

Navigating an EV Transition: Roundtable Insight Excerpt

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- The primary motivation for fleet electrification is currently regulation; as a result, uptake of electric fleet vehicles in Europe tends to be ahead of U.S. counterparts.
- A participant noted their entire business in France was able to become electric in a year, primarily because of stringent requirements and strong incentives. On the other hand, a business in Mexico had to forego full electrification, in part due to an absence of incentives.
- The biggest challenge for companies electrifying their fleets is the availability of EVs. One commercial EV manufacturer told a participant that they simply cannot produce 7,000 electric vehicles (the projected demand) by 2030.
- The largest delay to opening a new store in some jurisdictions (eg. Australia and New Zealand) is getting an electricity connection, even without EV chargers. Getting a key account representative at the utility may facilitate connecting to the grid.
- From a leased real estate perspective, one participant noted many commercial landlords are interested in facilitating charger installation and working with tenants to organize a favorable environment for those upgrades.
- Charging time is a critical fleet tradeoff; while fast charging reduces the charging window significantly, it can also necessitate more costly charging infrastructure and electrical service upgrades.
- Female drivers— an underrepresented segment in the labor pool— are drawn to EVs more than ICEs.