

# PLUG INTO THE NEW MOBILITY

Press conference, 6 January 2020

NUMOBI

CHARGED BY

ENGIE &

ARVAL  
BNP PARIBAS GROUP

# ENGIE: leader of the zero-carbon transition “as a service”



Making electric mobility easier and more accessible



Leading the zero-carbon transition “as a service”:

- Biggest producer of green energy in Belgium
- Focus on energy efficiency
- Greener mobility to reduce CO<sub>2</sub> and ‘fine dust’ pollution



# ENGIE: leader of the zero-carbon transition “as a service”



Partner of choice for mobility projects (e.g. Noorderlijn Antwerpen)



Solutions for electric mobility

- ENGIE Laborelec, EVBox, energy contract

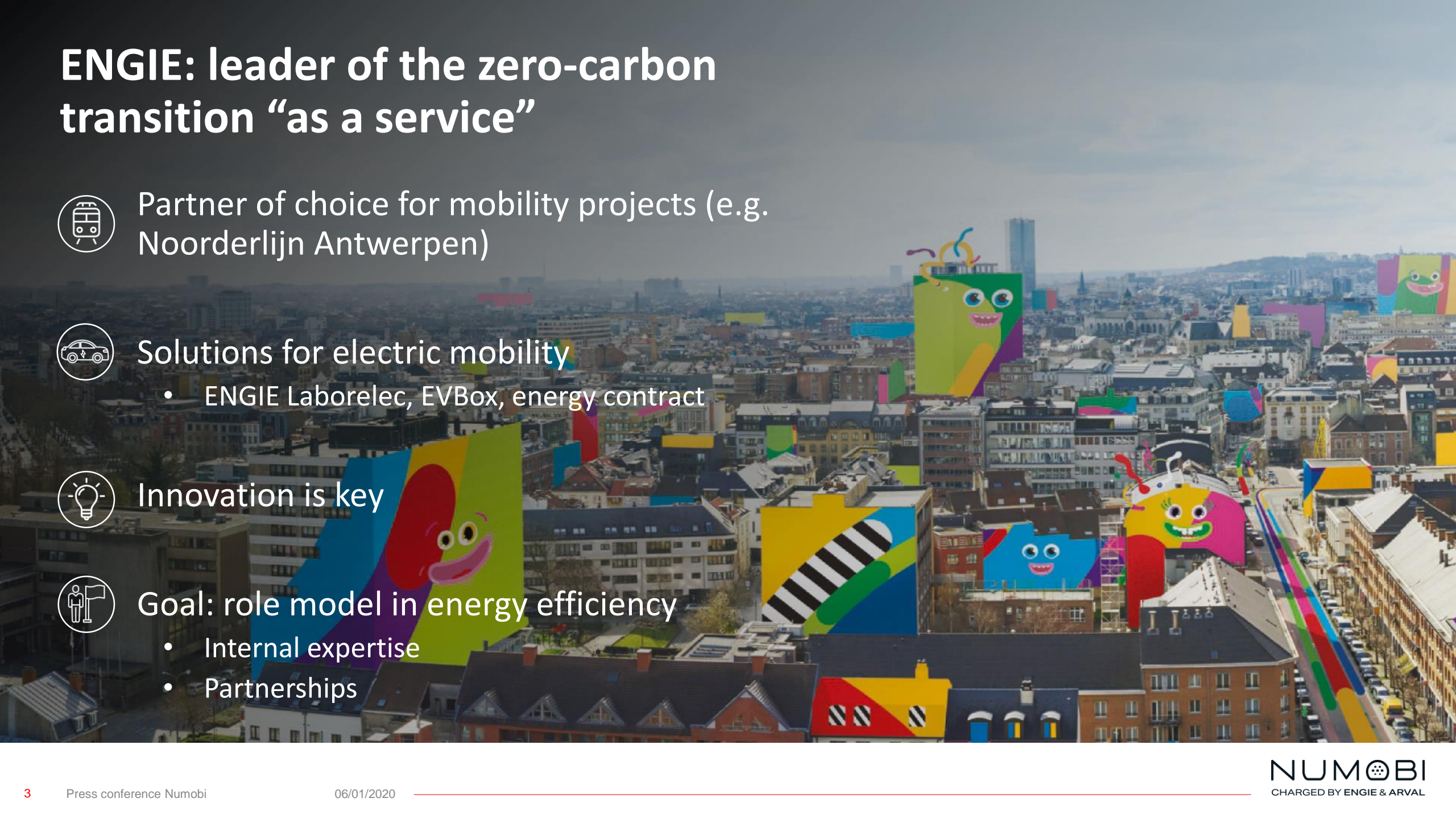


Innovation is key



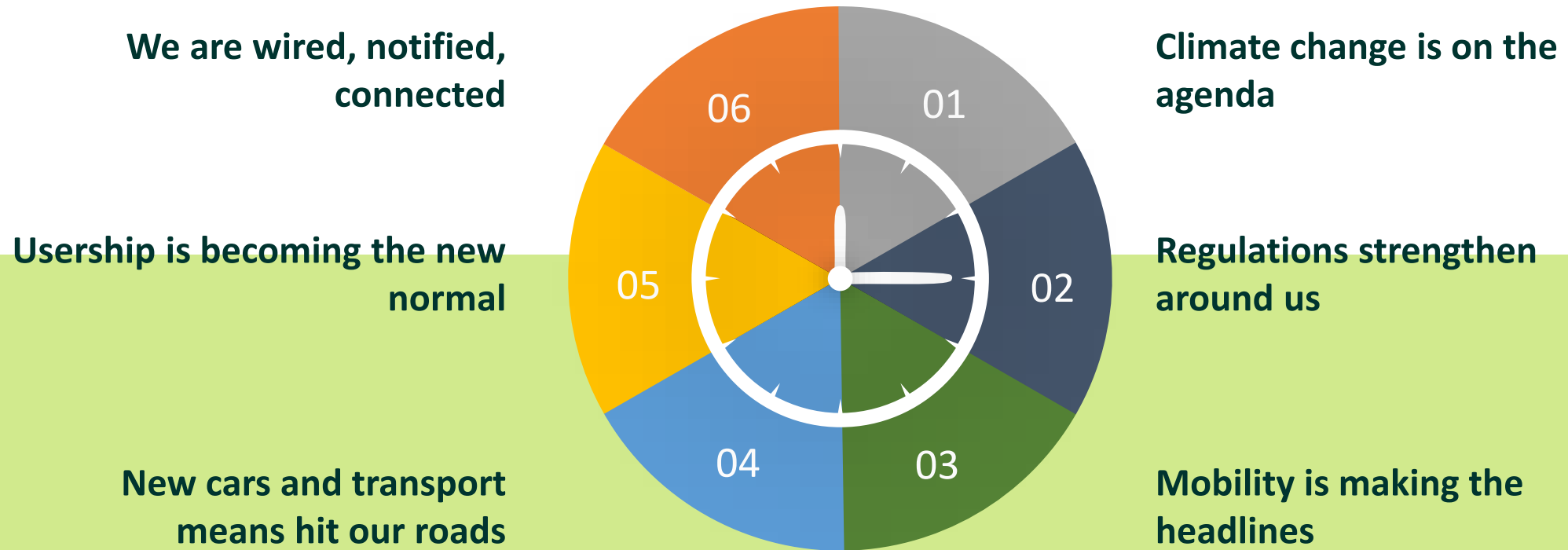
Goal: role model in energy efficiency

- Internal expertise
- Partnerships



# Our world is changing

## Mega trends impact our industry



# Our ambition

Social responsibility



**REDUCE OUR IMPACT ON ENVIRONMENT**



**CAR SHARING**



**USE SUSTAINABLE ENERGY RESOURCES**



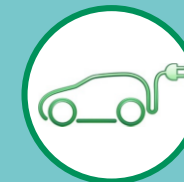
**MOBILITY CARD**



**ENCOURAGE OUR CLIENTS TO REDUCE  
THEIR CARBON FOOTPRINT**



**BIKE LEASE**

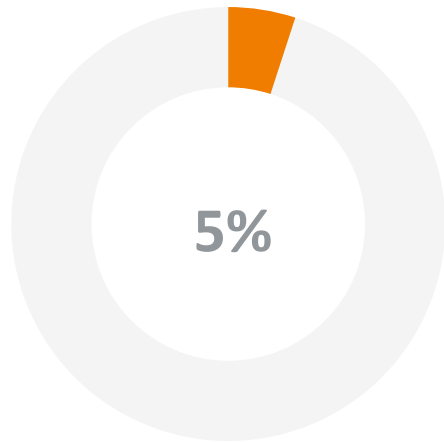


**ELECTRIC VEHICLES**

# Intention to switch from thermic to electric

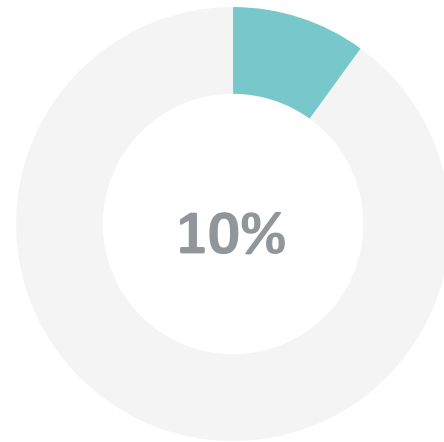
SURVEY (source: VAB)

When changing car within the next 3 years



## Individual cars

5% of individual car owners intend to switch to an electric vehicle



## Company cars

For company car drivers this share is twice as high



Accelerate the penetration of electric vehicles



Register twice the market penetration



+



+



+



=



### Electrical vehicle

- Repair
- Maintenance
- Tyres
- Insurance
- Financing

### Charging station

- Maintenance
- Incident handling
- Financing

### Installation

- Technical audit
- At home
- At office
- Infra works

### Services

- Charging card
- Driver APP
- Online platform
- Smart charging

### NUMOBI

Integrated solution

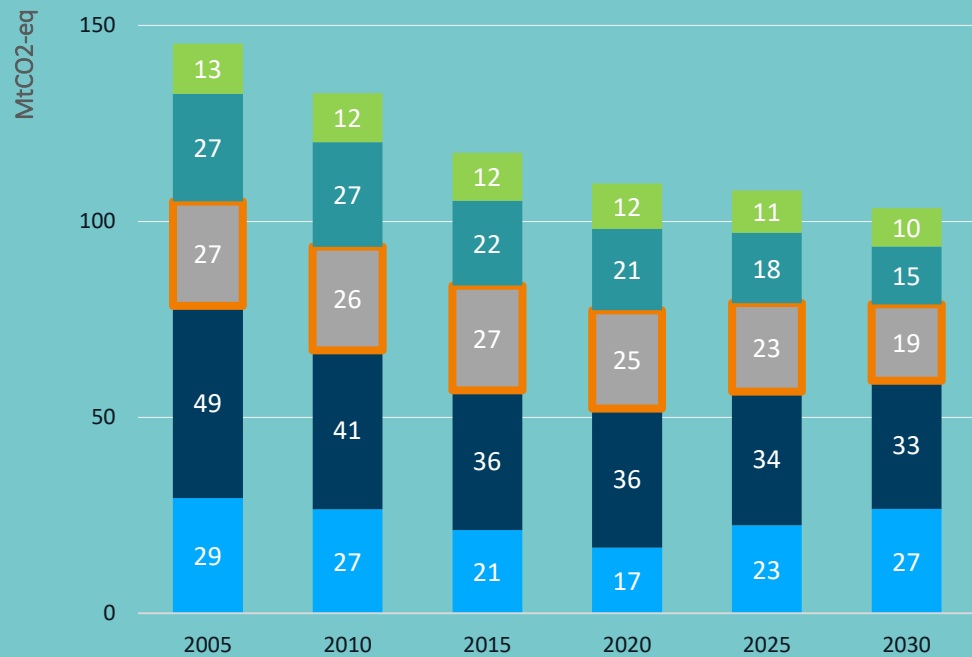


Give a boost to  
electrical mobility

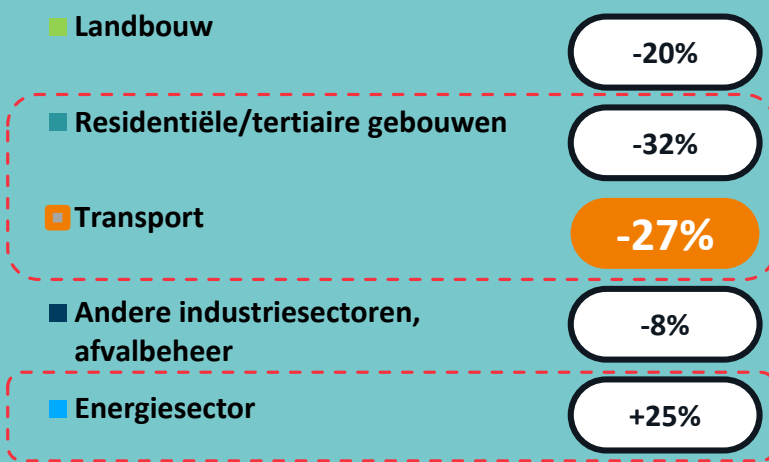


# Focus on buildings and mobility

BE CO2-emissies:-  
35%  
(2005 – 2030)



2030 versus 2015



Bron: Belgische Nationaal Energie Klimaatpla, MAM-scenario (met aanvullende maatregelen)

## “Bedrijfswagen fors duurder door nieuwe wet”

Het Nieuwsblad

## Open VLD wil bedrijfswagenpark sterk vergroenen

Knack

Al vanaf 2020 naar radicaal groene bedrijfswagens? Regeringspartijen hebben voorstellen klaar

Newsmonkey

[EXCLUSIEF] Aftrekbaarheid van bedrijfswagens, hybrides en VAA: dit heeft de regering beslist... (update)

Link2Fleet.be

## Verdere hervorming van de fiscaliteit voor bedrijfswagens in de periode 2020-2023

Fleet.be

## Geen Groene vrienden voor einde bedrijfsauto

Tijd.be

## CD&V: Enkel nog elektrische bedrijfswagens vanaf 2023

Autowereld.be

## Magnette opent aanval op klassieke bedrijfswagen: enkel nog elektrische bedrijfsauto's vanaf 2023

Hln.be

## LAGE-EMISSIEZONE IN BRUSSEL WORDT STRENGER

Vroom.be

## Volkswagen wil sneller met elektrische wagens komen dan gepland

Hln.be

## BMW WIL 12 VOLLEDIG ELEKTRISCHE MODELLEN IN 2025

Elektrische auto.nl

## Ook Vlaanderen wil enkel nog elektrische bedrijfswagens

Tijd.be

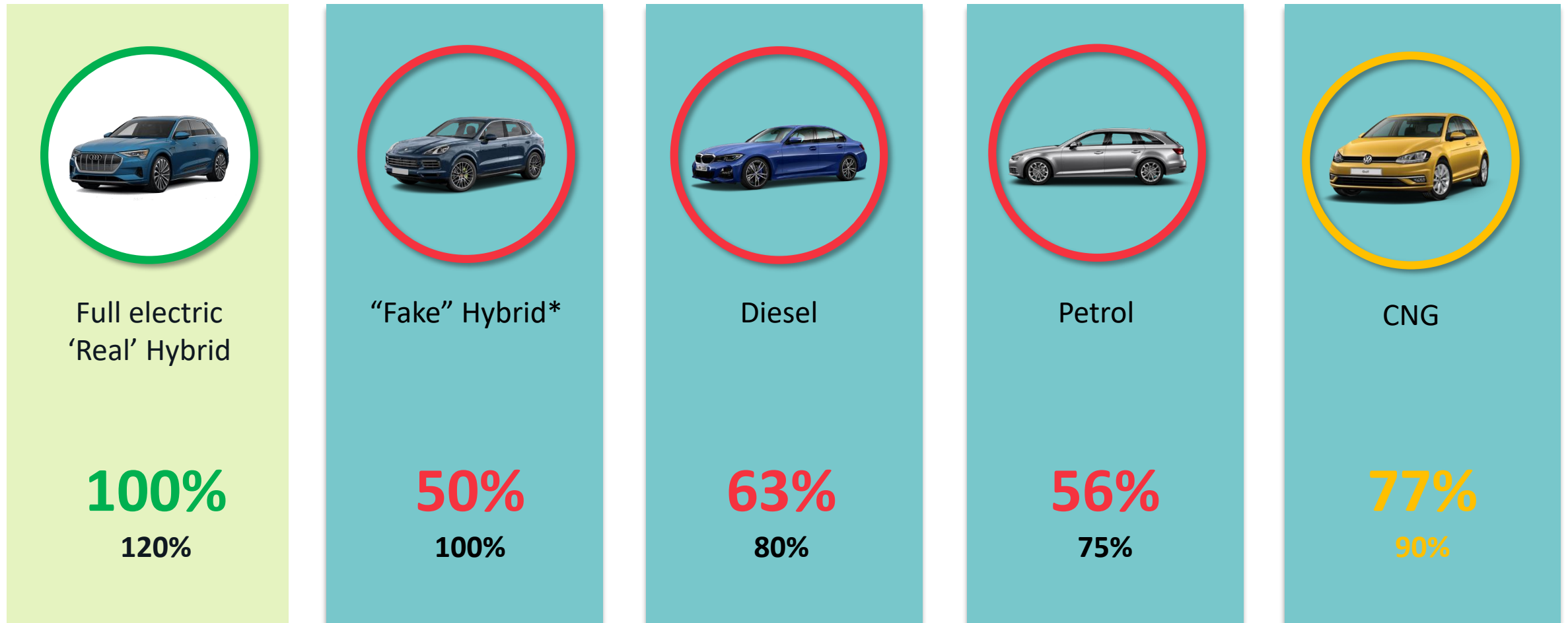
## Megaplan van Volkswagen: 70 BEV's rond 2028

Autovisie

## Autobouwers gedwongen tot radicale uitstootbeperking

De Standaard

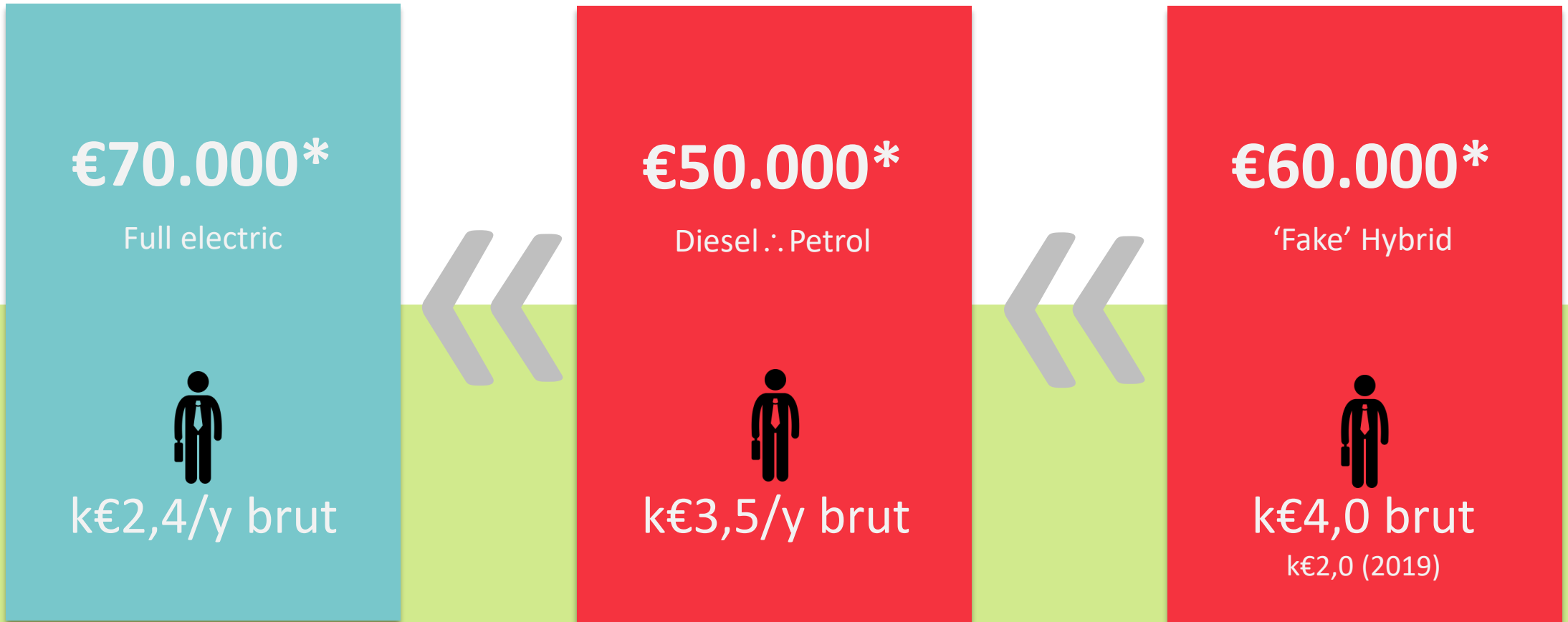
# Lower deductability for CO2 emitting cars as of 2020...



Simulations deductability 2020 calculated for:

CO2: BEV/PHEV: Audi etron; Fake Hybrid: Porsche Cayenne Hybrid 75g/km; diesel BMW318d 115g; Petrol Audi A4 Avant 134 g/km; CNG: Golf TGI 95g/km

# ...and more attractive “advantage in kind” for the employee



\*Simulations advantage in kind for the first year based on investment (VAT included, before discount); home-work allowed; fuel by employer; Fake hybrid with 55g/km; diesel 115g; Petrol 134 g/km; For employee: Brut Advanatge in kind

# Models to be launched



19

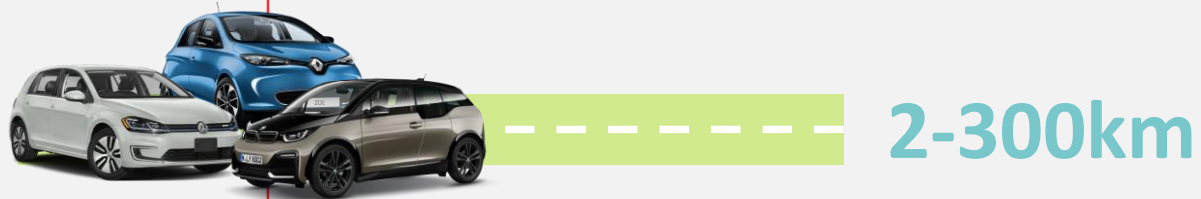
20

21

22

# Range is not an issue anymore...

--- **75km** average daily range leasing car



...nor is charging through a combination of solutions



**Charging at home**



**Charging at the office**



**Charging in public**

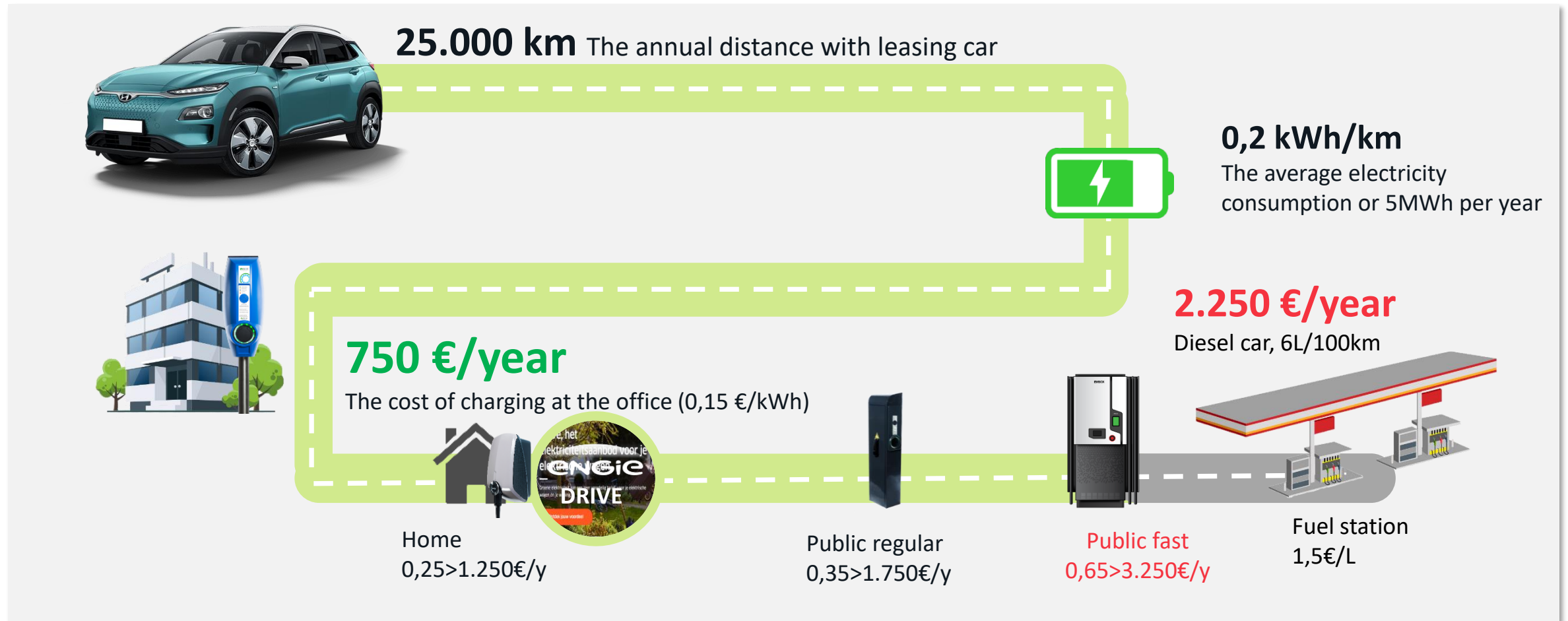
# Moving to EV should not impact your budget: it has a competitive TCO already today

	<b>Jaguar i-Pace</b> 100% electric	<b>1.103€/m*</b> 792€/m	<b>1.118€/m*</b> 731€/m	<b>BMW</b> 5 series touring Diesel - Aut	
	<b>Tesla Model 3 LR</b> 100% electric	<b>949€/m*</b> 673€/m	<b>1001€/m*</b> 581€/m	<b>Audi A4</b>	
	<b>Hyundai Kona</b> 100% electric	<b>778€/m*</b> 499€/m	<b>807€/m*</b> 414€/m	<b>VW T-Roc</b>	

Full TCO calculation including taxation, fuel, electricity consumption, charging point at home and contribution to charging point at the office; 25.000 km/year during 5 years  
Indicative prices, for information purposes only

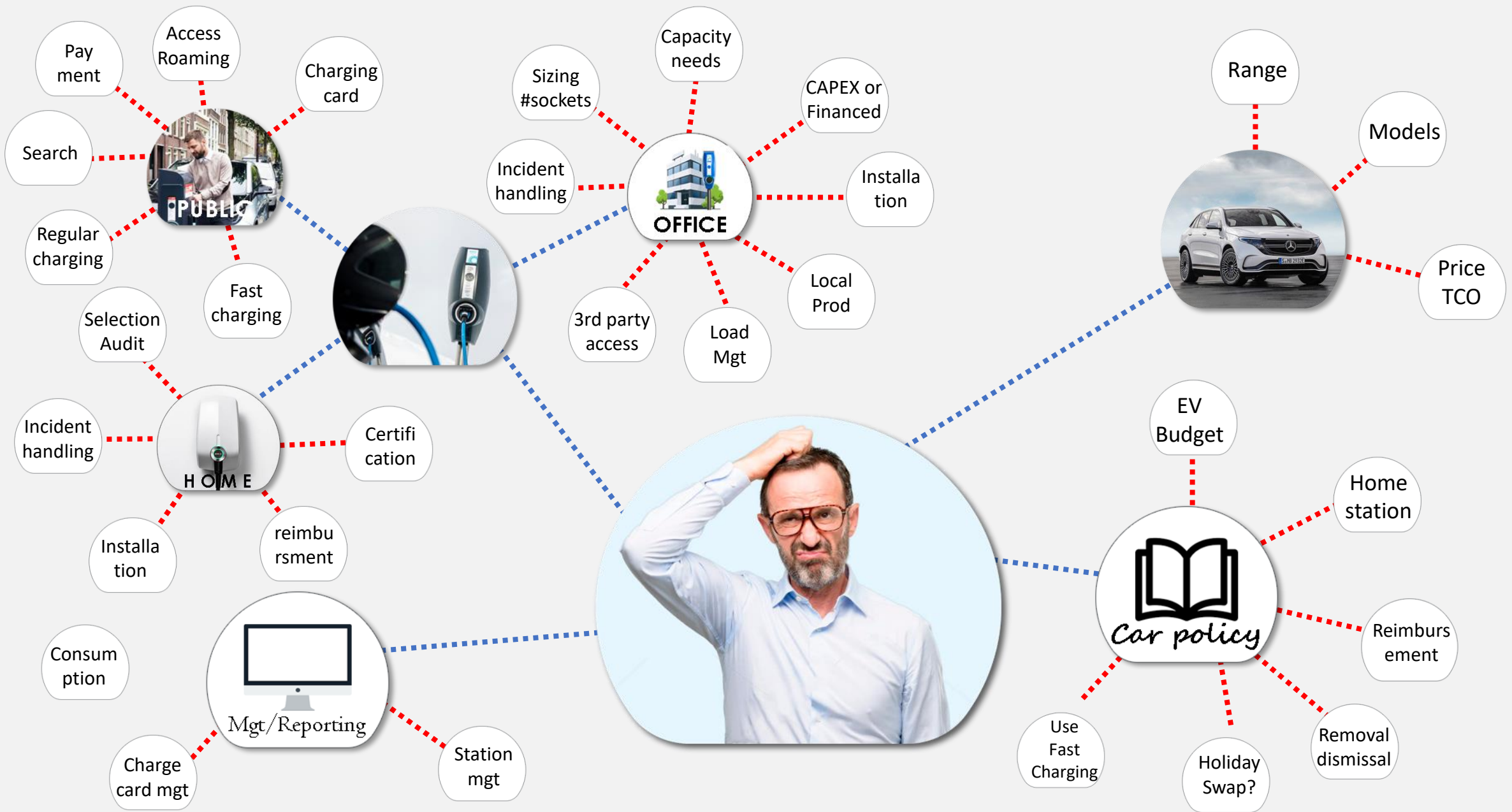


# Charging at the office and charging at home are the most economical choices





Totally integrated  
EV PACKAGE



# Combining the strenghts of 2 large players into a full convenient EV package



An aerial photograph of a winding asphalt road cutting through a dense forest of tall, thin trees. A small dark car is driving on the road. The background shows a valley with a river and distant hills under a clear sky. The text 'NUMOBI' is overlaid in the center of the image.

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