



ELECTRIFICATION: THE FACTS



## LEADING THE CHARGE

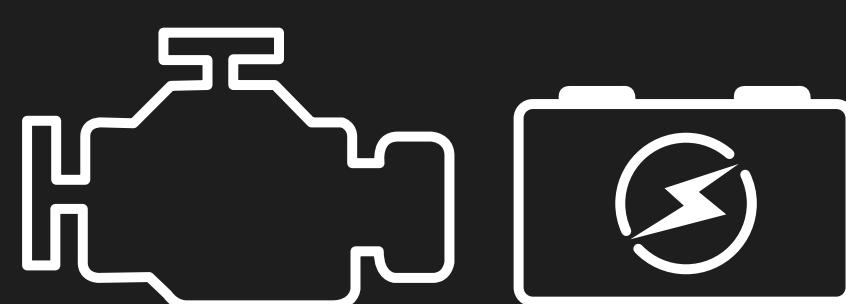
Our long-standing commitments to electrification have resulted in a succession of ground-breaking developments that are now defining the future of Electric Vehicles (EVs), both on the road and on the track.

From the Jaguar I-TYPE Formula E racecar blazing around the planet's street circuits, to the all-electric I-PACE SUV winning the coveted World Car of the Year award, we've firmly established ourself at the front of the pack.

Our range of electrified vehicles is now even more compelling for Fleet & Business users thanks to our new range of Plug-in Hybrid Electric Vehicles (PHEV), including Jaguar F-PACE and Land Rover Defender.



# ELECTRIC VEHICLE TECHNOLOGY



## MILD HYBRID ELECTRIC VEHICLES (MHEVs)

MHEV is a mild hybrid system that harvests and stores energy normally lost during vehicle deceleration and intelligently redeploys it to assist the engine. It incorporates an enhanced stop start system that enables the engine to shutdown while the vehicle decelerates to a stop. These features improve vehicle fuel economy.

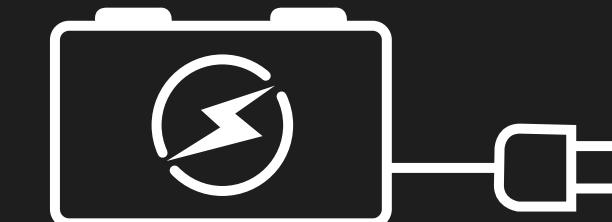
- Lower CO<sub>2</sub> emissions versus Internal Combustion Engine (ICE) vehicles
- Minimal EV range due to smaller battery



## PLUG-IN HYBRID ELECTRIC VEHICLES (PHEVs)

Combine a conventional engine with an electric motor and a battery. A PHEV is charged from an external power supply and, using regenerative braking, seamlessly selects and blends the engine and electric motor to deliver optimum performance and efficiency.

- Ultra-low CO<sub>2</sub> emissions from 43 g/km
- Range of up to 68km (40 miles)\* on EV mode with zero tailpipe emissions



## BATTERY ELECTRIC VEHICLES (BEVs)

Instead of a conventional engine, a BEV is powered solely by an electric motor with a battery, and recharged using a plug-in charge point, delivering permanent pure electric vehicle driving. Charged from an external power supply and using regenerative braking, a BEV achieves zero tailpipe emissions.

- Zero tailpipe emissions
- Range of up to 470km (292 miles)\*\* on a single charge

\*Figure based on Range Rover Evoque. Official EU test figures. For comparison purposes only. Real world figures may differ. Please refer to landrover.com for further information.

\*\*Figure based on Jaguar I-PACE. Official EU test figures from manufacturer tests under EU legislation. For comparative purposes only. Real-world figures and overall EV performance data may vary according to driving and environmental variables. Please refer to jaguar.com for further information.





BUSINESSES FORECAST A TRANSITION

CORPORATE COMMITMENTS

GOVERNMENT LEGISLATION

Businesses are forecasting an increased inclusion of hybrid and other Electric Vehicle (EV) variants to their fleets by 2023.

## THE IMPORTANCE OF ALTERNATIVE FUEL CHOICES



	CHINA		NORTH AMERICA		GERMANY		UNITED KINGDOM	
Fleet composition	2019	2023	2019	2023	2019	2023	2019	2023
Petrol Vehicles	84%	→ 62%	42%	36%	37%	33%	43%	35%
Diesel Vehicles	13%	10%	21%	19%	39%	30%	43%	→ 26%
Battery Electric Vehicles (BEVs)	1%	10%	11%	15%	8%	16%	4%	12%
Mild Hybrid Electric Vehicles (MHEVs)	1%	8%	13%	16%	7%	9%	6%	13%
Plug-in Hybrid Electric Vehicles (PHEVs)	2%	10%	12%	13%	8%	12%	4%	13%

Simpson Carter. Fleet Monitor Survey (2019). The Importance of Alternative Fuel Choices.



EV TECHNOLOGY

THE ELECTRIC  
LANDSCAPEOUR ELECTRIFIED  
RANGELIVING WITH  
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## BUSINESSES FORECAST A TRANSITION

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By offering Electric Vehicle (EV) friendly policies to company car drivers, which can include providing charging facilities for employees at home or work, a growing number of large corporations are actively pursuing plans to include more EVs in their fleets.

*“Our ambition is for all employees to be driving electric cars by 2021. Over half the cars on the road today belong to companies. Making the transition to an electric fleet is one of the easiest ways for businesses to help tackle climate change.”*

Tex Gunning, Chief Executive Officer,  
LeasePlan



*“I am particularly proud of our commitment to convert the whole of our car fleet to electric vehicles by 2030.”*

Jean-Bernard Lévy, Chairman and Chief Executive Officer, EDF

*“We are inspired to create a better future for all through technology innovation, and are committed to sustainability across our business operations.”*

Wang Lu, Vice President, Baidu





BUSINESSES FORECAST A TRANSITION

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GOVERNMENT LEGISLATION

# GOVERNMENT LEGISLATION IS SETTING THE PACE FOR ELECTRIC VEHICLE (EV) ADOPTION

On top of the tax benefits proposed for private EV owners, governments and local authorities are offering further financial incentives to corporations and businesses.

## FRANCE

- 19 regions offer free registration certification tax while 2 regions offer a 50% discount
- VAT is 100% refundable on electricity consumption
- Vehicles emitting less than 20g/km are exempt from CO<sub>2</sub>-based tax components
- Vehicles emitting less than 110g/km are exempt from CO<sub>2</sub>-based tax components for the first two years

## THE NETHERLANDS

- Vehicles emitting less than 50g/km pay 50% of the annual tax
- Luxury tax exemption for BEV, while PHEV has different calculation than ICE with less grades and different amount per g CO<sub>2</sub> – however this will be reviewed on 01/07/2020 with introduction WLTP instead of NEDC2.0 and potentially update of the grades
- Company car taxation for BEVs is taxed on 8% of the fiscal value up to €45.000, anything above is taxed at 22% the same as ICE and PHEV
- PHEVs are taxed at same % as ICE, but overall BIK could be lower due to lower fiscal value because of lower BPM

## BELGIUM

- BEVs are tax exempt in Flanders. In Brussels and Wallonia there is a minimal rate for BEVs
- 100% deductibility of expenses for BEVs under corporate tax
- Financial incentives for companies to buy BEVs, PHEVs or fuel-cell vehicles, starting from around €100 net/month (depending on individual taxation)

## ITALY

- No annual ownership tax, for BEVs for the first 5 years, and from the sixth year a 75% reduction of the tax rate applied to equivalent ICES
- For vehicles with emissions below 60g/km company car taxation is based on a lump sum computed as 25% of the “average cost of use” of the car
- No toll in the city centre and often free parking for BEVs

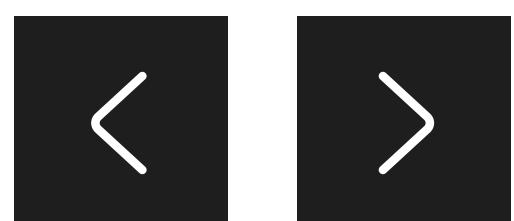
Tax incentives vary by country and even city, and can change without prior notice. Please visit your country-specific Jaguar or Land Rover website or consult your local Retailer for further information. Source: European Automobile Manufacturers Association.

## GERMANY

- 10 years motor vehicle tax exemption
- Reduction of the taxable amount for BEVs from 1% and 0,03%/km applicable to 50% of list price (Gross list price > €40.000) and 1% and 0,03%/km applicable to 25% of list price (Gross list price ≤ €40.000)
- Environmental bonus of up to €5,000 for electric vehicles with a net list price between €40,000 –€65,000

## SPAIN

- 75% reductions on ownership tax for BEVs and fuel-efficient vehicles in main city councils
- 30% reductions on company car taxation for BEVs and PHEVs, and 20% for HEVs, Liquefied Petroleum Gas (LPG) and Compressed Natural Gas (CNG) Vehicles





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RANGE ROVER EVOQUE PHEV

RANGE ROVER PHEV

RANGE ROVER SPORT PHEV

JAGUAR I-PACE

# LAND ROVER DISCOVERY SPORT **PLUG-IN HYBRID ELECTRIC VEHICLE (PHEV)**

The most versatile compact Land Rover is now available with the dynamic P300e PHEV powertrain. Sophisticated and full of character, it's built to handle anything daily life throws at it.

With its smooth acceleration, exceptional fuel efficiency and engaging drive experience, PHEV technology only makes the Discovery Sport all the more compelling.

## 1.5 LITRE 3-CYLINDER P300E AWD AUTOMATIC

CO<sub>2</sub> combined emissions (g/km) From 46

Fuel economy  
combined litres/100km (mpg) From 2,0 (up to 141,2)

Power PS (kW) 309 (227)<sup>†</sup>

Max speed km/h (mph) 209 (130)

Acceleration secs 0-100km/h (0-60mph) 6,6 (6,2)

Capacity (cc) 1,497



The figures provided are NEDC2 calculated from official manufacturer's WLTP tests in accordance with EU legislation. For comparison purposes only. Real world figures may differ. CO<sub>2</sub> and fuel economy figures may vary according to wheel fitment and optional extras fitted. NEDC2 are figures calculated using a government formula from WLTP figures equivalent to what they would have been under the old NEDC test. The correct tax treatment can then be applied. <sup>†</sup>When combined with electric motor.





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RANGE ROVER SPORT PHEV

JAGUAR I-PACE

## RANGE ROVER EVOQUE **PLUG-IN HYBRID ELECTRIC VEHICLE (PHEV)**

Dramatic, confident and sophisticated, Range Rover Evoque is everything a premium compact SUV should be. Beautifully designed inside and out, it's always capable of making a statement.

Plug-in Hybrid Electric Vehicle (PHEV) technology delivers a whisper quiet electrified powertrain to Evoque's undoubted capabilities, making the vehicle more relevant than ever.

### **1.5 LITRE 3-CYLINDER P300E AWD AUTOMATIC**

CO<sub>2</sub> combined emissions (g/km) From 43

Fuel economy  
combined litres/100km (mpg) From 1,9 (Up to 148,7)

Power PS (kW) 309 (227)<sup>†</sup>

Max speed km/h (mph) 213 (132)

Acceleration secs 0-100km/h (0-60mph) 6,4 (6,1)

Capacity (cc) 1,497



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RANGE ROVER EVOQUE PHEV

RANGE ROVER PHEV

RANGE ROVER SPORT PHEV

JAGUAR I-PACE

## RANGE ROVER PLUG-IN HYBRID ELECTRIC VEHICLE (PHEV)

The Range Rover PHEV combines the ultimate in refinement and capability with Plug-in Hybrid performance and efficiency. Powered by Range Rover's most innovative hybrid powertrain, it manages most city commutes with ease while the additional torque further enhances its off-road capabilities.

### 2.0L P400e PETROL PHEV (404PS) AUTO

CO<sub>2</sub> combined emissions (g/km) From 75

Fuel economy  
combined litres/100km (mpg) From 3,5 (Up to 80,7)

Power PS (kW) 404 (297)

Max speed km/h (mph) 220 (137)

Acceleration secs 0-100km/h (0-60mph) 6,4 (6,0)

Capacity (cc) 1.997



The figures provided are NEDC2 calculated from official manufacturer's WLTP tests in accordance with EU legislation. For comparison purposes only. Real world figures may differ. CO<sub>2</sub> and fuel economy figures may vary according to wheel fitment and optional extras fitted. NEDC2 are figures calculated using a government formula from WLTP figures equivalent to what they would have been under the old NEDC test. The correct tax treatment can then be applied. All figures are manufacturer's pre-certified figures and subject to final confirmation ahead of production. Note that CO<sub>2</sub> and fuel economy figures can vary according to wheel fitment, and the lowest figures may not be achievable with the standard





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RANGE ROVER EVOQUE PHEV

RANGE ROVER PHEV

RANGE ROVER SPORT PHEV

JAGUAR I-PACE

## RANGE ROVER SPORT PLUG-IN HYBRID ELECTRIC VEHICLE (PHEV)

The world's leading performance orientated SUV now available with Plug-in Hybrid performance and economy, Range Rover Sport PHEV.

It's precise and uncompromising, transitioning seamlessly between the petrol engine and electric motor - it's refinement at its best.

### 2.0L P400e PETROL PHEV (404PS) AUTO

CO<sub>2</sub> combined emissions (g/km) From 72

Fuel economy  
combined litres/100km (mpg) From 3,4 (Up to 83,1)

Power PS (kW) 404 (297)

Max speed km/h (mph) 220 (137)

Acceleration secs 0-100km/h (0-60mph) 6,3 (5,9)

Capacity (cc) 1,997



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RANGE ROVER PHEV

RANGE ROVER SPORT PHEV

JAGUAR I-PACE

## NEW RANGE ROVER VELAR **PLUG-IN HYBRID ELECTRIC VEHICLE (PHEV)**

The vehicle that takes sophistication, modernity and elegance to an unprecedented new level is now available with a Plug-in Hybrid Electric powertrain.

Range Rover Velar is revolutionary, with a never-seen-before dedication to outstanding craftsmanship and materials evident in every elegant line.

### P400e AWD AUTOMATIC PHEV

CO<sub>2</sub> combined emissions (g/km) From 52

Fuel economy  
combined litres/100km (mpg) From 2,3 (Up to 122,8)

Power PS (kW) 404 (297)<sup>†</sup>

Max speed km/h (mph) 240 (149)

Acceleration secs 0-100km/h (0-60mph) 5,4 (5,1)

Capacity (cc) 1.997



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LAND ROVER DISCOVERY PHEV

RANGE ROVER EVOQUE PHEV

RANGE ROVER PHEV

RANGE ROVER SPORT PHEV

JAGUAR I-PACE

## NEW DEFENDER PLUG-IN HYBRID ELECTRIC VEHICLE (PHEV)

A Defender for the 21st century, now available with Plug-in Hybrid. This evolution of the legendary original has been redesigned for optimum durability.

Featuring our toughest materials yet and tested to extremes, new Defender is capable by nature.

### 2.0L P400e PETROL PHEV (404PS) AUTO

CO<sub>2</sub> combined emissions (g/km) From 64

Fuel economy  
combined litres/100km (mpg) From 2.8 (Up to 100.9)

Power PS (kW) 404 (297)

Max speed km/h (mph) 191 (119)

Acceleration secs 0-100km/h (0-60mph) 5.6 (5.4)

Capacity (cc) 1.997



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LAND ROVER DISCOVERY PHEV

RANGE ROVER EVOQUE PHEV

RANGE ROVER PHEV

RANGE ROVER SPORT PHEV

JAGUAR I-PACE

## ALL-ELECTRIC JAGUAR I-PACE **BATTERY ELECTRIC VEHICLE (BEV)**

Jaguar's first ever all-electric vehicle, I-PACE brings zero vehicle emissions technology to a driving experience that is unmistakably Jaguar. With generous interior space, exhilarating acceleration and expansive range between charges, I-PACE truly delivers the art of effortless, silent and ultra-efficient performance.

### EV400 90kWh AWD

CO <sub>2</sub> combined emissions (g/km)	0
WLTP range, up to: km (miles)	470 (292)
WLTP consumption, up to: kWh/100km (kWh/100miles)	22,0 (35,4)
Power PS (kW)	400 (297)
Acceleration secs 0-100km/h (0-60mph)	4,8 (4,5)
Battery (kWh)	90



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RANGE ROVER PHEV

RANGE ROVER SPORT PHEV

JAGUAR I-PACE

## NEW JAGUAR F-PACE PLUG-IN HYBRID ELECTRIC VEHICLE (PHEV)

The award-winning F-PACE is now available with a Plug-In Hybrid Electric powertrain, fully capable of managing most city commutes in full Electric Vehicle (EV) mode.

F-PACE takes the pure Jaguar DNA of legendary performance, handling and luxury, then enhances it with class-leading space and practicality.

### P400e AWD AUTOMATIC PHEV

CO<sub>2</sub> combined emissions (g/km) From 54

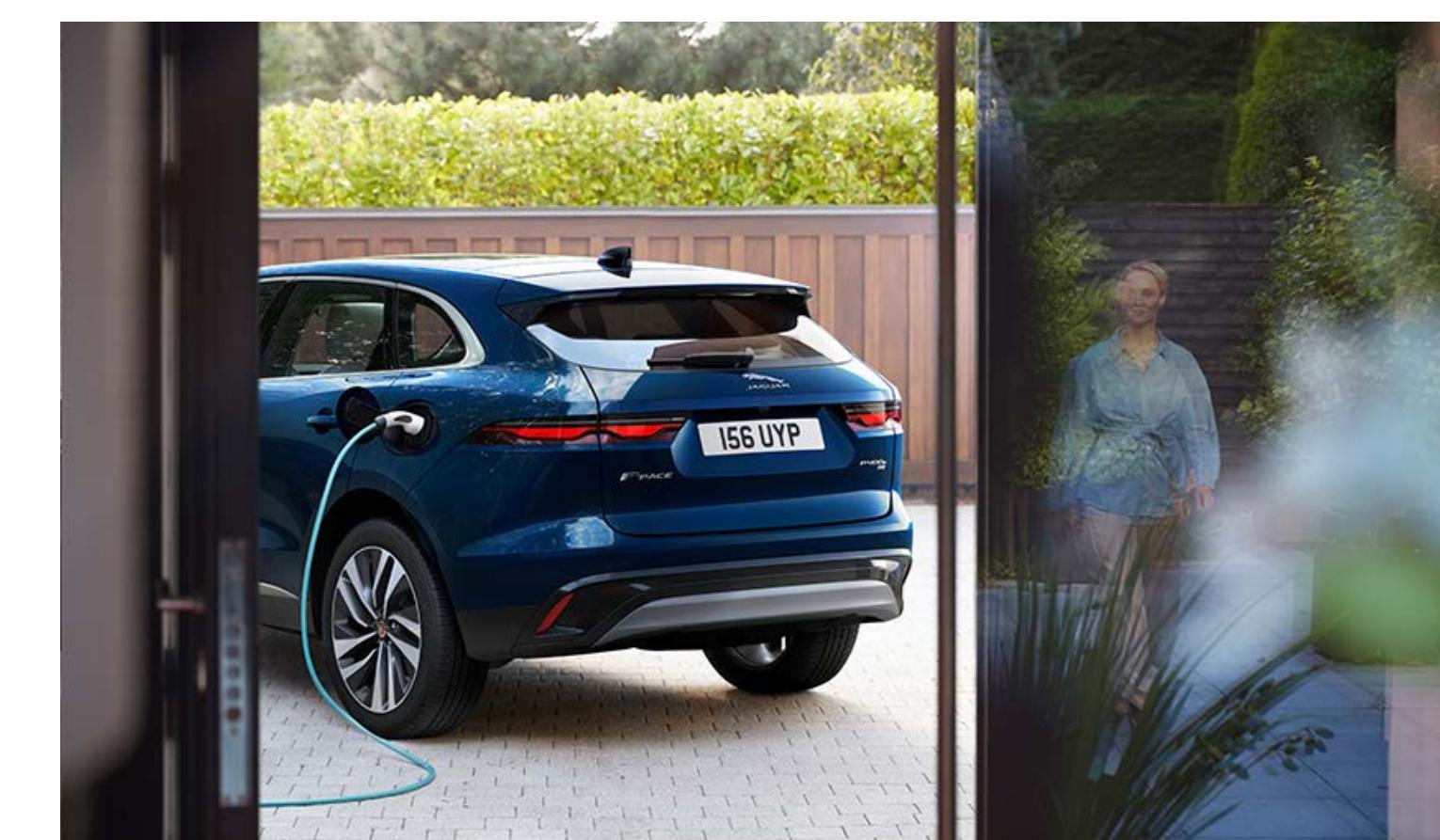
Fuel economy  
combined litres/100km (mpg) From 2,4 (Up to 117,7)

Power PS (kW) 404 (297)<sup>†</sup>

Max speed km/h (mph) 240 (149)

Acceleration secs 0-100km/h (0-60mph) 5,3 (5,0)

Capacity (cc) 1,997



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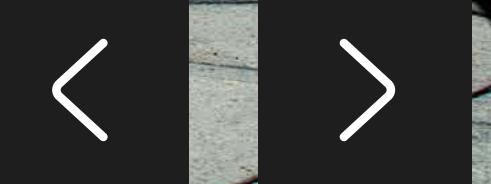


WHERE TO CHARGE

INTRODUCING EVs TO A FLEET

# DEVELOPMENTS IN BATTERY AND CHARGING TECHNOLOGY HAVE MADE CHARGING AN ELECTRIC VEHICLE (EV) EVEN MORE CONVENIENT

This means you can top up your battery at work, at home or in public. What's more, there's an EV for every type of employee and every type of business.





EV TECHNOLOGY

THE ELECTRIC  
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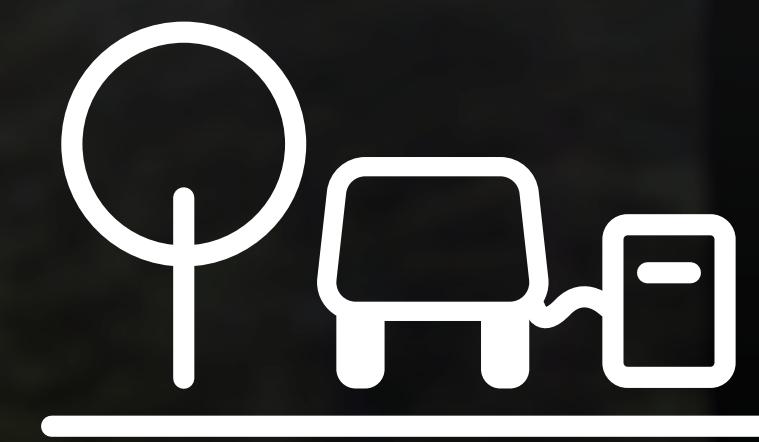
INTRODUCING EVs TO A FLEET



HOME  
CHARGING



WORKPLACE  
CHARGING

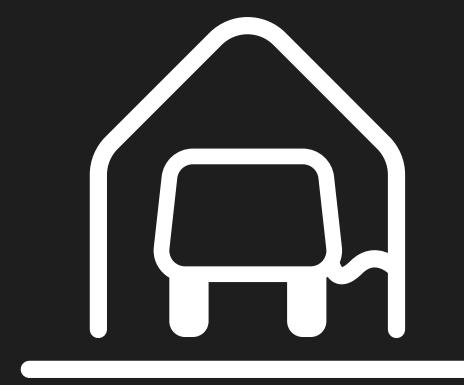


PUBLIC  
CHARGING



WHERE TO CHARGE

INTRODUCING EVs TO A FLEET



## HOME CHARGING

For optimum charging at home, you can install an approved Jaguar or Land Rover wallbox\*.

Jaguar and Land Rover Electric Vehicles and Plug-in Hybrid Vehicle (PHEV) models are equipped with a 7kW single phase AC on-board charger\*\*, which can deliver a full battery charge in as little as 2,75 hours dependent on charging station capability.

\*Jaguar and Land Rover have authorised charging infrastructure partnerships. Our infrastructure partners are available to advise of the best solutions for you. Please consult your local Jaguar or Land Rover Retailer for further information. \*\*Charging times vary by market, power supply and charging solution.



WHERE TO CHARGE

INTRODUCING EVs TO A FLEET



## WORKPLACE CHARGING

An increasing number of organisations are providing charging points at work and in some cases, home charging points have also been installed for company Electric Vehicle (EV) drivers by employers. However, Given a single overnight home charging session is enough for Jaguar I-PACE to cover the average weekly commute of 300km\*, organisations do not necessarily need to heavily invest in developing a charging infrastructure at work.

Some employers have chosen to provide financial assistance to EV drivers. This can be in the form of partial contribution to cover daily charging costs and expenses associated with installing home charging points. In addition to these incentives, employers are supporting the development of EV communities for company car drivers to share information and educate their staff on the latest technology.



WHERE TO CHARGE

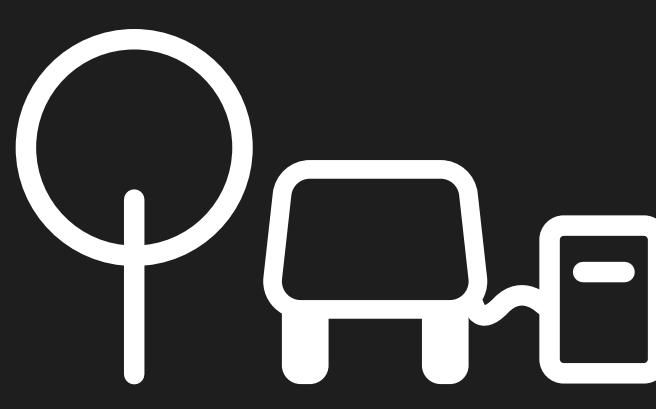
INTRODUCING EVs TO A FLEET

## PUBLIC CHARGING

On longer journeys you may need a quick top up of your electric vehicle battery's charge to complete your trip – DC rapid chargers are the best way to deliver this.

Jaguar I-PACE can cover a distance of 270km when charged for an hour\* using a typical 50kW charger. As the public charging infrastructure improves, it's also equipped to accept up to a 100kW DC charge rate. This means you can easily add 100km of range in the time it takes to have a cup of coffee.

Charging Plug-in Hybrid Electric Vehicles (PHEVs) at public charging points is equally convenient and requires the same charge. For instance, Range Rover Evoque and Discovery Sport PHEVs can achieve a full charge in as little as 2.2 hours\* using rapid chargers at a range of public points.





## WHERE TO CHARGE

## INTRODUCING EVs TO A FLEET

## FLEET REQUIREMENTS

Looking at a fleet's vehicle usage can help identify which particular elements are most suitable for electrification. By doing so, an organisation can better determine the appropriate mix of EVs for their fleet. The following steps can help this:

- Early project trials
- Company-wide surveys to gather drivers' requirements and expectations
- Gradually phase EVs into a fleet
- Encourage EV users to share hands-on experiences with colleagues
- Stay up to date with the latest EV tech and EVs

## EV-FRIENDLY POLICY

To encourage EV uptake, it's useful to include a section on EVs in the company's Car Policy – for instance, the use of charge points and possible bonus/malus systems based on CO<sub>2</sub> emissions in the form of higher monthly allowances for EVs versus internal combustion engine vehicles.

## DRIVER PROFILING

Each type of EV has particular charging, range and performance benefits. Driver profiling by looking into driving patterns and behaviour, can determine if someone is more suited to a certain type of EV.

## INTERNALISATION

Grow an EV community and get people involved right from the start of the project. Organisations can also hold educational workshops and trials, and send out informative internal communications which are also a great way of getting feedback.

## CHARGING

To help organisations provide charging points for EV drivers, we've appointed preferred suppliers and equipment installers who offer the full spectrum of services from hardware to software solutions. For more information please contact your local Jaguar or Land Rover Retailer.

## RANGE EFFICIENCY FACTORS

## DRIVING MODES

**DRIVING STYLE**

One of the biggest impacts on an Electric Vehicle's (EV's) electric range is the driver. An aggressive driving style with frequent and heavy acceleration will have a detrimental impact on the vehicle's state of charge. Whereas, travelling at a steady pace helps preserve range. Gradual acceleration can also reduce your reliance on hard braking which consumes more energy than gentle braking.

**AMBIENT TEMPERATURE**

Heating and air conditioning systems use energy and this can reduce an EV's range. That's why Jaguar I-PACE has the ability to pre-condition the interior, ahead of departure, while it's charging. This allows the vehicle to use electricity from the power supply, and not the battery.

**MYTH**

*Electric Vehicles don't have enough range.*

**FACT**

Modern, premium Battery Electric Vehicles (BEVs) have a range of up to 470km (292 miles)\* and with a growing public charging infrastructure, range should not be an issue for most drivers.



\*Jaguar I-PACE range on a full charge. Real-world figures and overall EV performance data may vary according to driving and environmental variables.





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## RANGE EFFICIENCY FACTORS

## DRIVING MODES

Jaguar I-PACE, Jaguar F-PACE, Range Rover, Range Rover Sport, Discovery Sport, EVOQUE and New Land Rover Defender offer multiple driver modes that can automatically adapt a vehicle's settings for range preservation.

## JAGUAR I-PACE DRIVING MODES

**CABIN PRE-CONDITIONING**

I-PACE is equipped with the technology to preserve range and protect the vehicle's battery. With cabin pre-conditioning you can heat or cool the interior while the vehicle is charging, so that power can be drawn from the mains supply and not the battery.

**ECO MODE**

Eco Mode helps preserve I-PACE's range by reducing energy depletion and encouraging a more efficient driving style. It also makes subtle changes to cabin temperature, air recirculation and to a number of other features. However, you can override these changes, either by normally operating each feature or via the menu settings.

JAGUAR F-PACE, RANGE ROVER, RANGE ROVER SPORT, DISCOVERY SPORT, EVOQUE PHEV  
AND LAND ROVER DEFENDER DRIVING MODES**PARALLEL HYBRID MODE**

This offers two functions that help drivers optimise fuel economy and battery charge. For example, Predictive Energy Optimisation (PEO) utilises altitude data for the route selected in the navigation system to intelligently switch between the electric motor and petrol engine to maximise fuel economy.

**ELECTRIC VEHICLE (EV) MODE - FULL ELECTRIC DRIVE**

EV Mode enables the vehicle to run solely on the electric motor using the energy stored in the battery, ideal for quiet, zero-emission journeys.





TCO OVERVIEW

CHARGING COSTS

EV INCENTIVES



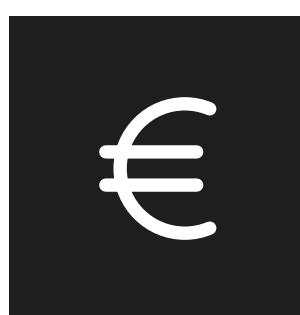
## SERVICING COSTS

Compared to a vehicle with an internal combustion engine, Battery Electric Vehicles (BEVs) require less maintenance as they have fewer moving parts. In other words, there is less that can wear out.



## FUEL COSTS

Plug-in Hybrid Electric Vehicles (PHEVs) lower fuel costs by reducing the need for petrol and diesel, while BEVs only require fuel in the form of electricity which is typically cheaper than petrol and diesel.



## TAX BREAKS

Electric vehicles can benefit from significantly lower taxation rates\* than the equivalent petrol or diesel cars offered by company car schemes.

### MYTH

*The battery won't last and it will need to be replaced regularly.*

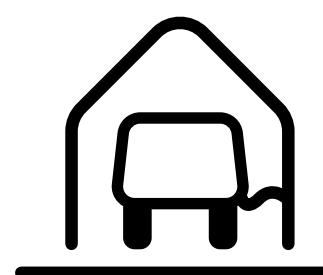
### FACT

Jaguar I-PACE's 90kWh battery warranty is limited to 8 years or 100.000 miles (160.000km), whichever comes first. Redeemable in the case of any manufacturing defect or should a certified Jaguar Retailer measure that the battery has dropped below a 70 percent State of Health.

TCO OVERVIEW

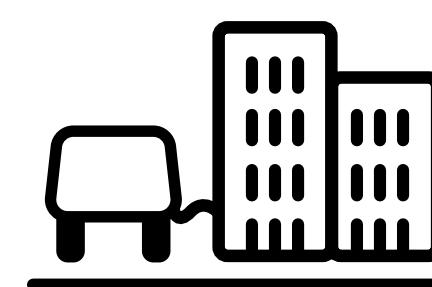
CHARGING COSTS

EV INCENTIVES



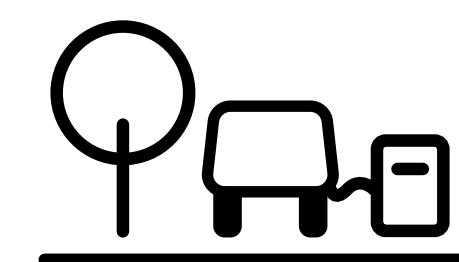
## HOME CHARGING

Home charging, using a dedicated wallbox, is the most convenient, cost-effective and also the most preferred option among Electric Vehicle (EV) users. The cost itself can be calculated based on the kWh electricity rate multiplied by the kWh capacity of an EV's battery. For instance, the cost to fully charge Jaguar I-PACE can be calculated by simply multiplying the electricity rate charged per kWh by 90, as I-PACE has a 90kWh battery.



## WORKPLACE CHARGING

The cost of charging an EV at work depends upon each organisation's EV policy. They can choose to offer free charging at work or install complimentary charging points at employees' homes. Alternatively, organisations can also set a tariff. Of course, this and other payment mechanisms are dictated by tax implications and employment law that vary from country to country.



## PUBLIC CHARGING

Public charging gives drivers the added convenience to top up their EV's battery while they are on the move. Many locations such as restaurants, gyms and shopping malls offer free charging to their customers or visitors for the duration of their stay. In addition to these public charging points, rapid charging stations can be found at motorway service stations which can be useful for drivers on an inter-city commute. Charging at such locations can be entirely cost-free or subject to a tariff that's billable to users.



TCO OVERVIEW

CHARGING COSTS

EV INCENTIVES

Other factors that reduce Total Cost of Ownership for Electric Vehicles (EVs) and encourage their uptake are the financial incentives offered by governments and local authorities. These can be in the form of tax breaks, lower or no excise duties, free parking and possible exemptions from road charges and tolls.

### VAT, GST AND INDIRECT TAXES

Some governments offer direct financial incentives or allow electric drivers to avoid the purchase taxes, such as VAT or GST, charged on petrol and diesel vehicles.

### EXCISE DUTIES AND REGISTRATION CHARGES

Excise duties are generally lower for electric cars, and can be zero. In countries where number plates are bought in addition to your car, or obtained in a lottery, EVs can benefit from reduced costs and even avoid the vehicle registration lottery altogether.

### SUBSIDISED RATES FOR CHARGING EQUIPMENT

Wallboxes may be obtained at subsidised rates in some countries. Incentives may also be offered to install communal charging facilities in shared residential buildings and at workplaces.

### REDUCED COMPANY CAR SCHEME TAXES

In most markets, EVs are subject to lower taxation rates than the equivalent petrol or diesel vehicles. Organisations can benefit from this incentive and also take advantage of possible accounting benefits in relation to writing down the value of the asset.

### FREE CHARGING OF EVs

Free charging facilities may be available while you are parked at shopping centres, hotels and other venues. This is referred to as destination charging. Others may offer reduced charging fees based on your time spent at the venue.

### AVOIDANCE OF TOLLS AND CHARGES

Where road use charges exist, it's sometimes the case that EVs are exempt. And, of course, they will not be required to pay any emissions-based charges introduced for petrol or diesel cars for air quality reasons.

### CONVENIENCE AND ACCESS

In some cities, EVs are permitted to use high-occupancy vehicle lanes, without passengers, as well as bus lanes. You may also park in places where petrol or diesel vehicles are not permitted or can park at a lower cost.

[GET IN TOUCH](#)

Our global retail network is a key enabler when it comes to helping company car drivers and fleet managers better understand Electric Vehicle (EV) technology, encouraging EV inclusion in a company fleet and also offering customer-focused aftersales services.

#### EV SPECIALISTS

Each of our Retailers will have a designated EV Specialist to guide customers through the EV adoption process. In addition to this, our EV Specialists will help advise on the best charging strategies, especially for small and medium enterprises (SMEs) and large corporations.

#### JAGUAR LAND ROVER PREFERRED CHARGING SUPPLIERS

To further support our retail network in each of our markets, we have appointed preferred suppliers and installers of charging equipment and access packages to public charging networks.

All equipment from our preferred charging suppliers has been tested for compatibility with Jaguar and Land Rover vehicles. These companies have been chosen on the basis of their ability to provide the best possible combination of value for money, service and convenience, and are able to support home, workplace and business charging requirements.

This preferred supplier arrangement ensures that the latest charging technology and expanded charging networks are quickly available to our customers. Furthermore, it offers our customers the best expertise when it comes to organising equipment that complies with local power supply and other regulations.





EV TECHNOLOGY

THE ELECTRIC  
LANDSCAPEOUR ELECTRIFIED  
RANGELIVING WITH  
AN EV

PERFORMANCE

TOTAL COST  
OF OWNERSHIPOUR  
RETAILERS

GET IN TOUCH

## GETTING IN TOUCH IS EASY

If you have a query for us to answer or are curious to hear more about what we can offer, don't hesitate to get in touch with our Fleet & Business Manager in your region.

### INTERNATIONAL

**Emil Gaynor**

Operations Manager  
Global Fleet & Business Jaguar Land Rover

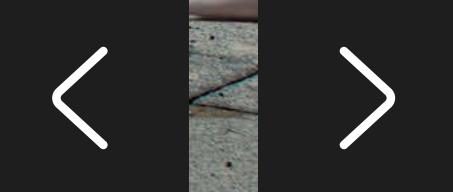
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### IMPORTANT NOTICE

Jaguar Land Rover Limited is constantly seeking ways to improve the specification, design and production of its vehicles and alterations take place continually. While every effort is made to produce up-to-date literature, this brochure should not be regarded as an infallible guide to current specifications, nor does it constitute an offer for the sale of any particular vehicle. Distributors and retailers are not agents of Jaguar Land Rover Limited by any express or implied undertaking or representation. Comparisons are based on manufacturer's own data and testing. Jaguar Land Rover Limited. Registered Office: Abbey Road, Whitley, Coventry, CV3 4LF, United Kingdom. Registered in England Number: 1672070 [Jaguar.com/fleet-and-business](http://Jaguar.com/fleet-and-business) [LandRover.com/fleet-and-business](http://LandRover.com/fleet-and-business)





EV TECHNOLOGY

THE ELECTRIC  
LANDSCAPE

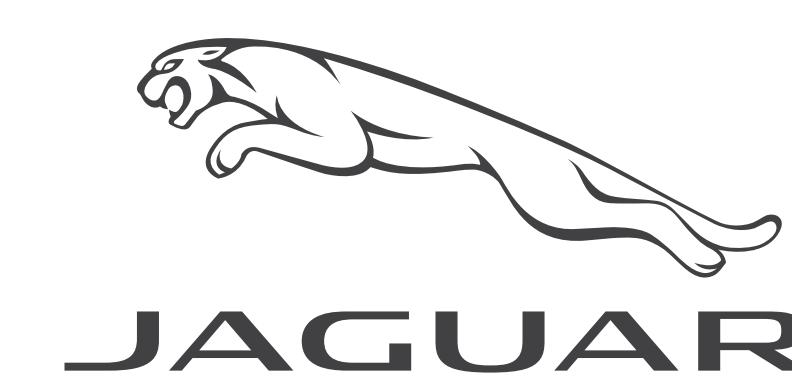
OUR ELECTRIFIED  
RANGE

LIVING WITH  
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PERFORMANCE

TOTAL COST  
OF OWNERSHIP

OUR  
RETAILERS



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