The fleet journey from ICE to EV

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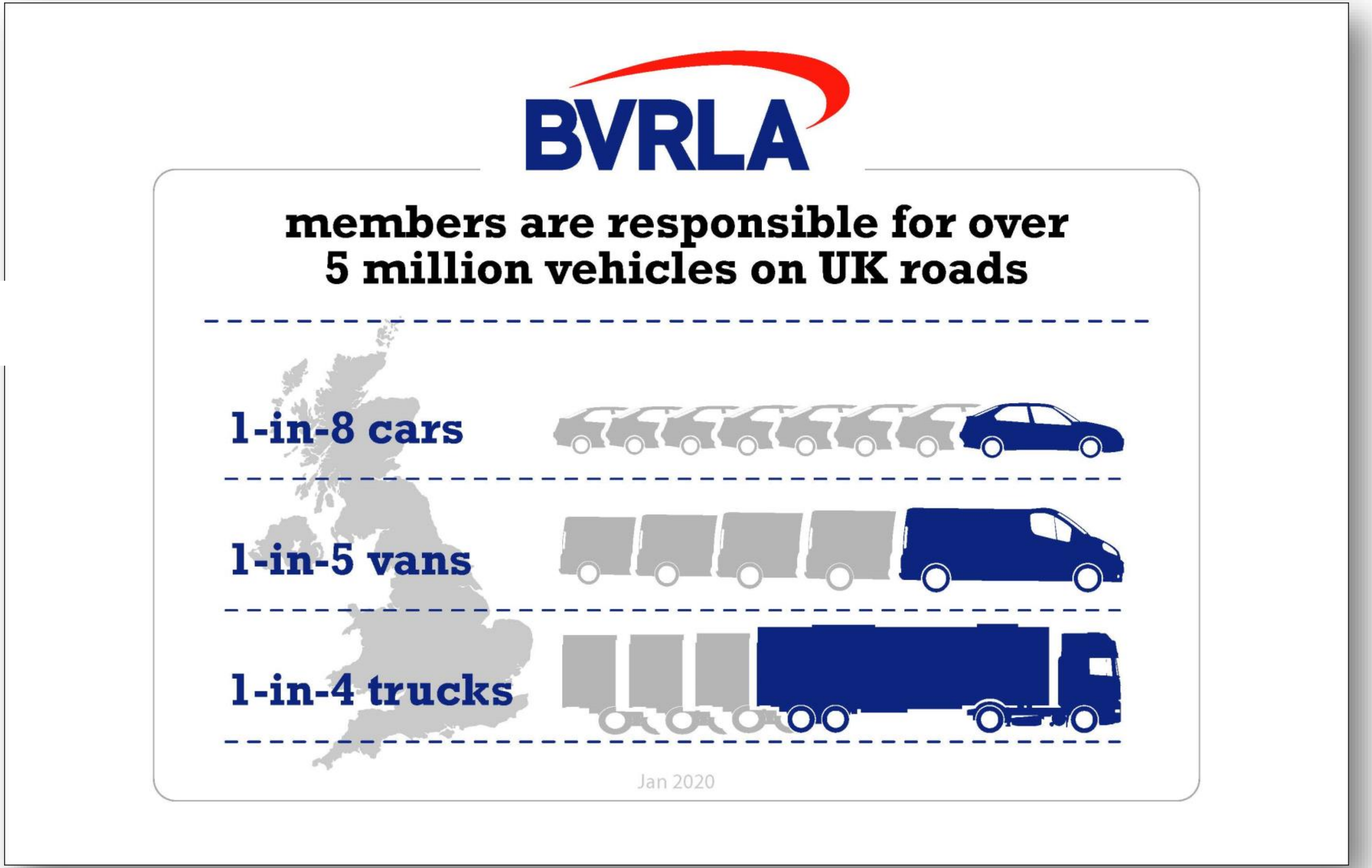
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members are responsible for over
5 million vehicles on UK roads
1-in-8 cars
1-in-5 vans
1-in-4 trucks
Jan 2020

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Supporting the uptake of EVs

- 80% all new BEVs purchased
- Leasing – changes to BiK
- Car clubs & rental – 'try before you buy'
- Affordable second hand, nearly new, vehicles

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Phase-out by 2035, or sooner

- BVRLA is taking a segment driven approach
- No one date fits all for members
- Some areas will need more support than others

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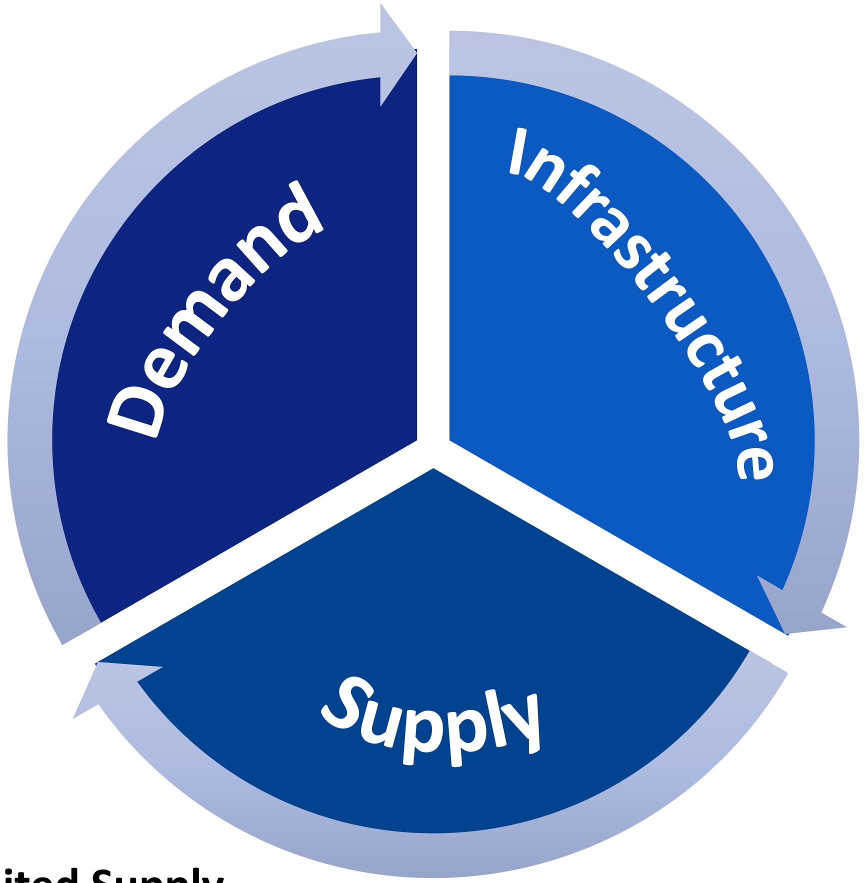
Barriers

- **Plug-in grant** will end
- **Van grant** complicated
- **TCO** needs to stack up to make business case for investment
- **Price parity issue for rental**- TCO benefits don't apply, customers unwilling to pay more for expensive EVs, accidents/write offs also more costly



- **Grid upgrade** costs and time
  - One member quoted £100k+
- **Constrained employees** take vehicles home but public charging reliant
  - British Gas – 50% engineers
- **Public charge points** –ease of payment, ability to roam, reliability
- **Rapid charging** – support car clubs, rental & the constrained
- **Data access** – no standard API likely to cause an issue

- **Limited Supply**
- **Van supply** especially constrained
- **Specialist vehicles** – power from battery not enough. Small but critical
- **UK uncompetitive** - better incentives elsewhere in EU

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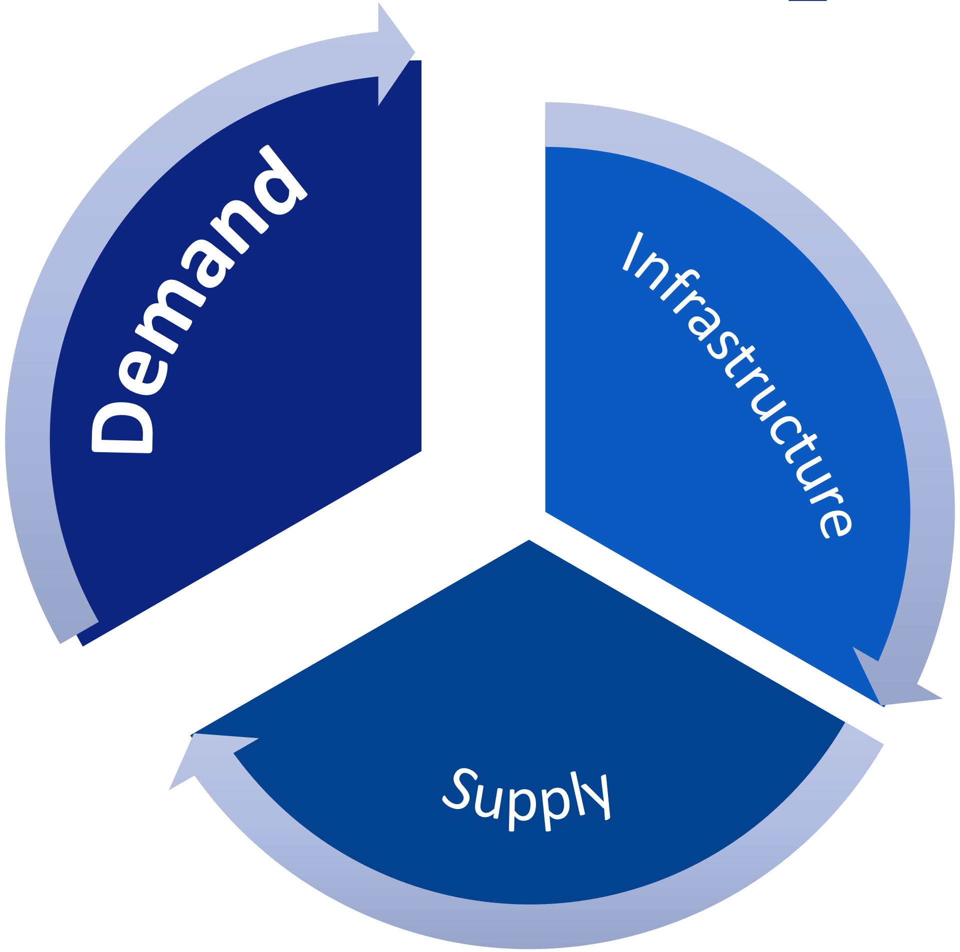
Required Measures



Demand

1. **Continuation of grant and incentives**

   1.1 Continuation of Plug-in grant

   1.2 BiK levels – foresight and graduated ramp-up

   1.3 Van Benefit Charge to remain at 0%

Required Measures

Infrastructure

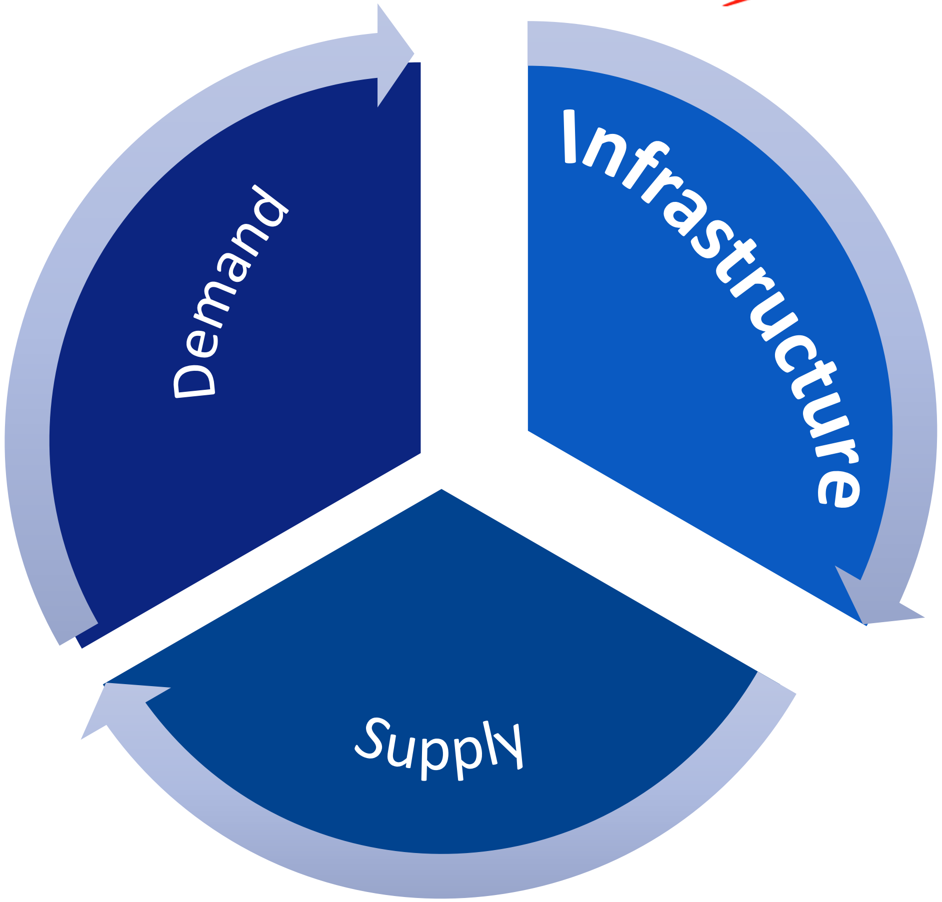
2. Public charging

2.1 Roaming - ease of payment, and reliability
- fuelcard equivalent
- Automated Electric Vehicle Act 2018 – enforce reliability
- Pricing visibility, consistency & practical language

2.2 Data access – location, availability, state of repair and pricing.
- Agreed Industry Standard for API/data extraction
- ISO15118 – mandatory requirement chargepoint and vehicle compatible

2.3 Public charging for vans

2.5 Rapid charging within towns, cities and at transport hubs – investment in motorway charging is not enough



Required Measures

Infrastructure

3. Grid upgrade costs

3.1 Re-evaluate upgrade costs – process & dialogue with energy industry

3.2 Include rural within DNOs upgrade plan

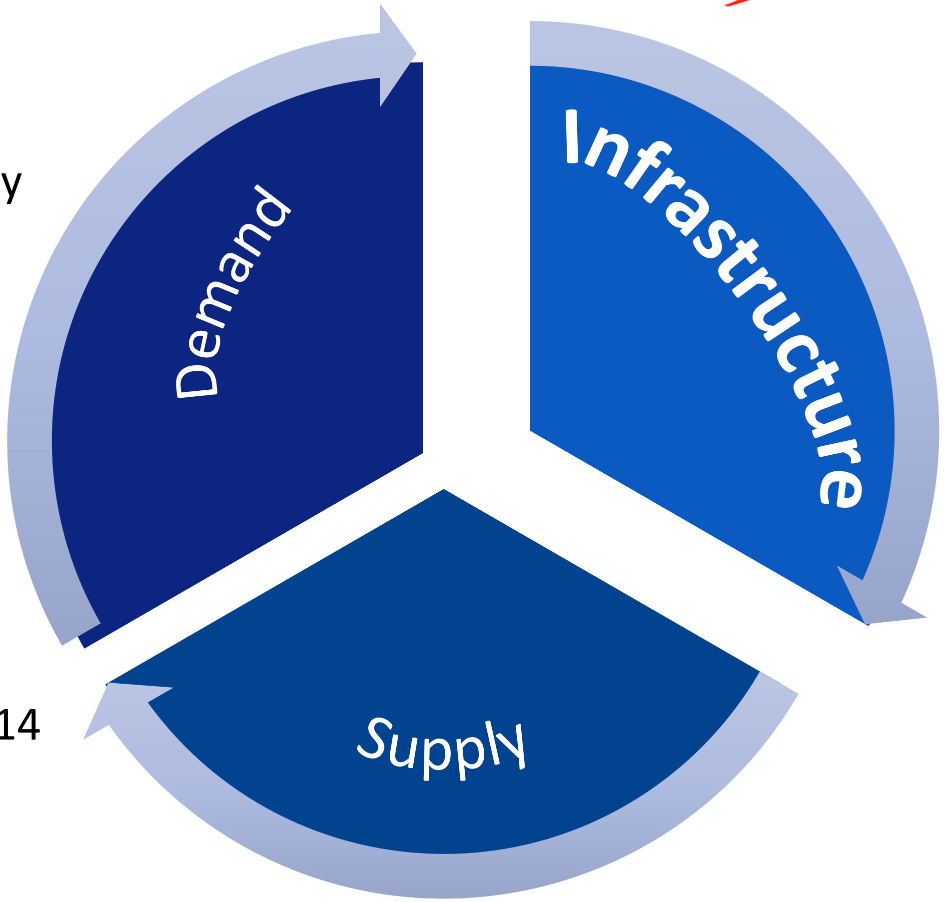
3.3 Share the cost/risk of upgrading

3.4 Address renters rights issues over site ownership

4. Reform the Advisory Electric Rate

Reliance on public charging & longer journeys

Rapid charge rates are typically £0.25 -£0.35 / kWh = up to £0.14 per mile



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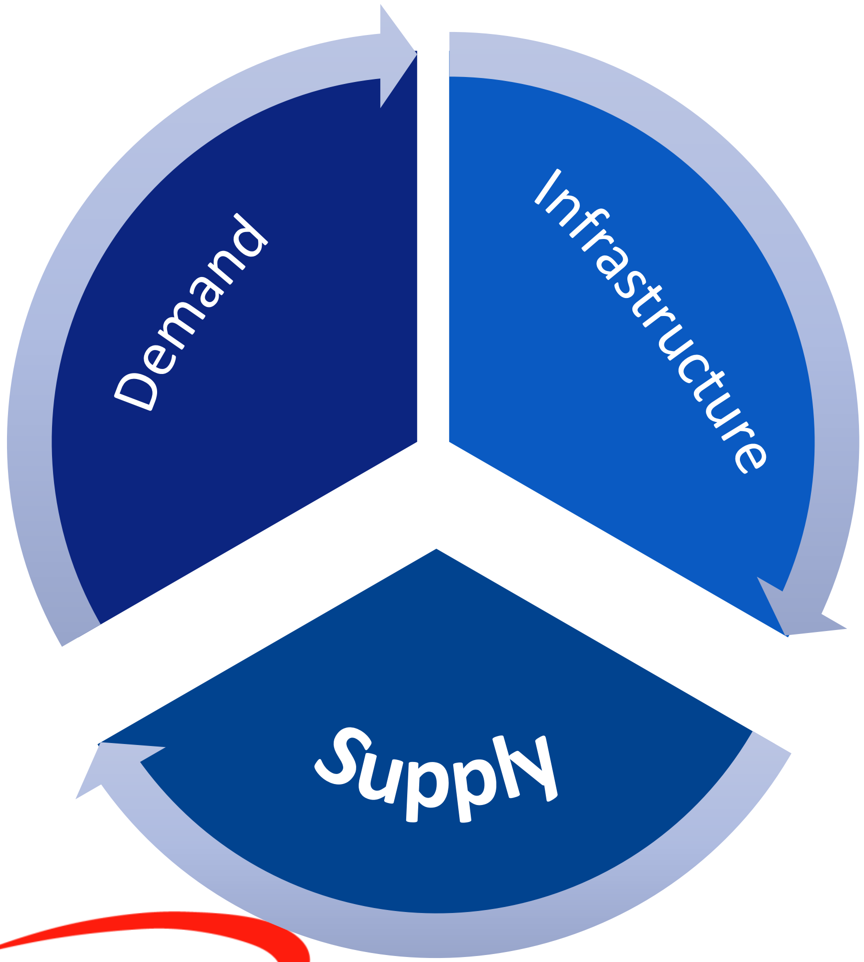
Required Measures



Supply

5. Regulations

5.1 Mandate – will become an issue if forces fleets to take on a certain percentage - BVRLA does not support such a measure

5.2 CAFÉ for UK but is it enough?

6. Keep the UK attractive for supply

7. Strategy for Hydrogen - van supply & specialist vehicles

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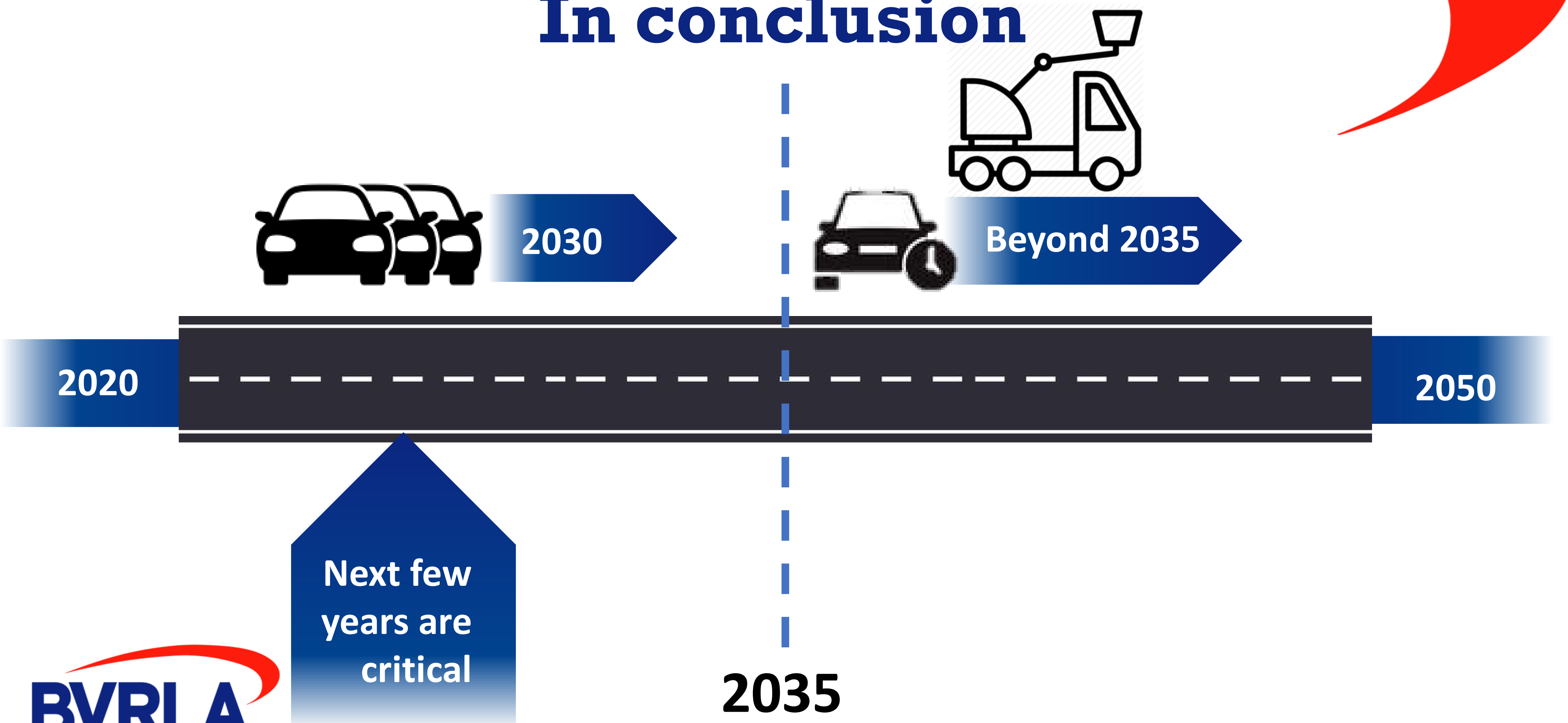
In conclusion



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