NATIONAL CHARGING SOLUTIONS

The 2026 EV Infrastructure Imperative

A Strategic Briefing for Property Managers & Commercial Real Estate Firms

How EV Charging Infrastructure Improves ESG Ratings, Attracts High-Value Tenants, and Creates New Revenue Streams Across Your Portfolio

nationalchargingsolutions.co.uk
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EXECUTIVE SUMMARY

The Strategic Inflection Point

The UK real estate landscape has reached a critical turning point. As of April 2026, electric vehicle (EV) infrastructure is no longer a sustainability perk, it is a core requirement for asset liquidity, tenant retention, and regulatory compliance.

For property managers and commercial landlords, the question has fundamentally shifted from 'How much will this cost?' to 'How much value will this add?' and the answer, increasingly, is: a great deal.

Three Strategic Realities for 2026

- The Valuation Gap: EV-ready commercial and residential assets are commanding higher valuations and lower yields. Institutional investors now view the absence of charging infrastructure as a stranded asset risk, particularly as BREEAM and GRESB reporting standards have tightened their requirements for on-site decarbonisation.
- The 2026 Funding Uplift: From 1 April 2026, the standard grant for residential and workplace sockets has increased from £350 to £500 per socket, opening a significant window of opportunity to offset capital expenditure.
- Power Sovereignty: As surrounding properties compete for limited local grid capacity, early movers will secure available load at favourable connection costs. Delaying installation risks materially higher grid connection fees in future.

ROI Snapshot

A 10-bay installation at a commercial office park, utilised at 30% capacity, can reach its break-even point in under 24 months when leveraging the 2026 £500-per-socket grant.

This briefing outlines how National Charging Solutions partners with firms like yours to convert a technical challenge into a high-yielding portfolio asset from navigating the new 2026 grant landscape to implementing revenue-share models that turn your car parks into profit centres.

SECTION 1

The Value Proposition: Beyond the Plug

Leading with hardware is the wrong conversation. The business drivers that matter to asset managers and landlords are valuation, tenant quality, and certification and EV charging infrastructure directly improves all three.

1.1 Property Appreciation

Research consistently shows that EV-ready buildings command higher valuations and lower yields (cap rates) due to their future-proofed nature. In an environment where institutional investors are increasingly deploying ESG-linked capital, the absence of EV infrastructure is being interpreted as obsolescence risk, not unlike a building without high-speed broadband connectivity a decade ago.

For commercial assets, CBRE and JLL data suggest that fully-fitted EV infrastructure can contribute to rental premiums of 5–8% for Grade A office space, particularly where tenants have their own Scope 3 emissions commitments.

1.2 Tenant Retention and Acquisition

For commercial property managers, B2B tenants now demand EV charging as part of their own ESG commitments. Corporate occupiers negotiating leases in 2026 routinely include EV provision in their fit-out requirements and will pay a premium, or walk away, accordingly.

For residential blocks and build-to-rent (BTR) developments, EV charging has joined high-speed broadband and cycle storage as a non-negotiable amenity for premium tenants. Failure to provide it increasingly results in longer void periods and downward pressure on achievable rents.

1.3 ESG, BREEAM and GRESB Alignment

EV charging infrastructure makes a measurable contribution to the two certification frameworks most scrutinised by institutional investors:

- BREEAM (Building Research Establishment Environmental Assessment Method): Under the 'Transport' credit category, provision of EV charging contributes directly to BREEAM ratings. Higher-rated buildings attract lower financing costs and a wider pool of potential buyers.
- GRESB (Global Real Estate Sustainability Benchmark): GRESB scores are used by over 170 institutional investors to assess portfolio ESG performance. On-site EV infrastructure contributes to the 'Management' and 'Performance' components of the GRESB Assessment, improving total scores that directly influence fund valuations.

Institutional Investor Perspective

GRESB scores are now a standard due diligence requirement for many pension funds and infrastructure investors. Assets without credible decarbonisation plans including transport electrification, face increasing risk of being excluded from mandates.

SECTION 2

The 2026 Grant Landscape: Updated Rules, Increased Funding

Government funding rules changed significantly on 1 April 2026. Understanding the updated landscape can save your firm tens of thousands of pounds in capital expenditure.

Grant Scheme	Rate (from Apr 2026)	Maximum	Expiry
Residential Landlord Grant	£500 per socket	200 grants/year = £100,000	Ongoing
Workplace Charging Scheme (WCS)	£500 per socket	Varies by site	March 2027
Infrastructure Grant (MUBs)	Up to £30,000 per building	Per building	Ongoing

2.1 Residential Landlord & Apartment Blocks

The grant for residential landlords and apartment blocks has increased from £350 to £500 per socket. Crucially, eligible landlords can now access up to 200 grants per year representing a potential £100,000 in direct annual subsidy to enhance your residential portfolio.

This is particularly relevant for build-to-rent operators and local authority housing providers who are managing large numbers of units across multiple sites.

2.2 Workplace Charging Scheme (WCS)

The Workplace Charging Scheme now provides up to £500 per socket for businesses, including property management firms' own offices. The scheme has been extended to March 2027 at the higher £500 rate. Representing a final window to offset CAPEX before the scheme's future is subject to review.

2.3 Infrastructure Grants for Multi-Unit Buildings

For infrastructure-heavy projects, such as installing cabling for 30 spaces but initially fitting only 5 chargers, residential multi-unit buildings (MUBs) can access up to £30,000 per building in infrastructure grants. This 'cable-now, charge-later' approach is highly recommended for developments where future demand is anticipated but immediate occupancy does not yet justify full deployment.

Action Point

Grant eligibility and application requirements must be met before installation begins. National Charging Solutions manages the full grant application process on behalf of clients ensuring no funding is left unclaimed.

SECTION 3

Solving the Power Problem: Grid Capacity

The number one concern raised by property managers exploring EV charging is not cost it is the capacity of their existing electrical supply. The good news is that modern technology and expert negotiation can resolve most grid constraints without the need for expensive substation upgrades.

3.1 Dynamic Load Management (DLM)

Dynamic Load Management is the technology that allows National Charging Solutions to install significantly more charging points than the raw electrical supply would appear to support.

In simple terms: rather than each charger drawing its maximum power simultaneously, a DLM system continuously monitors available supply and intelligently distributes load across all connected chargers in real time. A power supply dimensioned for 5 chargers can typically support 15–20 units with DLM deployed without any grid upgrade, and without any noticeable degradation in user experience.

- Smart prioritisation: Vehicles with lower state of charge are prioritised automatically.
- Off-peak scheduling: Overnight or low-demand charging can be scheduled to reduce peak demand charges.
- Demand response: The system can respond to grid signals to reduce load during peak periods, further lowering energy costs.

3.2 DNO Negotiations: We Handle the Red Tape

When a grid upgrade is genuinely required, navigating the process with your Distribution Network Operator (DNO) is complex, time-consuming, and if handled incorrectly, unnecessarily expensive. National Charging Solutions' technical team manages the full DNO engagement on your behalf, including:

- Formal capacity applications and technical submissions
- Negotiation of connection agreements to minimise costs and timescales
- Assessment of whether DNO investment (funded by the network operator) applies to your site
- Ongoing liaison throughout the connection process

Why Speed Matters

Grid capacity in high-density urban areas is finite. As surrounding properties install EV infrastructure, available local capacity decreases and connection costs increase. Early movers secure better terms. Delaying by 12–18 months may result in significantly higher DNO costs for the same connection.

SECTION 4

Operational & Management Models: Turning Power into Profit

The most common question from asset managers is: how do we recoup the investment? In 2026, the UK market offers three primary paths to profitability. The right choice depends on your firm's appetite for risk versus long-term yield.

4.1 The Three Ownership Models

Model	Capital Investment	Revenue Share	Best For
Fully Owned (CAPEX)	Landlord pays 100% (minus grants)	Landlord keeps 100% of profit	High-traffic retail or long-term residential holdings
Revenue Share (Hybrid)	Shared between Landlord & NCS	Split (e.g., 50/50 or 60/40)	Firms wanting limited upfront cost with passive income
Fully Managed (OPEX)	Zero upfront cost NCS funded	Landlord receives a site rent	Low-risk, hands-off management of large portfolios

4.2 Tiered Pricing Strategies: The Revenue Stack

Modern software allows property managers to set different rates for different users automatically, ensuring fairness while maximising return on investment:

- Tenant / Resident Rates (Base Cost): A resident discount is offered via RFID card or app-based whitelisting, covering electricity costs plus a small margin for maintenance and platform fees.
- Public / Visitor Rates (Premium): A higher p/kWh rate applies to non-tenants. In 2026, typical public AC charging rates range from 45p to 65p per kWh, providing a significant margin above commercial energy tariff.
- Overstay Fees: To prevent 'bay hogging,' the system automatically applies a per-minute fee once a vehicle reaches 100% charge. This increases turnover, improves user satisfaction, and increases total daily revenue.

4.3 ESG Reporting as a Revenue Tool

Revenue is not only generated through the charger, it is also found in the lease and the service charge.

- Data as a premium service: Our platform provides automated monthly reports showing kilowatt-hours delivered and CO2 avoided per site. This data is of significant value to your commercial tenants for their own ESG and Scope 3 reporting, justifying service charge premiums or higher-Grade A rents.
- BREEAM as a financial lever: Higher BREEAM ratings attract institutional buyers at lower yield requirements, directly enhancing asset valuations at the point of sale or refinancing.

Cost / Revenue Item	CAPEX	Annual Revenue (est.)	Break-even

10-bay office park install	~£25,000	~£12,000–£18,000	Under 24 months
Less: 2026 grants (10 x £500)	-£5,000	—	—
Net CAPEX after grants	~£20,000	—	—
30-bay residential MUB (cabled for 30, 10 installed)	~£45,000	~£22,000–£30,000	~18–24 months
Less: Infrastructure grant	-£30,000	—	—

SECTION 5

Risk Mitigation & Compliance

EV charging raises legitimate legal and safety questions for property managers. National Charging Solutions ensures every installation is fully compliant from day one and keeps it that way as regulations evolve.

5.1 Fire Safety & Wiring Regulations

All installations carried out by National Charging Solutions comply with the latest IET Wiring Regulations (BS 7671:2018 + Amendment 2:2022) and relevant fire safety guidance for enclosed and underground car parks. Key considerations include:

- Cable management and thermal protection specifications for underground environments
- Fire-rated containment systems where required by the site's fire risk assessment
- Compliance with NFCC guidance on EV charging in car parks, including detection and suppression planning
- UKCA-marked equipment throughout

5.2 Right to Charge Legislation

The evolving 'Right to Charge' legislative framework which increasingly restricts the ability of landlords to refuse reasonable tenant requests for EV charging installation is creating new obligations for property managers. National Charging Solutions advises clients on their obligations under this framework and designs installations that satisfy tenant requests efficiently, protecting the landlord from both refusal risk and unmanaged third-party installation risk.

5.3 Public Charge Point Regulations 2023/24

For chargers accessible to the public or to visitors, compliance with the Public Charge Point Regulations (PCPR) is mandatory. Non-compliance carries penalties of up to £10,000 per charger. National Charging Solutions ensures full compliance across all regulated requirements:

- Contactless payment: Mandatory for all new chargers rated at 8kW and above. Our hardware ships contactless-ready as standard.
- 99% uptime guarantee: Our network operations centre monitors all chargers 24 hours a day, 7 days a week. Proactive maintenance ensures regulatory uptime standards are consistently met.
- Transparent pricing: Rates are clearly displayed in p/kWh on the unit or accompanying digital screen before a session begins, as required by regulation.

Compliance Note

The PCPR penalty regime is actively enforced. We recommend that any property manager with publicly accessible chargers — including chargers in car parks open to visitors — carries out a compliance audit. National Charging Solutions offers this as part of our Portfolio Transition Audit.

SECTION 6

Case Study: Grade A Office Park, South East England

The following illustrative case study is based on a composite of typical National Charging Solutions installations completed in the 12 months to April 2026.

The Brief

A property management firm overseeing a 120,000 sq ft, three-building Grade A office park with 280 car parking spaces sought to enhance the asset ahead of a planned 2027 refinancing. The primary objectives were to improve BREEAM rating from 'Very Good' to 'Excellent', meet tenant demand from two anchor occupiers with EV fleet commitments, and generate a new income stream from the car park.

The Solution

- Phase 1: Site survey, DNO capacity assessment, and full grant application management
- Phase 2: Installation of 30 x 7kW AC chargers across all three buildings, with cabling infrastructure for an additional 40 spaces
- Dynamic Load Management configured to operate 30 chargers within the existing supply headroom
- Tiered pricing: tenant RFID rates at 28p/kWh, visitor contactless rates at 58p/kWh, overstay fees activated after 30 minutes post-charge
- Revenue Share model: 60% landlord / 40% NCS, with NCS managing all billing, maintenance and PCPR compliance

The Outcome

- Grant funding of £15,000 secured (30 sockets x £500), reducing net CAPEX to under £42,000
- Break-even achieved in month 19 of operation
- Anchor tenant lease renewals secured 6 months before expiry, citing EV provision as a key factor
- BREEAM Transport credits contributed to uplift of building's assessed rating
- Monthly automated ESG data provided to both anchor tenants for inclusion in their annual sustainability reports

Tenant Feedback

One anchor occupier with a 100% EV company car policy cited the charging provision as a decisive factor in their lease renewal decision, avoiding a potential 12-month void and associated re-letting costs estimated at £180,000.

NEXT STEPS

The Portfolio Transition Audit

Rather than a single site survey, National Charging Solutions offers a Portfolio Transition Audit — a comprehensive review of your entire property portfolio to identify which sites represent the greatest opportunity for high-ROI EV charging installations.

The audit covers:

- Electrical capacity assessment across all sites to identify 'low-hanging fruit' where chargers can be installed with minimal or no grid upgrade
- Grant eligibility mapping, identifying which sites and ownership structures qualify for the maximum available funding in 2026
- Revenue modelling by site, including utilisation projections and break-even timelines
- Regulatory risk review, identifying any sites with PCPR compliance gaps or Right to Charge exposure
- Phased installation roadmap, prioritised by ROI and strategic importance to your portfolio

Commission Your Portfolio Transition Audit

Contact National Charging Solutions today to arrange a no-obligation portfolio review. Our team of technical, commercial, and regulatory specialists will identify the fastest route to generating value from your car parks.

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National Charging Solutions is a UK-based EV infrastructure specialist working exclusively with commercial and residential property owners. Our full-stack service covers site survey, DNO negotiation, grant management, hardware supply, installation, software platform, billing, compliance, and ongoing maintenance delivered as a single managed service.