



LEX AUTOLEASE





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Lex Autolease is a member of EV100 a Climate Group global initiative bringing together forward looking companies committed to accelerating the transition to EVs and making electric transport the new normal by 2030.



public sector procurement and fleets 25% of the central government fleet will be ultra low emission by 2022 and we want 100% of the central government car fleet to be ultra low emission by 2030.

We want to see similar ambition from local government and other public sector fleets.”



TAKING THE ROAD TO ZERO



Scope



**Operational
Vehicles**



**Staff
Car Schemes**

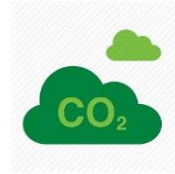


**Pool
Vehicles
& GPVs**



**Grey
Fleet**

Considerations



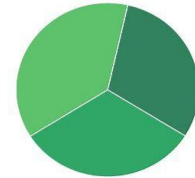
**CO₂
Emissions**



**Charging
Infrastructure**



ULEV/EVs



TCO/WLC



WHY LEASE?

Policy

- Government Buying Standards and HM Treasury Guidelines have always stressed the need to consider all options in the business case for acquisition
- Is the use of capital on depreciating assets a good use of funds?
- Outright purchase fleets take on residual value risk in a volatile market
- Frameworks present opportunities to early terminate cars for new technology and advance replacement cycles in line with targets

Total Cost of Ownership/Whole Life Cost

- EVs are typically more expensive in terms of list price but once total cost of ownership is considered the disparity reduces or in some cases is wiped out
 - Fuel
 - Tax
 - SMR
 - NIC
- Drivers making an additional contribution can save thousands of pounds a year because of current 0% BIK and lower rates in the future



TCO WORKS FOR ORGANISATION – AND DRIVER

Make	Model	EV Range	Co2	SCT%	Taxable List Price	WLC	NI	20% tax payer	40% tax payer
Ford	Focus	~	92	25%	£21,390	£401	£62	£93	£186
Nissan	Leaf	168	0	0%	£29,790	£419	£0	£0	£0
Kia	E-Niro	282	0	0%	£37,940	£501	£0	£0	£0
BMW	3 Series	~	118	30%	£36,370	£650	£125	£188	£376
Tesla	Model 3	250	0	0%	£42,850	£626	£0	£0	£0
BMW	3 Series (PHEV)	28	37	10%	£39,925	£565	£46	£106	£212
Jaguar	Xe	~	134	33%	£31,745	£636	£120	£180	£360
Jaguar	I-Pace	292	0	0%	£64,440	£852	£0	£0	£0

Based on public sector customer with own terms, 48 month, 15k MPA contract including full SMR, 60% (9k) business miles per annum @ AFR/AER, NI based on post 6th April delivery and presumes SCT% not further impacted by WLTP



5 POINT PLAN – ROAD TO ZERO

1. Identify the quick wins
2. Introduce Whole Life Cost policy
3. Engage with OEMs and Leasing Provider
4. Share best practice
5. Develop a Road to Zero roadmap

