

ELECTRIC VEHICLES

Capabilities and experience





Our electric vehicle work, led by Paul Dight, is a market leading area for the firm.

Most notably, we have been advising Volkswagen on arrangements to supply Ford with VW's modular electric vehicle toolkit (MEB).

We have also advised renewable energy and environmental infrastructure fund (Zouk) on its investment in a charging infrastructure company, advised Engie on the acquisition of Chargepoint Services Limited which provides end-to-end technology for public, workplace and private sector electric vehicle charging.

We advised Transport for Greater Manchester on the procurement for the expansion on their GMEV (Greater Manchester Electric Vehicle) network..



Paul Dight
Partner
Electric Vehicle lead

EXPERIENCE

- **Greater Manchester Authority** – Advised TfGM on the procurement of the expansion of their GMEV (Greater Manchester Electric Vehicle) network.
- **Project Cyclone** – advising VW on arrangements to supply Ford with VW's modular electric vehicle toolkit (MEB).
- **SSE** on creating a streamlined process and data room to manage the leasing and licensing process for an EV installation programme for up to 6,000 charge points.
- **BMM Energy Solutions Ltd** on the shareholder agreements for private equity investments into new start EV installation companies.
- **A transport authority** on public procurement tendering for EV infrastructure concession agreements.
- **A government agency** on state aid implications of financial assistance for EV infrastructure.
- **A petrol retailer** on third party offers to install EV chargers onto their forecourts.
- **A transport authority** on installing EV chargers at all Scottish ports.
- **Engenie** provision of all commercial advice on new EV charge infrastructure.
- **Zouk Capital** advising on investment into two EV companies (Instavolt & EO) and on the UK Govt Charging Infrastructure Investment Fund.
- **Engie**, advising on the acquisition of Chargepoint Services.



CASE STUDIES

Volkswagen AG

The transaction

Advising VW on arrangements to supply Ford with VW's modular electric vehicles toolkit (MEB). VW has already developed its MEB platform and will commence serial production of VW's electric vehicles which use the platform in 2020. Over the course of an initial six year period – starting in 2023 – VW will supply this MEB architecture to Ford.

Ford intend to use the MEB platform in more than 600,000 zero-emission electric vehicles during the life of the agreement. This is an incredibly complex matter with multiple levels to it but it is underpinned by the need for Ford to meet its emission targets and move Ford squarely into the ERV space on a global scale.

The role of AG.

We advised on the negotiation of Phase 1 MEB supply agreement which was signed in July 2019. We are currently advising on the more detailed Phase 2 arrangements. This is being agreed in parallel with an agreement for VW to invest c.\$3.1bn in Ford's Argo AI autonomous vehicle.

MEB is part of the wider alliance between VW and Ford. The wider Project Cyclone alliance will see a number of complete vehicles being supplied by both parties in order to benefit from economies of scale. MEB is unique in that it involves the supply of platform parts, which Ford will assemble and add its own Ford 'top-hat'.

Transport for Greater Manchester

The transaction

Advised TfGM on the procurement of the expansion of their GMEV (Greater Manchester Electric Vehicle) network.

This procurement sought a strategic partner to develop the publically owned GMEV EV charging network but also provides a platform to the selected bidder for it to develop its own private network on a strategic basis and jointly secure funding for further development.

The approach is a novel one designed to de-risk TfGM's involvement at the same time as maximising the potential benefit to the strategic partner by providing access to key potential partners in the Manchester region (local authorities, Manchester Airport, large corporate etc) with a need for EV charge points.

This approach is being seen as a blueprint for other procuring authorities who wish to develop an EV charging network efficiently, utilising available funding but in a way that shares risk appropriately with private sector partners whilst safeguarding strategic and other stakeholder interests.

The role of AG.

We advised on commercial and strategic matters, regulatory and practical advice on procurement documents and on the scheme legal documents.

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* a formal alliance with Hashidate Law Office

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