



2022 Australasian Fleet Conference & Exhibition

AND FLEET AWARDS

MAY 3-4

ROSEHILL GARDENS RACECOURSE SYDNEY

Developing strategic solutions to drive Net Zero emissions

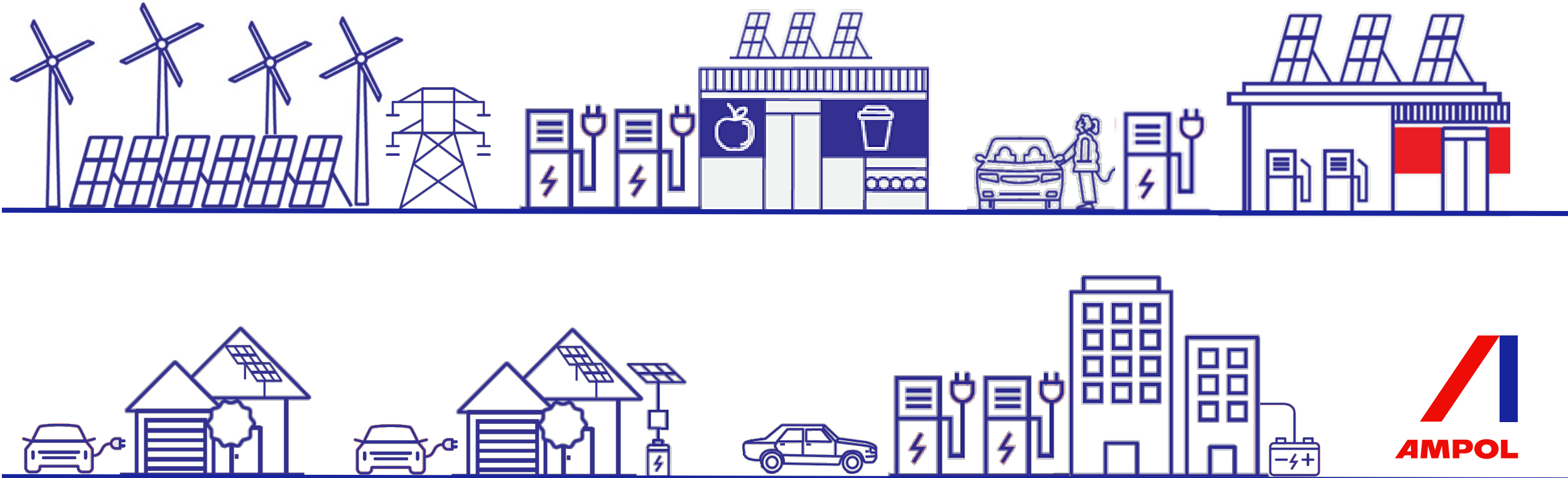
Angeles Miranda

Head of e-Mobility

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Developing strategic solutions to drive Net Zero emissions



Today's session

EXPLORE

- Market overview
- Research on more advanced market
- Unique Australian conditions and opportunities

FOCUS

- Key barriers
- Considerations fleet businesses should take

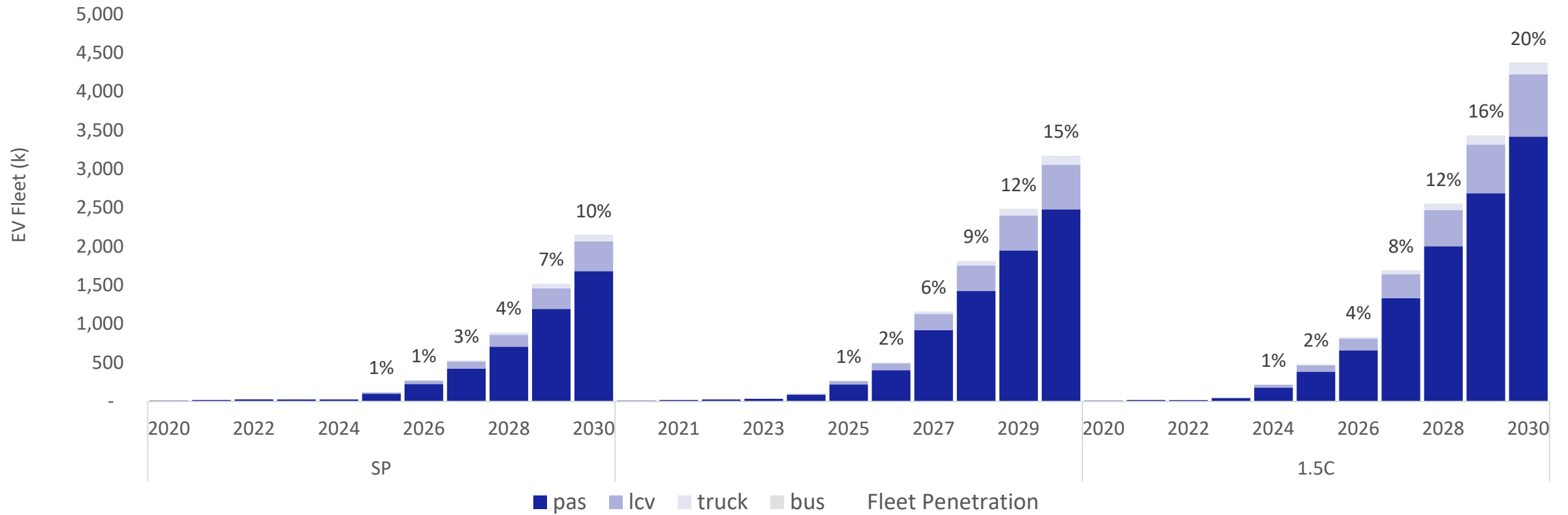
LEARN

- What integrated future solutions might look like

EV market analysis

EV sales are expected to ramp up by 2026 and accelerate

By 2030, EV penetration in Australia is expected to achieve between 10-20% of total fleet penetration



Market led investments with corporate goals driving economy wide emissions abatement

Limiting global warming to 2C above pre-industrial levels. Economy wide net zero emission by 2050

Limiting global warming to 1.5C above pre-industrial levels. Economy wide net zero emission before 2050

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Where do you think EV charging will occur most?

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Multiple-choice poll

Where do you think EV charging will occur most?

0 3 2

HOME



WORKPLACE



ON-ROUTE

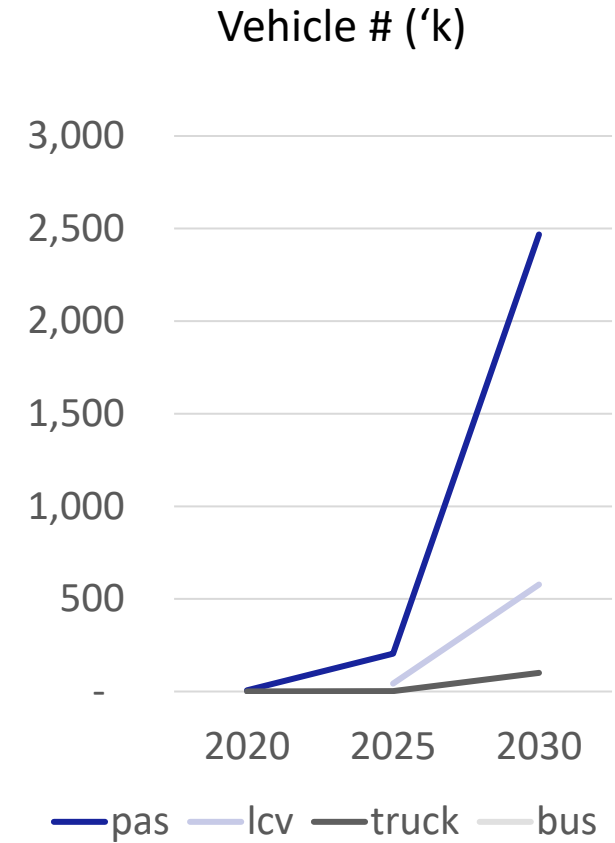
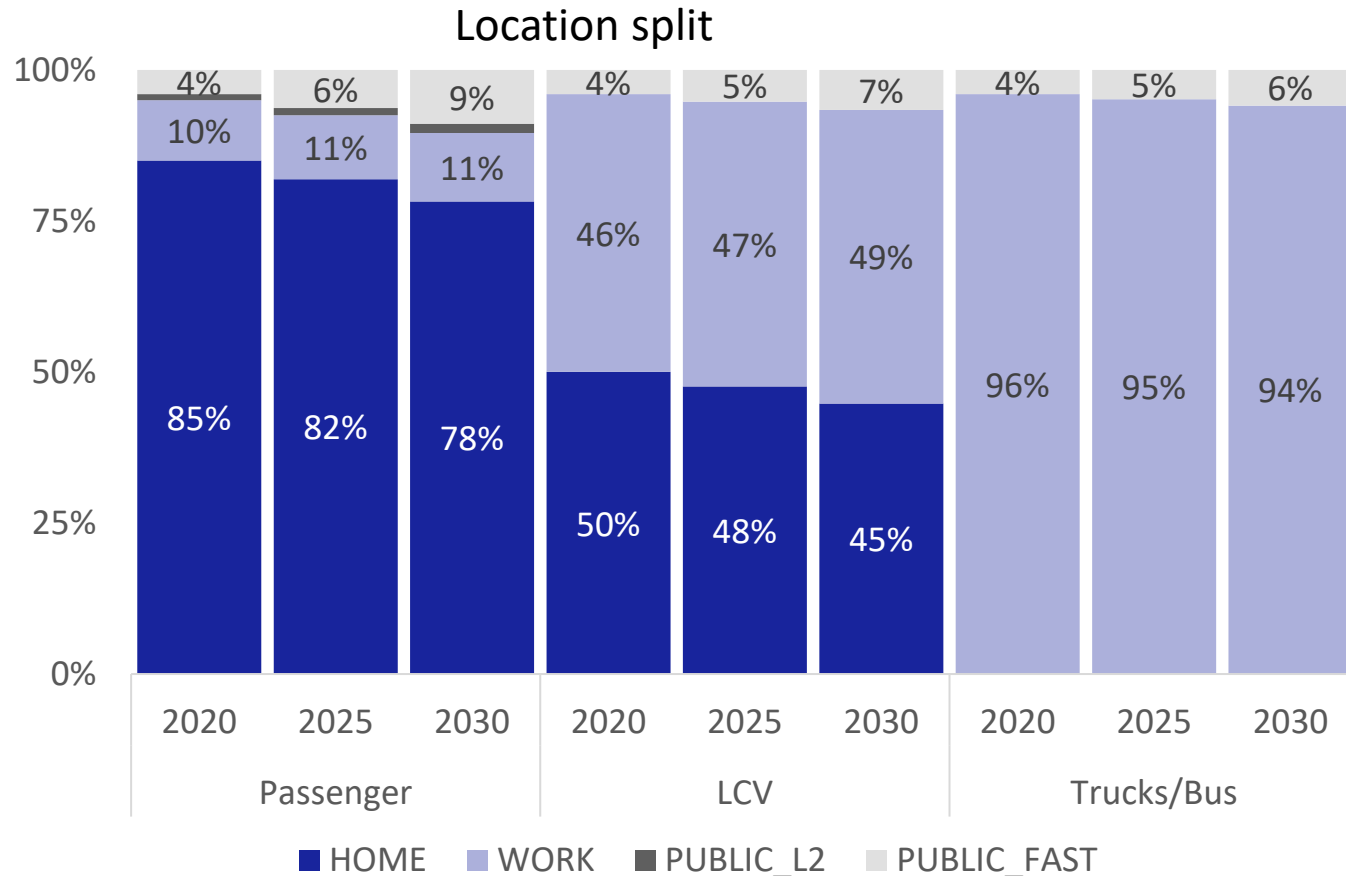


DESTINATION (shopping centres, movies, restaurants)

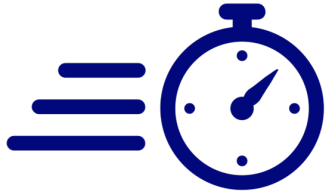


EV charging will occur at home, work, and public locations

*Home will be the location of choice for passenger vehicle charging.
Commercial vehicles will require tailored solutions at depots and public hubs.
Public charging will demand fast chargers in premium locations.*



Lessons from overseas



Fastest is not necessarily best

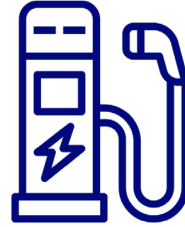
Early days: always try to install the fastest chargers

Learnings:

- Chargers should match dwell time of location
- Limitation of the car
- Fastest infrastructure = highest price

Best Practice:

- Charger is fit for purpose and matches the dwell time of location, vehicle and ops requirement



Security of Charge

Early days: “one on mass”, single charger bays in more locations

Learnings:

- Customers don't want to re-route
- Customers don't want to wait

Best Practice:

- Design sites according to demand and future proof them
- Concept Hub charging sites



Reliability is Key

Early days: Amenities in location is crucial to give a good customer experience.

Learnings:

- This is important
- Reliability is the most important aspect of customer experience at this stage

Best Practice:

- Best in class hardware and software to prevent faults
- In-house capability to manage faults when they happen

Barriers and considerations

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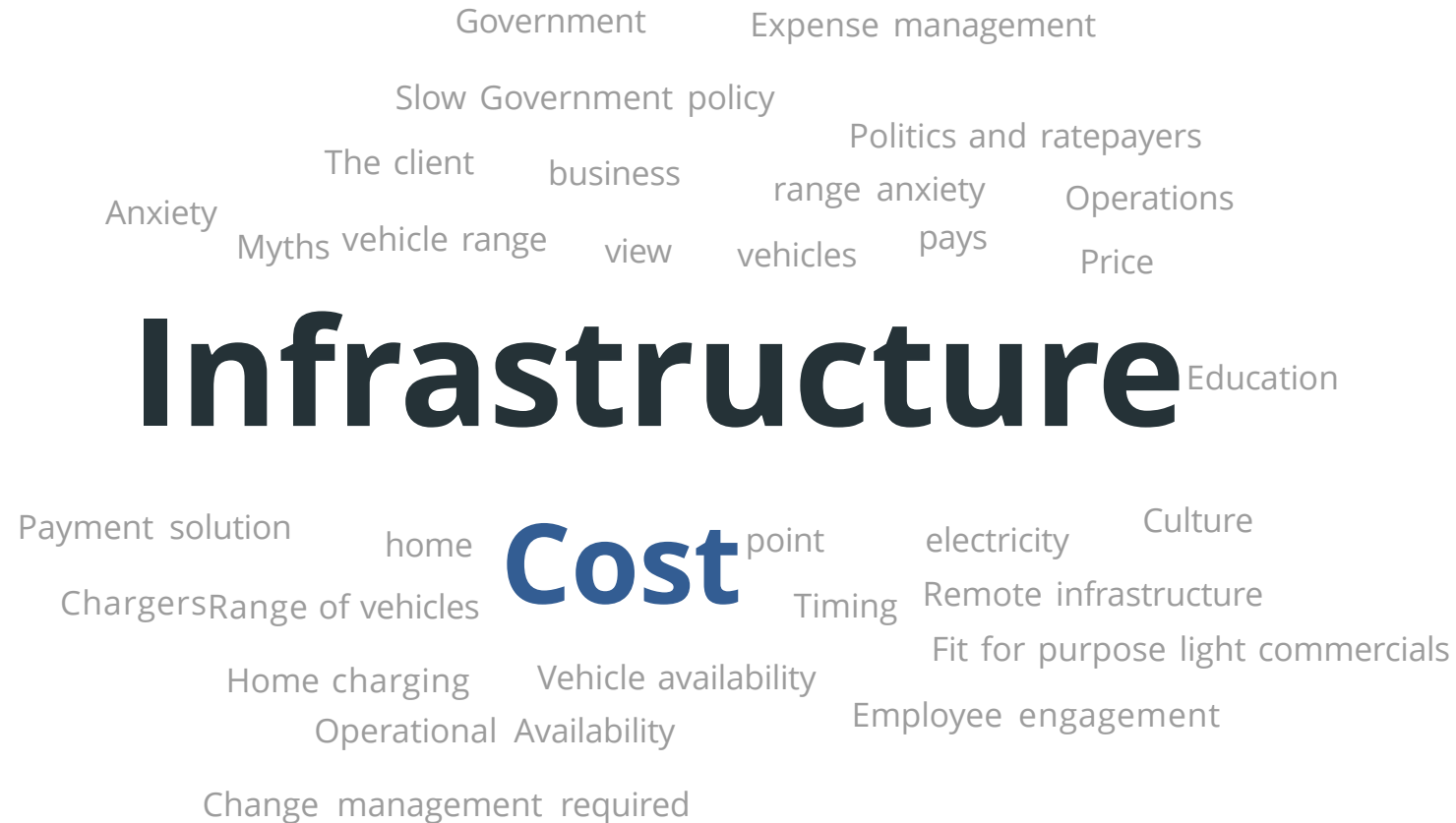


Name barriers to transition your fleet to EV

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Name barriers to transition your fleet to EV

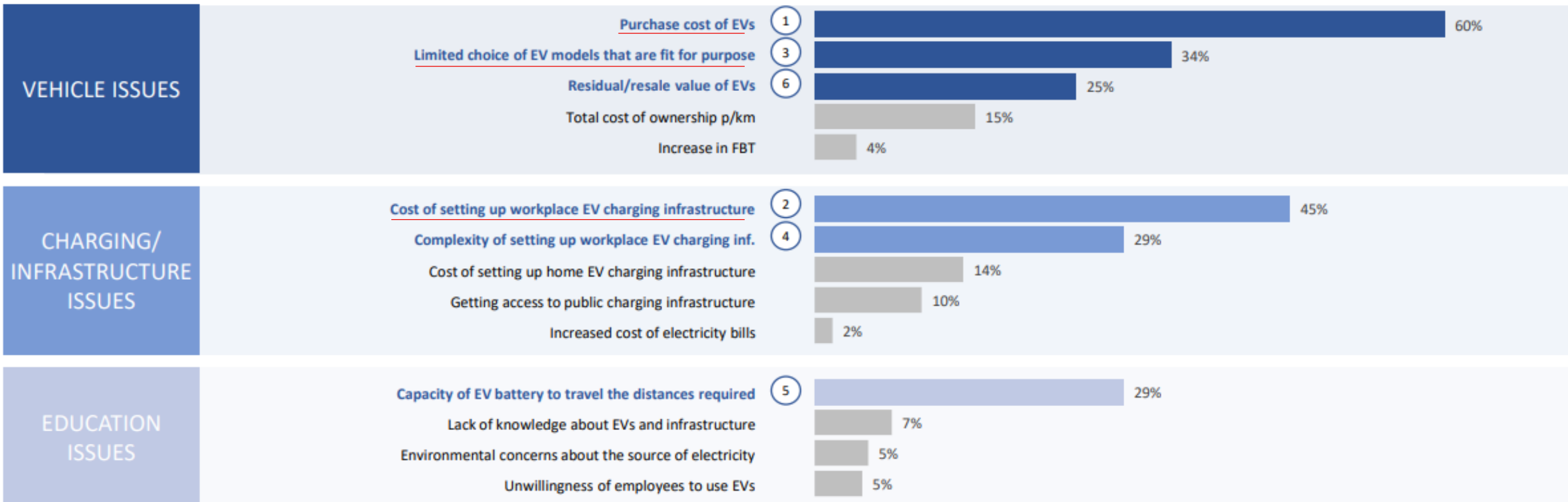
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AfMA report 2020 – Top concerns around EV Adoption

High purchase cost is the greatest to increase EV numbers, ahead of **setting up workplace infrastructure** and the **limited models** on offer

Highlighted bars are concerns shared by 25% or more of the sample



Source: Electric Vehicles in Business Fleets, AfMA and acareserch October 2020.

What concerns does your organisation have about increasing the number of EVs in the fleet?

Other considerations

Vehicle

Considerations

- Today are expensive, reduced options
- Long wait
- Long replacement cycle

What this might mean for your business

- Likely your fleet will be a mix between ICE/ EV for a while

Infrastructure

- Home: Not all have garage at home
- Workplace: High capex, but also requires knowledge to operate and maintain
- Grid capacity

Assess what is economically viable

- Look at options in EV-charging ecosystem
- Build inhouse capability
- Outsource back-end system to improve reliability

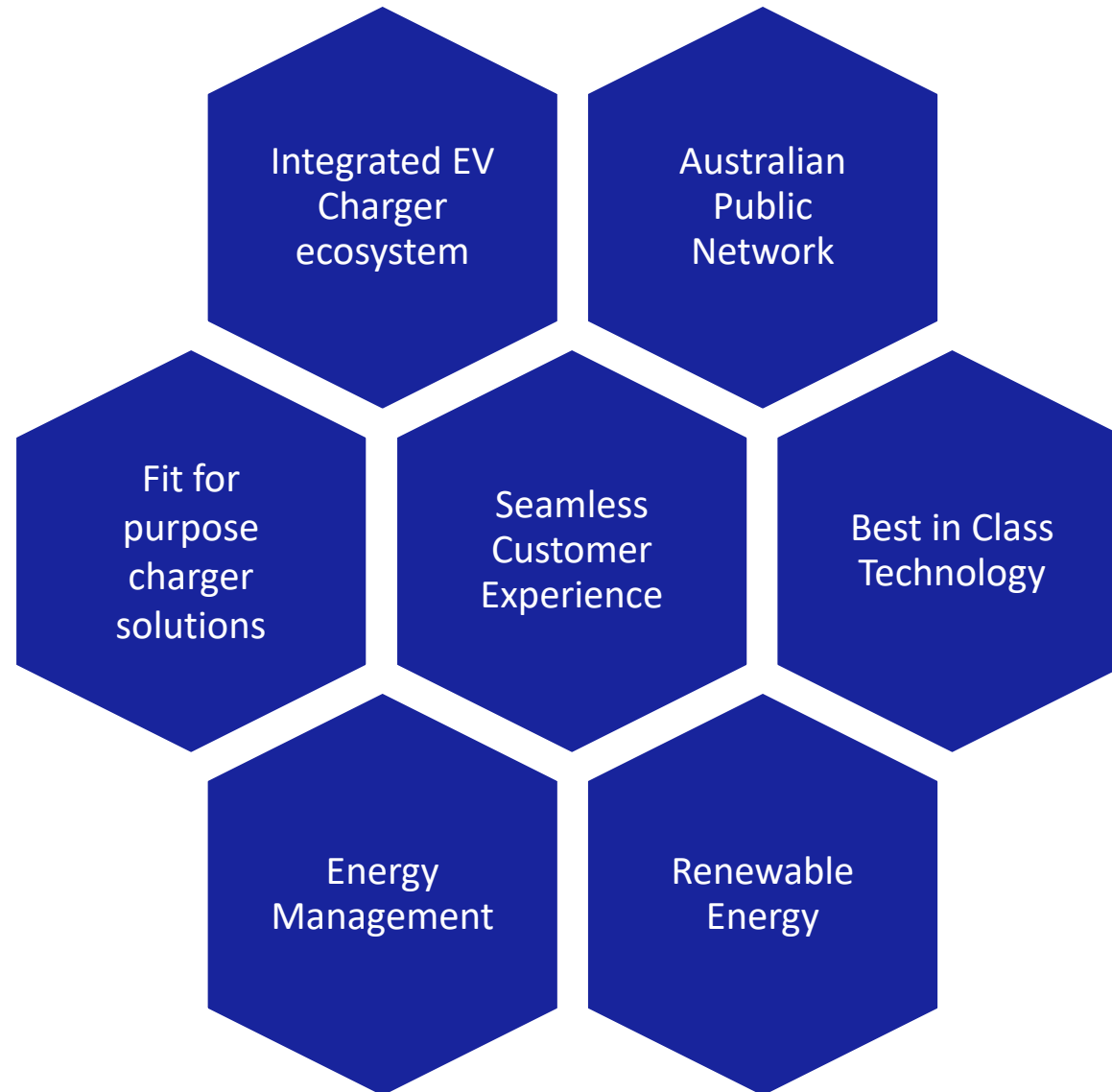
Operation

- Change management for users
- Admin (multiple invoices, EV/ICE mix, homes expenses)
- Physical and grid limitations

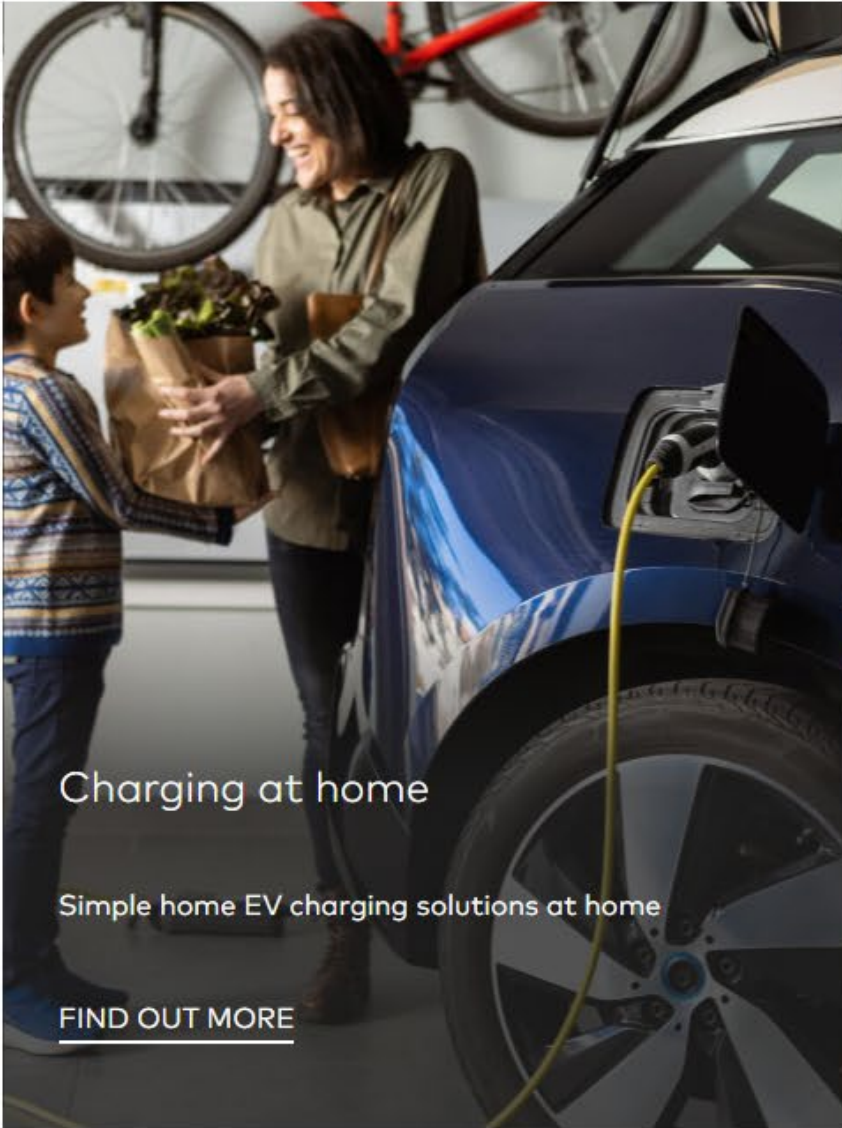
- Need to think about simplification
- Apply smarts on Route planning and energy management

What the future looks like

Integrated solutions for your business



Q&A



Charging at home

Simple home EV charging solutions at home

[FIND OUT MORE](#)



Charging on the road

Fast and convenient charging solutions across Australia

[FIND OUT MORE](#)



Business Solutions

Commercial EV solutions for businesses

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Ampol - powering better journeys today and tomorrow

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Audience Q&A Session

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