

# Fleets in Charge



**Vans: becoming the road to  
zero hero  
Webinar**  
29 November 2023

#FleetsInCharge  
[bvrla.co.uk/fleetsincharge](http://bvrla.co.uk/fleetsincharge)

In partnership with



**ARVAL**  
BNP PARIBAS GROUP



**Delivering road transport decarbonisation**

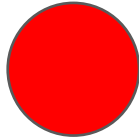


# Competition Law: Do's and Don'ts

All BVRLA meetings and calls are subject to the application of competition law and therefore must be conducted in compliance with competition law. Attendees are reminded that failure to comply with competition law may bring with it serious consequences for them as individuals and their companies. Such consequences include heavy fines and, in certain cases, the imposition of criminal penalties and sentences.

Members must refrain from exchanging any commercially sensitive or strategic information between competitors, either directly or indirectly via a third party, can result in an anti-competitive agreement. BVRLA has developed the following guidelines to help you adhere with the competition rules. If you have any doubt, then you should seek advice – BVRLA senior staff are at hand should you have any questions.

## **DO NOT**



- Discuss individual company prices, price changes, terms of sale and profit margins.
- Discuss information as to future plans of individual companies, production, distribution or marketing plans, including proposed new territories or customers.
- Discuss matters relating to individual suppliers or customers or any commercially sensitive information.

## **BE WARY**

### **YOU MUST SEEK ADVICE IF:**

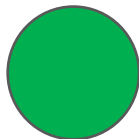
You receive information from another competitor, or are asked to provide information, that you believe is confidential or commercially sensitive.



## **ALWAYS:**

- Ensure a detailed agenda has been circulated in advance and is followed closely and minutes of the meeting are recorded and kept.
- Begin the meeting with the reminder that the attendees should not discuss commercially sensitive information under any circumstances.
- Be prepared to halt a meeting if conversations cross into potentially unlawful territory.

## **NO PROBLEM**



- Discussion on any matter relating to the aims and objectives of the committee – for example issues of law and policy affecting the industry.
- Discussing BVRLA policies, lobbying tactics & strategies, and other BVRLA activities.
- Discussing information about industry activities obtained from third parties or other media sources provided the availability of the information has not been arranged with a competitor.
- Discussion with other trade bodies or organisations which will be of general benefit to the industry.









# Road to Zero

Report Card 2023





# Road to Zero Report Card 2023 - Overall Vehicle Scores

	Cars 	Vans 	HGVs 
Demand 	<p><b>Cruising</b></p> <p>Powerful tax incentives have led to surging demand for company and salary sacrifice ZEVs. A lack of similar support for the rental or new and used retail sectors has left the car market dangerously imbalanced.</p>	<p><b>Brakes on</b></p> <p>Early enthusiasm is being dampened by the realities of electric van operation. High costs, poor range and lack of appropriate infrastructure are causing concern across the LCV market.</p>	<p><b>Parked</b></p> <p>High costs, technological uncertainty and lack of infrastructure means this market is currently restricted to a brave group of trailblazers.</p>
Infrastructure 	<p><b>Accelerating</b></p> <p>Public infrastructure is growing fast and becoming more reliable. New legislation is set to make payments easier and pricing and availability more transparent.</p>	<p><b>Brakes on</b></p> <p>Smaller vans can take advantage of car-focused infrastructure, but larger vehicles are poorly provided for. Lack of information on e-van accessibility remains a challenge.</p>	<p><b>Parked</b></p> <p>There is no significant public hydrogen or electric refuelling infrastructure on the strategic road network. Depot-based infrastructure roll-out is being hindered by cost, planning and grid constraints.</p>
Supply 	<p><b>Cruising</b></p> <p>A wide range of new ZEVs means customers now have choice in almost every vehicle category. The latest generation of cars are delivering big improvements in charging speed, range and battery efficiency.</p>	<p><b>Accelerating</b></p> <p>Despite a large increase in ZEV van choice, commercial fleets are still struggling to find vehicles that can meet their range, charging speed, payload and price criteria.</p>	<p><b>Parked</b></p> <p>Recent announcements of UK-based production have provided a welcome boost, but the range and performance of models on the market is still limited.</p>

# E-Vans

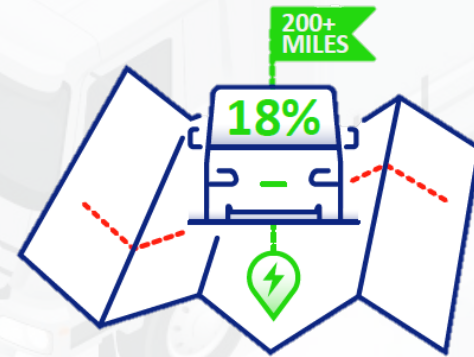
The good news...

With 23 van models now available, the number of ZEV light commercial models is improving.

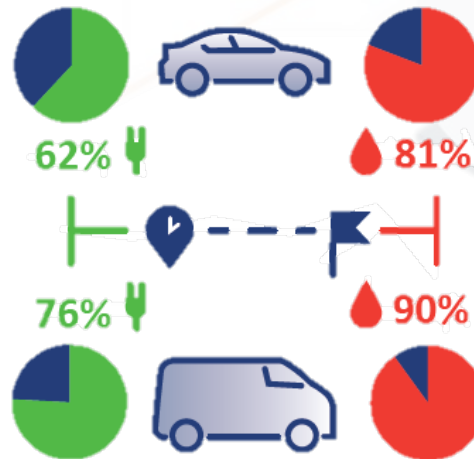


The van transition is in the balance – there is an urgent need for a future van plan.

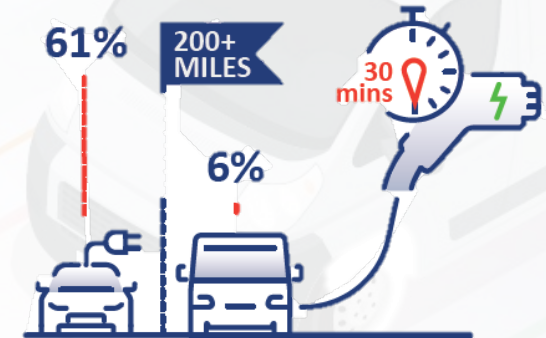
There are a large number of forgotten van users that need a fit-for-purpose van in time for the transition.



Too few vans with decent range



Van charging speeds lag behind cars



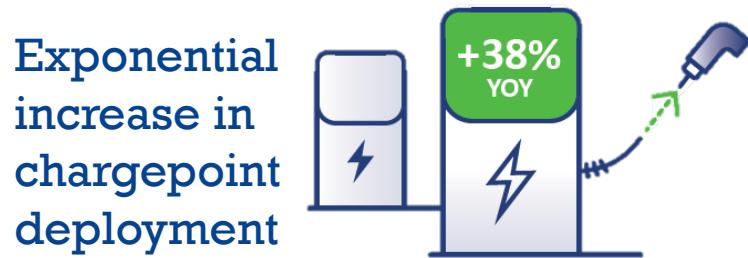
ZEV utilisation for rental cars and vans is low compared to ICE



# Charging network

## The good news...

On average 600 chargepoints were added each month in 2022. This rate is increasing, with 1,677 new EV charging devices in June 2023 alone



## BUT, a lack of a fleet focus means vital features are missing



No data on chargepoint e-van accessibility

Charging network doesn't offer booking services



Only 37% of Local Authorities have a charging plan and only 20% of those have thought about fleets

Watch this space – update coming soon.....





**Delivering road transport  
decarbonisation**



## **There is more to come in 2024.**

A series of events exploring the latest technologies, business models and the policy environment surrounding road transport decarbonisation. Open to all.

- **CONFERENCE:** 10 July, QEII Centre in London.
- **DEEP DIVE EVENT:** Q2, Venue TBC.
- **WEBINARS**

If you want to find out how you can get involved in these events,  
speaking or sponsoring then drop us an email:  
[brandpartnerships@bvrla.co.uk](mailto:brandpartnerships@bvrla.co.uk)





# Events Calendar 2024

