

INSTADRIVE



How SMES can benefit from electrifying their fleet.

Smart Fleet Management 2021

How to Make your Fleet Dynamic!



Dear Reader!

Change is the only constant:

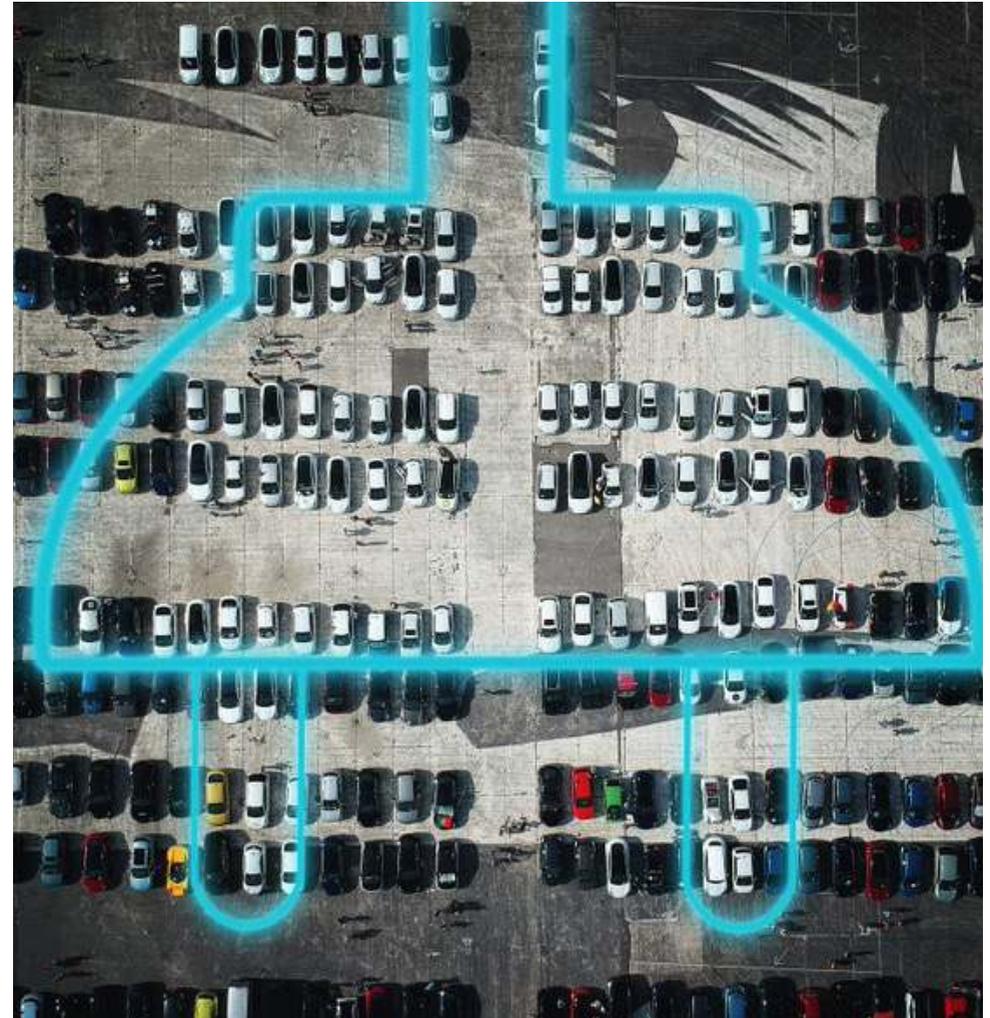
Society and mobility are undergoing radical changes as innovation cycles are getting shorter and processes more complex, as electromobility is steadily gaining market dominance.

Digital transformation is one of the major challenges that SMEs need to overcome in order to remain competitive moving into the future.

New strategies are required in times of change. Flexibility is the name of the game - especially when it comes to moving people, as in fleet management, where the industry through electric cars and connectivity is being redefined. In this white paper, we are giving you the tools to make key strategic decisions to assist you dynamically shape your fleet.

Andreas Mutter & Philipp Halla
Founder & Managing Director

ON OUR MISSION FOR NO EMISSION!





When does an EV fleet make sense for my company?

More and more companies around the world are getting into electromobility. The main reason is a growing awareness of sustainability and the associated motivation to improve the company's carbon footprint.

Whether EVs are suitable for use in the company fleet depends on several factors that differ from company to company. It therefore makes no sense to make general statements about the suitability and economic viability of electric cars as company vehicles.

The following points should be taken into account when considering equipping the company fleet with electric cars:

1. Range of the electric car and distance to be covered
2. Area of use and driving speed
3. Plannability of Trips
4. Charging Options
5. Financial Benefits



1. Range of the Electric Car and Distance to be Covered

On average, 95% of all daily journeys are a maximum of 25mi.



3. Plannability of Trips

The use of electric cars is easiest with plannable and consistent routes.

2. Area of Use and Driving Speed

For driving in cities and short distances, the switch to electric cars is advantageous



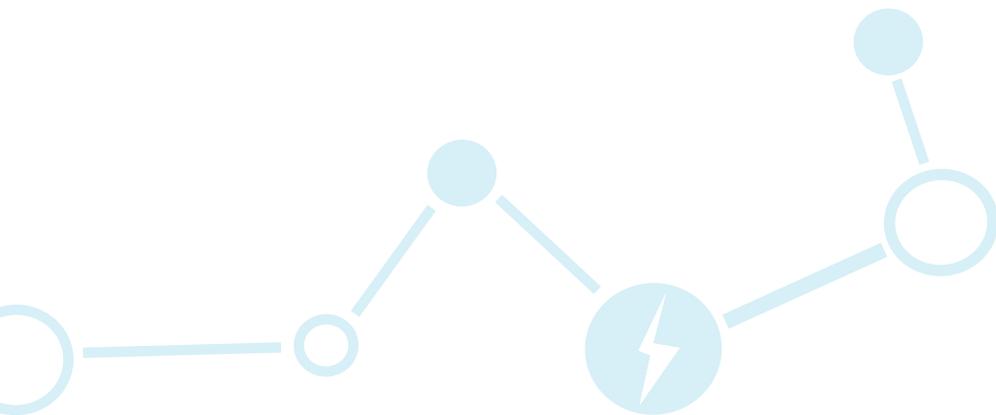
4. Charging Options

A specially fused car socket (Type2) is the preferred option for a continuous charging.



5. Financial Benefits

Electric cars are more expensive to buy, but their running costs are much lower. Operating costs are significantly lower than those of petrol and diesel cars.





1. Range of the Electric Car and Distance to be Covered

Since electric cars used to have a limited range and needed to be recharged often, an all-electric fleet was sometimes perceived by businesses as not a viable option when used for long distances on a daily basis.

However, since EV range has increased dramatically on average 95% of all daily business journeys are no more than 25 miles the issue of range does not apply in the corporate sector. The range of electric cars currently on the market is up to 250 miles in winter and up to 310 miles in summer.

Range

Tesla Model 3 LR	360 mi	
Tesla Model Y LR	314 mi	
Hyundai KONA	300 mi	
VW ID.3 1ST	260 mi	
Audi e-tron	249 mi	
Renault ZOE R135	245 mi	
Peugeot e-208	217 mi	
BMW i3s 120Ah	175 mi	
VW e-up!	160 mi	
MINI Cooper SE	145 mi	



2. Area of Application and Driving Speed

The actual range depends on the driving profile (speed, gradient, etc.) the EV is driven on and which additional energy consumers (e.g. heating) are switched on.

In addition to speed and gradient, the efficiency of each electric car and the drag coefficient (cd value) also play a role in the range.

Since energy is recovered during braking (recuperation effect), an electric car achieves a particularly high level of efficiency in city traffic.

Power Consumption

VW e-up!	12,7 kWh/100 km	
Hyundai KONA	14,7 kWh/100 km	
VW ID.3 1ST	14,8 kWh/100 km	
MINI Cooper SE	15,5 kWh/100 km	
Tesla Model 3 LR	16 kWh/100 km	
BMW i3s 120Ah	16,2 kWh/100 km	
Peugeot e-208	16,3 kWh/100 km	
Tesla Model Y LR	17,1 kWh/100 km	
Renault ZOE R135	17,7 kWh/100 km	
Audi e-tron	23,2 kWh/100 km	



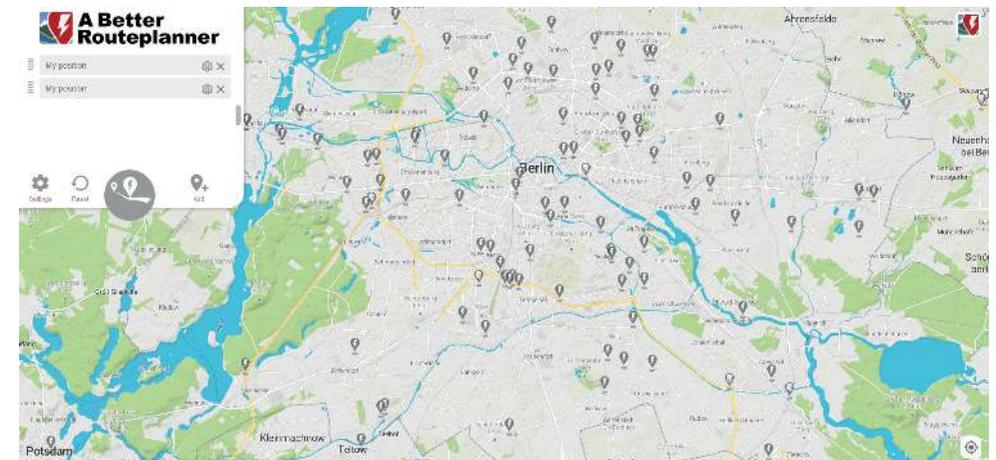
The rapid expansion of fast-charging stations (Bp Pulse and Tesla Supercharger) makes it possible to charge greater amounts of energy in even shorter periods of time.

3. Planning of Journeys

Regarding the range, it can be thought to be less advantageous to use solely electric cars, as company cars, if the routes are difficult to plan. However, if the same routes are taken everyday or if they are within a plannable range, it can be mapped out easily in advance making the use of electric cars a great option for a companies.

But even with longer routes, limited planning or occasionally a larger proportion of motorways, environmentally friendly mobility does not have to be completely ruled out. In these cases, the EV fleet can then simply be supplemented by one or more internal combustion vehicles as a pool vehicle, which can be used at any time.

Route planning + charging statuses: abetterroutepanner.com





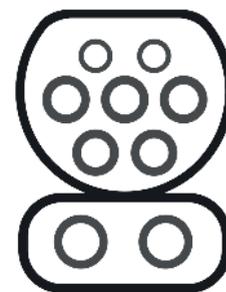
4. Charging Options

The availability of charging stations or the possibility of installing them is also a key factor for a company deciding to move to an e-car fleet.

In theory, an electric car can be charged at any household socket (three-pin household socket). However, a specially protected car socket (Type 2) is preferable for safety reasons in the event of continuous charging.

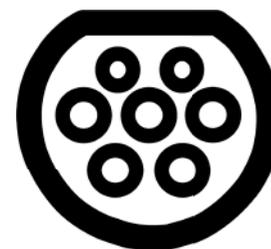
If the electricity can be drawn from a photovoltaic system, you even benefit from an additional cost advantage. Some employers offer their employees the opportunity to charge their EVs during working hours.

Otherwise, a public charging station would have to be used. The possibilities for this should be checked in advance. Currently, charging is possible at over 42,000 publicly accessible charging points.



Combo plug (Combined Charging System CCS)

Complements the Type 2 plug charging up to 350 kW



Type 2 (Mennekes)

Charging capacities of up to 3.7 kW – 7 kW (230 V, 16 A)



CHAdeMO – Charging Connector

Charging capacities of up to 50 kW (500 V, 125 A)

Available Charging Networks: ZAP-MAP charging network www.zap-map.com
Supercharger (Tesla) www.tesla.com/en_GB/supercharger



How My Company Saves Money With EVs

5. Financial Benefits

When considering equipping the company fleet with electric vehicles, the cost factor also plays a role. Here, too, it is necessary to calculate precisely in order to obtain realistic savings potentials.

Although electric cars are more expensive to buy than comparable combustion engines, their operating costs are significantly lower than those of petrol and diesel cars.

It is not only charging with electricity that is significantly cheaper than conventional refuelling at around £3.30 per 100 mi. Maintenance and repair costs are also much lower for an electric car.

In addition, there are tax advantages for electric cars and the abolition of the non-cash benefit, which represents an enormous added value for employees and is thus equivalent to an immediate salary increase.

In order to achieve the climate targets, the UK government wants to put significantly more electric vehicles on the road. Since 2011, the plug-in car grant has been in place to make e-mobility more accessible to all.

Here are all the relevant questions and answers on Federal funding:

What is eligible for funding?

Eligible is the acquisition (purchase or leasing) of a new, first-time registered electrically powered vehicle.

How much funding is available?

The grant amounts to 35% of the purchase price of the vehicle, a max. of £2.500 for electric cars, £3.000 for small vans & £6.000 for large vans.

Which vehicles are eligible?

Every electric vehicle that has been approved by the UK government

For cars, they must “have CO2 emissions of less than 50g/km & can travel at least 112km (70 miles) without any emissions at all”.

For small vans, weigh “less than 2.500 kilograms (kg) gross vehicle weight, have CO2 emissions of less than 50g/km & can travel at least 96km (60 miles) without any emissions at all”.

An for large vans, weigh “between 2.500kg and 3.500kg gross vehicle weight, have CO2 emissions of less than 50g/km & can travel at least 96km (60 miles) without any emissions at all.

It must be a new vehicle with a gross list price for the base model of up to a maximum of £35.000 and must be registered in UK.

1



Good purchasing conditions for the vehicles thanks to large quantities

2



Good fleet conditions with service providers such as workshops

3



Efficient business process thanks to high digital automation

Advantages for Companies

For companies there are many advantages in the use of electric cars:

Value Added Tax & Benefit in Kind – (VAT & BIK)

Input tax deductibility

As an entrepreneur, you can make the down payment and the monthly instalment as an expense and the VAT. Also, from April 2021 to 2022, you will only have to pay 1% tax on BIK for electric company vehicles.

The acquisition costs that are decisive for the appropriateness limit include VAT and additional equipment.

These apply equally for purchase, leasing and rentals for all electric cars.

Example:

In 2019, a new car will be leased, the price basis for the calculation of the lease instalment is £51,677.10.

Non-cash Benefit

Vehicles with CO² emissions of 0g/km are completely exempt from the benefit in kind and you thus also save the ancillary wage costs on the benefit in kind.

Depending on the CO₂ emissions of your current combustion vehicle, your employees can save money per month in non-cash benefits with salary sacrifice.

Savings can amount to several thousand pounds per EV every year. For example, an employee who pays 20% in taxes and earns £40,000 a year takes out a Nissan Leaf for over a three year period.

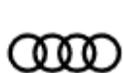
Each month they “sacrifice” £439 from their gross salary for the car, which would save them £141 in income tax and NIC for each pay packet in 2020/2021.

They also pay no BIK this year but this will increase to £5 & £10 a month in the following 2 years as the BIK rates for EVs increases to 1% & 2%.

This gives them an average monthly net payment of £303 per month, a saving of £4,896 over the 3 years. Over the term of the lease, their employer saves an average £57 in NI each month, which is a total of £2,052.

<https://www.fleetnews.co.uk/electric-fleet/policy/salary-sacrifice-is-perfect-for-electric-vehicles>

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Just a few minutes to
your electric car

1. Select

Find Your Car

What is important to you in your new car? Choose the right vehicle for you from our fleet.

2. Order

Configure Now

Choose your equipment, your desired term and your annual mileage.

3. Drive

Enjoy the Freedom

Torque without end and save CO2 at the same time!

**CONFIGURE
NOW!**



What is included in INSTADRIVE EASING?



Maintenance

Services and repairs according to manufacturer's specifications.



Warranty

Your vehicle is covered by a full warranty for the entire duration of the contract, even if the manufacturer's warranty has expired.



MOT

Regularly MOT tests ensure, that your vehicle is in perfect technical condition.



Breakdown cover

In the event of a breakdown, roadside assistance is at your service.



Registration and Contract Fees

There are no hidden costs with us. Registration, number plates and delivery to retailer are included.



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