

GREEN FLEET  
**LIVE!**  
THE NET ZERO ROADSHOW

F

EMERGENCY  
OD GREEN FLEET  
Decarbonising the UK Emergency & Defence Sectors

# Energising your fleet strategy!



SCAN ME



FOR POLLS

# WELCOME

HELPING THE UK FLEET SECTOR ON THE ROAD TO NET ZERO





# KATE ARMITAGE

GREENFLEET

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and enter the password: 'EdgbastonStadium1882'**

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'SUBMIT QUESTIONS'**

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We want to hear from you...



Office for  
Zero Emission  
Vehicles

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WHAT DO YOU

THINK?



# PETER BROWN

**Head of Public Infrastructure Policy**



# OZEV Update: Net Zero Transport Strategy and Electric Vehicle Infrastructure

Peter Brown



Department for  
Energy Security  
& Net Zero



Department for Transport

Infrastructure

Energy

Hydrogen

Local



Department for Transport



Office for Zero Emission Vehicles



Department for Energy Security & Net Zero

Communications

Consumer Experience

Incentives

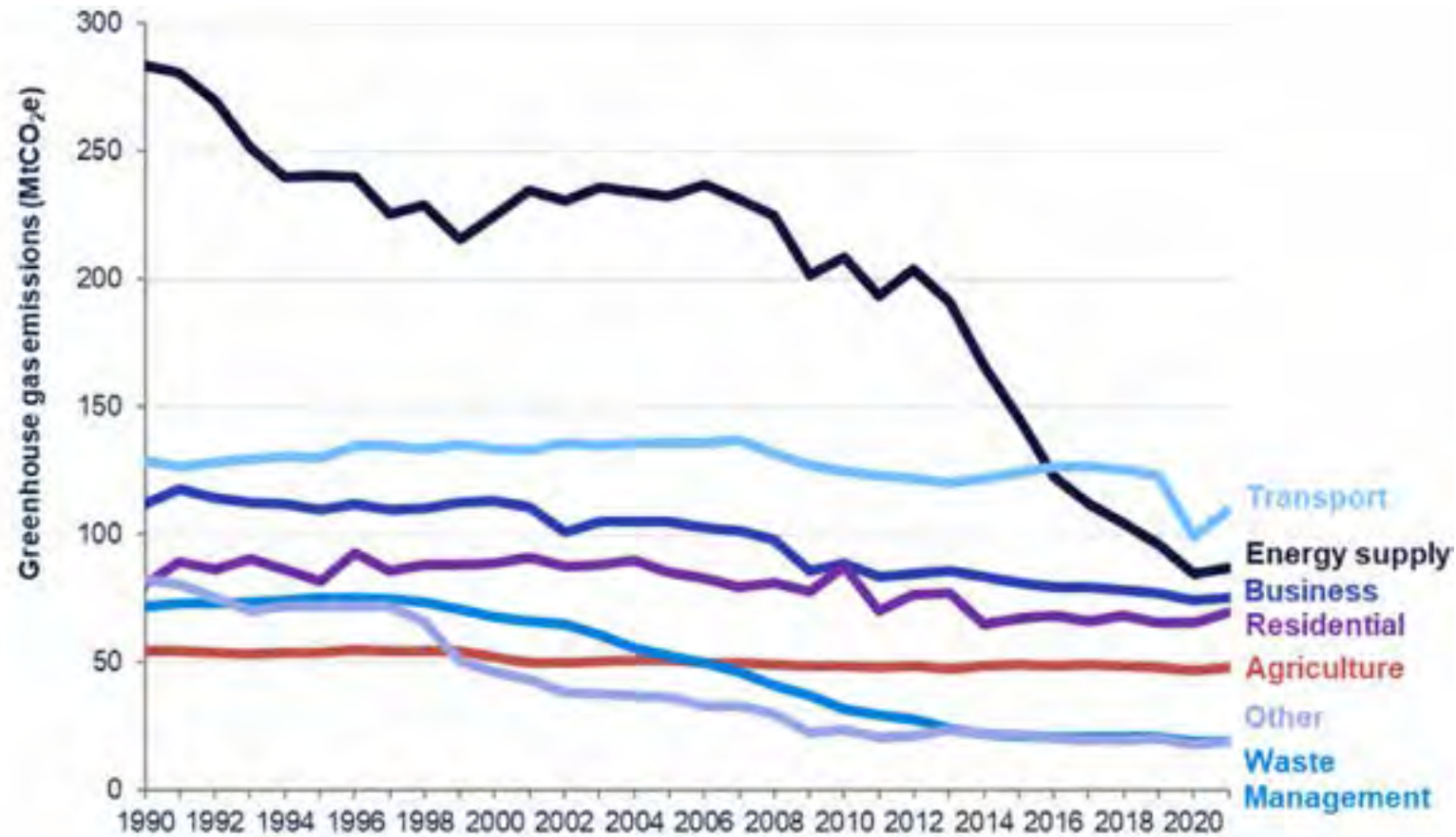
Innovation & Industry



# 1. Carbon: the transport story

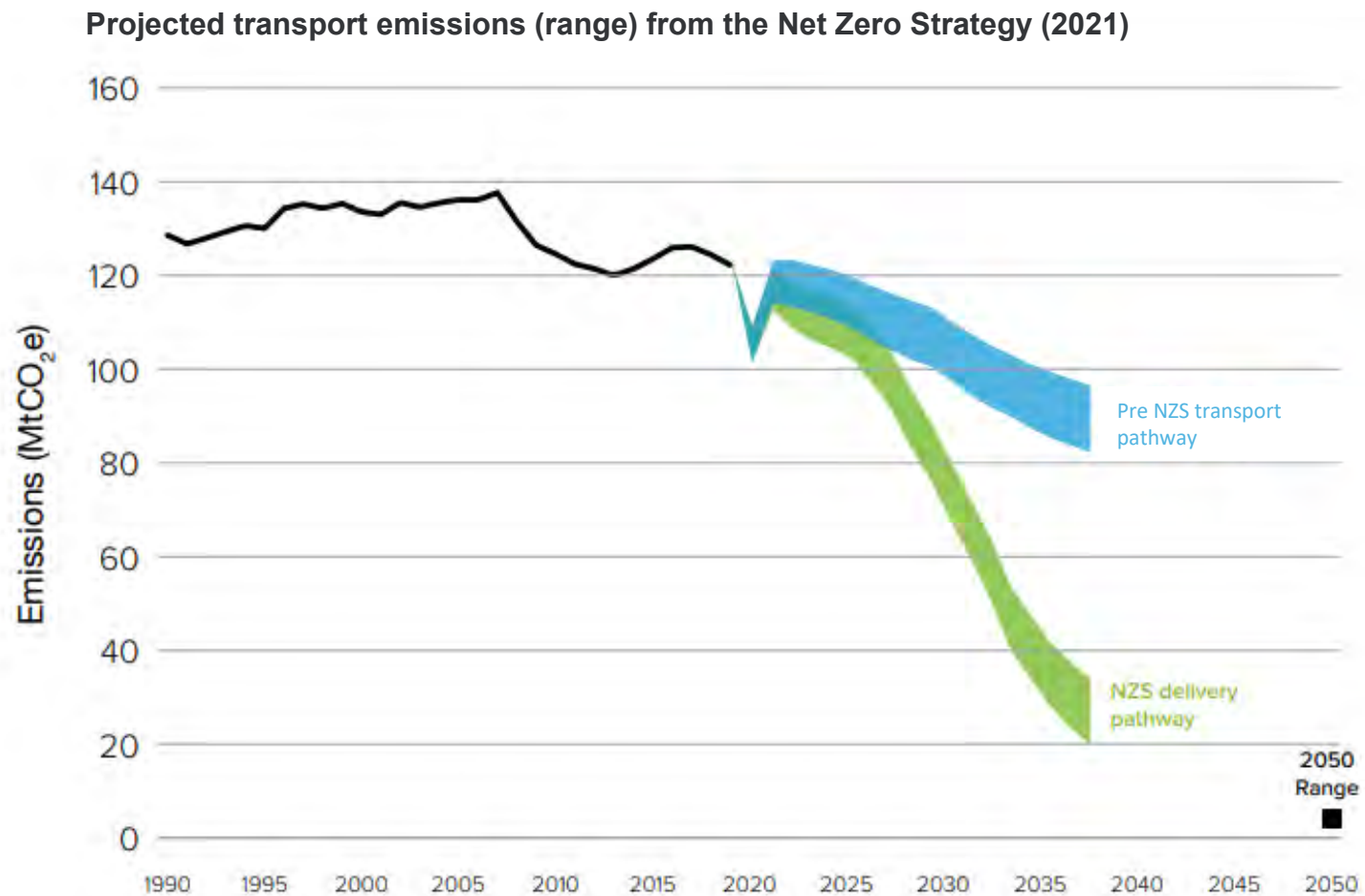
## UK domestic greenhouse gas (GHG) emissions by sector, 1990 - 2021

Source: HMG 2021 UK Greenhouse Gas Emissions



- ▶ Since 1990 total domestic emissions across the UK economy have reduced by 48%.
- ▶ Transport is the largest emitting sector, accounting for 26% of the UK's emissions in 2021.
- ▶ GHG emissions from domestic transport have remained largely flat.

# 1. Carbon: the transport story

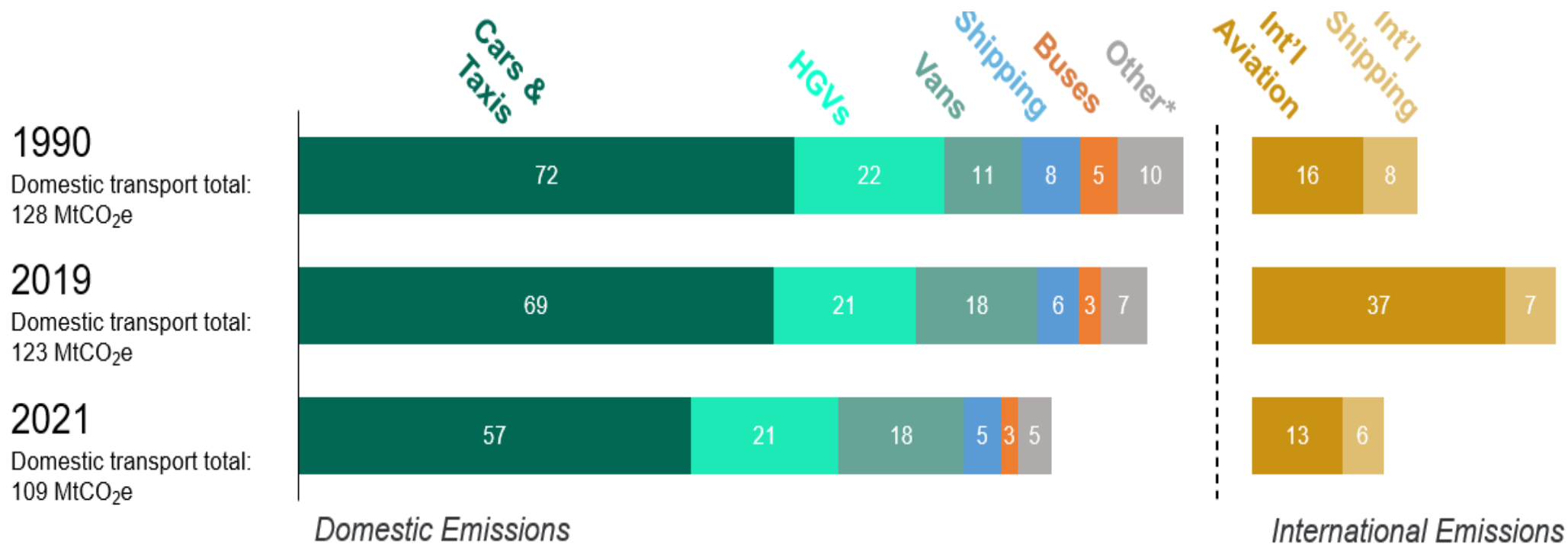


- ▶ The Net Zero Strategy (NZS), published in October 2021 set out Government’s plan for meeting and staying on track for net zero, with a chapter setting out policies to decarbonise each sector of the economy – including transport.
- ▶ The Net Zero Strategy published the projected emissions reductions for each sector to meet Carbon Budget 6 as a range.

# 1. Carbon: the transport story

▶ Road vehicles produce over 90% of transport's domestic greenhouse gas emissions.

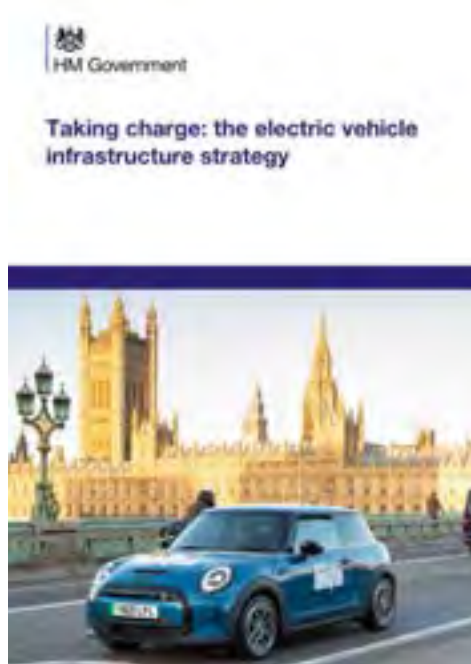
UK domestic greenhouse gas (GHG) emissions by transport mode, 1990 - 2021



\*Comprises, in 2021: Rail, 1.6; Domestic Aviation, 0.7; Motorcycles and mopeds, 0.5; other transport, 1.7; other road transport, 0.6

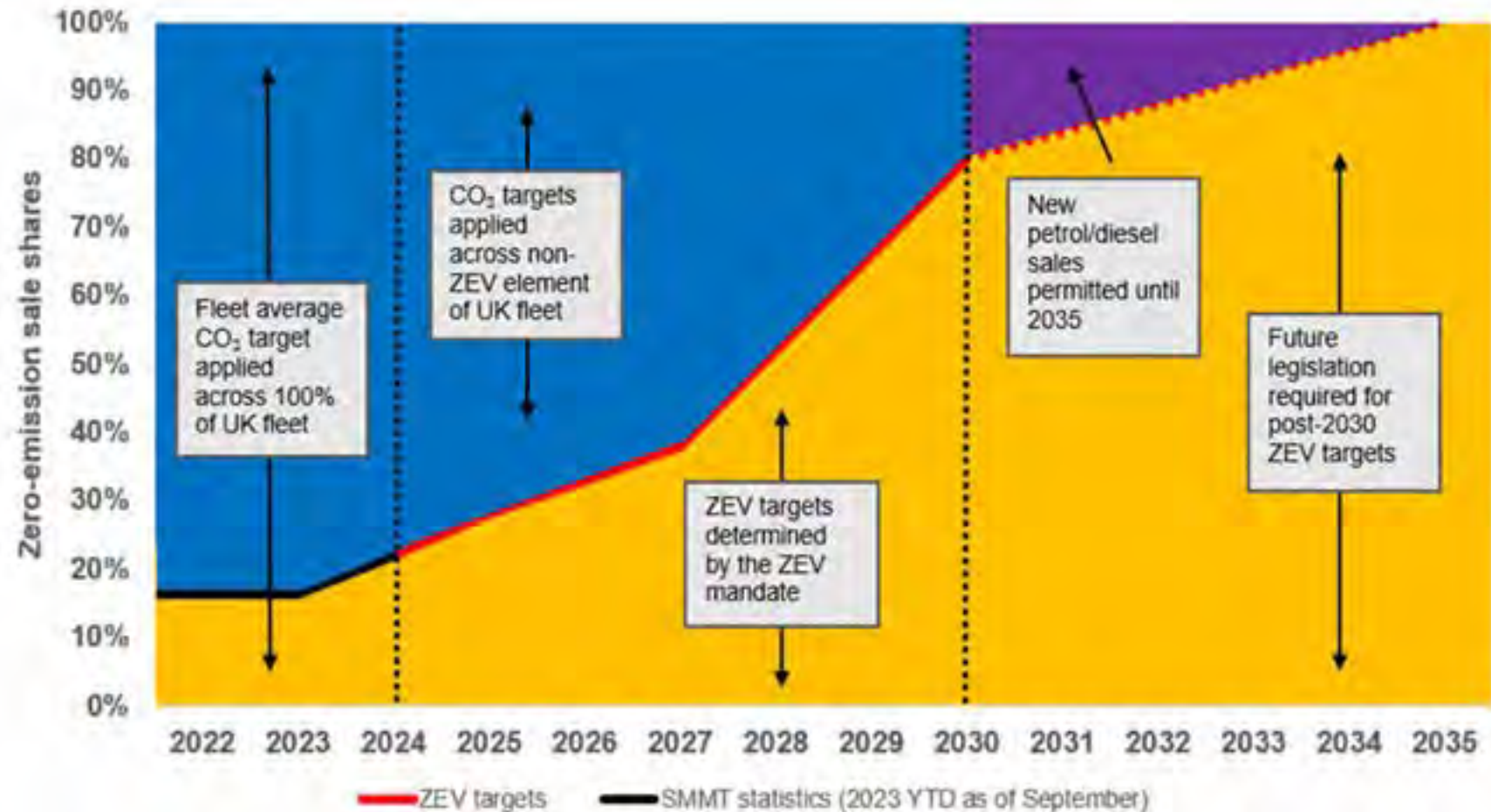
## 2. Zero emission vehicles – end of sales for new non-zero emission vehicles

Date	End of sales of new UK registrations of:
2035	All passenger cars All vans and HGVs up to and including 26 tonnes
2040	HGVs above 26 tonnes



### 3. Supply: the ZEV mandate for cars / vans

- ▶ Starting in January, a zero emission vehicle (ZEV) mandate will establish a trading scheme that will set a minimum level for the percentage of manufacturers new car and van sales to be zero emission in each year from 2024 out to 80% cars and 70% vans in 2030, on pathway to 100% by 2035.
- ▶ Exhaust emissions will continue to be regulated from new non-ZEVs to ensure this part of the fleet does not worsen.
- ▶ This will provide certainty to energy providers, the chargepoint industry, vehicle manufacturers and their supply chains during this transition and drive investments. It will distinguish the UK from the EU and will replace retained EU regulation.
- ▶ It is the single largest emissions reduction measure in the Net Zero Strategy and is supported by the UK's automotive industry, who have contributed to its development since 2020.



# What is our vision for 2030?



2024 → 2030

c. 56,983 total public chargepoints

c. 300,000 total public chargepoints



Market-led rollout for the majority of chargepoints, backed by competition.



Infrastructure seamlessly integrated into a smart energy system.



Continued innovation to meet drivers' needs.



Everyone can find and access reliable public chargepoints wherever they live.



Effortless on and off-street charging for private and commercial drivers.



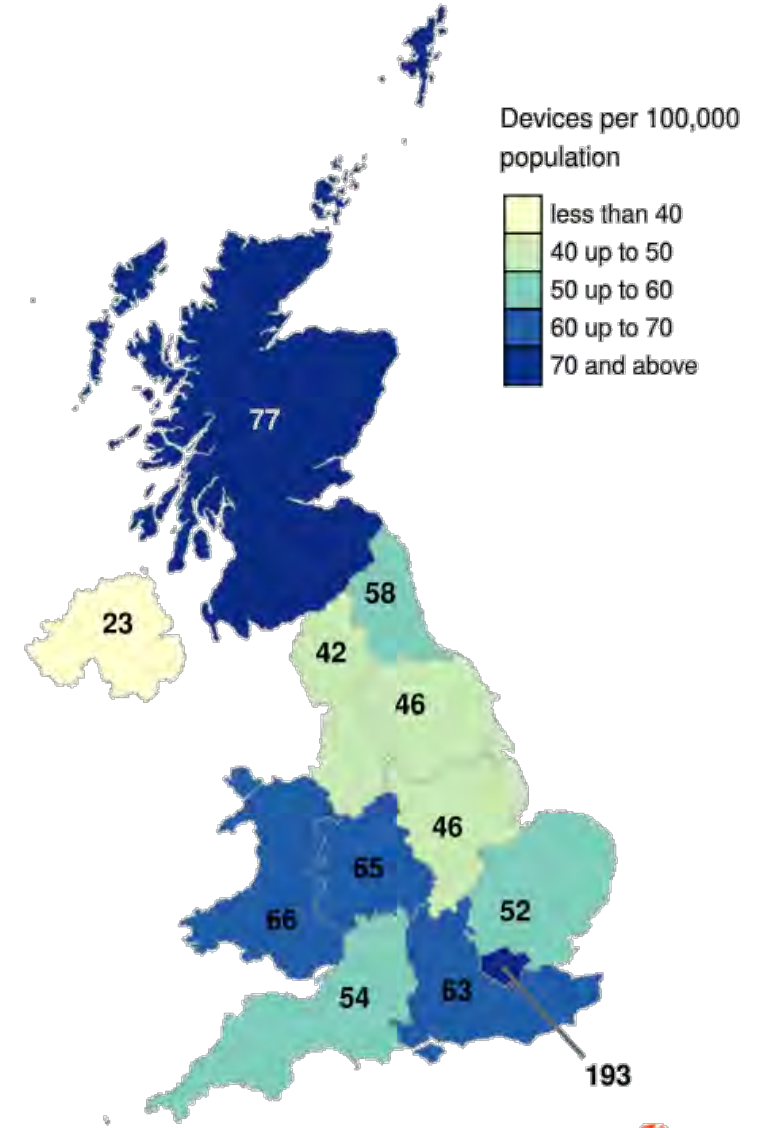
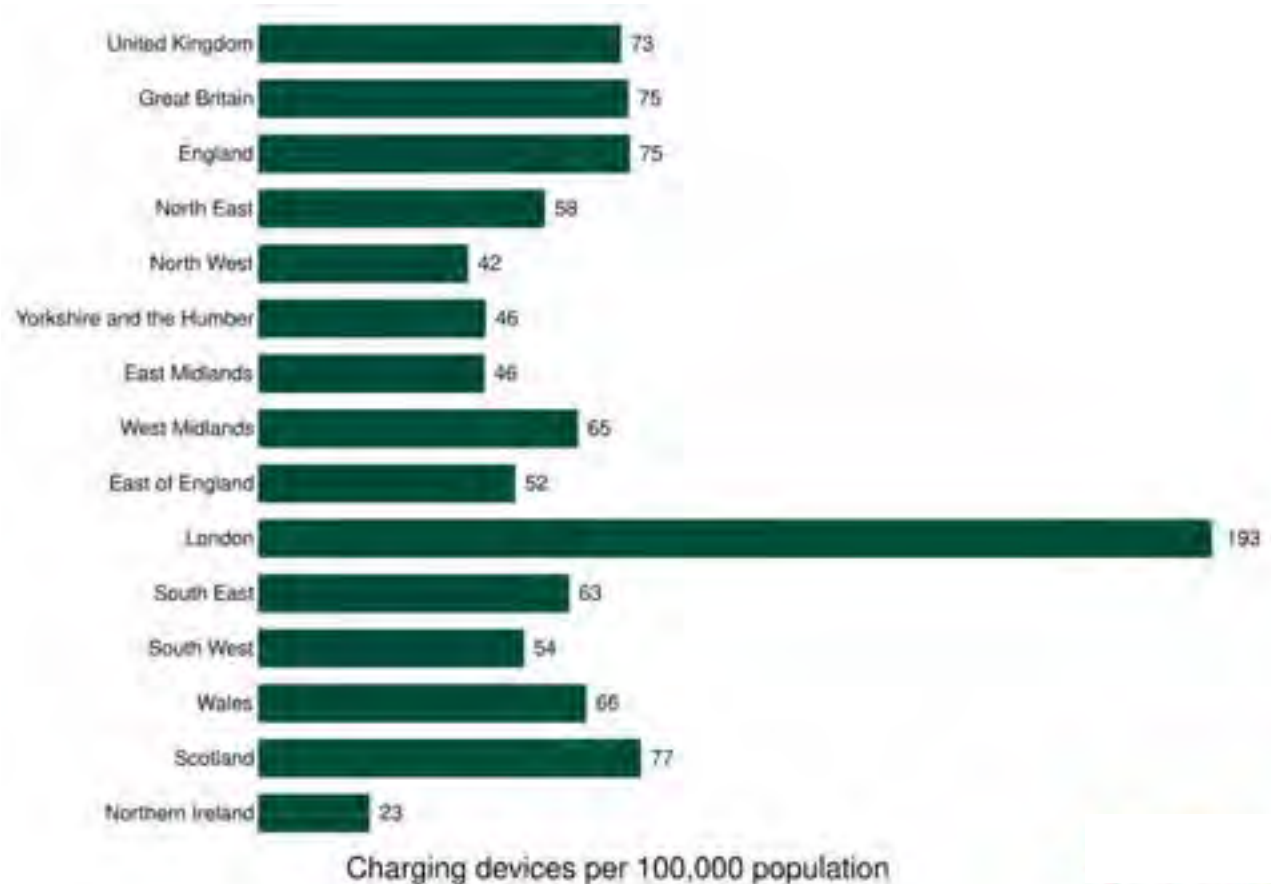
A reliable network of high powered chargepoints along major roads.



Fairly priced and inclusively designed public charging, trusted by consumers.

# How is the charging infrastructure market in 2024?

The deployment of charging infrastructure is accelerating right across the UK.



# Project Rapid and the Rapid Charging Fund

Radically improving charging on longer journeys is a pre-requisite for acceptance of the ZEV mandate, which is the single biggest carbon saving measure in the government's Net Zero strategy for 2050



Project Rapid is the DfT's programme of work to address one of the key challenges of the transition to zero emission road transport – the need for fast and reliable en-route electric vehicle charging. Project Rapid has three core elements:

A. The early interventions programme, focused on the private sector in ensuring there are enough chargepoints at every motorway service area

B. The Rapid Charging Fund (RCF) which will future-proof electricity network connections at strategic locations so that chargepoint numbers can expand as needed over time

C. Ensuring electricity capacity is not a constraint on the rollout of a comprehensive long distance rapid charging network

## Pilot and consultation

A £70m pilot for the RCF opened for applications from motorway service area operators in England, alongside a public consultation on the main fund, on the 6 December 2023. Learning from the pilot and results from the consultation will be used to inform the main fund



# The Local Electric Vehicle Infrastructure Fund



Capital funding allocated across England to deliver local, primarily low powered charging infrastructure

**~30%**

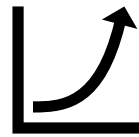
Of residents without off-street parking are the primary focus of the LEVI Fund



The fundamental aims and requirements of the scheme are:



To primarily fund **low-powered, on-street chargepoints**



To deliver **scale** in local chargepoint roll-out, including through a portfolio approach

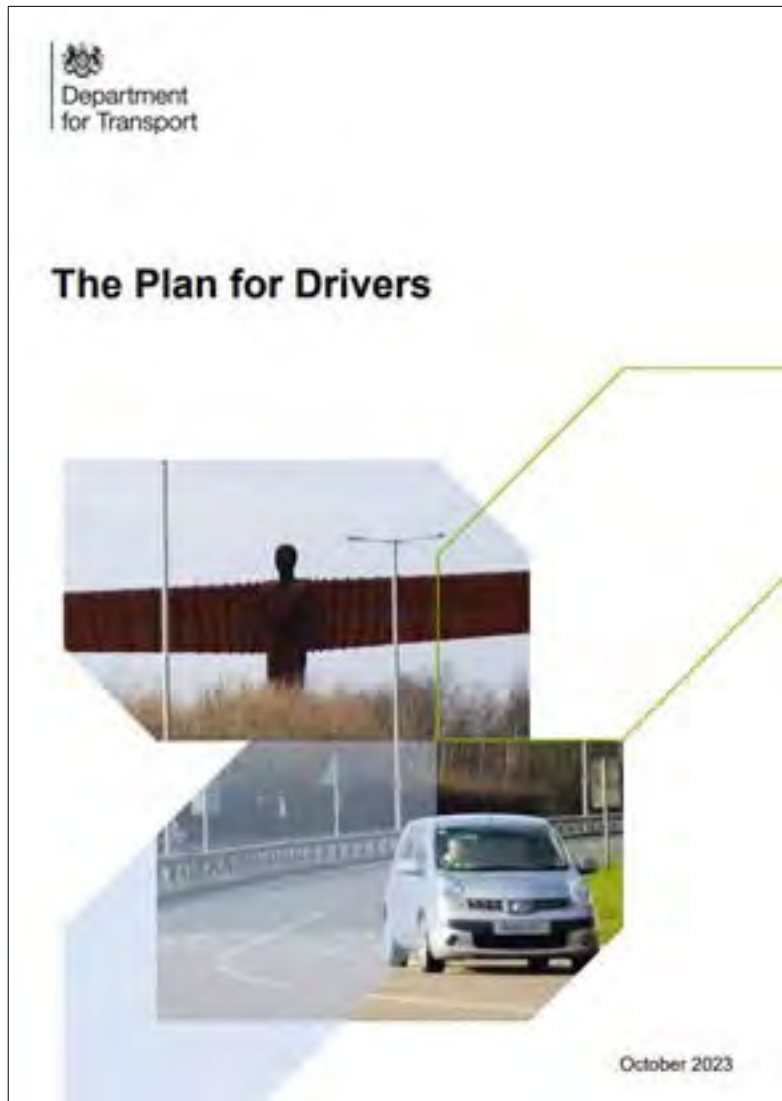


To **test the market**, maximise private investment and leverage the public funding



To encourage **collaborative** projects between multiple local authorities

# Accelerating delivery by removing barriers to deployment



**Government's Plan for Drivers:** outlines 30 new steps Government will take to help drivers, across 5 areas including *'Helping the transition to zero emission driving'* and commits to:

- **Work with DNOs** to review the grid connection process to **accelerate chargepoint delivery**
- Consult on CPO ability to install chargepoint infrastructure on public highways using permits, instead of street works licences
- Consult on the **expansion of permitted development rights** to make private chargepoint installation cheaper and easier
- **Provide guidance on the use of safe cross-pavement solutions, best practice to LAs on relevant legislation, permissions, and how to consider applications**
- Expand the EV chargepoint grants to trial cross-pavement solutions and increase support for schools

# Status update?



## What work has already been delivered already?

- Opened a consultation on [Permitted Development Rights](#)
- Produced [best practice guidance](#) on issuing Section 50
- Opened a consultation on [Street works access for electric vehicle chargepoint operators](#)
- Set up and opened our [Schools Grant expanding the Workplace Charging scheme](#) so infrastructure can be installed in schools.
- A [new fund for those installing infrastructure without off-street parking](#)
- New EV Infrastructure Forum to accelerate chargepoint rollout.

# Status update 2



- We will **produce a Grid Connections Review** in the Spring after conducting a series of workshops with DNOs and CPOs to improve the process of installing EV chargepoints for all.
- **Provide guidance on the use of safe cross-pavement solutions**, best practice to LAs on relevant legislation, permissions, and how to consider applications
- **Publish the IET guidance** on installing EV chargepoints for local authority officers.

We want to hear from you...



WHAT DO YOU

THINK?

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FOR POLLS



# SUKKY CHOONGH

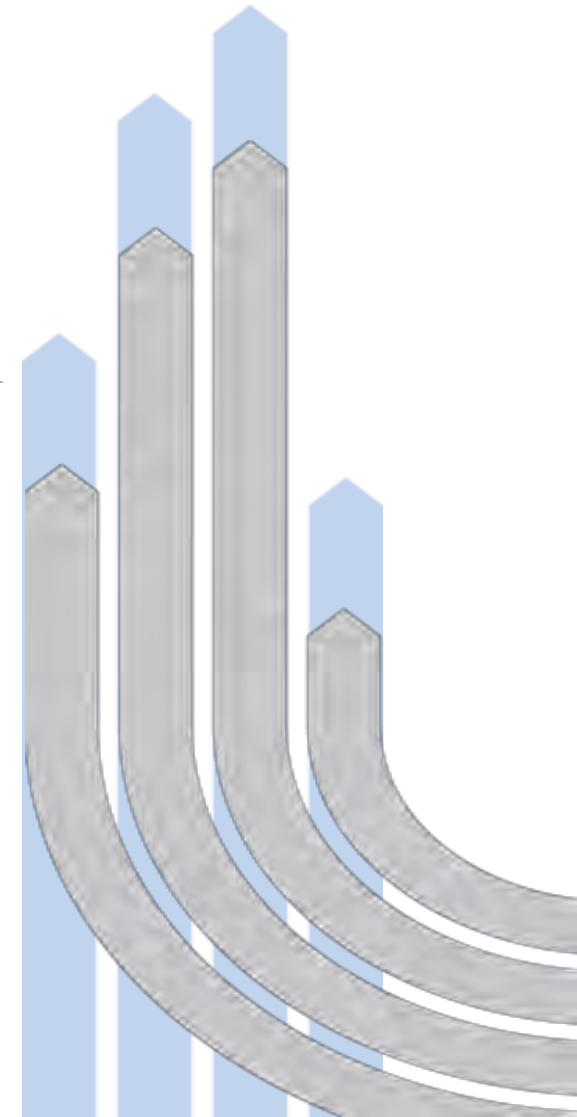
**Environmental Policy Manager**



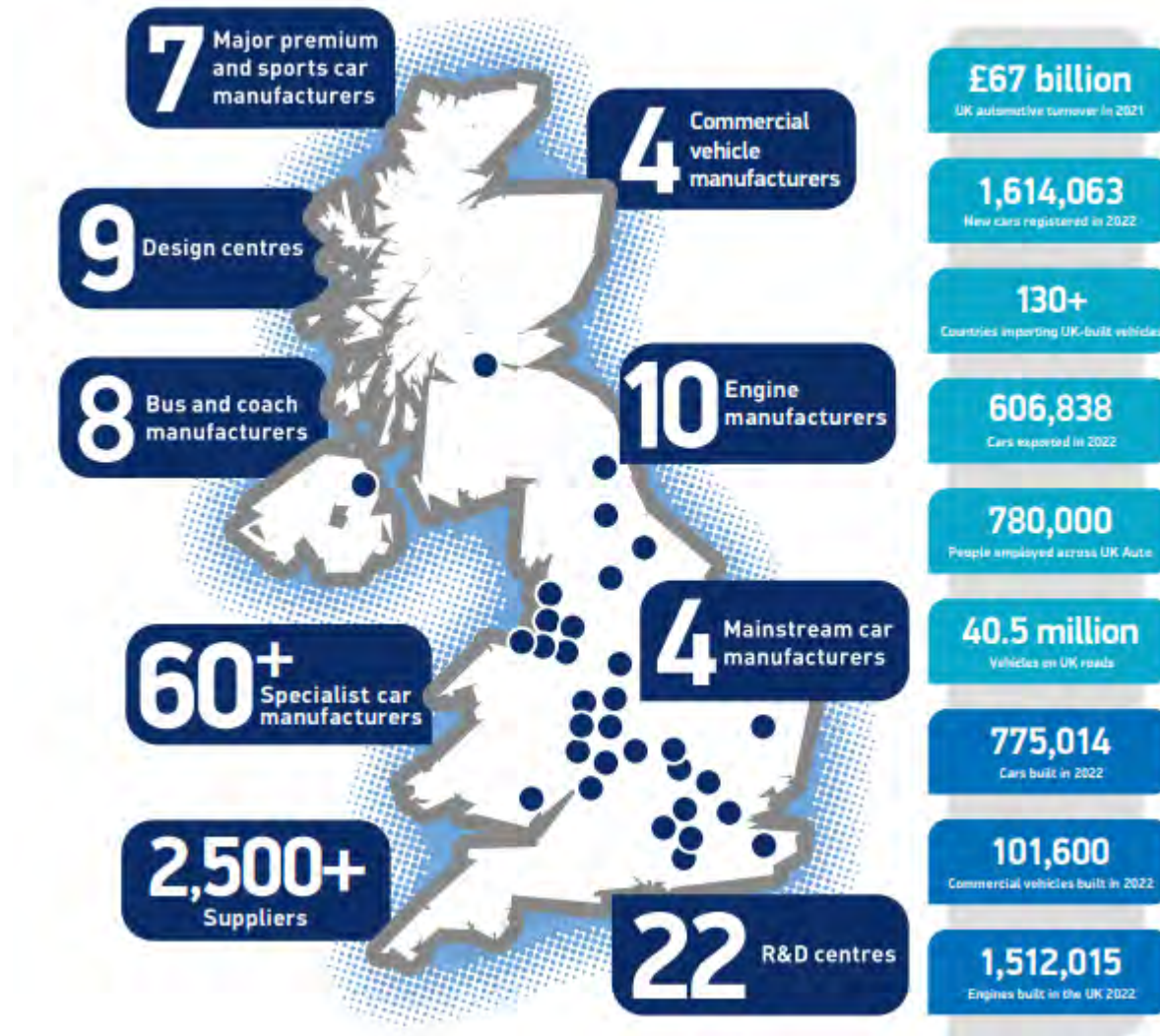
# Greenfleet Live

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Sukky Choongh  
Environment Policy Manager

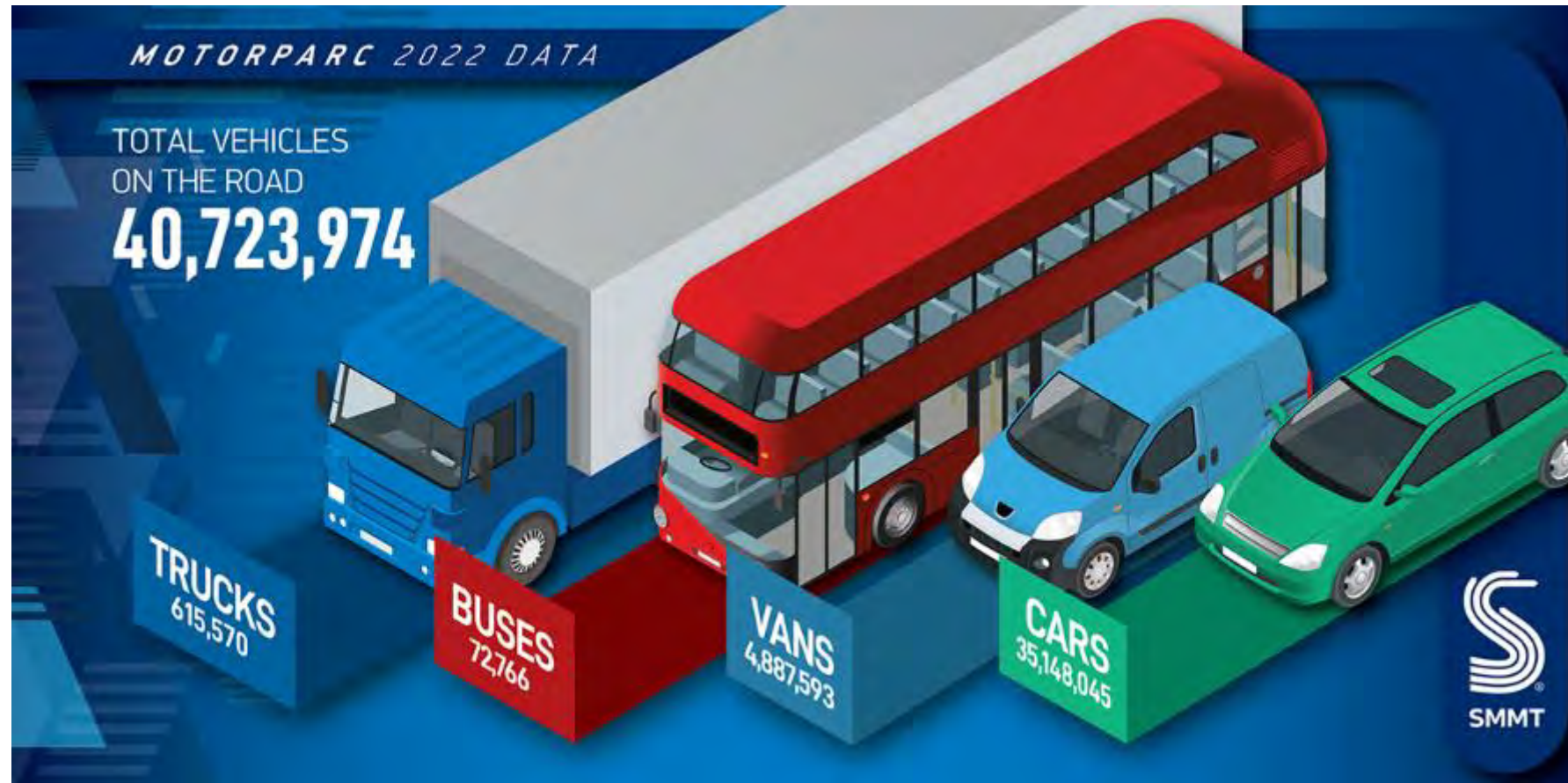


# Motor Industry Facts

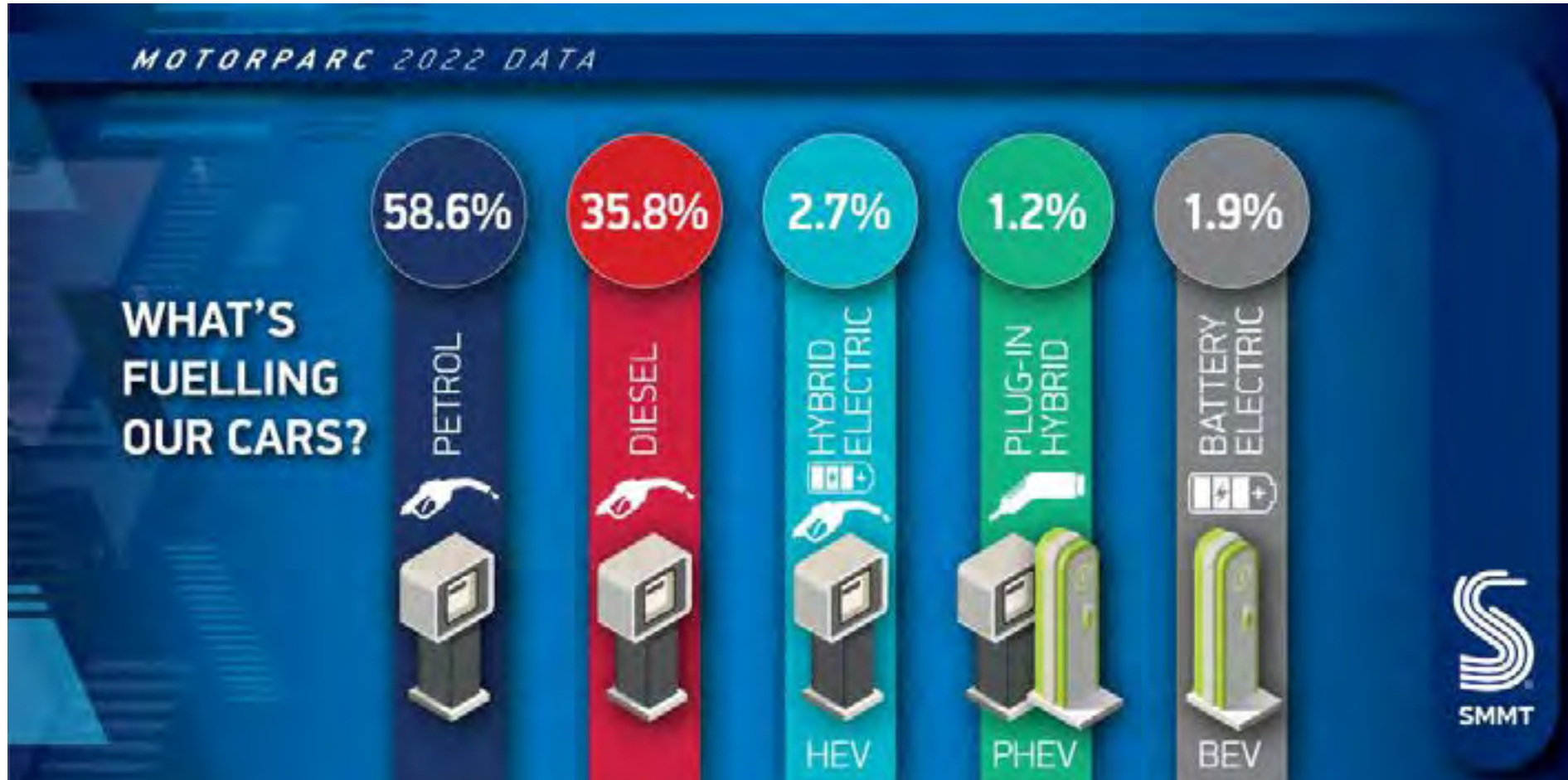




# Vehicles on the Road



# Parc by fuel type



# End of sale of petrol and diesel cars and vans

Press release

## PM recommits UK to Net Zero by 2050 and pledges a “fairer” path to achieving target to ease the financial burden on British families

UK's over-delivery on reducing emissions provides space to take a more pragmatic, proportionate, and realistic approach to reaching net zero.

## Nissan vows to go all-electric by 2030 despite Sunak delay on petrol ban

Carmaker says it will 'press ahead' with plans to achieve 100% EV in Europe and all new models will be entirely electric

Climate & Energy | Climate Change | Regulatory & Policy | Technology | ADAS, AV & Safety

## Ford UK says any delay on government petrol car ban risks EV transition

SMMT NEWS

## SMMT statement on the Prime Minister's Net Zero announcement

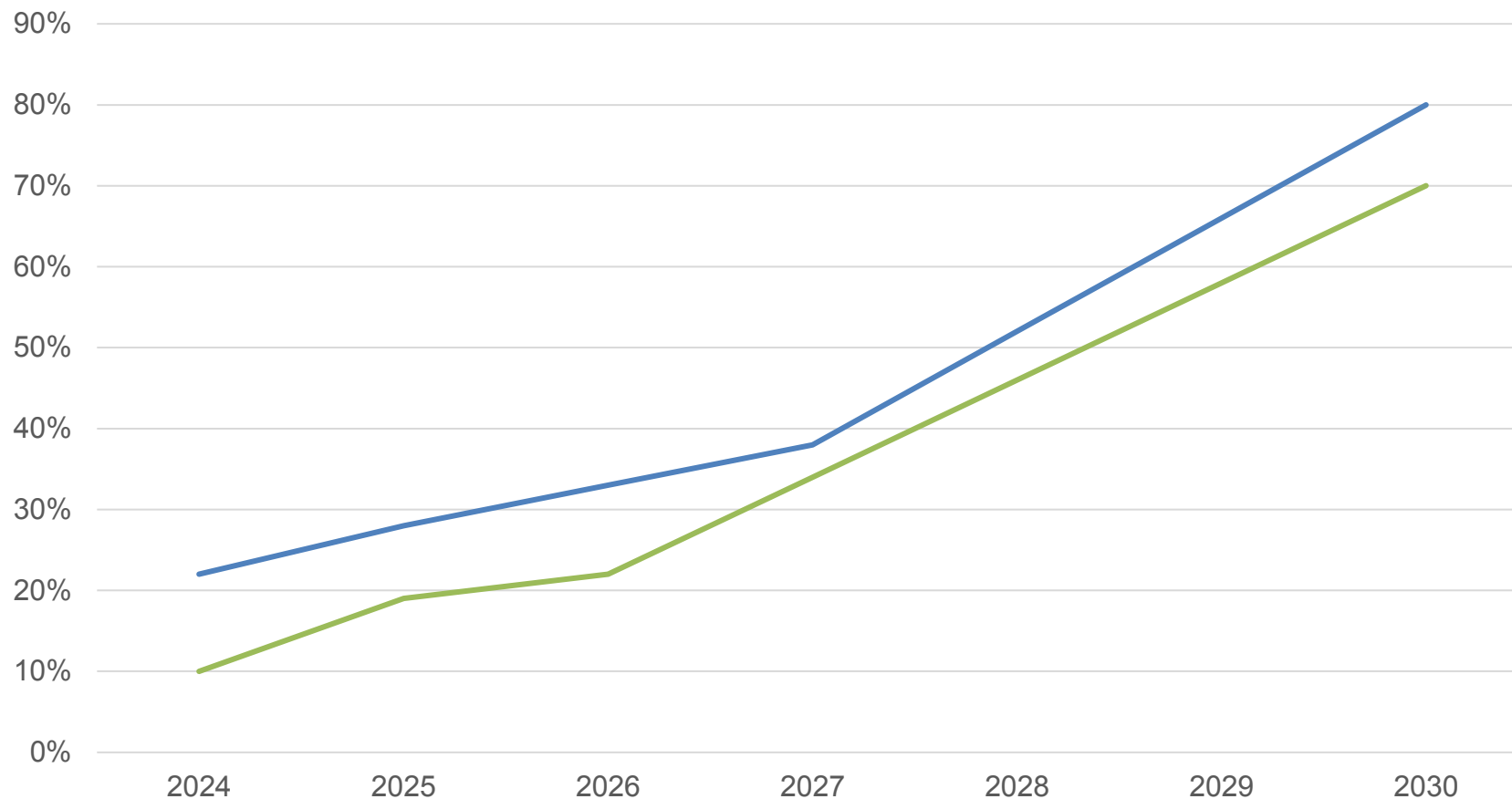
20 SEPTEMBER 2023 #SMMT NEWS

Mike Hawes, SMMT Chief Executive:

“The automotive industry’s commitment to a zero-emission new car and van market remains unchanged. Net Zero cannot be achieved without this sector’s decarbonisation. The Prime Minister has confirmed that a mandate to compel the sale of EVs – the single biggest mechanism to deliver Net Zero – will be published shortly, starting in January 2024. Manufacturers will continue to put innovative new models on the market but consumers need encouragement to buy more than ever. Today’s announcement must be backed up with a package of attractive incentives and measures to accelerate charging infrastructure to give consumers the confidence to switch. Carrots move markets faster than sticks.”

# Vehicle Emissions Trading Scheme (ZEV Mandate)

For new car and van sales

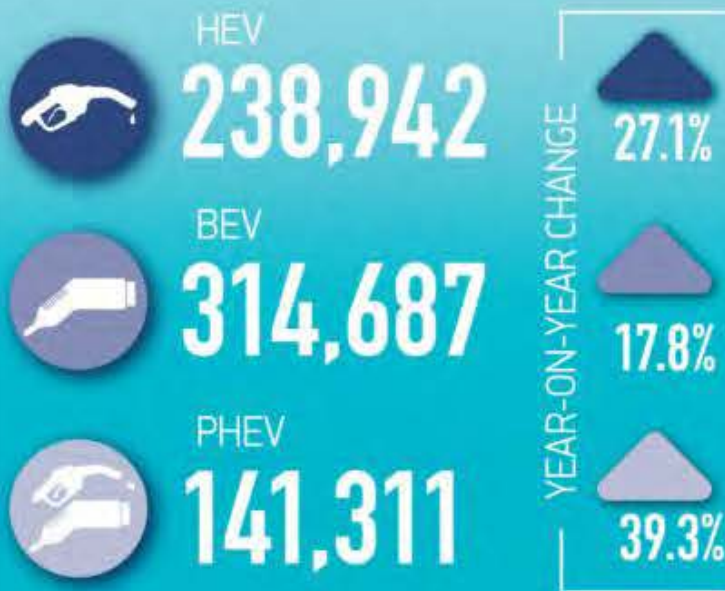
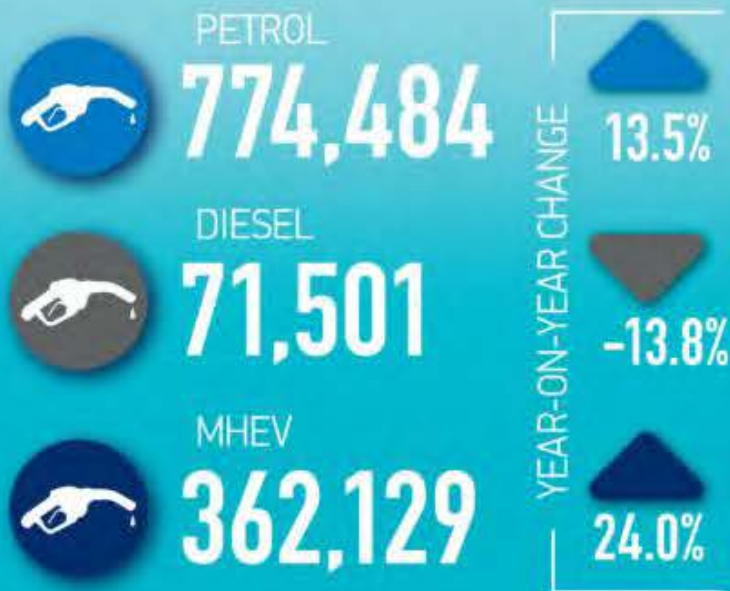


FULL YEAR 2023

# NEW CAR REGISTRATIONS TOTAL: 1,903,054

17.9%

YEAR-ON-YEAR CHANGE



FULL YEAR 2023

# NEW LCV REGISTRATIONS

**TOTAL: 341,455** **21.0%**

YEAR-ON-YEAR CHANGE



**SMMT**  
DRIVING THE  
MOTOR INDUSTRY



Pickups	41,003	↑	38.7%
4x4s	8,063	↑	127.7%
Vans <=2.0t	5,955	↓	-23.7%
Vans >2.0-2.5t	57,992	↑	78.4%
Vans >2.5-3.5t	228,442	↑	9.4%
Rigids >3.5-6.0t	5,800	↑	21.2%

↑ Total Year-on-Year Change



## Year to date

	YTD 2023	YTD 2022	% change	Mkt share -23	Mkt share -22
BEV	20,253	16,744	21.0%	5.9%	5.9%
Diesel	312,669	259,294	20.6%	91.6%	91.9%
Others	8,533	6,101	39.9%	2.5%	2.2%
<b>TOTAL</b>	<b>341,455</b>	<b>282,139</b>	<b>21.0%</b>		

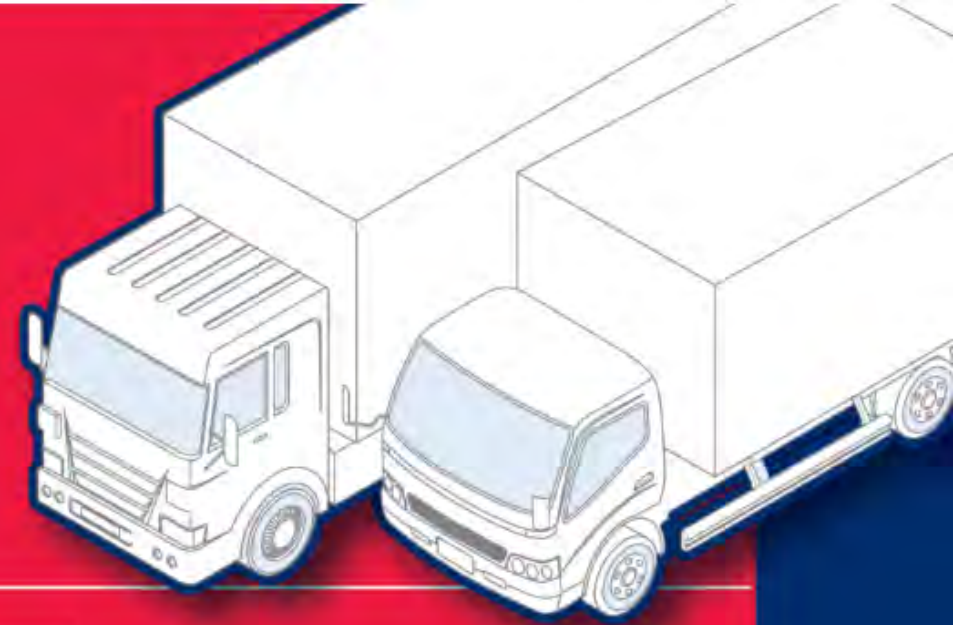
**FULL YEAR 2023**

# NEW HGVs REGISTRATIONS

**TOTAL: 46227**

**13.5%**

YEAR-ON-YEAR CHANGE



**ALL RIGIDS**

**24,439**



**14.7%**

**ALL ARTICS**

**21,788**



**12.2%**

YEAR-ON-YEAR CHANGE

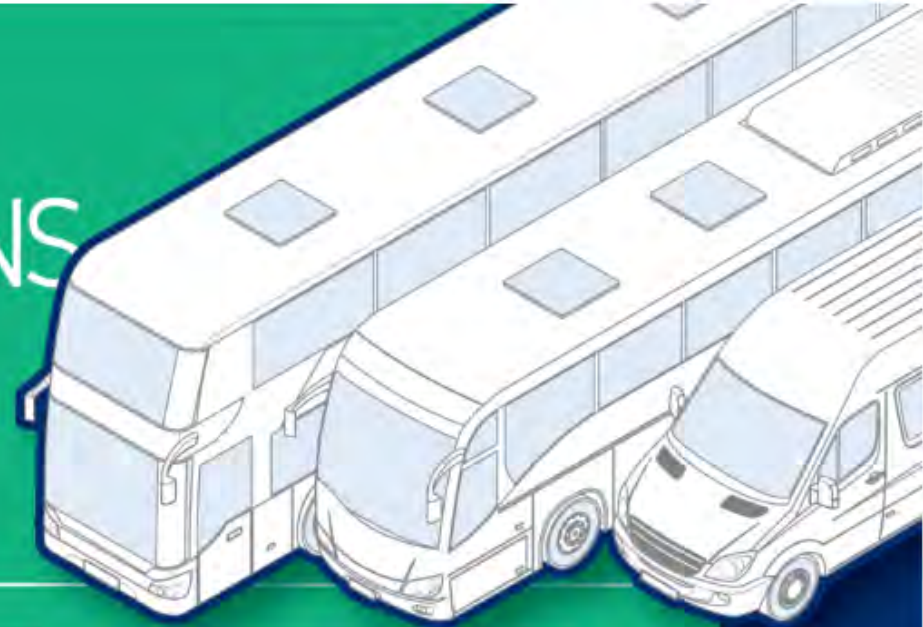
FULL YEAR 2023

# NEW BUS & COACH REGISTRATIONS

**TOTAL: 4,932**

**44.6%**

YEAR-ON-YEAR CHANGE



**MINIBUS**

**2,378**

**18.3%**

**SINGLE-DECK**

**1,610**

**52.5%**

**DOUBLE-DECK**

**944**

**173.6%**

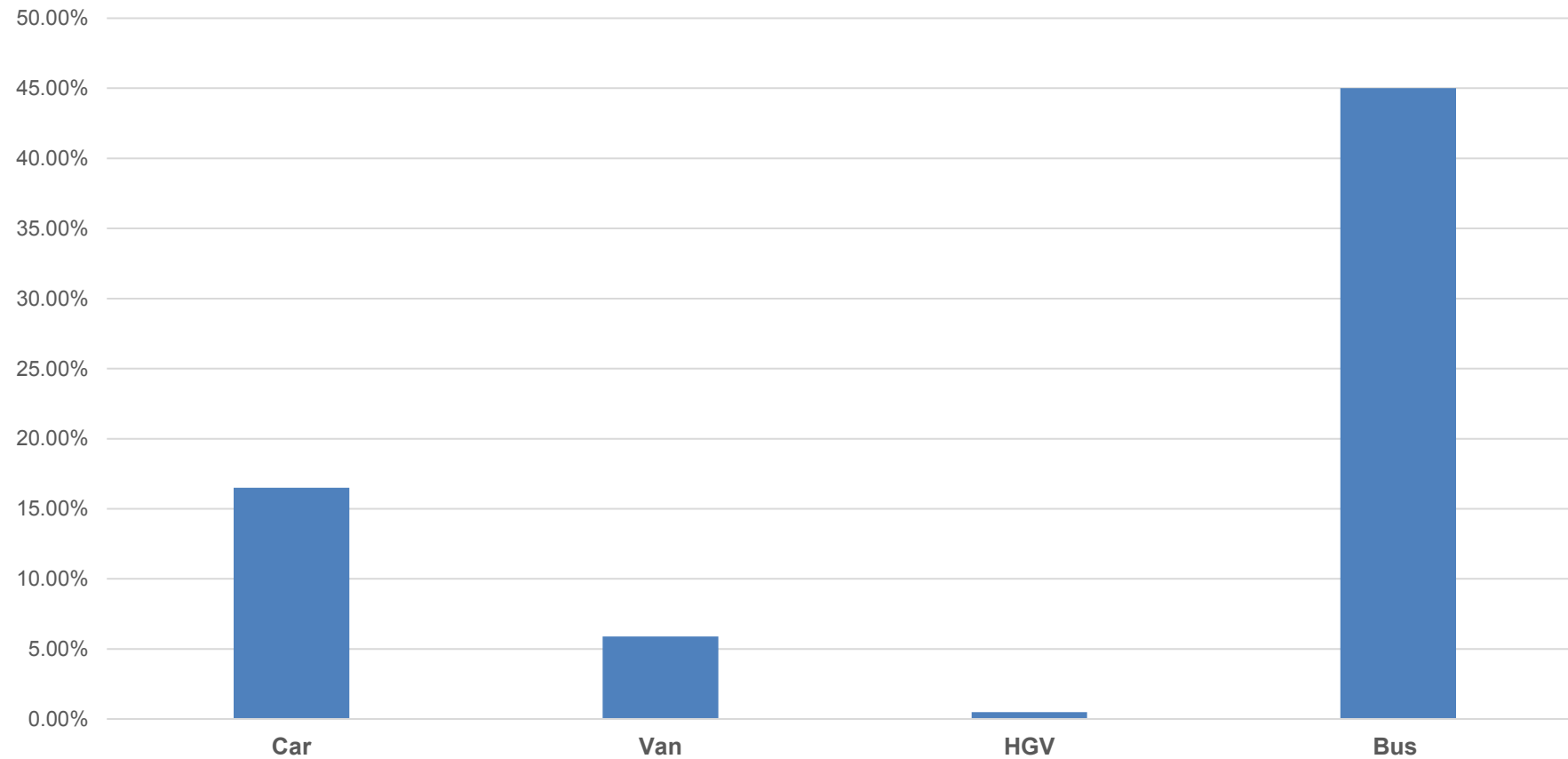
YEAR-ON-YEAR CHANGE





# Zero emission uptake 2023

## Zero emission vehicle market 2023





# Charging Infrastructure

## Seven-point plan to boost Britain's EV charging infrastructure

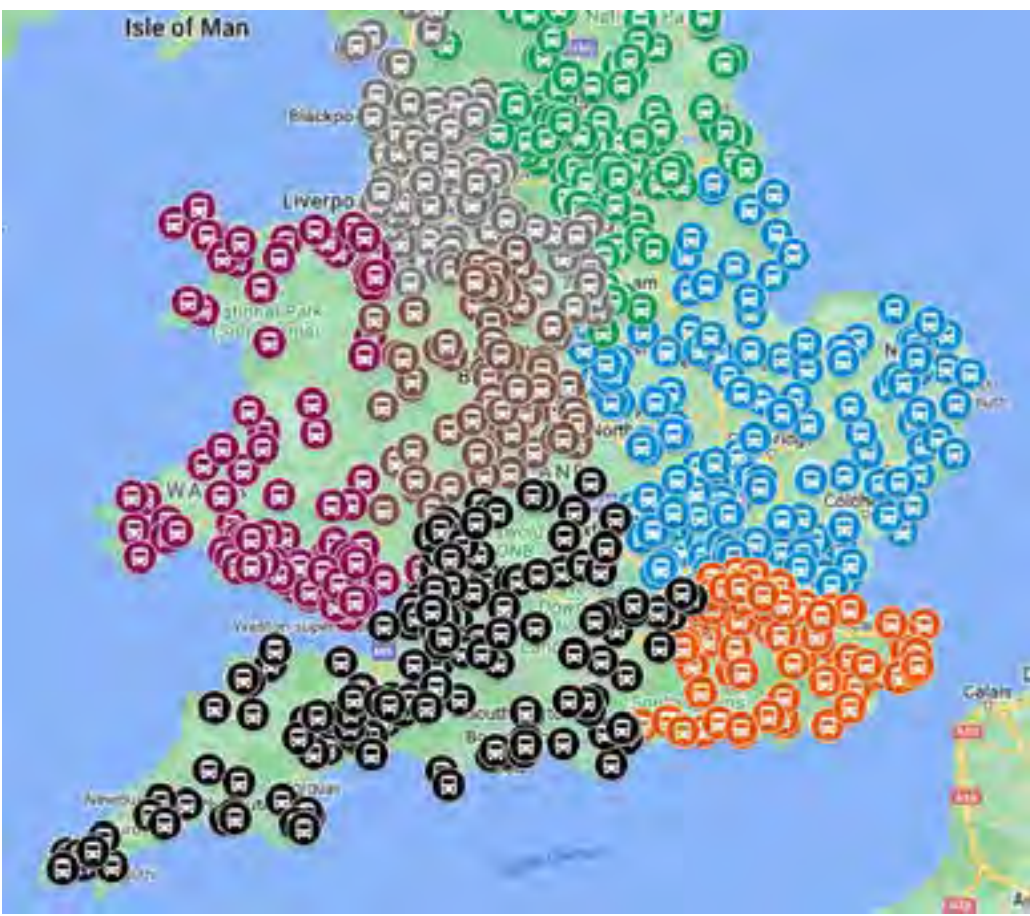
-  Put the consumer at the centre of infrastructure policy and planning to ensure their needs are met at every stage
-  Establish a new regulator: "Ofcharge" to ensure charging is affordable, accessible and as easy as – if not easier than – refuelling
-  Deliver a national plan to provide consumers with the right number of the right chargers in the right places
-  Boost chargepoint rollout with enhanced and ringfenced funding for local authorities and innovative public-private partnerships that de-risk investment
-  Invest to establish a 'right to charge' for drivers of all electric vehicles, in all regions and from all backgrounds
-  Ensure the electricity system decarbonises at pace so that all 'green' cars are chargeable with 'green' energy
-  Mandate legally binding targets to ensure an abundance of chargepoints in every part of the UK

## NET ZERO TRUCK STRATEGY

### SMMT'S KEY RECOMMENDATIONS TO **DECARBONISE** BRITAIN'S HEAVY GOODS VEHICLE FLEET

-  Suitable funding commitments for HGV decarbonisation
-  Competitive purchase incentives for ZEV trucks
-  A national strategy for installing depot infrastructure
-  Deliver critical public and en-route infrastructure
-  A long-term strategy by Spring 2024

# UK Bus Depots



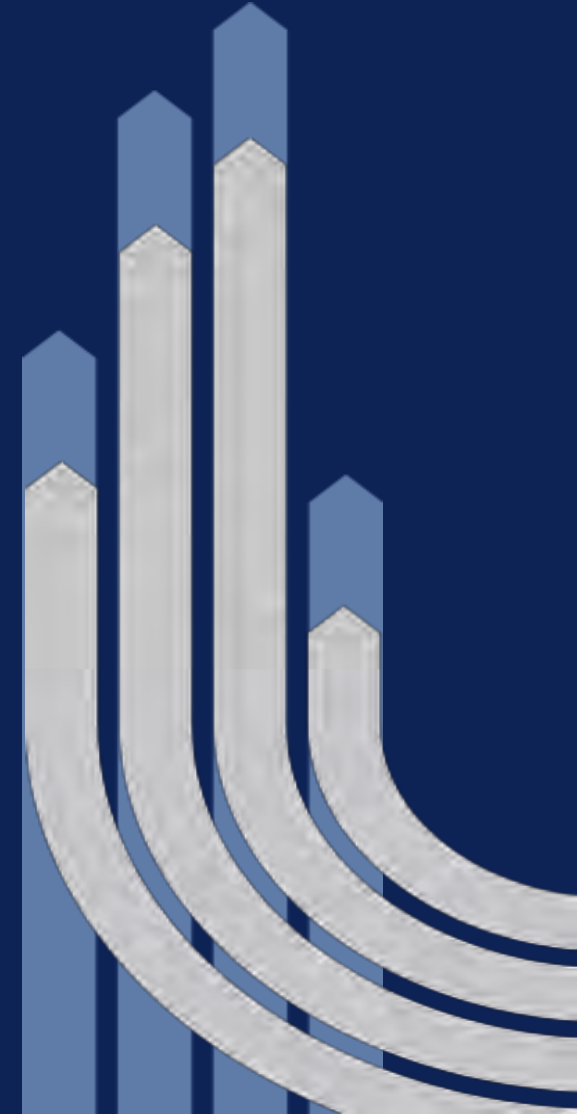
# Thank you

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**The Society of Motor Manufacturers and Traders Limited**

71 Great Peter Street, London SW1P 2BN

[www.smmt.co.uk](http://www.smmt.co.uk)



We want to hear from you...



**WHAT DO YOU**

**THINK?**

SCAN ME



FOR POLLS



» PAUA  
**NIALL RIDDELL**  
CEO & Co-Founder

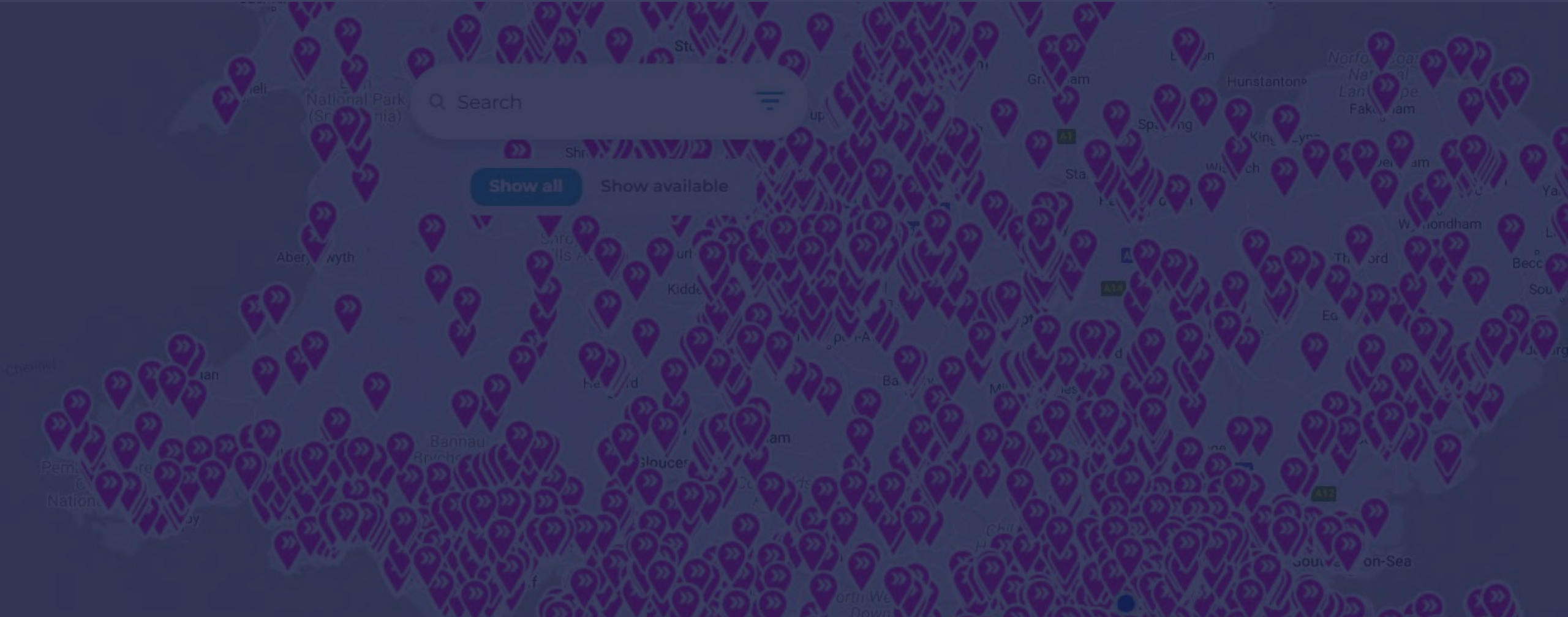




**The petrol station is dead**

**Long live the EV charging station (s)!**





# The charging landscape is changing

87,421 connectors in 32,575 locations & beyond...



# Depot charging started the transition

Fleets control their own assets; land & grid



**Home charging saves time**

**Home reimbursement becomes the key challenge**



# Rapid charging remains key for long trips

£12,000 of time wasted on public charging



# On street charging a key AFP challenge

Overnight charging saves time and costs



# Shared home charging

An alternative to personal home charging for fleet



# Shared depot charging

Showcased at EV Rally 2023, First Bus garage



# Overstay fee's

Tens of thousands of hidden fleet fee's





ALL ELECTRIC... SIMPLY UNBELIEVABLE! #EVRally

# Rural charging

Alignment of infrastructure incentives to rural areas

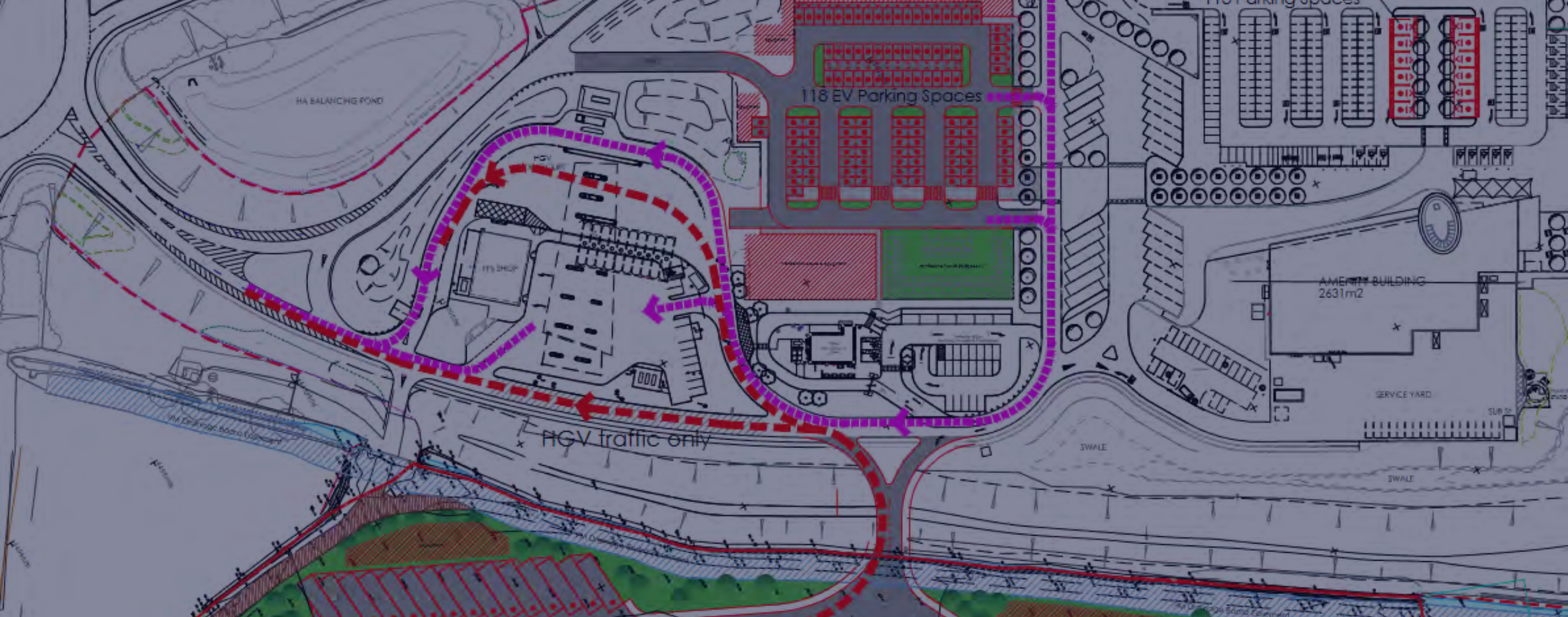


# The rise of regulation

Consumer focused supporting driver & business?



**Size; aligned to needs of commercial EVs**  
Drive through, bigger bays and height clearance



# Scale; Land, Planning, Power

Wetherby Services; 118 EV bays, 54 eHGV bays

210 HGV Parking Spaces inc 54 EV Spaces



# Simplicity; the rise of plug & charge

ISO15118 to make it easier for drivers



# Behaviour change

Data to support educational conversations on the change



# ELENI COLDWELL

**Programme Manager, Rapid Charging Fund**





# Energising the UK Road Network

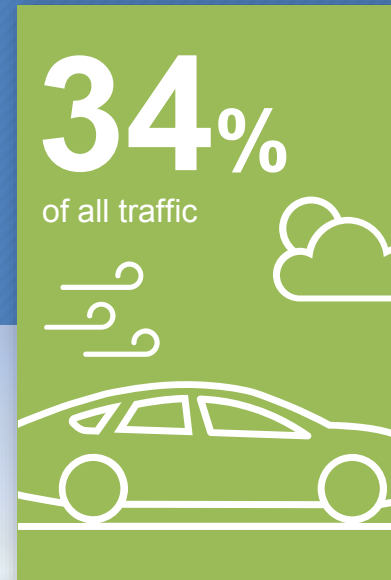
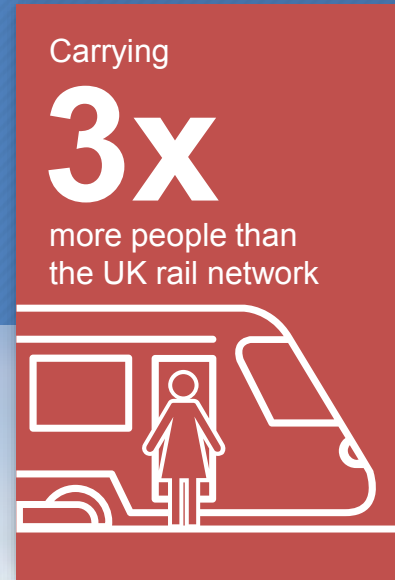
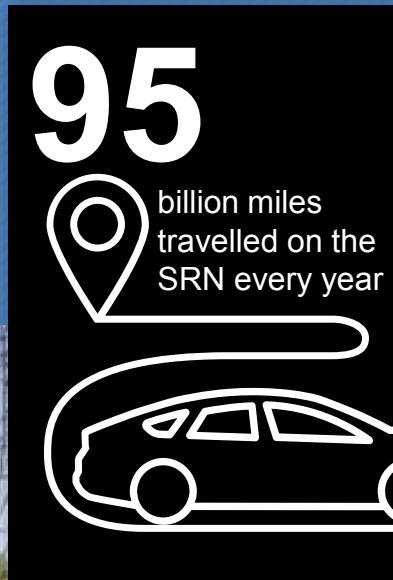
Eleni Coldwell

Rapid Charging Fund Programme Manager,  
National Highways



# People rely on our roads

To connect people and to drive the economy



**The Strategic Road Network (SRN) has a key role to play in net zero**

# Our roadmap to net zero by 2050

**Corporate Emissions**  
Net zero by 2030



## EV charging

› Rapid Charging Fund to future proof electricity connections at strategic locations.

**Maintenance and Construction**  
Net zero by 2040



## MSA Energy Storage

£13m support to MSAs developing energy storage solution to enable charger roll out to complete in 2024

**Carbon travel on our roads**  
Net zero by 2050



## Traffic Officers

Traffic officers ready for EV breakdowns by end 2022

## Net Zero HGVs

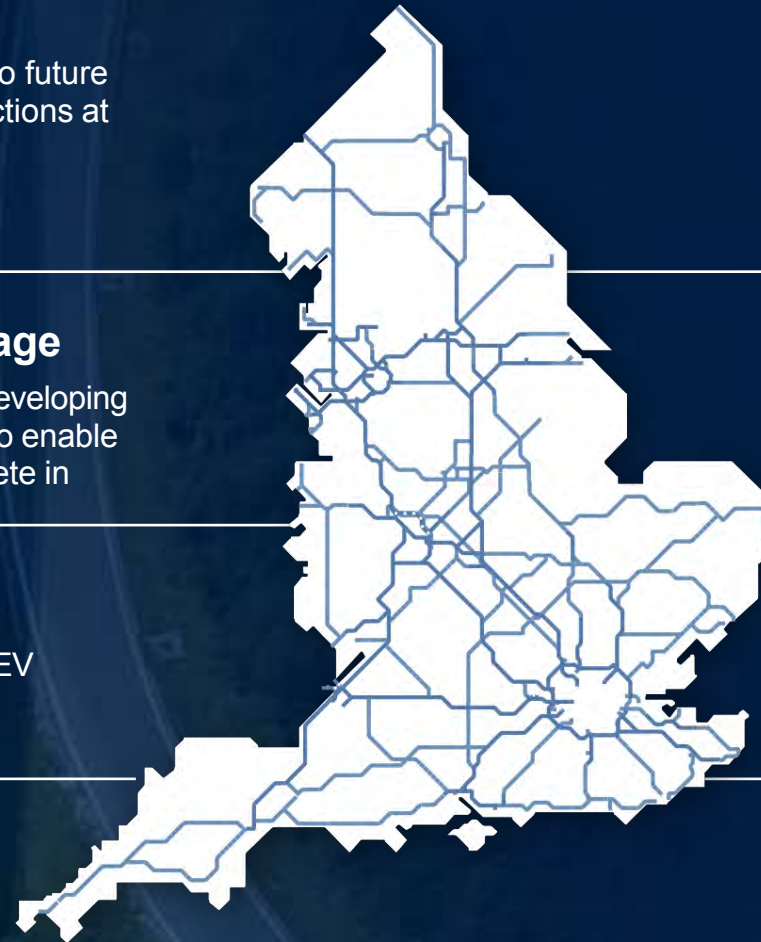
We are supporting the Zero Emission HGV and Infrastructure trials - £300m programme to test effectiveness and cost of battery and hydrogen fuel cell.

## Maintenance and Constructure

Number of measures being implemented to reduce CO2e

## NH Decarbonising Fleet

Currently 87% of light fleet is Plug in EVs / EVs and target to be 100% by March 2025. 213 charge points across the estate



## What is the Rapid Charging Fund?

The RCF aims to future proof electricity connections at strategic locations ensuring charge-point numbers can expand as needed over time.



Ensuring demand is met  
at least to 2035, and up to  
2050 where economically  
viable



Rapid Charging Fund, to be used initially by Motorway Service Areas (MSAs)



Significant capital injection to subsidise the cost of electrical upgrade works which under normal circumstance would be uneconomic



Will enable the delivery of the necessary EV rapid charge points (>150kW) on the SRN vs. most existing connections at MSAs are 50kW



To illustrate, 80% battery charge time is approximately 45 minutes with 50kW chargers, vs. 15 minutes with 150kW

## Our role in the Rapid Charging Fund

Subsidise the costs of new and upgraded high-power chargers on England's Strategic Road Network (SRN).

**Administer the Rapid Charging Fund, on behalf of OZEV.**



**Establish and run a funding process for a pilot fund, followed by the main fund.**



**Validate applications and recommend investments submitted by MSA Operators.**



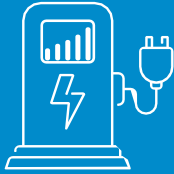
**Oversee Programme delivery and performance management.**



# What action has been taken so far?

In addition to supporting charging infrastructure, the government are addressing the barriers, to support consumer uptake of EVs

**Open data to ensure consumers can locate the right charge-points**



**99% reliability across each rapid charging network and a 24/7-hour helpline**



**Contactless and Payment Roaming**



**Pricing metric to ensure pricing transparency**



# Decarbonising transport comes with its challenges

| There are challenges to address beyond the RCF

## Grid capacity and distribution

DNOs are experiencing significant demand, with increased capacity and a need to get power to the right places



## A transition phase through project delivery

As the RCF programme is executed, there will be a transition phase as charging points are built-out



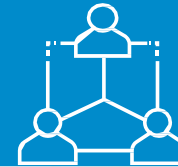
## Greater policy support and certainty is needed

The regulatory framework needs reforming, to enable system decarbonisation



## A total charging network beyond the SRN

This requires collaboration across the public and private sector, from Power, to Transport, to Digital



## Freight needs to be addressed

Battery electric vehicles and hydrogen will be central to decarbonising heavier vehicles





A faint, light green background graphic consisting of several circular nodes connected by lines, representing a network or organizational structure.

# LORNA MCATEAR

**Vice Chair, AFP & Head of Fleet, National Grid**







# CATHERINE BOWEN

Senior Policy Advisor

F





# Fleet Friendly Charging Index 2024

Catherine Bowen, Senior Policy Advisor, BVRLA

# Background to the Charging Index

## Providing a high-level overview on:

- Progress on local charging infrastructure plans
- LA's applying for LEVI
- LA's using the capability funding
- How much LA's are engaging with the fleet community

FOI requests to all upper tier LA's – Dec 2023 – Feb 2024

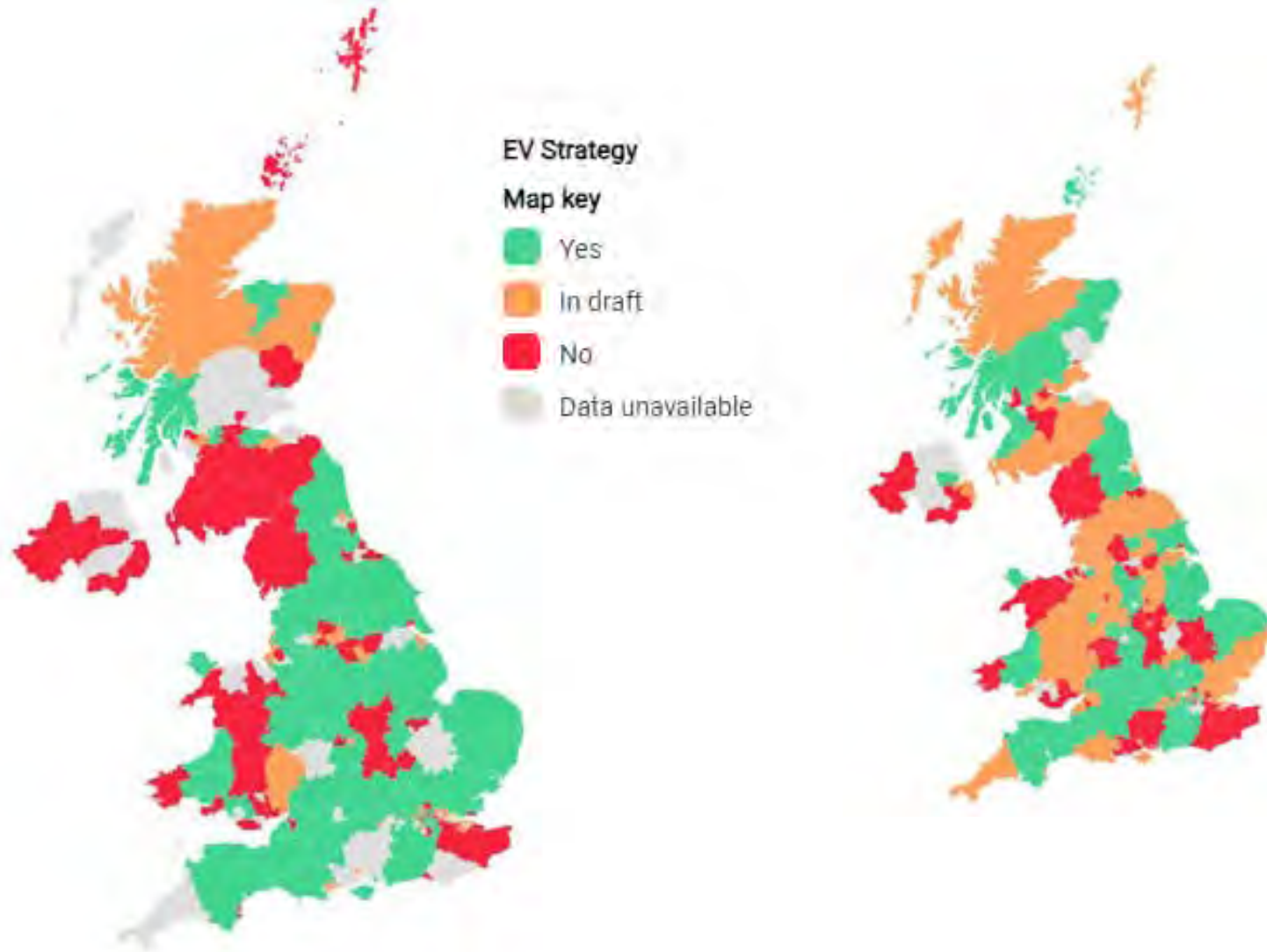
## Maps that show:

- EV Strategy
- Dedicated contact
- Fleet Engagement
- (LEVI)

[Access the latest results here](#)



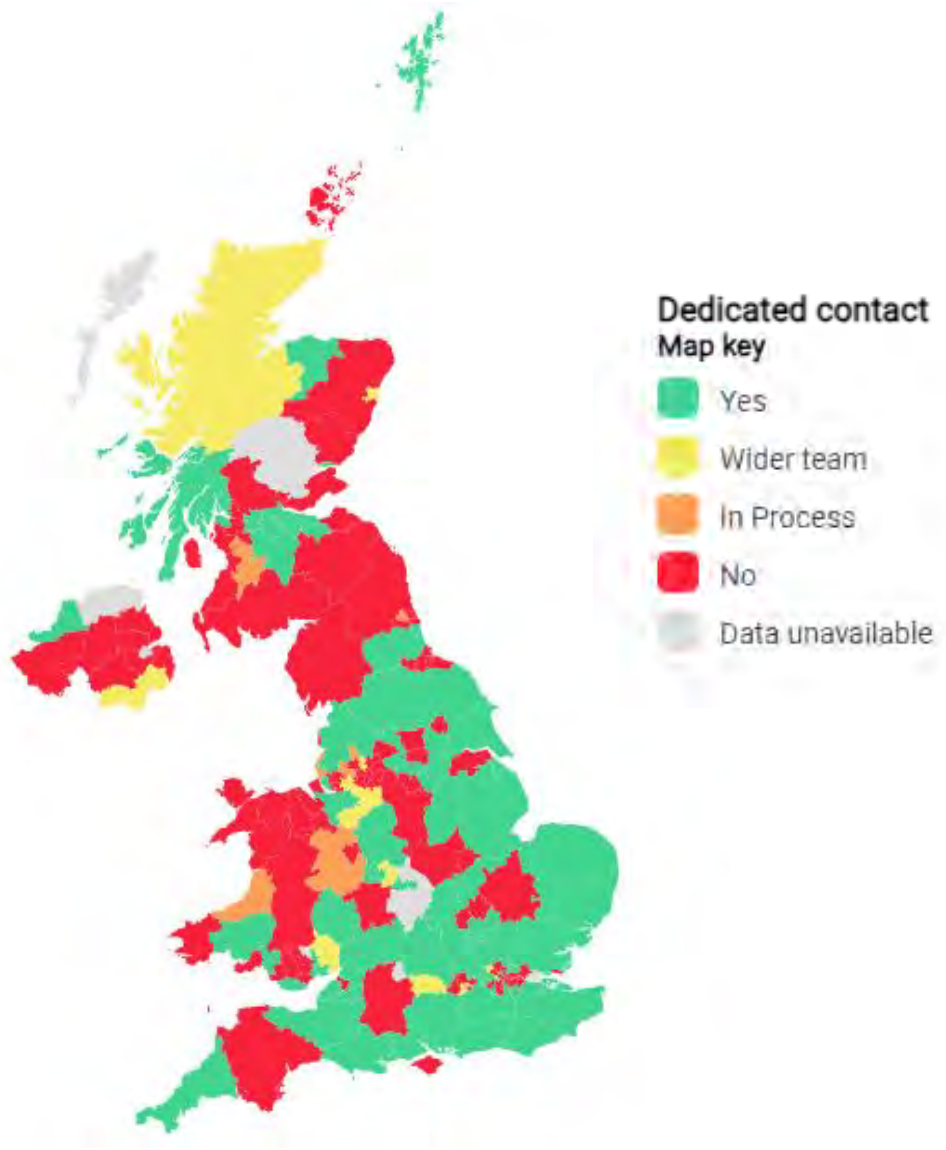
# EV Strategy



## Key findings

- 49% of local authorities have an EV Strategy, rising from 37% in 2023
- The numbers in draft have fallen from 33% in 2023 to 15% in 2024
- 36% of LA's said they did not have an EV Strategy – 30% in 2023

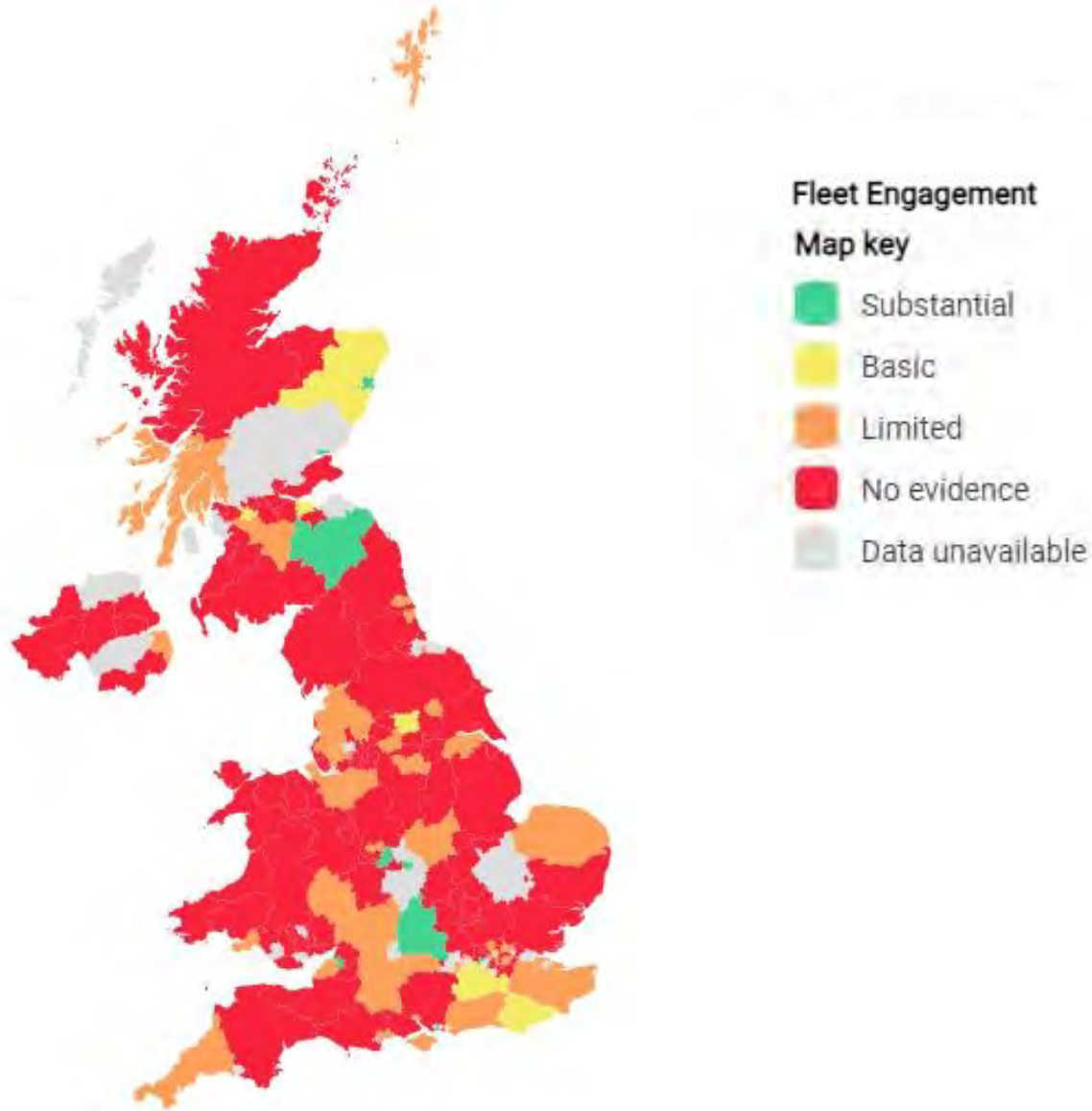
# Dedicated Contact



## Key findings

- 57% of LA's have a contact point for EV Infrastructure, compared to 38% in 2023
- 50% had a dedicated contact, with 7% having wider team responsibility
- 7% in progress
- 39% no contact, compared to 62% in 2023 (in progress and no contact)

# Fleet Engagement



## Key findings

- 5% of local authorities have clearly engaged with fleets, rising from 3% in 2023
- 38% of local authorities had engaged with fleets in 2023/24, compared with 34% in 2022/23
- 62% had not engaged with fleets

## BVRLA's Fleet Charging Guide

- Knowledge gap – private sector fleets
- Support – EV Infrastructure Strategy/EVET modelling
- Local authority greater responsibilities
- Diversity of fleet
- Usage profiles, challenges and type of charging required
- High level policy recommendations
- Start point – ability to build on over time



# How Fleets Charge



## Delivery services (distributed locations)



- Multiple calling points, and different routes every day
- Driven throughout the working day
- Van taken home by driver at the end of a shift
- Driver may not have off-street parking



## Engineer/work van (non-depot based)



- Significant range and journey variation day to day
- Shift work, may be on call or away from base
- Vehicles taken home by driver at the end of a shift
- Driver may not have off-street parking



## Engineer/work van (depot based)



- Significant range and journey variation day to day
- Shift work, may be on call or away from base
- Return to depot overnight



## Medium duty HGV (depot based)



- Consistent daily mileage
- Typically returning to depot for extended periods
- Depot grid capacity critical



## Delivery services (depot based)



- Multiple calling points, and different routes every day
- Driven throughout the working day with limited downtime
- Return to depot overnight



## Company car



- Variable personal and business use
- May have long distance journeys
- Mainly return to home overnight



## Private Hire/ride hailing



- Driven throughout the working day with limited downtime
- Vehicle taken home by driver at the end of a shift



## Flexible vehicle (car club)



- Highly variable daily mileage
- Typically located in urban/city centres
- Limited downtime between rentals



## Flexible vehicle (rental)



- Highly variable daily mileage
- Limited downtime and need to charge between rentals
- Customers need to charge at destinations



## Disabled user



- Variable personal use
- Mainly return to home overnight
- Accessibility critical



### KEY

#### Types Of Charging

- Rapid
- At Home / Work
- Near Home
- Destination
- At Depot

#### Type Preferences

- Preferred Type
- Other Types

### Key Charging Challenges

- Grid Capacity
- Accessibility
- Payment interoperability
- Limited Downtime
- Secure Parking



# Fleet Friendly Charging Infrastructure Pledge

- High level pledge for LAs – shows that LA is considering fleet users needs when developing EV Charging Infrastructure Strategies and rolling out chargepoints

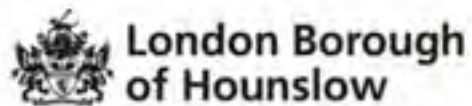
## Fleet Friendly Charging Infrastructure Pledge

We will endeavour to:

- Consider fleet operators and drivers in our charging infrastructure plans and strategies.
- Engage with the fleet sector to understand their EV charging requirements.
- Provide fleet focused EV charging information and guidance.

Visit [www.bvrla.co.uk/LApledge](http://www.bvrla.co.uk/LApledge)

- Accompanying the pledge is a set of practical points to support LA's
- Any LA signing the pledge is name checked on our website and upgraded on the map





# Engaging with fleet

- Read [BVRLA's Fleet Charging Guide](#)
- Be cautious when using demand data – ‘Stockport effect’ – fleets will need to come into the area
- Utilise resources such as [AFP's mapping tool](#) & data sets from fleets
- Engage with local businesses, fleet managers/drivers and your own fleet teams
- Think about fleet users' needs when engaging with CPOs/DNOs re bookability, accessibility and ability to roam
- Be innovative – opportunities to make better use of existing infrastructure/share best practice
- Sign the BVRLA's Fleet Friendly Charging Pledge



slido

**POLL RESULTS**



IT'S THE

**Q & A**

SCAN ME



FOR POLLS



GREENFLEET




@GreenFleetNews

#greenfleetlive

#emergencygreenfleet

#LeadingTheConversation

#FleetTransition



**Chat amongst  
yourselves...  
#collaboration**



GREENFLEET



@GreenFleetNews

#greenfleetlive

#emergencygreenfleet

#LeadingTheConversation

#FleetTransition



# KATE ARMITAGE

GREENFLEET

SCAN ME



FOR POLLS

 GREENFLEET  @GreenFleetNews #greenfleetlive #emergencygreenfleet #LeadingTheConversation #FleetTransition

Coming up,  
this afternoon...  
#QuestionTime

QUESTION

TIME




# QUESTION TIME

## The subjects we will be discussing...


GREENFLEET  
**LIVE!**  
THE NET ZERO ROADSHOW

**SESSION 1**

**Net Zero Fleet Strategies**

 Association of Fleet Professionals  
**Lorna McAtear**

  
**Simon King**



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**SESSION 2**

**Freight & Commercial Vehicles**


 Zemo Partnership  
Accelerating Transport to Zero Emissions  
**Andy Eastlake**




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**SESSION 3**

**Leasing, Finance & Salary Sacrifice**

 **BVRLA**  
**Catherine Bowen**



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**Charging & Infrastructure**


 **PAUA**  
**Niall Riddell**




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**SESSION 5**

**Telematics & Technology**

 **cenex**  
**Steve Carroll**



SCAN ME TO  
SUBMIT A  
QUESTION



Use the Event App to submit the questions you want answered. 'Time' will mean we may not get through all of them, but don't panic, we will consult the experts post-event, to get the answers you're after.



It's time to **energise** yourselves...



**11  
MINS**

**REFRESHMENT  
BREAK**



**in** GREENFLEET **X** @GreenFleetNews #greenfleetlive #emergencygreenfleet #LeadingTheConversation #FleetTransition



**KATE ARMITAGE**

Ambassador & Host

GREENFLEET

**WELCOME BACK**

SCAN ME



FOR POLLS

**in** GREENFLEET **X** @GreenFleetNews #greenfleetlive #emergencygreenfleet #LeadingTheConversation #FleetTransition

The graphic features a dark blue background with large, abstract, bright pink shapes in the corners. The central text is white and bold, surrounded by several white, brushstroke-like lines radiating outwards. The text reads: "2024 ELECTRIC FLEET RACE IS OPEN".

2024 ELECTRIC  
FLEET RACE  
IS OPEN

[www.fleetrace.co.uk](http://www.fleetrace.co.uk)

 **rightcharge** + **GREENFLEET**

THE

BRIEFERS

Expert solutions for your fleet strategy



allstar 

# ASHLEY TATE

#allstar #evchargecard

SCAN ME




FOR POLLS



# Allstar Chargepass<sup>®</sup>

Powering the UK's fleet transition to EVs



 **mina** + **allstar** =

  
**allstar**  
**Chargepass**<sup>®</sup>

# What forms Allstar Chargepass<sup>®</sup> ?

---



**Public  
Charging**



**Home  
Charging**



**Fuel**



**Why is it  
beneficial  
to charge  
at home?**

Average  
**Pence per kWh**



**27p**

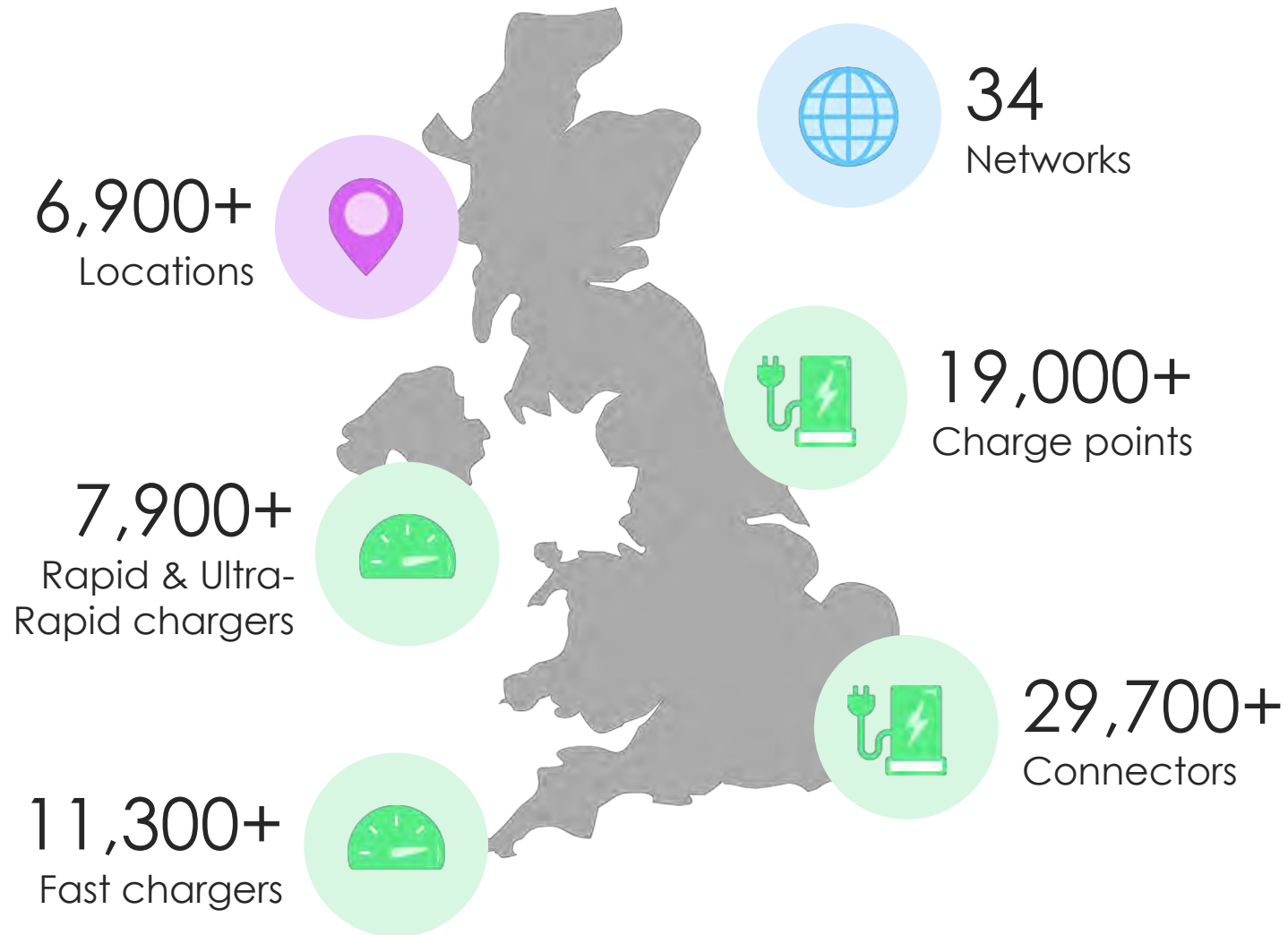
Home  
Charging

**70p**

Public  
Charging

**You could save £2,000 per year by charging at home.**

# Extensive public charging network



# Partnering with leading charging networks



# Allstar Homecharge

---

**Direct  
payment to  
your drivers'  
energy  
supplier**



## **Simple for drivers**

Nothing to pay, no expenses to claim, no bill shock



## **Accurate**

Data direct from your driver's home charger and their energy supplier



## **Flexible**

Compatible with most EV hardware providers and energy provider



## **One invoice**

For charging at home, on the road for your whole fleet (EV and ICE)

# Why offer an EV payment solution?

---



**AER  
of 9PPM**

Inaccurate and  
unfair



**Employee  
admin**

Out of  
pocket until  
reimbursement



**Inability to manage  
tariffs**

372 tariff changes in  
a three month  
period



**Bill  
shock**

Inflation in  
energy bills



**Employer admin**

Reimbursement  
through payroll

# We serve some of the UK's largest fleets

---



**centrica**



**Sainsbury's**



*Coca-Cola*



# Download our Allstar Allcosts report



[www.allstarcard.co.uk](http://www.allstarcard.co.uk)







drax | Electric Vehicles

# MARK RICHARDS

#drax #evcharging

SCAN ME



FOR POLLS

drax

Electric  
Vehicles

# An introduction to Drax Electric Vehicles

March 2024

drax | Electric  
Vehicles



# EV charging solutions for your business

The process of creating a charging infrastructure isn't simple.

As energy and EV infrastructure experts, we're perfectly positioned to support you through the full electrification process.

You can expect:



Specialist end-to-end support



Energy expertise to improve your sustainability credentials



Impartial, independent advice and futureproof solutions

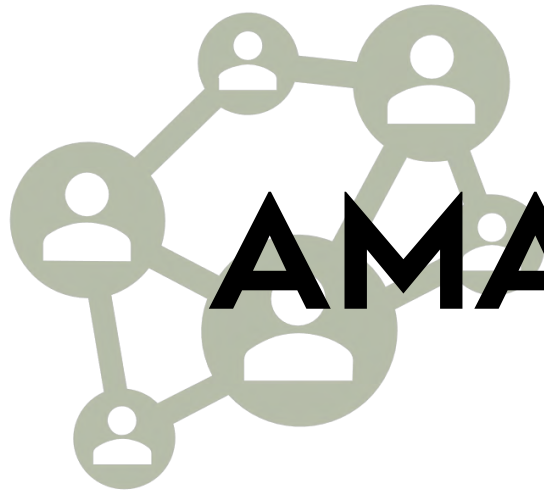


Access to the best-in-class electrification management portal

drax

Electric  
Vehicles





**ElectriX**  
electric driving made easy

# AMANDA PAYNE

**#electrix #employeebenefits**

SCAN ME



FOR POLLS

# ElectriX

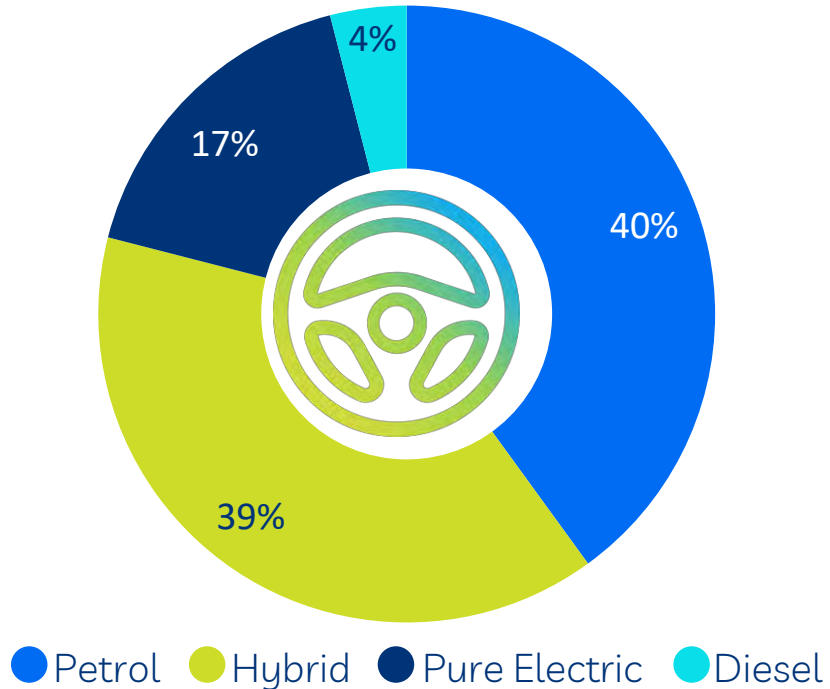
electric driving made easy



[www.LVelectrix.co.uk](http://www.LVelectrix.co.uk)

# The UK electric car landscape

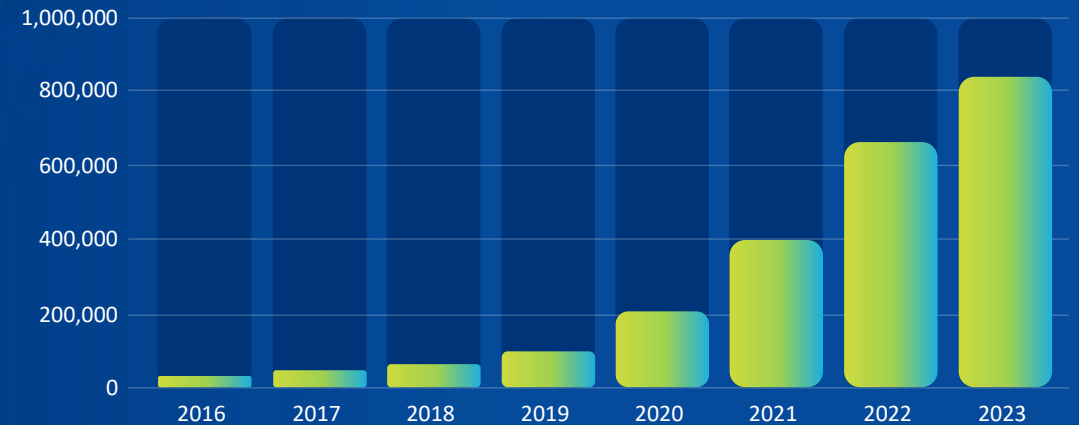
## 2023 new car market share



No of petrol stations in the UK

**8,365**

## The UK electric car landscape



**32,575**

ChargePoint locations with

**57,290**

connectors in the UK

# Key drivers to electric

## Policy

### **2035 ban**

on sales of new petrol and diesel cars  
/ light vans

### **£1.3bn**

for charging infrastructure

### **Zero Emission**

Vehicle Mandate

### **£30m**

in Scotland: second hand  
EV loans, car clubs

## Market opportunity

### **18%**

of new car registrations battery  
electric in December 2023

### **1m**

pure electric cars on our roads today;  
10m electric cars by 2030

### **Over 200 models**

to choose from

# Busting the electric car myths



## Range

**40%** think that 'EVs can't be used for long distances'

**41%** EVs have a range of over 250 miles

**62%** EVs have a range of over 200 miles

**99%** of journeys are under 100 miles

Average daily journey is **under 30 miles**



## Cost

**45%** put off by cost

**47%** lower running costs, price parity, second hand market



## Charging infrastructure

- No driveway, lack of public charging
- 50k public chargers + 300k home chargers + 20k workplace chargers



## Battery life

- Will the battery need replacing every few years?
- Electric car batteries outlast engines, good for 100,000s miles



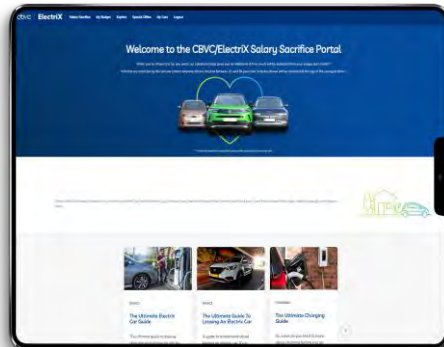
# Introduction to ElectriX



**car +  
charger  
+ cover**

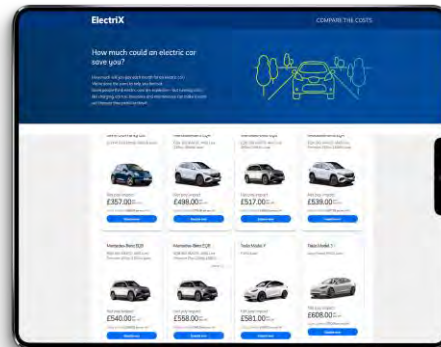
## Discover electric cars

Learn about electric cars and find out if it's right for you



## Get an electric car

**Car(s)** – Salary Sacrifice, Business Contract Hire and Personal Contract Hire



## Protect /Insure your electric car

**Cover** – Comprehensive insurance with roadside assistance



## Get home charger

**Chargers** – Home charge point by our chosen partner



# Ready to Make the Switch ....?

## Super-charge your employee benefits

Giving employers across the UK the opportunity to add a spark to their employees' benefits with electric car leasing through salary sacrifice.

Drive your business' journey to Net Zero while giving your employees the opportunity to save thousands in tax.

Your employees save money, but your organisation will save money too.

Multi-bid procurement providing the best price on the day every time.



**Attract & retain talent**

### Accessible

no deposit, no credit check

### Insurance

motor insurance is included

### Cars

all currently available EVs

### SMR

all routine servicing & maintenance

### PCH

supplementary ElectriX offer sits alongside

### Home Charger

Option to include a home charger via Indra

### Inclusive

available to all eligible employees

# Any Questions?

## Speak to our Experts Today

Amanda Payne

Strategic Partnerships Manager | ElectriX  
Amanda.payne@LV.co.uk

Michelle George

Strategic Partnerships Manager | ElectriX  
Michelle.george@LV.co.uk

**ElectriX**  
electric driving made easy



[www.LVelectrix.co.uk](http://www.LVelectrix.co.uk)



VEV

# WARREN ENGALL

#vev #fleetelectrification

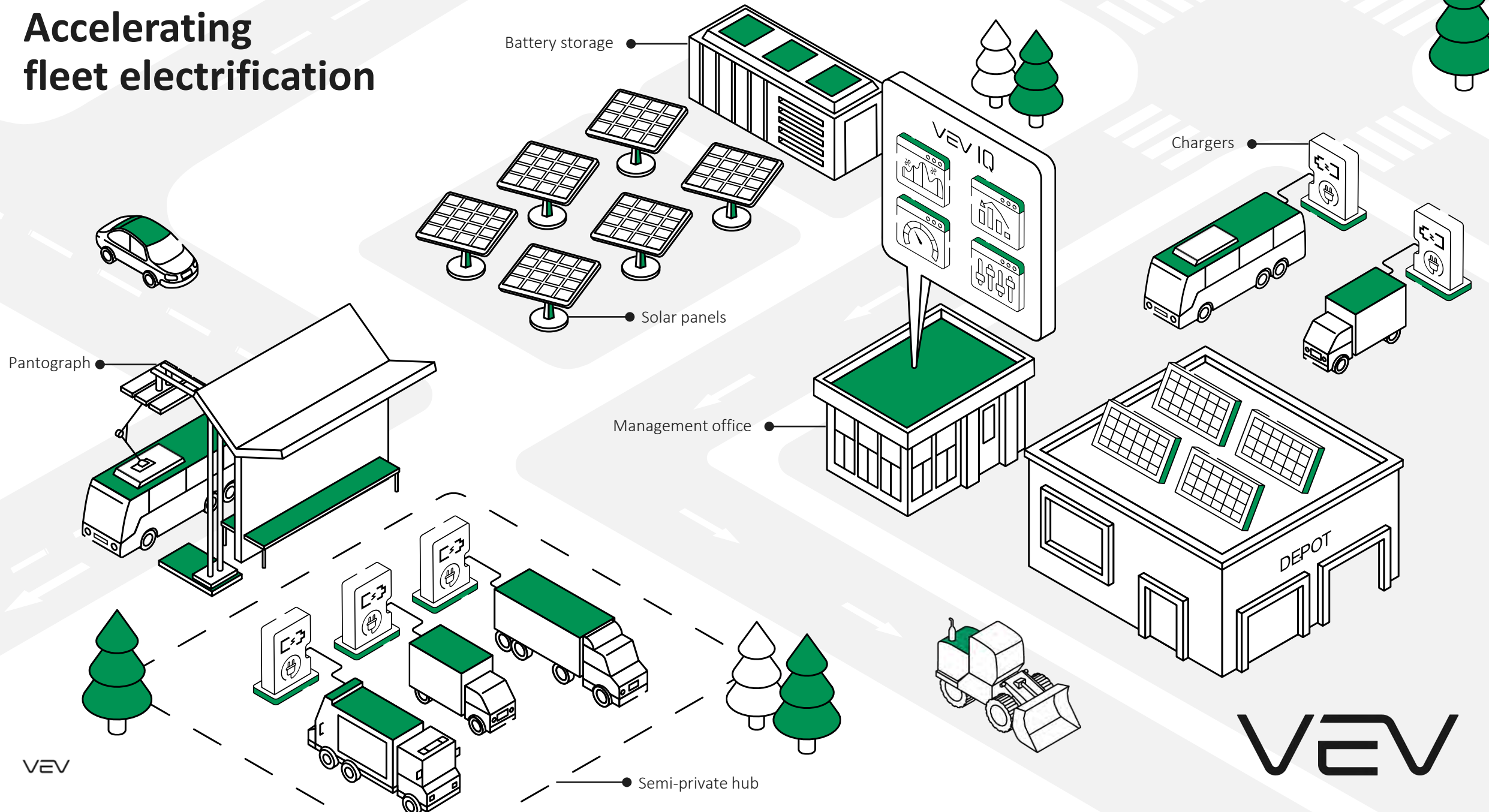
SCAN ME



FOR POLLS

VEV

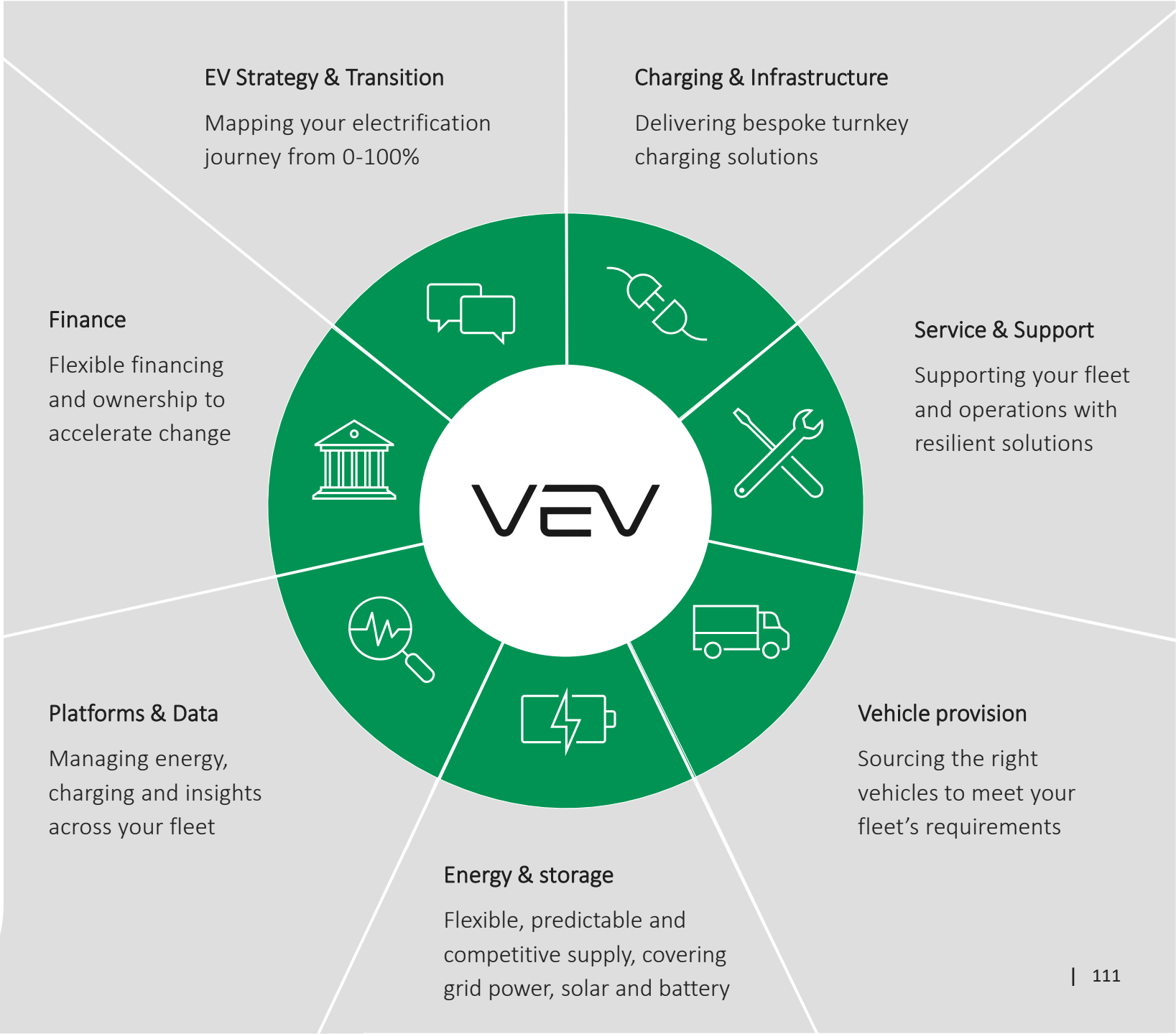
# Accelerating fleet electrification



Every EV transition **must start** with **your** fleet's data.

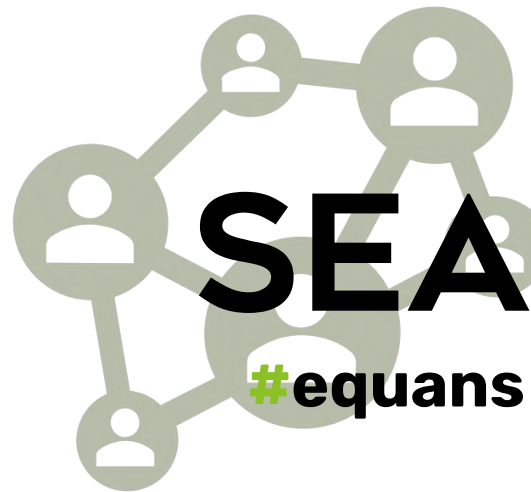
**Every fleet:**

- Has its own requirements and attributes
- Needs bespoke design and implementation to optimise cost efficiency and fleet operations



**vev.com**





**EQUANS**  
EMPOWERING TRANSITIONS

# SEAN DUFF

**#equans #chargingsolutions**



# Equans EV Solutions

GreenFleet Live

21/03/2024



# OUR

# MISSION

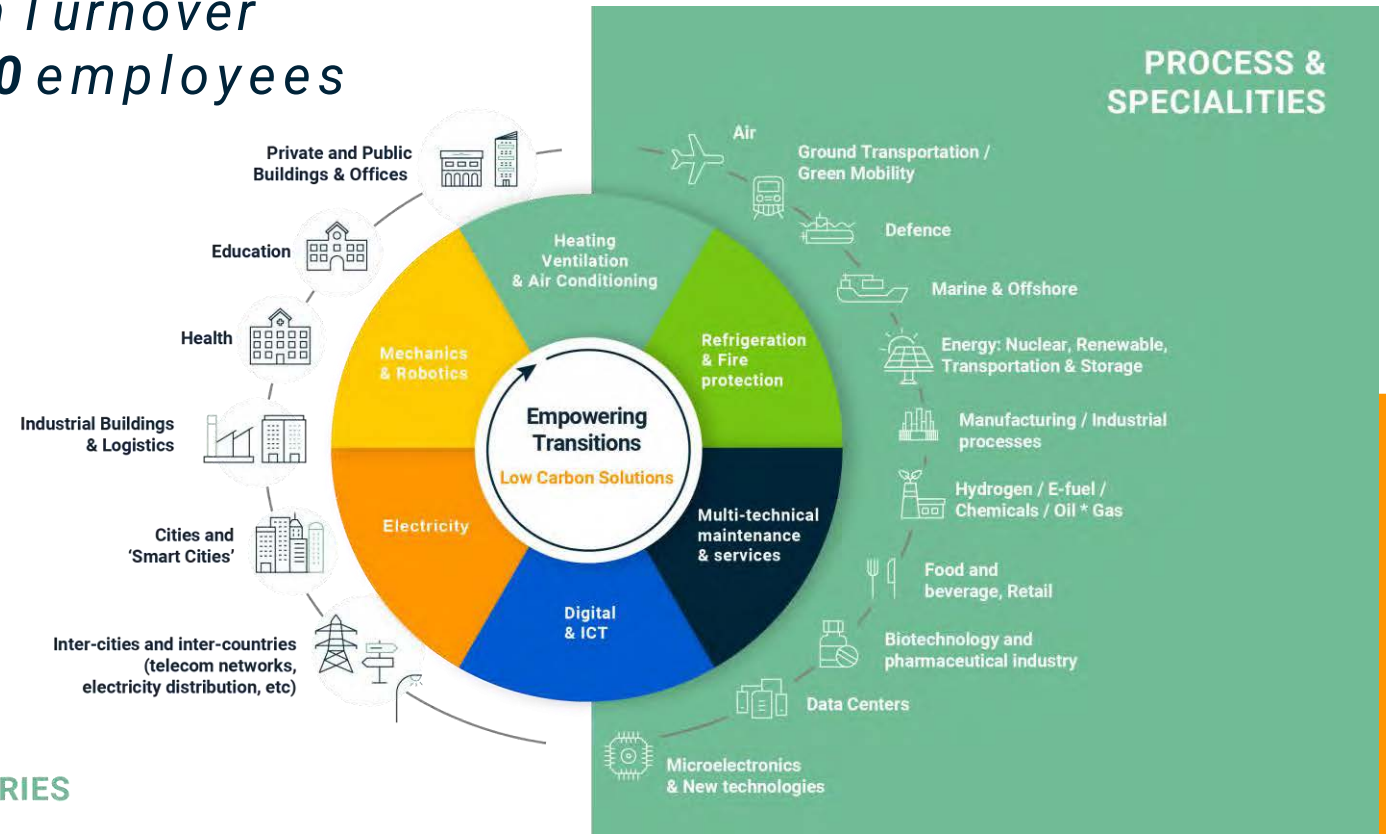
**Our mission is to accelerate our customers' transitions to a low carbon and resilient world**

We help them to embrace the energy, digital & industrial transitions that are redesigning the way we move, work and live.

We offer scalable solutions for achieving net zero carbon, across decarbonisation, renewable energy generation, and transport.

**€18Bn Turnover**  
**90,000 employees**

**SERVICE  
ACROSS  
TERRITORIES**



# EQUANS EV Solutions

Over 10 years of experience in delivering complex charging infrastructure for commercial fleets



**Owners and operators**

of the GeniePoint network



**250,000+**

EV drivers registered to GeniePoint



**4,000+**

chargepoints installed in the UK



**45,000+**

tonnes of CO<sub>2</sub> saved through the GeniePoint network



# Straightforward EV Solutions to help your business transition to electric, seamlessly

Building on over 10 years of experience and expertise in the e-mobility sector, we offer a true end-to-end service that makes the move to electric simple

## FUNDING

We can support with funding application processes, and offer a range of commercial models to suit your EV programme

## PLANNING

We'll scope your EV project including helping you to understand the needs of your business and community



## DESIGN

We design a fully tailored solution, including identifying charge point locations and recommending a bespoke EV Programme

## DELIVERY

As we're hardware agnostic, we deliver best-in-class hardware to suit your needs, installed by our accredited team of engineers

## ONGOING MANAGEMENT

We'll ensure your EV charging solution delivers long term success, with driver support and maintenance, charger monetisation and insight

With our end-to-end solution, we take care of everything

Seamless management and reporting via GeniePoint platform

Public GeniePoint network, keeping businesses moving anywhere

Hassle free charging experience

Range of commercial models, including spreading the cost through finance

Monetise your network and benefit from a new revenue stream

Opportunities for scale up with our modular platform

Wider energy management expertise

# The GeniePoint Platform

EV Charging Software



## Customer features



Live map & status of chargepoints



'At a glance' dashboard



Cloud hosted with browser access



Data reporting



See energy delivered



See full user charging history



See carbon savings



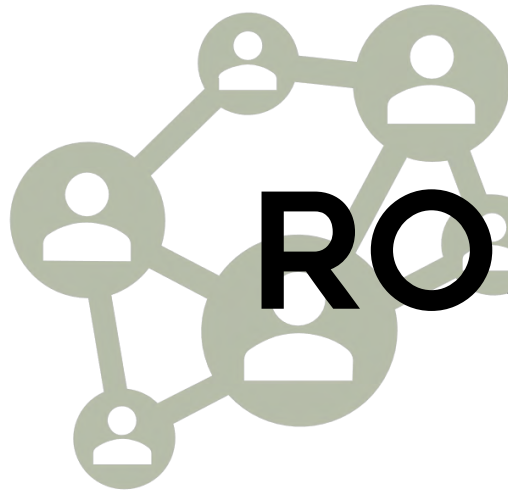
Schedule charging patterns

## Equans also offers customer support with:

- Emergency Charging
- Faults & Issues
- Warranty & Service Renewals
- Adding & Configuring New Chargepoints
- Managing Refunds
- Managing Tariffs & Billing Structures
- Payment Card Support
- Power Supply Capping & Scheduling

**Control and manage your EV assets**  
**Turn data into insight**  
**Optimise returns on investment**





**MW MOTORS**  
We challenge the norm

# ROSH MENDIS

**#mwmotors #electric4x4**

SCAN ME



FOR POLLS





**MW MOTORS**

We challenge the norm



# New electric 4x4 off-road

Daily adventures begin



# DAN WEBSTER

**#plugmein #chargingsolutions**

SCAN ME



FOR POLLS



# Plug into your net zero future, one charge at a time.

Smart EV charging solutions for leading UK businesses

Dan Webster



# Who Are Plug Me In?

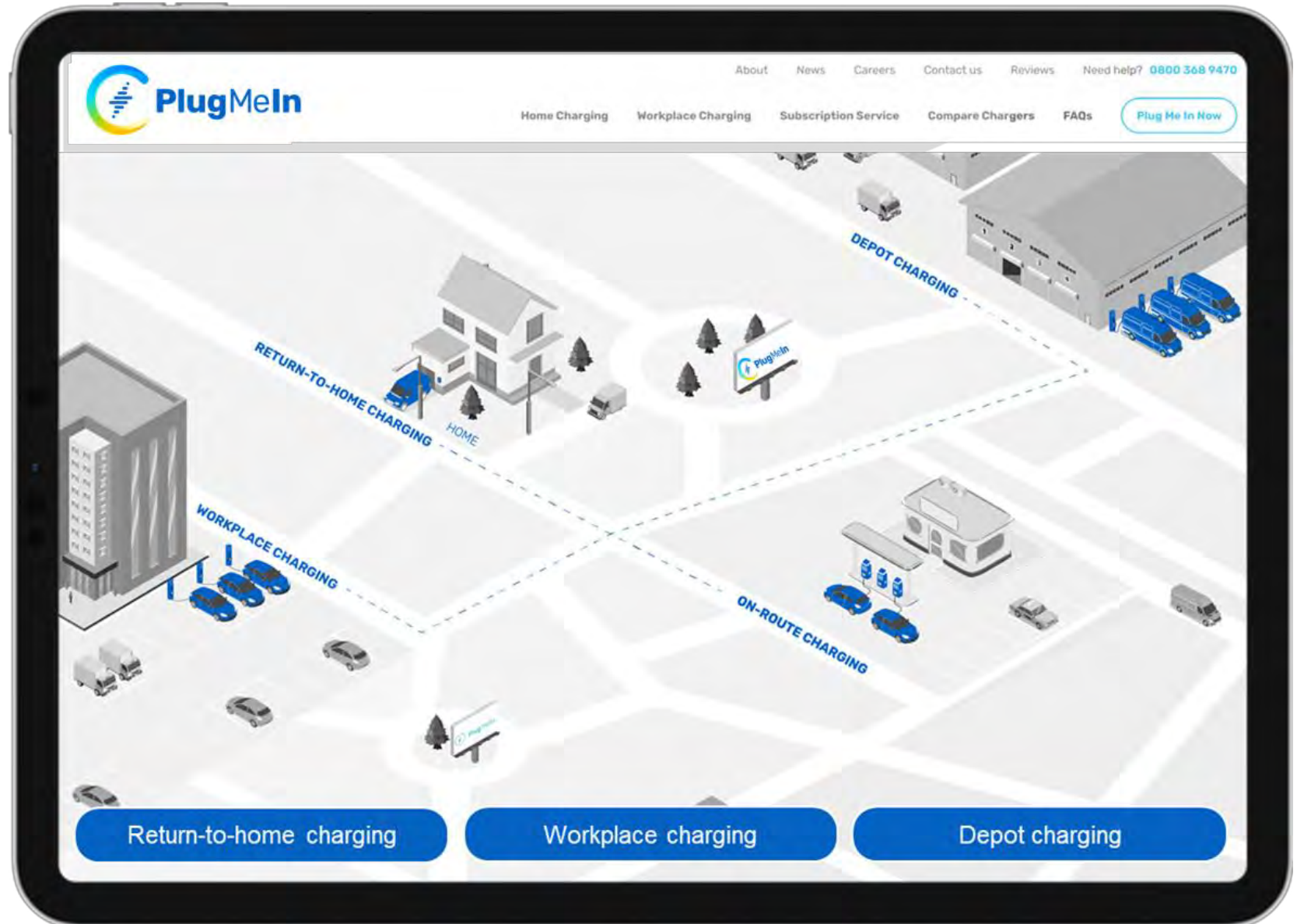
Plug Me In help businesses thrive in the ever-changing smart energy landscape by becoming the preferred partner for the supply, install and management of Electric Vehicle Charge Points.

Plug Me In provide a nationwide UK workforce of qualified and experienced electrical engineers to support the install of your electrification journey. Couple that with our dedicated account management team and in-house contact support centre for drivers, we deliver a seamless customer journey.

Plug Me In are part of the Calisen Group, the UK's leading owner and manager of smart energy infrastructure with 12 million assets under management. We can draw from a wealth of experience to ensure we deliver you a quality, sustainable solution, driving smarter energy for all.



# Solutions tailored to your needs





## Return to Home charging

Providing fleet drivers with a market leading and hassle-free installation service for their home charger



### One...



### Simple, hassle-free physical survey and installation

Using our UK-wide in-house team of specially trained domestic installation surveyors and engineers, we can offer you a seamless, hassle free survey and installation. We do all the hard work, so you don't have to.

### Two...



### Customer focussed, from installation and beyond

Our customers and customers employees are at the centre of all that we do, so we keep you informed of progress towards your install all the way. And once the charger is up and running, we'll still be here to support you if you ever need us.

### Three...



### We only install the best chargers on the market

We work with leading hardware providers to ensure you're getting a quality product that you can rely on and that is also Allstar Homecharge Compatible.





## Workplace and depot charging

Enabling seamless charging of your electric fleet, so you can focus on running your business



One...



### Reliable chargers optimised for your power supply

Maximise fleet uptime with future-proofed, durable hardware and rapid response times for any issues. Minimise the need for grid connection upgrades by utilising our power management and load-balancing software.

Two...



### Monitor site, manage access & generate revenue

Monitor charging expenses, fleet utilisation, and progress towards your net-zero goals with our centralized smart reporting system, and ensure you always have visibility into the charging status of each vehicle in your fleet.

Three...



### Cut your fleet emissions towards zero

Our smart reporting software helps you report on your sustainability goals by tracking your net zero journey and monitoring the CO2 savings you have achieved by switching to Evs.



# Optional bolt-on services to support your business

## ***Business Access Software***

*Control over access, data insights and revenue generation*



F

## ***24/7 Driver Support***

*Help your drivers get charging*



## ***Planned Maintenance***

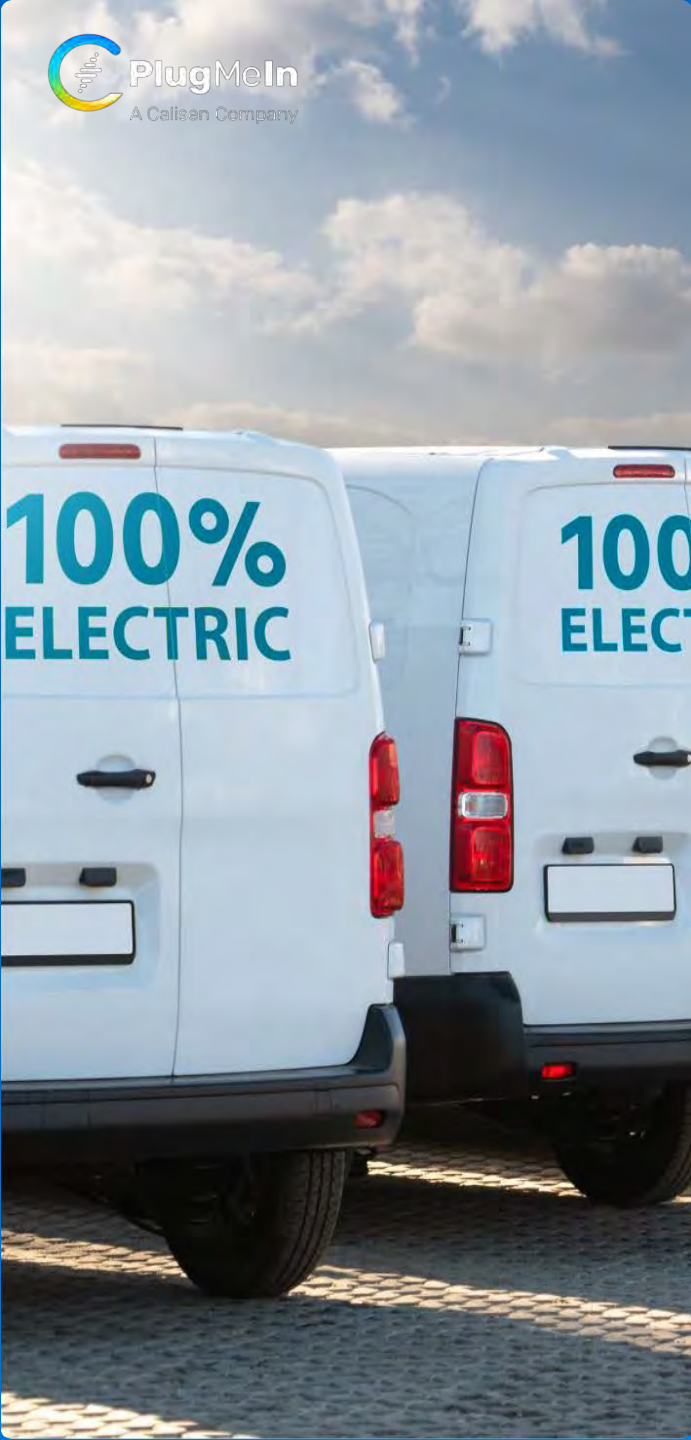
*Removing the burden from you to test and inspect your chargers*



## ***Reactive Maintenance***

*For sites where a quick response is critical for your business*





## Introducing Charging-as-a-Service

# Future proofed EV charging solution with no upfront costs.

We will fund and manage the charging infrastructure on your behalf. Available for most businesses, our Charging-as-a-Service offering means no big overheads for your business.

You won't have to worry about any upfront costs as we own the EV chargers throughout our agreement, meaning a more affordable and future-proofed EV charging solution for you, your business and those who work for it. With our chargers installed, you can use them to generate revenue.

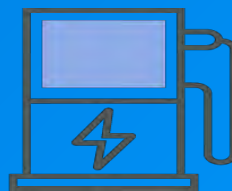
### NO UPFRONT INVESTMENT



Quality charging solutions funded, deployed & managed on your behalf

(outright purchase options also available)

### TAILORED SOLUTIONS



The right charging solution for you, installed & maintained by experts

### SEAMLESS USER EXPERIENCE



A single point of contact, 24/7 user support & streamlined billing

# | Why choose us



## EV CHARGING EXPERTS

When it comes to EV charging, you're in the safest of hands. We're with you at every step of the journey, from planning to installation and ongoing asset maintenance. All supported by Calisen Group who have decades of experience delivering smarter energy for all.



## FAST AND SMART

With a 24/7 call centre and a guaranteed rapid call out of 48 hours you'll always have the support you need. Plus, in-house physical surveys, ability to install without an isolation switch, flexible installation options with our in-house NICEIC-approved engineers, smart app charging and the best software available.



## NATIONAL COVERAGE

Wherever you are, we can find you. We have national coverage across the UK meaning that wherever your depot, workplace, workforce or home are located our engineers can get to you and deliver high quality, consistent service tailored to your business.



## NO UPFRONT COST OPTIONS

You won't have to worry about any upfront costs, we own the EV charging assets throughout our agreement, meaning a more affordable and future-proofed EV charging solution for you, your business and those that work for it.

One, Two, Three... Charge!



Return to home charging



Workplace charging



Depot charging

# What do I need to consider as a Fleet Manager when switching across to electric?

[FAQs - Plug Me In](#)





**Thank you.**

**Contact**

**Dan Webster**

Head of Commercial

[dan.webster@plugmein-ev.co.uk](mailto:dan.webster@plugmein-ev.co.uk)

**Please stand and move  
clockwise to the next table...  
#knowledgesharing**



GREENFLEET



@GreenFleetNews

#greenfleetlive

#emergencygreenfleet

#LeadingTheConversation

#FleetTransition

# QUESTION TIME


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**LIVE!**  
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 Association of Fleet Professionals  
**Lorna McAtear**

  
**Simon King**



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**Steve Carroll**



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2024 ELECTRIC  
FLEET RACE  
IS OPEN

[www.fleetrace.co.uk](http://www.fleetrace.co.uk)

 **rightcharge** + GREENFLEET



# GREENFLEET LIVE!

THE NET ZERO ROADSHOW

It's time to **re-energise**  
yourselves...

Go grab a bite... **Come back to a table...**  
Chat & Eat

See you back here in **45-minutes...**