

# ACCESSING FUTURE FUELS FUND FOR INFRASTRUCTURE

Kristian Handberg
Head of Future Business
JET Charge





www.jetcharge.com.au

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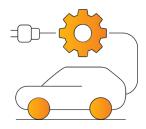


# Who is JET Charge?



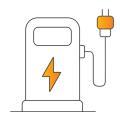
### What we do

Australia's most experienced EV charging business



### Project Design and Delivery

We are project managers, engineers and electricians. We have deployed over 5,000 charging stations and over 8,000 related accessories, from home installs to million-dollar projects. We work on the largest EV projects in the country.



Hardware

We distribute hardware.We are the largest supplier of EV charging stations and accessories into the Australian market.



Technology

We are software, hardware and firmware developers.
We are creating the best EV charging energy management system in the world and complementary hardware.



Advocacy and
Community

We are industry leaders. We are co-founders of
Chargefox, the largest EV charging network in
Australia. Tim Washington is the Chair of the Australian Electric Vehicle Council.





### Here for the long haul

We're making sure that as the EV market grows, our partners and customers can count on us



#### **VIC Contracting Focus**

Started out as electricians for Tesla in Victoria. Our inhouse electrical capability continues to this day, setting us apart.

#### **Software Focus**

Co-founded Chargefox, now Australia's largest EV charging network. We understand what it takes to run EV chargers at scale.

#### Starting to Scale

Investments from the Australian Government through CEFC, and RACV, among others (total raised \$34.5M); National office expansion; scaling up of team.



### **EV Charging Major Projects**



**Tech: REVS** 

ARENA funded project with 51 bi-directional chargers in the ACT.

Currently underway, the project aims to demonstrate V2G technology, complemented with a holistic roadmap of new V2G enabled service offerings for fleets and residential customers.



Homes: Jemena

Dynamic EV charging trial, lead by Jemena and funded by ARENA.

The project will recruit 176 EV owners across the ACT, Victoria and Tasmania, using the JET ChargeChargeMate hardware to monitor the impact of these EVs on electricity networks.



**Buses: Clarks Logan** 

We are working with Clarks
Logan in Queensland to
deliver the first stage of a fully
electrified bus fleet, with 10
electric buses. JET Charge is
responsible for all works
including grid upgrade, MSB
replacement, civil works,
hardware supply, project
management and software.



Fleet: ACT Government

JET Charge are working with SG Fleet and the ACT Government on the largest fleet transition in Australia, with over 200 charging stations to be installed across government buildings in the ACT.





# Future Fuels Program

### What is it?



## **FUTURE FUELS PROGRAM**

#### **Support for business fleets**

Key features of the Program include:

- Applications: Two stage process. Applicants can submit an EOI at any time, except under Targeted Rounds. Applications are expected to be assessed every two months (depending on applications received).
- Collaboration with ARENA: ARENA can work collaboratively with applicants, include providing feedback and ARENA can facilitate collaboration between complementary Proposals or between Applicants and other organisations or funding bodies. to develop consortia to finance and carry out Projects.
- Funding currently available: \$127.9 million for Program Focus Areas.



### **Program Focus Areas**



Supporting integration of BEVs into Light Vehicle Fleets

Minimum grant size:

\$1m



Supporting integration of BEVs into Heavy Vehicle Fleets

Minimum grant size:

\$1m



Commercialise Hydrogen as a transport fuel

Minimum grant size:

\$5m



#### What is it not?

#### Out of scope

ARENA will not consider support for projects that:

- Do not include firm commitments to vehicles as part of an integrated project with recharging/refueling infrastructure.
- Are predominantly public BEV charging and / or public hydrogen refueling without vehicles, which will be considered further in a later Targeted Round.
- Support charging infrastructure for private individuals with ZEVs that are not owned, leased or otherwise utilised by a business, government agency or other organisation.
- Are using bio-fuelled vehicles which will be considered in future stages of the Future Fuels Program.
- Feasibility or other studies.



#### How does it work?

**ROLLING BASIS** 

**+ 2-3 MONTHS** 

**+ 1-2 MONTHS** 

**+ 1-3 MONTHS** 

### SUBMIT EOI APPLICATION

Internal ARENA
assessment process that
includes Applicant
presentation to Panel.
Assessments to occur
every second month, with
the first Panel meet
scheduled for mid-April.

### SUBMIT FULL APPLICATION (FA)

If successful at EOI stage, the Applicant will be invited to submit a Full Application. Timing at their discretion.

#### **BOARD APPROVAL**

If successful at FA stage, Projects will seek to gain ARENA Board approval.

### CONTRACT

Applicant notified if
Application is
successful, progress
through to negotiating
Funding Agreement.





# Our approach



### The problem:

Many fleet operators cannot access the Future Fuels Program

#### What we did:

Ran a campaign through our customer book and industry channels to engage fleet operators in the Future Fuels Program funding opportunity.

#### What we found:

The \$2m minimum project threshold and ARENA application process are major obstacles to participation.

Vehicle charging at employee homes is a key issue that must be addressed to promote EV uptake by fleets.

Fleets are at varying states of readiness for participation in an aggregated bid, and those that are ready do not want to wait.



### How are we enabling access to ARENA funding?

ARENA Future Fuels Program roadmap for fleets seeking EV charging infrastructure via JET Charge for projects <u>less</u> than \$2m in value

JET Charge is also supporting fleets who are directly applying for funding of projects greater than \$2m in value

**ROLLING BASIS** 

+1 MONTH

**ROLLING BASIS** 

**+ 2-3 MONTHS** 

**+ 1-2 MONTHS** 

**+ 1-3 MONTHS** 

#### **FLEET INTEREST**

Fleet operators seeking grant funding for projects less than \$2m program requirement.

#### JET CHARGE EXPRESSION OF INTEREST (EOI)

JET Charge aggregates fleets for non-binding bid > \$2m based on nominal fleet transition plan and proposed JET Charge infrastructure solution.

#### SUBMIT EOI APPLICATION

Internal ARENA
assessment process that
includes Applicant
presentation to Panel.
Assessments to occur
every second month, with
the first Panel meet
scheduled for mid-April.

JET Charge will deliver the Panel presentation on behalf of participating fleets.

#### SUBMIT FULL APPLICATION (FA)

If successful at EOI stage, the Applicant will be invited to submit a Full Application. Timing at their discretion.

JET Charge will work with committed fleets on detailed infrastructure plan and budget.

#### **BOARD APPROVAL**

If successful at FA stage, Projects will seek to gain ARENA Board approval.

#### **CONTRACT EXECUTION**

Applicant notified if
Application is
successful, progress
through to negotiating
Funding Agreement.

JET Charge will execute charging infrastructure supply agreements with participating fleets that reflect the ARENA funding contribution and requirements.



### Employee @ Home

Around half of all fleet vehicles are regularly garaged overnight at employee homes

#### Solution requirements:

- Smart charger with NMI pattern approved meter
- Installation, reporting and removal service model
- Support for reimbursement activity:
  - Finance/tax
  - Fleet policy
  - Payroll





#### Where to from here?

Get in touch so we can help you figure out the best approach to take advantage of the Australian Government funding opportunity



Thank You

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### **Audience Q&A Session**