


EV in car policy

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DIFFERENCES EV vs DIESEL CAR
Within company fleet.

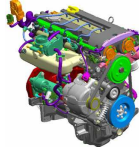
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CAPEX COST



based on (60 month leasing 25 000km/year)

The EV Capex costs are still higher than diesel cars.

Taking a 25 000 € diesel car (i.e. VW Golf vs e Golf), we see

- Higher Capex cost**
 - ✓ ~500€/kWh battery (10 k€ to 12,5 k€ with current EV)
 - ✓ Impact on leasing 60 month ~ **+ 200 €/month to 250 €/month**
- Lower second hand value & lower new car discount.**
 - ✓ Impact on leasing 60 month ~ **+ 100 €/month.**

→ To compensate the extra capex cost, the Belgian authorities have decided to increase the deductibility to 120%,


→ this compensates more less the second hand and discount disadvantages.

→ This advantage is only possible in the company car market (B2B).

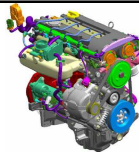


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OPEX COSTS



based on (60 month leasing 25 000km/year)


The cost to use (Opex) an EV are lower.

- Lower Maintenance cost**
 - ✓ Cost limited to brake and tires change.
 - ✓ Impact on leasing costs ~ - **50 €/month**
- Lower energy consumption**
 - ✓ EV real consumption 20 kWh AC/ 100 km , classical diesel ~ 6,5l/100km.
 - ✓ Impact on leasing costs ~ - **100 €/month** if car charged only @home day tariff
~ - **150 €/month** if car charged only @ offices
- Lower CO2 tax cost.**
 - ✓ Impact on leasing costs - **10 to -50 €/month**

→ These saving compensate the current extra cost of the batteries.

→ Today in Belgium, EV is already a cost effective solution for the companies and for the driver because of the lower Benefit in kind (Di Rupo tax).

→ But you cannot go on holiday with an EV



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Some example

	BMW 116d	BMW i3	BMW 520	Tesla S 85 kWh
New car price VAT incl	25.438,0 €	37.000,0 €	53.462,0 €	85.000,0 €
km / year ICE	25.000		25.000	
km/year Elec		25.000		25.000
Renting period	60	60	60	60
CO2 NEDC	114	-	129	-
operationnal renting cost all in 50% VAT	462,5 €	740,0 €	972,0 €	1.545,5 €
Interest 20% renting	92,5 €	148,0 €	194,4 €	309,1 €
CO2	42,8 €	25,1 €	56,3 €	25,1 €
Fuel 50% VAT	148,2 €		167,7 €	
Elec 50% VAT	- €	56,6 €	- €	56,6 €
Cost (TCO for international companies)	653,5 €	821,7 €	1.196,0 €	1.627,1 €
Deductibility	- 181,5 €	- 316,4 €	- 321,4 €	- 634,0 €
TCO (for medium companies)	472,0 €	505,2 €	874,6 €	993,1 €
Employee participation Di Rupo	- 136 €	- 103 €	- 337 €	- 219 €
TCO For self employed	608 €	608 €	1.212 €	1.212 €
Deductibility	80%	120%	75%	120%

For a self employed the cost of a BMWi3 is equivalent to a BMW 116d and a Tesla 85S is equivalent to a BMW 520D.

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ELECTRABEL CAR POLICY

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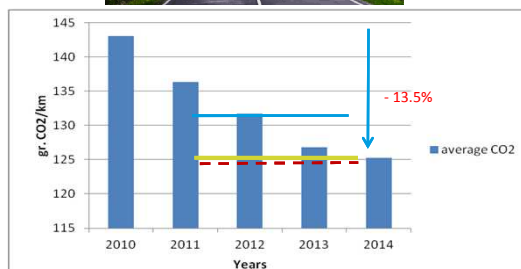
CURRENT CAR POLICY: MORE THAN A CAR POLICY

A full comprehensive green mobility policy incorporating three axis:

- the environmental aspect: budget linked with CO2 emission/soft mobility;
- ease of use and flexibility for users: user chooser;
- the financial aspect : Total Cost of Ownership (TCO)



move ▶ green



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CURRENT CAR POLICY: MORE THAN A CAR POLICY

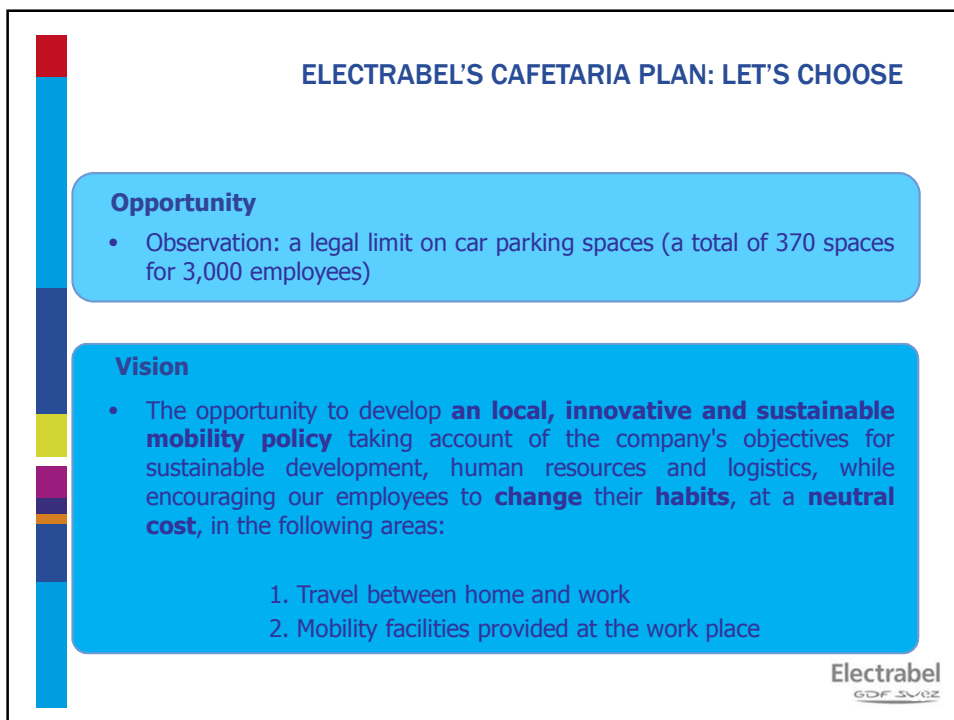
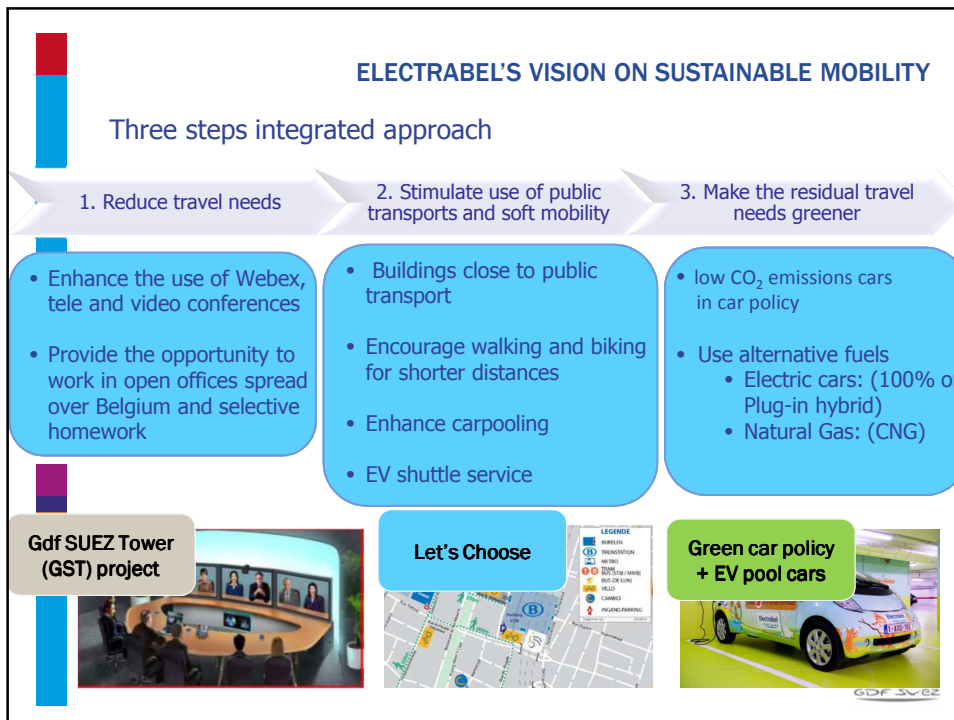
With a view to:

- ✓ reducing CO2 emissions;
- ✓ optimizing travel (in particular reducing distances travelled by car);
- ✓ ensure driver satisfaction (choice, comfort, security, and so on);
- ✓ keeping the budget envelope for travel under control (limiting travel costs and bringing fuel costs under control)
- ✓ Consultation with Executives Representatives (CKR, GC, WG Car Policy,...)
- ✓ Innovation (mobility budget, options, link with CO2, ...)



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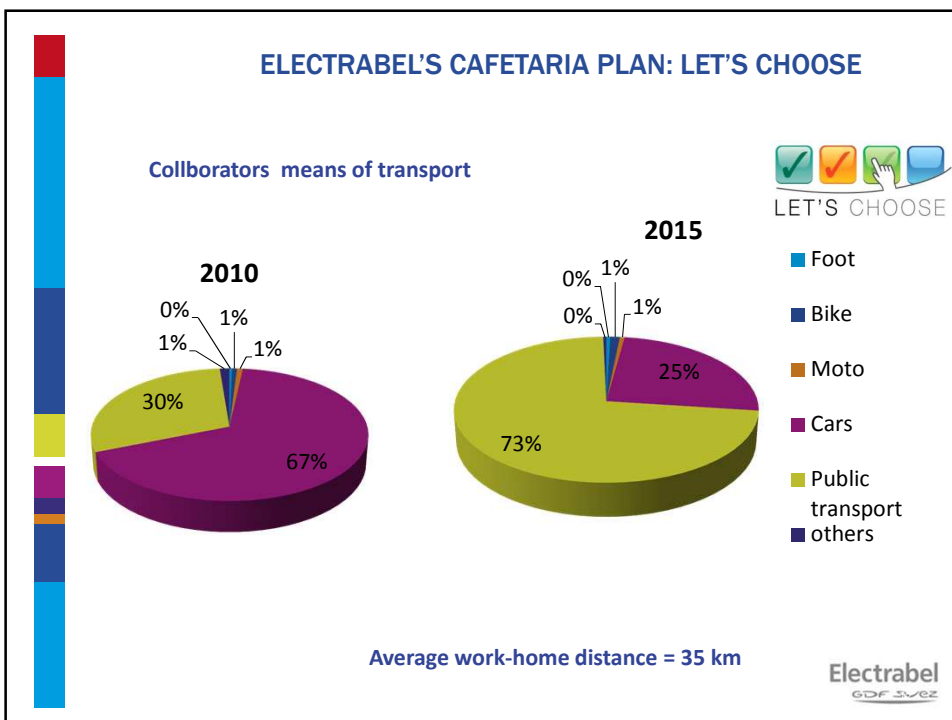


ELECTRABEL'S CAFETARIA PLAN: LET'S CHOOSE

Implementation

- Maintain all of the current benefits (cost-neutral)
- No change in car policy
- Establish a mobility budget per employee comprising:
 - total cost of mobility per employee (parking, leasing, etc.)
 - enhancement of certain benefits (holidays, services, etc.)
- Let each individual freely choose, on an annual basis, to define their mobility menu up to the limit of the individual budget
- Criteria for priority allocation of parking spaces
- 1980 employees directly concerned


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OBJECTIVES REACHED AND BEYOND

LET'S CHOOSE




2010	2015
<ul style="list-style-type: none">6 sites disseminated in Bussels30/70 % public transports vs carsHabits/ behavior = car + parking spot in the culture <p>Less km ridden by car</p> <ul style="list-style-type: none">Average > 31.000 km/year	<ul style="list-style-type: none">2 sites (one near train station)75/25 % public transports vs carsMulti-modal mobility offer <p>Less km ridden by car</p> <ul style="list-style-type: none">Average = 28.500 km/year in 2014. <p>A reduced CO2 footprint for our mobility</p> <ul style="list-style-type: none">15% CO2 saved on Sustainable Mobility since 2010 (whole Electrabel)

Choices made by colleagues over years are stable, illustrate full satisfaction and well-being.

Key success factors



- Momentum & Location (close to North Station)
- Launching process is essential : after that behavior doesn't change a lot.
- Communication and light administration are critical.



Electric cars VS Diesel Cars

- The characteristics of the E.V. (battery electrical vehicle) are:
 - Higher driving pleasure
 - ✓ No Noise ☺
 - ✓ Better acceleration ☺
 - ✓ Low consumption especially in the city traffic ☺
 - ✓ No pollutant emission ☺
 - Higher purchasing price & CarPlug compensated by
 - ☐ Lower OPEX
 - ✓ Low maintenance price.
 - ✓ Low consumption 1/3 of a classical car.
 - Limited autonomy < 200 km, not possible to go on holiday with such car.

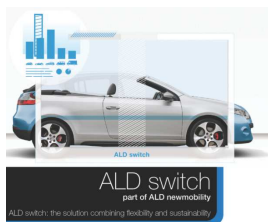
→ Current rules must be adapted



EV Budget : specific budget increase compared to diesel.

- EV Budget including for 48 month.
- CarPlug to reimburse home electricity
- Normal option of current car policy
- Possibility to switch the car for the holiday.
- Not included Total fuel Card
- Not included public EV charging except on Electrabel charger.
- Charge@ work

Switch for holiday car (new mobility option reserved for E.V.)



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Questions?

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