# <sup>+</sup>LCPDelta

# CHARGEtrack Benchmarking public charging tariffs across Europe

## About LCP Delta

LCPDelta eco-mo>ement

## Our mission is to enable a better, faster energy transition for all

Founded in 2004 and based across the UK, France, Norway, the Netherlands and beyond, LCP Delta provide data-driven research, consultancy, technology products and training services to companies investing in and navigating the energy transition.

We are a diverse team from a variety of backgrounds including engineers, data analysts, environmentalists and more.

LCP Delta is a mission driven organisation - all of us want to make a difference to the energy transition and accelerate the path to a low carbon future.

The energy market is becoming increasingly complex. As consumers become more empowered and as energy systems around the world decarbonise, there is a need to understand both the generation and demand side to effectively navigate the rapid changes occurring.

We know it's a complicated topic, and we're here to help.

Andy Bradly, Partner, LCP Delta

LCP Delta was formed through the merger of Delta-EE and LCP Energy to bring together deep generation and consumer-side expertise, to provide our clients with a single partner to help them on their journey and provide them with a 360° view across the energy spectrum.



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Jon Slowe Partner jon.slowe@lcp.com







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## LCP Delta provides...

the best advice, support and tools to enable the energy sector to drive the energy transition



### **Subscription research services**

Our portfolio of subscription research services offer in-depth insights across the energy transition landscape. We have been undertaking primary research with organisations active in the energy transition since 2004 – we have an unparalleled international network of contacts we can draw on. Each service focuses on a particular aspect of the energy transition.

### Market and strategic advisory consulting

We provide support across the full energy value chain with bespoke research, insight, forecasts and advice tailored to them. Our consultancy offerings draws on expertise and data from across LCP Delta, from strategic market entry analysis through to detailed half-hourly revenue forecasting.



### We support our clients in four ways



### **Technology & data**

Data integration and analysis is at the heart of the energy transition. However, sourcing and navigating complex, wide-ranging datasets is challenging. At LCP Delta, we combine and curate proprietary and public datasets to provide you with a single source of truth across the energy spectrum and make this data interactive using our cutting-edge technology.

### Training

Our training helps professionals quickly develop their new energy knowledge, accelerating their impact for organisations who want to capture opportunities. We provide meaningful, concise and easy to understand short courses.



Benchmarking public charging tariffs across Europe

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**2,900** *tariffs*  **1,500** companies

**32** countries

### CHARGEtrack is the comprehensive benchmarking tool for monitoring European public EV charging tariffs.

By partnering with Eco-Movement, we are collecting, comparing and tracking over time the tariffs being offered by eMSPs and CPOs across Europe.

We visualise this data through an intuitive web-based interface, surfacing key analytical workflows, to keep you ahead of the fast-moving EV public charging market.

Get in touch for a demonstration and free trial!

### Features

- Search through thousands of tariffs by CPO and eMSP with ease
- Compare tariffs on a like-for-like basis using LCP Delta's driver profiles
- Closely monitor the tariffs of your competitors in real time
- Track price trends and identify new entrants and big movers

### **Benefits**

- Price competitively to improve your profit margins and increase market share
- Stay ahead of the curve & react to daily price signals and competitor movements
- Save time we collect the data, so you don't have to

The challenge

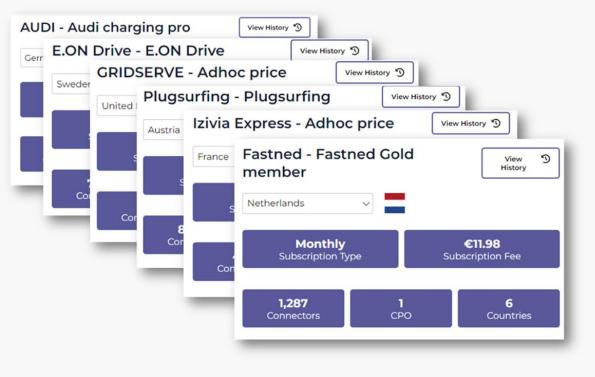
# The European public EV charging sector is increasingly competitive, and monitoring the competition is tough

There are already hundreds of eMobility service providers (eMSPs) and charge point operators (CPOs) in Europe offering public charging, each setting their own tariffs.

These tariffs are notoriously hard to compare. They are disparate, unnormalised, and have a variety of structures that can include subscription fees, energy unit costs, time-based rates, parking fees and overstay charges.

This complexity makes it hard and laborious for pricing analysts and executives to monitor the competition and gain an edge through competitive pricing or tariff structures.

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### Features

LCP Delta and Eco-Movement have joined forces to provide a one-stop-shop solution that allows users to track and compare tariffs from all the major European eMSPs & CPOs.

CHARGEtrack allows users to:

- Access live data on all tariffs in one space with insights on all individual pricing components (including energy unit costs, subscription fees, timebased rates, etc.)
- Search for specific tariffs using our powerful filtering tool (see left). For example, you can: filter by country; select only larger networks; search for tariffs that only have monthly subscription fees; filter out tariffs that only provide access to a single CPO network, etc.
- Compare all tariffs on a like-for-like basis using LCP Delta's proprietary driver profiles
- Monitor your close competitors and customise the platform to highlight when prices have changed
- Track how these tariffs change over time, by tariff, company and country

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New Tariffs Ϋ

Filters 🕱

Monthly Cost Breakdown: using Weighted Average price for Average EV Driver



Date Addec

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## CHARGEtrack

**Benefits** 

### CHARGEtrack keeps you ahead of the competition

With CHARGEtrack, you can:

- Make data-driven decisions on your pricing strategy more quickly, setting tariffs that capture market share while maintaining strong margins
- React to price changes, new entrants and new tariffs more quickly
- Understand your competitive position through leaderboards, which can be tailored to tracking your tariffs vs your competitors
- Focus on what matters by letting CHARGEtrack do the hard work of gathering, comparing and tracking the data, you can answer business critical questions in a fraction of the time and focus on your priorities.

Driver	profile 😗 View	Pir	n Tracked Companie	s 😗 Cost Calc	ulation 😨 CF	O Calculation	n 😧					
Averag	ge EV Driver ⇄ All	Top/Bottom		Weighte		All CPOs	Single CPO					
All Tariffs - Monthly Cost												
Rank 🖨	Tariff	Country	Power Type	Total Cost (€) \$	Subscription Fee (€) €	Energy (€) €	Flat (€) \$ ?	Time (€) \$	Parking (€) \$ ?			
1	<u>Alfen - Adhoc price</u>	Netherlands	DC	0.05	0	0	0	0.05	0			
2	swisscharge.ch - Swiss Charge Card	<ul> <li>Switzerland</li> </ul>	AC 3 Phase	0.16	0	0.16	0	0	0			
3	Greenstation - Adhoc price	🖁 Norway	DC	0.34	0	0	0	0	0.34			
4	Acea Innovation - Adhoc price	Italy	DC	0.45	0	0	0	0	0.45			
5	Electro-Mob - Adhoc price	France	AC 1 Phase	0.66	0	0.66	0	0	0			
=6	Plugsurfing - Plugsurfing Member	🕈 Finland	AC 1 Phase	0.87	0.87	0	0	0	0			
=6	Plugsurfing - Plugsurfing Member	E Greece	AC 3 Phase	0.87	0.87	0	0	0	0			
8	Renault - Mobilize Charge Pass Formu	. 🖬 Denmark	AC 3 Phase	0.91	0	0.91	0	0	0			
9	Monta ApS - Adhoc price	* Malta	AC 3 Phase	1.44	0	0	0	0	1.44			
10	Acea Innovation - Adhoc price	Italy	AC 3 Phase	1.6	0	0	0	0	1.6			
11	PKE Electronics GmbH - Adhoc price	Austria	AC 3 Phase	1.75	0	1.75	0	0	0			
12	Freshmile - Freshmile Pass	* Malta	AC 3 Phase	1.79	0.35	0	0	0	1.44			
13	E-Flux - Orange - pay as you charge	E Greece	DC	2.08	0.43	0	1.65	0	0			
14	Decat - Adhoc price	Belgium	AC 1 Phase	2.2	0	0	2.2	0	0			
15	Acea Innovation - Adhoc price	Italy	AC 1 Phase	2.5	0	0	0	0	2.5			
16	Q.Ev. Solutions - Adhoc price	Belgium	AC 1 Phase	2.6	0	0	2.6	0	0			
17	Q.Ev. Solutions - Adhoc price	Belgium	AC 3 Phase	3.1	0	0	3.1	0	0			
=18	E-Flux - Orange - Subscription	🕈 Finland	AC 1 Phase	3.31	3.31	0	0	0	0			
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Ongoing tracking

## With tariff data updated daily, CHARGEtrack allows you to monitor price trends over time

### In our 'Tariff History' page, you can clearly visualise historic price trends for all tariffs across all countries.

Using our intuitive interface, you can quickly and easily:

- See the tariffs with the biggest price changes during the previous 30 days
- Follow price trends of your competitors
- Keep track of tariffs that provide access to the most connectors
- Keep track of tariffs that are most important to you





### Contact us



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### About LCP Delta

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