

Electric Vehicles Hit the Real Street



Martin Romjue
Bobit



Jimmy Douglas
Plug



**Kathryn
Schifferle**
Work Truck
Solutions



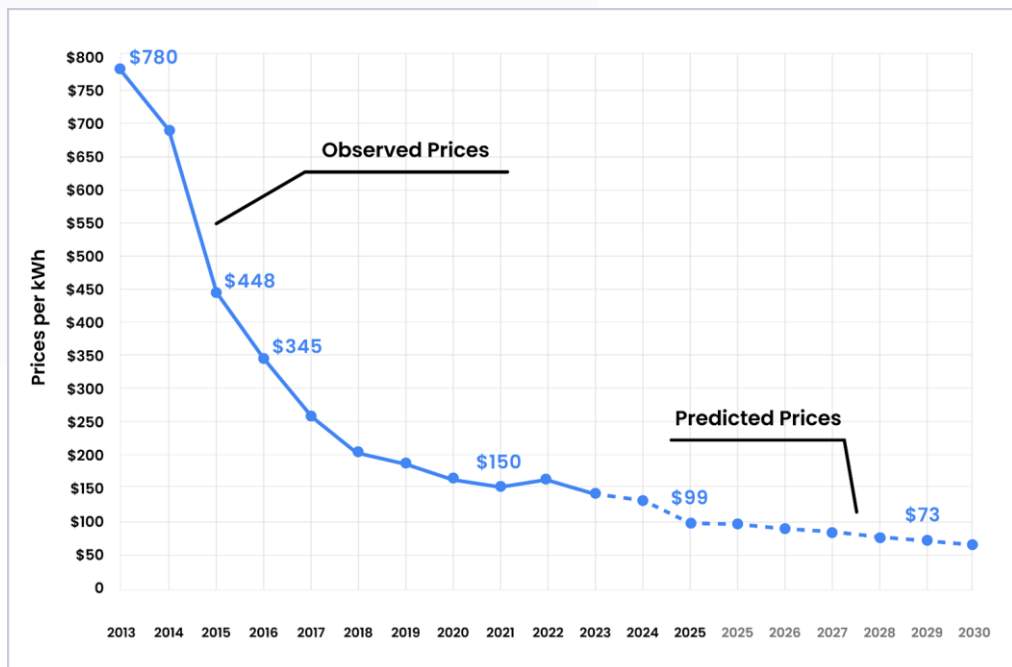
Scott Case
Recurrent




Johan Verbois
MA5 Used
Vehicle
Consulting Group

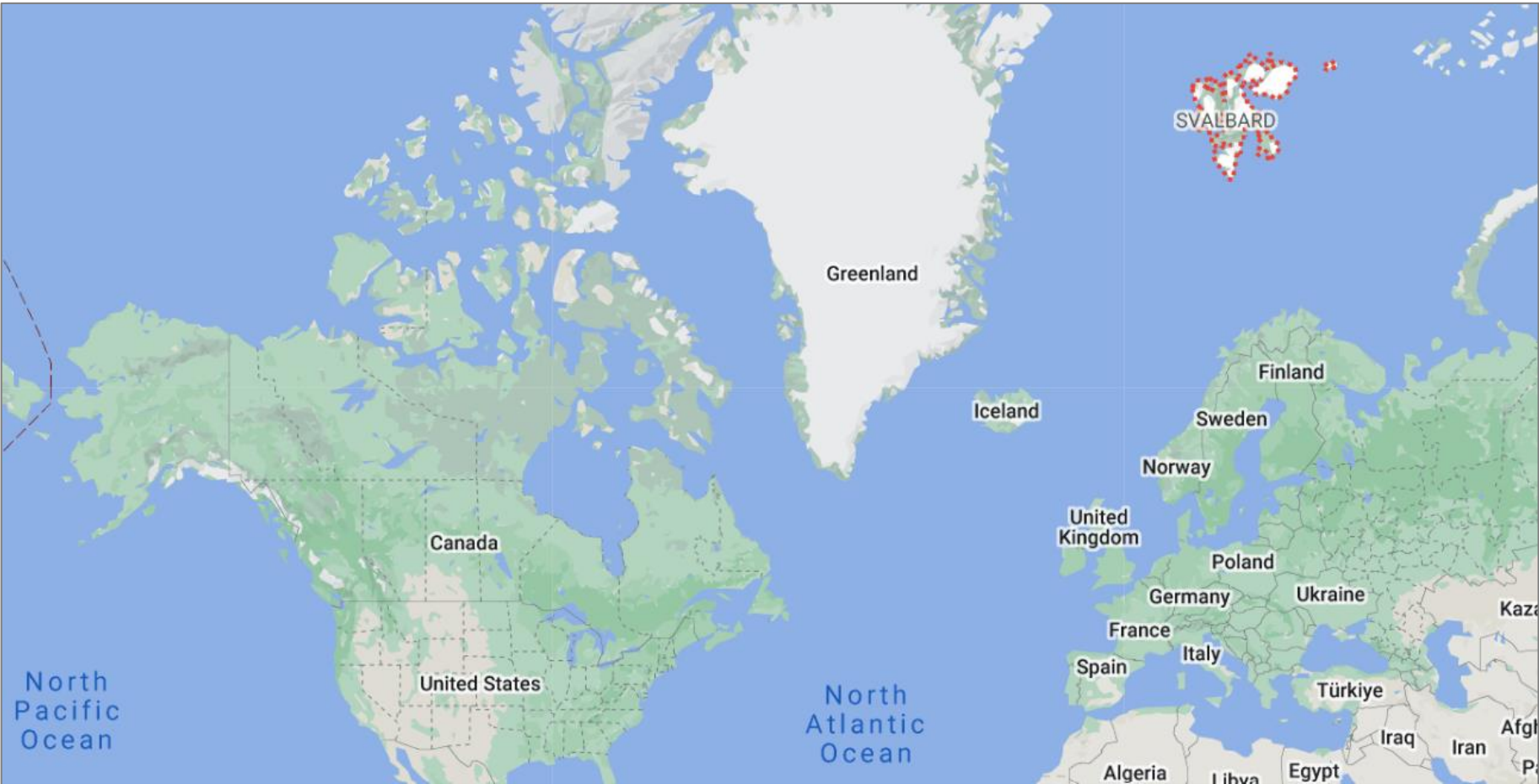
Profitability is Function of Battery Costs and Production Scale

EV Battery Costs per kWh

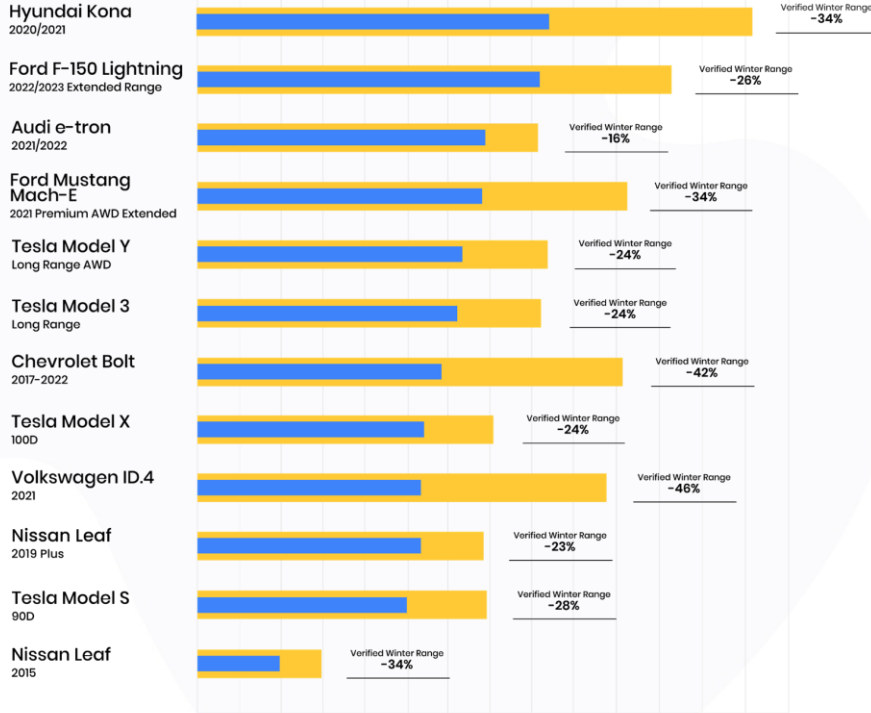


Net Profit Per EV Vehicle – 2022

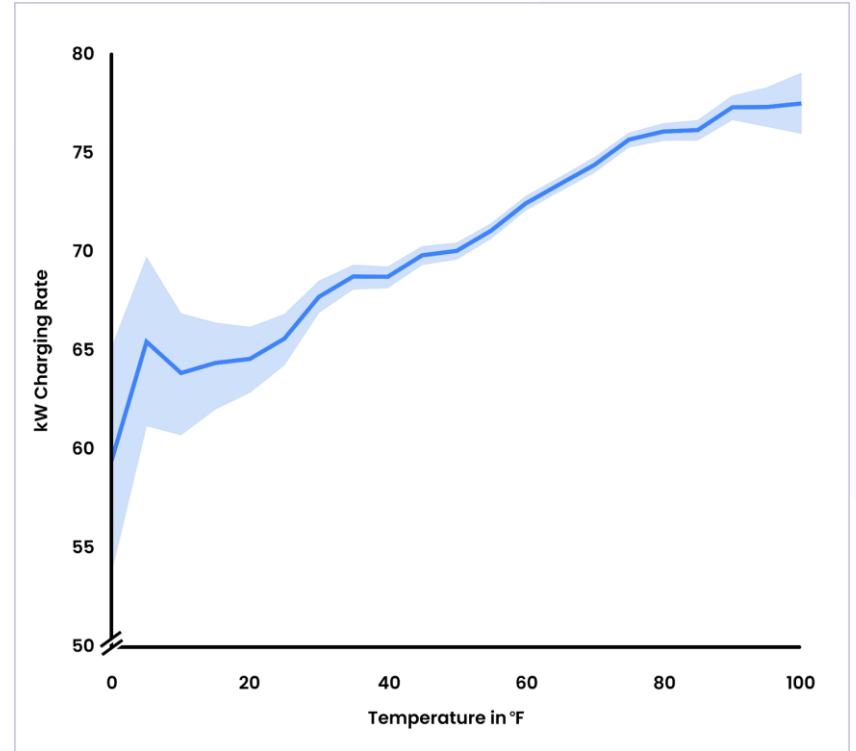
 \$9,574	 \$2,150	 \$1,550
 \$1,197	 \$973	 \$927
 -\$762	 -\$11,735	 -\$19,141



EV Performance and Charging in Extreme Cold



FREEZING
 IDEAL



blog

What the media gets wrong about electrification

This article could just as well have had the title: *What the media gets wrong about everything*. But I'm not an expert on "everything". I do know a thing or two about automotive, however, and I'm more than a little frustrated by what the media gets wrong about electrification – the most important change in the automotive industry since, well, ever.

And if my frustration sometimes tips over into anger, it's because a lot of the "wrongness" is not accidental, but intentional. So I get frustrated with the lack of knowledge and depth in articles and tv news items about the electrification of mobility. But I get angry when I read articles or watch items with eye-catching headlines that make controversial statements, which are in blatant contradiction with straight news and objective facts.

You want examples? Here are a few, from just these past few weeks.

- Hydrogen not so "green" after all?

This headline stirs up worry and doubt for the future of this important alternative to fossil fuels, but the article itself explains both the problem and the solution. A classic example of fearmongering.

- Diesel has an "unexpected revival!"

Going on the title alone, you could conclude that diesel still has a long, bright future, and perhaps also that EVs are not a forward-looking solution after all. But read on, and it becomes apparent that the chip shortage is temporarily delaying volume delivery of EVs. A classic example of misdirection.

- EVs "not cheaper" in terms of repairs

The article actually mentions that EVs are cheaper to repair than ICE vehicles – at least in "some" cases. The point it is



⚡ Recurrent

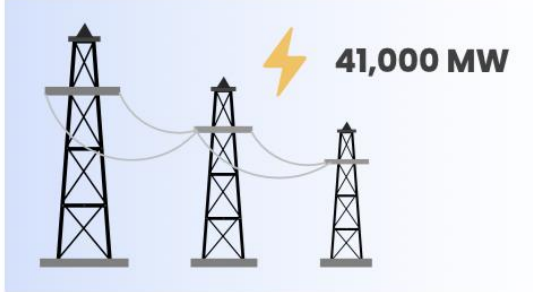
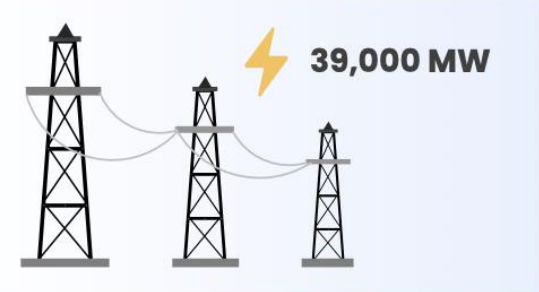
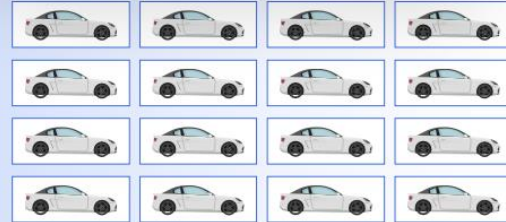
Grid constraints and EV charging growth



| AUGUST 22, 2018



| AUGUST 11, 2022



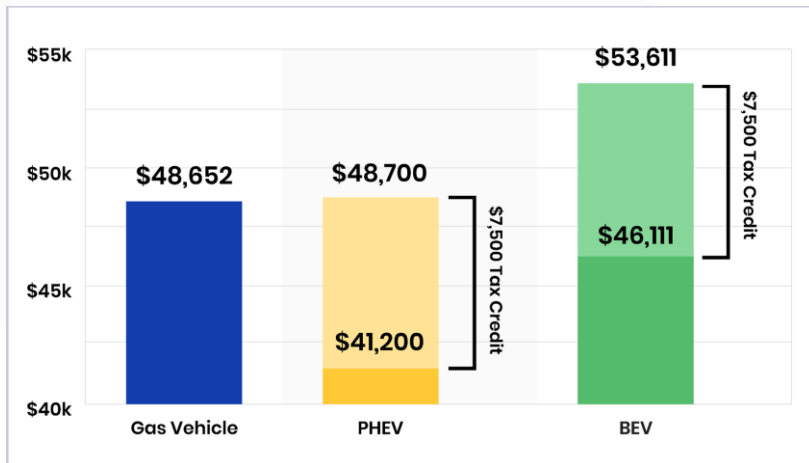
EVs
+ 122%

Peak demand
+ 5%

Solar Output
+ 30+

Good, Bad and Ugly of Plug-in Hybrids

ICE, PHEV and BEV Prices



Emissions on Paper vs. Reality

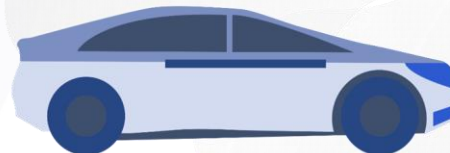
2024 Toyota Prius Prime

EPA RATING

900 kg/year
of carbon

REALITY

1440 - 1800 kg/year
of carbon



2024 Jeep Wrangler 4xe

EPA RATING

3450 kg/year
of carbon

REALITY

5520 - 6900 kg/year
of carbon



Filter

Enable notification on filters

All-in price per month



Number of km per year

20,000 km

Duration

All durations

With purchase option

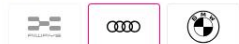
With purchase option at the end of the contract.

And No

TCO per month



Brand



Our second-hand cars

46 cars

20,000 km Audi SUV Black Gray Silver Purple Orange Beige Red Yellow 36 months TCO: € 800 - € 1.200

Sort: Price

€649

36 months

Per month excl. VAT



AUDI Q2

30 TFSI advanced

Petrol Manual BOAT : €210

TCO : ~ € 803

Delivery time: 4 weeks

€649

36 months

Per month excl. VAT



AUDI Q2

35 advanced TFSI

Petrol Automatically SHIP : € 239

TCO : ~ € 802

Delivery time: 2 weeks

€659

36 months

Per month excl. VAT



AUDI Q2

30 basis TFSI

Petrol Manual SHIP : € 205

TCO : ~ € 805

Delivery time: 2 weeks

€719

36 months

Per month excl. VAT



AUDI Q2

35 S line TFSI

Petrol Automatically SHIP : € 221

TCO : ~ € 861

Delivery time: 2 weeks

€729

36 months

Per month excl. VAT



AUDI Q3

35 TDI S line

Diesel Automatically SHIP : € 377

TCO : ~ € 922

Delivery time: 2 weeks



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Request it here!

€749

36 months

Per month excl. VAT



AUDI Q2

35 advanced TFSI

Petrol Automatically SHIP : € 338

TCO : ~ € 958

Delivery time: 3 weeks

€749

36 months

Per month excl. VAT



AUDI Q3

35 TFSI basis

Petrol Automatically SHIP : € 305

TCO : ~ € 955

Delivery time: 3 weeks

€779

36 months

Per month excl. VAT



AUDI Q2

35 S line TFSI

Petrol Automatically SHIP : € 223

TCO : ~ € 916

Delivery time: 3 weeks

€799

36 months

Per month excl. VAT



AUDI Q4 E-TRON

35 e-tron basis

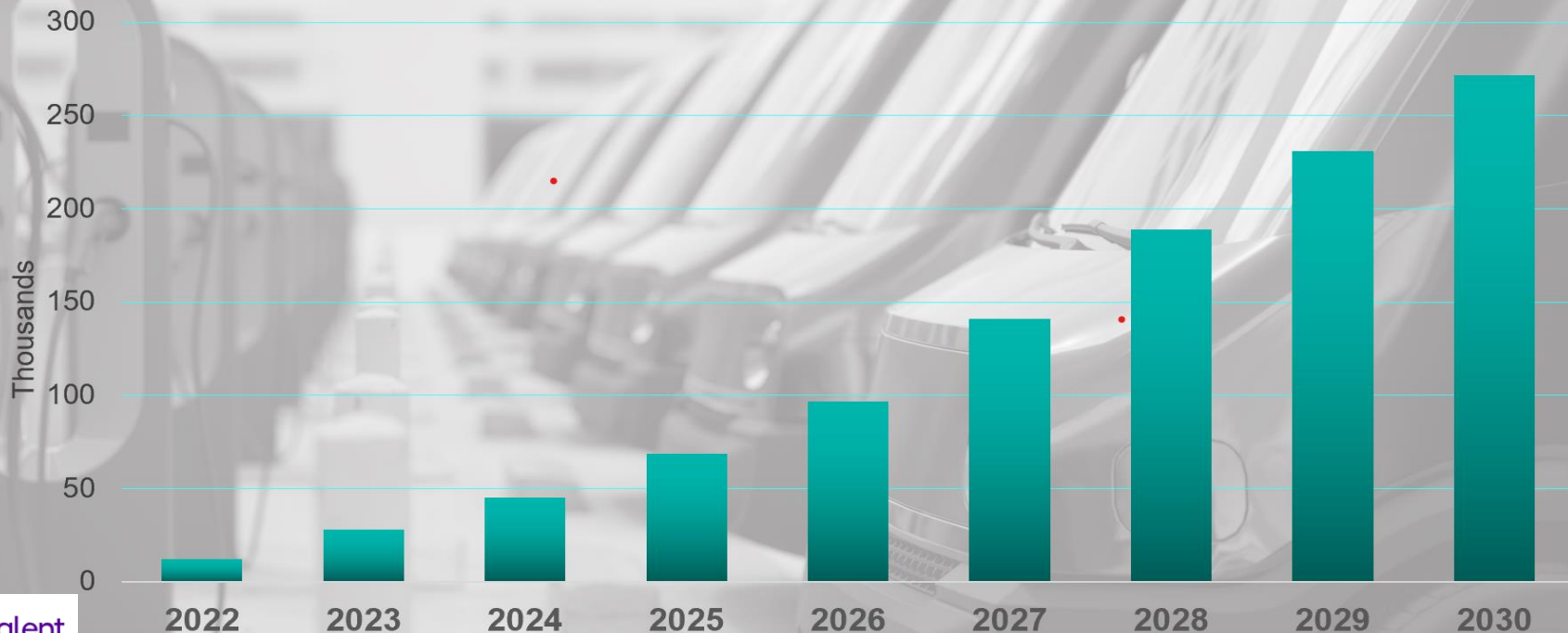
Electric Automatically SHIP : € 128

TCO : ~ € 801

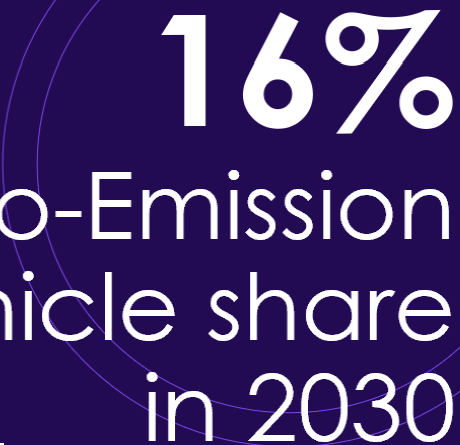
Delivery time: 6 weeks

2022-2030 ZEV Growth

CLASS 2B-8 ZERO EMISSION GROWTH



Zero-Emission Commercial Vehicles



16%
Zero-Emission
Vehicle share
in 2030

Growth will be
driven by
geography
and use case



One
solution?
No way ...