

The Economics of EVs

Melanie Creedy

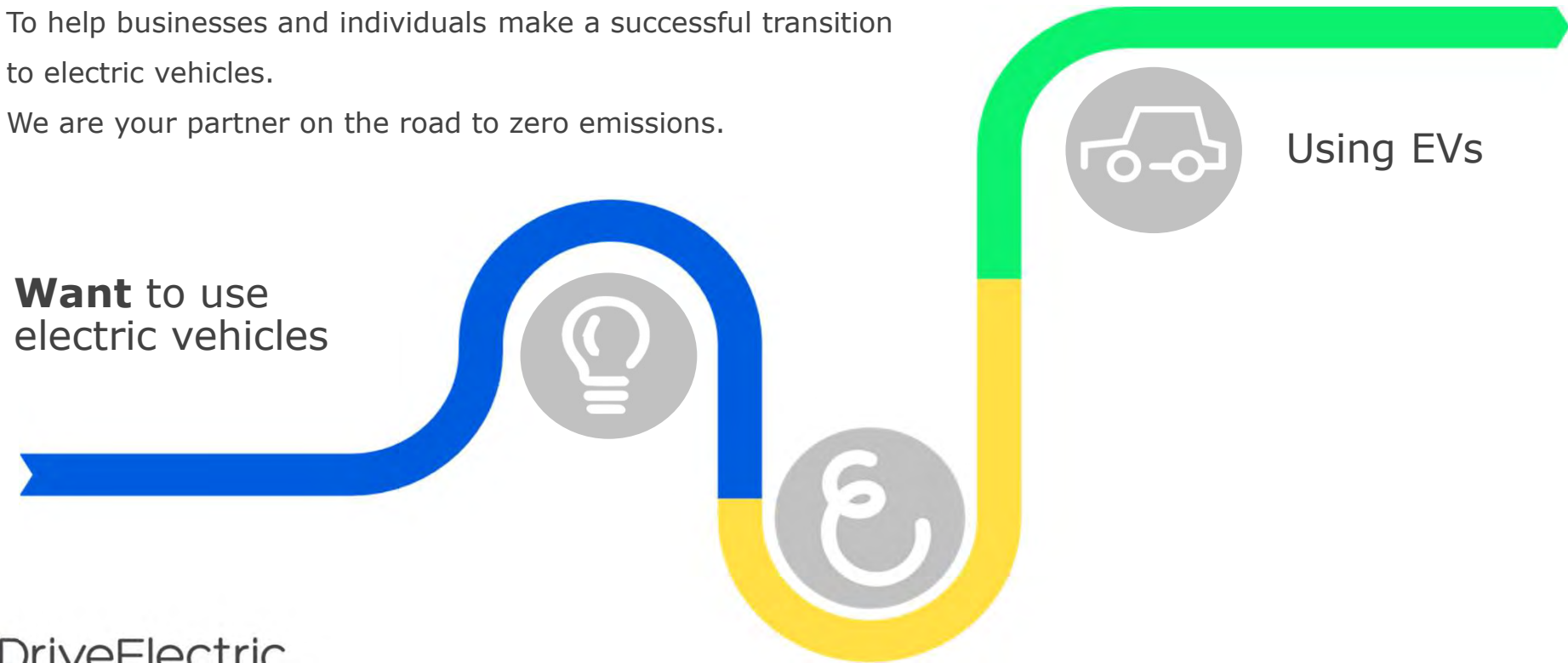
What we do

Our mission:

To help businesses and individuals make a successful transition to electric vehicles.

We are your partner on the road to zero emissions.

Want to use electric vehicles





Successful deliveries

6000+ ultra low emission (ULEV) plug-in vehicles now on the road



EV Charging

V2G service launched with in house 'Crowd Charge' demand management system

Partner in world leading smart charging project '**Electric Nation**'



Our order book

92% of these orders are for pure electric vehicles



Vans

Largest UK electric van rental fleet



LLOYDS BANK

Partnerships

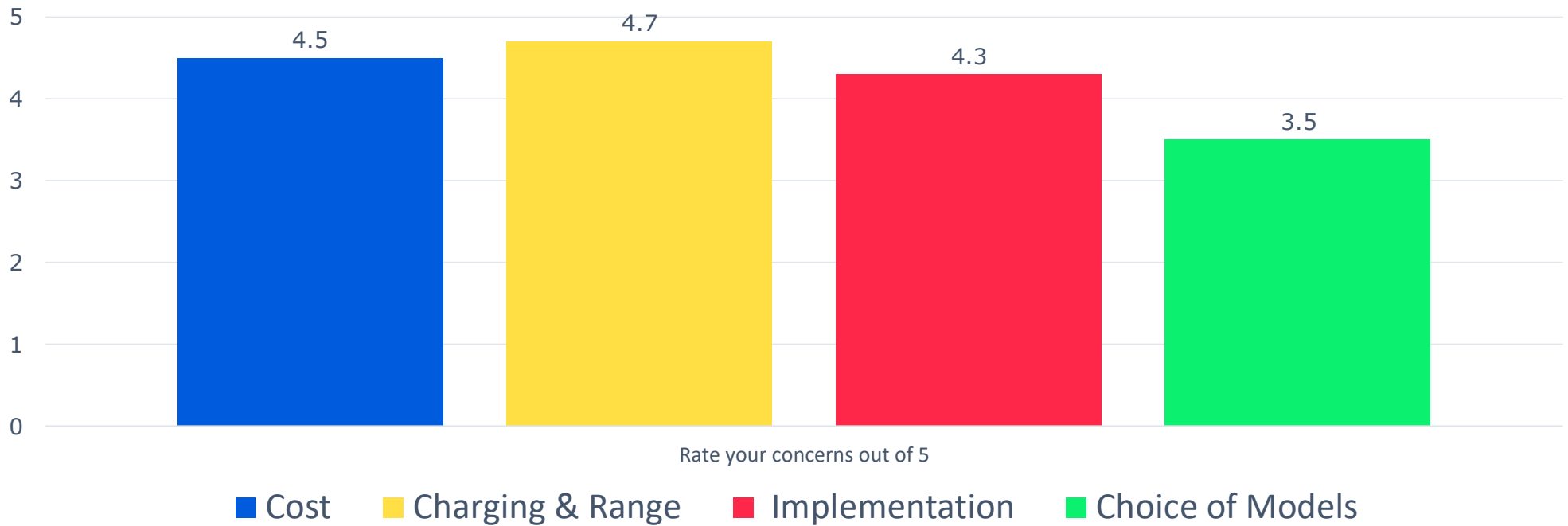
SME partner small fleets for Lloyds Banking Group



SME partner for EDF Energy

What's holding you up?

Survey Results – Fleet Managers' Concerns



Switching to Electric

Why should you switch?

Why switch?

The capital cost of an Electric vehicle in comparison to petrol and diesel vehicles is more

Investment may be required for charging

Major Cities across the UK are beginning to implement charges for ICE vehicles

Bad News

Maintenance and fuel costs are reduced

Cheaper to operate over life-cycle

Electric Vehicles currently qualify for a government grant

Fully electric vehicles are exempt for ULEZ / CAZ and congestion charges

Good News

Benefits for the business

100% capital allowance in the 1st year for Ultra Low Emission Vehicles and ChargePoints

Currently 1% for company car drivers, rising to 2% in April 2022

BEV vehicles are exempt from Vehicle Excise Duty

Lower carbon emissions

0% BIK on electric vans (vans with private use)

Grants:

- Cars £2,500 (up to £35k value)
- Small vans up to £3,000 (up to 2,500kg)
- Larger vans up to £6,000 (between 2,500 – 3,500kg)

Benefits for the driver

Low Benefit In Kind for company car drivers (currently 1%)

More energy providers are incentivising the use of EVs and driving an EV can cost less than £1.30 per 100 miles*

No fuel Benefit for Electric cars or vans

Domestic electricity only attracts 5% VAT

They don't go wrong – less downtime, more time on the road

Pure electric vehicles have zero tailpipe emissions making them greener and cleaner

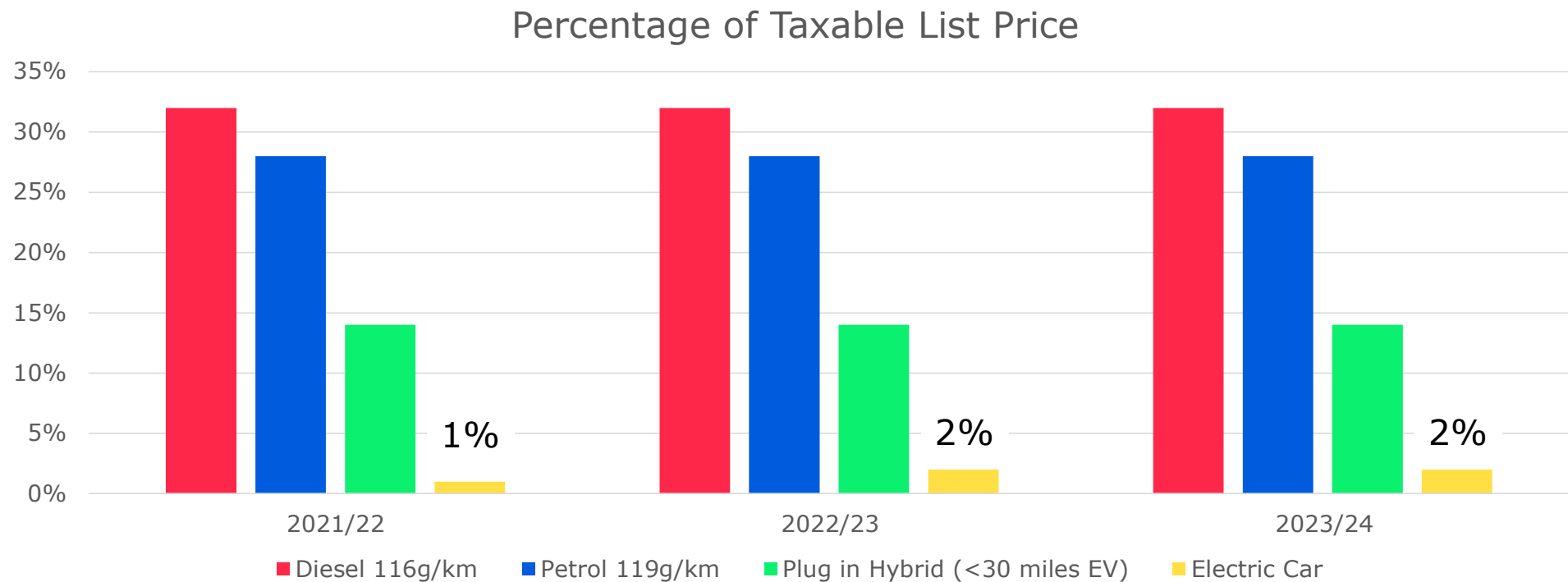
Easier to drive, improved driver welfare, less fatigue

Category	CO2 emissions	Zero emission range	Grant	Maximum amount
Car (worth up to £35,000)	Less than 50 g/km	112 km (70 miles)	35%	Up to £2,500
Motorcycle	No CO2	50 km (31 miles)	20%	Up to £1,500
Moped	No CO2	30 km (19 miles)	20%	Up to £1,500
Van (up to 2,500kg)	Less than 50 g/km	96 km (60 miles)	35%	Up to £3,000
Van (2,500kg to 3,500kg)	Less than 50 g/km	96 km (60 miles)	35%	Up to £6,000
Trucks (up to 12,000kg)	Less than 50% of equivalent Euro VI	96 km (60 miles)	20%	Up to £16,000 (first 250, 10 per customer) Up to £6,000
Taxis	Less than 50 g/km	112 km (70 miles)	20%	Up to £7,500

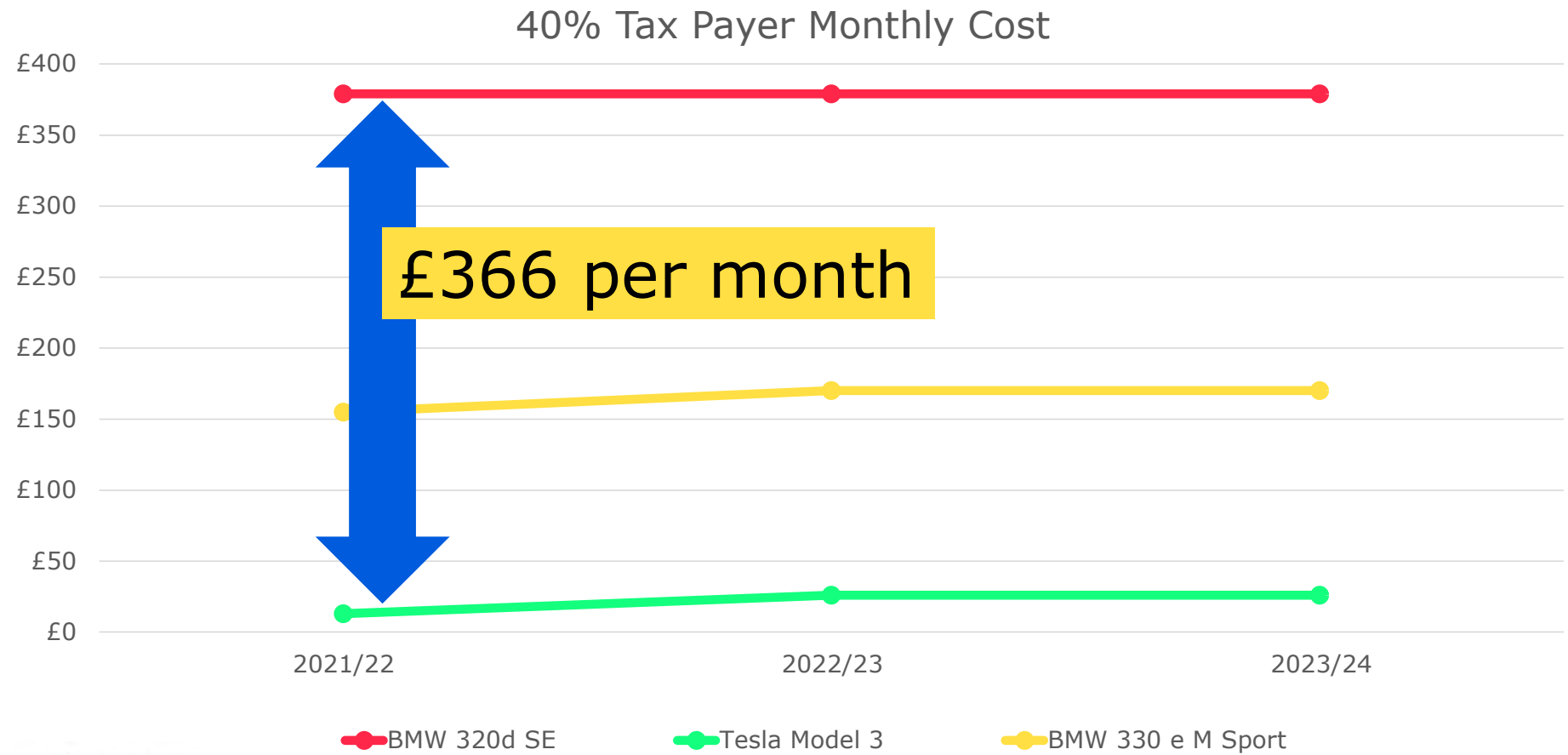
Whole life costs

Taking a holistic approach to fleet management

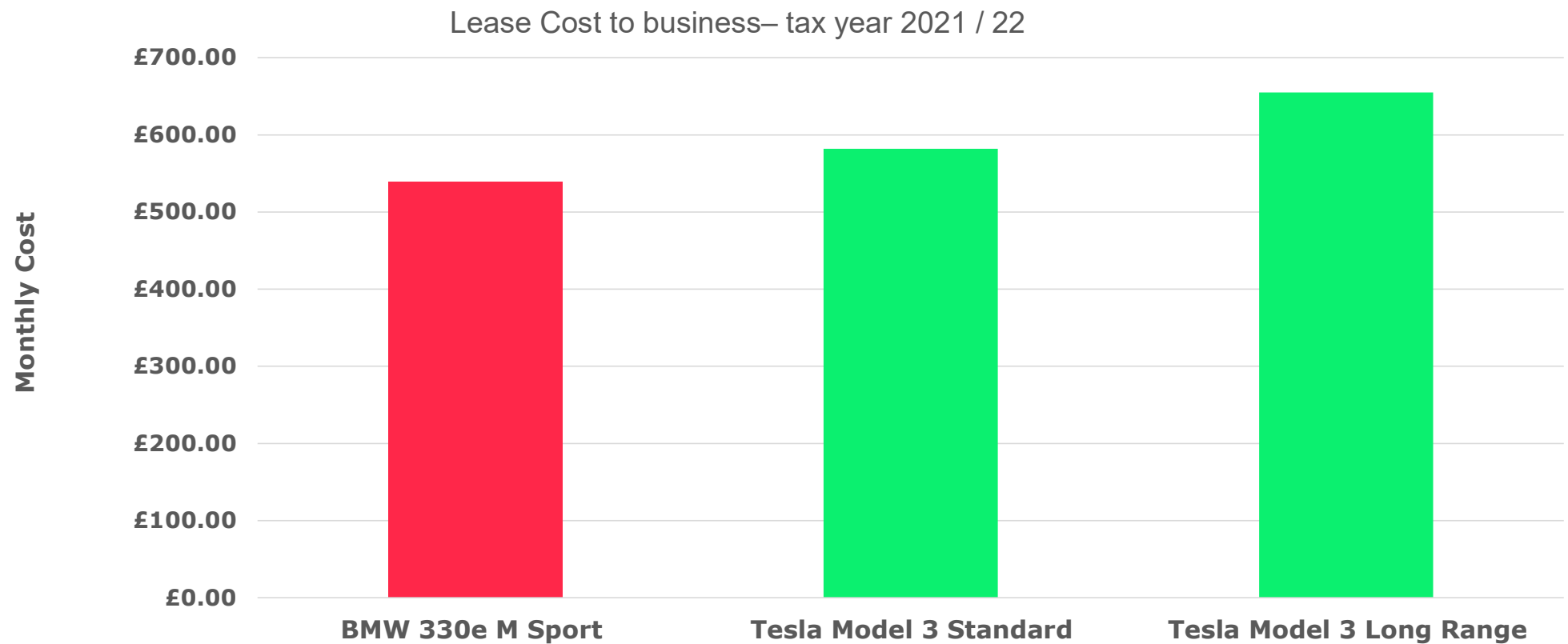
Electric Company Cars – taxable benefit



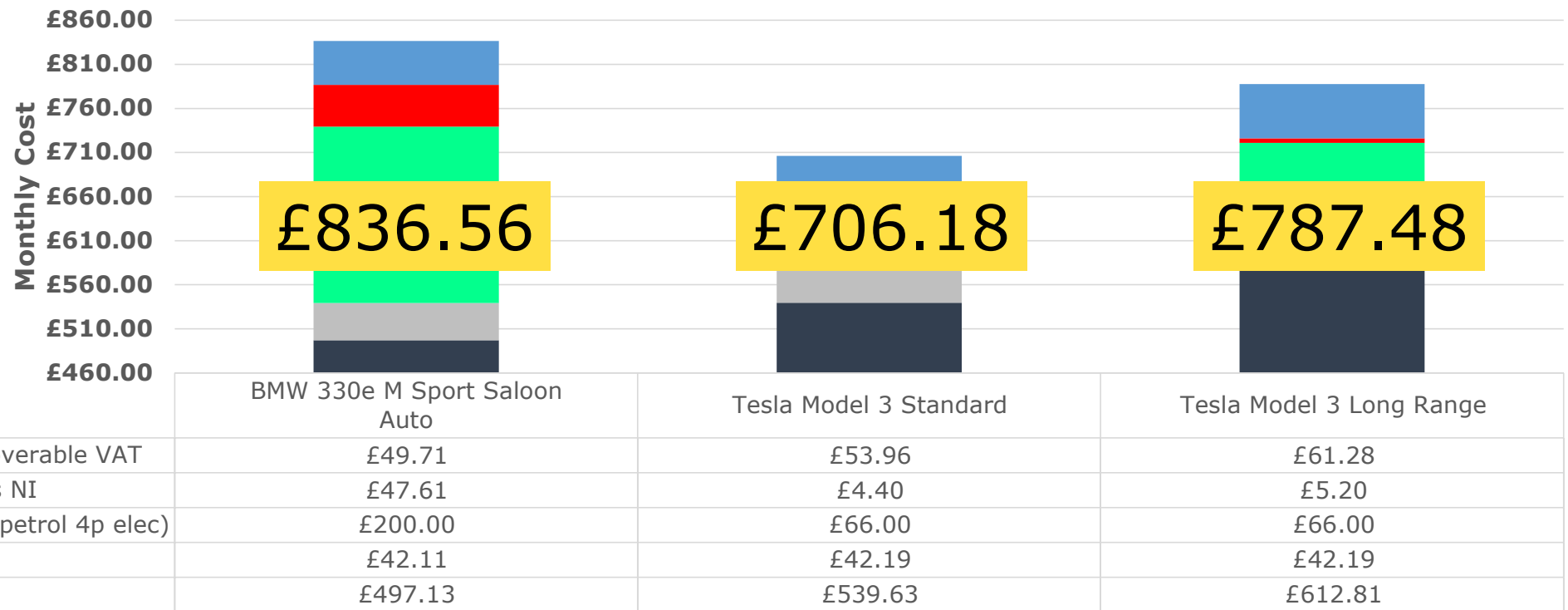
Cost to your drivers



Are electric cars more expensive?



Whole life cost comparison example

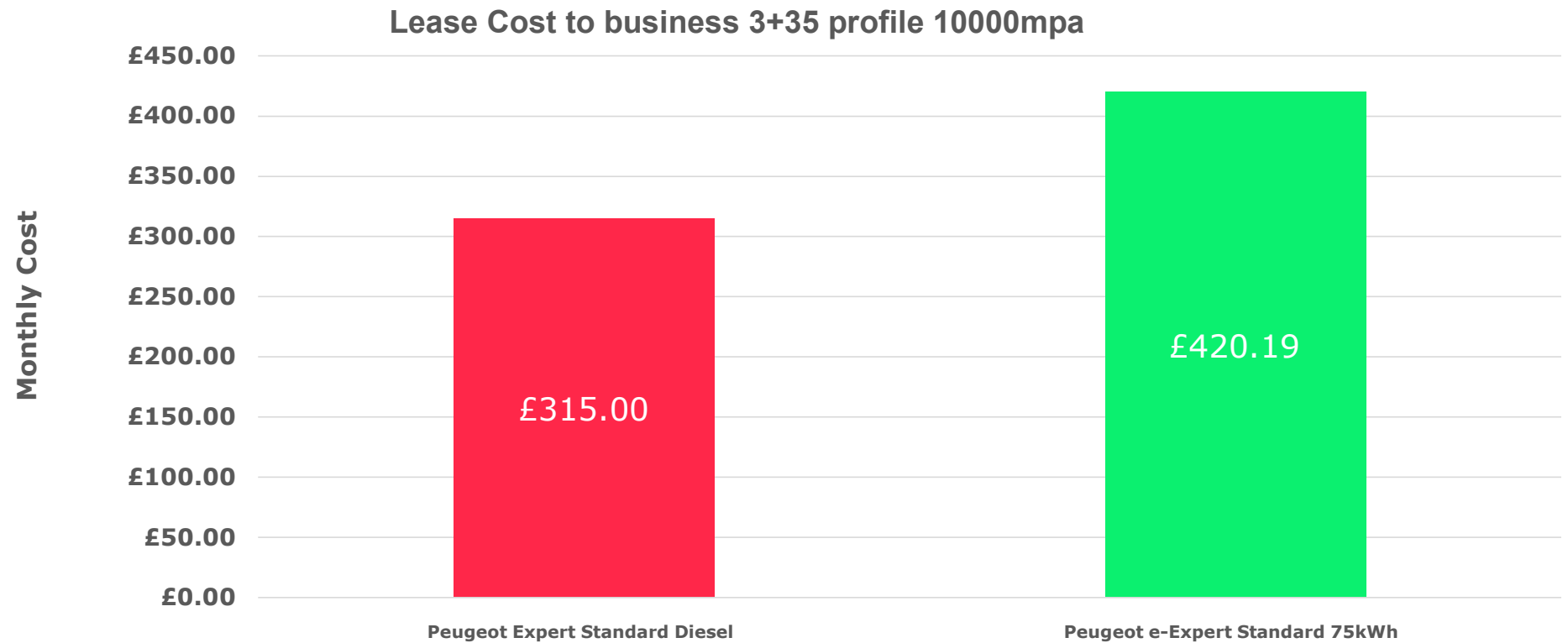


■ Lease ■ Maint ■ Fuel (12p petrol 4p elec) ■ Employers NI ■ Non- Recoverable VAT

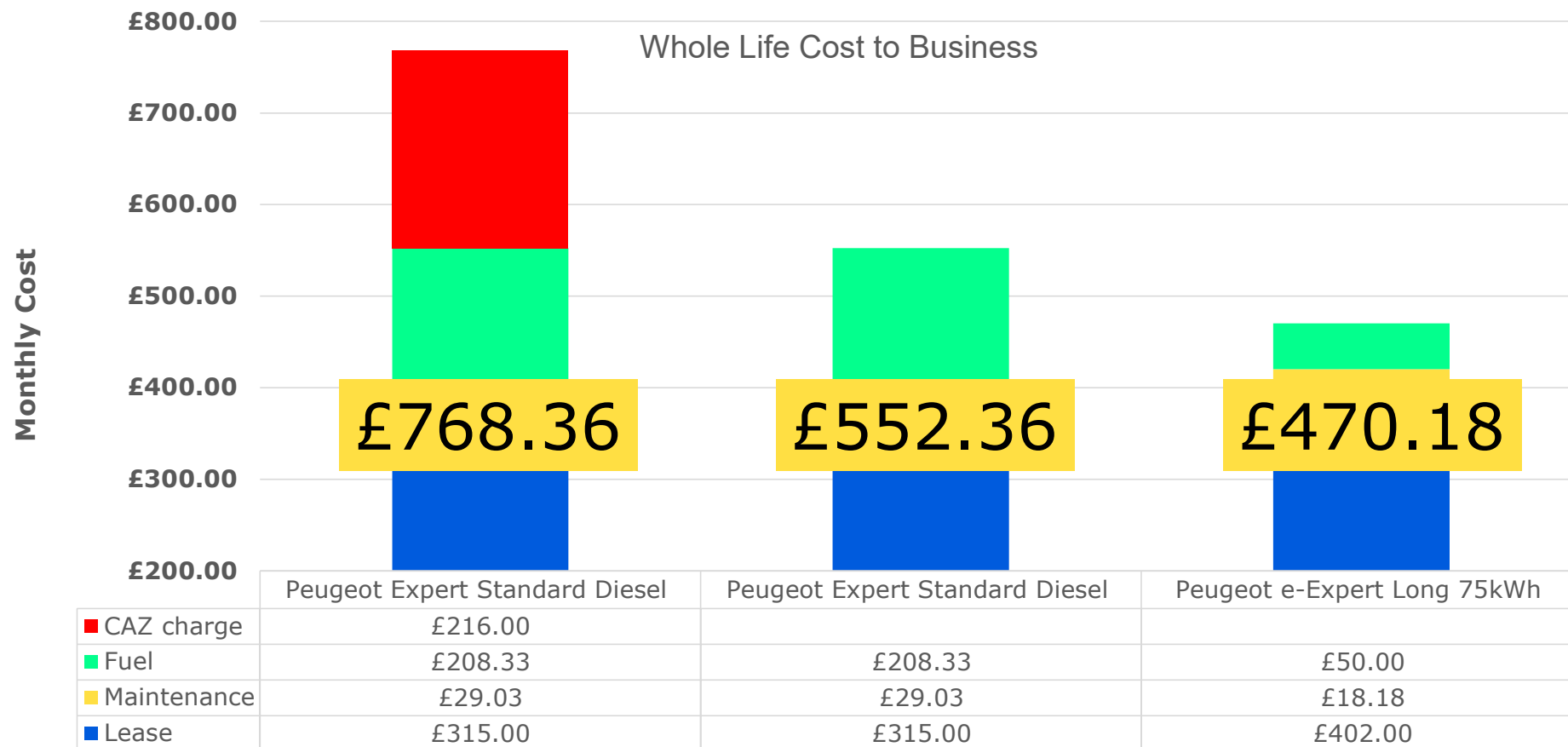
Commercial vehicles

The real cost of an Electric Van

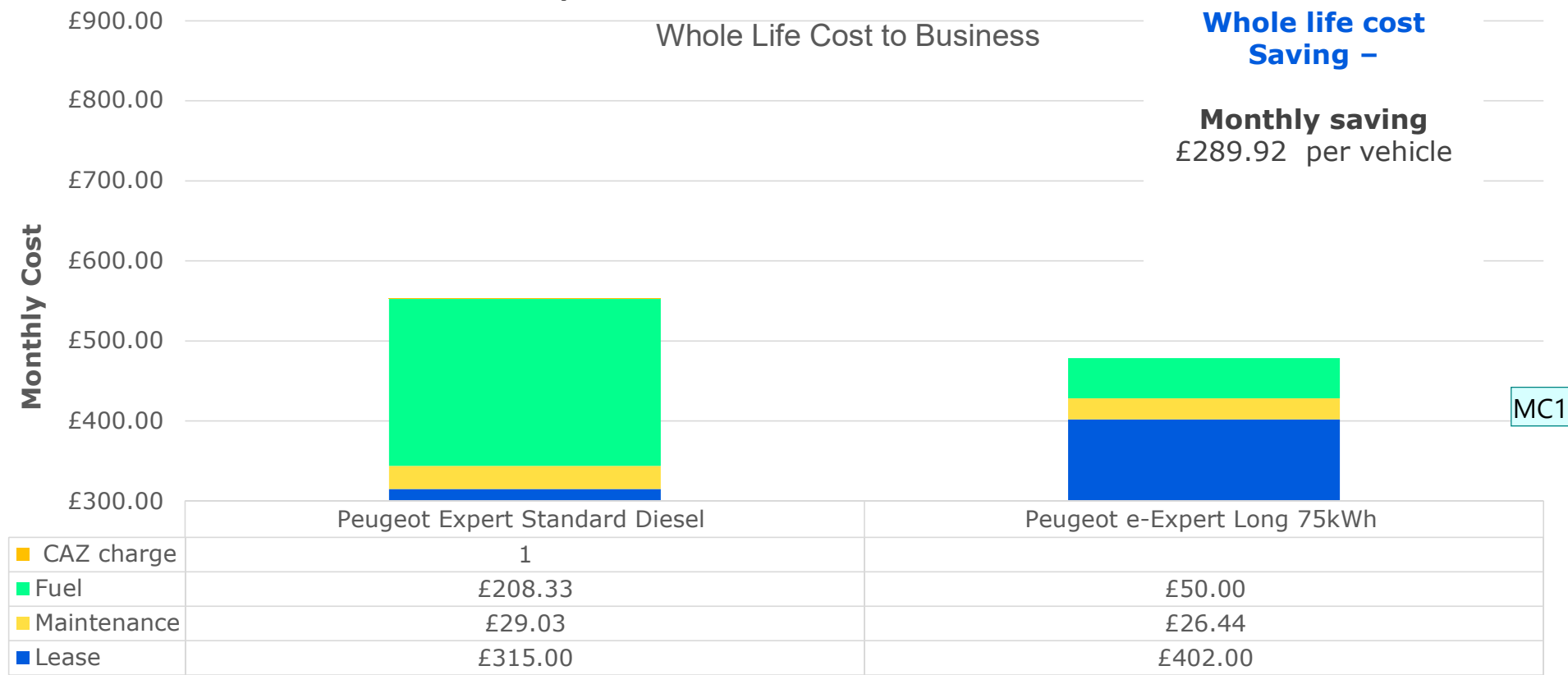
Are electric vans more expensive?



Are electric vans more expensive?



Are Electric Vans More Expensive?



Slide 18

MC1

Mel Creedy, 12/09/2021

Head-to-head | Peugeot Expert Vs Peugeot e-Expert

	Peugeot Expert	Peugeot e-Expert
Payload	2162	2162
Load Space	4.6m²	4.6m²
CO2 emissions	176-195g/km	Zero

Latest generation LCVs now on par with ICE equivalents



Head-to-head | Peugeot Expert Vs Peugeot e-Expert

- Real world driving range: 150-180 miles
- Choice of battery size
- 100kW charging options
- 30 minutes to recover 0–80% range
- Free PodPoint 7kW home charger
- Cost to charge circa £6/£9 depending on battery size at 12p/kWh



DriveElectric FlexiHire option

Ideal for:

- Short term contracts
- Try electric cars & vans before you buy
- Businesses looking for low commitment solutions
- Vehicles available immediately

What you get:

- Flexibility with no long-term commitment
- Minimum contract 30+ days
- Exempt from road tax
- Low running costs
- No maintenance or service costs
- 100% discount on London Congestion Charge



Electric vans available

Small vans



Renault Zoe Van

Monthly lease cost: £378
Real world range: 200 Miles
Rapid Charge



Renault Kangoo

Monthly lease cost: £286
Real world range: 120 miles



Nissan E-NV200

Monthly lease cost: £405
Real world range: 125 miles
Rapid Charge

Medium vans



Peugeot E-Expert SWB

Monthly lease cost: £394
Real world range: 175 miles
Rapid Charge



Mercedes eVito

Monthly lease cost: £506
Real world range: 130 miles

Large vans



Peugeot E-Expert LWB

Monthly lease cost: £402
Real world range: 160 miles
Rapid Charge



Mercedes eSprinter

Monthly lease cost: £690
Real world range: 97 miles

Conversions/ Specialist vans



Charging behaviors



Home **80%**



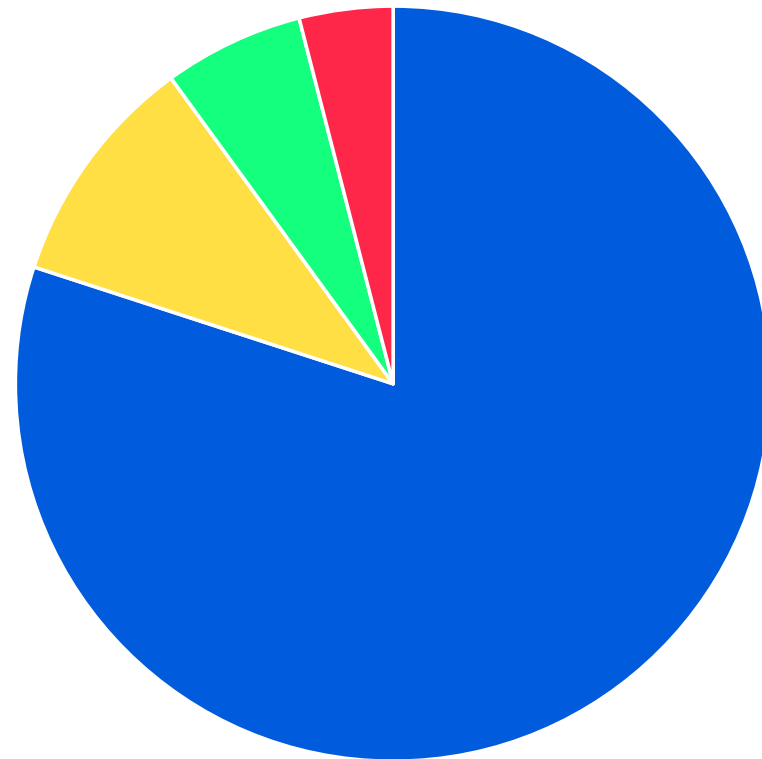
Work **10%**



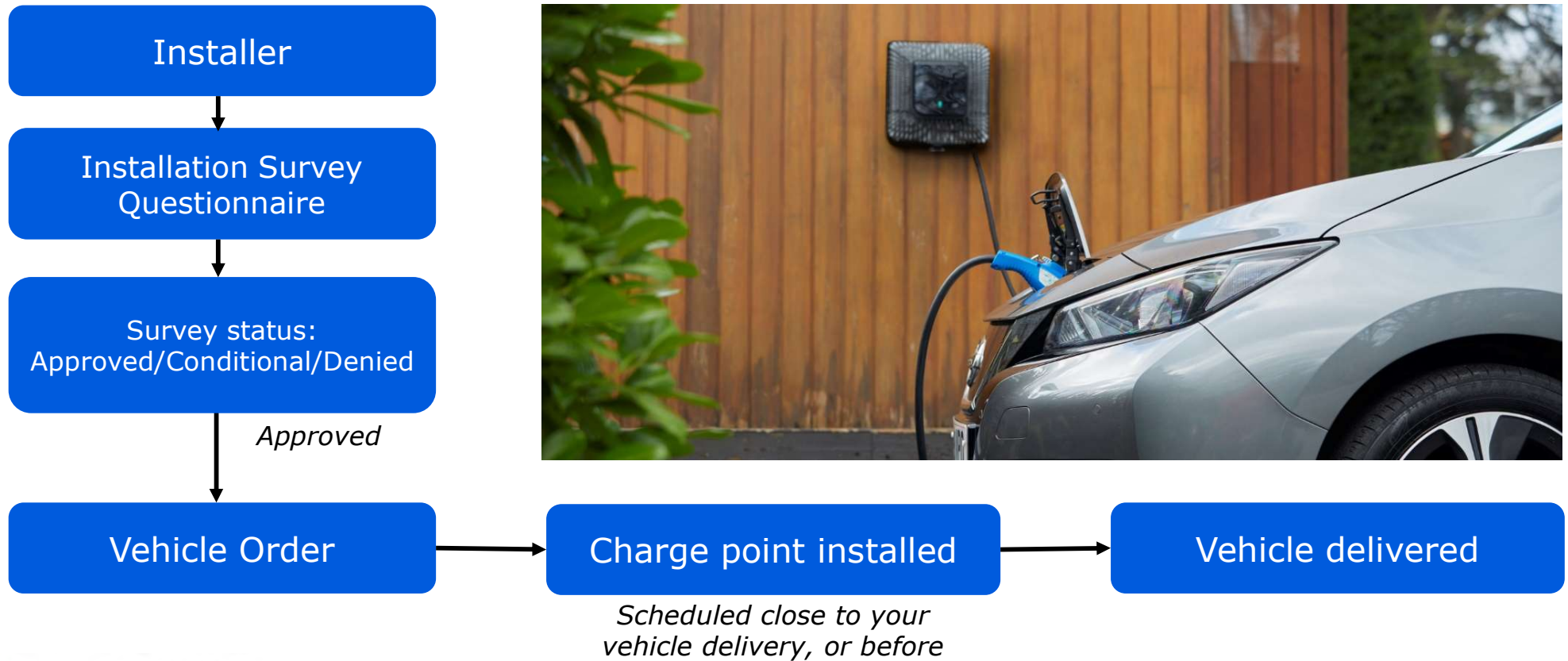
Public **>10%**



Destination e.g. Hotels **> 5%**



Managing home charging installations



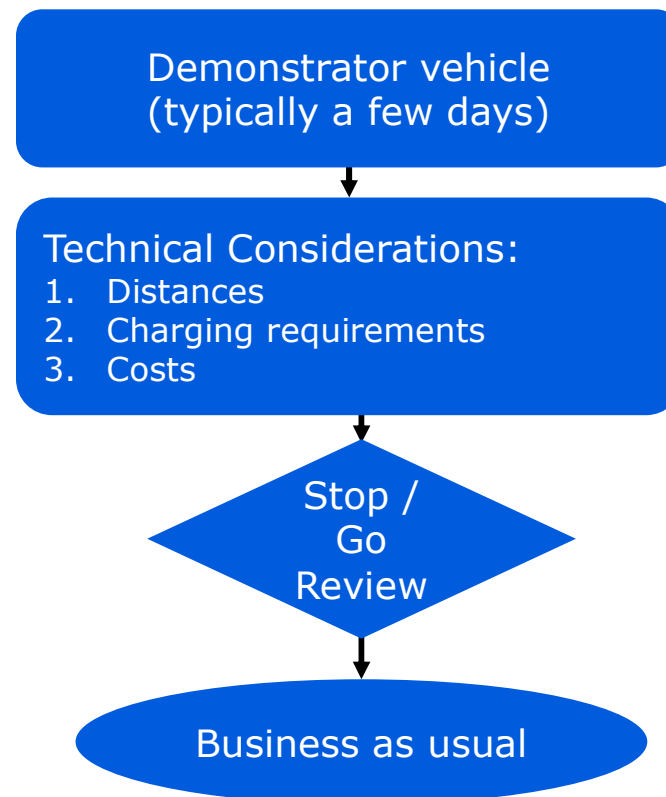
Work place charging



A photograph of a person's hands on a steering wheel, driving a car. The background is a blurred green landscape. A large, white, stylized letter 'R' is overlaid on the right side of the image. The word 'Implementation' is written in white text on the left side.

Implementation

Typical implementation process



Additional considerations

Uncover how drivers really feel about going electric

- **Ensure replacement vehicles are fit for purpose**

What are the vehicles used for, what distances do they cover, what routes are they driven on?

- **Charging set-up**

Do drivers have off- street parking at home? Is workplace charging possible?

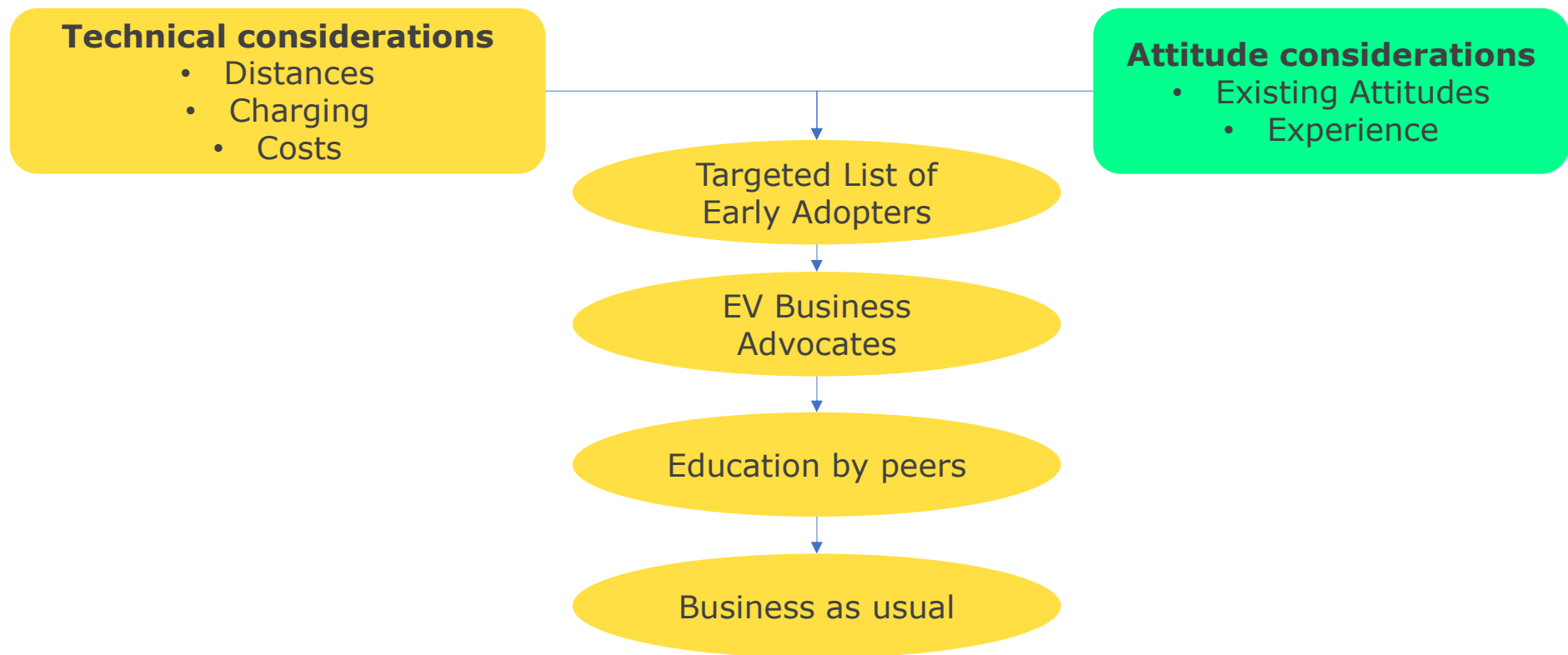
- **Review the latest EVs**

What electric vehicle options are available? Lead times?

- **We will help you make sure you put your drivers in the right vehicles for the right job.**



Don't Forget The Drivers



Clean Air Zones

The pressure on UK Cities

Clean Air Zones –NOT just London

- The fastest growing sector in the UK market is vans
- Vehicles often operating in urban areas at low speeds
- Clean air zones are not just about CO2, diesels emit NOx*
- Cities around the country are targeted to lower their emissions
- Investment from central government to cities such as Sheffield, Nottingham and Birmingham
- Clean air zones will be active in a majority of major cities in the next few years

*Nitrogen Oxides

Clean Air Zones



London Congestion Charge £15 per day

Cleaner vehicle discounts currently in place for Euro 6 vehicles:

- Minimum 20 miles electric only range
- CO2 75g/km or less
- 25th October **ONLY battery electric or hydrogen fuel cell qualify**
- Congestion charge applies 7am to 10pm
- Discount scheme ends December 2025



Ultra Low Emission Zone £12.50 per Day cars, vans & motorcycle



London - Cost implementations

- ULEZ Charge is £12.50 per day
- Congestion Charge is £15 per day
- £27.50 per day per vehicle additional overhead to your business
- Potential cost implications based on 225 days a year:

£6187 a year per vehicle

**ONLY FULLY ELECTRIC VEHICLES GUARANTEE BEING ABLE TO DRIVE
FREE OF CHARGE INTO CENTRAL LONDON UNTIL 2025**



Summary

Key bullet points

We can illustrate cost savings

Proven implementation process for successful transition

FlexiHire

Work and home place charging – charging management

Access to latest vehicles and technology



Thanks for your time

Mel.creedy@drive-electric.co.uk