Our business and you: 5 points in 5 minutes

Fabian Seithel
Business Development Manager
Geotab
The smart mobility EVolution?
“Electric mobility is like an upside-down ketchup bottle. You know that at some point something will come out. You don’t know when, but once it comes, it really does.”

Dr. Dieter Zetsche
What is driving fleet electrification in the UK?

Fleet managers interested in electrifying

○ Geotab’s EV survey: 89% of fleet managers plan to go electric prior to 2030 government goal.
○ 200,000 registered EVs in UK as of today, 5,000 new registrations per month

Government pushing EV purchase

○ Growing demand for Ultra Low Emission Zones; active in London, zones confirmed in Leeds, York and Glasgow; Birmingham, Derby, Newcastle and Edinburgh planning their own schemes.
○ Lower vehicle taxes for EVs; from 2020, company vehicle tax for zero emission cars will drop from 16% to 2%; below 50g/km will vary between 2% and 14%

EV Infrastructure availability & OEM model selection increasing

○ Availability of public charging points increased from a few hundred in 2011 to more than 22,500 connectors this year.
○ A variety of over 120 plug-in EV models already available today.
With Geotab, you will have everything you need for your fleet to go from 0 to 100% electric.

1. Going Electric
2. Operating Electric
Going Electric?
An EV procurement recommendation tool for any fleet seeking to go electric
Electric Vehicle Suitability Assessment (EVSA)
Using telematics data to transition to EVs

- Evaluate range-capability of EVs for your fleet.
- Understanding total cost of ownership per vehicle.
- Forecasting fleet-wide cost of operation and savings.
- Evaluating multi-year procurement plans, tailored to your fleet.

Monitor existing fleet vehicle utilization and establish a benchmark.

Findings & Recommendations

Interact with real-time data

Telematics Device
Data Modelling
Reporting
Dashboards
# Recommended EV deployment

<table>
<thead>
<tr>
<th>Simulated Plug-In Vehicle</th>
<th>Monthly Lease Price</th>
<th>Number of Duty Cycles</th>
<th>Potential Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nissan eNV 200</td>
<td>455 £</td>
<td>4</td>
<td>110.637 £</td>
</tr>
<tr>
<td>Nissan Leaf 30kWh</td>
<td>450 £</td>
<td>3</td>
<td>18.611 £</td>
</tr>
</tbody>
</table>
Operate Electric?
Monitor the performance of your EV fleet
Dispatching Supported

Who needs to charge?

Who has enough range?
EV Reports
Unlock more data and insights from your EVs.

Fuel and EV Energy Usage Report

<table>
<thead>
<tr>
<th>Vehicle</th>
<th>Distance</th>
<th>Energy Used</th>
<th>L-e/100 km</th>
</tr>
</thead>
<tbody>
<tr>
<td>CE68 EUZ</td>
<td>1228 km</td>
<td>531.60 kWh</td>
<td>4.46 L-e/100 km</td>
</tr>
<tr>
<td>CE68 EWW</td>
<td>915 km</td>
<td>80.04 litre</td>
<td>8.75 L/100 km</td>
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</table>

Operational Energy and Efficiency

EV Charging Report

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Duration</th>
<th>SOC</th>
<th>Energy Change</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/25/18</td>
<td>18:03:40 - 21:15:55 (3h 15m 15s)</td>
<td>35% - 100%</td>
<td>12.04 kWh</td>
<td>474 Southstation Rd, Manchester EV4 4/N, UK</td>
<td></td>
</tr>
<tr>
<td>10/26/18</td>
<td>02:16:00 - 04:12:01 (1h 56m 1s)</td>
<td>61% - 100%</td>
<td>6.6 kWh</td>
<td>LDN Delivery Area</td>
<td></td>
</tr>
</tbody>
</table>

Charging Sessions and Energy Consumption
Only businesses that embrace the change and adapt will succeed.
THANK YOU!
Come and visit our stand to learn more!

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