

Leading the electric car charge

Dan Taylor
Director of New Ventures
British Gas Smart Homes
May 2012



We see 2 key charging challenges limiting EV take-up

How am I going to charge?

- Which charge point do I need – if at all?
- Is it future proof?
- Is it safe?
- Why is it so expensive?
- Out and about - on route, at destination?



Is it really going to be greener / cheaper?

- Is my supply green?
- Am I on the right tariff?
- How can I tell what it's costing me?

British Gas is well placed to help address these barriers

- **Largest UK energy supplier**
 - Over 1 million business supply points
 - Over 16m homes
 - Number 1 supplier of Gas & Electricity
 - 8.5 million Home Service customers
 - 9th largest Insurance company in the UK
- **11,000 engineers – undertaking 44000 jobs per day by installing, maintaining & repairing:**
 - Boilers & Central Heating systems
 - Electrical appliances & Electrical systems
 - Smart meters
 - EV charge points
 - Solar PV installations



Our range of low carbon solutions help customers realise the full benefits of EVs

Range of charge point solutions

- Free surveys
- Supported by financing



Solar PV & Electric Vehicle charging solutions

- Charge point and solar PV
- Case Study: Robert Llewellyn



Electric Vehicle Smart Time of Use Tariff

- Cost Savings - Saves £1 (30%) per full charge of Nissan Leaf
- Flexible - 20hrs at cheap rate
- Green – incentivising off-peak consumption
- Beyond the EV – smart meter benefits



Walking the talk...

- Pool cars with solar canopies
 - LCNF smart grid trial
 - Leaf on Company car scheme
 - 6 vans in fleet trial – rising to 125 by end of 2013...
- ...Looking for commercial / fleet partners to expand trial



But we to work together with industry, government and regulators to succeed

- **Safety** – UK regulations, plug standards and incentives are still evolving. The industry needs practical solutions to ensure all charging is safe is key.
- **Smart Charging** - Charging solutions need to integrate with the emerging smart grid to ensure customers can realise the greener/cheaper benefits
- **Volume** – We believe market incentives will be needed for the next 3-5 years to establish the market
 - Residual value & battery lifetime
 - Cost reduction (cars, charge points)

Thank you

Dan Taylor
Director of New Ventures
British Gas Smart Homes
May 2012

