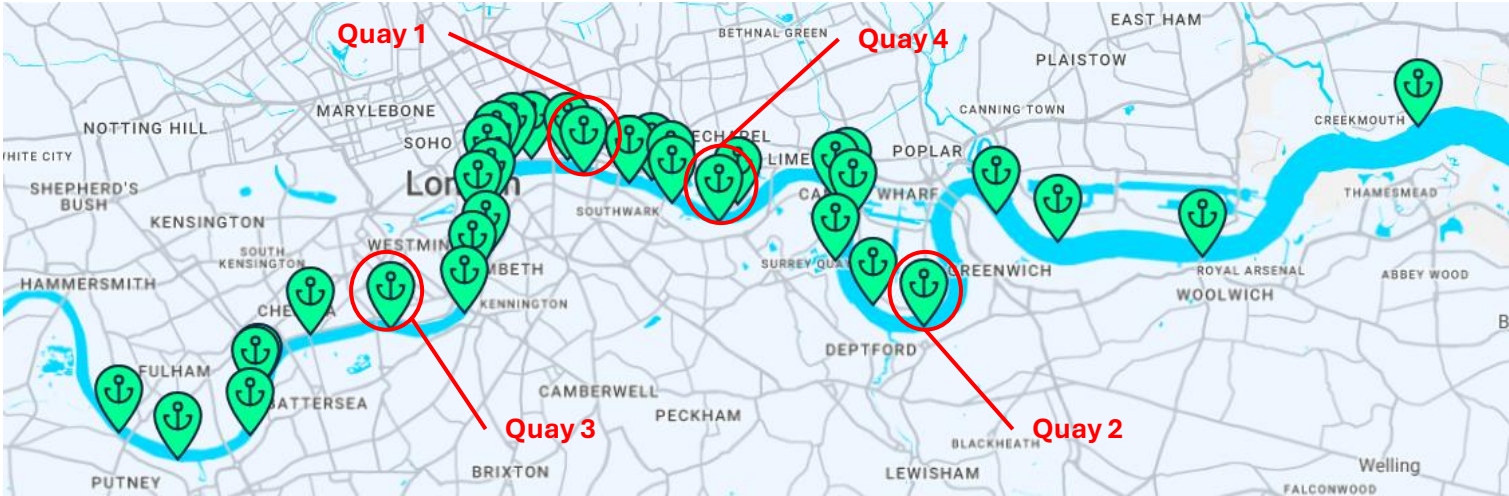
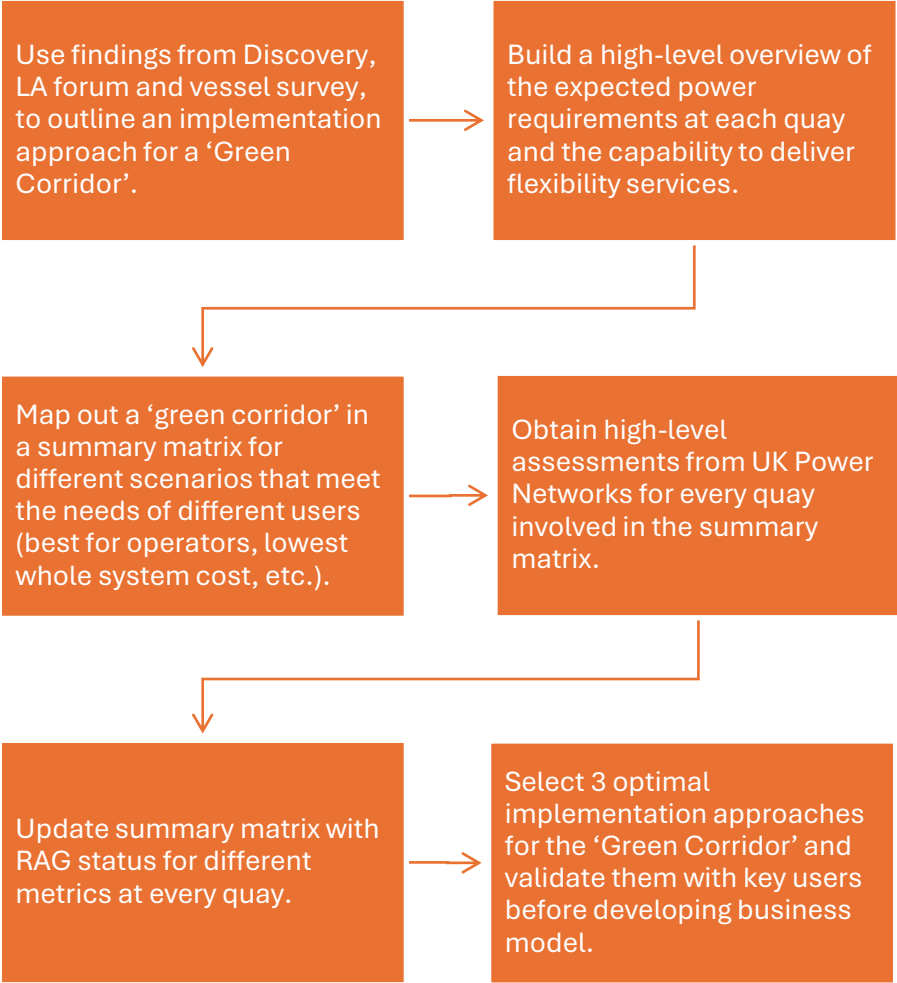


# Appendix A: Quay summary matrix for grid assessment



	Quay 1	Quay 2	Quay 3	Quay 4	Quay ...
Load					
Importance					
Flexibility Capability					
Reinforcement Cost					
Planning Constraints					
Hydrogen Requirement					

# Appendix B: Business Model Design

In Discovery, we modelled significant potential benefits attainable via B2G charging of battery electric vessels. This is based on current vessel operations, assumptions about battery sizes, grid connections & charging equipment capabilities.

We believe a business model, based on B2G, and access to wholesale, flexibility, and ancillary markets is possible. However, there is a complex set of relationships that need to be supported to enable the level of investment to flow into the marine sector.

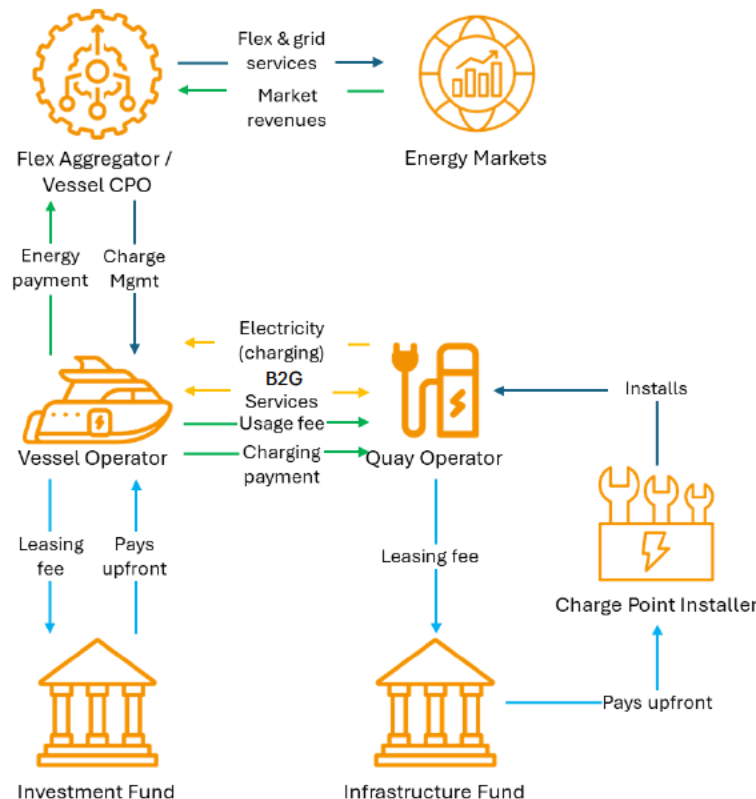
Here, we present two potential business models:

- Model 1: investors directly fund vessel and quay operators.
- Model 2: investors provide funding to the flexibility aggregator / Charge Point Operator (CPO) to deploy infrastructure and own/operate battery charging.

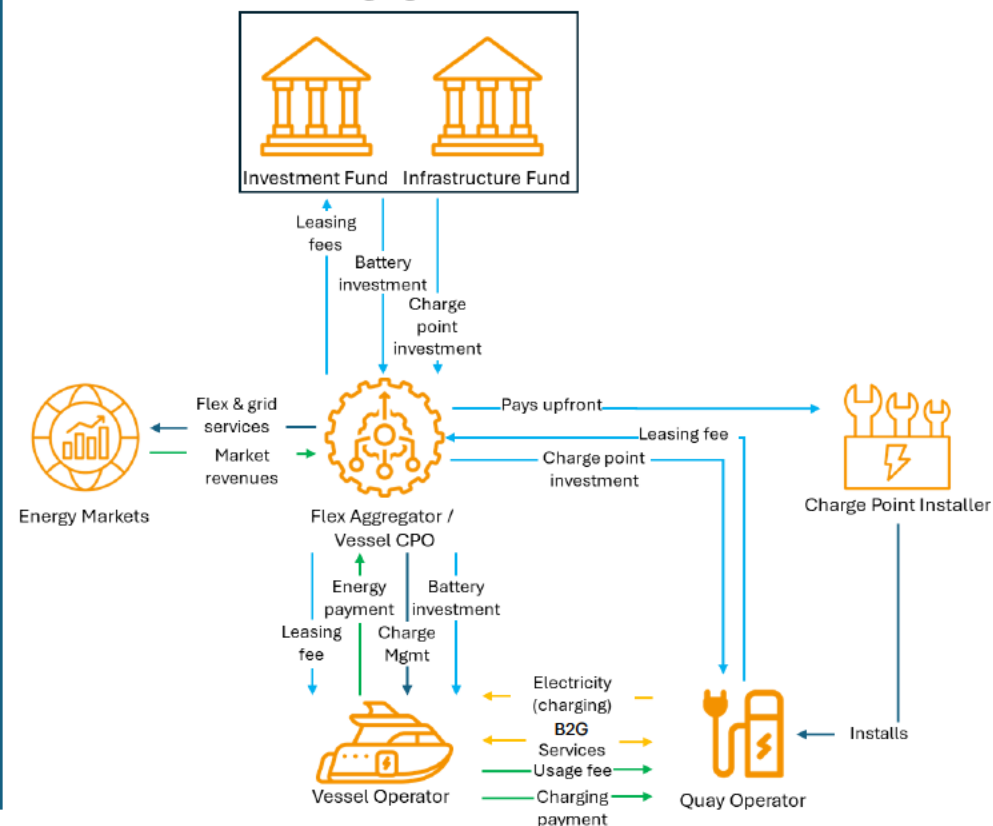
Equipment usage and payment flows are shown in each diagram.

In Alpha, we will develop revenue modelling to validate a fundable business model, and to engage with potential investors and stakeholders to identify the most appropriate business models to trial in Beta.

**Business Model 1:  
Disaggregated capital investment**



**Business Model 2:  
CPO-led investment for batteries  
and charging infrastructure**



**Key**

