple.**

\$10 billion
of capital raised

15 years
of renewable investments

11 countries

Existing energy investments across 11 countries



“
Making
The
EV
switch
simple.”

We believe **everyone** should have access to an EV charge point. Our aim is to **provide the largest roll-out of fully funded EV charge points** to create access for all. Our mission is underpinned by our core values, innovative charging infrastructure and our charging management software to meet the demand of the EV industry today, **for the future.**

Building supply reimbursement

How does it work?

When EVC utilise spare capacity from your building supply to support an EV charging network we initiate our reimbursement process.



EVC sets the tariff



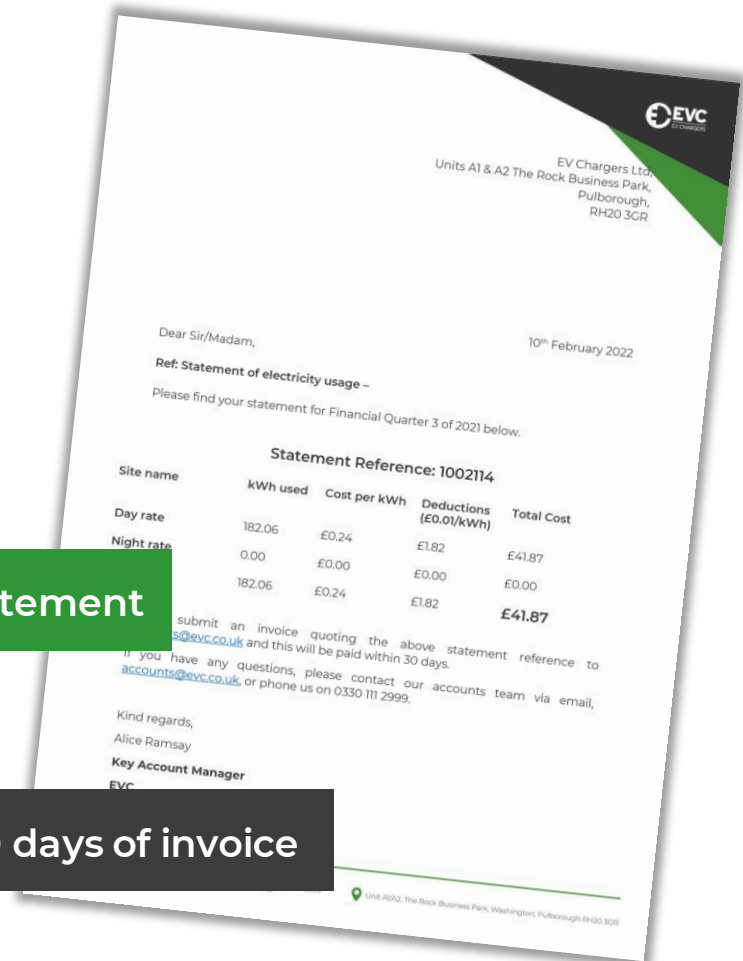
EVC provide a quarterly statement



Client to raise an invoice as per the statement



EVC will reimburse the client within 30 days of invoice



Site method

Supply and install EVSE infrastructure:

EVC to facilitate a grid connection with the relevant DNO's LV distribution network, enabling EVC to connect the new EVSE installation.

The installation will be installed to BS-7671 and consist of all the required electrical equipment including surge protection and over current protective devices.

Both LV and ELV cables will be installed using the relevant cable management system including full civils work with reinstatement.

Comms equipment will be provided, and cat 5 data cables will be run from the comms equipment out to the chargers to allow for communications to back-end servers.

Load balancing technology will be fitted to prevent the new EVSE installation from causing any overloading of the LV supply.

Suitable earthing arrangements will be made to protect from any open-pen faults as stated in BS 7671.

Where required each charger will be suitably crash protected with wheel stops and/or barrier protection.





EV charging solution for

Victoria Park

Ref: 14057696943

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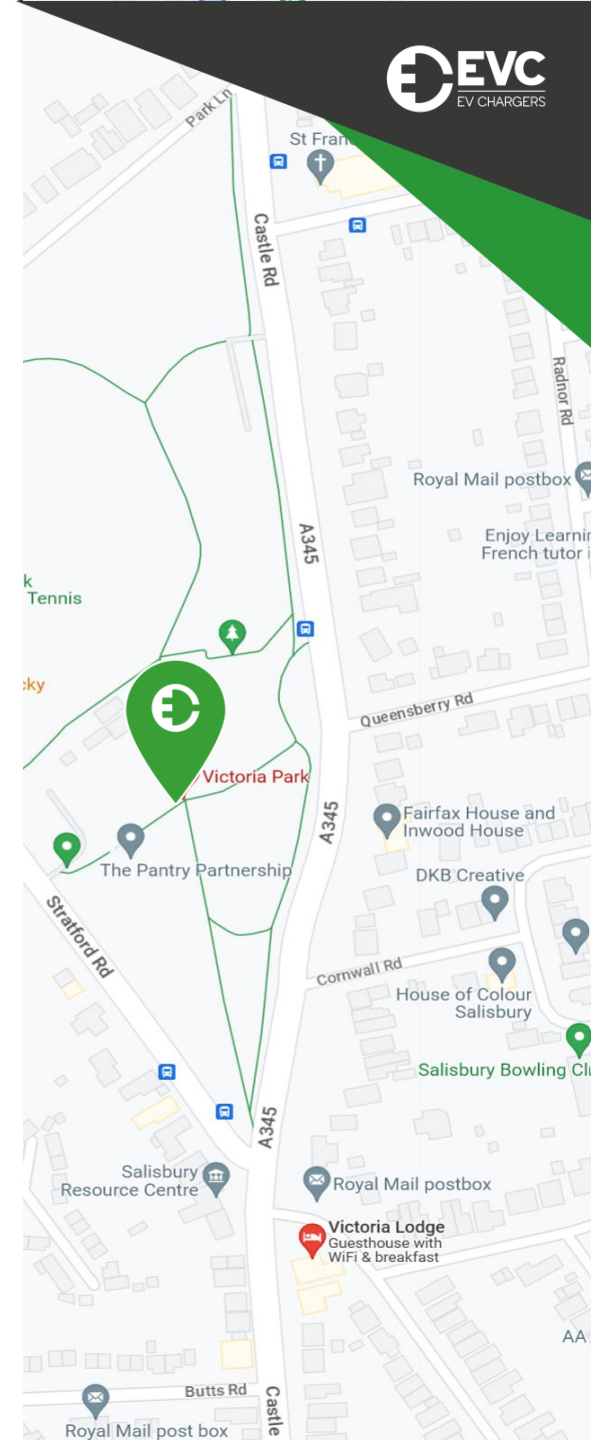
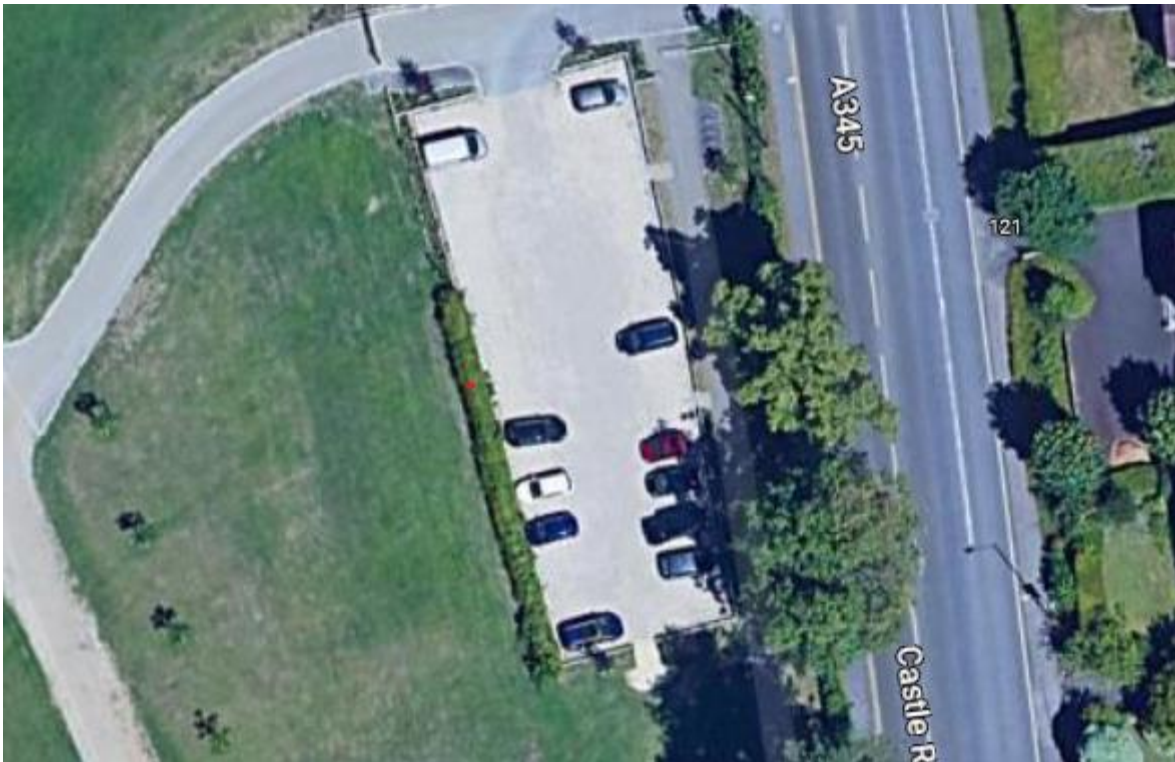
0330 111 2999



Site location

Address: Victoria Park, Castle Road, Salisbury SP1 3NE

No. of Bays: Initial install of 4 x fast charging bays & 2 x rapid charging bays with infrastructure for a further 2 x fast charging bays.



Site **specification**

Key installation processes:

- 1 x DNO Grid connection
- Supply, position & mount feeder pillar to bespoke concrete plinth
- 2 x 22kw three phase dual chargers with load balance technology
- Infrastructure for 1 x 22kw three phase dual chargers with load balance technology
- 1 x 150kw three phase dual charge point with load balance technology
- Supply & Install of Sub-main cable & charger Supply cable(s)
- Install trench, ducting & reinstatement from power source to bays
- Supply & install necessary EV charging poles/fixtures
- Install suitable earth protection for all charging equipment
- Install data communication cables for management system
- Install necessary crash protection, signage and bay marking
- Supply & fit communications equipment with wireless hub spot for users
- Bespoke site management software, testing & commissioning
- Traffic management plan during installation
- Supply and fit energy meter from energy provider



Client Revenue

Guaranteed fixed rent and a share of profits

EVC will pay you the **higher** of:

- a **guaranteed fixed rent** per socket per annum, and
- a **share** of the net profit generated from EV sockets on the site.

	Fast (22KW)	Rapid (150KW Dual)
# sockets	6	2
Total site fixed rent	£5,200	
Fixed rent per socket	£200	£2,000
Fixed rent	£1,200	£4,000
Initial fixed rent	£800	-
Profit share	20%	20%

This table illustrates the total rent you can expect to earn over the term of the lease, based upon different levels of growth in the use of the installed charge points.

EVC provide a transparent and open calculation of the profit generated from the site

Over 20 year agreement	£	
Fixed rent	125,479	
Profit rent - with annual growth in use of:		
10% - Pessimistic	137,747	
20% - Cautious	355,816	
30% - Balanced	424,152	
40% - Positive	456,315	
50% - Very Positive	474,698	
Expected rent range	Low to high	
	263,226	600,178

* All details subject to site survey

Rent Profile

Rent will increase over time

As usage increases the amount you receive in rent will also increase with the assurance that comes from there always being a **guaranteed minimum** level of rent per socket.

The table below helps to demonstrate the potential earnings as usage increases and more charge points are installed.

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Fixed rent	£4,000	£5,176	£5,371	£5,499	£5,628	£5,756	£5,884	£6,012	£6,141	£6,269
Profit rent - with annual growth in use of:										
10% - Pessimistic	£0	£0	£0	£7	£248	£629	£1,053	£1,800	£2,684	£3,635
20% - Cautious	£0	£0	£10	£754	£2,480	£4,605	£6,908	£9,720	£13,242	£17,447
30% - Balanced	£0	£0	£649	£3,091	£6,440	£10,930	£16,418	£23,280	£27,163	£27,932
40% - Positive	£0	£123	£2,014	£6,001	£11,757	£20,052	£25,821	£26,872	£27,495	£27,932
50% - Very Positive	£0	£514	£3,687	£9,566	£18,634	£25,411	£26,339	£26,872	£27,495	£27,932

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Fixed rent	£6,397	£6,525	£6,654	£6,782	£6,910	£7,039	£7,167	£7,295	£7,423	£7,552
Profit rent - with annual growth in use of:										
10% - Pessimistic	£4,741	£5,993	£7,446	£9,000	£10,794	£12,812	£15,142	£17,622	£20,473	£23,667
20% - Cautious	£22,680	£27,288	£29,485	£30,032	£30,552	£31,071	£31,694	£32,103	£32,616	£33,128
30% - Balanced	£28,460	£28,985	£29,609	£30,032	£30,552	£31,071	£31,694	£32,103	£32,616	£33,128
40% - Positive	£28,460	£28,985	£29,609	£30,032	£30,552	£31,071	£31,694	£32,103	£32,616	£33,128
50% - Very Positive	£28,460	£28,985	£29,609	£30,032	£30,552	£31,071	£31,694	£32,103	£32,616	£33,128

* The annual growth applies for Fast and Rapid charging through to a ceiling on usage at 10 hours / day

* All details subject to site survey



EV charging solution for

Lush House

Ref: 14057157891

The following proposal is based on a point of connection application that is valid for 30 days, proceeding after this period may affect our ability to secure power.

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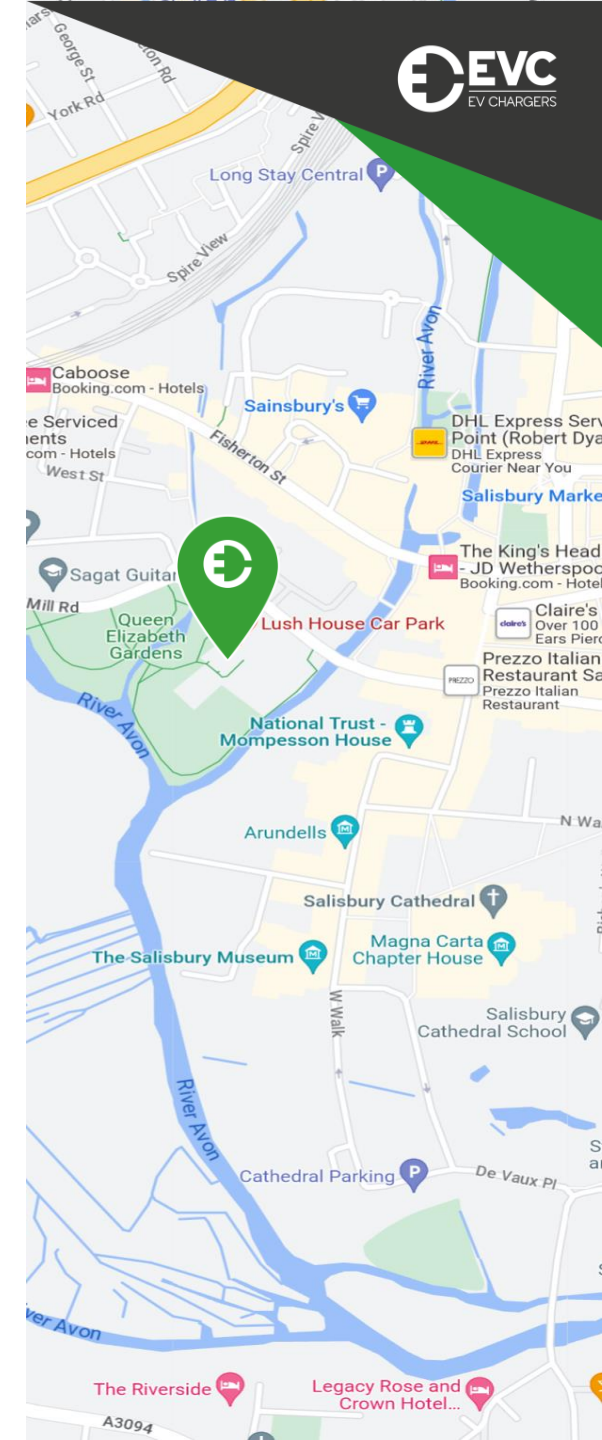
0330 111 2999



Site location

Address: Lush House, Cranebridge Rd, Salisbury SP2 7UX

No. of Bays: Initial install of 4 x fast charging bays & 2 x rapid charging bays with infrastructure for a further 4 x fast charging bays.



Site **specification**

Key installation processes:

- 1 x DNO Grid connection
- Supply, position & mount feeder pillar to bespoke concrete plinth
- 2 x 22kw three phase dual chargers with load balance technology
- Infrastructure for 2 x 22kw three phase dual chargers with load balance technology
- 1 x 150kw three phase dual charge point with load balance technology
- Supply & Install of Sub-main cable & charger Supply cable(s)
- Install trench, ducting & reinstatement from power source to bays
- Supply & install necessary EV charging poles/fixtures
- Install suitable earth protection for all charging equipment
- Install data communication cables for management system
- Install necessary crash protection, signage and bay marking
- Supply & fit communications equipment with wireless hub spot for users
- Bespoke site management software, testing & commissioning
- Traffic management plan during installation
- Supply and fit energy meter from energy provider



Client Revenue

Guaranteed fixed rent and a share of profits

EVC will pay you the **higher** of:

- a **guaranteed fixed rent** per socket per annum, and
- a **share** of the net profit generated from EV sockets on the site.

	Fast (22KW)	Rapid (150KW Dual)
# sockets	8	2
Total site fixed rent	£5,600	
Fixed rent per socket	£200	£2,000
Fixed rent	£1,600	£4,000
Initial fixed rent	£800	-
Profit share	20%	20%

This table illustrates the total rent you can expect to earn over the term of the lease, based upon different levels of growth in the use of the installed charge points.

EVC provide a transparent and open calculation of the profit generated from the site

Over 20 year agreement		£
Fixed rent		133,517
Profit rent - with annual growth in use of:		
10% - Pessimistic		155,275
20% - Cautious		399,086
30% - Balanced		475,540
40% - Positive		511,178
50% - Very Positive		531,186
Expected rent range	Low to high	
	288,793	664,703

* All details subject to site survey

Rent Profile

Rent will increase over time

As usage increases the amount you receive in rent will also increase with the assurance that comes from there always being a **guaranteed minimum** level of rent per socket.

The table below helps to demonstrate the potential earnings as usage increases and more charge points are installed.

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Fixed rent	£4,000	£5,176	£5,371	£5,499	£5,988	£6,199	£6,337	£6,475	£6,613	£6,751
Profit rent - with annual growth in use of:										
10% - Pessimistic	£0	£0	£0	£7	£348	£871	£1,412	£2,240	£3,214	£4,261
20% - Cautious	£0	£0	£10	£754	£2,836	£5,292	£7,825	£10,909	£14,770	£19,378
30% - Balanced	£0	£0	£649	£3,091	£7,090	£12,211	£18,233	£25,787	£30,465	£31,401
40% - Positive	£0	£123	£2,014	£6,001	£12,804	£22,194	£28,915	£30,206	£30,907	£31,401
50% - Very Positive	£0	£514	£3,687	£9,566	£20,206	£28,479	£29,606	£30,206	£30,907	£31,401

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Fixed rent	£6,889	£7,027	£7,166	£7,304	£7,442	£7,580	£7,718	£7,856	£7,994	£8,133
Profit rent - with annual growth in use of:										
10% - Pessimistic	£5,477	£6,853	£8,451	£10,157	£12,127	£14,342	£16,899	£19,619	£22,747	£26,251
20% - Cautious	£25,112	£30,334	£33,125	£33,767	£34,354	£34,938	£35,640	£36,102	£36,681	£37,258
30% - Balanced	£31,995	£32,588	£33,289	£33,767	£34,354	£34,938	£35,640	£36,102	£36,681	£37,258
40% - Positive	£31,995	£32,588	£33,289	£33,767	£34,354	£34,938	£35,640	£36,102	£36,681	£37,258
50% - Very Positive	£31,995	£32,588	£33,289	£33,767	£34,354	£34,938	£35,640	£36,102	£36,681	£37,258

* The annual growth applies for Fast and Rapid charging through to a ceiling on usage at 10 hours / day

* All details subject to site survey



EV charging solution for

Churchill Gardens

Ref: 14057759795

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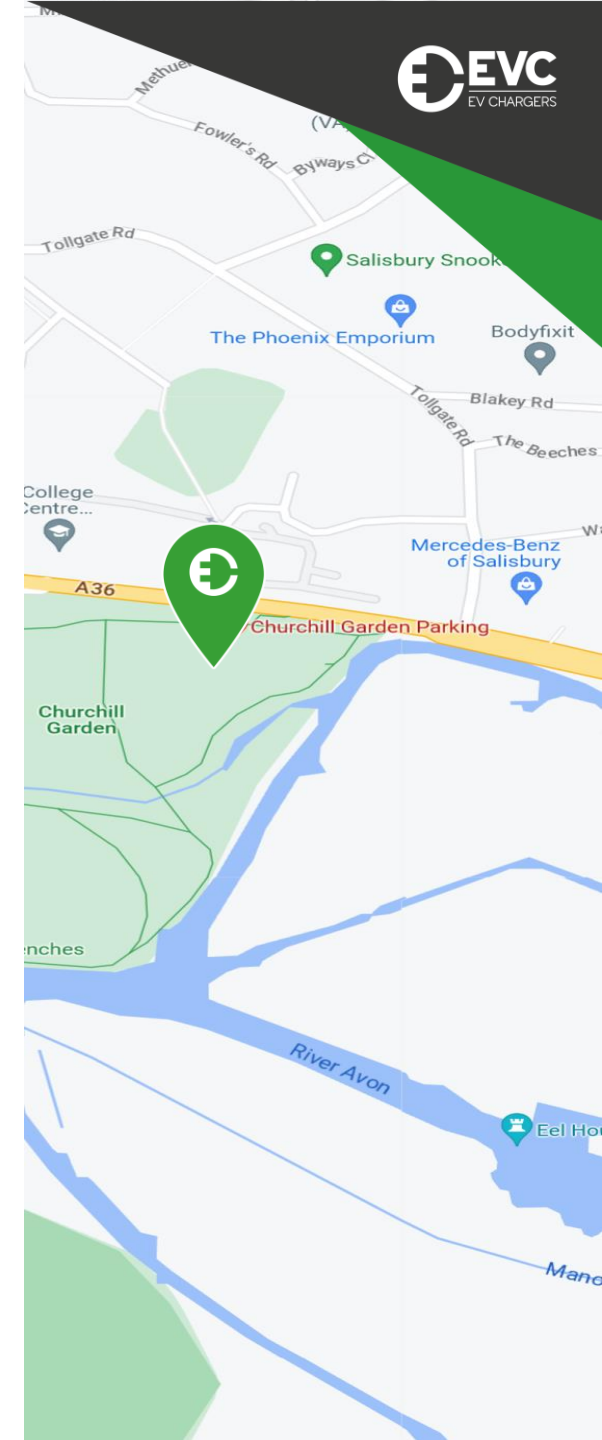
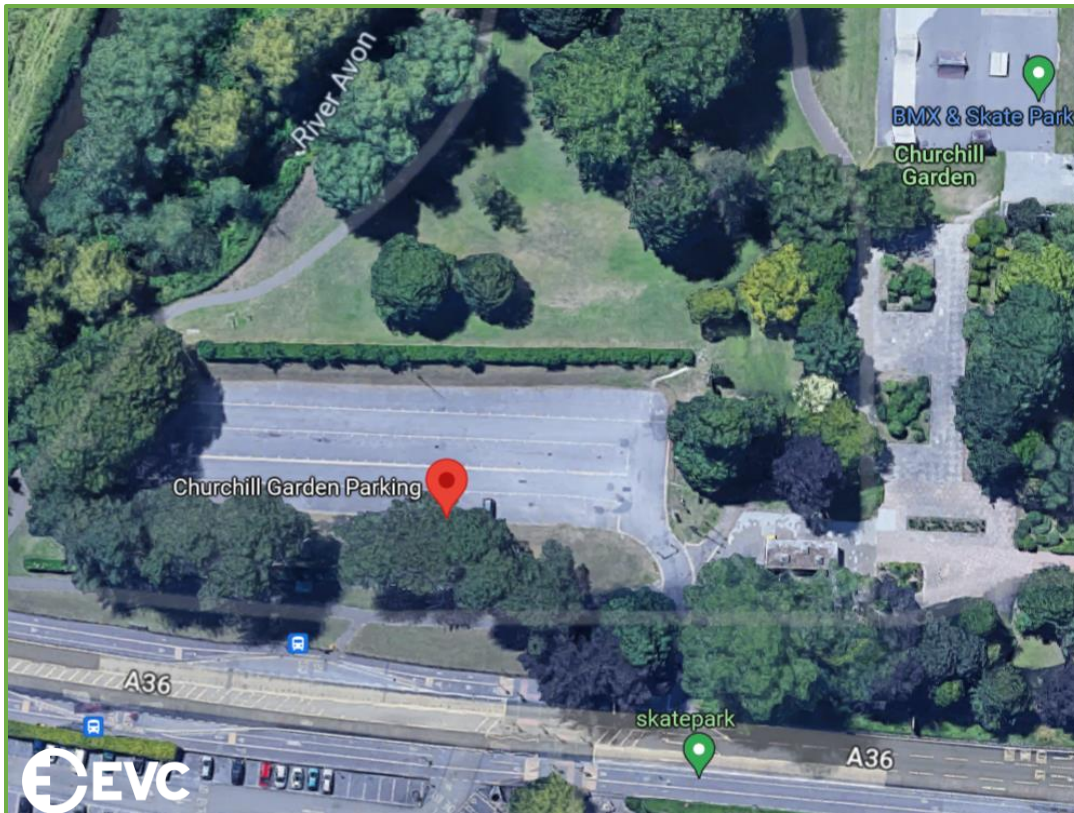
0330 111 2999



Site location

Address: Churchill Gardens, Salisbury SP1 2JN

No. of Bays: Initial install of 6 x fast charging bays & 4 x rapid charging bays with infrastructure for a further 4 x fast charging bays.



Site **specification**

Key installation processes:

- 1 x DNO Grid connection
- Supply, position & mount feeder pillar to bespoke concrete plinth
- 3 x 22kw three phase dual chargers with load balance technology
- Infrastructure for 2 x 22kw three phase dual chargers with load balance technology
- 2 x 100kw three phase dual charge point with load balance technology
- Supply & Install of Sub-main cable & charger Supply cable(s)
- Install trench, ducting & reinstatement from power source to bays
- Supply & install necessary EV charging poles/fixtures
- Install suitable earth protection for all charging equipment
- Install data communication cables for management system
- Install necessary crash protection, signage and bay marking
- Supply & fit communications equipment with wireless hub spot for users
- Bespoke site management software, testing & commissioning
- Traffic management plan during installation
- Supply and fit energy meter from energy provider



Client Revenue

Guaranteed fixed rent and a share of profits

EVC will pay you the **higher** of:

- a **guaranteed fixed rent** per socket per annum, and
- a **share** of the net profit generated from EV sockets on the site.

	Fast (22KW)	Rapid (100KW Dual)
# sockets	10	4
Total site fixed rent	£8,000	
Fixed rent per socket	£200	£1,500
Fixed rent	£2,000	£6,000
Initial fixed rent	£1,200	-
Profit share	20%	20%

This table illustrates the total rent you can expect to earn over the term of the lease, based upon different levels of growth in the use of the installed charge points.

EVC provide a transparent and open calculation of the profit generated from the site

Over 20 year agreement		£
Fixed rent		192,860
Profit rent - with annual growth in use of:		
10% - Pessimistic		200,895
20% - Cautious		517,318
30% - Balanced		616,697
40% - Positive		663,359
50% - Very Positive		689,885
Expected rent range	Low to high	
	393,756	882,746

* All details subject to site survey

Rent Profile

Rent will increase over time

As usage increases the amount you receive in rent will also increase with the assurance that comes from there always being a **guaranteed minimum** level of rent per socket.

The table below helps to demonstrate the potential earnings as usage increases and more charge points are installed.

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Fixed rent	£6,000	£7,931	£8,263	£8,460	£8,658	£8,855	£9,052	£9,250	£9,447	£9,644
Profit rent - with annual growth in use of:										
10% - Pessimistic	£0	£0	£0	£39	£531	£1,164	£1,759	£2,807	£4,077	£5,437
20% - Cautious	£0	£0	£30	£1,164	£3,684	£6,795	£10,096	£14,116	£19,152	£25,159
30% - Balanced	£0	£0	£819	£4,447	£9,301	£15,823	£23,673	£33,513	£39,487	£40,676
40% - Positive	£0	£110	£2,725	£8,543	£16,842	£28,846	£37,489	£39,130	£40,040	£40,676
50% - Very Positive	£0	£560	£5,082	£13,560	£26,608	£36,918	£38,353	£39,130	£40,040	£40,676

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Fixed rent	£9,842	£10,039	£10,236	£10,434	£10,631	£10,829	£11,026	£11,223	£11,421	£11,618
Profit rent - with annual growth in use of:										
10% - Pessimistic	£7,022	£8,814	£10,897	£13,117	£15,684	£18,571	£21,906	£25,450	£29,527	£34,094
20% - Cautious	£32,635	£39,392	£42,917	£43,738	£44,497	£45,254	£46,164	£46,760	£47,509	£48,255
30% - Balanced	£41,446	£42,212	£43,122	£43,738	£44,497	£45,254	£46,164	£46,760	£47,509	£48,255
40% - Positive	£41,446	£42,212	£43,122	£43,738	£44,497	£45,254	£46,164	£46,760	£47,509	£48,255
50% - Very Positive	£41,446	£42,212	£43,122	£43,738	£44,497	£45,254	£46,164	£46,760	£47,509	£48,255

* The annual growth applies for Fast and Rapid charging through to a ceiling on usage at 10 hours / day

* All details subject to site survey

Site information

Site Notes: [Salisbury City Council](#) requires a long-term installation and strategic management plan, that will keep up with the current uptake of EV vehicles in the UK, while futureproofing 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. [Salisbury City Council](#) are looking to futureproof their parking facilities with state-of-the-art electric vehicle charging points whilst providing added value to staff members and visitors.

Key Benefits of the service:

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.

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.

No Capital Outlay

By introducing a fully funded electric vehicle charging solution to your development, you can allocate funds to other areas of the business that may need it.



Additional Key Benefits:

Increase dwell time

EV drivers visiting destinations with EV charging provisions will spend an average time of 75 minutes per charging session, which drives an increase to make on site purchases and browsing time.

Significant PR and Branding Benefits

Helps demonstrate the companies' values on preparing for the future and shows to your customer base that you care about their ongoing experience when visiting your business!

Fully managed network

EVC will manage, maintain and develop your electric vehicle charging network throughout the service. This includes repairs, replacements, upgrades in technology and vandalism cover.

Attract new customers

Through offering additional services for visitors/guests such as EV charging points, a wider range of customers can be attracted and encouraged to stay on site longer.



Fast chargers



CTEK
MAXIMIZING BATTERY PERFORMANCE

- ⓔ 7kW to 22kW
- ⓔ AC - Single / 3 Phase
- ⓔ Load balancing
- ⓔ Single / Dual outlet
- ⓔ Smart charging functionality



Best uses



Residential



Workplace



Destination



Retail

Suitable for user dwell times of **2+ hours**

Rapid chargers



+ KEMPOWER

- ⌚ 50kW to 300kW
- ⌚ DC
- ⌚ Load balancing
- ⌚ Single / Dual outlet
- ⌚ Smart charging functionality

Suitable for user dwell times of **15 to 60 mins**



Best uses



Near main roads



Motorway service stations



Destination



Retail

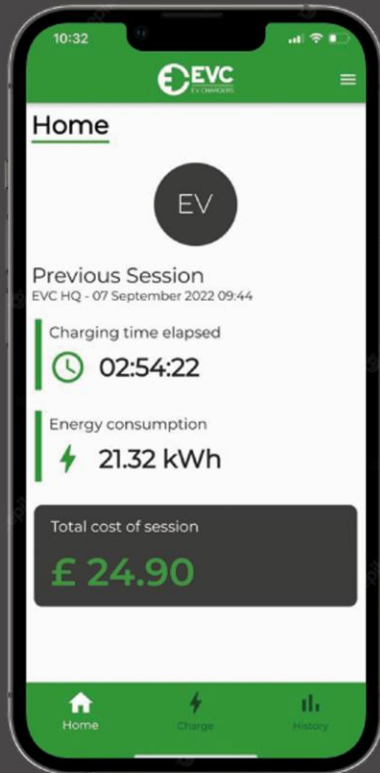
Software



EVC Plus App

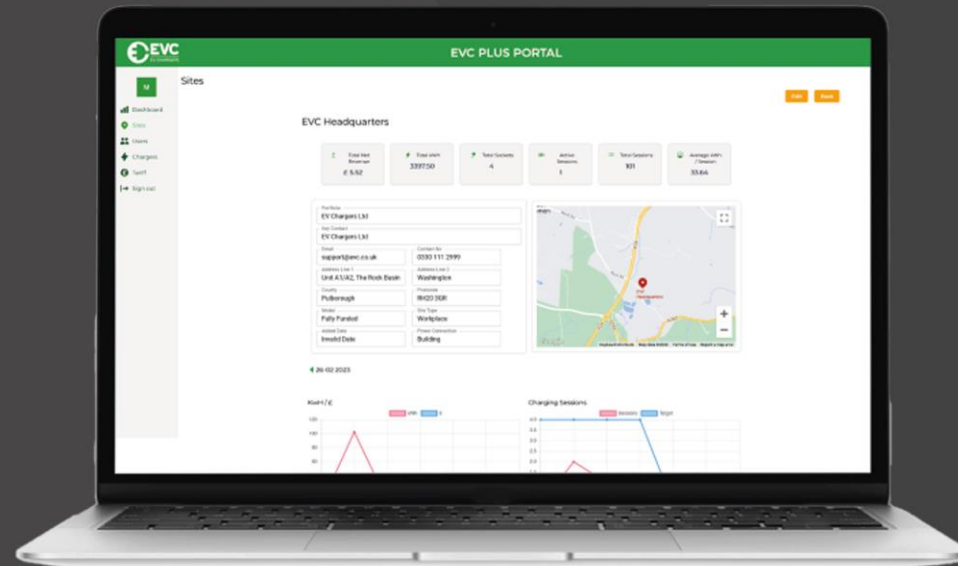


- 🔌 Developed in-house
- 🔌 Start charging remotely
- 🔌 In-depth statistics



EVC Portal

- 🔌 Asset performance
- 🔌 Tariff management
- 🔌 Client accounts



Integration with:



EVC price point

Fast charging

When building our financial models, EVC always look from a user's 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.

Fast charging **membership** payment users

Membership electricity rate **£0.35 – 0.45 p/kWh**

Price of membership **£5.00 – £8.00 pcm**

Fast charging **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 **£0.40 – 0.55p/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 and will be determined by the sites energy tariff.



EVC price point

Rapid charging

When building our financial models, EVC always look from a user's 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.

Rapid charging **flexi** payment users

Price of plug-in fee **FREE TO CONNECT**

Cost of electricity **£0.60 – 0.70 p/kWh**

Car Model	Battery Size (kWh)	Full Charge	@ Speed (kWh)
Audi E-TRON	95	30-40 mins	100
Tesla S Model	100	30 mins	100
Volkswagen e-Golf	35.8	40 mins	40




(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 and will be determined by the sites energy tariff.



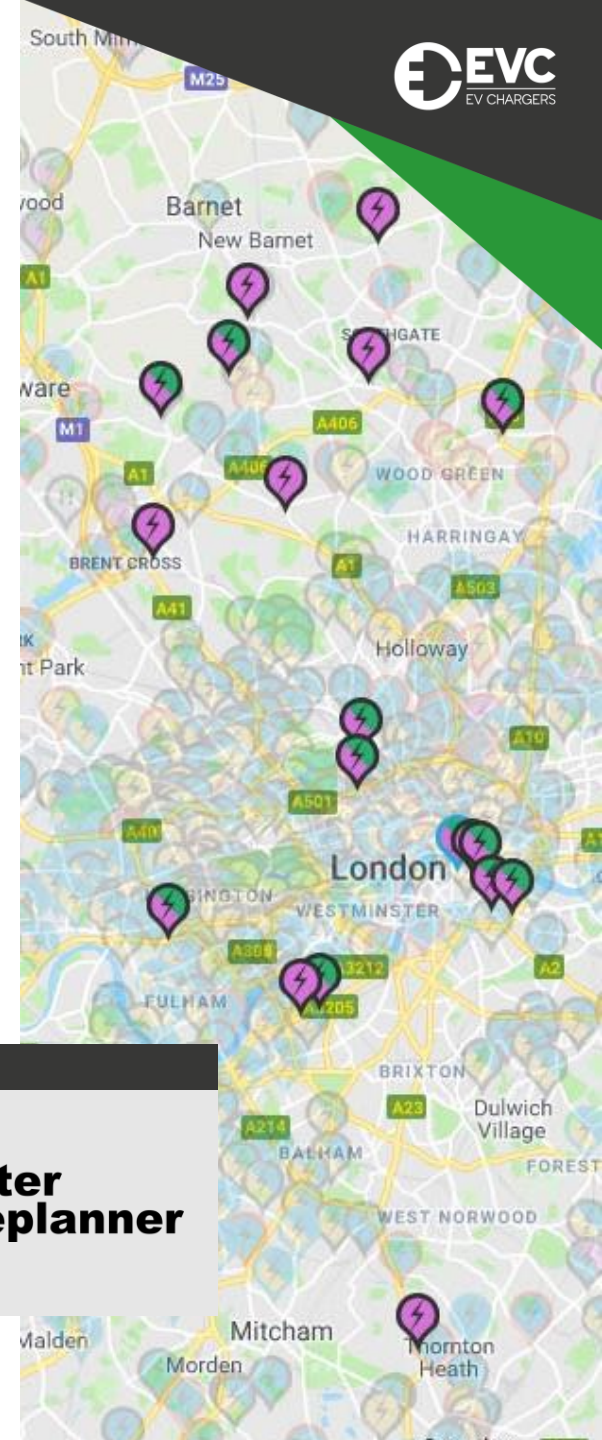
Attracting **users**

As part of EVC's service, we offer you the opportunity to have your new EV chargers displayed publicly across our network. This allows EV drivers more ways to access your EV chargers through route planning apps.

This entitles you to benefits such as:

-  Increased revenue from drivers using your charge points
-  Increased footfall to your destination from EV drivers
-  Visibility across all the biggest mapping software

Your chargers will be added to these networks:





Salisbury City Council

www.evc.co.uk 

enquiries@evc.co.uk 

Nexus House, 4 Gatwick Road, Crawley, West Sussex RH10 9BG 

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