

# Company car fleets

Fleets are prepared to change suppliers to facilitate EV adoption

## Car fleets set for growth

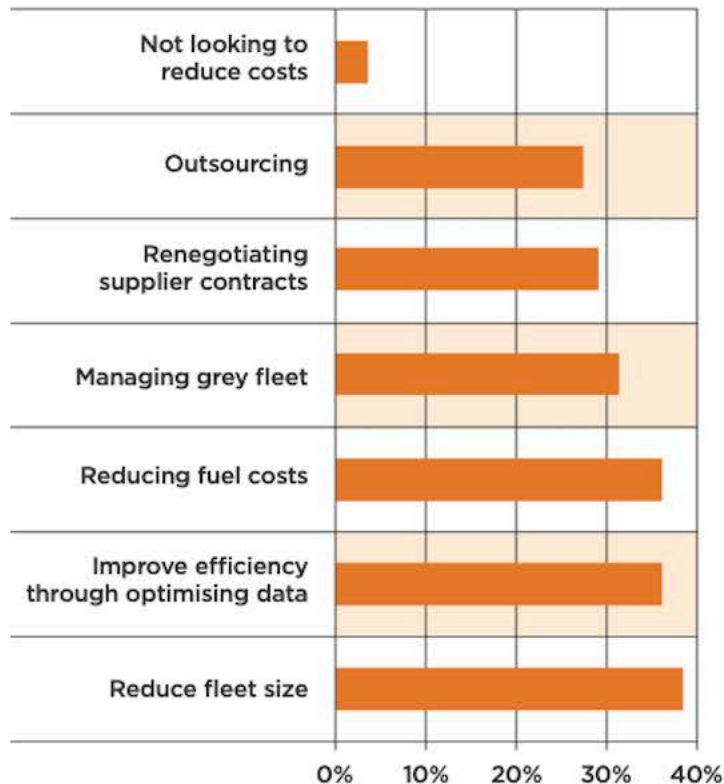
The reintegration of cash-allowance drivers into company car fleets is helping to drive fleet growth, according to new research by 360 Media Group. Fleets revealed that the certainty of attractively-low benefit-in-kind tax through to 2028 for low-emission vehicles is encouraging employees back into the fleet fold.

Overall, 40% of fleets expect to increase their fleet size in the next 12 months, while battery electric cars, plug-in hybrids and hybrids are forecast to account for 40% of new orders.

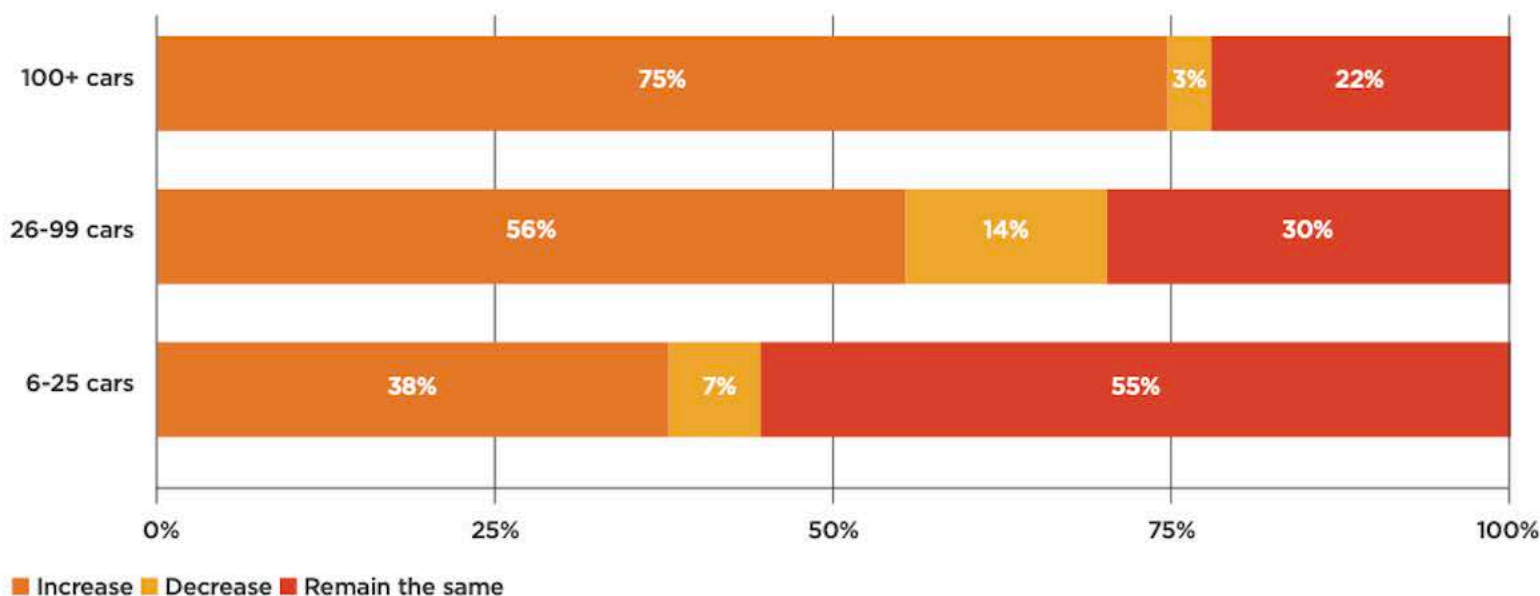
The complexities of this rapid transition to battery-power is now fleets' number one pain point, with 39% of fleets willing to change suppliers to facilitate their switch to electric cars, while 28% plan to renegotiate supply contracts to cut costs.

Fleet decision-makers are also looking for support to manage the tsunami of data flowing their way from multiple suppliers, aware of the efficiency insights it offers. In the face of steep cost inflation, options on the table include fleets reducing their vehicle numbers or seeking to reduce fuel costs.

## Car fleet cost reduction priorities



## Car fleet growth outlook - next 12 months



39%

The share of fleets willing to change suppliers to facilitate electrification

40%

The percentage of new vehicle orders forecast to be ultra-low emission

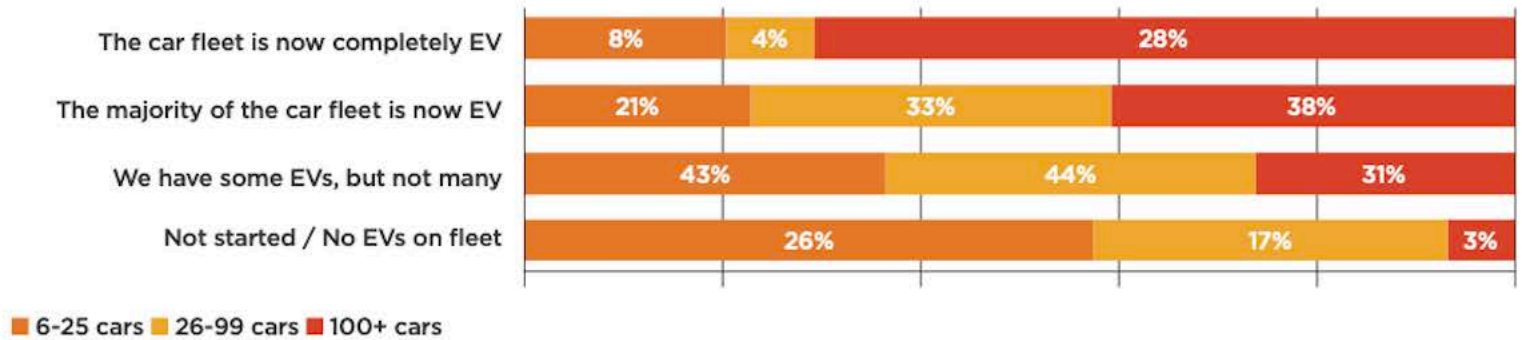
# Electric vehicles

## Large fleets lead the charge towards company car electrification

Electric company cars are mainstream. According to the latest data from *FleetTrends*, 66% of large fleets have now transitioned the majority or all of their car fleet to electric. This trend debunks the barriers of affordability and range, as drivers prioritise tax advantages, performance and the environment over internal combustion engines.

Mid-corporate fleets are following in the footsteps of their bigger counterparts, while one-in-four SMEs has yet to even begin its EV transition. SMEs quote the lack of 'availability of suitable vehicles on the list' as being one key factor for their slow adoption. However, Salary Sacrifice schemes *are* being adopted by SMEs.

### EV progression in company car fleets by fleet size



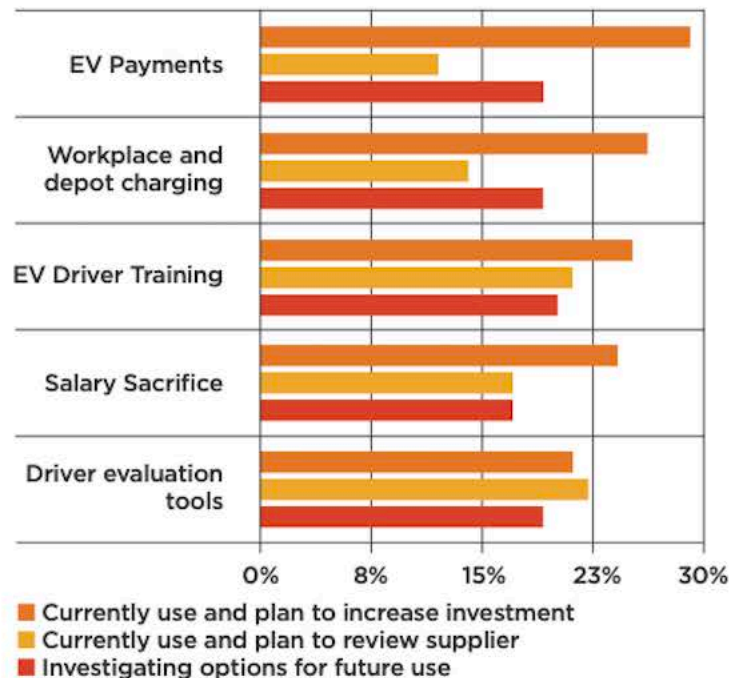
### Fleets reveal the top-five EV enablers they are investing in

The transition to electric vehicles is well and truly underway. Despite recent new car and van sales figures from the SMMT indicating a slowing down of electric vehicle orders, fleets are planning to make significant investments in future-proofing their operations.

EV payment solutions are currently the most popular element of EV adoption among fleets. A combined 41% of fleets are using them, and either planning to invest more in them or looking at reviewing their supplier.

Research into the biggest potential growth areas, reveals EV Driver Training is sitting on a huge opportunity, with one-in-five fleets investigating their options. More fleets are also planning to review how they collaborate, and who with, for their driver evaluations. Meanwhile, the momentum behind Salary Sacrifice shows no sign of abating.

### Fleet growth predictions - EV services



### Long-term fleet emissions planning is taking shape

51% of fleets have set a date by which all their passenger cars will be fully-electric.

However, the delay in banning the sale of new petrol and diesel cars and vans has impacted fleets, with one-in-four fleets expecting to allow drivers to access ICE cars up to 2035.

Moreover, only half of all fleets currently have a formal fleet policy in place.