

Our business and you: 5 points in 5 minutes

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Geotab

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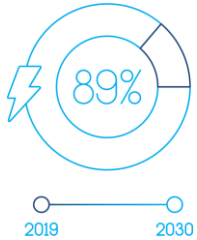
**The smart
mobility **EV**olution?**

“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



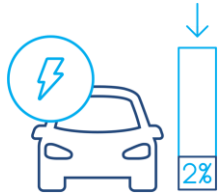
What is driving fleet electrification in the UK?



Fleet managers interested in electrifying

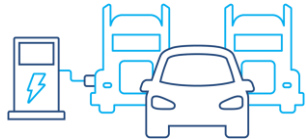
- Geotab's EV survey: **89% of fleet managers** plan to go electric prior to 2030 government goal.
- **200,000 registered EVs in UK** as of today, 5,000 new registrations per month

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

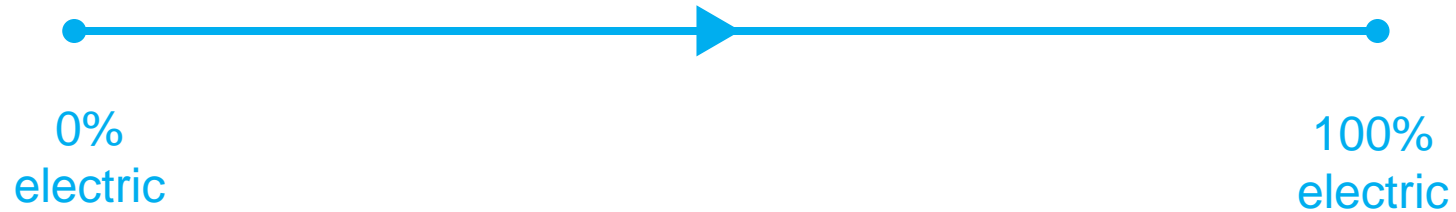


- Availability of public **charging points increased** from a few hundred in 2011 to more than 22,500 connectors this year.
- A variety of over 120 plug-in EV models already available today.

With Geotab, you will have everything you need for your fleet to go from 0 to 100% electric.

1. Going Electric

2. Operating Electric



A hand holding a glowing blue sphere with various car-related icons overlaid on it. The icons include a dashboard with gauges, a car silhouette, a steering wheel, a car wheel, and a car engine. The background is a solid blue color with a subtle grid pattern.

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.



Telematics Device



Data Modelling

Findings &
Recommendations



Reporting

Interact with
real-time data



Dashboards

Recommended EV deployment



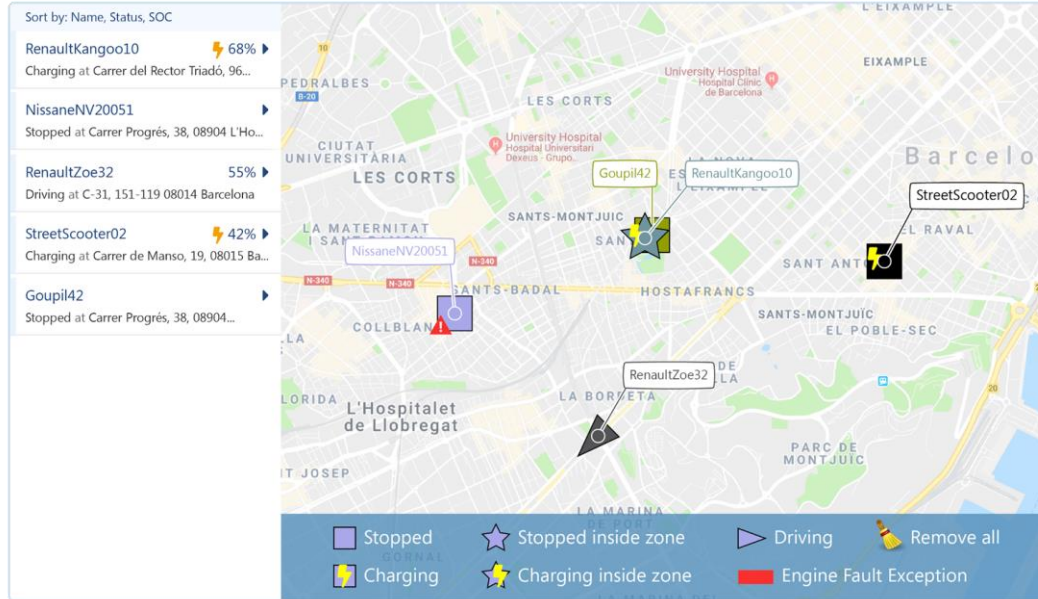
Simulated Plug-In Vehicle	Monthly Lease Price	Number of Duty Cycles	Potential Savings
Nissan eNV 200	455 £	4	110.637 £
Nissan Leaf 30kWh	450 £	3	18.611 £



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 ?

CE68 EUZ	
CE68 EUZ	4.46 L-e/100 km
Distance: 1228 km	Energy Used: 531.60 kWh

CE68 EWW	
CE68 EWW	8.75 L/100 km
Distance: 915 km	Fuel Used: 80.04 litre

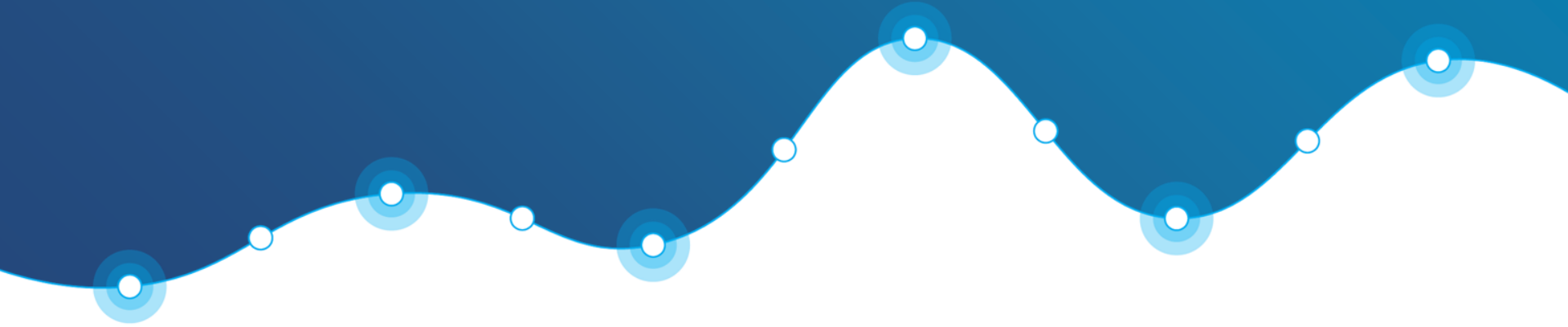
Operational Energy and Efficiency

EV Charging Report

CE68 EUZ		▲ 18.64 kWh	📄
10/25/18 18:03:40 - 21:15:55 (3h 15m 15s)	35% - 100%	▲ 12.04 kWh	📍
LDN Delivery Area			
10/26/18 02:16:00 - 04:12:01 (1h 56m 1s)	61% - 100%	▲ 6.6 kWh	📍
474 Southstation Rd, Manchester EV4 4JV, UK			

Charging Sessions and Energy Consumption

**Only businesses that embrace the
change and adapt will succeed**



A photograph of a modern, single-story commercial building with large glass windows and doors. The building has the word "GEOTAB" in large, blue, 3D letters on its upper facade. In front of the building, several cars are parked, including a white sedan and a white hatchback. The sky is blue with some light clouds. The entire image is overlaid with a dark blue, semi-transparent filter.

THANK YOU!

Come and visit our stand to learn more!

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