



# Electric Vehicles: Charging ahead to Net Zero

**An innovative  
e-mobility offering  
from Royal Bank of  
Scotland and Octopus  
Energy that makes  
good business sense**

octopusenergy

 **Royal Bank  
of Scotland**



**Climate change is one of the defining challenges of our lifetime.  
And it is one that is becoming more urgent every day.**

Wildfires, melting glaciers and devastating declines in wildlife species are regularly in the headlines. And we continue to see more flooding and record temperatures threatening lives and habitats across the world.

We appear to be at a tipping point. One where we have to ask ourselves what we want our legacy to be. What future do we want to leave for our children, our grandchildren and the generations that follow? What can we do as individuals and what might we do as business leaders to make a positive difference?

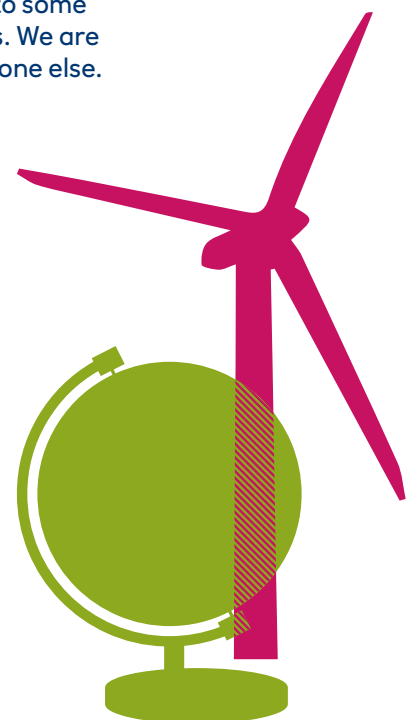
As the largest lender to British businesses - and a leading supporter of renewable energy in the UK - NatWest Group, which includes Royal Bank of Scotland, is determined to play an active role in Britain's transition to a low carbon economy, to reduce the effects of climate change and to protect the planet for future generations.

One of the key areas we are keen to focus on is the drive to decarbonise the UK transport sector. To help us do that we have formed an innovative offering with Octopus Energy, the market leaders for technical ability and Which? Recommended Provider three years in a row. Together, we will help our customers transition to a net zero carbon future, by providing tailored advice, charging infrastructure funding solutions and access to some of the latest renewable technologies. All in a single package, at affordable prices. We are offering a high impact, one-stop solution that is not currently available from anyone else.

This is a tremendous opportunity for people and businesses in the UK to accelerate their green ambitions as we charge towards net zero. We are making it easier than ever before to make a positive difference to our environment - and that is exciting, for all our futures.

A handwritten signature in black ink that reads "Alison".

**Alison Rose**  
Chief Executive  
NatWest Group plc



**In 2019, the UK became the first major world economy to pass laws bringing all greenhouse gas emissions to net zero by 2050. In an effort to get there faster, the UK Government has brought forward its ban on the sale of new combustion-engined vehicles from 2040 to 2030, accelerating widespread electric vehicle (EV) adoption.**

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The UK's business sector is responsible for 18%\* of the nation's emissions, and therefore has a critical part to play in helping the UK reduce its environmental impact. Switching company cars or fleets to electric and providing chargepoints for customers is an essential step in this mission. But it's not just about the environment; financially it makes sense too.

The cost savings on fuel alone could be significant, and with many more Clean Air Zones being proposed across the country, the case for moving away from diesel, petrol and hybrid cars continues to build.

We know that the transition to EVs can seem a little overwhelming. That's why we've created an offering with Octopus Energy, one of the UK's fastest growing energy technology companies, to help your business move to an EV fleet, putting the right infrastructure in place at a discounted price. Whether you want to provide charging for your customers, your suppliers, your staff or your own electric vehicles, our dedicated proposition could help you.

Through a bespoke consultation, Octopus will assess your workplace, advise on, and help install the right EV charge points to complement your electric and climate ambitions. As part of this proposition, businesses receive a clear and simple solution to support the transition to electric vehicles. From commercial charging hardware matched to your

fleet requirements to new grid connections, solar and battery storage, fleet dashboards, en route rapid and fast charging access across multiple networks, and a range of flexible 100% green energy tariffs; Royal Bank of Scotland and Octopus Energy offer an innovative e-mobility package that will accelerate your ambitions to 'Go Green'.

Whatever the right strategy is for your business, all of this could be wrapped up with a funding solution from Royal Bank of Scotland, so that you end up with a proposition that could make sense financially as well as environmentally.

Charged and ready? Let's get started.



Security may be required. Product fees may apply. Finance is only available for business purposes.

\* [https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/862887/2018\\_Final\\_greenhouse\\_gas\\_emissions\\_statistical\\_release.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/862887/2018_Final_greenhouse_gas_emissions_statistical_release.pdf)

# About Octopus Energy

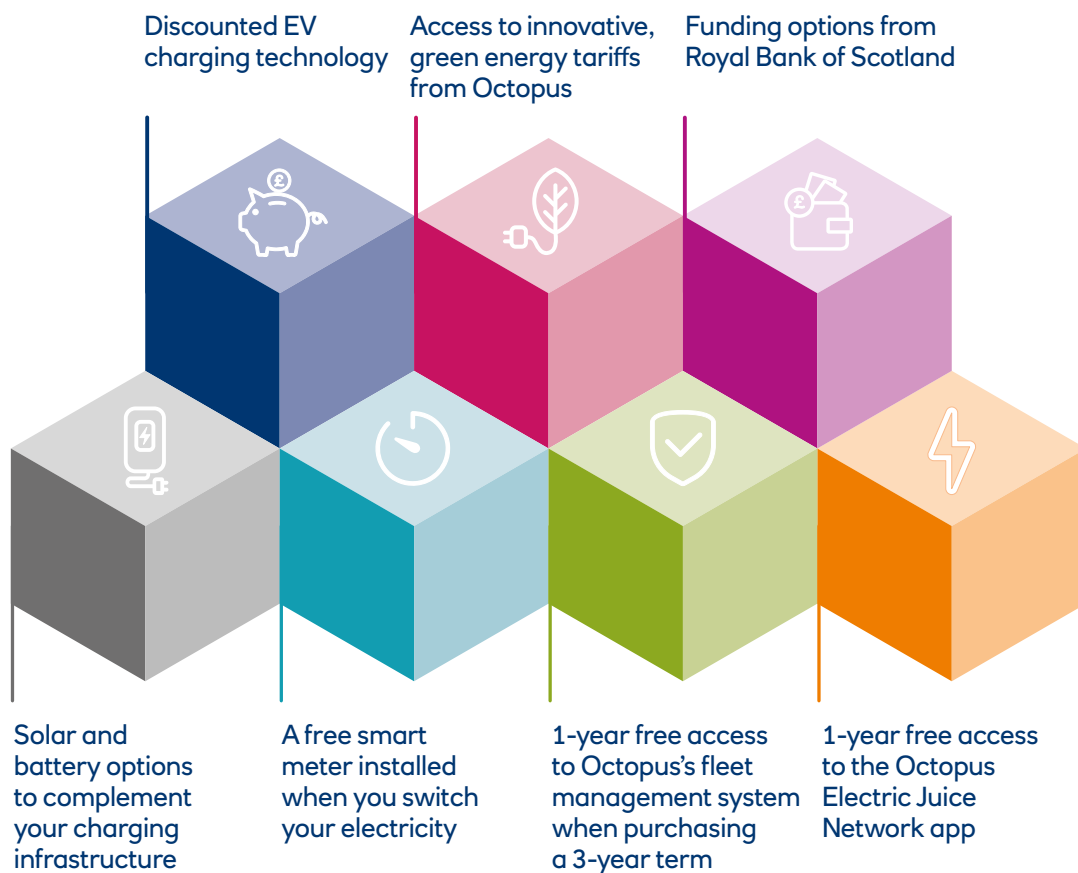
**Octopus Energy's mission is to drive forward the affordable green revolution. It supplies 100% renewable electricity and gas to over 1.7 million UK homes and 20,000 businesses.**

Octopus is well known for its use of technology to transform customer experiences, and provide flexible energy tariffs that help consumers use cheaper, greener power. It has the expertise and experience to install your smart meters and electric vehicle chargers, and assess how your business can take advantage of future energy propositions.

Octopus has recently launched the Electric Juice Network, a new charging experience that gives EV drivers and fleets the ability to access charge points across the country, all through one app and one simplified bill.

**octopus**energy

## How could this offering work for you?



All of the above are provided by Octopus Energy and its partners. To be able to access this offering in full, you must take advantage of the charging point element. Some elements also require you to sign up as an Octopus customer. Offer applies to all customers within United Kingdom, regional exclusions apply. Smart meter, energy supply tariff and Electric Juice Network excluded in Northern Ireland.

# Unlocking the potential of electric vehicles

## The business benefits of switching to EVs and low carbon technologies.

### Financial

You could save money

**Government grants** of £3,000 are available for new electric vehicles

You can apply for **up to 40 charge point installations, each eligible for £350 discount**, equalling a maximum total of £14,000 with the UK government's OLEV grant

The Energy Savings Trust is giving Scottish businesses up to £300 further funding, with an extra £100 for people in the most remote areas

EV drivers could **save up to 70%\*** compared to the fuel cost of common petrol/diesel cars

All **EVs are exempt** from Vehicle Excise Duty, Congestion Charge, ULEZ (Ultra Low Emission Zone) and LEZ (Low Emission Zone) charges

**0% Benefit in Kind** in 2020 (1% in 2021 and 2% in 2022)



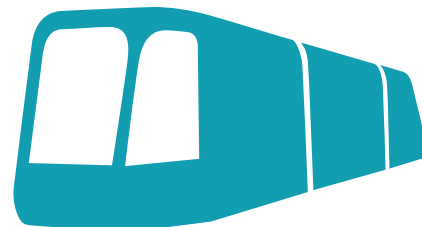
### Environmental

You can make a positive impact

The transport industry accounts for **28%\* of all greenhouse gas emissions** in the UK

A fully electric vehicle produces **zero exhaust emissions**

Each year in the UK, the equivalent of **40,000 deaths** can be attributed to outdoor air pollution\*\*



### Societal

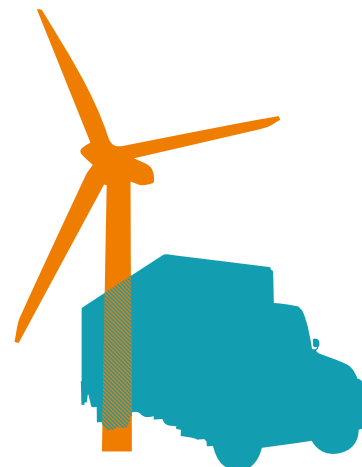
And your customers will like you for it

**62%** of UK consumers would reconsider their purchase if retailers better communicated the environmental impact of delivery\*\*\*

**81%** of consumers said they expected to increase the amount of environmentally-friendly products they buy over the next five years\*\*\*

**72%** of consumers reported that they were buying more environmentally-friendly products than they did five years ago\*\*\*\*

**63%** of UK consumers would stop using a brand if it was detrimental to the environment\*\*\*\*



\*<https://www.drivingelectric.com/your-questions-answered/466/what-cost-running-electric-car>

\*\*<https://www.rcplondon.ac.uk/projects/outputs/every-breath-we-take-lifelong-impact-air-pollution>

\*\*\*<https://www.inriver.com/resources/sustainability/>

\*\*\*\*<https://newsroom.accenture.com/news/more-than-half-of-consumers-would-pay-more-for-sustainable-products-designed-to-be-reused-or-recycled-accenture-survey-finds.htm>

# Building a green business and charging towards Net Zero

## EV charge points

Octopus will identify the most suitable chargers for your workplace, depot or even drivers' homes, to make sure any installation is perfectly suited to your business operations, both today and in the future.

## Flexible energy tariffs

We've worked with Octopus to provide a range of time-of-use energy tariffs that reflect the real-time price of electricity. By charging your EVs outside of peak demand periods, you should be able to make significant savings on your energy bill.

## Employee home charging

Want to install chargers at your drivers' homes? Octopus provide a broad range of domestic charge points at competitive market prices.

## Cost reconciliation

This offering gives you one year's free access\* to the Octopus Fleet Dashboard, which shows you charging sessions and reconciles costs across all locations. Octopus can also consolidate home charging costs for all staff, directly with their energy supplier. It makes the whole process easier for your Fleet Manager and your Finance team.

- EV charge points
- Flexible energy tariffs
- Residential chargers
- Cost reconciliation
- Solar panels
- Battery storage
- New grid connections
- Smart metering
- On-the-go charging



\*In order to qualify for this offer, customers would need to sign up and purchase the dashboard for three years.

## Solar panels

Solar panels can improve the viability of EV charging initiatives where carbon reduction, renewable energy or daytime capacity requirements are key concerns. Our offering also lets you send surplus energy to the grid and generate extra income.

## Battery storage

Energy storage provides power to business-critical EVs that need a fast rate of charging for short periods of time. Battery storage is also a great way to make the most of self-generated renewable energy overnight, where grid constraints are uneconomical.

## New grid connections

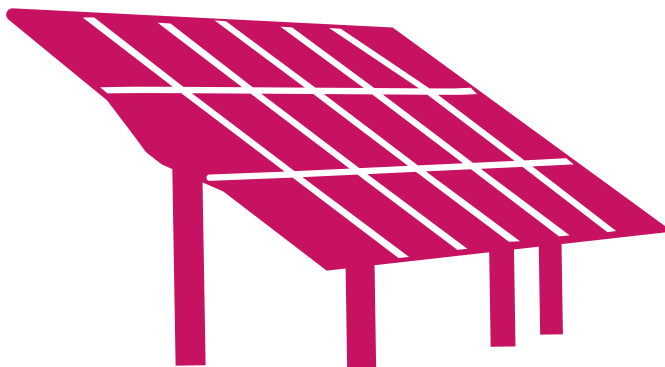
If you need to upgrade your grid connections, then Octopus's grid connection management service will help make sure that capacity constraints don't slow down your switch.

## Smart metering

Smart meters help you save energy – so you can cut your bills, and your carbon footprint. Octopus can match your business to one of our innovative energy tariffs, reducing your operational costs.

## On-the-go charging

Business customers are given free registration to the Electric Juice Network – so your fleet drivers don't need multiple access cards and mobile apps to charge on-the-go. All charging costs are consolidated into one monthly invoice, minimising admin costs.



## Electric vehicle charging: Finding the right fit for your business

### The right speed

Octopus selects EV charge points to supply your vehicles with the right amount of power, matched to the usage of your drivers.

### The right style

From simple wall-mounted chargers to EV hubs, Octopus will help you choose the right design to suit your business requirements.

### The right reporting

Each organisation has slightly different fleet reporting needs, such as cost efficiencies, legislative requirements and energy consumption at different locations. Octopus provides software to help you analyse your fleet charging costs.

### The right experience

Octopus is developing visualisation and roaming tools so employees can locate charge points on the go, whilst they are away from their office and home, and automatically activate, pay for and expense charging to one business.

### The greenest tariffs

Getting green energy into your vehicles is as important as the switch to EV itself. Octopus will match your business with an appropriate, green, bespoke tariff that minimises the cost of your operations.

### Solar and storage

Finding the right renewable energy technology to meet your sustainability objectives.

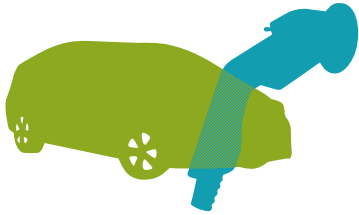
### Flexible funding strategies

If you would like to spread your project costs rather than using your own cash reserves, Royal Bank of Scotland has different funding options to help you along the way.

# Ready to become a greener business? Here's how we could help

On top of the discounts to charging hardware and access to the Electric Juice Network, Royal Bank of Scotland could help you achieve your first steps towards an electric future.

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Switching to EVs, regardless of volume, can provide a number of savings and benefits. But how do you fund the initial investment without over-stretching your working capital? Across Royal Bank of Scotland, we have a variety of funding solutions that could meet your business needs, however complex. We could enable you to purchase charging infrastructure and renewable energy technologies in a carefully planned, affordable way.



## Benefits of funding through Royal Bank of Scotland

**Flexible options:** Find a finance package that lets you acquire assets without over-stretching your working capital.

**Open up additional credit lines:** Our financial solutions could complement the cash resources you already have, as well as other bank credit lines like overdrafts and loans.

**Access funds efficiently:** We don't always need to look for additional security, we can speed things up by securing loans against the asset.

We know there's lots to consider when making big investments. If you'd like to find out more about how we could help you, please contact your Relationship Manager or visit our [Sustainability Hub](#).



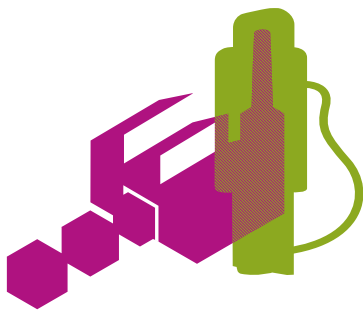


# What kind of business are you?

**We know the challenges that different businesses face when designing an e-mobility project. That's why we're here to help you find the technology that's right for you.**

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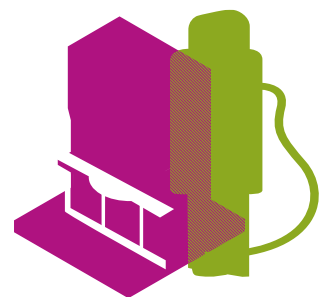
Matching hardware and software charging choices, as well as any installation requirements, we will find the most cost-effective solution for your business, now and for the future.



## Industrial sites

Normally separated from the general public, industrial sites need harder wearing solutions and highly visible parking bays for EVs to maximise safety and access. With large historical grid connections and private networks, these locations are ideal for charging technology. Most site vehicles do less than 150 miles a day – ideal for electric alternatives, recharging overnight on cheap electricity in a dedicated bay.

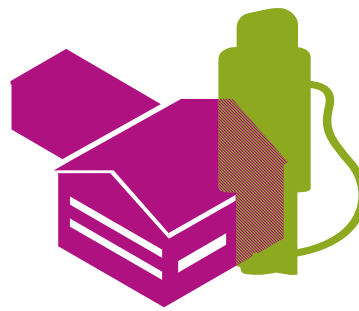
Our suggestion: highly visible bays with 7kw - 22kw chargers.



## Office-based locations

In the UK, the average round trip commute is 23 miles, with only 14% of commuters travelling more than 40 miles a day. This means fast charging can cover >90% of the requirements for all office locations.

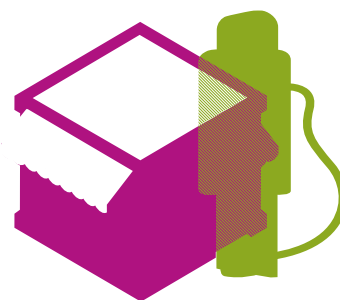
Our suggestion: dedicated EV charging bays and 7kW - 22kW chargers, plus access to a wider charging network for longer trips.



## Warehouses and depots

Charging vehicles is business critical in warehouses and depots, and drivers will sometimes need to extend the range of their EV during the day. For these kinds of businesses, resilient hardware and smart solutions are the best fit.

Our suggestion: use 7kW – 22kW chargers but consider DC charging in places with high traffic, and reduce your energy costs with time-of-use tariffs.



## Retail businesses

We know how important it is to make life easier for your customers. By installing charging stations that are easy to find, and matching your charging speeds to people's needs, you can earn lots of brand loyalty (and protect the planet at the same time).

Our suggestion: choose from charging stations between 7kW and 350kW, based on your location and the needs of your customers.

# Like what you see? Let's get started

We provide three simple steps to designing a great green mobility solution for your business:

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# 1

**Visit** our dedicated [Sustainability Hub](#) page to find out more

# 2

**Discuss** your options with your Relationship Manager or your usual bank contact

# 3

**Submit** your details and we'll get back to you to start the process

**Start your transition to net carbon zero today with Royal Bank of Scotland and Octopus!**



Royal Bank of Scotland receives a fee from Octopus Energy for customers it introduces to them that subsequently purchase products or services from Octopus Energy.

Royal Bank of Scotland provides no representation, warranty or guarantee as to the quality or fitness for purpose of any of Octopus Energy's products or services. Royal Bank of Scotland shall not be responsible for, nor do or shall they accept any liability for, the products or services provided by Octopus Energy to you, including any advice, product or process by which Octopus Energy's products or services are sold or provided by or on behalf of them to you.

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Security may be required. Product fees may apply. Finance is only available for business purposes.

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