EV Charging as a Revenue Opportunity

Creating value beyond parking

As electric vehicle adoption continues to grow across Australia, many facility managers are viewing EV charging as just another cost of doing business. However, forward thinking commercial property owners are beginning to see something different — an opportunity to generate recurring revenue while enhancing tenant amenity and increasing asset value.

The biggest misconception about installing EV chargers is that it requires major electrical upgrades. While this may have been true in the past, modern charging systems now use Dynamic Load Management, which intelligently monitors a building's electrical demand, automatically distributing available power across charging stations. In many cases, this allows significantly more chargers to be installed using existing infrastructure, in turn reducing or delaying expensive upgrades.

This changes the conversation from "How much does EV charging cost?" to "How can our property generate value from EV charging?"

Potential opportunities include:

- Energy resale margins
- Subscription charging for tenants
- Premium parking with dedicated chargers
- Charge Point Operator (CPO) management models
- Future participation in smart energy programs

Beyond the financial benefits, EV charging is rapidly becoming an expected amenity for premium office buildings. As organisations electrify their fleets and pursue ESG objectives, access to workplace charging is increasingly influencing tenant expectations and leasing discussions.

The best time to plan isn't when a tenant asks for EV charging, it's before they do. Understanding your building's electrical capacity today allows a staged and cost-effective strategy that can support future demand while unlocking a new revenue opportunity.

At Prolux, we help facility managers and commercial property owners assess their existing electrical infrastructure to develop scalable EV charging solutions that maximise both site capability and long-term return on investment.

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Innovative Electrical for a Better Tomorrow