



Virtual Acceleration Workshops on E-Mobility & Green Industrial Parks

(Organized as part of Korea 7th Green Roundtable events)

<i>BUSINESS MODEL DESCRIPTION</i>
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Pre-events Online Forum: 15-26 June 2020

Main events: 29-30 June 2020

Post-events Online Forum: 1-7 July 2020



Business Model Name: Pay as You Save® (PAYS) for Clean Transport

Link (if available): <https://www.climatefinancelab.org/project/pay-save-clean-transport/>

Lead (Organization/Company): Clean Energy Works

Main contact point: Holmes Hummel, CEO

Status: **Start-up**

Description of the Solution:

PAYS for Clean Transport reduces the upfront cost of EVs, starting with transit buses, by harnessing a utility's capacity to invest in on-board batteries and recover its cost as a service charge.

In a PAYS for Clean Transport transaction:

- A utility leverages its access to capital to invest in batteries and charging infrastructure for electric buses to reduce their upfront cost to customers, which accelerates electric bus procurement while expanding the utility's revenue base.
- A bus service provider agrees to pay a fixed charge on monthly electric bills that is less than estimated savings versus diesel, reducing operating expenses from day one without incurring additional balance sheet liabilities.

Goals:

Mobilize \$1 billion for 4,000 electric buses driving new diesel buses out of transit fleets in more than 50 cities within 3 years

Geographical areas of Impact:

Currently Clean Energy Works is working with partners in Latin America and the United States, but the model can be implemented anywhere with an interested utility in sound financial condition.

Partners:

- ZEBRA Initiative led by C40 and the ICCT
- World Resources Institute
- Global Innovation Lab for Climate Finance
- Environment Defense