



NatWest

Electric Vehicles: Charging ahead to Net Zero

An innovative e-mobility offering from NatWest and Octopus Energy that makes good business sense

octopus energy



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 must 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 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 leader for technical ability and Which? Recommended Provider for energy 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, it makes great business sense. 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 to bring 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.

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 recognise that the transition to EVs can seem a little overwhelming. That is why NatWest has created a first in the market offering with Octopus Energy. Octopus is one of the UK's fastest growing energy technology companies, perfectly positioned 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 can 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; NatWest 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 NatWest, 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



About Octopus Energy

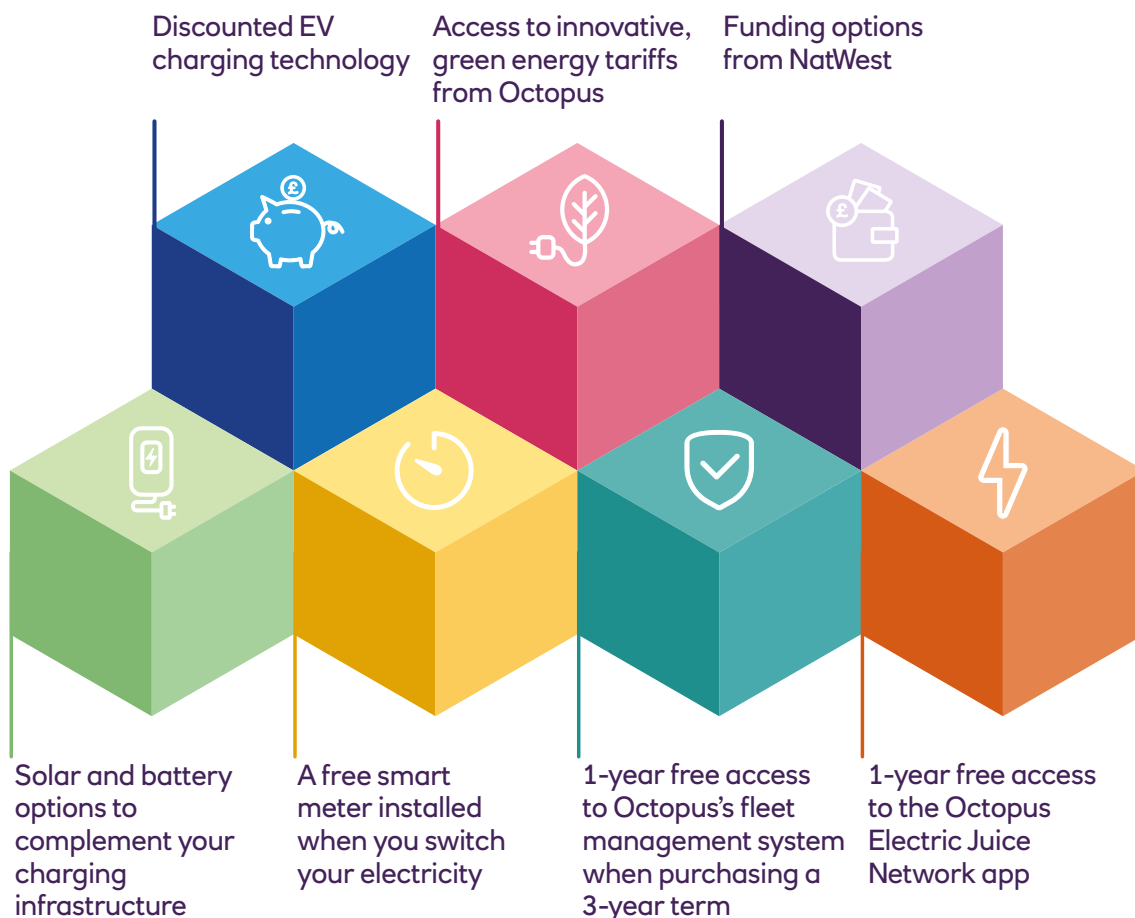
Octopus Energy's mission is to drive forward the affordable green revolution. It supplies 100% renewable electricity and gas to over 1.7 million UK homes and 20,000 businesses.

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.

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How could this offering work for you?



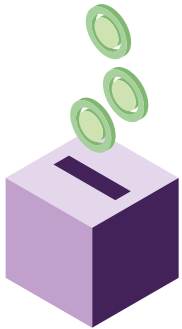
All of the above are provided by Octopus Energy and its partners. To be able to access this offering in full, you must take advantage of the charging point element. Some elements also require you to sign up as an Octopus customer. Offer applies to all customers within United Kingdom, regional exclusions 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 government's OLEV grant

For customers in Scotland, the Energy Savings Trust will provide up to £300 further funding with an additional £100 available for those in the most remote areas

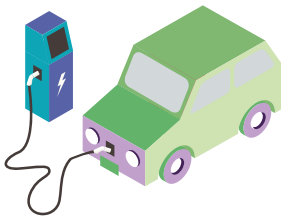
EV drivers could **save up to 70%*** compared to the fuel cost of common petrol/diesel cars

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

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

Flexible energy tariffs

NatWest has 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

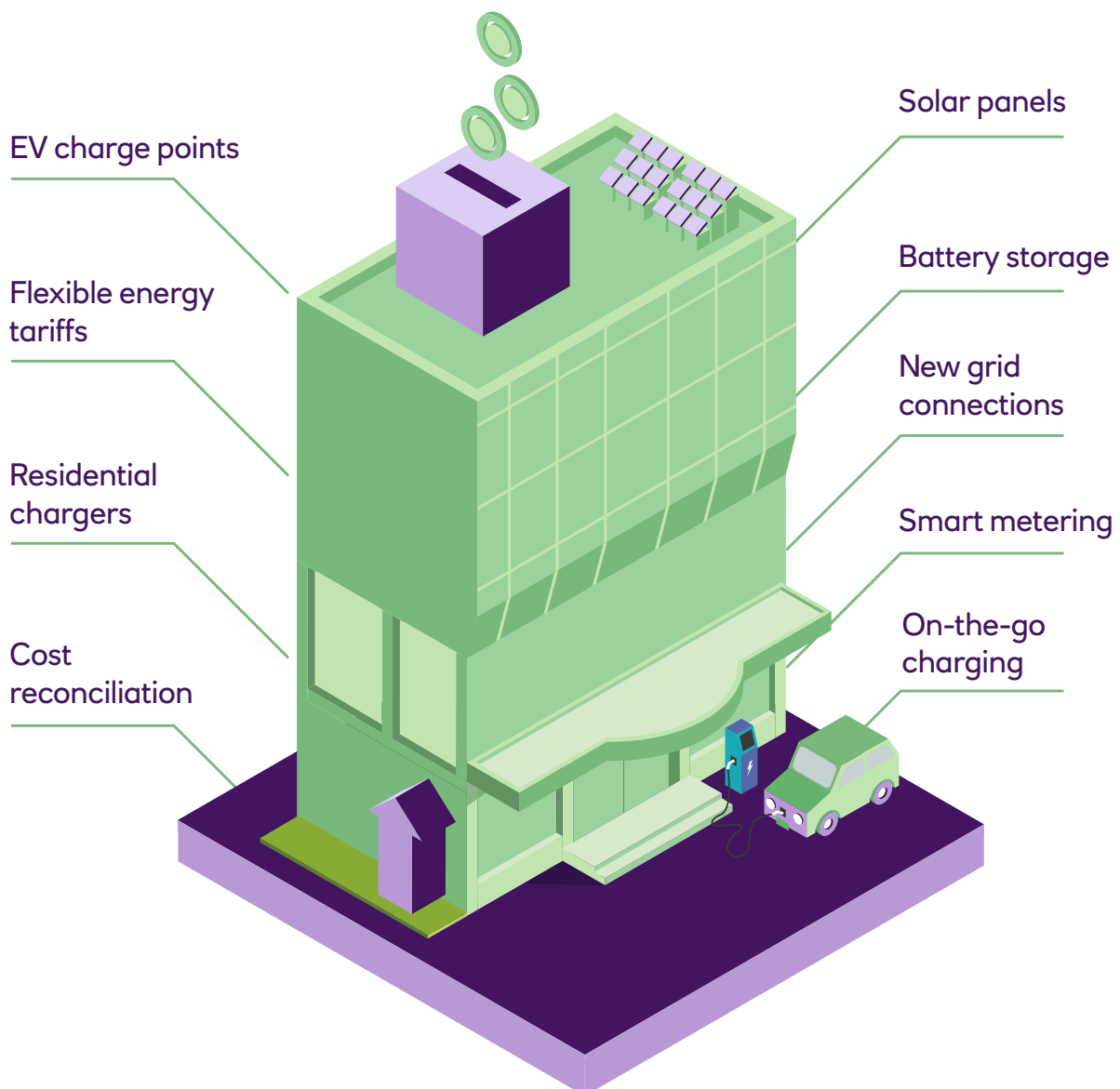
You may choose to install chargers at your drivers' homes. We provide a broad range of domestic charge points at competitive market prices.

Cost reconciliation

This partnership offers customers one year's free access* to the Octopus Fleet Dashboard, providing visibility of charging sessions and reconciling costs across all locations. Octopus can also consolidate home charging costs for all staff, directly with their energy supplier. This greatly simplifies the process for your Fleet Manager and your Finance team.

Solar panels

Solar panels can improve the viability of EV charging initiatives where carbon reduction, renewable energy or daytime capacity requirements are key concerns. Through this partnership, you can also export surplus energy to the grid to generate additional revenues for your business.



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

Battery storage

Energy storage can provide power to business-critical EVs which require a fast rate of charging for short periods of time. Battery storage is also a great way to maximise the use of self-generated renewable energy overnight, where grid constraints are uneconomical.

New grid connections

Where existing grid connections are insufficient, an upgrade may be necessary. We are offering a grid connection management service, ensuring your switch is not delayed unnecessarily by capacity constraints.

Smart metering

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

Electric vehicle charging: Assessing the right solution for your business

This solution will look at the following considerations in order to build the right infrastructure 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.

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 administrative costs.



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

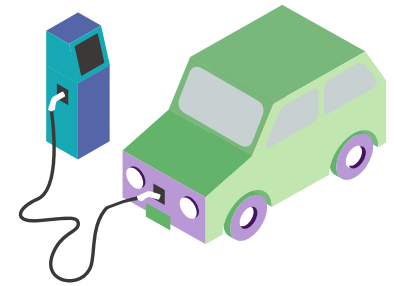
If you would like to spread your project costs rather than using your own cash reserves, NatWest has multiple funding options that could support you.

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

Ready to become a greener business? Here's how NatWest could help you

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

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 NatWest, 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.



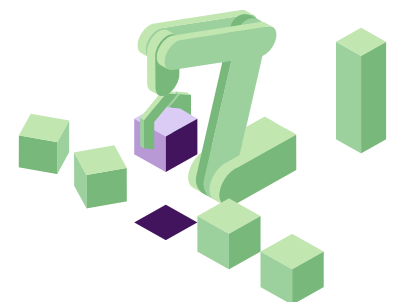
Benefits of funding through NatWest

Flexible options: We offer finance packages that help businesses to acquire assets without over-stretching their 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 could secure loans against the asset, we don't always need to look for additional security, speeding up the process.

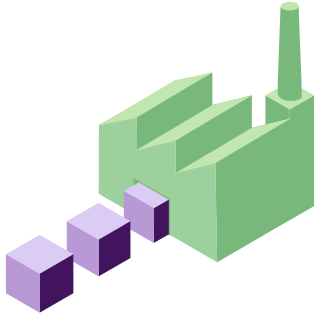
There's a lot to consider when embarking on an investment of this scale. If you'd like to find out more about how we could help you, please contact your Relationship Manager or visit our [Sustainability Hub](#).



Assessing your business environment

We understand the challenges faced by businesses when designing an e-mobility project and provide impartial guidance on the right technology for your business.

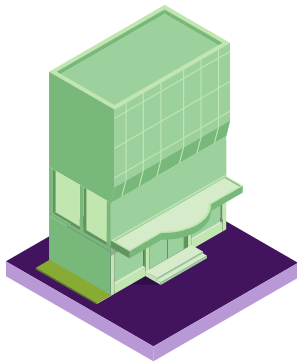
Matching hardware and software charging choices, as well as any installation requirements, we will find the most cost-effective solution for your business, now and for the future.



Industrial sites

Normally separated from the general public, industrial sites require 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.

Highly visible bays with 7kW - 22kW chargers are suggested.



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. Fast charging can therefore cover >90% of all office location requirements.

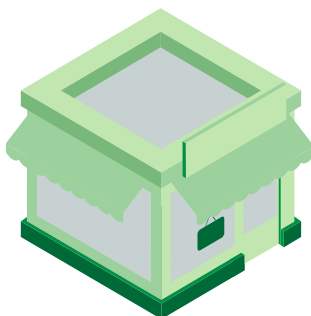
Dedicated EV charging bays and 7 - 22kW chargers are recommended, with access to an en route charging network for those longer trips.



Warehouses & depots

Charging vehicles is business critical in warehouse and depot operations. Drivers may need to extend vehicle range during the day and by utilising time-of-use tariffs, businesses significantly reduce energy costs.

Requires resilient hardware and smart energy solutions. 7kW - 22kW chargers are suitable but DC charging should be considered in high traffic environments.



Retail businesses

Making life easier for customers can create brand loyalty. You will also want to ensure that your charging station has high visibility and the speed of charging should match the desired customer dwell times.

Depending on the locations you operate, 7kW - 350kW+ charging stations can be considered but understanding customer behaviour will ultimately define a solution that fits your business.

Like what you see? Let's get started!

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

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 NatWest and Octopus!



NatWest receives a fee from Octopus Energy for customers it introduces to them that subsequently purchase products or services from Octopus Energy.

NatWest provides no representation, warranty or guarantee as to the quality or fitness for purpose of any of Octopus Energy's products or services. NatWest 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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