

Ayvens Mobility Guide

Navigate the electric ecosystem in 47 markets

Green powertrains
Electric vehicle maturity
Local taxation & specificities

July 2024

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alliance with

 **WHEELS™**

Wired for success: a country-by-country guide to **EV readiness**

Welcome to the 2024 Ayvens Mobility Guide, our annual guide designed to provide fleet managers with a detailed overview of the pace of electrification across various markets. This guide is a tool to help **fleet managers navigate the complexities of the evolving sustainable mobility landscape**, enabling them to adjust their strategies according to their geographical footprint.



In 2024, the electric mobility landscape will see an expanding offer of electric models and a rapid growth in charging **infrastructure coverage**. Additionally, intense **price wars**, an evolving Total Cost of Ownership (TCO) for electric vehicles, **geopolitical** trade tensions, and a political agenda shaped by EU and US **elections** will be key factors shaping the industry. Stay tuned as we explore these dynamic factors in the year ahead.

The electric vehicle (EV) market has seen a surge in the **number of models available**, now covering a wider range of segments. Newer EVs like the Citroen eC3, the Renault 5, the Volvo EX30, the Kia EV3, the Lancia Y, and Alfa Junior have been launched, catering to diverse consumer needs and budgets. This expansion in the EV market provides fleet managers with a **broader selection** of vehicles to choose from, enabling them to align their choices with their operational needs and sustainability goals. The growing diversity in the EV market is a crucial factor in accelerating the transition to sustainable transportation and reducing the carbon footprint of fleet operations.

The EV **charging infrastructure** has been rapidly **expanding**, notably in certain countries such as Greece and Serbia. These nations have exhibited more than 180% growth in terms of charging stations compared to the previous year, demonstrating the critical role of charging infrastructure in promoting the broad acceptance of electric vehicles. This expansion has been further bolstered by the implementation of the Alternative Fuels Infrastructure Regulation (AFIR), aiming at ensuring the widespread availability of charging stations across the EU. The AFIR regulation mandates that member states install charging points at regular intervals on major highways, ensuring seamless long-distance travel for EV drivers. This regulatory push, coupled with the ongoing commitment of private companies and governments to invest in charging infrastructure, is set to further accelerate the adoption of electric vehicles in 2024 and in the upcoming years.

A notable trend in 2023 has been the **ongoing progress of Chinese original equipment manufacturers (OEMs)** into the European market, despite hurdles like lack of brand awareness and establishing a capillary dealer network. The penetration of pure Chinese brands has grown from 6% in 2022 to 7% in 2023 in terms of yearly registrations. A few Chinese OEMs are also considering establishing **production** facilities in European territories to ensure future readiness and to potentially circumvent any potential change concerning the import tariffs, currently under discussion at the European Union commission. The discontinuation of **government incentives** for EV mature

Wired for success: a country-by-country guide to **EV readiness**

...
markets also had a significant impact. For instance, **France** phased out battery electric vehicle (BEV) benefits for corporate customers in **February 2024**, restricting the bonus to EU-produced models. Likewise in December 2023, Germany unexpectedly ended its BEV acquisition subsidy, which will influence consumer choices and market balances during 2024.

Although the price premium for battery electric vehicles (BEVs) over internal combustion engine (ICE) vehicles **the total cost of ownership (TCO) is still beneficial for 13 European countries** among which Belgium, Denmark, Finland, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Norway, Poland, Portugal and Switzerland.

As we approach mid 2024 and look towards 2025, there's a general consensus among economists and central banks that the inflation rate in Europe will hold steady, at 2.2% according to the European Central Bank. When we factor in the influence of inflation and interest rates on financing costs, we **anticipate a steady trajectory for the TCO of BEVs** in the coming 12 months. This forecast is based on the anticipated **reduction in purchase prices** and the **increase of discounts**, which is projected to stay competitive with decreased private demand. Therefore, even with the predicted inflation, the TCO for BEVs is expected to stabilise, thanks to these balancing elements.

Meanwhile, **new EV price volatility** remains a key point of focus for automotive players, especially in the long-term and short-

term rental sectors. To address these challenges, fleet managers can consider strategies such as **multi-cycle lease**, which allows them to optimize their resources and manage costs more effectively while extending the life span of vehicles. **Rightsizing** their model choice is another option that can support fleet managers to manage costs more effectively and reduce the overall life-cycle carbon footprint of their fleets.

Moreover, exploring other **powertrain options** can play a significant role in cost management. Implementing **mobility budgets**, which allows employees to choose from a range of sustainable transport options, can help reduce the overall cost of fleet management. Lastly **car-sharing** schemes and **e-bikes** can help reduce the reliance on traditional fleet vehicles, contributing to both costs saving and sustainability goals.

Fleet managers have a range of strategies at their disposal, and **Ayvens Consultancy**, coupled with **Wheels**, our North American strategic alliance partner, are available to help you determine the best strategy for your company in order to navigate the complexity of the evolving mobility market to find the right balance between sustainability and cost management. In the context of these developments, the Ayvens Mobility Guide 2024 aims to provide a comprehensive overview of the mobility market. By delving into the intricacies of market trends, and policy developments, this guide seeks to empower fleet managers to make informed decisions and drive the transition towards a more sustainable and innovative mobility future.



Advisory services are the key of electrification

Transitioning a fleet to electric is a bumpy road which is why **Ayvens' consultancy services** have developed an **end-to-end approach** with expert advice **tailored to your fleet ambitions**. Our **five-step approach** has been enhanced since the integration of ALD Automotive and LeasePlan to keep the **best of both worlds** in term of methodology and tools. We have revised it to be **closer to your new challenges and your needs**, working with best-in class consultants, and analyzing **data from over 3.4 million vehicles across 42 countries**. With the use of **cutting-edge digital tools**, we are able to provide you with **practical, data-driven insights** to support your fleet's transition to electric vehicles.

With Ayvens Mobility Guide 2024, you will have the ability to identify the **most EV mature market** and, when combined with our driver assessment, build a comprehensive **EV strategy**. This approach will enable you to make more accurate projections regarding **potential costs and CO₂ emissions**.

Enjoy the reading!

Our consultancy services

Navigating mobility complexity with proven expertise, methodology and tools

Each of our consultancy projects apply a **5-step methodology for an end-to-end approach from strategy to implementation**:

- 1 Define**
Requirements assessment to determine scope & objectives
- 2 Scan**
Data & benchmark analysis to set targets
- 3 Optimise**
Projected scenarios to achieve targets using tools & workshop output
- 4 Recommend**
Final scenarios, planning & validation
- 5 Implement & monitor**
Scenario implementation & follow-up surveys & reporting

5 core themes

- Electrification
- CO₂ reduction
- Fleet & TCO optimization
- Safety
- Mobility budget & alternatives

A global approach

Combining local and international consultancy expertise, with a unique global offering in collaboration with our strategic alliance partner Wheels for North America.

Glossary

- **BEV** refers to Battery Electric Vehicle • **BIK** refers to Benefit-In-Kind • **CNG** refers to Compressed Natural Gas Vehicle • **eLCV** refers to Electric Light Commercial Vehicle
- **EU** refers to European Union • **EV** refers to Electric Vehicle • **FCEV** refers to Fuel Cell Electric Vehicle • **FSL** refers to Full Service Leasing • **HEV** refers to Hybrid Electric Vehicle
- **ICE** refers to Internal Combustion Engine • **LCV** refers to Light Commercial Vehicle • **LEZ** refers to Low-Emission-Zones • **LPG** refers to Liquefied Petroleum Gas Vehicle
- **LTZ** refers to Limited Traffic Zone • **MHEV** refers to Mild Hybrid Electric Vehicle • **NEDP** refers to New European Driving Cycle • **OCPP** refers to Open Charge Point Protocol
- **OEMs** refers to Original Equipment Manufacturers • **PC** refers to Passenger Car • **PHEV** refers to Plug-in Hybrid Electric Vehicle • **TCO** refers to Total Cost of Ownership
- **TPL** refers to Third Party Logistics • **ZEV** refers to Zero Emission Vehicle

Our advisory services

Navigating mobility complexity with proven expertise, methodology and tools.

What makes us different?



Extensive data analysis
from our fleet of
3.4 million vehicles



In-house tools

(Net Zero Programme, TCO calculator,
benchmarking...)



Multinational coverage across
42 countries & 58
through commercial alliances



Extensive expertise

(automotive, leasing, charging & energy,
taxation, legislation, CO₂, TCO)



89% client satisfaction rate
2023 IKA Survey



Bespoke **co-created**
methodology with our clients


Making the EV transition simple, intuitive and accessible

1. Tailormade EV transition strategies (3 to 6 months)

2. Easy EV implementation (3 to 6 months)

3. Transparency & cost control

- 1 Define**
Requirements assessment to determine scope & objectives
- 2 Scan**
Data & benchmark analysis to set targets
- 3 Optimise**
Projected scenarios to achieve targets using tools & workshop output
- 4 Recommend**
Final scenarios, planning & validation
- 5 Implement & monitor**
Scenario implementation & follow-up surveys & reporting



Vehicle order
(Multi-brand vehicle catalogue)

Alternative EV combinations
Add a bike, switch option, mobility budget...



Charging installation
+ Delivery



Fleet Manager monitoring tools



Charging accessibility
(app/card)

3 ways to recharge your vehicle

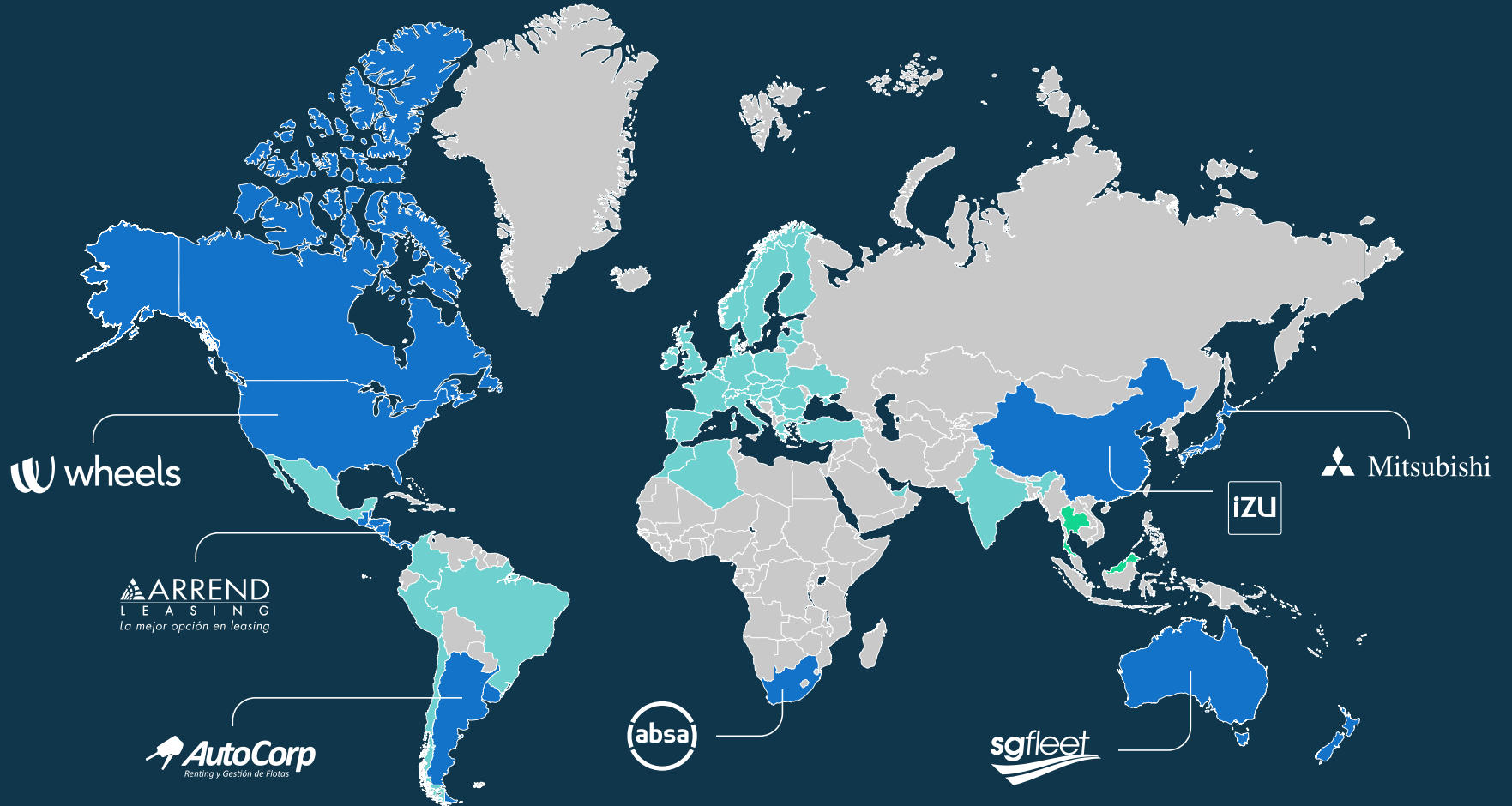
Home

Workplace

Public Network

Supporting you wherever you need us

- Ayvens
- Alliance partner
- Subsidiaries in joint venture with Mitsubishi HC Capital



~3.4 million vehicles in 42 subsidiaries

+ Alliance partners 58 countries

EV maturity scoring

Our Mobility Guide scores countries according to their level of EV Maturity on an annual basis. **Our aim is to support global fleet managers in their journey towards electrification, providing a snapshot of EV maturity for each country.**

This scoring allows you to answer legitimate questions as where to start the energy transition and at which pace.

● Countries with scoring above 60 points

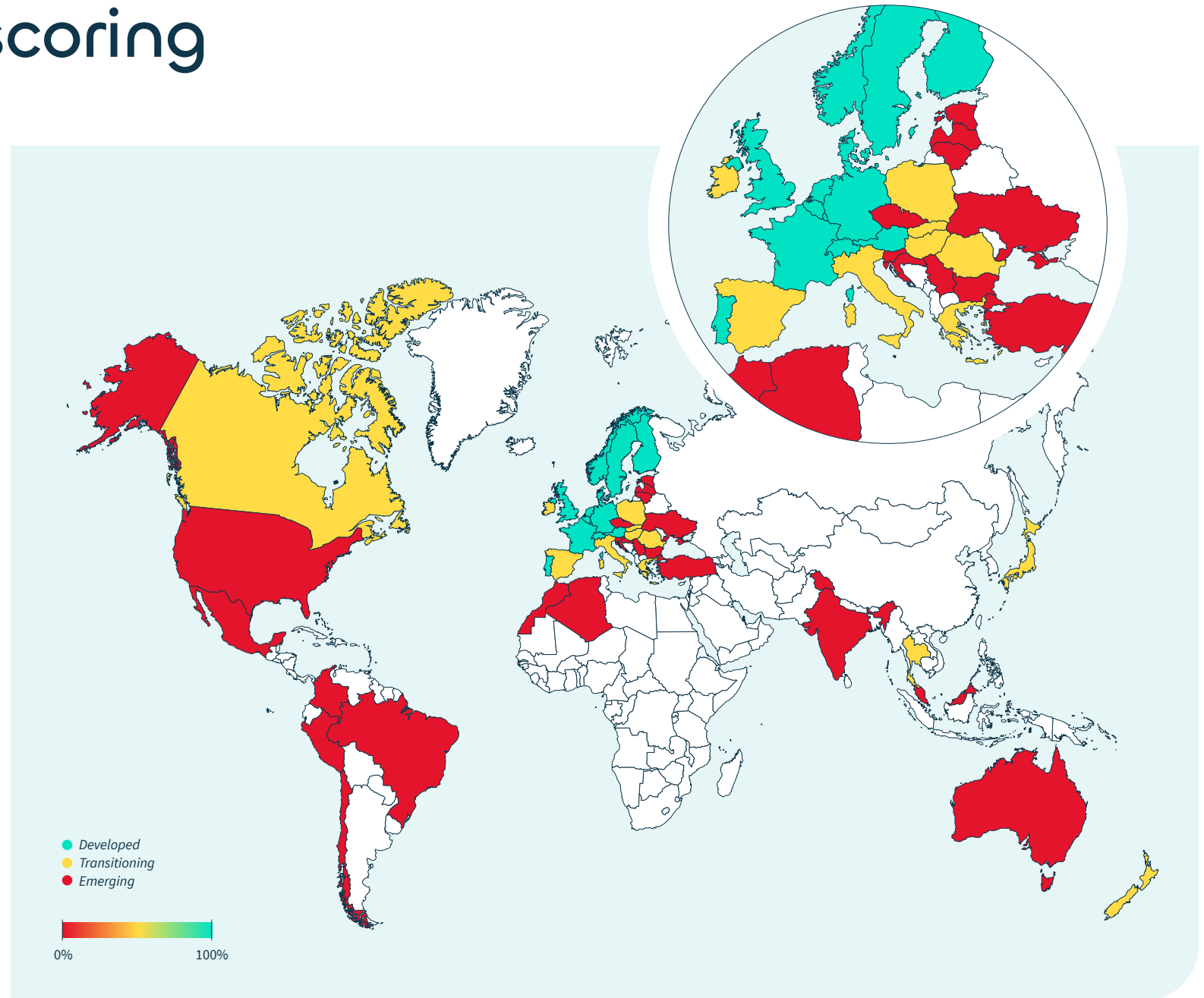
Austria, Belgium, Denmark, Finland, France, Germany, Luxembourg, Netherlands, Norway, Portugal, Sweden, Switzerland, United Kingdom

● Countries with scoring above 40 points

Canada, Greece, Hungary, Ireland, Italy, Japan, New Zealand, Poland, Romania, Spain, Thailand

● Countries with scoring below 40 points

Algeria, Australia, Brazil, Bulgaria, Chile, Colombia, Croatia, Czech Republic, Estonia, India, Latvia, Lithuania, Malaysia, Mexico, Morocco, Peru, Serbia, Slovakia, Slovenia, Turkey, United Arab Emirates, Ukraine, USA



Sources: EVVolumes - EAFO-European Alternative Fuels Observatory - ACEA - electricitymaps

Our scoring rationale

The scoring methodology we have used for the 2024 edition of the Mobility Guide takes into consideration several **factors and hurdles when transitioning** to an electrified fleet. The methodology remains the same as the previous Mobility Guide.

The **main barriers to BEV adoption** are **range anxiety, charging infrastructure complexity** and **affordability**.

In this guide, our aim is to **provide an unbiased view of these barriers**, focusing on **6 pillars**, highlighted here with the **metrics taken into consideration**.

The sum of these pillars produces the total country score.

1. EV adoption

The share of EV (PHEV & BEV) sales volumes compared to the total industry volume. Battery electric vehicles (BEVs) are given greater weighting than other electric powertrains like PHEVs.

2. Charging infrastructure

The quality, quantity and complexity of the public charging infrastructure relative to the number of EVs that will need to charge per 100Km.

3. Taxation and regulation

Government (federal, regional & major cities) incentives, subsidies or restrictions that impact the adoption of greener powertrains.

4. Green powertrain offering

The number of battery electric vehicle models available in the market and the number of unique BEV models sold in the past 12 months.

5. BEV vs ICE total cost of ownership (TCO) comparison

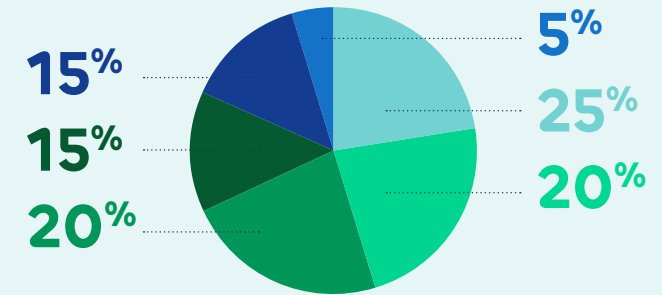
Measuring the cost competitiveness of battery electric vehicles compared to their internal combustion engine counterparts.

A country that is at cost parity receives a score of 3 out of 15. The cheaper it is to run a BEV, the higher the score.

6. Sustainability relevance of the electricity

Looks at the carbon intensity in the energy grid. A higher score indicates lower carbon emissions and a higher proportion of energy coming from renewable sources.

Weight of each KPI



KPI

Sub category

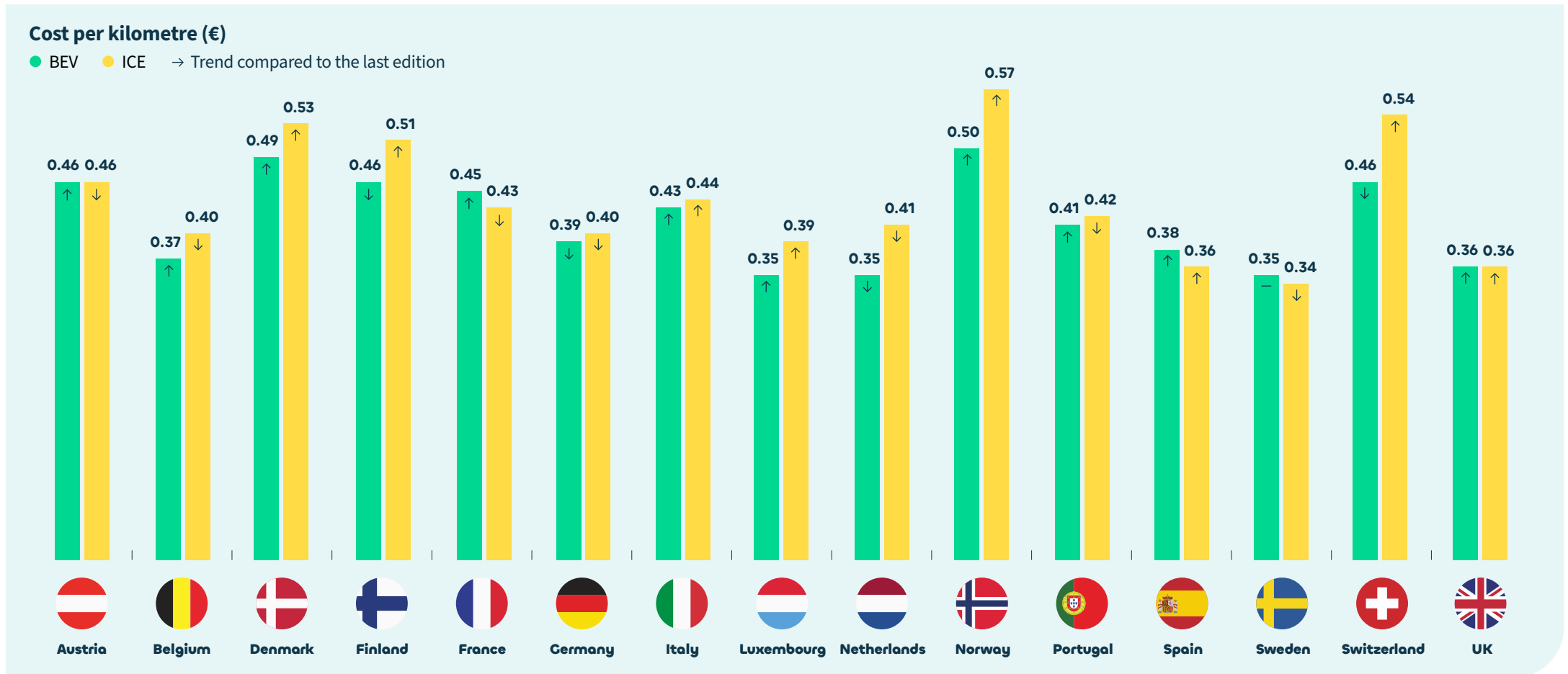
<p>EV adoption</p>	<ul style="list-style-type: none"> • 2023 EV registration / Running country fleet • Powertrain mix passenger cars & light commercial vehicles - all markets • Share of EVs / Total 2023 new car registrations • Share of PHEVs / Total 2023 new EVs car registrations • Share of BEVs / Total 2023 new EVs car registrations
<p>Charging infrastructure</p>	<ul style="list-style-type: none"> • Number of public chargers / EV Running country fleet • Number of public chargers / EV 2023 registrations • Number of normal, fast & ultra fast chargers / Number of chargers • Number of charging stations per 100Km • Total EVs divided by public charging stations
<p>Taxation and regulation</p>	<ul style="list-style-type: none"> • Incentives on EV purchase or ownership • Incentives on driver benefit-in-kind • Low Emission Zones or Diesel ban • Incentives on EV infrastructure
<p>Green powertrain offering</p>	<ul style="list-style-type: none"> • Number of unique BEV models sold in the past 12 months
<p>BEV vs ICE TCO comparison</p>	<ul style="list-style-type: none"> • TCO comparison between a basket of BEV reference models and comparable models in ICE powertrain
<p>Sustainability relevance of electricity</p>	<p>Snapshot of:</p> <ul style="list-style-type: none"> • Grid CO₂ Carbon intensity • Share of low carbon • Share of renewables

Sources: EV Volumes - EAFO-European Alternative Fuels Observatory - ACEA - electricity maps - ALD Automotive internal databases. Metrics highlighted in **bold** have been represented in the country individual scorecards.

Reversal of the BEV TCO downward trend in some EU markets from 2023 onwards

General deterioration compared to ICE in some markets. In France, Spain & Sweden, BEV TCO is now higher than ICE. For the UK and Austria, BEV TCO is back to a simple parity.

Cost per Km for 48 months/120,000 Km, BEV VS ICE TCO Benchmark Q1 2024 – all passenger car models in scope excluding Top Mgmt.



Category 1: Developed



	Final score 2024	EV Adoption	Charging Infrastructure	Taxation and Regulation	Green powertrain offering	Sustainability relevance of electricity	TCO comparison	Vs 2023
Norway	82	20	15	13	15	5	14	+1
Netherlands	80	20	17	13	15	1	14	+12
Finland	74	20	13	11	13	4	13	+12
Belgium	70	17	10	13	15	4	11	+5
Luxembourg	70	18	12	9	14	3	14	+10
Denmark	69	18	14	8	15	3	11	+9
Austria	68	16	16	14	15	4	3	-1
Switzerland	64	15	12	6	13	5	13	+10
Germany	63	16	14	11	15	1	6	+3
United Kingdom	63	16	12	14	15	3	3	+3
Sweden	62	21	8	11	15	5	2	-3
France	60	18	11	9	15	5	2	0
Portugal	60	16	12	7	15	4	6	+3

Category 2: Transitioning



	Final score 2024	EV Adoption	Charging Infrastructure	Taxation and Regulation	Green powertrain offering	Sustainability relevance of electricity	TCO comparison	Vs 2023
Italy	54	10	10	10	15	1	8	+6
Japan	53	10	12	9	7	1	14	+4
Ireland	51	16	5	10	12	2	6	0
Canada	50	13	7	7	9	3	11	+16
Greece	49	10	9	8	12	2	8	+6
Spain	45	10	9	7	15	4	0	0
New Zealand	44	16	9	3	11	5	0	+7
Hungary	43	12	9	7	11	3	1	+3
Thailand	43	13	6	8	7	1	8	+3
Romania	42	13	8	6	12	3	0	+5
Poland	41	10	5	5	14	1	6	+2

3 levels of maturity across our global scope

Category 1: Developed

For the first category, we selected the TOP countries where EVs have either established a strong presence or where there are favorable conditions towards their adoption in the coming future.

Country scoring above 60 points



Category 2: Transitioning

Within this second category, we have countries that have shown a concrete interest in electrification. However, due to local challenges, we foresee the transition happening in the mid-term for these markets.

Country scoring between 40-59 points



Category 3: Emerging

In the emerging category, we included countries where the hurdles of charging, affordability and availability are still difficult to overcome.

Countries with scoring below 40 points



Algeria



Ayvens fleet size at end 2023
2,970

EV maturity scoring (6/100)



EV adoption

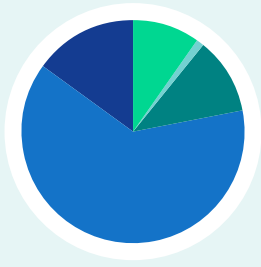
Score **6/25**

Powertrain distribution

All market based on 2023 registration

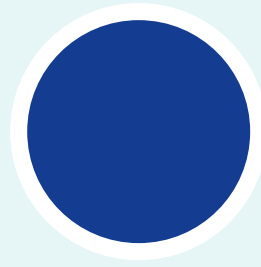
Passenger cars (PC)

- BEV
- PHEV
- HEV
- 28% Petrol
- 72% Diesel
- Other



Light commercial vehicles (LCV)

- BEV & PHEV
- Hybrid
- Alt fuel
- Petrol
- 100% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

- N/A BEV
- N/A PHEV
- N/A ICE

TOP 3 BEV

All market PC

- 1 Fiat Tipo
- 2 Fiat 500X
- 3 N/A

Top 3 e-LCV

All market LCV

- 1 N/A
- 2 N/A
- 3 N/A

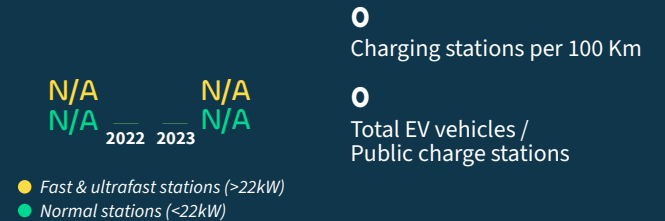
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **0/20**



Green powertrain offer

Score **0/15**

N/A

Sustainability relevance

Score **0/5**

N/A

Taxation and regulation

Score **0/20**

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Australia



Partner's fleet size at end 2023
225,000

EV maturity scoring (37/100)



EV adoption

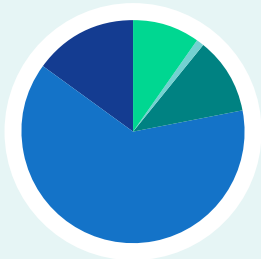
Score **12/25**

Powertrain distribution

All market based on 2023 registration

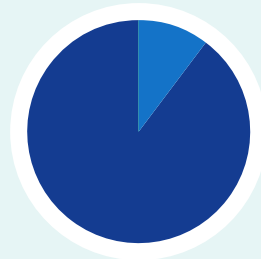
Passenger cars (PC)

9.8% BEV
1.3% PHEV
11% HEV
62.9% Petrol
15% Diesel
- Other



Light commercial vehicles (LCV)

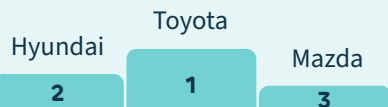
0.1% BEV & PHEV
- Hybrid
- Alt fuel
10.4% Petrol
89.5% Diesel
- Other



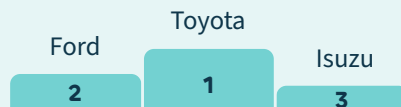
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+161% BEV
+50% PHEV
+7.6% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 BYD Atto-3 BEV

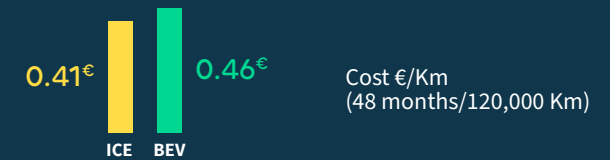
Top 3 e-LCV

All market LCV

- 1 Peugeot e-Partner
- 2 Ford E-Transit
- 3 Maxus EV90

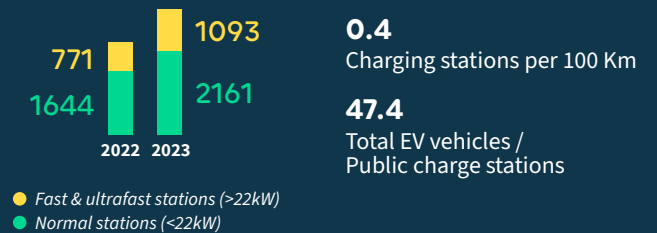
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **4/20**



Green powertrain offer

Score **9/15**

70 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **2/5**

Carbon intensity from 88 to 592 g (gCO₂e/kWh), with 43% low carbon of which 43% are renewable.

Taxation and regulation

Score **10/20**

www.dccew.gov.au

Score **10/20**

Taxation & regulation

Registration tax & ownership benefits

At Federal Government level 3 main incentives are available to help reduce the cost of EVs. These include the Luxury Car Tax (LCT) threshold changes, fringe benefits tax (FBT) exemptions and customs duty removal on EVs.

1. Higher Luxury Car Tax threshold

Applies to vehicles with values over the LCT threshold. For petrol and diesel, it applies to any car that's above the \$76,950 luxury car tax threshold for the financial year 2023-24. For more fuel-efficient cars like EVs, the threshold is set at \$89,332 for the financial year 2023-24. Any EV above this price will have LCT to be paid.

2. FBT exemptions

As of 1st July 2022, the Federal Government has implemented a FBT exemption for eligible EVs. This FBT saving makes electric cars more appealing to employers and employees, helping increase the uptake of EVs in company fleets. This incentive will be reviewed by the government in 2027.

3. Customs duty (tax applied to imported goods) removal

As of 1st July 2022, EVs and plug-in hybrids with a value lower than the LCT threshold have a "Free" rate of customs duty.

Company tax benefit

On the 1st July 2022, the Federal Government implemented a FBT exemption for eligible EVs. This incentive will be reviewed by the Federal Government in 2027.

Employee benefit

No fringe benefit Tax if you provide private use of an electric car that meets all the following conditions:

- Luxury car tax (LCT) has never been payable on the importation or sale of the car.
- The car is a zero or low emissions vehicle.
- The first time the car is both held and used is on or after 1st July 2022.
- The car is used by a current employee or their associates (such as family members) and has private use applicable.

Purchase subsidy

Incentives for Australian EV drivers differ depending on the state you live in.

Queensland: Rebate of \$6,000 to EVs purchased from 21st April 2023 that are under \$68,000. Vehicle registration duty is also lower on hybrid and EV registrations.

New South Wales should be: Rebate or stamp

duty refund for EV purchased before 1st January 2024. EV Fleet Incentive program. Application based for a reverse auction type approach to funding.

Australian Capital Territory (ACT): No registration fees for up to two years on EVs purchased. From 1st July 2024, the ACT is expected to move to an emission-based system.

Victoria: EV buyers can get \$100 off their registration every year.

South Australia (SA): Exemption from car registration costs for up to 3 years if the vehicle's purchase price is under \$68,750. Vehicles need to be registered by 30th June 2025.

Tasmania: EV buyers can receive \$2,000 off the price of an eligible BEV.

Northern Territory (NT): Free registration for new and used EVs. Stamp duty concession upto \$1,500 on EVs valued under \$50,000.

Western Australia: Zero Emission Vehicle rebate. 10,000 drivers with up to \$3,500 as part of the rebate. It should last until 10 May 2025, if the available rebates haven't been taken up by drivers before then.

EV infrastructure subsidy

The Driving The Nation Fund will enable Australia's shift to electric vehicles in several

ways. It will expand the national rollout of EV charging and hydrogen refuelling infrastructure and support investment in fleets.

The government doubled the existing investment in 2022 with \$250 million in new funding, bringing the Fund to \$500 million.

There are 3 elements to the Driving The Nation Fund:

National EV charging network - \$39.3 million to help deliver 117 EV chargers on key highway routes across Australia.

Hydrogen highways - Up to \$80 million co-invested with state and territory governments to help decarbonise heavy transport with a roll out of hydrogen refuelling networks on key freight routes.

Australian Renewable Energy Agency (ARENA) - Over \$130 million to co-fund initiatives that will reduce Australia's road transport emissions.

Regulation

Legislation for the Australian Government's New Vehicle Efficiency Standard is being introduced. The scheme will commence on 1st January 2025 but manufacturers will not begin earning credits or accruing penalties until 1st July 2025.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
26,230

EV maturity scoring (68/100)



EV adoption

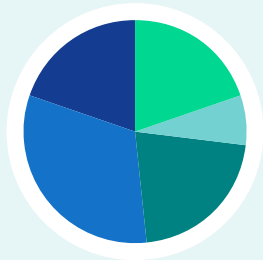
Score **16/25**

Powertrain distribution

All market based on 2023 registration

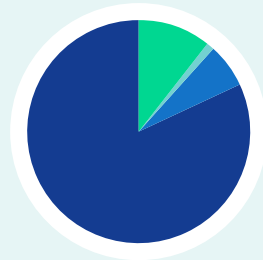
Passenger cars (PC)

- 19.9% BEV
- 7.1% PHEV
- 21.6% HEV
- 31.9% Petrol
- 19.5% Diesel
- Other



Light commercial vehicles (LCV)

- 10.7% BEV & PHEV
- 1.2% Hybrid
- Alt fuel
- 6.3% Petrol
- 81.8% Diesel
- Other



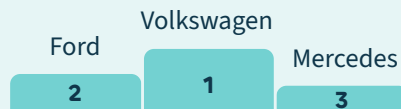
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

- +39% BEV
- +28% PHEV
- 2.2% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Skoda Enyaq
- 3 Cupra Born

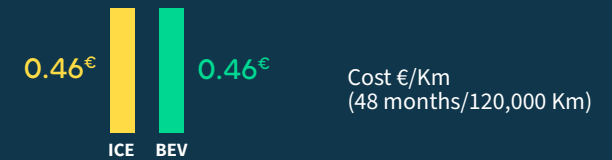
Top 3 e-LCV

All market LCV

- 1 Maxus EV30
- 2 VW ID.BUZZ Cargo
- 3 Renault Kangoo

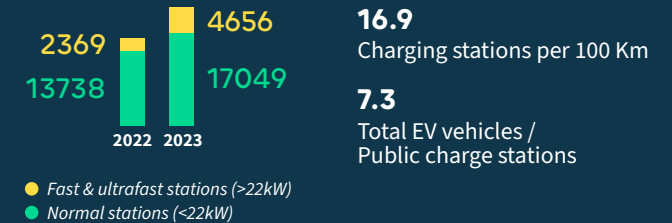
BEV vs ICE TCO

Score **3/15**



Charging infrastructure

Score **16/20**



Green powertrain offer

Score **15/15**

143 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **4/5**

Carbon intensity at 169 g (gCO₂eq/kWh), with 82% low carbon of which 77% are renewable.

Taxation and regulation

Score **14/20**

www.oesterreich.gv.at



Score **14/20**

Taxation & regulation

Registration tax & ownership benefits

- All cars below 103 g CO₂/Km (WLTP value) are registration tax-free, No VAT, no NoVa (Normverbrauchsabgabe), standardised consumption tax.
- On ownership tax, BEVs are 100% tax-exempt from all relevant federal taxes, except VAT.
- Circulation tax (motorbezogene Versicherungssteuer). The tax is calculated on the basis of the engine's horsepower. PHEVs have to pay only for the ICE part.
- Possibility to claim carbon credit (ePrämie) for the charging of BEVs. Amount is subject to change, for 2024 currently up to €135/car.

Company tax benefit

Input tax reduction (Vorsteuerabzug) possible. It is possible for companies to reduce the input tax when purchasing a BEV. The purchase price limit for this (partial) reduction is €80,000 (including VAT).

From 1st January 2023, an investment allowance of 15% of the purchase costs can be claimed for tax purposes when purchasing electric cars for business.

Employee benefit

For employees, the private use of a zero-emission company car, and the electricity to charge it publicly, are exempted from taxation as benefit in kind.

For charging in private homes, the used electricity can be reimbursed tax free to a certain amount (amount is set by the energy regulatory agency once a year; for 2024 it is €0.33182/kWh)

Purchase subsidy

For private individuals the subsidy amounts up to €5,000 per BEV & FCEV. For social institutions, driving schools, e-car sharing and e-taxis the subsidy amounts up to €2,000 per BEV & FCEV. Both subsidies on conditions that purchase price is below €60,000 (incl. VAT).

eLCVs (category N1) can get a grant of up to €10,000 (depending on permissible maximum weight).

EV infrastructure subsidy

Subsidy scheme supporting the installation and purchase of public and private charging stations. The subsidy to companies depends on the type of charging stations and its usage, ranging from as low as €500 (if AC and not publicly available)

and can be up to €30,000 (DC ≥ 300 kW and publicly available).

The scheme for private individuals grants €600 per charging station (non OCPP compliant and single or two-family dwellings), but can go up to €1,800 per smart charging station (OCPP compliant) and if in multi-use installation.

Regulation

- BEVs are exempt from paying parking fees in several cities.
- Some highway-sections allows higher speed limits for BEV.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Belgium



Ayvens fleet size at end 2023
155,183

EV maturity scoring (70/100)



EV adoption

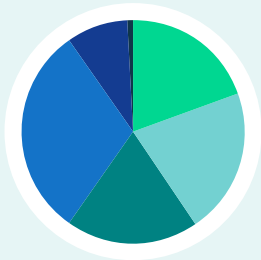
Score **17/25**

Powertrain distribution

All market based on 2023 registration

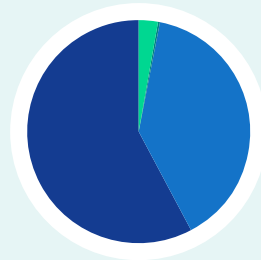
Passenger cars (PC)

19.6% BEV
21% PHEV
19.3% HEV
30.6% Petrol
8.8% Diesel
0.7% Other



Light commercial vehicles (LCV)

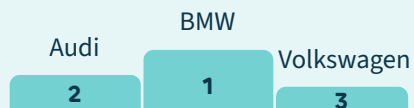
4.5% BEV & PHEV
0.1% Hybrid
0.2% Alt fuel
6.4% Petrol
88.8% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+146.8% BEV
+65.4% PHEV
+5.7% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Audi Q4 E-Tron
- 3 VW ID.4

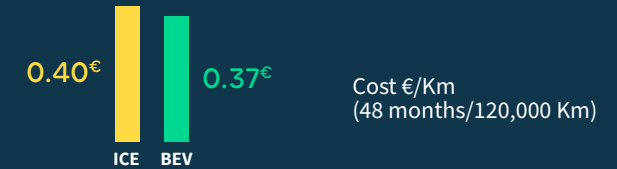
Top 3 e-LCV

All market LCV

- 1 Citroen e-Berlingo Van
- 2 Renault Kangoo
- 3 VW ID.BUZZ Cargo

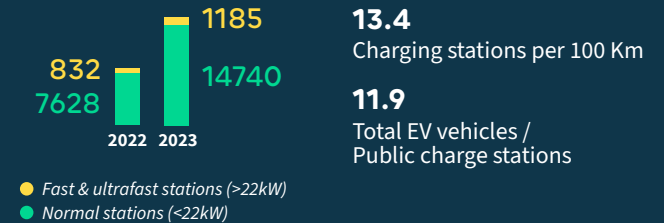
BEV vs ICE TCO

Score **11/15**



Charging infrastructure

Score **10/20**



Green powertrain offer

Score **15/15**

167 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **4/5**

Carbon intensity at 179 g (gCO₂eq/kWh), with 72% low carbon of which 33% are renewable.

Taxation and regulation

Score **13/20**

www.aldautomotive.be



Score **13/20**

Taxation & regulation

Registration tax & ownership benefits

Regional differences:

- Brussels: minimal rate of €61.50 for ZEV.
- Flanders: exempted for ZEV.
- Wallonia: minimal rate of €61.50 for ZEV.

Company tax benefit

100% deductibility for ZEV (vehicle + energy).
100% deductibility for PHEV and decreasing by 25%/year (vehicle), limited deductibility of 50% (energy, applies to diesel/petrol consumption).
Minimum CO₂ contribution without multiplier for ZEV/PHEV.

Employee benefit

Minimal benefit in kind of €1,600 yearly or 4% of 6/7 of fiscal catalog value.

Purchase subsidy

N/A

EV infrastructure subsidy

For corporations:

- 150% deductibility (including different expenses such as installation and assessment) if installed between 1st January 2023 and 31st August 2024, and only if publically accessible and intelligent.

Privately:

- Tax benefit of 15% for a maximum €1,750 (unidirectional charger) or €8,000 (bidirectional charger) investment if installed between 1st January 2024 and 31st August 2024 and only if intelligent and providing green electricity.

Regulation

- Region LEZ (low emission zones). Exclusion of most polluting vehicles in main cities: Brussels, Antwerp and Ghent, based on the Euro standard.
- Regional obligations for companies in specific cities to draft a “Company Mobility Plan”. Promotion of alternative means of transportation, if certain requirements are met.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
48,723

EV maturity scoring (26/100)
26

EV adoption

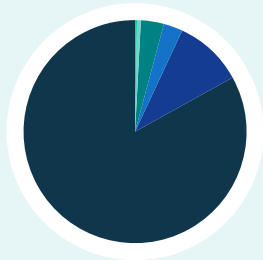
Score **6/25**

Powertrain distribution

All market based on 2023 registration

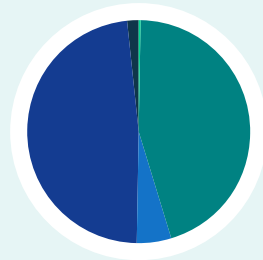
Passenger cars (PC)

- 0.4% BEV
- 0.5% PHEV
- 3.4% HEV
- 2.8% Petrol
- 9.9% Diesel
- 83% Other



Light commercial vehicles (LCV)

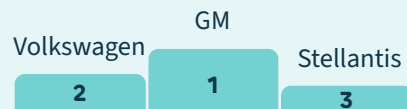
- 0.2% BEV & PHEV
- 0.2% Hybrid
- 45% Alt fuel
- 5% Petrol
- 48% Diesel
- 1.6% Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

- +128% BEV
- +83% PHEV
- +9.2% ICE

TOP 3 BEV

All market PC

- 1 BYD Dolphin
- 2 Volvo XC 40
- 3 BYD Yuan Plus / Atto-3

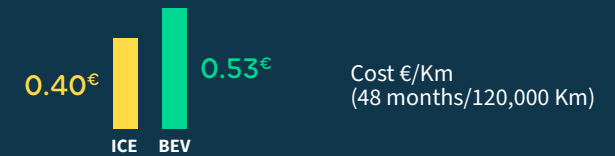
Top 3 e-LCV

All market LCV

- 1 Renault Kangoo
- 2 Citroen e-Jumpy
- 3 Fiat E-Scudo

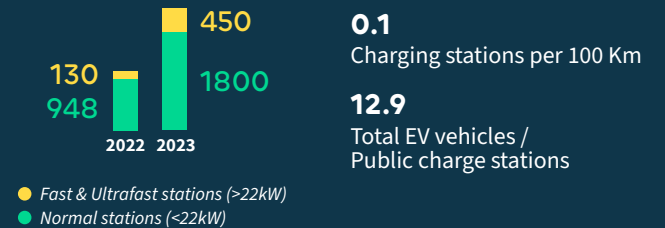
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **4/20**



Green powertrain offer

Score **9/15**

63 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **5/5**

Carbon intensity from 43 to 108 g (gCO₂eq/kWh), with up to 91% low carbon of which 90% are renewable.

Taxation and regulation

Score **2/20**

N/A

Bulgaria



Ayvens fleet size at end 2023

4,048

EV maturity scoring (32/100)



EV adoption

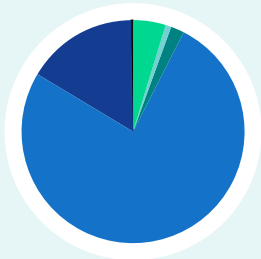
Score 10/25

Powertrain distribution

All market based on 2023 registration

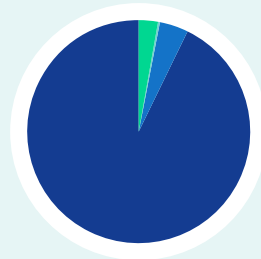
Passenger cars (PC)

4.8%	BEV
0.9%	PHEV
1.8%	HEV
76.3%	Petrol
16%	Diesel
0.2%	Other



Light commercial vehicles (LCV)

2.8%	BEV & PHEV
0.3%	Hybrid
	Alt fuel
4.2%	Petrol
92.7%	Diesel
-	Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+119.3% BEV
+151.8% PHEV
+31.1% ICE

TOP 3 BEV

All market PC

- 1 Dacia Spring
- 2 Tesla Model Y
- 3 Peugeot e-208

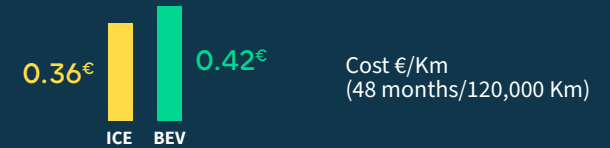
Top 3 e-LCV

All market LCV

- 1 Citroen e-Berlingo
- 2 Peugeot e-Partner
- 3 ID Buzz Cargo

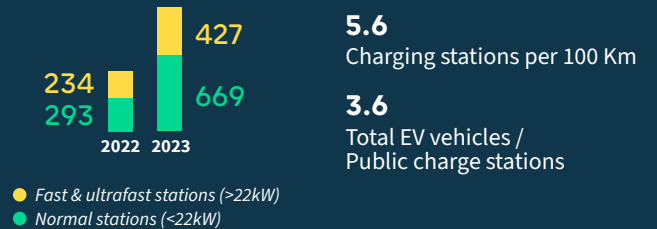
BEV vs ICE TCO

Score 0/15



Charging infrastructure

Score 9/20



Green powertrain offer

Score 10/15

79 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score 2/5

Carbon intensity at 384 g (gCO₂eq/kWh), with 61% low carbon of which 22% are renewable.

Taxation and regulation

Score 1/20

www.minfin.bg



WHEELS™

Wheels' fleet size at end 2023

52,000

EV maturity scoring (50/100)



EV adoption

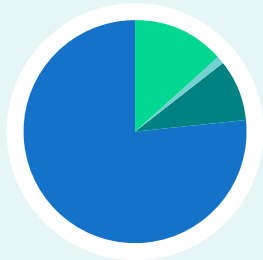
Score 13/25

Powertrain distribution

All market based on 2023 registration

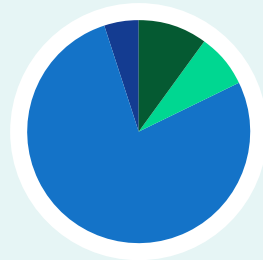
Passenger cars (PC)

13.5%	BEV
1%	PHEV
9%	HEV
76.5%	Petrol
-	Diesel
-	Other



Light commercial vehicles (LCV)

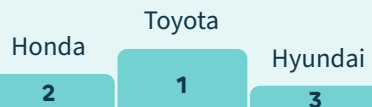
10%	BEV & PHEV
8%	Hybrid
-	Alt fuel
77%	Petrol
5%	Diesel
-	Other



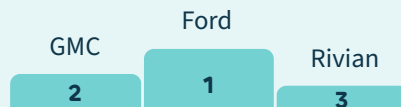
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

- +41.5% BEV
- +80.5% PHEV
- +10.1% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 Chevrolet Bolt EUV

Top 3 e-LCV

All market LCV

- 1 Ford F-150 Lightning
- 2 Rivian EDV
- 3 Brightdrop Zevo 600

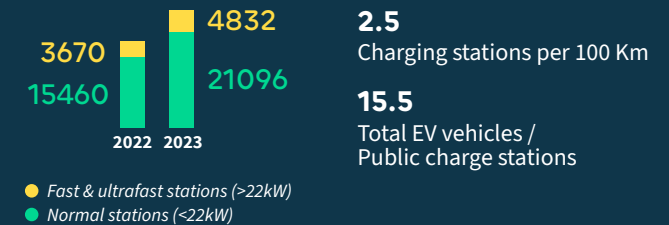
BEV vs ICE TCO

Score 11/15



Charging infrastructure

Score 7/20



Green powertrain offer

Score 9/15

68 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score 3/5

Carbon intensity from 31 to 517 g (gCO₂eq/kWh), with 64% low carbon of which 53% are renewable.

Taxation and regulation

Score 7/20

www.canada.ca



Score **7/20**

Taxation & regulation

Registration tax & ownership benefits

- Saskatchewan - \$150/year registration tax on BEV & PHEV.
- Alberta - \$200/year registration tax on BEV & PHEV starting in 2025.

Company tax benefit

N/A

Employee benefit

N/A

Purchase subsidy

Federal EV incentive programs available. iZEV for light duty and passenger vehicles up to \$5,000 (limits apply). iMHZEV for Class 2 to Class 8 trucks ranging from \$10,000 to \$200,000 (limits apply).

- British Columbia - up to \$4,000 incentive.
- Quebec - up to \$7,000 incentive but being phased out over next two years.
- New Brunswick - up to \$5,000 incentive.
- Newfoundland - up to \$7,500 incentive.
- Nova Scotia - up to \$3,000 incentive.
- Yukon - up to \$5,000 incentive.
- Northwest Territories - up to \$7,500 incentive.

- Prince Edward Island - up to \$5,000 incentive.
- Manitoba - up to \$4,000 incentive.

These incentives are stackable on top of the Federal incentive.

EV infrastructure subsidy

- British Columbia - up to \$350 incentive for home charger installation.
- New Brunswick - up to \$750 incentive for home charger installation.
- Northwest Territories - up to \$500 incentive for home charger installation.
- Quebec - up to \$600 incentive for home charger installation.
- Yukon - up to \$750 for home charger installation.

Regulation

The Electric Vehicle Availability Standard (Federal Government, 2023) sets specific targets for new vehicle registrations for electric vehicles and the requirements for OEMs to make the necessary electric vehicles available in the Canadian market.

Zero Emissions Vehicle Act (British Columbia, 2019) requires OEMs to meet specific annual sales targets for new electric vehicle registrations.

The Zero Emissions Vehicle Standard (Quebec, 2018) requires OEMs to meet specific annual sales targets for new electric vehicle registrations.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
4,329

EV maturity scoring (24/100)
24

EV adoption

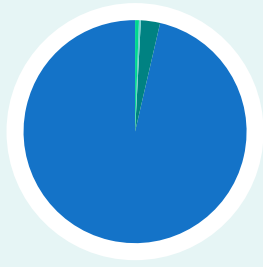
Score **7/25**

Powertrain distribution

All market based on 2023 registration

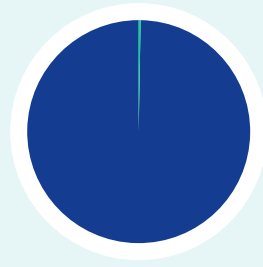
Passenger cars (PC)

0.7% BEV
0.3% PHEV
2.7% HEV
96.3% ICE
- Other



Light commercial vehicles (LCV)

0.3% BEV
- PHEV
0.1% HEV
99.6% ICE
- Other



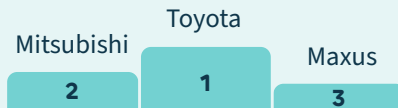
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+22.6% BEV
+6.8% PHEV
-26.5% ICE

TOP 3 BEV

All market PC

- 1 Maple s60
- 2 Kia Niro
- 3 BYD Yuan Plus

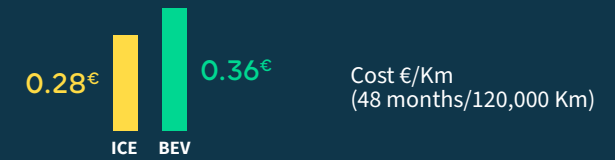
Top 3 e-LCV

All market LCV

- 1 Maxus EV30 / e-Deliver 3
- 2 Maxus EV90 / e-Deliver 9
- 3 Maxus T90

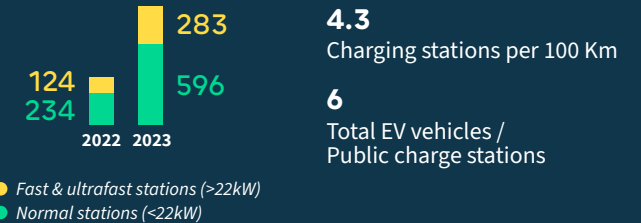
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **6/20**



Green powertrain offer

Score **6/15**

64 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **3/5**

Carbon intensity at 272 g (gCO₂eq/kWh), with 61% low carbon of which 61% are renewable.

Taxation and regulation

Score **2/20**

www.sii.cl/servicios_online



Score **2/20**

Taxation & regulation

Registration tax & ownership benefits

- Exemption of “Green Tax” based on CO₂ emissions for electric cars with free access without limiting their circulation for days or hours.
- Electric vehicles do not require payment of a circulation permit for the first 2 years.
- EV or ICE, who have a value over 62 UTA (aprox. €47,946) have to pay a “Luxury Tax”, which given the price of electric vehicles, they tend to fall in that category, something that discourages the electric market in Chile.

Company tax benefit

Based on article 8 of the Energy Efficiency Law, the depreciation on electric vehicle has been accelerated from 2 years to 1 year.

Employee benefit

N/A

Purchase subsidy

N/A

EV infrastructure subsidy

N/A

Regulation

- The vehicular restriction is activated when the ppm of CO₂ reaches a certain level in Santiago. However, BEV, PHEV, MHEV and Hybrid vehicle are exempt of this restriction.
- Chile’s goal for 2035 is to be free of CO₂ emissions.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Colombia



Ayvens fleet size at end 2023

4,844

EV maturity scoring (29/100)



EV adoption

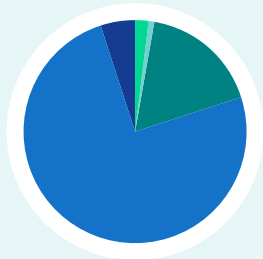
Score **8/25**

Powertrain distribution

All market based on 2023 registration

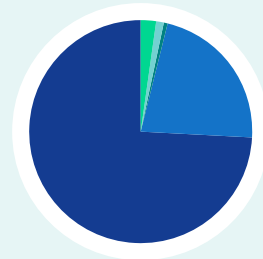
Passenger cars (PC)

2%	BEV
1%	PHEV
17%	HEV
75%	Petrol
5%	Diesel
-	Other



Light commercial vehicles (LCV)

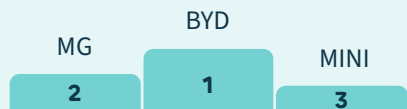
2.4%	BEV & PHEV
1%	Hybrid
0.6%	Alt fuel
22%	Petrol
74%	Diesel
-	Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+13.6%	BEV
+21.7%	PHEV
-33.6%	ICE

TOP 3 BEV

All market PC

- 1 BYD Yuan Plus / Atto-3
- 2 BYD Dolphin
- 3 Mini Cooper SE

Top 3 e-LCV

All market LCV

- 1 Dongfeng Rich 6 EV
- 2 Dongfeng E-Van
- 3 Stark E-truck 1.4 Lite

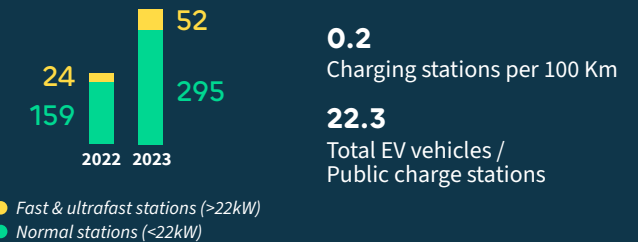
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **3/20**



Green powertrain offer

Score **9/15**

69 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **4/5**

Carbon intensity at 148 g (gCO₂eq/kWh), with 80% low carbon of which 80% are renewable.

Taxation and regulation

Score **5/20**

taxsummaries.pwc.com



Score **5/20**

Taxation & regulation

Registration tax & ownership benefits

- Road tax calculation is based on the list price, and it can vary from 1.5% to 3.5%. BEVs have a reduced percentage amounting to 1%.

Company tax benefit

- Consumption tax is set between 8% and 16% of the list price of the vehicle.
- In terms of company tax benefit, the operational lease grant (100% deductibility) on the lease installment and the related services (maintenance, tyres, gasoline, etc.).
- Reduced VAT for BEVs, PHEVs and HEVs is 5%. (compared to standard VAT 19%).
- For FSL the VAT is calculated depending on the monthly fee and the car price (between 7% to 9%).

Employee benefit

N/A

Purchase subsidy

N/A

EV infrastructure subsidy

- Mandatory connections for new habitational projects.

Regulation

- Environmental Mobility Restrictions in main cities except EVs, PHEVs and Mild Hybrid.
- For BEVs there is a 10% discount on SOAT (Mandatory Transit Accidents Insurance - TPL).

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
9,033

EV maturity scoring (34/100)



EV adoption

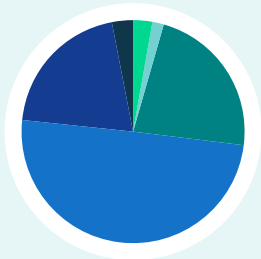
Score **10/25**

Powertrain distribution

All market based on 2023 registration

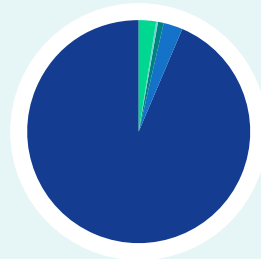
Passenger cars (PC)

2.9% BEV
1.8% PHEV
22.4% HEV
49.7% Petrol
20.2% Diesel
3% Other



Light commercial vehicles (LCV)

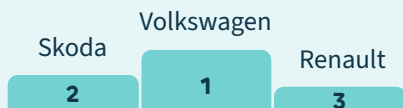
2.6% BEV & PHEV
0.3% Hybrid
0.9% Alt fuel
2.6% Petrol
93.6% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+23.9% BEV
+31.7% PHEV
+31.3% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 Dacia Spring

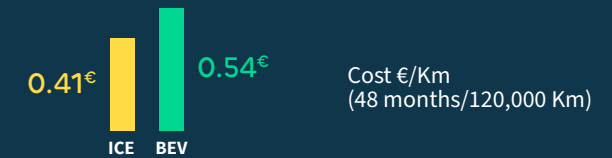
Top 3 e-LCV

All market LCV

- 1 Opel/Vxh. Combo-e Cargo
- 2 Opel/Vxh. Vivaro-e
- 3 Peugeot e-Partner

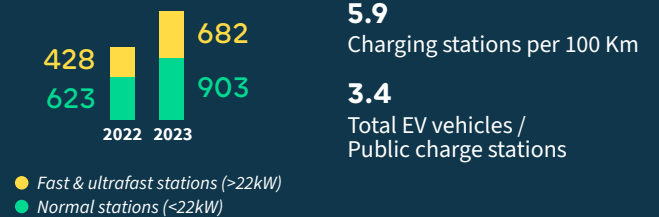
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **8/20**



Green powertrain offer

Score **11/15**

83 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **3/5**

Carbon intensity at 277 g (gCO₂eq/kWh), with 66% low carbon of which 59% are renewable.

Taxation and regulation

Score **2/20**

www.porezna-uprava.hr



Score **2/20**

Taxation & regulation

Registration tax & ownership benefits

- No excise duties for electric vehicles.
- Exemption from special environmental tax for electric vehicles.

Company tax benefit

N/A

Employee benefit

N/A

Purchase subsidy

Incentive scheme published in February 2024, only private entities eligible:

- €9,000 for BEVs.
- €5,000 for PHEVs (max 40% of the vehicle price).

Limited to vehicles with purchase price €50,000 or lower.

There is a 12-month deadline to purchase the vehicle and submit a grant request. The vehicle must be kept two years.

EV infrastructure subsidy

N/A

Regulation

N/A

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Czech Republic



Ayvens fleet size at end 2023
27,810

EV maturity scoring (36/100)



EV adoption

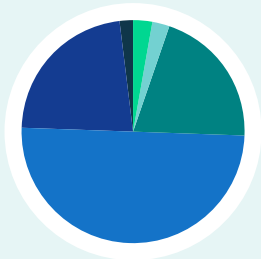
Score **9/25**

Powertrain distribution

All market based on 2023 registration

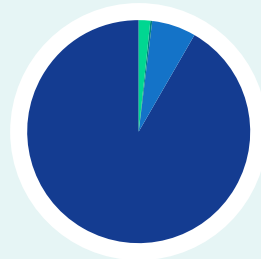
Passenger cars (PC)

3% BEV
2.4% PHEV
20.3% HEV
49.9% Petrol
22.6% Diesel
1.8% Other



Light commercial vehicles (LCV)

1.7% BEV & PHEV
- Hybrid
0.5% Alt fuel
6.4% Petrol
91.4% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+91% BEV
+56.1% PHEV
+12.9% ICE

TOP 3 BEV

All market PC

- 1 Skoda Enyaq
- 2 Tesla Model Y
- 3 Tesla Model 3

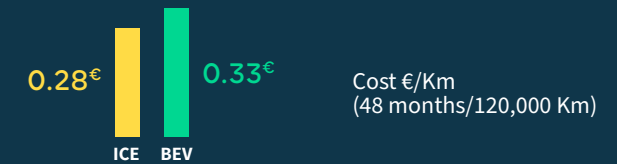
Top 3 e-LCV

All market LCV

- 1 Ford E-Transit
- 2 VW ID.BUZZ Cargo
- 3 Mercedes eSprinter Van

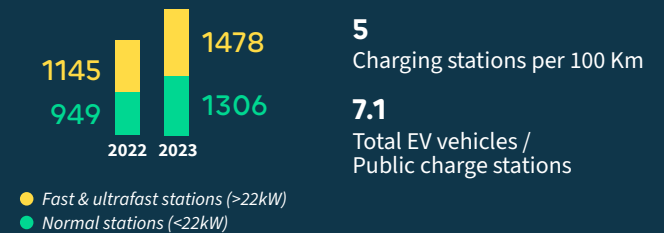
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **7/20**



Green powertrain offer

Score **13/15**

113 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **1/5**

Carbon intensity at 500 g (gCO₂eq/kWh), with 53% low carbon of which 16% are renewable.

Taxation and regulation

Score **6/20**

www.ayvens.com/cs-cz

Czech Republic

Score **6/20**

Taxation & regulation

Registration tax & ownership benefits

BEVs and FCEVs emitting ≤ 50 g CO₂/Km exempt from registration charges (with a special number plate).

- PHEVs emitting ≤ 50 g CO₂/Km have a discount from highway toll. BEVs are free of charge.
- Reduction of the depreciation period for charging stations for electric vehicles from 10 to 5 years (wallboxes and standalone charging stations).
- Accelerated depreciation for BEVs and PHEVs below 50 g CO₂/Km.

Company tax benefit

Road tax exemption for alternatively powered vehicles (ie BEVs, HEVs, FCEVs, CNG, LPG, and E85).

Employee benefit

Tax reduction from 0.25-0.5% for BEVs and PHEVs used for private purposes.

Purchase subsidy

Purchase incentive for low and zero-emission vehicles by state and local government bodies. (does not apply to operational lease).

EV infrastructure subsidy

Support from the Ministry of Transport for the development of charging infrastructure.

Regulation

- The highway toll exemption for BEVs and discount for PHEVs emitting CO₂ emission lower than 50 g/Km (In 2024: yearly ticket price CZK 2,300).
- Vehicles with the special registration number (ELX XX XX) can park for free or with a reduction in the big cities.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Denmark



Ayvens fleet size at end 2023

47,390

EV maturity scoring (69/100)



EV adoption

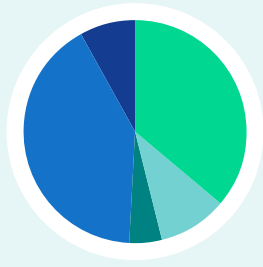
Score **18/25**

Powertrain distribution

All market based on 2023 registration

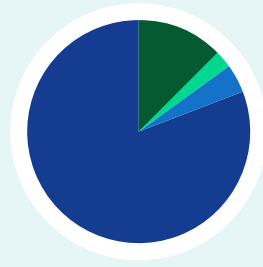
Passenger cars (PC)

36,3%	BEV
10%	PHEV
4.8%	HEV
40.9%	Petrol
8%	Diesel
-	Other



Light commercial vehicles (LCV)

12.7%	BEV & PHEV
2.5%	Hybrid
-	Alt fuel
4.1%	Petrol
80.7%	Diesel
-	Other



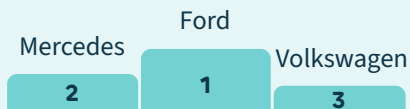
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+103,5%	BEV
-35%	PHEV
+1.9%	ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 Skoda Enyaq

Top 3 e-LCV

All market LCV

- 1 VW ID.BUZZ Cargo
- 2 Mercedes eVito Van
- 3 Opel/Vxh. Vivaro-e

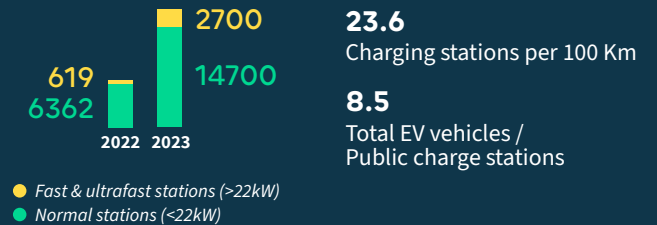
BEV vs ICE TCO

Score **11/15**



Charging infrastructure

Score **14/20**



Green powertrain offer

Score **15/15**

177 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **3/5**

Carbon intensity 150 g (gCO₂e/kWh), with 85% low carbon of which 79% are renewable.

Taxation and regulation

Score **8/20**

www.ayvens.com/cs-cz

Denmark

Score **8/20**

Taxation & regulation

Registration tax & ownership benefits

Calculation of the registration tax for passenger cars:

- 25% of the technical market value of the car up to DKK 65,800.
- 85% from DKK 65,800 to DKK 204,600.
- 150% above DKK 204,600.

In 2024, zero-emission cars are tax exempted if the technical market value of the car is below DKK 431,525. For zero-emission cars above DKK 431,525, the registration tax will be calculated based on the method for passenger cars, but only 40% of the calculated registration tax will need to be paid. This only applies for zero-emission car registered before 2026. Thereafter, the registration tax will be phased out, until it is fully phased out in 2035.

The registration tax of low-emission cars is 60% of the calculated registration tax if the car is registered in 2024. This percentage will be increased until and including 2025:

- Registration in 2024: 60%.
- Registration in 2025: 65%.

Company tax benefit

For vans, the registration tax of the first DKK 75,900 is 0% and for values over DKK 75,900 (incl. VAT), it is 50%. If total weight is over 3 tons, the

maximum registration tax is DKK 47,000. This means that vans at over 3 tons often have a lower registration tax than lighter vans above DKK 110,000 plus VAT.

Employee benefit

N/A

Purchase subsidy

The legislation put in place at beginning of 2021 favours the choice of EV's and PHEV's with CO₂ emission < 50 g/Km, especially premium PHEV.

- However the PHEV taxation is currently at a level where the PHEV is not as attractive as a BEV anymore.
- Taxation for BEVs will remain stable until 2026.

EV infrastructure subsidy

The value of a charging stand/charging outlet provided together with a company car (at the employee's residence) is not taxed.

Regulation

If registered in 2024, the basic deduction in the registration tax is as follows:

- Zero-emission cars: DKK 162,500.
- Low-emission cars: DKK 46,250 (after CO₂ fee).

- Other vehicles: DKK 21,900 (after CO₂ fee).

- All vans: DKK 30,300.

For green vans, there is an extra basic deduction at DKK 76,250 for zero-emission vans and DKK 46,250 for low-emission vans.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
1,518

EV maturity scoring (36/100)



EV adoption

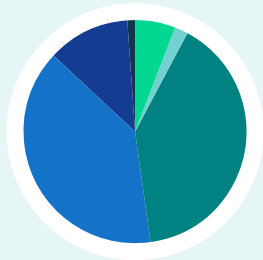
Score **12/25**

Powertrain distribution

All market based on 2023 registration

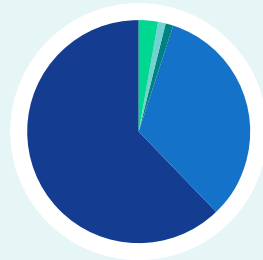
Passenger cars (PC)

- 6% BEV
- 2% PHEV
- 40% HEV
- 39% Petrol
- 12% Diesel
- 1% Other



Light commercial vehicles (LCV)

- 3% BEV & PHEV
- 1% Hybrid
- 1% Alt fuel
- 33% Petrol
- 62% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

- +104.6% BEV
- +26.7% PHEV
- +1.9% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Skoda Enyaq
- 3 Hyundai Ioniq 5

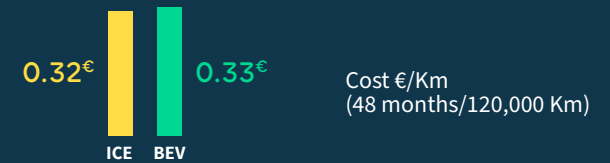
Top 3 e-LCV

All market LCV

- 1 Renault Kangoo
- 2 Peugeot e-Partner
- 3 Citroen e-Berlingo Van

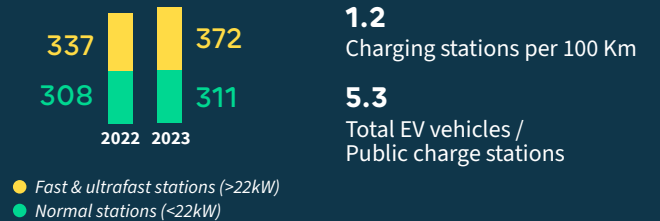
BEV vs ICE TCO

Score **1/15**



Charging infrastructure

Score **8/20**



Green powertrain offer

Score **10/15**

79 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **3/5**

Carbon intensity at 280 g (gCO₂eq/kWh), with 72% low carbon of which 49% are renewable.

Taxation and regulation

Score **2/20**

www.ayvens.com/en-ee



Score **2/20**

Taxation & regulation

Registration tax & ownership benefits

- 50% VAT deductible.
- New registration tax expected in 2025.

Company tax benefit

N/A

Employee benefit

N/A

Purchase subsidy

New M1 BEVs and FCEVs (purchase and leasing):

- €5,000/vehicle for individuals.
- €4,000/vehicle for legal persons.

EV infrastructure subsidy

N/A

Regulation

N/A

*Some exemptions might apply in specific business/operational context.
Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.*

Finland



Ayvens fleet size at end 2023

23,722

EV maturity scoring (74/100)



EV adoption

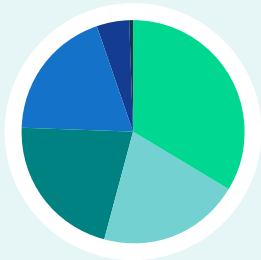
Score **20/25**

Powertrain distribution

All market based on 2023 registration

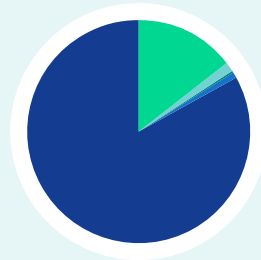
Passenger cars (PC)

33.7% BEV
20.7% PHEV
21.4% HEV
19% Petrol
4.7% Diesel
0.5% Other



Light commercial vehicles (LCV)

14.5% BEV & PHEV
1.6% Hybrid
0.1% Alt fuel
0.8% Petrol
83% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+104.2% BEV
+11.8% PHEV
-22% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Skoda Enyaq
- 3 VW ID.4

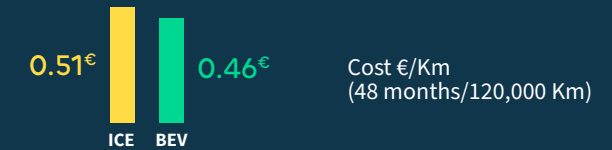
Top 3 e-LCV

All market LCV

- 1 Opel/Vxh. Vivaro-e
- 2 Toyota Proace Van
- 3 Mercedes eVito Van

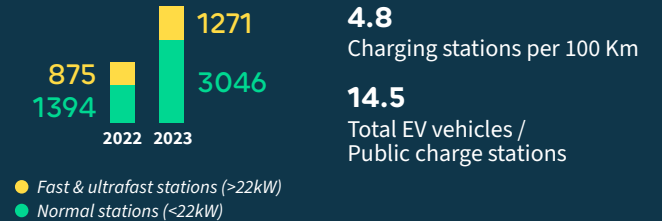
BEV vs ICE TCO

Score **13/15**



Charging infrastructure

Score **13/20**



Green powertrain offer

Score **13/15**

119 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **4/5**

Carbon intensity at 85 g (gCO₂eq/kWh), with 91% low carbon of which 52% are renewable.

Taxation and regulation

Score **11/20**

www.aldautomotive.fi



Score **11/20**

Taxation & regulation

Registration tax & ownership benefits

- Zero-emission passenger cars are exempt from registration tax as of 1st October 2021.

Company tax benefit

- Tax deduction of €170 per month from taxable value (income tax) for BEVs (2021-2025).
- Charging of electric vehicles at a workplace is exempt from income tax (2021-2025).

Employee benefit

- Users will be able to charge BEVs and PHEVs at the workplace and at public charging points tax-free. The tax value of on-the-job charging is currently 30 euros per month. This benefit will also be valid for a limited period, 2021-2024.

BIK benefits for drivers will remain unchanged 2022 - 2025, being reduced for:

- BEV, unlimited benefit €290 per month.
- BEV, limited benefit €170 per month.
- PHEV or gas car < 100 g/Km, unlimited benefit €145 per month.
- PHEV or gas car < 100 g/Km, limited benefit €85 per month.
- PHEV or gas car > 100 g/Km, unlimited benefit €60 month.

- HEV or MHEV < 100 g/Km, unlimited or limited benefit €85 per month.
- Hydrogen vehicle, 0 g/Km, unlimited or limited benefit €170 per month.

Purchase subsidy

- Scheme dedicated to private individuals amounting to €2k for a BEV priced below €50k threshold.
- e-LCV subsidy scheme applies for both private individuals and companies amount up to €6k. Limit of 5 e-LCV purchases or leases per company.

EV infrastructure subsidy

- 30% subsidy for building > 11 kW public charging stations and 35% subsidy for building > 22 kW fast charging stations.
- Public charging is supported by €750 per operative charging station. Companies can apply between 2022-2024.

With the Limited Car Benefit, employees driving a company car or their own car, can have their charging costs paid for by their employer, at the workplace or at public charging points. Charging at home is not paid for by the employer. It is tax free for the driver. The benefit depends on whether or not the employer wants to pay for it.

Regulation

- Government is supporting companies to provide bikes as mobility solution to employee's.
- Employee can also be offered (limited value) tickets for public transportation, travels between home and work.
- Low-CO₂ emission cars can receive a 50% discount for parking in roadside places in Helsinki city.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

France



Ayvens fleet size at end 2023

482,000

EV maturity scoring (60/100)



EV adoption

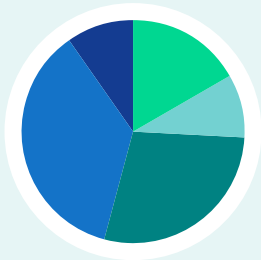
Score **18/25**

Powertrain distribution

All market based on 2023 registration

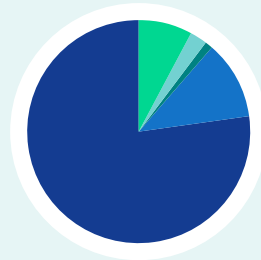
Passenger cars (PC)

16.8% BEV
9.2% PHEV
24.4% HEV
36.1% Petrol
9.7% Diesel
3.8% Other



Light commercial vehicles (LCV)

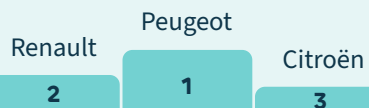
8% BEV & PHEV
2.5% Hybrid
1.1% Alt fuel
11.2% Petrol
77.2% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+47.1% BEV
+28.4% PHEV
+9.4% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Dacia Spring
- 3 Peugeot e-208

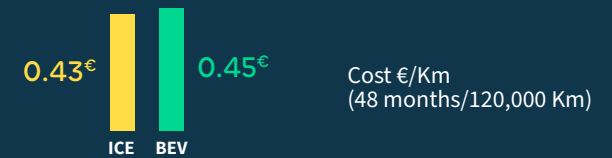
Top 3 e-LCV

All market LCV

- 1 Renault Kangoo
- 2 Ford e-Transit Van
- 3 Peugeot e-Partner

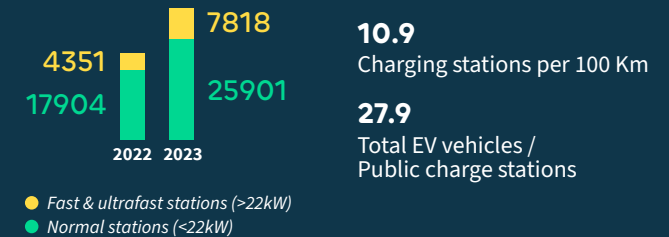
BEV vs ICE TCO

Score **2/15**



Charging infrastructure

Score **11/20**



Green powertrain offer

Score **15/15**

153 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **5/5**

Carbon intensity at 53 g (gCO₂.eq/kWh), with 93% low carbon of which 28% are renewable.

Taxation and regulation

Score **9/20**

ald.aldautomotive.com



Score **9/20**

Taxation & regulation

Registration tax & ownership benefits

- BEVs, FCEVs, and PHEVs (with a range of > 50 Km) are exempt from the malus and mass-based malus.
- Regions provide an exemption on the registration tax (either total or 50%) for alternatively powered vehicles (ie electric).

Company tax benefit

Company Tax Benefit (for passenger cars only):

- Exemption from CO₂-based tax component ('TVS') for vehicles emitting < 60 g CO₂/Km (apart from diesel vehicles).

Employee benefit

Benefit in kind (for passenger cars only):

- A reduction of 50% on the benefit-in-kind (BIK) tax until end 2024. The amount of this allowance is capped at €1,964.90 per year.

Purchase subsidy

Bonus 2024 for a new BEV or FCEV (Hydrogen):

- No more bonus for passenger car for companies.

- LCVs : 3,000 maximum, 40% of the acquisition cost.

EV infrastructure subsidy

No more incentives regarding installation of office chargers for corporates/fleets, except if the chargers are made public.

Regulation

- Traffic regulation in main cities during pollution peak (Crit'air) and LEZ.
- New quotas of low emissions cars to be considered in the renewals starting from 2022 (Fleets >= 100 vehicles).
- Ban on sales of vehicles emitting more than 123 g/Km CO₂ in 2030. ICE car sales banned by 2035.
- Regarding Mobility, Companies must ensure and facilitate the mobility of all the employees if the company employs more than 50 employees.
- Significant network and availability of public shared mobility means (carsharing, bikesharing...).

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Germany



Ayvens fleet size at end 2023
349,507

EV maturity scoring (63/100)



EV adoption

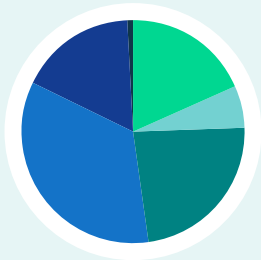
Score **16/25**

Powertrain distribution

All market based on 2023 registration

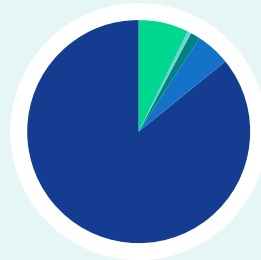
Passenger cars (PC)

18.4% BEV
6.2% PHEV
23.3% HEV
34.4% Petrol
17.1% Diesel
0.6% Other



Light commercial vehicles (LCV)

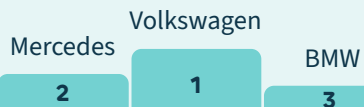
7.3% BEV & PHEV
0.7% Hybrid
1.2% Alt fuel
5% Petrol
85.8% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+11.4% BEV
-51.5% PHEV
+9.7% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 VW ID.4
- 3 Skoda Enyaq

Top 3 e-LCV

All market LCV

- 1 Mercedes eVito Van
- 2 Mercedes eSprinter
- 3 VW ID.BUZZ Cargo

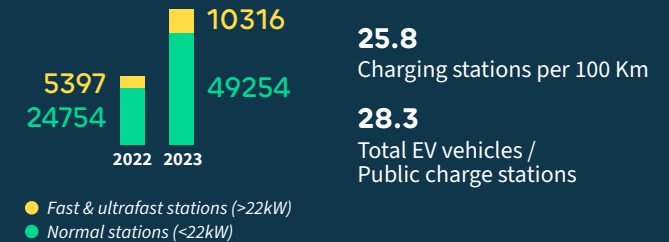
BEV vs ICE TCO

Score **6/15**



Charging infrastructure

Score **14/20**



Green powertrain offer

Score **15/15**

171 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **1/5**

Carbon intensity at 400g (gCO₂eq/kWh), with 63% low carbon of which 58% are renewable.

Taxation and regulation

Score **11/20**

alternative-fuels-observatory.ec



Score **11/20**

Taxation & regulation

Registration tax & ownership benefits

- 10-year exemption for BEVs and FCEVs registered until 31st December 2025. Exemption granted until 31st December 2030.

Company tax benefit

N/A

Employee benefit

The car tax benefit is valid until 2030.

- For BEVs and PHEVs procured from January 2020 to December 2030, the monetary advantage should be reduced to 50% of the gross list price.
- BEVs with a list price below €70,000 receive an additional reduction to 25% of the gross list price.
- For PHEVs, there is the restriction that the car must have a range of 60 Km, or the CO₂ emission is less than 50 g/Km. Requirements are becoming more stringent over time.

Purchase subsidy

The subsidy for new electric cars was stopped in December 2023.

EV infrastructure subsidy

- Cost-free charging of privately driven electric vehicles at your employer is tax-exempt until 2030.
- There are local subsidies on a regional basis.
- A greenhouse gas reduction quota (“THG-Quote”) can be applied for all BEV which means roughly €100 per BEV per year.

Regulation

- Significant amount of players in carsharing; ridesharing; ridehailing; e-scooter, focused on the biggest cities > 100,000 inhabitants.

Benefits such as reserved parking spots depending on region. Additional subsidies are possible in federal states and emission polluted cities and regions, but these subsidies cannot be combined with state subsidies. Support programmes for the e-LCVs of craftsmen in certain federal states.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
55,267

EV maturity scoring (49/100)



EV adoption

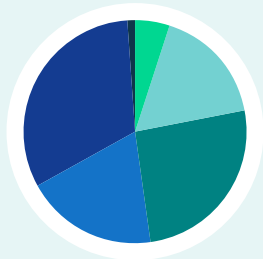
Score **10/25**

Powertrain distribution

All market based on 2023 registration

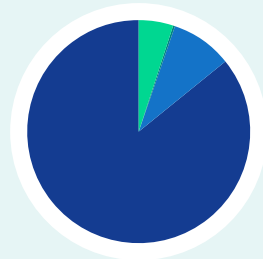
Passenger cars (PC)

- 5% BEV
- 17% PHEV
- 26% HEV
- 19% Petrol
- 32% Diesel
- 1% Other



Light commercial vehicles (LCV)

- 5% BEV & PHEV
- 0.2% Hybrid
- 0.2% Alt fuel
- 9% Petrol
- 85.6% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

- +130.5% BEV
- +63.9% PHEV
- +16.8% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Mercedes EQA
- 3 Volvo XC40

Top 3 e-LCV

All market LCV

- 1 Ford e-Transit
- 2 BYD ETP3
- 3 Opel eCombo

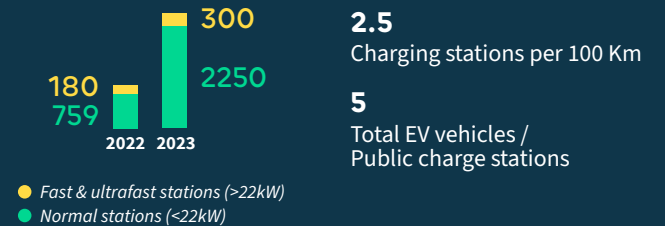
BEV vs ICE TCO

Score **8/15**



Charging infrastructure

Score **9/20**



Green powertrain offer

Score **12/15**

109 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **2/5**

Carbon intensity at 384 g (gCO₂.eq/kWh), with 50% low carbon of which 48% are renewable.

Taxation and regulation

Score **8/20**

N/A



Score **8/20**

Taxation & regulation

Registration tax & ownership benefits

- 75% reduction in registration tax (RT) for PHEVs up to 50 g CO₂/Km.
- 50% reduction in RT for HEVs and PHEVs emitting ≥ 50 g CO₂/Km.
- BEVs are exempt from the personal income presumption system for NRP (net retail price) ≤ €50,000.

Company tax benefit

Deductible of €40,000 in the NRP for BEVs and PHEVs up to 50 g CO₂/Km with higher NRP value.

Employee benefit

Exemption of the benefit-in-kind tax for BEVs and PHEVs emitting ≤ 50 g CO₂/Km (NEDC or WLTP) with a net retail price (NRP) ≤ €40,000.

Purchase subsidy

- 30% cashback on NRP for BEVs, with a max cashback of €9,000 for Individuals. Extra €2,000 if old car is scrapped.
- 30% cashback on NRP for BEVs, with a max cashback of €6,000 for legal entities.

EV infrastructure subsidy

- Companies will be able to be subsidized for the purchase and installation of smart chargers, provided that they serve purely the company's purposes.
- €500 incentive for installing charging infrastructure for individuals and €400 for companies.
- Additional corporate incentives for the installation of charging infrastructure.

Regulation

Free circulation to the centre of Athens and free pass to priority bus lane for BEVs and PHEVs with CO₂ below 50 g/Km.

BEV benefits:

- Free parking.
- Reserved parking spots.
- No parking fees and free entrance to the city centre.

New regulation for business fleets:

- January 1st, 2024 and onwards: 25% of new PC registrations has to be PHEV or BEV.
- January 1st, 2026 and onwards: 1/3 of new PC registrations need to be BEV.
- January 1st, 2035 and onwards: All new PC and LCV registrations need to be BEV.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Hungary



Ayvens fleet size at end 2023

28,436

EV maturity scoring (43/100)



EV adoption

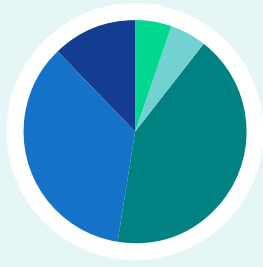
Score **12/25**

Powertrain distribution

All market based on 2023 registration

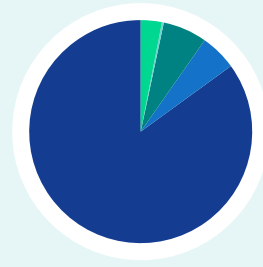
Passenger cars (PC)

5.4%	BEV
5.2%	PHEV
42%	HEV
35.2%	Petrol
12.2%	Diesel
-	Other



Light commercial vehicles (LCV)

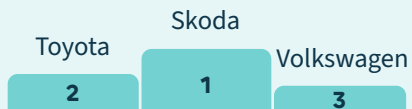
3.2%	BEV & PHEV
0.4%	Hybrid
6.4%	Alt fuel
5.1%	Petrol
85%	Diesel
-	Other



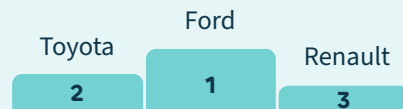
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+29.3%	BEV
+11.8%	PHEV
-5.8%	ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 Volvo XC40

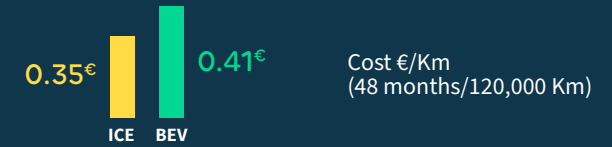
Top 3 e-LCV

All market LCV

- 1 Mercedes eVito Van
- 2 Opel/Vxh. Vivaro-e
- 3 Mercedes eSprinter Van

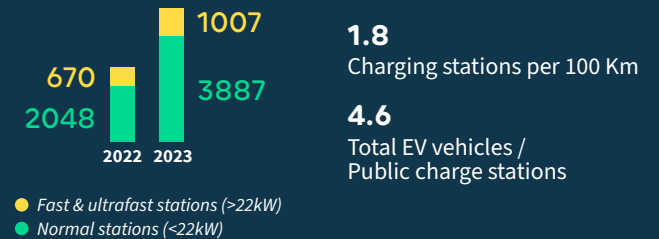
BEV vs ICE TCO

Score **1/15**



Charging infrastructure

Score **9/20**



Green powertrain offer

Score **11/15**

98 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **3/5**

Carbon intensity at 260 g (gCO₂eq/kWh), with 70% low carbon of which 25% are renewable.

Taxation and regulation

Score **7/20**

www.acea.auto



Hungary

Score **7/20**

Taxation & regulation

Registration tax & ownership benefits

- Tax exemption for BEVs and PHEVs.

Company tax benefit

- Tax exemption for BEVs and PHEVs.

Employee benefit

N/A

Purchase subsidy

From the 5th of February 2024 a budget of €79,091,000 will be available for supporting the purchase of BEVs. This subsidy scheme will be available only for companies.

The subject vehicle of the subsidy has to be the property of the company by 30th April 2026.

- For a passenger car that costs max. €30,000 and the battery capacity is not more than 41 kWh, the purchase grant is €5,500.
- For a passenger car that costs max. €37,000 and the battery capacity is between 41 and 59 kWh the purchase grant is €9,500.
- For a passenger car that costs max. €52,700 and the battery capacity is more than 59 kWh the purchase grant is €10,500.

Other vehicle categories receive support from the budget. In the case of M2, N1 and N2 vehicles the support works as the following:

- For a N1, N2 or M2 that costs max. €44,800 and the battery capacity is not more than 49 kWh, the purchase grant is €9,500.
- For a N1, N2 or M2 that costs max. €58,000 and the battery capacity is between 49 and 74 kWh the purchase grant is €10,000.
- For a N1, N2 or M2 that costs max. €66,000 and the battery capacity is more than 74 kWh the purchase grant is €10,500.

Leasing companies are excluded from the use of this incentive scheme and a new subsidy specifically created for car rental and leasing companies will be introduced during 2024.

EV infrastructure subsidy

Total cost of electric charging stations is deductible from corporate tax.

Regulation

- Free parking in public places in numerous towns.
- Traffic allowance during smog alerts.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023

43,134

EV maturity scoring (25/100)



EV adoption

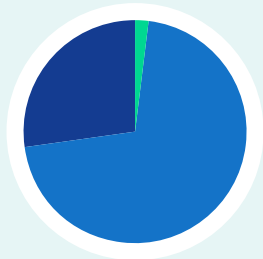
Score **6/25**

Powertrain distribution

All market based on 2023 registration

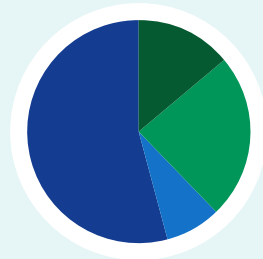
Passenger cars (PC)

2%	BEV
-	PHEV
-	HEV
71%	Petrol
27%	Diesel
-	Other



Light commercial vehicles (LCV)

14%	BEV & PHEV
-	Hybrid
24%	CNG
8%	Petrol
54%	Diesel
-	Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+14%	BEV
N/A	PHEV
+27%	ICE

TOP 3 BEV

All market PC

- 1 Tata Nexon
- 2 Tata Tiago
- 3 Tata Punch

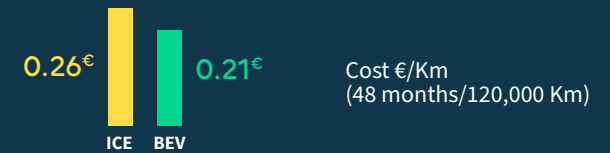
Top 3 e-LCV

All market LCV

- 1 Tata ACE EV
- 2 Mahindra Treo ZOR
- 3 Piaggio Ape

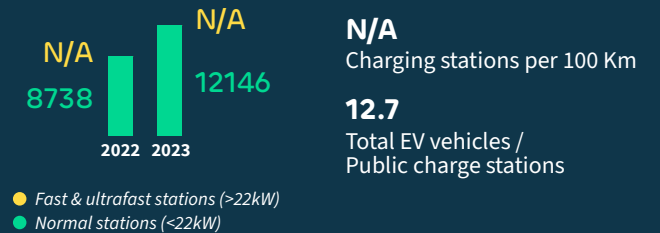
BEV vs ICE TCO

Score **10/15**



Charging infrastructure

Score **1/20**



Green powertrain offer

Score **3/15**

32 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **0/5**

Carbon intensity from 556 to 760 g (gCO₂e/kWh), with up to 20% low carbon of which 17.5% are renewable.

Taxation and regulation

Score **5/20**

morth.nic.in



Score **5/20**

Taxation & regulation

Registration tax & ownership benefits

- Different Road tax for each state , mandating the cost independently and in some cases favouring BEV.

Company tax benefit

N/A

Employee benefit

N/A

Purchase subsidy

- Introduction of Bharat Stage VI emission.
- Electric Vehicle promotion with incentives on taxes and additional subsidy to BEV.

EV infrastructure subsidy

N/A

Regulation

- No ban on ICE vehicles yet established but continuous efforts by Government on electrification. For example, all vehicles used by government will be BEVs by 2025.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Ireland



Ayvens fleet size at end 2023

13,322

EV maturity scoring (51/100)



EV adoption

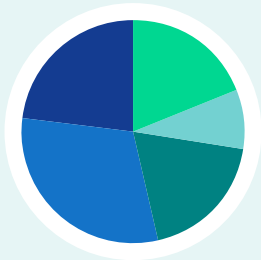
Score **16/25**

Powertrain distribution

All market based on 2023 registration

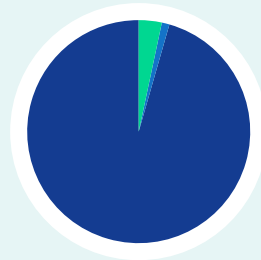
Passenger cars (PC)

19.1% BEV
8.4% PHEV
18.9% HEV
30.8% Petrol
22.8% Diesel
- Other



Light commercial vehicles (LCV)

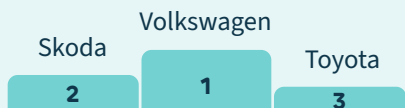
3.4% BEV & PHEV
0.2% Hybrid
- Alt fuel
1.1% Petrol
95.3% Diesel
- Other



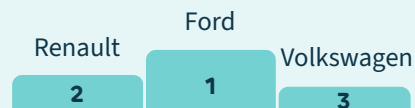
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+45.7% BEV
+35.9% PHEV
+9.6% ICE

TOP 3 BEV

All market PC

- 1 VW ID.4
- 2 Tesla Model Y
- 3 Skoda Enyaq

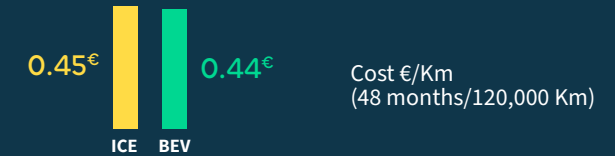
Top 3 e-LCV

All market LCV

- 1 Ford E-Transit Van
- 2 Opel/Vxh. Vivaro-e
- 3 Peugeot Expert

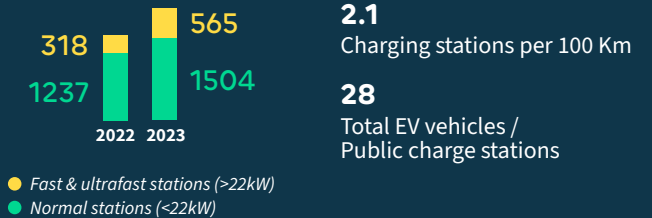
BEV vs ICE TCO

Score **6/15**



Charging infrastructure

Score **5/20**



Green powertrain offer

Score **12/15**

108 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **2/5**

Carbon intensity at 371 g (gCO₂eq/kWh), with 44% low carbon of which 43% are renewable.

Taxation and regulation

Score **10/20**

www.revenue.ie/en



Score **10/20**

Taxation & regulation

Registration tax & ownership benefits

VRT relief - all purchasers:

- The government has continued the reduction in VRT (Vehicle Registration Tax) of up to €5k per vehicle, extended until the end of 2025.
- EV's qualify for VRT relief's (purchase tax) of up to €5,000 where the original market value (OMV) of the vehicle is under €40k, over this amount reliefs are still available but at reduced rates to an upper ceiling of €49,999. Any vehicle with an OMV above this amount does NOT qualify for VRT relief.
- Reduced motor tax rates based on CO₂ emissions table for passenger cars.

Company tax benefit

There are none for leased vehicles. For company purchased vehicles, there are accelerated capital allowances available.

Employee benefit

- 0% BIK (Benefit in kind) for EV's extended beyond 2023, with new brands in play.
- Considering all supports relating to BIK the 0% threshold will now be :
- €45,000 in 2024 (same as in 2023)

- €35,000 in 2025
- €20,000 in 2026
- €10,000 in 2027

Purchase subsidy

- €3,500 grant for private buyers issued via the SEAI (Sustainable Energy Authority of Ireland).
- There is no longer any additional SEAI grant for corporate buyers of passenger vehicles.
- New Commercial Vehicles can obtain SEAI grants of between €3,800 and €7,600, but this is subject to a rolling 3 year / €200k (de minimis state aid) per company.

EV infrastructure subsidy

- A €300 SEAI grant is available towards purchasing and installing a home charger. Now available to any homeowner regardless of if they have an EV or not.

Regulation

- Low-emission-zoned proposed for major cities and should be implemented by 2026.
- Reduced by 50% tolls for BEV.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
329,855

EV maturity scoring (54/100)



EV adoption

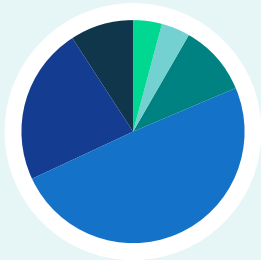
Score **10/25**

Powertrain distribution

All market based on 2023 registration

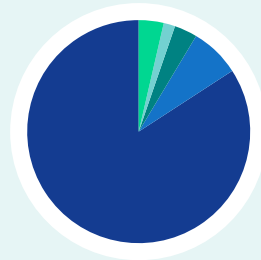
Passenger cars (PC)

4.2% BEV
4.4% PHEV
10.2% HEV
49.4% Petrol
22.7% Diesel
9.1% Other



Light commercial vehicles (LCV)

3.7% BEV & PHEV
1.7% Hybrid
3.4% Alt fuel
7.3% Petrol
83.9% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+35.1% BEV
+2.8% PHEV
+19.1% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 Fiat 500

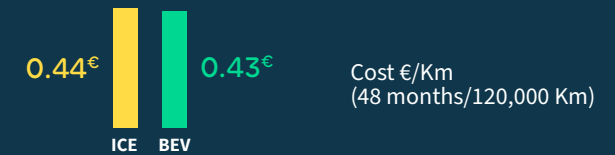
Top 3 e-LCV

All market LCV

- 1 Fiat E-Transit Van
- 2 Maxus E Deliver 9
- 3 Opel Combo

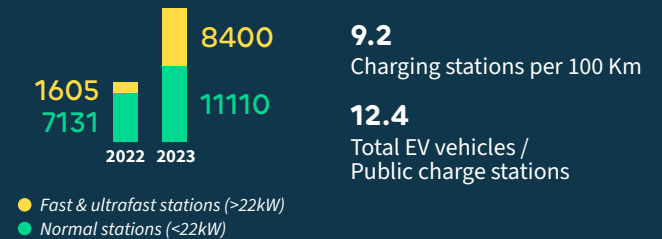
BEV vs ICE TCO

Score **8/15**



Charging infrastructure

Score **10/20**



Green powertrain offer

Score **15/15**

161 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **1/5**

Carbon intensity from 285 to 517 g (gCO₂eq/kWh), with up to 47% low-carbon of which 44% are renewable.

Taxation and regulation

Score **10/20**

www.acea.auto



Score **10/20**

Taxation & regulation

Registration tax & ownership benefits

- BEVs: five-year exemption from the date of first registration. After this period, 75% reduction of the tax rate applied to equivalent petrol vehicles.
- HEVs: application of a minimum flat rate (€2.58/kWh). Some regions apply discounts on the tax ownership.

Company tax benefit

N/A

Employee benefit

- Starting from 2020, fringe benefit cars emitting up to 60 g/Km CO₂ are taxed at a lower rate (25% on conventional parameters related to an average journey and cost per Km) compared to the previous taxation (30% applied to all vehicles on the basis of the above mentioned parameters). At the same time, the new legislation introduces different rates based on car emissions.
- Benefit in kind is based on CO₂ emissions' level, to encourage lower CO₂ emissions vehicles as BEVs and PHEVs.
- Specific BIK calculation for vehicles with higher emission levels (between 161-190 g and > 190 g CO₂/Km).

Purchase subsidy

- 190 million for category M1 vehicles with emissions in the range 0-20 g of CO₂/Km (electric) with list price limit of €42,700 (VAT and optional included).
- 235 million for M1 vehicles with emissions in the range 21-60 g of CO₂/Km (plug-in hybrids), with a list price limit of €54,900 (VAT and optional included).
- 150 million for M1 category vehicles with emissions in the 61-135 g of CO₂/Km (low-emission), the list price limit of €42,700 (VAT and optional included).

** 5% of these amounts are reserved for purchases made by legal entities for commercial car sharing or rental activities.*

EV infrastructure subsidy

- For domestic users, a contribution of €1,500 for the purchase and installation price of standard power infrastructures for recharging electric vehicles.
- For condominium building a contribution of €8,000.

Regulation

- No parking fee for EVs and hybrid vehicles in several cities.
- Free entry in LTZ for EVs & Hybrid vehicles.

- Companies with more than 100 employees located in cities with more than 50,000 inhabitants must draw up a mobility plan for employees in order to reduce the use of personal/company cars for the home-office journey.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Partner' fleet size at end 2023
277,000

EV maturity scoring (53/100)



EV adoption

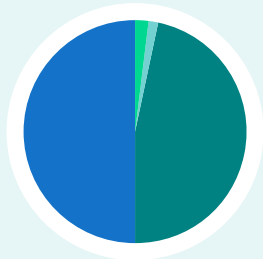
Score **10/25**

Powertrain distribution

All market based on 2023 registration

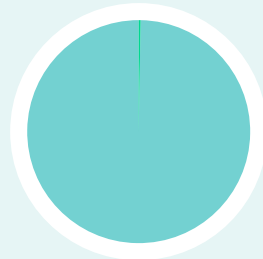
Passenger cars (PC)

2.1% BEV
1.3% PHEV
46.7% HEV
49.9% Petrol
- Diesel
- Other



Light commercial vehicles (LCV)

0.4% BEV & PHEV
99.6% Hybrid
- Alt fuel
- Petrol
- Diesel
- Other



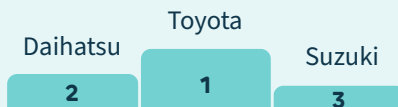
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+36.9% BEV
+28.1% PHEV
+4.8% ICE

TOP 3 BEV

All market PC

- 1 Nissan Sakura
- 2 Nissan Leaf
- 3 Nissan Ariya

Top 3 e-LCV

All market LCV

- 1 Mitsubishi Minicab EV
- 2 N/A
- 3 N/A

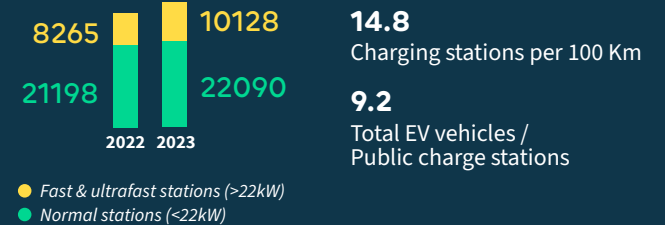
BEV vs ICE TCO

Score **14/15**



Charging infrastructure

Score **12/20**



Green powertrain offer

Score **7/15**

58 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **1/5**

Carbon intensity from 309 to 536 g (gCO₂eq/kWh), with up to 32% low-carbon of which 23.5% are renewable.

Taxation and regulation

Score **9/20**

www.mlit.go.jp



Ayvens fleet size at end 2023
2,197

EV maturity scoring (39/100)



EV adoption

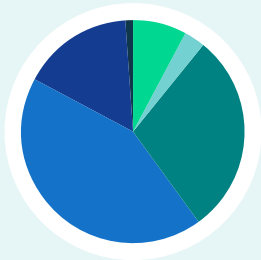
Score **13/25**

Powertrain distribution

All market based on 2023 registration

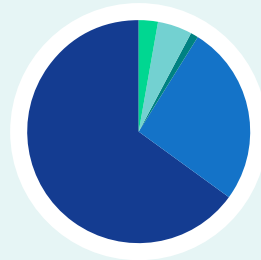
Passenger cars (PC)

8% BEV
3% PHEV
29% HEV
43% Petrol
16% Diesel
1% Other



Light commercial vehicles (LCV)

3% BEV & PHEV
5% Hybrid
1% Alt fuel
26% Petrol
65% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+68.5% BEV
+44% PHEV
+9.1% ICE

TOP 3 BEV

All market PC

- 1 Skoda Enyaq
- 2 Dacia Spring
- 3 Tesla Model Y

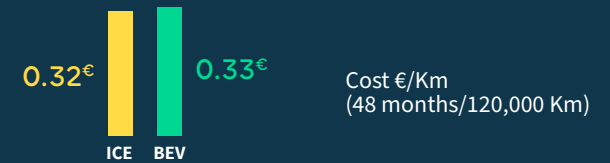
Top 3 e-LCV

All market LCV

- 1 Mercedes eVito Van
- 2 Citroen e-Berlingo Van
- 3 Citroen e-Jumpy

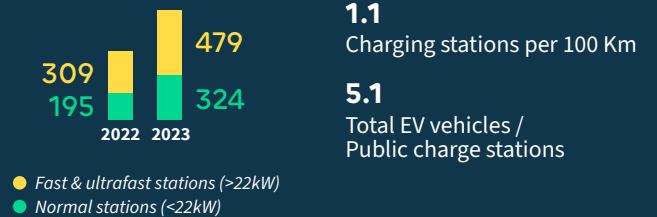
BEV vs ICE TCO

Score **1/15**



Charging infrastructure

Score **8/20**



Green powertrain offer

Score **9/15**

64 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **4/5**

Carbon intensity at 198 g (gCO₂e/kWh), with 71% low carbon of which 61% are renewable.

Taxation and regulation

Score **4/20**

www.ayvens.com/en-lv



Score **4/20**

Taxation & regulation

Registration tax & ownership benefits

- Exemption from the registration costs for BEV vehicles (first registration).
- Exemption for M1 vehicles emitting ≤ 50 g CO₂/Km.

Company tax benefit

- Minimum tax rate (€10) for BEVs.

Employee benefit

N/A

Purchase subsidy

New M1 BEVs and FCEVs (purchase and leasing):

- €4,000/vehicle for individuals.

EV infrastructure subsidy

N/A

Regulation

N/A

*Some exemptions might apply in specific business/operational context.
Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.*

Lithuania



Ayvens fleet size at end 2023
2,757

EV maturity scoring (35/100)



EV adoption

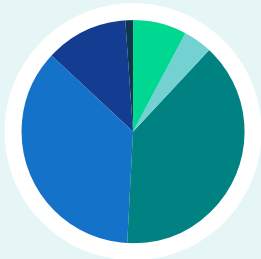
Score **13/25**

Powertrain distribution

All market based on 2023 registration

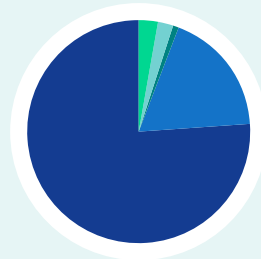
Passenger cars (PC)

8% BEV
4% PHEV
39% HEV
36% Petrol
12% Diesel
1% Other



Light commercial vehicles (LCV)

3% BEV & PHEV
2% Hybrid
1% Alt fuel
18% Petrol
76% Diesel
- Other



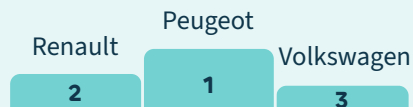
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+54.3% BEV
+6.4% PHEV
+5.1% ICE

TOP 3 BEV

All market PC

- 1 Dacia Spring
- 2 Skoda Enyaq
- 3 Peugeot e-208

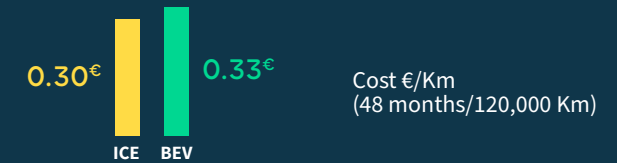
Top 3 e-LCV

All market LCV

- 1 Toyota Proace City Van
- 2 Renault Kangoo
- 3 VW e-Crafter

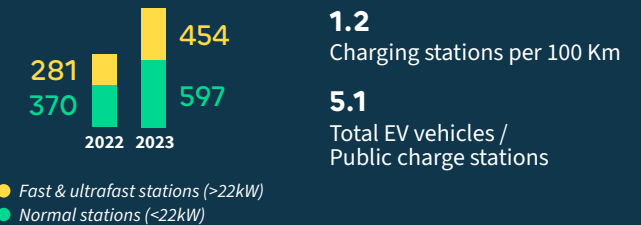
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **8/20**



Green powertrain offer

Score **7/15**

59 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **4/5**

Carbon intensity at 191 g (gCO₂eq/kWh), with 77% low carbon of which 67% are renewable.

Taxation and regulation

Score **3/20**

www.ayvens.com/en-lt



Score **3/20**

Taxation & regulation

Registration tax & ownership benefits

- €4,000 state support for EVs, 100% VAT deductible for EVs - price below €50,000.
- ICE PCs - 100% VAT deductible from service part of rental fee.

Company tax benefit

Purchase incentives (bonus) for vehicles ≤ six months:

- M1 electric vehicle: €4,000.
- Additional €1,000 for scrapping an old diesel or petrol M1, owned for at least 12 months, with a valid MOT.
- Maximum subsidy is €400,000 per company.

Employee benefit

N/A

Purchase subsidy

N/A

EV infrastructure subsidy

N/A

Regulation

N/A

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Luxembourg



Ayvens fleet size at end 2023
20,081

EV maturity scoring (70/100)



EV adoption

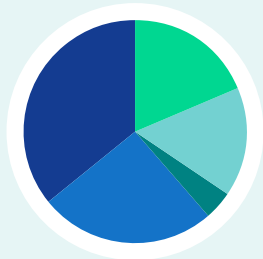
Score **18/25**

Powertrain distribution

All market based on 2023 registration

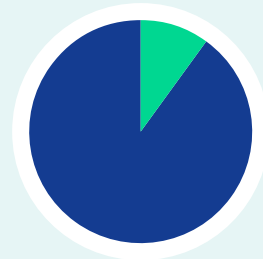
Passenger cars (PC)

19% BEV
16% PHEV
4% HEV
26% Petrol
36% Diesel
- Other



Light commercial vehicles (LCV)

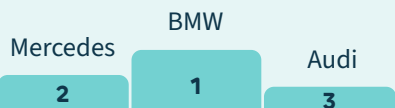
10% BEV & PHEV
- Hybrid
- Alt fuel
- Petrol
90% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+70.9% BEV
+27.9% PHEV
+3.9% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Fiat 500
- 3 Tesla Model 3

Top 3 e-LCV

All market LCV

- 1 Citroen e-Berlingo Van
- 2 VW ID.BUZZ Cargo
- 3 Citroen e-Jumpy

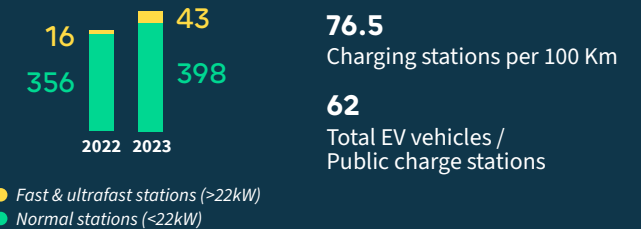
BEV vs ICE TCO

Score **14/15**



Charging infrastructure

Score **12/20**



Green powertrain offer

Score **14/15**

128 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **3/5**

Carbon intensity at 290 g (gCO₂eq/kWh) with 71% low-carbon of which 60% are renewable.

Taxation and regulation

Score **9/20**

legilux.public.lu



Score **9/20**

Taxation & regulation

Registration tax & ownership benefits

- Minimum tax rate of €50 per year for zero-emission vehicles.
- Government subsidy to the owner of the car (individuals and legal entities of private law-residents or non-residents) of €8,000 for fully electric vehicles: premium included in the quote. The vehicle must be subject to a leasing contract of a minimum duration of 12 months.

Company tax benefit

N/A

Employee benefit

Monthly benefit in kind from 0.5-1.8% depending on CO₂ emissions.

The calculation of the benefit in kind for the driver is taxed based on the powertrain type and CO₂ emissions. With an electric vehicle, the driver takes advantage of a benefit in kind calculated at only 0.5% of the net value of the new vehicle.

- For gasoline vehicles from 1% to 1.7% (depending on CO₂ emissions).
- For diesel vehicles from 1% to 1.8% (depending on CO₂ emissions).

There will be changes in the calculation of the benefit in kind for 2022:

- Currently, the highest BIK is applied for vehicles with CO₂ emissions over 150 g/Km - this will be decreased by 20 g to 130 g/Km from 1st January 2022 on new orders.
- From 1st January 2025, the rate will be increased to 1% for BEV and 2% for all ICE vehicles, including PHEV & MHEV.

Purchase subsidy

- BEVs: ≤ 18 kWh: €6,000.
- 16 kWh & < 18 kWh: €3,000.
- 18 kWh: €0.

EV infrastructure subsidy

SMEs can benefit from a subsidy of up to 50% of the costs related to charging stations and up to 60% of the costs related to the connection to the electricity grid. €60,000 for grid connection costs and 40,000€ for the other costs related to the deployment per company.

Subsidy up to €1,650 (limited at 50% of the total cost) for the installation of a private charge point and only for private individuals :

- Up to 3 parking spaces: up to €750 for a single point, and up to €1,200 for a smart charging station.

- More than 4 parking spaces: up to €1,200 for a single point and up to €1,650 for a smart charging station

Regulation

- New Tramway for city center. Free public transports. New park-and-ride facilities to avoid traffic to the city-centre.
- Regarding Electromobility, 800 public double charging stations (currently 700).

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Malaysia



Ayvens fleet size at end 2023

387

EV maturity scoring (17/100)



EV adoption

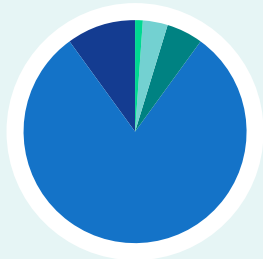
Score **7/25**

Powertrain distribution

All market based on 2023 registration

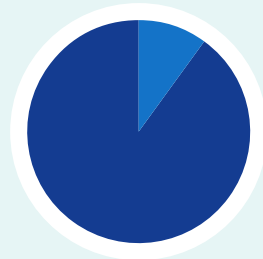
Passenger cars (PC)

1.3%	BEV
3.5%	PHEV
5.2%	HEV
80%	Petrol
10%	Diesel
-	Other



Light commercial vehicles (LCV)

-	BEV & PHEV
-	Hybrid
-	Alt fuel
10%	Petrol
90%	Diesel
-	Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+510%	BEV
-0.4%	PHEV
+11.1%	ICE

TOP 3 BEV

All market PC

- 1 BYD Atto-3
- 2 BMW iX
- 3 BMW iX3

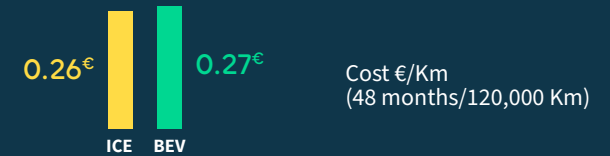
Top 3 e-LCV

All market LCV

- 1 N/A
- 2 N/A
- 3 N/A

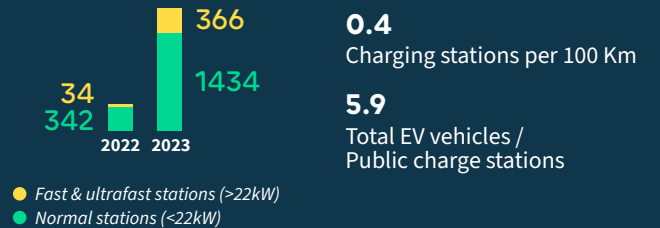
BEV vs ICE TCO

Score **1/15**



Charging infrastructure

Score **3/20**



Green powertrain offer

Score **3/15**

31 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **0/5**

Carbon intensity at 650 g (gCO₂eq/kWh), with 6% low carbon of which 6% are renewable.

Taxation and regulation

Score **3/20**

www.aseanbriefing.com



Score **3/20**

Taxation & regulation

Registration tax & ownership benefits

- No road tax for BEV until 31th December 2025.

Company tax benefit

- Capital Allowance of RM 300k per car under leasing for BEV.

Employee benefit

N/A

Purchase subsidy

- 0% import duty on all BEVs.

EV infrastructure subsidy

N/A

Regulation

N/A

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Mexico



Ayvens fleet size at end 2023

49,194

EV maturity scoring (29/100)



EV adoption

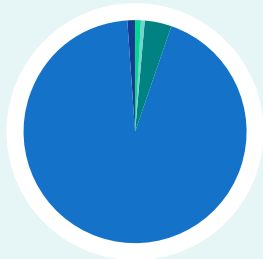
Score 7/25

Powertrain distribution

All market based on 2023 registration

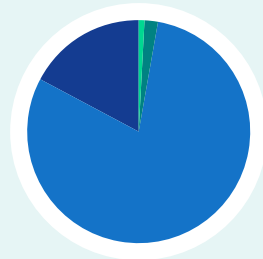
Passenger cars (PC)

1%	BEV
0.4%	PHEV
4%	HEV
94%	Petrol
1%	Diesel
-	Other



Light commercial vehicles (LCV)

1%	BEV & PHEV
-	Hybrid
2%	Alt fuel
80%	Petrol
17%	Diesel
-	Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+25.4%	BEV
+22.2%	PHEV
+47.6%	ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Sehol E10X
- 3 Tesla Model 3

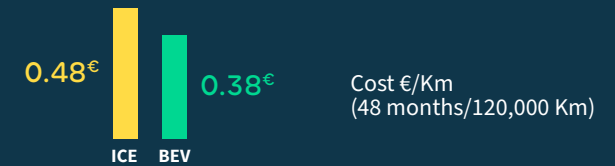
Top 3 e-LCV

All market LCV

- 1 Ford E-Transit Van
- 2 JAC eSunray
- 3 Renault Kangoo BEV

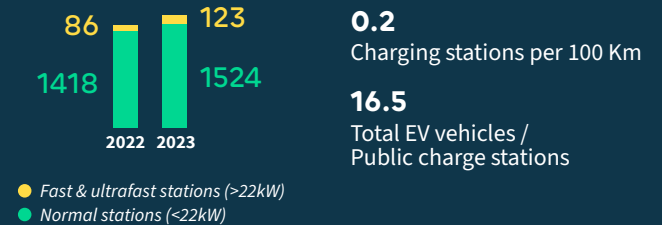
BEV vs ICE TCO

Score 8/15



Charging infrastructure

Score 2/20



Green powertrain offer

Score 5/15

46 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score 1/5

Carbon intensity from 341 to 411 g (gCO₂e/kWh).

Taxation and regulation

Score 6/20

www.dof.gob.mx



Score **6/20**

Taxation & regulation

Registration tax & ownership benefits

- Road taxes and ownership tax exemptions on hybrids and BEVs.

Company tax benefit

- Incentives for BEV, operational lease grant tax benefits taking full monthly rental as a basis for calculation.
- For alternative powertrains (BEV/PHEV/FCEV/HEV), higher deductible amount to \$250,000 MXN.
- Following the latest stimulus law, “Ley de Ingresos de la Federación”, the BEV and FCEV are exempted from the new vehicle tax ISAN (Impuesto Sobre Automóviles Nuevos).

Employee benefit

- Some roads offer discounts on payments to EV vehicles.

Purchase subsidy

- Vehicles are not required to do periodic technical controls about pollution.

EV infrastructure subsidy

- Supporting scheme varies depending on the region, the scheme rules are set by the Comisión Federal de Electricidad (CFE).

Regulation

- HEV/BEV/PHEV are able to transit daily in Mexico city, even if a pollution phase applies.
- For HEVs, PHEVs and BEVs drivers can own an unique device for electronic toll payments on roads and highways, with 20% discount.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
11,367

EV maturity scoring (12/100)



EV adoption

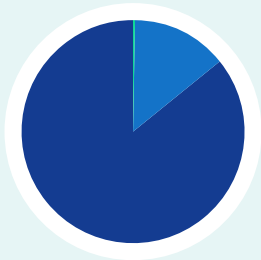
Score **7/25**

Powertrain distribution

All market based on 2023 registration

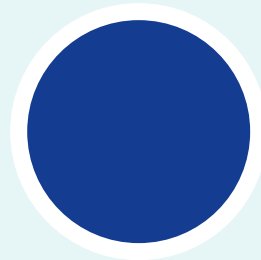
Passenger cars (PC)

0.3% BEV
- PHEV
- HEV
14% Petrol
85.7% Diesel
- Other



Light commercial vehicles (LCV)

- BEV & PHEV
- Hybrid
- Alt fuel
- Petrol
100% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

N/A BEV
N/A PHEV
N/A ICE

TOP 3 BEV

All market PC

- 1 Citroen Ami
- 2 Dacia Spring
- 3 Hyundai Ioniq 5

Top 3 e-LCV

All market LCV

- 1 N/A
- 2 N/A
- 3 N/A

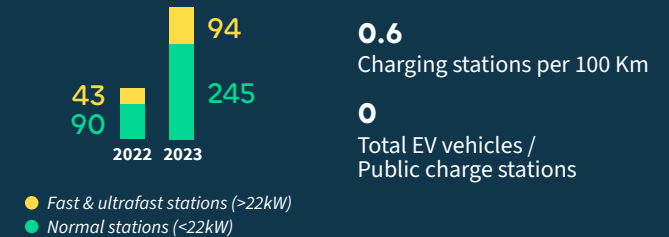
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **4/20**



Green powertrain offer

Score **1/15**

16 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **0/5**

N/A

Taxation and regulation

Score **0/20**

N/A

Netherlands



Ayvens fleet size at end 2023

241,229

EV maturity scoring (80/100)



EV adoption

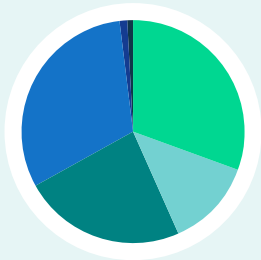
Score **20/25**

Powertrain distribution

All market based on 2023 registration

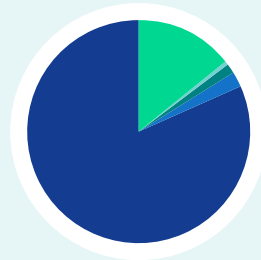
Passenger cars (PC)

30.8% BEV
12.8% PHEV
23.4% HEV
31.3% Petrol
1.1% Diesel
0.6% Other



Light commercial vehicles (LCV)

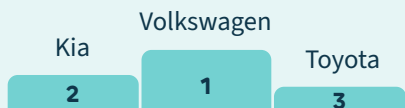
14.4% BEV & PHEV
0.4% Hybrid
1.5% Alt fuel
2.3% Petrol
81.4% Diesel
- Other



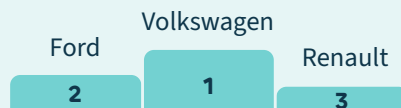
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+55.3% BEV
+36.4% PHEV
+2.7% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Volvo XC40
- 3 Peugeot e-208

Top 3 e-LCV

All market LCV

- 1 VW ID.BUZZ Cargo
- 2 Opel/Vxh. Vivaro-e
- 3 Toyota Proace Van

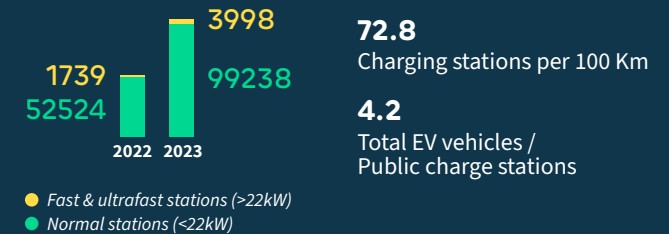
BEV vs ICE TCO

Score **14/15**



Charging infrastructure

Score **17/20**



Green powertrain offer

Score **15/15**

168 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **1/5**

Carbon intensity at 304 g (gCO₂eq/kWh), with 41% low carbon of which 38% are renewable.

Taxation and regulation

Score **13/20**

www.ayvens.com/nl

Netherlands

Score **13/20**

Taxation & regulation

Registration tax & ownership benefits

- Exemption for zero-emission cars.
- 50% tariff for PHEVs.
Changes planned upcoming: As from 2025 PHEV 100% roadtax. EV as from 2026 partial (60%) and rising till 100% in 2031.

Company tax benefit

Minimum rate (16%) for zero-emission cars. Cap at €30,000 for BEVs, above is 22%. No cap for hydrogen cars.

- Subsidy scheme (SEPP) for individuals to buy/ lease a small or compact.
- Subsidy for Occasion EV private person to stop as from 2025.
- All others 22%.

Employee benefit

- BEV registered in 2023, have a reduced Benefit in kind. The first €30k of catalogue price trigger 16% BIK tax. The remaining part of catalogue price, if any, is calculated at 22% BIK.
- Same regulation for 2024 .

Purchase subsidy

- Subsidy scheme (SEPP) for individuals to buy/ lease a small or compact BEV car, new or used.
- Arbitrary depreciation of environmental investments scheme (Vamil) for FCEV cars or taxis and BEV cars equipped with solar panels. Subsidy for Occasion EV private person to stop as from 2025.

EV infrastructure subsidy

- Using the Environmental Investment Allowance (MIA), companies can receive an investment deduction of up to 36% (45%) of the amount invested into a charging point.

When residents of a municipality need a charging point, the municipality provides a public charging point free of charge (under certain conditions).

- Based on the “Klimaat akkoord” on national, country and local levels, various initiatives exist to expand charging infrastructure. The goal is 1.8 million charging points in 2030.
- Based on the “Klimaat akkoord”, measures have been taken to make the energy prices of charging points more transparent and comparable for consumers/users.

- Investments are made in hydrogen solutions (e.g., buses and garbage trucks) and hydrogen filling stations.
- Home charge points, paid for by the employer, are not taxed separately but deemed to be included in the fringe benefit on the EV. Depending on Carpolicy employer.

Regulation

- Public car sharing widely available.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

New Zealand



Partner's fleet size at end 2023
24,600

EV maturity scoring (44/100)



EV adoption

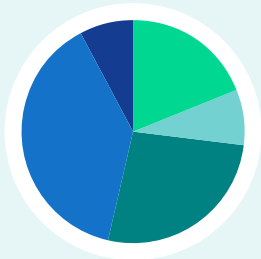
Score **16/25**

Powertrain distribution

All market based on 2023 registration

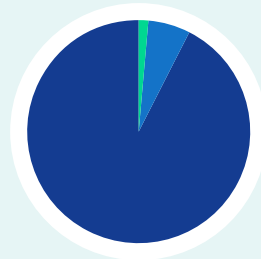
Passenger cars (PC)

19%	BEV
8.1%	PHEV
26.7%	HEV
38.5%	Petrol
7.7%	Diesel
-	Other



Light commercial vehicles (LCV)

1.6%	BEV & PHEV
-	Hybrid
-	Alt fuel
5.9%	Petrol
92.5%	Diesel
-	Other



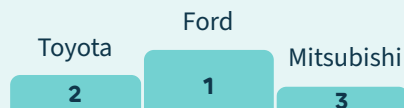
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+32.8%	BEV
+20.3%	PHEV
-13.5%	ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 BYD Yuan Plus / Atto-3
- 3 MG EZS

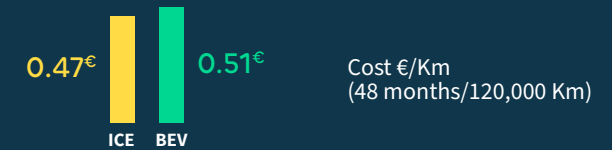
Top 3 e-LCV

All market LCV

- 1 Maxus EV30 / e-Deliver 3
- 2 Maxus EV90 / e-Deliver 9
- 3 Ford E-Transit Van

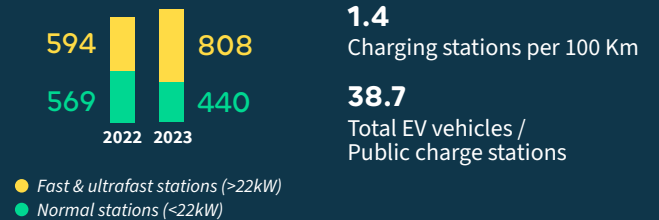
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **9/20**



Green powertrain offer

Score **11/15**

86 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **5/5**

Carbon intensity at 97 g (gCO₂eq/kWh), with 88% low carbon of which 88% are renewable.

Taxation and regulation

Score **3/20**

N/A



New Zealand

Score **3/20**

Taxation & regulation

Registration tax & ownership benefits

The newly elected Government of New Zealand has aggressively rolled back and removed Government rebates & incentives previously offered on Electric Vehicles. The road user exemption charges for EV's also expired on the 31st March 2024.

Government has put in approx. \$7M across 18 approved projects. Most of these approved projects go into public charging.

Regulation

Road User Charge (RUC) applies to BEVs and PHEVs from 1st April 2024.

Company tax benefit

N/A

Employee benefit

N/A

Purchase subsidy

N/A

EV infrastructure subsidy

Low Emission Transport Fund continues:

This is a co-funding initiative where the NZ Government covers a percentage of a project's costs. This is a contestable fund and will have to be applied for by a business and demonstrate public value. In the latest funding round, the

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
34,720

EV maturity scoring (82/100)



EV adoption

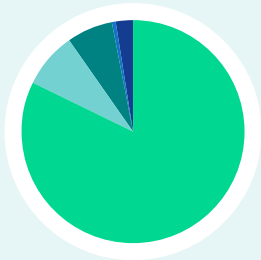
Score **20/25**

Powertrain distribution

All market based on 2023 registration

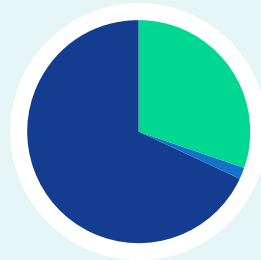
Passenger cars (PC)

- 82.4% BEV
- 8% PHEV
- 6.7% HEV
- 0.5% Petrol
- 2.4% Diesel
- Other



Light commercial vehicles (LCV)

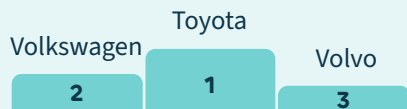
- 30.5% BEV & PHEV
- Hybrid
- Alt fuel
- 1.6% Petrol
- 67.9% Diesel
- Other



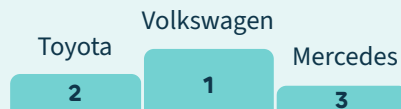
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

- 24.8% BEV
- 37.2% PHEV
- 35.4% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 VW ID.4
- 3 Skoda Enyaq

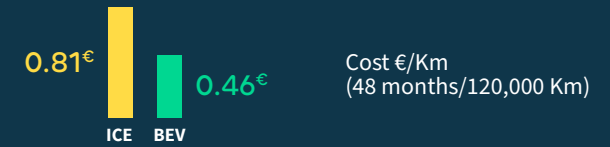
Top 3 e-LCV

All market LCV

- 1 VW ID.Buzz Cargo
- 2 Toyota Proace City Van
- 3 Toyota Proace Van

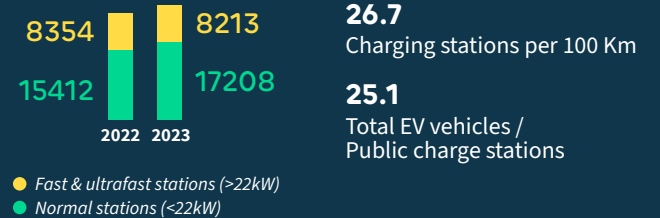
BEV vs ICE TCO

Score **14/15**



Charging infrastructure

Score **15/20**



Green powertrain offer

Score **15/15**

154 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **5/5**

Carbon intensity from 27 to 52 g (gCO₂eq/kWh), with 98% low-carbon of which 97% are renewable.

Taxation and regulation

Score **13/20**

www.skatteetaten.no



Score **13/20**

Taxation & regulation

Registration tax & ownership benefits

- BEVs are now subject to a weight related registration tax of NOK 12.50 per kg exceeding 500 kg.
- Wreckage fee of NOK 2,400.
- Lower road tax for BEVs.

Company tax benefit

- No company tax benefits.

Employee benefit

- No company car benefits for employers driving BEVs any more.

Purchase subsidy

- VAT exemption for BEV purchase, but only for the amount up to NOK 500,000. The amount exceeding NOK 500,000 sees 25% VAT.

EV infrastructure subsidy

- Local subsidies scheme is in place supporting charging installation. The range is between NOK 5,000 to 10,000.

Regulation

- The scheme that has been granting urban toll exemption in some cities will be gradually phased-out. However BEVs will not pay more than 50% of comparable ICE toll.
- Target from government is to sell only zero emission vehicles from 2025.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
2,533

EV maturity scoring (12/100)



EV adoption

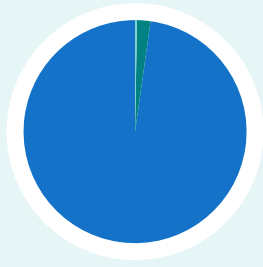
Score **4/25**

Powertrain distribution

All market based on 2023 registration

Passenger cars (PC)

0.1%	BEV
0.2%	PHEV
2.1%	HEV
97.6%	Petrol & Diesel
-	Other



Light commercial vehicles (LCV)

N/A	BEV & PHEV
N/A	Hybrid
N/A	Alt fuel
N/A	Petrol
N/A	Diesel
N/A	Other



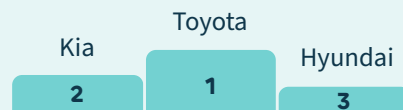
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+61.8%	BEV
+70.1%	PHEV
+2.4%	ICE

TOP 3 BEV

All market PC

- 1 N/A
- 2 N/A
- 3 N/A

Top 3 e-LCV

All market LCV

- 1 JAC T8
- 2 Maxus EV30
- 3 N/A

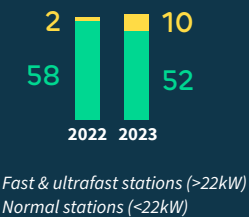
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **0/20**



N/A
Charging stations per 100 Km
0
Total EV vehicles / Public charge stations

Green powertrain offer

Score **2/15**

21 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **3/5**

Carbon intensity at 223 g (gCO₂e/kWh), with 58% low carbon of which 58% are renewable.

Taxation and regulation

Score **3/20**

www.sat.gob.pe

Poland



Ayvens fleet size at end 2023

45,164

EV maturity scoring (41/100)



EV adoption

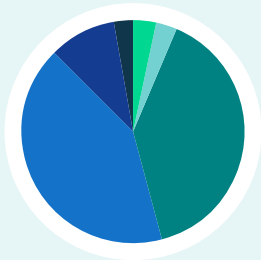
Score **10/25**

Powertrain distribution

All market based on 2023 registration

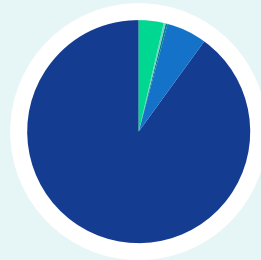
Passenger cars (PC)

3.6% BEV
2.8% PHEV
39.5% HEV
41.7% Petrol
9.8% Diesel
2.6% Other



Light commercial vehicles (LCV)

3.8% BEV & PHEV
0.1% Hybrid
0.3% Alt fuel
6% Petrol
89.8% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+51.3% BEV
+26.9% PHEV
-0.8% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 Audi Q4 e-Tron

Top 3 e-LCV

All market LCV

- 1 Ford e-Transit
- 2 Mercedes eSprinter
- 3 Volkswagen ID Buzz Cargo

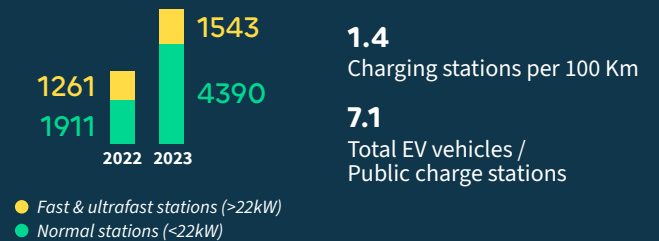
BEV vs ICE TCO

Score **6/15**



Charging infrastructure

Score **5/20**



Green powertrain offer

Score **14/15**

132 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **1/5**

Carbon intensity at 794 g (gCO₂eq/kWh), with 31% low carbon of which 29% are renewable.

Taxation and regulation

Score **5/20**

www.acea.auto



Score **5/20**

Taxation & regulation

Registration tax & ownership benefits

- Excise tax exemption for BEVs.
- Excise tax exemption for PHEVs up to 2,000cc until end 2029.

Depreciation:

- Up to PLN 225,000 for BEVs and FCEVs.
- Up to PLN 150,000 for vehicles emitting 0-50 g CO₂/Km.
- Up to PLN 100,000 for vehicles emitting > 50 g CO₂/Km.

Company tax benefit

- Companies can deduct up to the entirety of VAT, depending on the type use of the car (mixed, professional use).
- Lease related fees are tax-deductible to different extend depending on the powertrain. ICE car tax cost limit is set for PLN 150,000 and for EV the limit amounts to PLN 225,000.

Employee benefit

Benefit in kind calculation is based on engine power for ICE and can vary from PLN 250 to PLN 400 monthly. For BEV and FCEV it is fixed at level of PLN 250 monthly.

Purchase subsidy

Purchase incentives for individuals and legal persons (purchase, leasing):

- Passenger cars: from PLN 18,750 to PLN 27,000 for BEVs and FCEVs of a max price of PLN 225,000.
- LCV: up to PLN 70,000 for BEVs and FCEVs.

EV infrastructure subsidy

Expected new programme for high-speed infrastructure including heavy truck charging in 2024.

Regulation

- Some cities allow to BEV drivers the usage of bus lanes.
- In some cities, BEV can benefit of free parking spots.
- Cities can establish clean transportation zones on their territory.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Portugal



Ayvens fleet size at end 2023

118,294

EV maturity scoring (60/100)



EV adoption

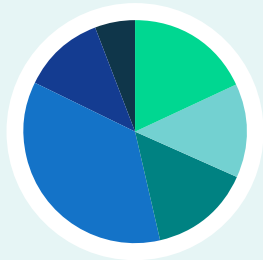
Score **16/25**

Powertrain distribution

All market based on 2023 registration

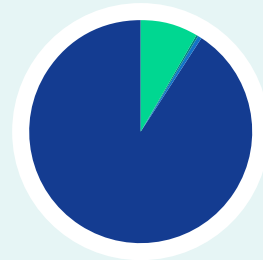
Passenger cars (PC)

18.2% BEV
13.6% PHEV
14.7% HEV
35.9% Petrol
12% Diesel
5.6% Other



Light commercial vehicles (LCV)

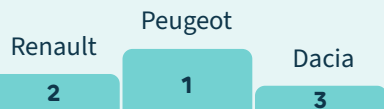
8.6% BEV & PHEV
- Hybrid
0.1% Alt fuel
0.5% Petrol
90.8% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+104.7% BEV
+64.4% PHEV
+11.7% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 Dacia Spring

Top 3 e-LCV

All market LCV

- 1 Peugeot e-Partner
- 2 Citroen e-Berlingo Van
- 3 Opel Combo-e

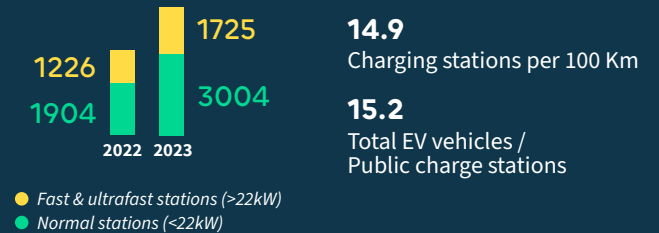
BEV vs ICE TCO

Score **6/15**



Charging infrastructure

Score **12/20**



Green powertrain offer

Score **15/15**

138 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **4/5**

Carbon intensity at 154 g (gCO₂eq/kWh), with 77% low carbon of which 72% are renewable.

Taxation and regulation

Score **7/20**

www.pwc.pt



Score **7/20**

Taxation & regulation

Registration tax & ownership benefits

Registration tax (ISV – Imposto sobre veículos):

- BEVs: complete exemption.
- PHEVs: 75% reduction if range in all-electric mode ≥ 50 km and < 50 g CO₂/km.
- HEVs: 40% reduction if range in all-electric mode > 50 km and CO₂ emissions ≤ 50 g/km.

Company tax benefit

Autonomous corporate income tax:

- Exemption for BEVs.
- Reduction for PHEVs if range in all-electric mode ≥ 50 Km and CO₂ emissions < 50 g/KmVAT deduction for M1.
- 100% for BEVs $\leq \text{€}62,500 + \text{VAT}$.
- 100% for PHEVs $\leq \text{€}50,000 + \text{VAT}$.

Employee benefit

N/A

Purchase subsidy

N/A

EV infrastructure subsidy

N/A

Regulation

- Free parking in several cities in Portugal for BEVs (Lisbon, Beja, Guimarães and others).

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Romania



Ayvens fleet size at end 2023

22,371

EV maturity scoring (42/100)



EV adoption

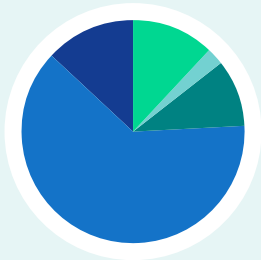
Score **13/25**

Powertrain distribution

All market based on 2023 registration

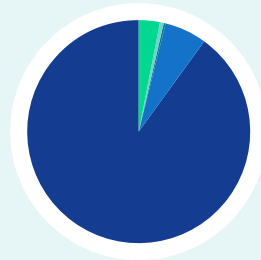
Passenger cars (PC)

12.1%	BEV
2.5%	PHEV
9.8%	HEV
62.7%	Petrol
12.9%	Diesel
-	Other



Light commercial vehicles (LCV)

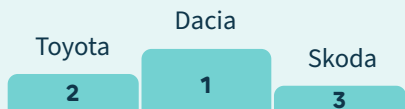
3.2%	BEV & PHEV
0.6%	Hybrid
0.2%	Alt fuel
6.2%	Petrol
89.8%	Diesel
-	Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+31.7%	BEV
-11.7%	PHEV
+10.5%	ICE

TOP 3 BEV

All market PC

- 1 Dacia Spring
- 2 Tesla Model Y
- 3 Tesla Model 3

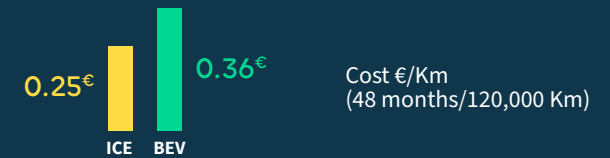
Top 3 e-LCV

All market LCV

- 1 Mercedes e-Sprinter
- 2 Renault Kangoo
- 3 Mercedes e-Vito Van

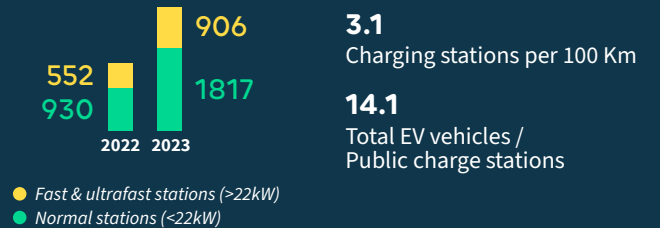
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **8/20**



Green powertrain offer

Score **12/15**

105 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **3/5**

Carbon intensity at 298 g (gCO₂eq/kWh), with 68% low carbon of which 47% are renewable.

Taxation and regulation

Score **6/20**

N/A

Romania

Score **6/20**

Taxation & regulation

Registration tax & ownership benefits

Electric or hybrid cars have a special taxation status. According to the fiscal code, in the case of hybrid, the taxation is reduced by at least 50%, according to the decision of the local council of each municipality, and electric vehicles are exempt from paying the tax. The 50% tax reduction established by the fiscal code is the minimum. For example, for hybrid vehicles registered in Bucharest, the discount is 95%.

Company tax benefit

N/A

Employee benefit

N/A

Purchase subsidy

Vouchers / incentives available:

- An eco-voucher of RON 13,000 (€2,600) for the purchase of a plug-in hybrid electric car with CO₂ emissions of 80 g or less CO₂/Km WLTP; the scrapping of an old car is mandatory.

- An eco-voucher of RON 25,500 (€5,100) for the purchase of a pure electric vehicle; the scrapping of an old car is mandatory. The value of the incentive cannot be more than 50% of the total value of the vehicle.

EV infrastructure subsidy

Grants up to €100,000 for the creation of photovoltaic parks and the purchase of electric charging stations

Regulation

BEVs, PHEVs and HEVs benefit of free parking in public parkings in the main cities, including Bucharest. Online easy procedure to obtain the digital parking vignette.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
5,566

EV maturity scoring (18/100)



EV adoption

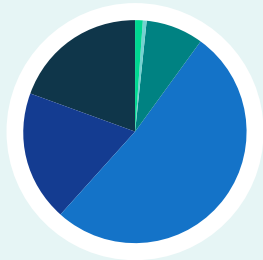
Score **4/25**

Powertrain distribution

All market based on 2023 registration

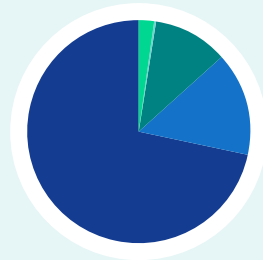
Passenger cars (PC)

1.3% BEV
0.6% PHEV
8.1% HEV
51.8% Petrol
18.9% Diesel
19.3% Other



Light commercial vehicles (LCV)

2.4% BEV & PHEV
0.1% Hybrid
11% Alt fuel
15% Petrol
71.5% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+48% BEV
+1.4% PHEV
+8% ICE

TOP 3 BEV

All market PC

- 1 Volkswagen ID.3
- 2 Hyundai Ioniq
- 3 Hyundai Kona

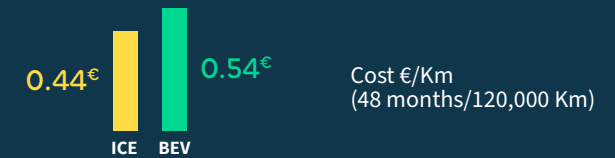
Top 3 e-LCV

All market LCV

- 1 Peugeot Expert
- 2 Opel Vivaro
- 3 Opel Combo

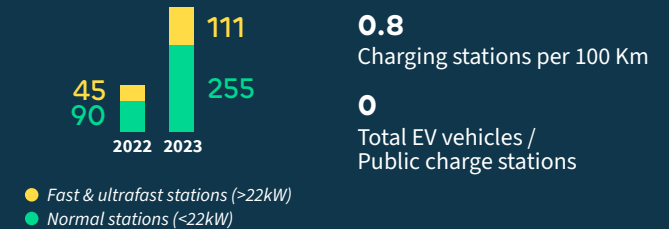
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **5/20**



Green powertrain offer

Score **5/15**

46 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **1/5**

Carbon intensity at 499 g (gCO₂eq/kWh), with 41% low carbon of which 38% are renewable.

Taxation and regulation

Score **3/20**

www.srbija.gov.rs

Slovakia



Ayvens fleet size at end 2023

15,533

EV maturity scoring (29/100)



EV adoption

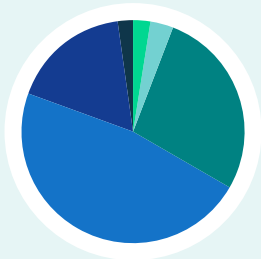
Score 7/25

Powertrain distribution

All market based on 2023 registration

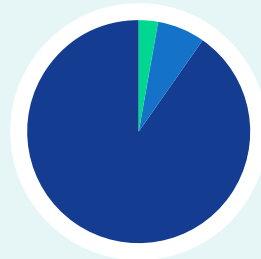
Passenger cars (PC)

2.7% BEV
3.4% PHEV
27.5% HEV
47.1% Petrol
17.3% Diesel
2% Other



Light commercial vehicles (LCV)

2.8% BEV & PHEV
- Hybrid
0.2% Alt fuel
6.8% Petrol
90.2% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+33.1% BEV
+5.7% PHEV
-23.9% ICE

TOP 3 BEV

All market PC

- 1 Skoda Enyaq
- 2 Kia EV6
- 3 VW ID.4

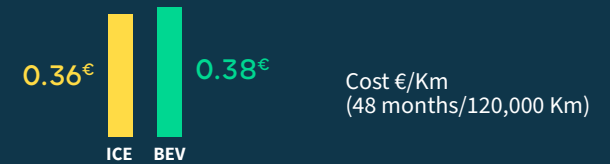
Top 3 e-LCV

All market LCV

- 1 Peugeot e-Expert
- 2 Ford e-Transit Van
- 3 Peugeot e-Partner

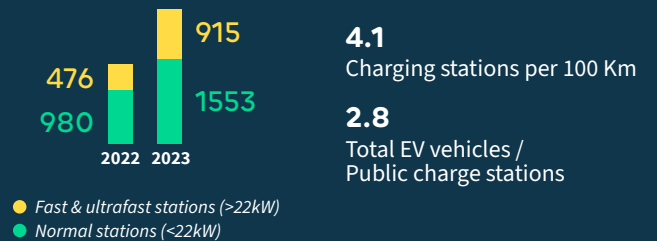
BEV vs ICE TCO

Score 0/15



Charging infrastructure

Score 4/20



Green powertrain offer

Score 12/15

103 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score 3/5

Carbon intensity at 245 g (gCO₂eq/kWh), with 75% low carbon of which 22% are renewable.

Taxation and regulation

Score 3/20

www.financnasprava.sk



Score **3/20**

Taxation & regulation

Registration tax & ownership benefits

- BEV registration is subject to a maximum charge of €33.
- BEVs or PHEVs combined with other fuel types or energy sources, are depreciated for two years.
- Exemption for BEVs.
- 50% for FCEVs and HEVs.

Company tax benefit

- BEVs & PHEVs can be classified as company asset within the scope of “zero depreciation group of assets”. This grants a full depreciation within two years instead of the normal period being four years.

Employee benefit

N/A

Purchase subsidy

N/A

EV infrastructure subsidy

N/A

Regulation

- Soon to be expected low emission zones for hybrids/EVs in capital city.
- EV licence plates are green and start with the letters EL.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Slovenia



Ayvens fleet size at end 2023
2,643

EV maturity scoring (36/100)



EV adoption

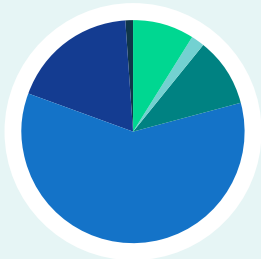
Score **13/25**

Powertrain distribution

All market based on 2023 registration

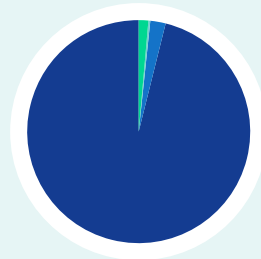
Passenger cars (PC)

8.9% BEV
2.1% PHEV
10% HEV
59.8% Petrol
18.1% Diesel
1.1% Other



Light commercial vehicles (LCV)

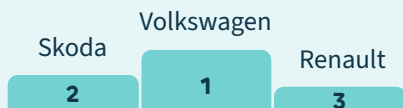
1.4% BEV & PHEV
0.3% Hybrid
- Alt fuel
2.3% Petrol
96% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+87.1% BEV
+72% PHEV
+0.4% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 VW ID.4

Top 3 e-LCV

All market LCV

- 1 Citroen e-Berlingo Van
- 2 VW ID.BUZZ Cargo
- 3 Renault Kangoo

BEV vs ICE TCO

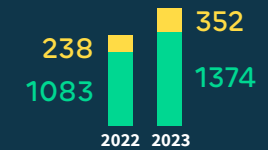
Score **0/15**



Cost €/Km
(48 months/120,000 Km)

Charging infrastructure

Score **6/20**



4.4
Charging stations per 100 Km

6.8
Total EV vehicles /
Public charge stations

- Fast & ultrafast stations (>22kW)
- Normal stations (<22kW)

Green powertrain offer

Score **11/15**

88 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **3/5**

Carbon intensity at 242 g (gCO₂eq/kWh), with 75% low carbon of which 46% are renewable.

Taxation and regulation

Score **3/20**

www.fu.gov.si



Score **3/20**

Taxation & regulation

Registration tax & ownership benefits

- Minimum additional tax rate (0.5%) for BEVs.

Company tax benefit

N/A

Employee benefit

- Benefit in kind doesn't apply to BEVs at all, so no additional cost for the employees who are using the fully electric vehicle as a company car.

Purchase subsidy

- Incentive scheme: up to €4,500 for BEVs (limited funds per company within 3 year period).

EV infrastructure subsidy

N/A

Regulation

N/A

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
247,017

EV maturity scoring (45/100)



EV adoption

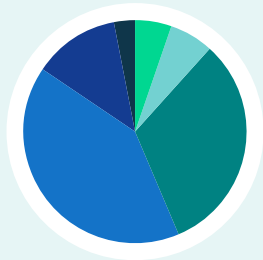
Score **10/25**

Powertrain distribution

All market based on 2023 registration

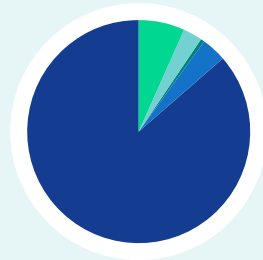
Passenger cars (PC)

- 5.4% BEV
- 6.5% PHEV
- 31.9% HEV
- 40.8% Petrol
- 12.5% Diesel
- 2.9% Other



Light commercial vehicles (LCV)

- 6.8% BEV & PHEV
- 2.8% Hybrid
- 0.4% Alt fuel
- 3.8% Petrol
- 86.2% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

- +72% BEV
- +49.2% PHEV
- +11% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 MG 4/Mulan

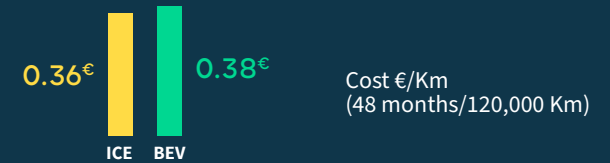
Top 3 e-LCV

All market LCV

- 1 Renault Kangoo
- 2 Citroen e-Berlingo Van
- 3 Ford E-Transit Van

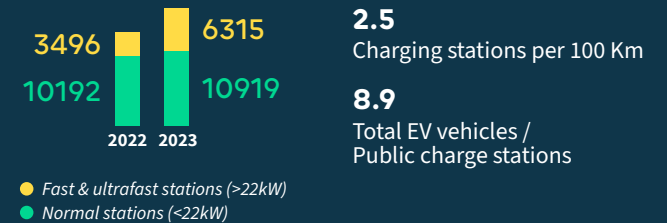
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **9/20**



Green powertrain offer

Score **15/15**

147 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **4/5**

Carbon intensity at 160 g (gCO₂eq/kWh), with 76% low carbon of which 53% are renewable.

Taxation and regulation

Score **7/20**

www.acea.auto



Score **7/20**

Taxation & regulation

Registration tax & ownership benefits

- Exemption from 'special tax' for vehicles emitting ≤ 120 g CO₂/Km.
- Canary Islands: VAT exemption for alternatively powered vehicles (e.g. BEVs, FCEVs, PHEVs, EREVs, and HEVs) emitting ≤ 110 g CO₂/Km.
- 75% reduction for BEVs in main cities (eg Barcelona, Madrid, Valencia, Zaragoza, etc).

Company tax benefit

The use of a company car for private purposes is regarded as a payment in kind and included in the calculation of personal income tax:

- 30% reduction for BEVs and PHEVs ≤ €40,000.
- 20% reduction for HEVs ≤ €35,000.

Employee benefit

N/A

Purchase subsidy

Incentive scheme (MOVES III) in 2021-2024:

- Cars (M1): €4,500-7,000 for BEVs and FCEVs, and €2,500-5,000 for PHEVs, for private individuals, depending on whether a vehicle is being scrapped.

- Different incentives for SMEs and large companies (+ MOVES FLOTAS). For more details: www.idae.es/ayudas-y-financiacion/para-movilidad-y-vehiculos/programa-moves-iii www.idae.es/ayudas-y-financiacion/para-movilidad-y-vehiculos/programa-moves-flotas

EV infrastructure subsidy

Incentive scheme (MOVES III) in 2021-2024:

- Self-employed, individuals, neighbouring communities, and administration: 70% of the eligible cost.
- Companies and public charging points (power ≤ 50 kW): 35% of the eligible cost for a large, 45% for a medium, and 55% for a small company.
- Companies and public charging points (power > 50 kW): 30% of the eligible costs. These amounts are increased if the location is in municipalities with less than 5,000 inhabitants.

Regulation

- Free parking for BEV in some cities.
- BEV can use reserved traffic lanes in some cities.
- Regulation of traffic in main cities during pollution peak. Restricted traffic areas in main cities, except EV i.e. "Madrid 360" and LEZ in Barcelona aka "Barcelona ZBE".

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
41,096

EV maturity scoring (62/100)



EV adoption

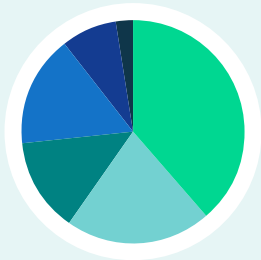
Score **21/25**

Powertrain distribution

All market based on 2023 registration

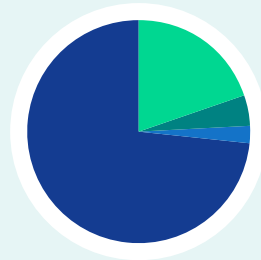
Passenger cars (PC)

38.7% BEV
21.1% PHEV
13.6% HEV
16.1% Petrol
8.2% Diesel
2.3% Other



Light commercial vehicles (LCV)

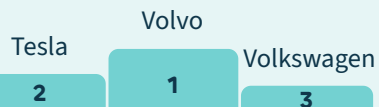
19.8% BEV & PHEV
- Hybrid
4.6% Alt fuel
2.4% Petrol
73.2% Diesel
- Other



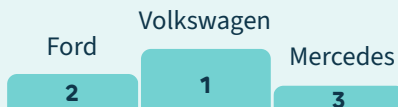
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+17.7% BEV
-8% PHEV
-7.6% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 VW ID.4
- 3 Volvo XC40

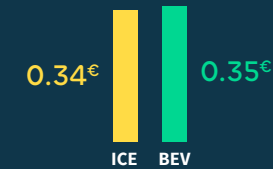
Top 3 e-LCV

All market LCV

- 1 VW ID.BUZZ Cargo
- 2 Renault Kangoo
- 3 Toyota Proace Van

BEV vs ICE TCO

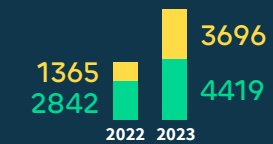
Score **2/15**



Cost €/Km
(48 months/120,000 Km)

Charging infrastructure

Score **8/20**



12.2
Charging stations per 100 Km

40.2
Total EV vehicles /
Public charge stations

- Fast & ultrafast stations (>22kW)
- Normal stations (<22kW)

Green powertrain offer

Score **15/15**

142 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **5/5**

Carbon intensity from 16 to 41 g (gCO₂eq/kWh), with 100% low carbon of which 82.5% are renewable.

Taxation and regulation

Score **11/20**

skatteverket.se



Score **11/20**

Taxation & regulation

Registration tax & ownership benefits

Low annual road tax (SEK 360) for zero-emission vehicles and PHEVs.

Company tax benefit

The lower road tax and reduction in taxable list price described above for EVs/PHEVs/CNG vehicles benefits the company through lower employer taxes on drivers, BIK compared to diesel/petrol vehicles.

Employee benefit

The private use of a company car is taxed on benefits. For some cars, there is a permanent tax reduction of the benefit value. The reduction is a fixed amount based on the environmental technology:

- BEVs and FCEVs: SEK 350,000.
- PHEVs: SEK 140,000.

The taxable benefit value is based on the new car price and reduced by the relevant amount. The discount may not exceed 50% of the car price.

Purchase subsidy

Since November 2022 no subsidy amount from the Government for Electric vehicles. Since mid February a new climate premium has been implemented. It only applies to fully Electric LCVs and is managed by the Swedish Energy Agency. It will be split in three phases with a maximum amount of SEK 50,000 and will decrease to maximum SEK 30,000 until September 2025.

EV infrastructure subsidy

- 50% tax deduction (max SEK 15,000) for households installing a charging box at home for an electric car.
- *Ladda bilen* grant for the installation of AC charging for residents in apartment buildings.

Regulation

As of 2020, municipalities can exempt vehicles with high emissions from specific areas. Only pre-EU5 vehicles are denied from certain streets in Stockholm. Furthermore, there are plans to expand this so that only EVs/FCEVs/CNG vehicles are allowed to enter. The regulations will be gradually implemented between 2024 and 2026. First area will be implemented in Stockholm from

December 31st 2024. It will only be allowed to drive electric, fuel cell and gas vehicles (Euro 6 emission class). PHEVs are not allowed, unless it is a heavy vehicle that meets the Euro 6 emission requirements.

No exception for taxis or deliveries, but for health and social care, security and public services.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Switzerland



Ayvens fleet size at end 2023
14,008

EV maturity scoring (64/100)



EV adoption

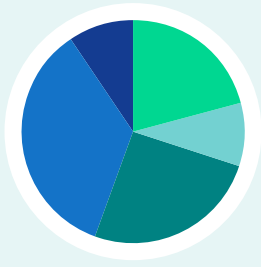
Score **15/25**

Powertrain distribution

All market based on 2023 registration

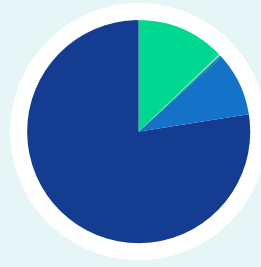
Passenger cars (PC)

21% BEV
9.2% PHEV
25.4% HEV
35.1% Petrol
9.3% Diesel
- Other



Light commercial vehicles (LCV)

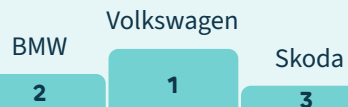
12.8% BEV & PHEV
0.3% Hybrid
0.3% Alt fuel
9.1% Petrol
77.5% Diesel
- Other



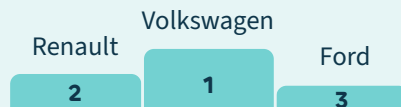
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+31.3% BEV
+25.4% PHEV
+5.4% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Skoda Enyaq
- 3 Audi Q4 e-Tron

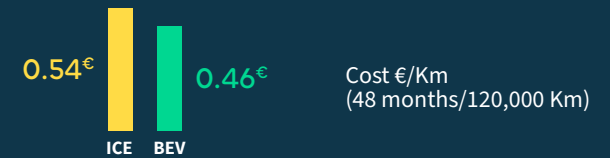
Top 3 e-LCV

All market LCV

- 1 VW ID.BUZZ Cargo
- 2 Mercedes eVito Van
- 3 Renault Kangoo

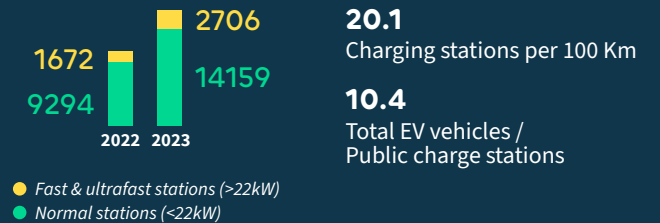
BEV vs ICE TCO

Score **13/15**



Charging infrastructure

Score **12/20**



Green powertrain offer

Score **13/15**

143 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **5/5**

Carbon intensity at 86 g (gCO₂eq/kWh), with 94% low carbon of which 57% are renewable.

Taxation and regulation

Score **6/20**

www.ch.ch/fr

Switzerland

Score **6/20**

Taxation & regulation

Registration tax & ownership benefits

- Electric cars are exempt from the automobile tax.
- Various cantons reduce or exempt the traffic tax over a certain period, depending on the fuel consumption (CO₂/Km).

Company tax benefit

- Various cantons reduce or exempt the traffic tax over a certain period, depending on the fuel consumption (CO₂/Km).

Employee benefit

N/A

Purchase subsidy

- Purchase subsidies for a BEV can be up to CHF 5,000, depending on city/canton.

EV infrastructure subsidy

- Various cantons and municipalities contribute to the installation costs for electromobility.

Regulation

N/A

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

Thailand



Ayvens fleet size at end 2023
2,180

EV maturity scoring (43/100)



EV adoption

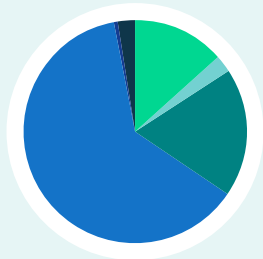
Score **13/25**

Powertrain distribution

All market based on 2023 registration

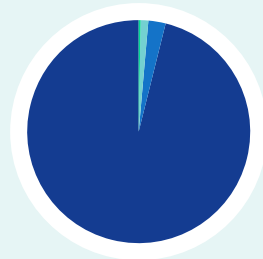
Passenger cars (PC)

13.8% BEV
2.5% PHEV
19.1% HEV
64% Petrol
0.6% Diesel
- Other



Light commercial vehicles (LCV)

0.3% BEV & PHEV
1.2% Hybrid
- Alt fuel
2.4% Petrol
96.1% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+646.8% BEV
+1.8% PHEV
-6.6% ICE

TOP 3 BEV

All market PC

- 1 BYD Atto-3
- 2 Hozon Neta V
- 3 BYD Dolphin

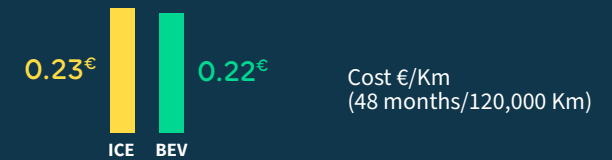
Top 3 e-LCV

All market LCV

- 1 Maxus 9
- 2 BYD T3
- 3 N/A

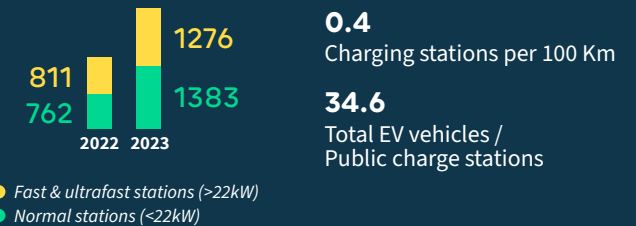
BEV vs ICE TCO

Score **8/15**



Charging infrastructure

Score **6/20**



Green powertrain offer

Score **7/15**

55 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **1/5**

Carbon intensity at 409 g (gCO₂eq/kWh), with 16% low carbon of which 16% are renewable.

Taxation and regulation

Score **8/20**

N/A

Thailand

Score **8/20**

Taxation & regulation

Registration tax & ownership benefits

The yearly road tax for an EV is reduced to THB 130 when it is THB 330 for passenger cars of other fuel types.

Company tax benefit

To support the local industry, the package includes significant tax incentives:

- A reduction in import duties for completely built unit (CBU) EVs during the first two years of the package (2024-2025), capped at 40% if the EVs have a price tag not exceeding BATH 2M (€50,500).
- A substantial cut in the excise tax rate from 8% to 2% for electric cars priced up to BATH 7M (€176,760), contingent upon the condition that importers must balance their imports with local production.

Employee benefit

N/A

Purchase subsidy

Thailand's government has introduced a new subsidy package, known as EV3.5, from 2024 to 2027, to promote EV adoption. It offers a range of subsidies based on the type of vehicle

and battery capacity, aimed to make EVs more affordable and to encourage local production.

Key details of the EV3.5 package include:

- Subsidies ranging from BATH 50k to 100k (€1,263 to €2,526) for electric cars and pickups with a retail price not exceeding BATH 2M (€50,500) and equipped with a battery of at least 50 kWh.
- For EVs using batteries with less than 50 kWh capacity, subsidies range from BATH 20k to 50k (€505 to €1,263).
- Electric motorcycles priced below BATH 150k (€3,788) with batteries of at least 3 kWh are eligible for subsidies between BATH 5k and 10k (€50 and €100).

EV infrastructure subsidy

The government is investing significantly to speed up private and public charging network expansion with 3 initiatives:

- PTT EV station Operated by the Petroleum Authority of Thailand (PTT) under the Blue Point project.
- MEA EV: Managed by the Metropolitan Electricity Authority, MEA EV focuses on providing charging services in Bangkok and nearby provinces.
- EGAT EV: the Electricity Generating Authority of Thailand has created Elexa to provide EV chargers, AC and DC, and installation/

maintenance for residential and industrial/commercial customers.

Regulation

N/A

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.



Ayvens fleet size at end 2023
35,613

EV maturity scoring (39/100)



EV adoption

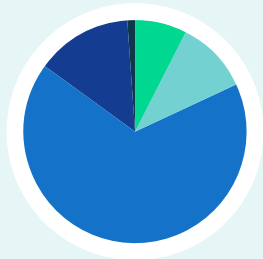
Score **10/25**

Powertrain distribution

All market based on 2023 registration

Passenger cars (PC)

7.5%	BEV
10.8%	PHEV
-	HEV
66.8%	Petrol
13.8%	Diesel
1.1%	Other



Light commercial vehicles (LCV)

N/A	BEV & PHEV
N/A	Hybrid
N/A	Alt fuel
N/A	Petrol
N/A	Diesel
N/A	Other



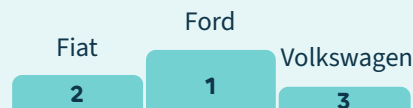
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

- +833.4% BEV
- +146.5% PHEV
- +52.9% ICE

TOP 3 BEV

All market PC

- 1 TOGG T10X
- 2 Tesla Model Y
- 3 Renault Megane

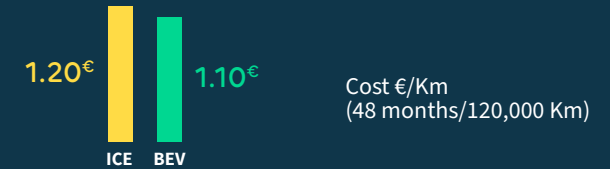
Top 3 e-LCV

All market LCV

- 1 Renault Kangoo
- 2 Maxus EV30 / e-Deliver
- 3 Fiat E-Doblo

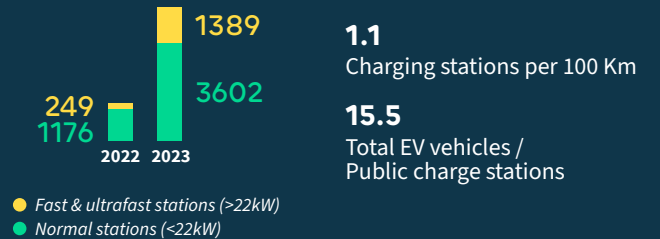
BEV vs ICE TCO

Score **12/15**



Charging infrastructure

Score **4/20**



Green powertrain offer

Score **10/15**

72 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **1/5**

Carbon intensity at 437 g (gCO₂eq/kWh), with 40% low carbon of which 39% are renewable.

Taxation and regulation

Score **2/20**

www.gib.gov.tr



Ayvens fleet size at end 2023

6,664

EV maturity scoring (34/100)



EV adoption

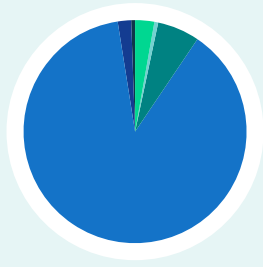
Score **9/25**

Powertrain distribution

All market based on 2023 registration

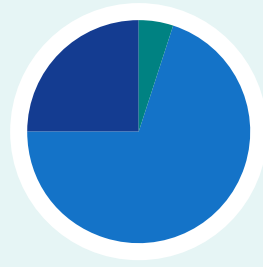
Passenger cars (PC)

3% BEV
0.5% PHEV
6% HEV
88% Petrol
2% Diesel
0.5% Other



Light commercial vehicles (LCV)

- BEV & PHEV
- Hybrid
5% Alt fuel
70% Petrol
25% Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+28% BEV
+215.2% PHEV
+21.7% ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 BYD Atto-3

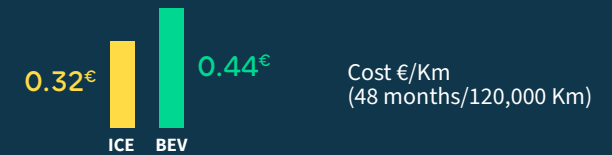
Top 3 e-LCV

All market LCV

- 1 Peugeot e-Expert
- 2 Peugeot e-Partner
- 3 N/A

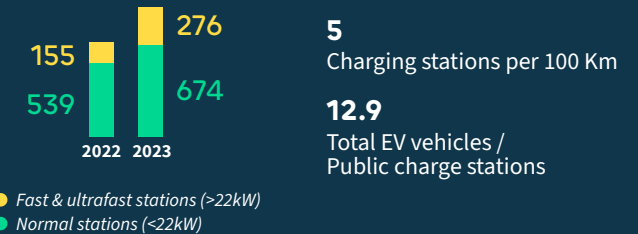
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **15/20**



Green powertrain offer

Score **6/15**

50 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **1/5**

Carbon intensity at 404 g (gCO₂eq/kWh), with 18% low carbon of which 6% are renewable.

Taxation and regulation

Score **3/20**

dubaievhub.ae

Ukraine



Ayvens fleet size at end 2023
3,800

EV maturity scoring (23/100)



EV adoption

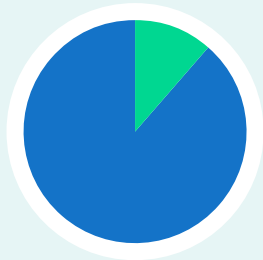
Score **8/25**

Powertrain distribution

All market based on 2023 registration

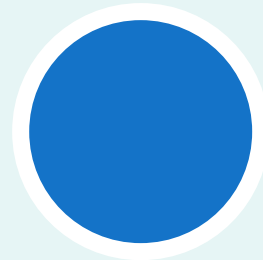
Passenger cars (PC)

11.5% BEV
- PHEV
- HEV
88.5% Petrol & Diesel
- Other



Light commercial vehicles (LCV)

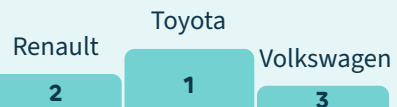
0.04% BEV & PHEV
- Hybrid
- Alt fuel
99.96% Petrol & Diesel
- Other



Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

N/A BEV
N/A PHEV
+63.5% ICE

TOP 3 BEV

All market PC

- 1 BMW IX
- 2 MG 4
- 3 Mercedes EQS

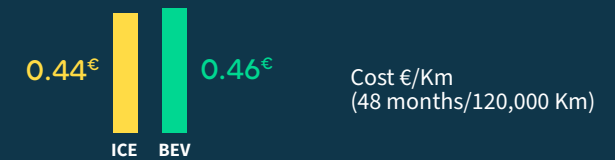
Top 3 e-LCV

All market LCV

- 1 Maxus EV30
- 2 N/A
- 3 N/A

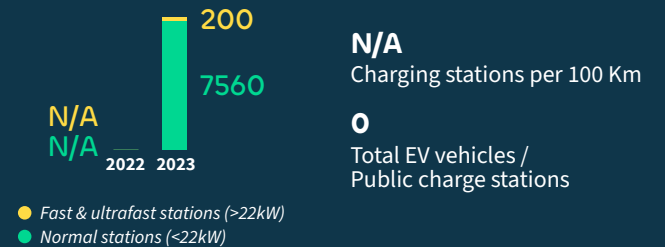
BEV vs ICE TCO

Score **1/15**



Charging infrastructure

Score **7/20**



Green powertrain offer

Score **6/15**

50 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **0/5**

N/A

Taxation and regulation

Score **1/20**

N/A

United Kingdom



Ayvens fleet size at end 2023
310,602

EV maturity scoring (63/100)



EV adoption

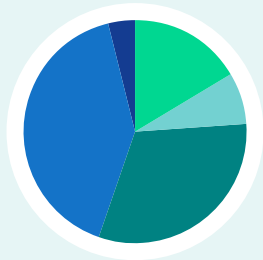
Score **16/25**

Powertrain distribution

All market based on 2023 registration

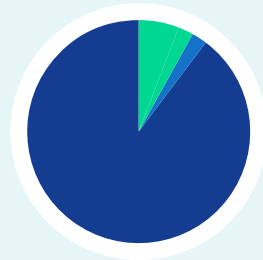
Passenger cars (PC)

16.5%	BEV
7.4%	PHEV
31.6%	HEV
40.7%	Petrol
3.8%	Diesel
-	Other



Light commercial vehicles (LCV)

5.9%	BEV & PHEV
2.2%	Hybrid
-	Alt fuel
2.2%	Petrol
89.7%	Diesel
-	Other



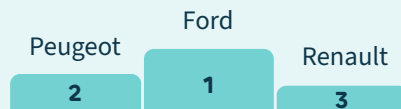
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+17.7%	BEV
+40.2%	PHEV
+16.1%	ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 MG 4 / Mulan
- 3 Audi Q4 e-Tron

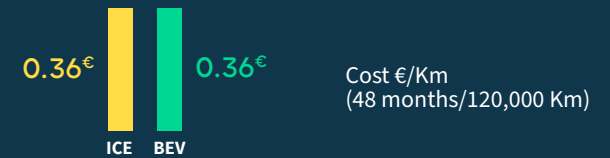
Top 3 e-LCV

All market LCV

- 1 Opel/Vxh. Vivaro-e
- 2 Ford E-Transit Van
- 3 VW ID.BUZZ Cargo

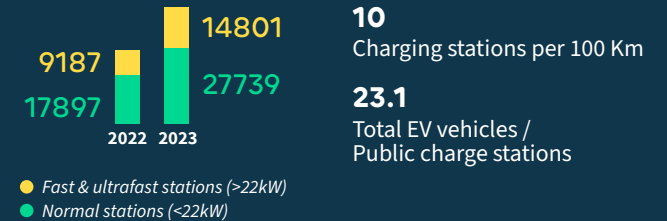
BEV vs ICE TCO

Score **3/15**



Charging infrastructure

Score **12/20**



Green powertrain offer

Score **15/15**

134 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **3/5**

Carbon intensity at 200 g (gCO₂eq/kWh), with 65% low carbon of which 47% are renewable.

Taxation and regulation

Score **14/20**

aldtaxguide.co.uk

United Kingdom

Score **14/20**

Taxation & regulation

Registration tax & ownership benefits

BEV costing less than £40k are exempt from payment of annual circulation tax VED (vehicle excise duty) until 1st April 2025 where all BEVs (including vehicles registered historically) will be required to pay road tax.

New zero-emission cars registered on or after 1st April 2025 will be liable to pay the lowest first-year rate of VED (which applies to vehicles with CO₂ emissions 1 to 50 g/Km) currently £10 a year.

From the second year of registration, they will move to the standard rate, currently £190 a year.

Same for zero emission cars first registered between 1st April 2017 and 31st March 2025.

The Expensive Car Supplement : Exemption for electric vehicles due to end in 2025. New zero emission cars registered on or after 1st April 2025 will pay it. It applies to cars with a list price exceeding £40,000 for five years.

Company tax benefit

Preferential tax rates for electric and ultralow emission cars (< 75 g CO₂/Km). For more details: www.gov.uk/tax-company-benefits/tax-on-company-cars.

Company cars are taxed on 2% of list price. Between 2025/26 and 2027/28 this will increase by 1% each

year, reaching 5% in the year from April 2028.

Employers pay Class 1 A National Insurance contributions on benefits provided to employees at the above rates.

Employee benefit

Benefit in kind taxation is currently at 2% for BEV, between 2025/26 and 2027/28 this will increase by 1% each year, reaching 5% in the year from April 2028.

Purchase subsidies

Additional grants for different vehicle types e.g. wheelchair accessible vehicles (MAVs), taxis, motorbikes among others - see www.gov.uk/plug-in-vehicle-grants

No purchase subsidies for passenger cars but there are purchase subsidies for eLCVs: Purchase subsidies for cars have been withdrawn.

- Small vans < 2.5T, < 50 g CO₂/Km and travel at least 60 miles with zero emissions = 35% of the purchase price up to £2,500.
- Large vans > 2.5T to 4.25T, < 50 g CO₂/Km and travel at least 60 miles with zero emissions = 35% of the purchase price up to £5,000.

This is capped at 1,000 grants per end user.

EV infrastructure subsidy

There are different schemes for workplace charging, landlord owned property and local authorities, details can be found here:

From 2023, any new built property that has an associated parking space must give access to EV charging solution.

Regulation

- EVs get a 100% “cleaner vehicle discount” in the London congestion charge zone. It will continue on to be available until at least 25th December 2025.
- A green licence plate is now available, making it easier for local authorities to provide incentives such as reduced parking fees or the use of bus lanes.

Some exemptions might apply in specific business/operational context.

Regulation and subsidy might be subject of modification from government with no prior notice. Get in touch with your Ayvens consultant to get an ad-hoc study.

United States



WHEELS™

Wheels' fleet size at end 2023

974,000

EV maturity scoring (34/100)



EV adoption

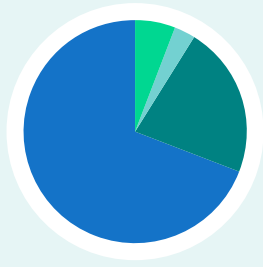
Score **13/25**

Powertrain distribution

All market based on 2023 registration

Passenger cars (PC)

6%	BEV
3%	PHEV
22%	HEV
69%	Petrol
-	Diesel
-	Other



Light commercial vehicles (LCV)

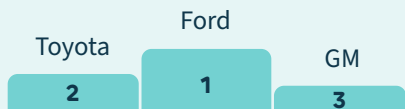
N/A	BEV & PHEV
N/A	Hybrid
N/A	Alt fuel
N/A	Petrol
N/A	Diesel
N/A	Other



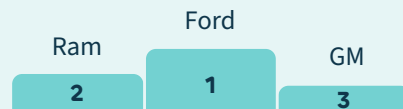
Popular brands

B2B based on 2023 registration

Passenger cars (PC)



Light commercial vehicles (LCV)



Growth 2023 vs 2022

All market PC

+47.4%	BEV
+52.1%	PHEV
+10.1%	ICE

TOP 3 BEV

All market PC

- 1 Tesla Model Y
- 2 Tesla Model 3
- 3 Ford Mustang Mach-E

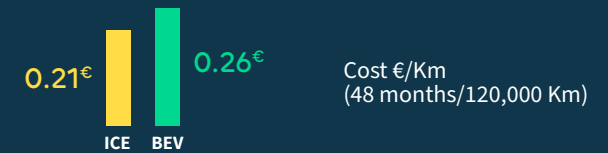
Top 3 e-LCV

All market LCV

- 1 Rivian EDV
- 2 Ford E-Transit Van
- 3 Brightdrop Zevo 600

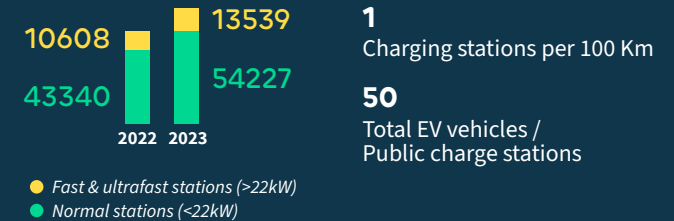
BEV vs ICE TCO

Score **0/15**



Charging infrastructure

Score **4/20**



Green powertrain offer

Score **10/15**

78 unique models with at least one unit sold in the last 12 months.

Sustainability relevance

Score **2/5**

Carbon intensity from 27 to 694 g (gCO₂eq/kWh), with up to 40% low carbon of which 21.4% are renewable.

Taxation and regulation

Score **5/20**

home.treasury.gov

Better with every move.



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