EV in car policy

DIFFERENCES EV vs DIESEL CAR
Within company fleet.
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:

1. **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

2. **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 advantage is only possible in the company car market (B2B).

#### OPEX COSTS

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

1. **Lower Maintenance cost**
   - Cost limited to brake and tires change.
   - Impact on leasing costs ~ - 50 €/month

2. **Lower energy consumption**
   - EV real consumption 20 kWh AC/ 100 km, classical diesel ~ 6.5/100km.
   - Impact on leasing costs ~ - 100 €/month if car charged only @home day tariff
   - ~ - 150 €/month if car charged only @ offices

3. **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.
Some example

<table>
<thead>
<tr>
<th></th>
<th>BMW i36d</th>
<th>BMW 33</th>
<th>BMW 520</th>
<th>Tesla S 55 kWh</th>
</tr>
</thead>
<tbody>
<tr>
<td>New car price VAT incl</td>
<td>25,480.04</td>
<td>17,000.00</td>
<td>11,462.00</td>
<td>85,000.00</td>
</tr>
<tr>
<td>km / year ICE</td>
<td>25,000</td>
<td>25,000</td>
<td>25,000</td>
<td></td>
</tr>
<tr>
<td>km/year Elec</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Renting period</td>
<td>60</td>
<td>60</td>
<td>60</td>
<td>60</td>
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<tr>
<td>CO2 NE/DC</td>
<td>114</td>
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<td></td>
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<tr>
<td>1st year rental and interest at 50% VAT</td>
<td>462.65</td>
<td>740.04</td>
<td>972.04</td>
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<tr>
<td>Interest 3% 1st year</td>
<td>158.94</td>
<td>158.94</td>
<td>158.94</td>
<td>158.94</td>
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<tr>
<td>CO2</td>
<td>43.6</td>
<td>43.6</td>
<td>43.6</td>
<td>43.6</td>
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<tr>
<td>Fuel 50% VAT</td>
<td>146.2</td>
<td></td>
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<tr>
<td>Electric VAT</td>
<td>55.6</td>
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<td></td>
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<tr>
<td>Cost (TCO for international companies)</td>
<td>1935.9</td>
<td>825.74</td>
<td>1396.04</td>
<td>1277.14</td>
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<tr>
<td>Benefits</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>TCO (for medium companies)</td>
<td>427.84</td>
<td>565.24</td>
<td>834.04</td>
<td>493.14</td>
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<tr>
<td>Employee participation tax</td>
<td>19.1</td>
<td>19.1</td>
<td>19.1</td>
<td>19.1</td>
</tr>
<tr>
<td>TCO (for self employed)</td>
<td>309.94</td>
<td>468.04</td>
<td>1201.62</td>
<td>1211.42</td>
</tr>
<tr>
<td>Benefits</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

For a self employed the cost of a BMW i3 is equivalent to a BMW 116d and a Tesla 85S is equivalent to a BMW 520D.
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)

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, ...)

Legend:
- Bar chart showing yearly CO2 emissions from 2010 to 2014 with a decrease of 13.5%

Move Green Logo

Electrabel
ELECTRABEL’S VISION ON SUSTAINABLE MOBILITY

Three steps integrated approach

1. Reduce travel needs
   - Enhance the use of Webex, tele and video conferences
   - Provide the opportunity to work in open offices spread over Belgium and selective homework

2. Stimulate use of public transports and soft mobility
   - Buildings close to public transport
   - Encourage walking and biking for shorter distances
   - Enhance carpooling
   - EV shuttle service

3. Make the residual travel needs greener
   - Low CO$_2$ emissions cars in car policy
   - Use alternative fuels
     - Electric cars: (100% or Plug-in hybrid)
     - Natural Gas: (CNG)

Let’s Choose

Opportunity
- Observation: a legal limit on car parking spaces (a total of 370 spaces for 3,000 employees)

Vision
- The opportunity to develop an **local, innovative and sustainable mobility policy** taking account of the company’s objectives for sustainable development, human resources and logistics, while encouraging our employees to **change** their **habits**, **at a neutral cost**, in the following areas:
  1. Travel between home and work
  2. Mobility facilities provided at the work place
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

Collaborators means of transport

2010

<table>
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<tr>
<th>Mode</th>
<th>Percentage</th>
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<td>Cars</td>
<td>67%</td>
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<tr>
<td>Foot</td>
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<tr>
<td>Bike</td>
<td>1%</td>
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<tr>
<td>Moto</td>
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<tr>
<td>Others</td>
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</table>

2015

<table>
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<th>Percentage</th>
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</thead>
<tbody>
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<td>Cars</td>
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<tr>
<td>Foot</td>
<td>25%</td>
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<tr>
<td>Bike</td>
<td>0%</td>
</tr>
<tr>
<td>Moto</td>
<td>0%</td>
</tr>
<tr>
<td>Others</td>
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</tr>
</tbody>
</table>

Average work-home distance = 35 km
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.)

Questions?