



HOW TO: TRANSITION YOUR FLEET TO ELECTRIC

With the emergence of Clean-Air Zones in UK cities and growing low-emissions requirements, the world is changing and Free2Move is here to simplify and guarantee your mobility.



Whilst electric vehicles have been around for over a decade, in recent years their popularity has skyrocketed. At Free2Move, we've seen a significant increase in demand for electric and hybrid models across the brands we offer, and we have the knowledge and the tools to help you along each step of your transition to an electric fleet.

Being part of Stellantis (the largest car manufacturer in Europe) enables us to provide new mobility services to meet your travel needs. Our product line-ups are evolving rapidly towards electrification in line with our customers' expectations and regulatory changes - **by 2025, 98% of all our models will be electrified and this will rise to 100% by 2030**. Our business partners benefit from a wide range of solutions and services and have the opportunity to develop their activity and be at the forefront of future mobility.

At Free2Move, we are committed to simplifying your mobility and helping you plan your transition to an electric fleet with confidence, so it is smooth, progressive, and effective.

WHAT IS CAUSING INCREASED INTEREST IN ELECTRIC AND HYBRID VEHICLES?



A GROWING DEMAND FOR SUSTAINABLE BRANDS

80% of consumers say they're planning to purchase from businesses they know have made an effort to be environmentally friendly.¹

A BAN ON PETROL AND DIESEL SALES BY 2030

The UK government has announced its plans to place a complete ban on the sale of petrol and diesel engines (also named ICE: Internal Combustion Engine) vehicles by 2030.²

THE NEED TO COMPLY WITH CLEAN-AIR ZONES IN UK CITIES

There are an increasing number of Clean-Air zones in UK cities, some of which charge drivers a fee to enter the area if their vehicle fails to meet the required environmental standards.³

London, Bath and more recently Birmingham have already launched Clean-Air zones which means a charge for entry for vehicles emitting above the defined level of CO_2 . Other cities, such as Leicester, Liverpool and Bristol have confirmed their desire to implement it later in 2021, early 2022.

More information can be found on the BVRLA (British Vehicle Rental and Leasing Association) website, available here:





1 https://internetretailing.net/sustainability/sustainability/a-third-of-uk-shoppers-demand-greener-products--and-will-pay-more-for-them-22190 2 https://www.motorauthority.com/news/1130315_uk-confirms-plans-to-move-up-ban-on-ice-cars-to-2030_ 3 https://www.rac.co.uk/drive/advice/emissions/clean-air-zones/_

WHAT ARE THE BENEFITS OF PLUG-IN HYBRID AND 100% BATTERY ELECTRIC VEHICLES?

1. LOWER RUNNING COSTS

Plug-in hybrid and 100% battery electric vehicles can be up to **20% cheaper to run** compared to petrol or diesel. Maintenance costs are around half as much. Research shows that plug-in hybrid and 100% battery electric drivers pay half as much to repair and maintain their vehicles.

In fact, consumers who purchase an electric car can expect to **save an average of £3,250** in repair and maintenance costs over the life of the vehicle compared with a petrol-powered car.⁴

Electric vehicles also come complete with **regenerative braking**, which converts much of the kinetic energy lost when decelerating back into stored energy in the vehicle's battery, helping to improve the vehicle's overall energy efficiency and range.

2. REDUCED OVERALL CO, EMISSIONS

Businesses are now obliged to report CO₂ emissions. Plug-in hybrid and 100% battery electric vehicles significantly reduce this figure for businesses.

3. TAX EFFICIENCIES

Company car tax is significantly cheaper for plug-in hybrid and 100% battery electric vehicles compared to petrol or diesel vehicles. Similarly, for employers, National Insurance Contributions are typically much less. You will discover more about tax efficiencies within this guide.

4. BIG INCENTIVES TO INSTALL CHARGING POINTS

The Workplace Charging Scheme offers generous incentives for any business looking to install chargers.

5. BOOSTS YOUR GREEN CREDENTIALS

We know that customers and clients expect your business to do its bit to reduce emissions. Plug-in hybrid and 100% battery electric vehicles help you do just that.

WITH ALL OF THIS IN MIND, IT IS TIME TO CONSIDER PROGRESSIVELY TRANSITIONING YOUR BUSINESS FLEET OF VEHICLES TO ELECTRIC

In this guide, we'll explore the benefits of making this transition and will guide you through the steps you need to take.

7 ELECTRIC VEHICLE FACTS YOU NEED TO KNOW

Many companies have embraced electric vehicles (also named EVs) – harnessing the environmental and economic savings promised to deliver real results for their business. However, there are still some myths floating around that may have dissuaded you from adopting these powerful new technologies into your fleet.

1. RANGE ANXIETY

Many people think electric vehicles can't travel long distances, but the reality is that 100% battery electric vehicles can drive over 200 miles before they need to be charged. You could go from London to Leicester and come back with one full charge.

2. INSUFFICIENT ACCELERATION

Another common myth is that electric vehicles offer poor acceleration. Actually, electric vehicles deliver instant torque, meaning acceleration is exceptionally strong and linear.

3. AVAILABILITY OF CHARGING POINTS

Today in the UK there are more than 20,000 public chargepoints. It's one of the biggest networks in Europe and it's growing every day. You have motorway drivers? 96% of motorway service stations have rapid chargepoints. So you don't need to fear that a lack of public charging stations could leave your drivers stranded on the roadside.

4. ELECTRIC VEHICLES ARE EXPENSIVE

Electric vehicles are actually 70% cheaper to run over a 100 mile range compared with an equivalent fuelled car.

As it will be explained within this guide, the Total Cost of Ownership needs to be calculated to compare costs of electric versus petrol or diesel engines. It includes tax incentives, tax incentives, easy maintenance, zero petrol/ diesel costs and exclusive benefits on offer such as free parking and access to restricted traffic areas. AS A TOP 10 UK LEASING COMPANY, FREE2MOVE LEASE

provide the support and data gathering technology you need to boost the efficiency of your workforce and enhance the capability of your fleet.

OF UK VAN DRIVERS WILL CONSIDER AN EV WHEN REPLACING THEIR CURRENT VEHICLE

ALL-NEW 208

5. ELECTRICITY SAFETY

Some still believe that electric cars aren't as safe as more conventional models, but 100% battery electric and plugin hybrid vehicles comply with the same strict standards and regulations. These risks for petrol & diesel engines, and electric vehicle are actually the same.

6. CHARGING IS TIME-CONSUMING

Did you know with rapid charging, battery electric vehicle drivers can now achieve 80% battery in just 30 minutes? That's just enough for a coffee and sausage roll break. Despite what many believe, charging an electric vehicle can actually be super-fast.

7. BATTERY LOSS AND FAILURE

Given the battery is at the heart of the electric vehicle, drivers often fear its rapid loss or failure.

That's why all our cars and vans offer an 8 year/100,000 mile warranty, which covers manufacturing and charging capacity.

At **Free2Move Lease**, we offer a wide range of 100% battery electric vehicles and plug-in hybrid models from top brands including Peugeot, Citroën, DS Automobiles and Vauxhall.

EVALUATE YOUR CURRENT FLEET

Analyse the journeys of your current vehicles and drivers to assess whether they might be suitable for replacement with a plug-in hybrid or 100% battery electric vehicle.

For this, you would need to look at vehicles and drivers doing low miles, lots of short trips or trips that never exceed more than 150 miles per day in their car (120 miles per day in their van).

Obviously, lower mileage drivers (less than 15,000 miles per year for cars, less than 10,000 miles per year for vans) might be a simple area of focus but you could have many high mileage drivers that are never doing over 120-150 miles per day – so be flexible with your data analytics. Consider a hybrid vehicle for those drivers who travel in and out of urban areas regularly or who conduct a lot of short, low speed journeys but also require a 150+ mile range on occasions.

Note: the distance range on vans tends to be lower than cars, especially when they are loaded.





DON'T FORGET TO CALCULATE YOUR CURRENT CARBON FOOTPRINT

To determine how much carbon is emitted by your fleet, use this <u>carbon footprint calculator</u>. This will help you to work out your current environmental impact, as well as the energy savings you could achieve by transitioning your fleet to electric.



IDENTIFY THE **RIGHT TYPE OF VEHICLE** FOR YOUR ELECTRIFICATION JOURNEY

Identifying the right electric vehicle for your business is vital. The vehicles you choose will depend on the unique needs of your employees and your business. At Free2Move Lease, we offer an outstanding range of plug-in hybrid and 100% battery electric vehicles, enabling your business to benefit from tax relief whilst positively contributing to your Corporate Social Responsibility (CSR) goals.

WHAT'S THE DIFFERENCE BETWEEN PLUG-IN HYBRID & 100% BATTERY ELECTRIC VEHICLES?

PLUG-IN HYBRID

- Powered by both electricity and traditional fuel
- Can be charged via electrical outlet
- Designed to engage the fuel engine when battery electricity is running low or to replace the electric drivetrain when more power is required
- Can help you to reduce the amount of liquid fuel you use
- Drive without emitting any pollution for relatively short distances on electric mode

100% BATTERY ELECTRIC

- Powered exclusively by electricity
- Can use rapid charging facilities
- Charged via electrical outlet
- Can be driven on an automatic-only driving licence
- Is cost-effective, due to the help of government grants¹ and the lower cost of topping up compared to a tank of petrol
- Emits no pollution, meaning minimal local environmental impact

CARRY OUT A WHOLE-LIFE COST ANALYSIS

This will allow you to compare plug-in hybrid or 100% battery electric vehicles against your current vehicles.

It is important to always use a Whole-Life Cost calculation rather than the purchase price when assessing the financial commitments to the business, as it will show the total cost of running your vehicles, giving true and accurate comparisons.



HERE'S HOW YOUR EMPLOYEES AND YOUR BUSINESS CAN SAVE WITH PLUG-IN HYBRID AND 100% BATTERY ELECTRIC VEHICLES:

- Your business can pay employees 4p per mile for every business mile travelled without any tax consequences.
- Employees can claim 45p per mile for the first 10,000 business miles in the financial year, and 25p per mile thereafter.
- Any reimbursement by the employer for business mileage is tax & NIC free – so long as it's no higher than the above AMAP rates.

Your employees can also receive a taxable benefit if your business:

- Pays for the installation of a charging point at the employee's home.
- Provides a charge card to allow access to commercial charging points.
- Pays to lease a battery for the employee's car.

TAKE ADVANTAGE OF TAX BENEFITS FOR 2021 - 2025

Vehicle Excise Duty (VED) Zero emission cars and vans will continue to be exempt from VED until April 2025.

Company car tax

In 2021, substantial income tax and NIC (National Insurance Contribution) advantages associated with salary sacrifice are still available for cars with CO₂ emissions of 87 mpg or less.

Van benefit

charge Since 6 April 2021, zero emission vans are exempted from the van benefit charge.

100% first year allowance Since April 2021 and until April 2025, the 100% first year allowance will only be available

for zero

emission cars.

Super tax deductions

Super tax deductions will be available on the purchase of electric vehicle charging infrastructure at a rate of 130% in the year of purchase.

EV grants

Plug-in grants will continue until 2022/23, whilst the £500M budget to support the roll out of a fastcharging network will be available to invest over the next 4 years.

REVIEW YOUR LEASING CONTRACT RENEWAL DATES



Reviewing your leasing contract dates will enable you to know when your vehicles are up for renewal, and therefore to plan your transition.

You do not have to switch your entire fleet to electric in one go, you can do it progressively. At **Free2Move Lease**, our team of experts is here to support you.

DEFINE CHARGING POSSIBILITIES

Once you've decided on your choice of plug-in hybrid or 100% battery electric vehicle, you'll next need to determine how you'd like to charge your fleet. With this in mind, here's some useful information regarding finding the right solution for your vehicles and your business.

CHARGING AT HOME

If you're considering having your employees charge their vehicles at home, you'll first need to find out if your drivers have off-street parking outside their premises where a charge point can be installed – such as homeowners who have a private driveway to fit a charger, or employees who rent a home but can get their landlord to consent for a charge point.

To make it easy to charge vehicles at home, Free2Move Lease has developed a partnership with Pod Point, one of the UK's largest independent providers of electric vehicle charging.

Pod Point's Solo Smart home charger is fast, safe and smart. The Solo benefits from over-the-air-updates, auto power balancing and is available in speeds of 3-22kW in both socketed and tethered-cable models.

Pod Point are fully approved under the government Home Charge Scheme. This means if you have off-street parking, you can usually benefit from government OLEV grant funding of £350 towards the cost of the Pod Point Solo Smart home charging unit.

CHARGING AT WORK

You're likely going to want to charge your plug-in hybrid and 100% battery electric vehicles at work and you'll therefore need to install vehicle charge points at your business premises. The number of charge points you'll need will depend on the number of plug-in hybrid and 100% battery electric vehicles in your fleet, how frequently they're used, and the distances driven. For charging point installation on site, it will also be important to check whether sites are owned or leased.

Again, Free2Move Lease has teamed up with Pod Point, who provide an easy access solution for this particular application. Pod Point offer a full end-to-end fleet/ workplace charging solution for small, medium and large fleets/businesses.

Consider Fleet & Workplace charging to transition your fleet to a cost-efficient zero-emission fleet with an innovative and scalable charging system designed by Pod Point. Benefits include realising significant operational savings and owning future-proofed charging hardware.

HOW TO ORDER YOUR POD POINT SOLO SMART CHARGER?

Our retailers are ready to assist you with the required Pod Point site assessment for home charger and will help you in completion of your government grant application. Simply visit one of our retailers to initiate this process.

PUBLIC CHARGING

If you'd like to utilise public charging, you'll first need to determine if it is efficient for your drivers to charge their vehicle on route or as part of their daily routine. We've got two partners for public charging:

BP PULSE FROM BP CHARGEMASTER

Subscription A card or key fob is available by subscription

Charging point access

Gives you access to BP Pulse national network of charging stations

Charging costs

Enables you to charge your electric or hybrid vehicle remotely in the UK for just £7.85 a month

Additional information

Free2Move Lease has also negotiated on your behalf 6 free months* for all new Free2Move Lease customers who subscribe

POD POINT

Subscription

No subscription or membership is required, as the Pod Point network is a 'pay as you go' service and is available at a wide number of locations, including supermarkets, airports and shopping centres.

> **Charging point access** Gives you access to Pod Point charging stations.

They have over 3,000 universally compatible public charging bays, many of which are free to use.

CHARGING METHODS

100% BATTERY ELECTRIC

RAPID CHARGING

Have CCS (Combined Charging System) connector

Have a charge capability of 100kW charging to 80% in 30 minutes

STANDARD CHARGING

Type 2 Mode 3 connector socket

- 7kW (single phase) provided as standard: charge time 7.5 hours
- 11kW (three-phase) provided as factory option: charge time: 5 hours

THREE-PIN PLUG CHARGING

You can purchase a 3-pin charge cable as an accessory from a Peugeot, Citroën, DS Automobiles or Vauxhall retailer for charging your vehicle from a standard household 3-pin socket.

However, charging in this way isn't something we recommend as your daily charging solution because it takes a long time: to fully charge the 50kWh batteries in battery electric vehicles using this method, and most domestic household wiring has not been constructed with electric vehicle charging in mind.



PLUG-IN HYBRID

RAPID CHARGING

Don't have rapid charging capability

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STANDARD CHARGING

- 3.6kW provided as standard: charge time 3h 30 min
- 6kW provided as factory option: charge time 1h 40 min

THREE-PIN PLUG CHARGING

You can purchase a 3-pin charge cable as an accessory from a Peugeot, Citroën, DS Automobiles or Vauxhall retailer for charging your vehicle from a standard household 3-pin socket.

However, charging in this way isn't something we recommend as your daily charging solution because it takes a long time: to fully charge the 50kWh batteries in battery electric vehicles using this method, and most domestic household wiring has not been constructed with electric vehicle charging in mind.



CHECK YOUR AVAILABLE GRANTS

You can benefit from two kind of Grants:



GOVERNMENT PLUG-IN VEHICLE GRANT

If you need to install charging points at your workplace, you could save up to £350 per socket with the UK Government's OLEV grant. You can apply for up to 40 sockets, so if you qualify for all 40 sockets through the scheme, you could save up to £14,000. Simply apply through the government's online application portal and await the completion of their eligibility checks. You'll then receive a unique voucher code via email, which you can give to any OLEV-authorised WCS installer.

With the government grant support, the Pod Point 7kW Solo Smart home charger can be installed at your home from a cost of £509. We highly recommend that electric vehicle customers install a charge point at their home as their daily charging solution. This charger is a Type 2, Mode 3.

The Plug-in Van Grant covers up to 35% of the cost of a new van with CO_2 emissions under 50g/km and an electric range of 60 miles or more. Funding is capped at £3,000 for small vans (with a gross vehicle weight of less than 2,500kg), or £6,000 for large vans (with a GVW between 2,500 and 3,500kg).⁵

Plug-in grants will continue until 2022/23, whilst the £500M budget to support the roll out of a fast-charging network will be available to invest over the next 4 years.

Government grants are named OLEV= Office for Low Emission Vehicles. More information about OLEV government grants can be found here:





WORKPLACE CHARGE POINT GRANT

With their plan to start phasing our petrol and diesel vehicles by 2030, the government put together a package of grants for electric vehicles:



100% ELECTRIC CARS*

35% of purchase price **Up to £2,500**

100% ELECTRIC SMALL VANS*

35% of purchase price **Up to £3,000**

100% ELECTRIC LARGE VANS*

35% of purchase price **Up to £6,000**



All the grant's paperwork are made on your behalf by our Peugeot, Citroën, DS Automobiles and Vauxhall retailers.

COMMUNICATE WITH YOUR EMPLOYEES/DRIVERS ABOUT YOUR TRANSITION TO ELECTRIC

Ask your employees and drivers about their interest in plug-in hybrid and electric vehicles. You want positive people on board first to spread the positive message.

You can also issue a driver survey to mention the benefits of a low BIK and fuel cost for example, but also to be realistic about the vehicle's range.

To drive internal engagement, it is important to work with your employees / drivers that are innovators, early adopters and advocators.





ENABLE TRAINING ON ELECTRIC VEHICLES

When transitioning your fleet to electric, you'll need to consider how you'll educate your drivers on the use of plug-in hybrid and 100% battery electric vehicles, as this will play a key role in the overall efficiency of your operation.

In fact, research conducted by the Energy Saving Trust's Ecodriving in electric vehicles programme found that training drivers over a three-month period led to a 16% reduction in electric vehicle energy consumption and a resulting increase in vehicle range of 20%⁶.

There are already a variety of plug-in hybrid and 100% battery electric vehicle driving training programmes

available on the market, including electric and hybrid driving techniques, vehicle familiarisation and safe driving, as well as courses that teach drivers how to charge plug-in hybrid and 100% battery electric vehicles and carry out vehicle checks.

These courses are available in a variety of formats, including classroom sessions, e-learning and oneon-one in-vehicle sessions. Enrolling your drivers in these courses will not only optimise the safety and efficiency of your fleet, but they can also help tackle your drivers' range anxiety, which is frequently cited as a major obstacle to electric vehicle uptake⁶.

WHAT IMPACTS THE RANGE OF PLUG-IN HYBRID AND 100% BATTERY ELECTRIC VEHICLES?

SPEED AND ACCELERATION:

If you drive fast and go heavy on the accelerator, your battery will deplete faster. Accelerating softly and driving at lower speeds will help you conserve energy and increase your range.

The average commute in the UK is about 10 miles⁷, so the range of electric and plug-in hybrid vehicles is more that adequate for the majority of journeys. Also, the ability to charge often is a different approach to petrol and diesel vehicles and running the fuel tank down before topping up.

Electric vehicles have regenerative charging, where charge is added into the battery when you brake or take your foot off the accelerator, for example when descending hills, using regenerative braking technology enable to extend the range.

Our advice:

- Drive at a reasonable speed and avoid unnecessary acceleration
- Turn off Sport Mode when you don't need it
- Avoid severe braking
- Use regenerative braking technology to extend your range

TEMPERATURE:

As the energy is directly taken from the battery, the range difference due to heating can vary up to 35% between seasons. Pre-heating or pre-cooling your electric vehicle while charging is a great way to preserve your range, use less energy and travel in comfort. The good news? Via their Brand App, Peugeot, Citroën, DS Automobiles and Vauxhall enable you to regulate the temperature of your electric vehicle remotely.

TOPOGRAPHY:

Driving up even small inclines will affect your vehicle's range. However, your vehicles' regenerative braking will help to counter this.

WEIGHT:

The number of passengers or the load in your vehicle will slightly affect your range.

TYRE PRESSURE:

Flatter tyres burn up energy and decrease the distance you can cover with a full charge.

Our advice:

- Check your tyre pressure at least once a month and before long journeys. You could find the recommended tyre pressure in your vehicle's handbook.
- If they are low, go to the nearest service station and top-up to the recommended levels.

IMPLEMENT CONNECTED TOOLS TO ENSURE OPTIMAL PERFORMANCE



ONNECT FLEET

MILEAGE CAPTURE AND JOURNEY ANALYSIS

Right now, your business is likely looking for efficient and effective ways to streamline the cost of your fleet. One way you can achieve this is through mileage capture and journey analysis. That's why we want to tell you about our innovative **Free2Move Connect Fleet** solution, which uses industry-leading telematics technology to help businesses like yours to significantly reduce the total cost of ownership of your cars by minimising manual maintenance and management, whilst equipping you with all of the information you need to maximise the safety, quality and efficiency of your operation.



WHAT IS FREE2MOVE CONNECT FLEET?

Free2Move Connect Fleet uses telematics technology to link you to your vehicles, collecting detailed, accurate and reliable data to help you better manage your fleet and drivers. This includes:

- Miles and hours tracking
- Q Maintenance alerts
- **Q** Driving behaviour analysis
- Personalised eco-driving advice
- **Q** Real-time geolocation
- **Q** Itinerary and route tracking and analysis

This information can be accessed on our user-friendly Connect Fleet platform, and data can also be transferred to your business' platform.

HOW DOES IT WORK?

Connect Fleet receives data from the Connect Box, which is a manufacturer-fitted Telematics system. We can either deliver one of our vehicles to your business with the Connected Box already fitted, or we can retrofit your existing fleet with this revolutionary technology.

WHAT ARE THE BENEFITS?

You will receive useful insights and reports for all of your vehicles, enabling you to stay connected to your drivers and your fleet using a single powerful platform. With this information at your fingertips, you can maximise the efficiency of your operations, whilst freeing up time to focus on more business-critical tasks.



PHEV CONNECT

PHEV Connect is a new service which enables you to improve your experience of managing your plug-in hybrid fleet.

PHEV Connect is a dashboard providing the relevant usage, charge behavior & Consumption data allowing you to monitor and unleash the full plug-in hybrid potential while decreasing your global TCO.

This service is offered for free during the 1st year.

WHAT ARE THE BENEfiTS?

1. Optimise your TCO: reduce the cost of operating your PHEV fleet

2. Analyse your fleet: compare the percentage of use of plugin hybrid and 100% battery electric models

> Compare your data. Evaluate the performance of your plug-in hybrid vehicles vs a similar fleet

> > Create a vehicle policy in line with the use of plug-in hybrid vehicles

CONSIDER ELECTRIC-SPECIFIC INSURANCE

The majority of car insurance companies offer cover for plug-in hybrid and 100% battery electric vehicles.

However, there are also insurance companies on the market that specialise in cover for electric vehicles, offering conventional cover as well as additional support for plug-in hybrid and 100% electric vehicles specific elements such as battery leasing and recharging.

Certain providers also offer special discounts for plug-in hybrid and 100% battery electric vehicles, such as a 5% off your premiums if you are insuring an electric car, whilst others will even make a donation to an environmental charity on your behalf.



WITH THESE 10 STEPS, YOU CAN TARGET EARLY WINS.

BEING PROACTIVE ON THE TOPIC ALLOWS PLANNING AND SET UP TIME.



JOIN THE ELECTRIC FUTURE WITH FREE2MOVE LEASE



At Free2Move Lease, we offer a broad range of award-winning plug-in hybrid and 100% Battery electric cars and vans, as well as a wide array of service and maintenance packages, which have been optimised to help you save time and costs, whilst maximising your operational efficiency.

> At Free2Move, we are committed to simplify your mobility and to help you plan your transition to an electric fleet with confidence, so it is smooth, progressive, and effective.

CONTACT US TODAY TO START YOUR TRANSITION

To discover how we can help your business to transition your fleet to electric, simply give our dedicated team a call on

0345 319 1017.

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Connect with us **f** in **F**