



2022 Australasian Fleet Conference & Exhibition

AND FLEET AWARDS

MAY 3-4

ROSEHILL GARDENS RACECOURSE SYDNEY

ACCESSING FUTURE FUELS FUND FOR INFRASTRUCTURE

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Head of Future Business

JET Charge



Future Fuels Program

AfMA Conference, 3 May 2022

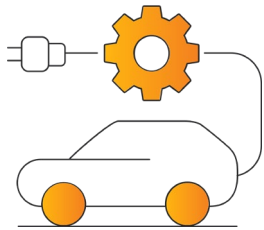
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Who is JET Charge?

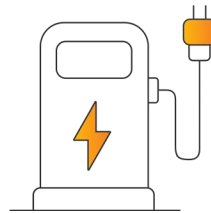
What we do

Australia's most experienced EV charging business



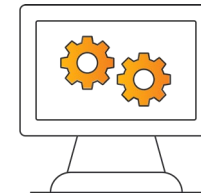
Project Design and Delivery

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.



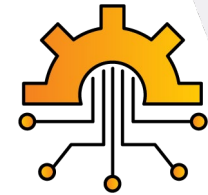
Hardware

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.



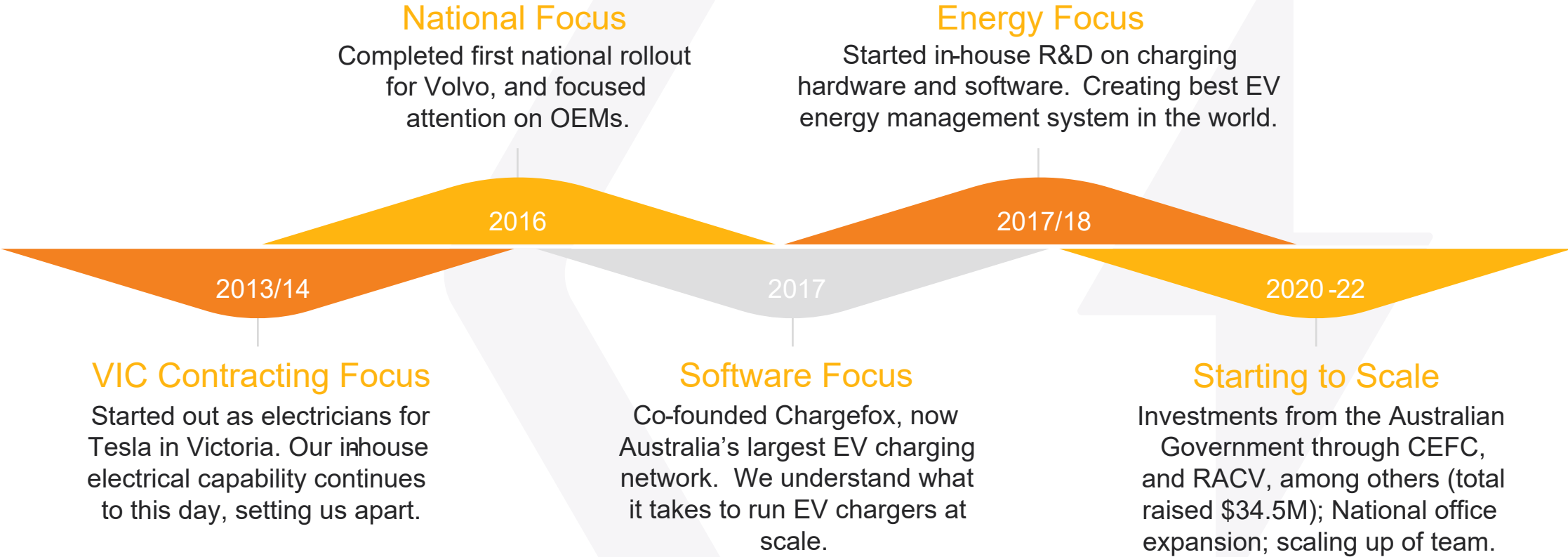
Advocacy and Community

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



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?



ARENA

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?





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.

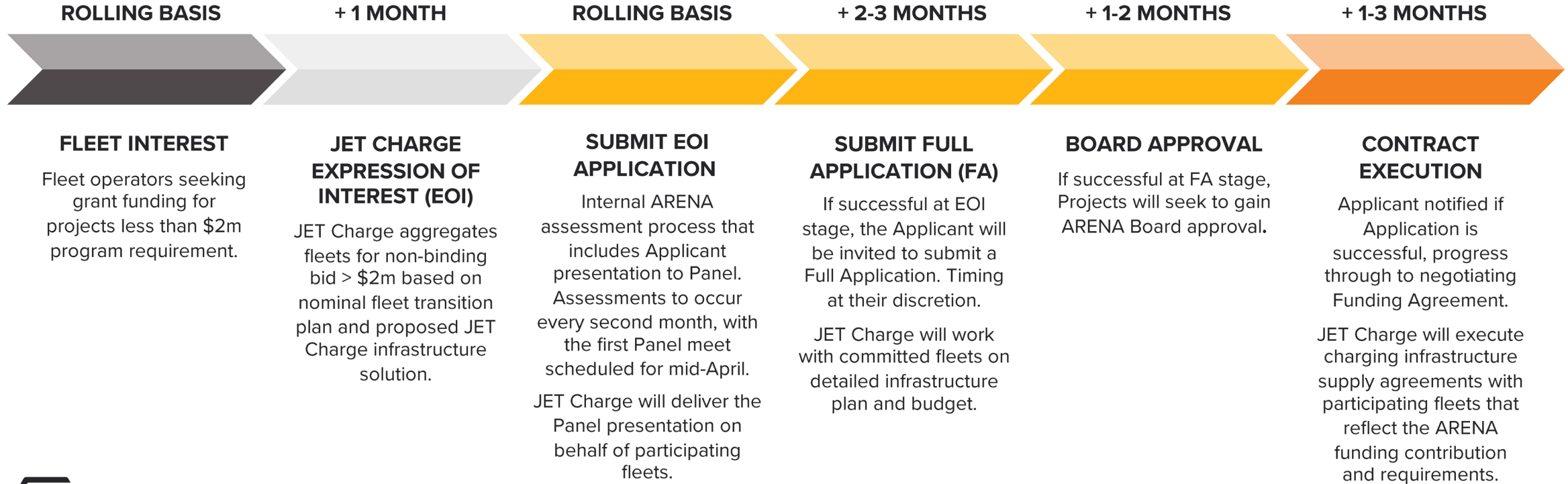
Vehicle charging at employee homes is a key issue that must be addressed to promote EV uptake by fleets.

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 less than \$2m in value

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



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



JETCHARGE

————— Thank You —————

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Audience Q&A Session

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