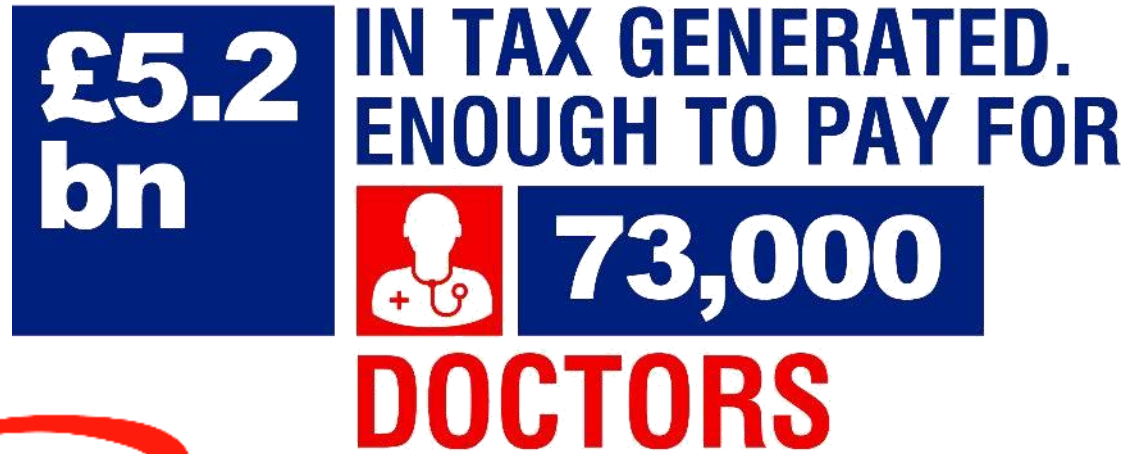




# **EVs in the Fleet Sector**

Jay Parmar, Director of Policy and Membership – BVRLA

# Who we are and what we do



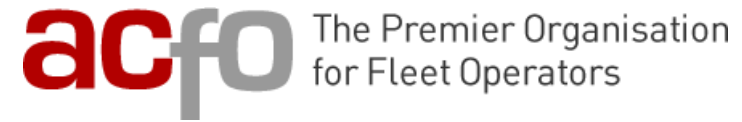
# Representing rental, leasing and car clubs



- Cars, vans and trucks by the minute, hour, day, week or year...



# Greater Collaboration



# BVRLA

**members are responsible for almost  
5 million vehicles on UK roads**

**1-in-8 cars**



**1-in-5 vans**



**1-in-5 trucks**



Jan 2018

In 2007:

1 in 14 cars

1 in 10 vans

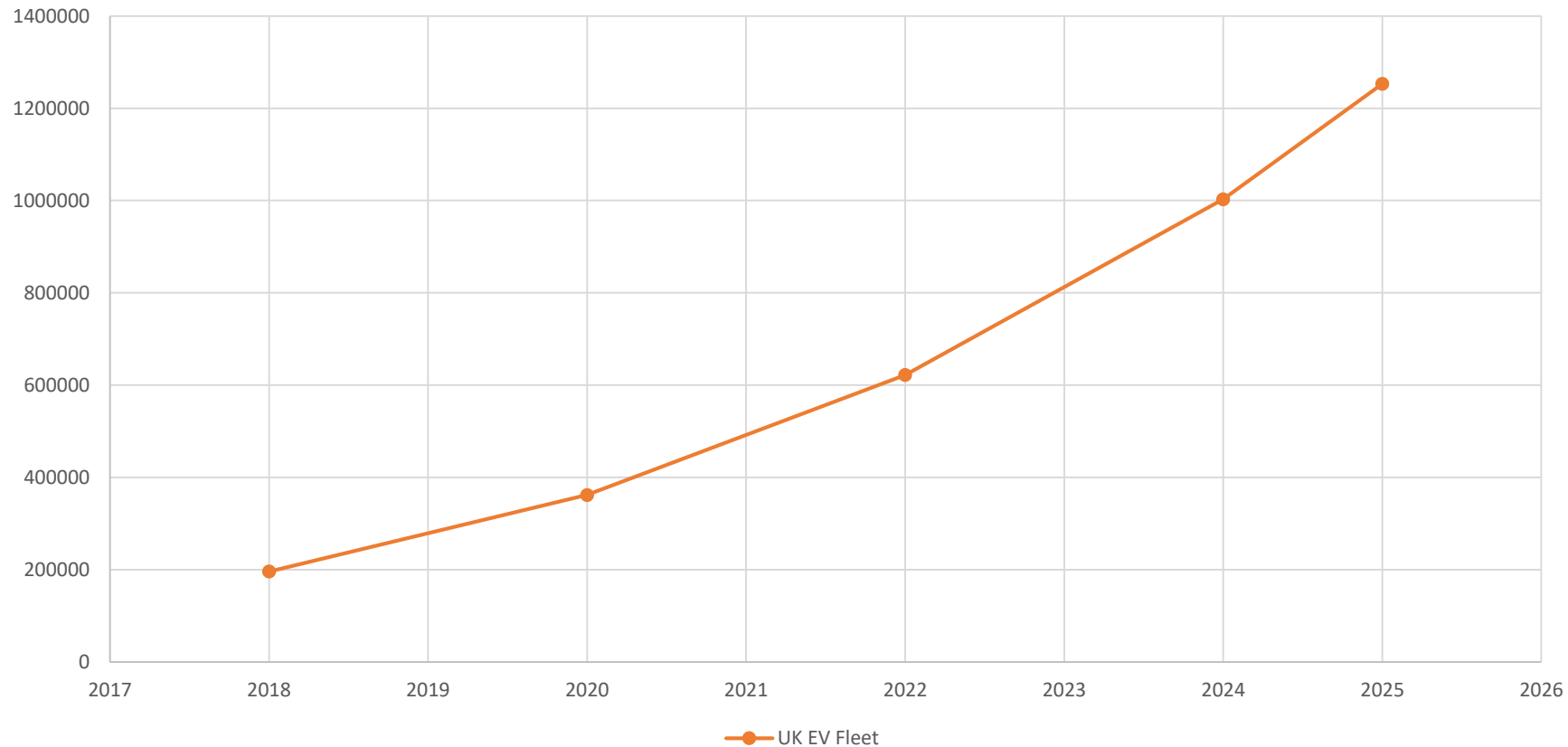
1 in 3 HGVs

# BVRLA

[bvrla.co.uk](http://bvrla.co.uk)

# Road to Zero

## This can be a reality



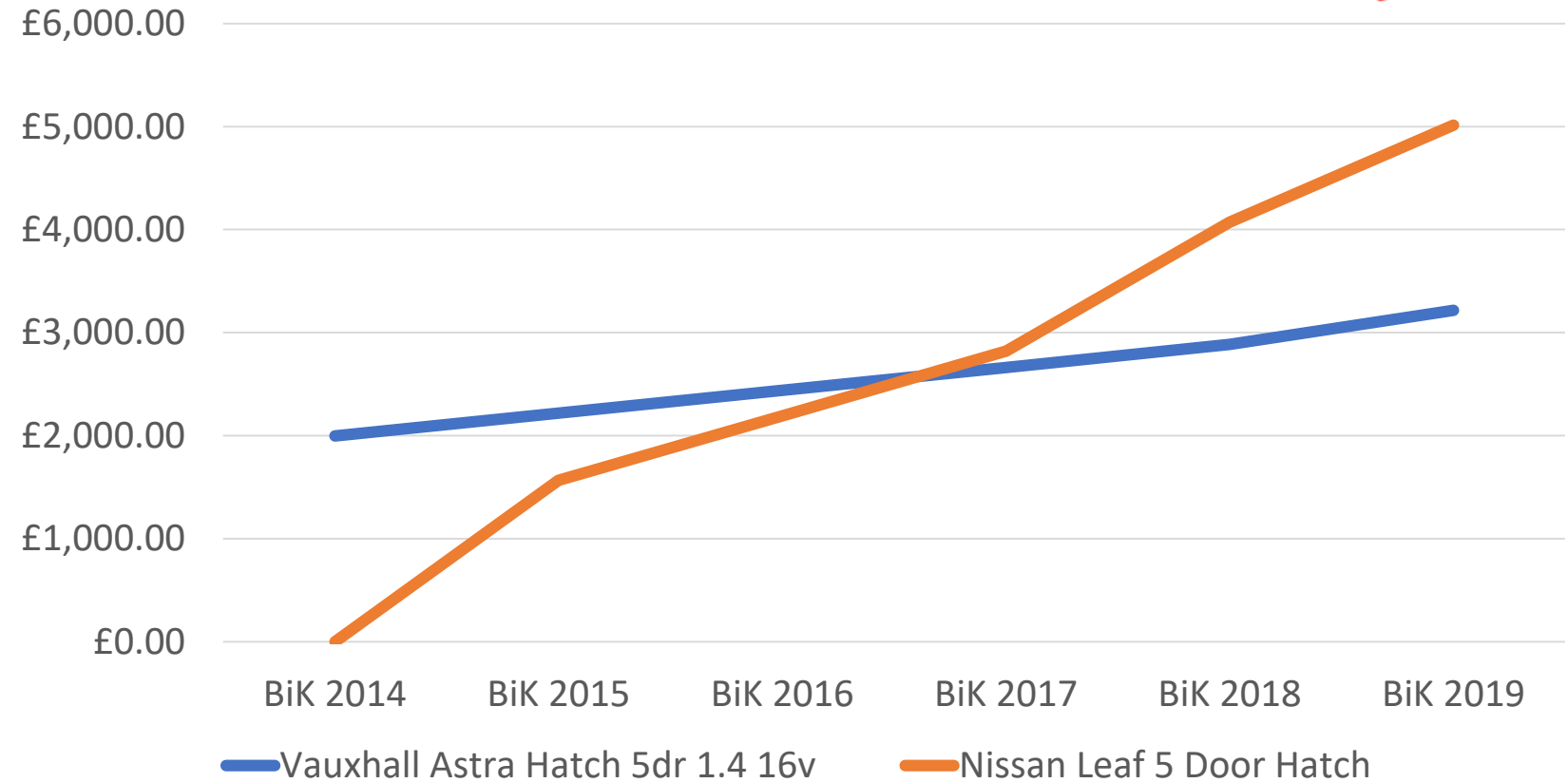
1 in 3 plug-in cars is operated by our members

# Company Car Tax

Vauxhall Astra – Petrol  
CO<sub>2</sub> emissions – 129g/km  
P11D Value – £11,095

Nissan Leaf – Electric  
CO<sub>2</sub> emissions – 0g/km  
P11D Value – £31,335

Tax Comparison Electric vs Petrol







## Fleet Air Quality

### Factsheet

FLEET	AVERAGE AGE (YEARS)	AVERAGE CO <sub>2</sub> (G/KM)	CLEAN AIR ZONE COMPLIANT <sup>1</sup>
RENTAL CAR	0.6	118	95%*
CAR CLUBS	1.0	99	100%
SALARY SACRIFICE	1.3	103	86%*
LEASE CAR	1.7	113	73%*
UK CAR FLEET	8.0	147	58%

<sup>1</sup>% cars meeting the Government's Clean Air Zone minimum emissions standards of Euro 6 for diesel and Euro 4 for petrol

\*Due to the age profile of these fleets all are likely to be Clean Air Zone compliant by the time the first Clean Air Zones are introduced in 2019/20

# BVRLA members: part of the solution

- Ownership is dead – Usership is growing
- Access to affordable EVs
- Accelerate adoption of EVs
- Deliver a managed transition from fossil fuels



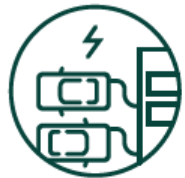
# What we are asking of policymakers?



Bring forward **plug-in company car tax incentives** now and not in 2020



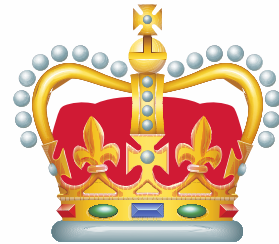
Provide a **five-year commitment** on plug-in vehicle incentives



Offer **more infrastructure support** for businesses looking to deploy large plug-in fleets



# A Fleet Operator's view...



Royal Mail

# The UK's Largest Vehicle Fleet



41,756 LCVs

6,005 LGVs & Trailers

1,582 Cars  
3,000 Salary Sacrifice

Supported by

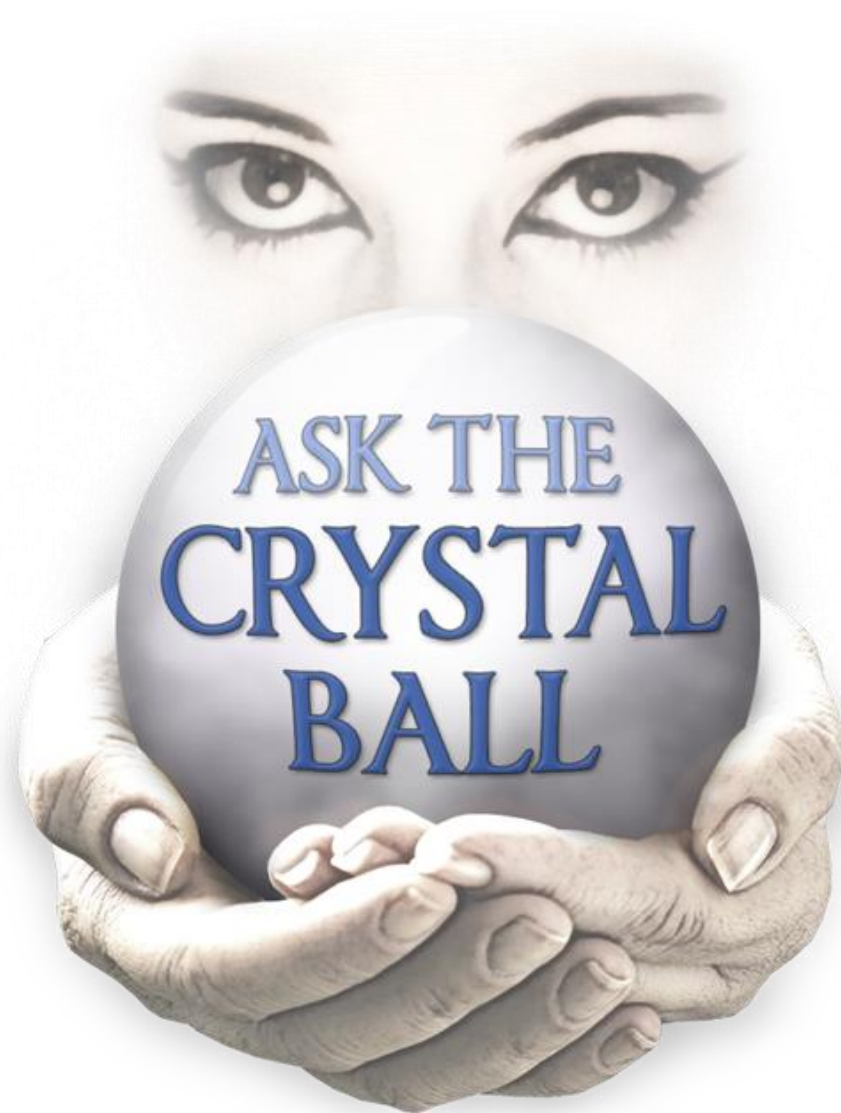


# Fleet Challenges – Royal Mail

## Operationally

- Universal Service Obligation (USO)
- Nationwide coverage
- Ageing fleet:
  - LCVs : 9 year depreciation
  - HGVs : 10 year depreciation
- Large hubs in cities delivering out to urban areas
- Infrastructure, buildings and space
- Residual values declining and costs increasing

# Commercial Fleet Challenges – Industry



# Commercial Fleet Challenges – Industry

- Inconsistency in dates – they keep moving!
- Inconsistency in permissible vehicle types – Euro VI, CNG?
- No alternative for HGV, no approved retro-fit, not enough Euro VI available to meet demand - Fleets are being penalised when they have no mechanism to change.
- Technology availability – Not enough now, so when....
- Fiscal help – nearly all grants are geared for home user, driver and public services (taxis), with conditions that often render a corporate ineligible
- Inconsistent vehicle charging infrastructure



# Help!

1 charging mechanism and infrastructure – ATM machine

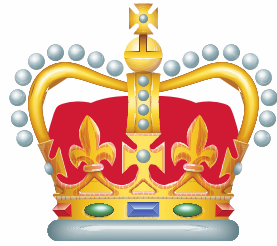
1 national billing / payment mechanism and infrastructure

Corporate allowances

Zero VAT rate on new charging posts / infrastructure

National standard on permissible vehicle types – Euro VI, CNG, retro-fit?

*Please don't keep moving the goalposts!*



Royal Mail