



Is your business making the switch to electric vehicles?

The Irish government currently has a target that there will be 936,000 electric vehicles (EVs) on Irish roads by 2030. This includes battery EVs and plug-in hybrid EVs but not petrol/diesel hybrids. This will be equivalent to one-third of the 2.8 million vehicles that are currently on the road in Ireland.

Ireland has also set itself the target of ending the sale of cars powered just by fossil fuels by 2030. Sales of new electric vehicles in Ireland have been hitting record highs for the first half of 2021, with more than double the number of EVs hitting the road compared to the same period in 2020.

There have been 7,827 new EVs registered in the year to date, up 117% on the same period in 2020. In September 2021, 775 new EVs were registered, up 18% compared to the 659 vehicles registered in September 2020.

This Paper was created to help businesses in Ireland who are considering transitioning their fleets to EV.

There are several things to consider before making the change:

- Choice of vehicles?
- How do you charge them?
- The financial side

CHOICE OF VEHICLES

The car: what choice do you make?

Electric cars are often assumed to cost a lot more than “normal” cars. Compared to conventionally powered cars, the price of a new electric car can be anything from 15% to 50% higher. But with the government grant, the prices can compare quite well. The cheapest electric cars are priced at around €27,000 (after the grant). (source: [Ireland EV grants](#))

Even with vans where choice used to be limited, we see this year many new EV models with improved battery capacity.

What does your choice look like?

Click here for [an overview of all-electric vehicles](#) that are now available.

Remember: these are the fully electric cars. You can now assume that a plug-in hybrid version of every type of car is now on the market or will be coming soon.

What are the advantages of switching to electric?

Cost: It's estimated that for every 100 km driven in an EV, it is cheaper by €5.60 on average than a comparable vehicle with a diesel engine.

Emissions: Electric vehicles are up to 70% more environmentally friendly than an equivalent petrol vehicle, provided the electricity used to charge them largely comes from renewable sources.

Maintenance: Due to the fewer moving parts, the maintenance and upkeep costs on electric vehicles is more economical.

BIK: There is zero 'benefit in kind' to pay on EVs.

Electric cars are becoming increasingly economical

You see electric vehicles getting cheaper. Where ten years ago you had to put more than 100,000 euros on the table for an electric car, you already have them for a fraction of that. The prices are already comparable to those of conventional fuel models. This has to do with growing demand for clean cars and falling prices of batteries.

What about residual value?

We now know that electric cars hold their value well. Batteries appear to last a long time. Anyone who still buys a model on fossil fuel runs the risk that its residual value will decrease if the legislation on emissions becomes stricter.

Is electric already an option for me?

Nowadays, a fully electric or hybrid variant is available for every passenger vehicle, up to larger 7-seater vehicles. Even taxi companies have widely started the switch to fully electric.

If I have to transport goods?

Goods transportation is a little less straightforward. Many companies and businesses with fleets of smaller vans have begun to switch to electric. The technology available is perfectly suited to small to medium vans, with no adverse impacts on performance.

For types of larger commercial HGV's, electric batteries may not currently have the capability to power these vehicles. This depends on the weight of the payload, and the distance vehicles need to travel in a single shift before stopping to recharge. While there are already electric HGVs and buses on the roads, the technology for those that carry heavy payloads may become CNG and hydrogen as a replacement for fossil fuels.

CHARGING: WHAT SHOULD YOU ARRANGE?

You can charge anywhere

Companies and organisations place charging points in their parking lots not only for your own vehicles, but also for visitors. You can make use of that and easily charge users for the electricity with a charge card or payment app.

There are now over 1,500 public charge points in Ireland. The roadside charge point network is growing, with ESB still providing the majority of publicly accessible charge points but new players such as Ionity entering the Irish market continually.

Creating a growth plan

Of course, you don't have to replace all commercial vehicles with electric variants in one fell swoop. It is wise to look ahead and make an assessment of the future. What need will arise in the coming years? When planning for your charge points, you can immediately take this into account.

Will you face a scenario where you have a mixed fleet? Then you can simplify the transition by giving your drivers hybrid charging cards now: one pass that allows you to pay for and charge both electric and traditional fuels, such as the [REV Card](#).

The first few vehicles are relatively easy to charge. What do you do if, in the future, you might want to charge 40 vehicles at the same time at your company? Then the situation becomes more complex. A good supplier of charging stations provides advice in a growth scenario and already takes this into account in the first instance, for example by using heavier cables now during excavation work, or by providing sheathed pipes so that in the event of later expansion, ground does not have to be opened again. This prevents unnecessary or double costs.



charging where prices can tend to be as much as 79 cents per kWh. Make clear agreements in advance about how that electricity is to be paid for.

Top up on the go

Your vehicles can be recharged on the go. There are all kinds of apps available, where you can find public charging points and even see if they are currently available or being used.

In Ireland, uniform agreements have been made about the plugs with which you charge and ways you can pay. Keep in mind that super-fast charging along the motorway is often more expensive than charging at home. Make agreements with your employees about which public charge points are to be used in advance, to avoid surprises.

Charging stations at your company

Often, charging EVs at your company is the cheapest option. This is because you often have a better energy contract for business purposes, so you pay a lower price per kWh. The difference can amount to more than €0.10 per kWh. If you also generate part of the required energy yourself through solar panels, your vehicles could drive almost free of charge.

Choose smart charging equipment that work together with the entire energy management of your company. This prevents other key facilities from being overloaded.

What about fire safety?

Recent independent research by CE Delft shows that there are no additional risks associated with electric vehicles in terms of fire safety. However, follow fire brigade guidelines when installing charge points. Consider centralised automatic shut-off technology as a safety feature. It is important to think about your growth path and the additional EVs you will buy when installing your first charge point.

Charging your own cars

You don't only see the trend towards electric in business. Employees are also more likely

When to charge?

It is smart to look at the user profile of the vehicles in your fleet in advance. Can they charge at night? Will they need to be recharged during the day to complete their usual journeys?

It often turns out that vehicles are sometimes idle during the day. These are ideal moments to recharge a vehicle, so don't just wait until the end of the day to plug in.

Practice shows that you spend the first two months looking for what suits you best. After that, it's routine. Also remember research among electric drivers shows that, once they have switched to electric, they do not want to return to conventional fuel engines.

Charging at employees' homes?

Do your employees take their commercial vehicles home? Then it is usually smart to provide them a home charging point if they have a private parking space. The big advantage is that the vehicle is fully charged at the start of the ride, which saves time on the go.

Are you considering placing charging points at employees' homes? Per kilowatt-hour, the costs to the employee are much less than on the road

nowadays to buy a personal electric car for commuting. When choosing charging points, take into account the possibility of charging your own electricity rates and giving priority at the charge points to the cars that you use for business.

Allow guests to use your charging points?

Do you want your charging points to be used only by your own employees, or also your visitors? For example, is your company close to a residential area with a high parking pressure, and are your company parking spaces unused in the evening? You could have the residents charge at your charging points over night. The neighbors are happy because there's a charging point nearby. And because of the profit on the energy, you can quickly earn back your investment. You can outsource almost everything that is needed for this.

Will charging points be mandatory?

In Ireland it is now mandatory to install a minimum number of charge points in all non-residential buildings.

How do I obtain charge cards?

A wide variety of charging cards is available. There, too, it is smart to look at your needs. Do you want a charge card that stays with a car, or rather a charge card that belongs to an employee? Do you want the charge card to also be used as a fuel card for hybrid vehicles? That's [all possible](#).

THE FINANCIAL SIDE

What do the tax authorities do?

The government is supporting the transition to EVs. Electric cars are exempt from BIK and are eligible for the lowest rate of motor tax. Charging points at your company may be eligible for a tax benefit. As a company, have you provided a charge point at your employee's home? No problem. You can reimburse the electricity that your employee uses at home. It is useful to do this based on the exact amount of energy supplied: a smart charging point keeps track of this neatly and can provide a monthly overview.

Is there a subsidy?

A maximum grant of €5,000 is available for qualifying new electric vehicles when purchased privately. Approved EVs with a list price of less than €14,000 will not receive a grant. As of 1st July 2021, there is a cap of €60,000 on the full price of **all** vehicles.

How do you reduce the administrative burden?

If you have a lot of vehicles in your company, the administrative side can be a lot of work. What you don't want is a deluge of monthly expenses from employees who have put power into the company car at home. Fortunately, you can prevent this via a subscription where you receive monthly invoices with clear breakdowns. We can help you set this up.

How do you accelerate the ROI of charging points?

What if the charging points make money for you? Then your return on investment will quickly go in the right direction. This can be done by selling power to electric cars via your charging points. You buy the electricity relatively cheaply and sell it at market rates. The best thing about it: you don't really have to do anything for it. The location of your charging stations for maximum effectiveness is important if you want to do this.

About DCI

Radius EV (REV), part of Diesel Card Ireland, have recently introduced a full range of electric vehicle charging products to help you transition your business to electric vehicles.

Whether you need a hybrid fuel solution or purely electric option, DCI have the product to meet your needs.

They provide access to over 1,000 EV charging points and 1,700 fuel stations throughout the island of Ireland.

Their customers are charged rates for either electricity or the fuel they use. DCI charge a flat rate per charge regardless of KWH used.

CONTACT

If your business requires charge points or charge cards, please do not hesitate to call us in our Republic of Ireland office on **091 482 934** or **02871 812 121** for our Northern Ireland office.

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