

Unlocking EV Flexibility

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About Cornwall Insight

Established in 2005, Cornwall Insight is one of the most respected voices in the energy industry. We provide research, analysis, consulting and training to businesses and stakeholders in the Great British, Irish and Northern Irish energy markets.

Our Insight

Our independent experts work across the energy market and provide high quality and actionable insights on which to base your business decisions. We look to facilitate positive market and policy change, whilst also advising customers on how to navigate and comply with energy market dynamics, rules and regulations.

Our Expertise

Our experts' in-depth working knowledge of energy market design, including policy and regulatory changes, means we are perfectly placed to advise on changes to the future market design and help businesses achieve their net zero goals.



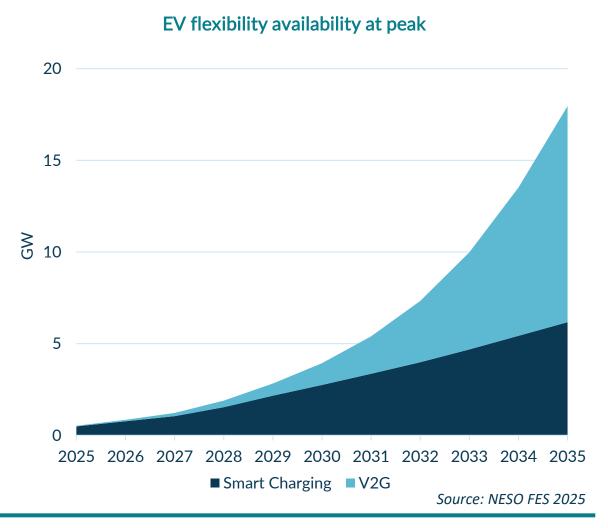
EV flexibility presents a material opportunity for drivers and the electricity system

1 Smart charging already one of the largest sources of demand response

2 Vehicle uptake and driver engagement see EV flex play a keystone role in CP2030

Vehicle-to-grid represents a potentially transformative opportunity

However, technical, commercial, and regulatory issues present bumps in the road



Evolving propositions are engaging with market blockers, but challenges remain

Evolving Routes to Market

- New ways for EVs to value flexibility, e.g.
 Virtual Trading Parties
- Engagement from NESO to map and mitigate barriers to EVs accessing its products and coordinate across DSOs

Maturing Commercial Market

- Suppliers, optimisers, and others translating system-facing complexity into clear propositions
- Size of the prize is supporting new market entry

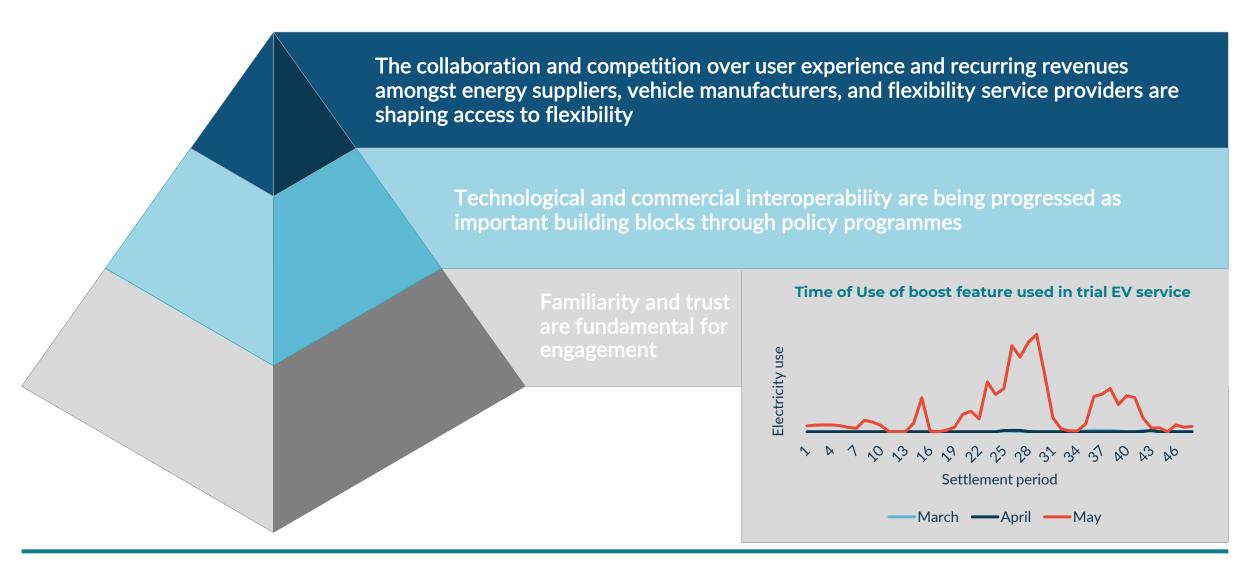
Market Design Hurdles

- Technical and commercial barriers for EVs to access NESO and DSO service opportunities
- The value proposition is uncertain today, particularly for non-supplier parties
- Ongoing asset standards and licensing regimes represent uncertainty for parties

Fragmented Ecosystem

- Lock-in and lock-out for flexibility service providers and drivers as market evolves
- Complexities for drivers comparing complex propositions, ahead of data-led solutions

Smart charging offerings built on driver trust and crossparty engagement

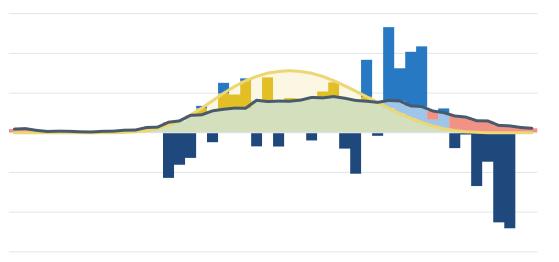


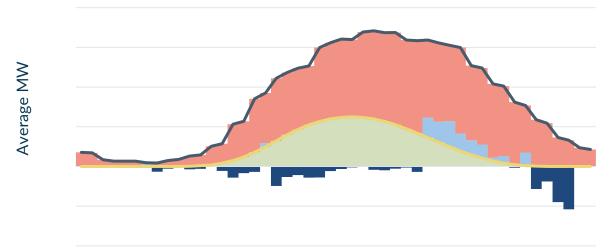
Onsite assets offer growing opportunities for EV sites to access flexibility opportunities and minimise costs

Hosting behind-the-meter (BtM) assets helps users like depots and CPOs save money by offsetting expensive imported power and offering network services

Capex for asset investment can be a hurdle, but parties are increasingly bringing new funding models to market

Onsite solar and storage deployed alonside EV charging demand





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Source: Cornwall Insight



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