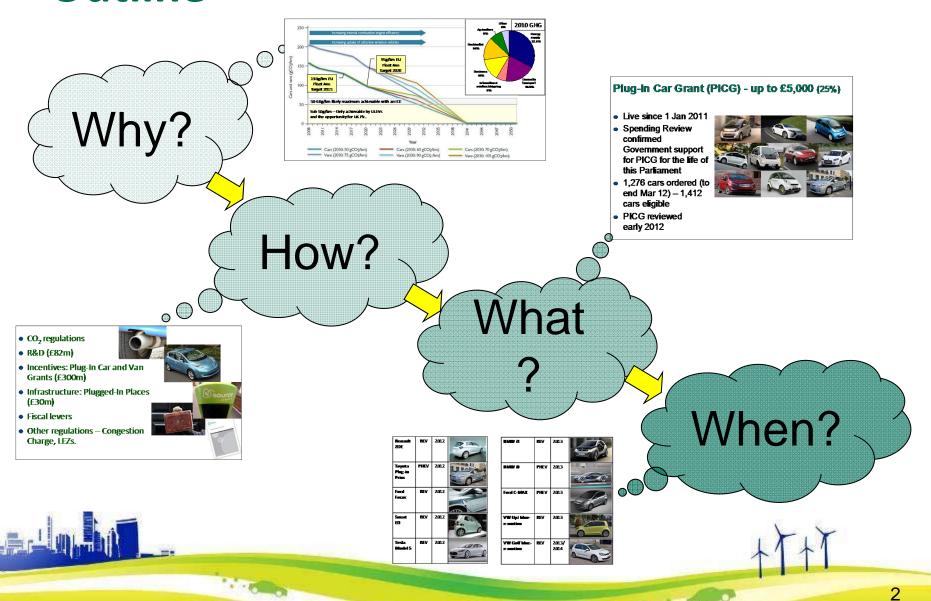
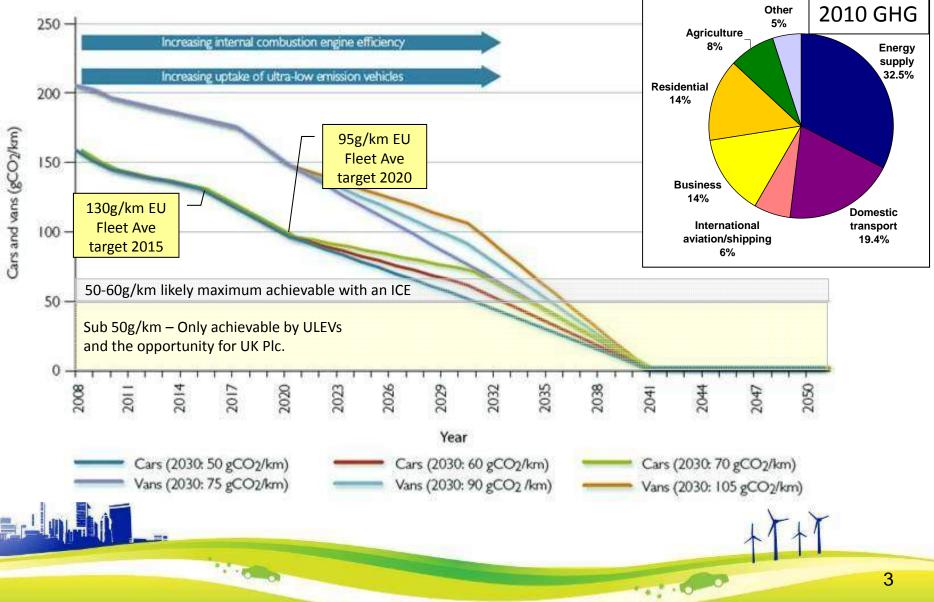


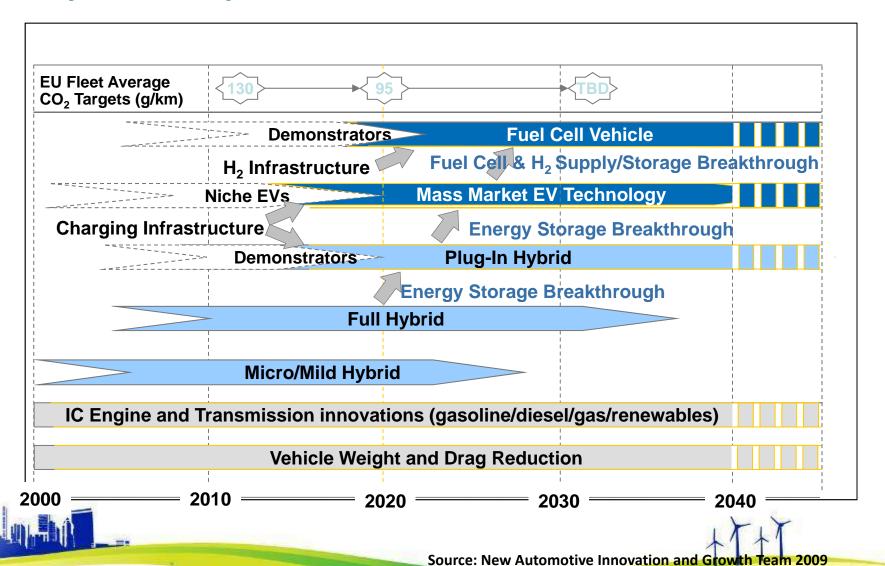
Outline



Why - Context



Why - Industry consensus?



How? Current policy levers

- CO₂ regulations
- R&D (£82m)
- Incentives: Plug-In Car and Van Grants (£300m)
- Infrastructure: Plugged-In Places (£30m)
- Fiscal levers
- Other regulations Congestion Charge, LEZs.



What? Plug-In Car Grant (PICG) - up to £5,000 (25%)

- Live since 1 Jan 2011
- Spending Review confirmed Government support for PICG for the life of this Parliament
- 1,276 cars ordered (to end Mar 12) – 1,412 cars eligible
- PICG reviewed early 2012





What? Plug-In Van Grant (PIVG) - up to £8,000 (20%)



Mercedes-Benz E-Vito



Mia Electric N1



Ford Transit Electric



FAAM Ecomile

Renault Kangoo FAAM Jolly2000









What? - Other financial benefits

The following incentives are available to all EV purchasers:

- Vehicle Excise Duty (VED) exemption (£130 saving against Band F)
- Lower fuel tax and costs: EV price per mile 2-3p, conventional car 13p

In addition, the following incentives are also available to fleet purchasers:

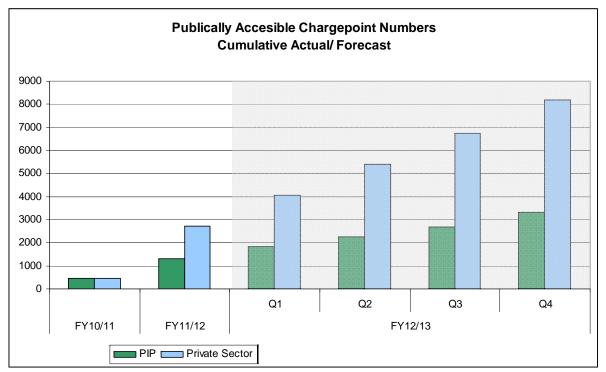
- Enhanced Capital Allowance: write-down 100% of EV value in 1st year to set against tax (even if the grant has been used)
- National Insurance Contribution (NIC) exemption on providing company car and on providing fuel benefit (where fuel is provided by employer)
- NIC and Income Tax exemption for employees receiving company and also on receipt of car fuel benefit.
- Van benefit charge (VBC) when employers provide employees with a van for private (as well as business) use, a £3000 Van Benefit Charge is payable. Since April 2010, zero-carbon vans are exempt for five years.

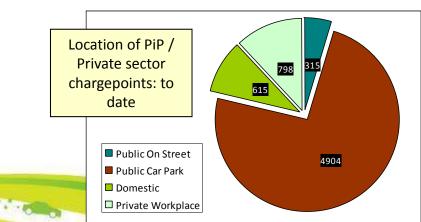
At the local level, other incentives include:

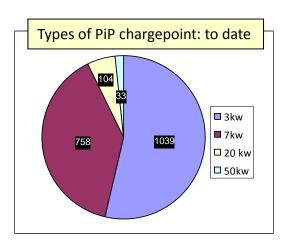
- Congestion charge exemption: £9-10 per day £2000 per year (200 days)
- Free residential parking

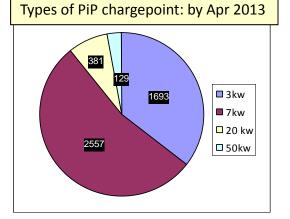


What? Infrastructure



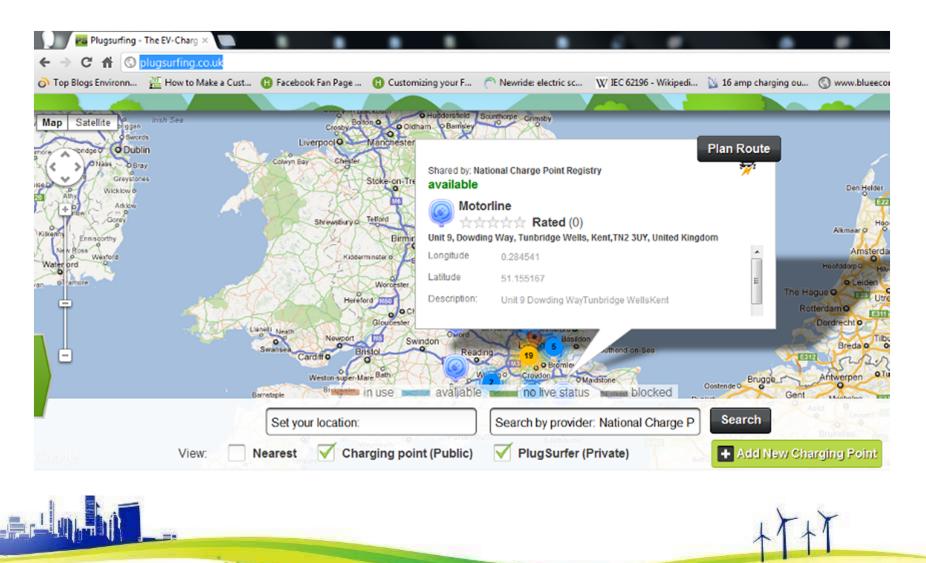








What? National Chargepoint Registry



When? Not if.

Renault ZOE	BEV	2012	
Toyota Plug-in Prius	PHEV	2012	
Ford Focus	BEV	2012	
Smart ED	BEV	2012	
Tesla Model S	BEV	2012	

BMW i3	BEV	2013	
BMW i8	PHEV	2013	
Ford C-MAX	PHEV	2013	
VW Up! blue- e-motion	BEV	2013	
VW Golf blue- e-motion	BEV	2013/ 2014	





Current barriers



- Price
- Range (anxiety)
- Product range
- Perception
- Rarity / novelty
- Infrastructure
- Residuals
- Betamax

Fleets = Very important

