



Fleet Conference
& Exhibition

MAY 23-24
ROSEHILL GARDENS
BLACKROUSE SYDNEY

AND FLEET AWARDS

State EV Policies and Incentives

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NSW EV Strategy

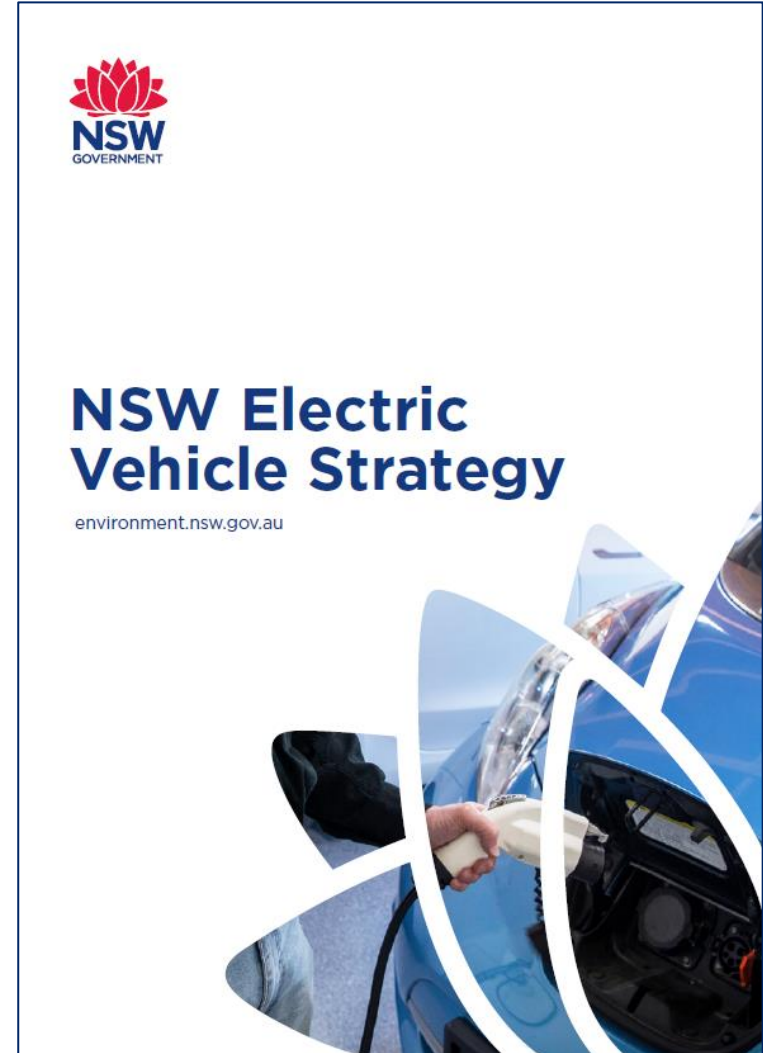
NSW Government support to EV fleets

Office of Energy and Climate Change

Anna Martinis – Principal – Electric fleets programs

NSW Electric Vehicle Strategy

- Our aim is to increase EV sales to more than 50 per cent of new cars sold in NSW by 2030. This means EVs will be the vast majority of new cars sold in the state by 2035.
- There is a funding envelope of **\$633 million** to support businesses and households in their transition to a low emissions transport future.



NSW EV Strategy initiatives



Initiatives	NSW funding
EV Stamp Duty Exemption (for EVs under \$78,000)	\$201 million (est. to 24/25)
EV rebates (to first 25,000 vehicles <\$68,750)	\$75 million
EV fleets incentive	\$105 million
EV fast charging grants	\$149 million
EV kerbside charging NEW!	\$10 million
EV destination charging grants	\$20 million
EV-ready buildings NEW!	\$10 million
EV commuter carpark charging	\$20 million
NSW Government light passenger fleet electrification	\$33 million (to 24/25. Funding to 2030 TBC)

Key progress to date

EV Fast charging grants (\$149m)

- \$39.4M in funds allocated to co-fund construction of 86 fast charging stations
- \$80 million round 2 – results to be announced by July 2023

EV Destination charging grants (\$20m)

- \$1.7M government contribution in round 1 to regional business + councils for 7kW-22kW EV chargers
- 516 charging ports will be deployed across 187 regional locations

EV rebates + stamp duty 30 April 23

- Rebates paid: 6,607 (of 25,000)
- Stamp duty refunded: 11,212

Government fleet

- Roadmap developed and approved
- Set up prequalified scheme of suppliers
- Executed whole of government contract for software
- ~\$4million approved for initial projects

EV fleets

Supporting fleet buyers to fast track the decarbonisation of their vehicles

- Support for NSW fleets to procure battery and fuel cell EVs in order to decarbonise the transport sector
- Create a flourishing second-hand market

What's on offer

- \$105 million to support EV procurement
- Capacity building support
- Change management support: EV drive days
- Fleet optimisation trials



EV fleets incentive

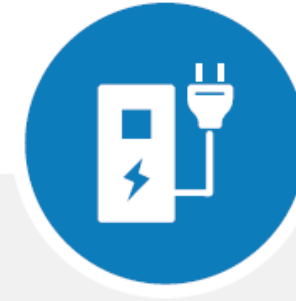
\$15million available in round 3



Vehicle incentive

NSW Government contribution to procure a new BEV/FCEV.

Passenger vehicles
Sports Utility vehicles
Light Commercial vehicles
(up to 4.5 tonnes)



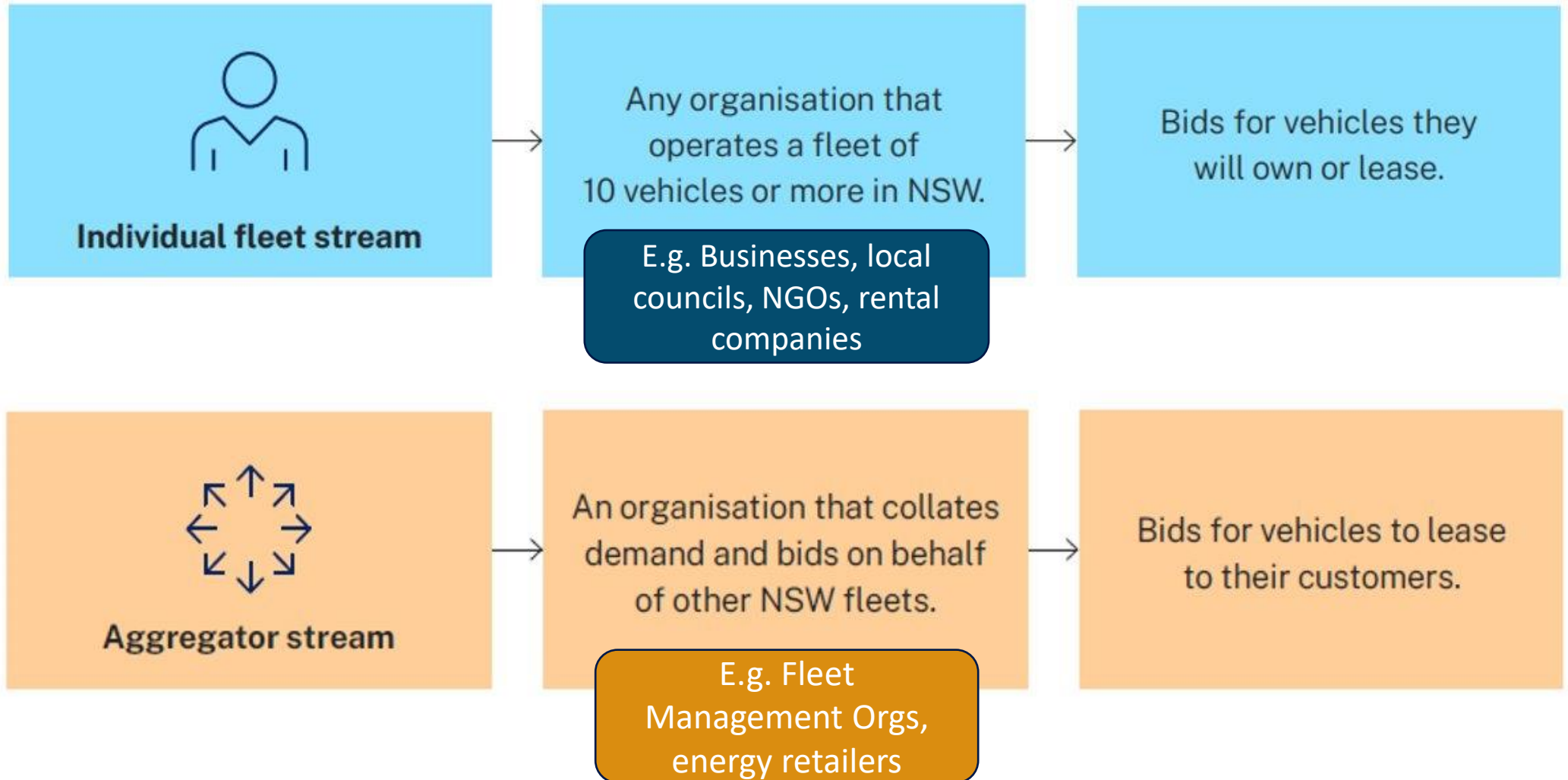
Base charging

NSW Government contribution for BEV smart base charging.

Charging as a Service arrangements also eligible

Designed to help your business case stack up!

Eligibility



Key information to participate in round 3

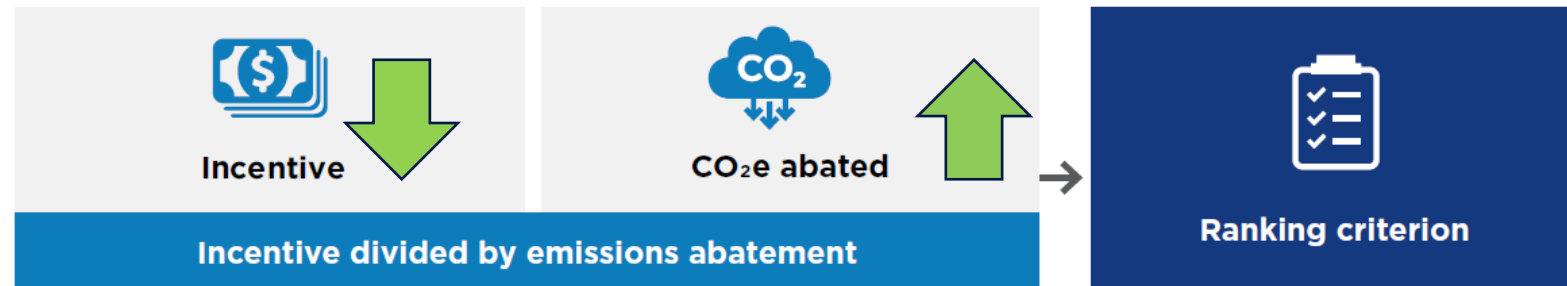
Total Cost of Ownership (TCO) and desired incentive amount

TCO EV	TCO ICE	GAP	INCENTIVE
\$72,000	\$60,000	\$12,000	\$6,000

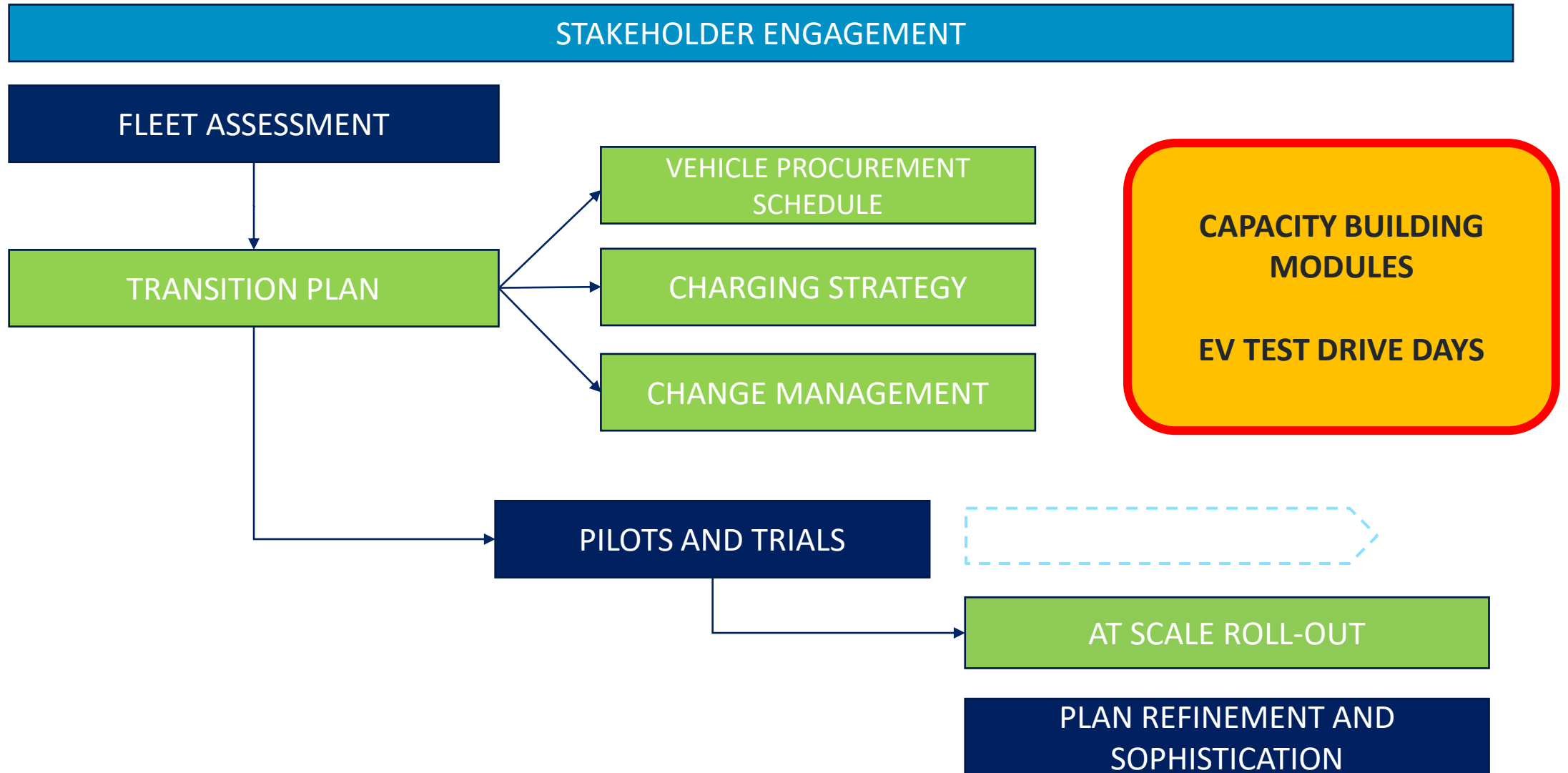
Emissions abatement

- Tailpipe emissions abated (tCO₂e)
- tCO₂e abated from the use of renewable energy for charging (optional)

TCO and abatement are calculated for you by the online platform!



Fleet manager capacity building



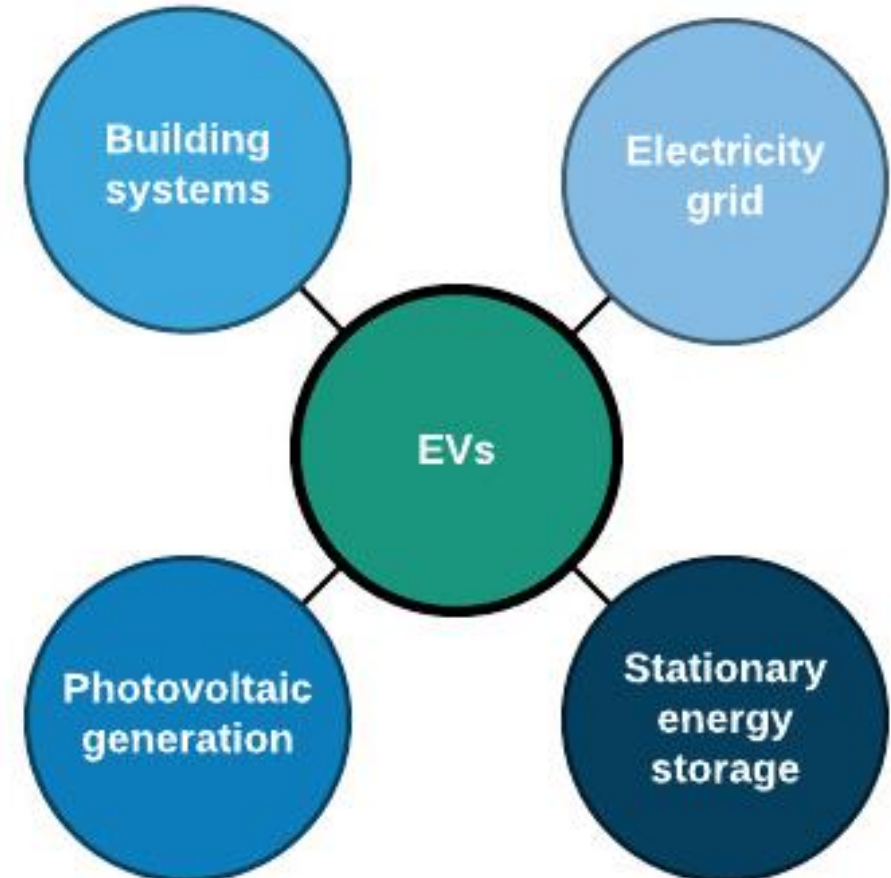
EV fleets optimisation

- Build economic understanding of managed charging.
- Demonstrate the potential of EVs as energy assets, including benefits from interactions with other distributed energy resources.
- Build confidence and understanding of the benefits of V2X among fleet operators.



What's on offer

- Join the Australian Strategic Electric Vehicle Integration Project
- Test approaches and learn
- NSW Government funding available to support purchase of required equipment
- Fleet recruitment by December 2023
- Trials from 2024 till 2025



Results to date

- Approved funds for ~2,000 vehicles and ~1,300 chargers.
- First capacity building module delivered.
- 12 EV test drive days dedicated to fleets.
- RACE to 2030 EV fleets integration projects kicked-off.



Next Steps

- **\$15 million round 3 open until 2nd June!**
- EV fleets funding mechanism review
- Round 4 planned for October/ November 2023
- Capacity building sessions throughout FY24
- Recruitment of fleets to participate in our integration trials by December 2023
- More EV test drive days in FY24

- **Go on energysaver.nsw.gov.au/Evfleets to find out more**
- **Subscribe to our newsletter**
- **Contact us on electric.vehicles@environment.nsw.gov.au**



The Office of Energy and Climate Change is part of the **Treasury Cluster**.

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Show me the money!

Accessing Zero Emission Vehicle incentives

AfMA conference, 24 May 2023

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EV incentives

More and cheaper vehicles

Access to charging

Information & guidance



State & Territory incentives

NSW Government EV incentives

Policy	Description	Timing
Free Stamp Duty	Stamp Duty exemption for BEVs up to \$ 78,000 (inc GST)	Applies from 1 Sept 2021
New vehicle purchase rebate	Rebate of \$ 3,000 for BEVs up to \$ 68,750 (inc GST): <ul style="list-style-type: none">• First 25,000 vehicles (4,125 paid as of Dec 2021)• Not applicable to novated lease or hire purchase vehicles	Applies from 1 Sept 2021
Public charging	\$ 171m for public charging infrastructure	Multiple funding rounds to 2024
Complementary measures	NSW Gov fleet all-electric passenger by 2030, 50% by 2026 Transit lane access (now) EV ready apartment buildings (soon)	Various
Fleet incentives	\$ 105m for fleet BEV, FCEV and smart charging infrastructure	Round 3 open from 24 Jan 2023

Victorian Government EV incentives

Policy	Description	Timing
Zero Emission Vehicle Subsidy	\$ 46m for 20,000 vehicle subsidies across 3 years \$ 3,000 for first 4,000 vehicles	Applies from 2 May 2021 until all subsidies are claimed or 30 June 2024
Registration discount	\$ 100 registration fee discount	Ongoing
Public charging	\$ 5m for public charging infrastructure	Closed 13 August 2021
Fleet charging	\$ 1.5m for fleet charging infrastructure \$ 1.5m for council fleet charging infrastructure \$ 3m for commercial ZEV infrastructure innovation	Closed 22 July 2022 Closed 4 Feb 2022 Closed 3 Mar 2023
Complementary measures	\$ 15m Vic Govt fleet 400 ZEVs over 2 years \$ 298k EV-ready building study	In flight

South Australian Government EV incentives

Policy	Description	Timing
Purchase Subsidy	\$ 3,000 subsidy for first 7,000 vehicles 3-year registration exemption for BEVs and FCEVs to 2025	Applies from 28 Oct 2021
Public charging	\$ 12.4m for 536 fast and rapid chargers across 55 locations by RAA	Construction began late 2022 – aiming for completion early 2024
Fleet Pledge	Information and knowledge-sharing across participants for commercial fleets committing to ZEV adoption	Ongoing
Smart Charging Trials	\$ 3.2m for projects addressing integration risks, service gaps and ways in which charging can be coordinated and managed	In flight

Queensland Government EV incentives

Policy	Description	Timing
ZEV rebate	\$ 45m for \$ 3,000 rebates on vehicles up to \$ 58,000 (inc GST)	Applies from 16 March 2022
Public charging	\$ 10m for public fast charging	Stage 2 applications closed 6 Feb 2023
Complementary measures	Qld Govt fleet transition... 288 EVs by end-2022 ZEV Industry Trial Fund EV snapshot of take-up, market share and public charging	In flight

Queensland's Zero Emission Vehicle Strategy 2022-32 supports a state-based target for 30% reduction on 2005 emission levels by 2030

Western Australian Government EV incentives

Policy	Description	Timing
ZEV Rebate	\$ 3,500 for 10,000 vehicles less than \$ 70,000 across 3 years Novated lease vehicles eligible	Applies from 10 May 2022
Public charging	Public fast charging network around the state	Construction began mid-2022 and is targeted for completion by Jan 2024
Workplace charging	\$ 15m for Charge Up Workplace Grants of 50% of the cost of destination charging infrastructure	Current round of applications close 31 July 2023
Complementary measures	WA Govt fleet 25% small EV target by 2025/26 \$ 800k for EV charging in govt buildings Fleet buyer events	In flight

Tasmanian Government EV incentives

Policy	Description	Timing
Stamp duty exemption	No limit on vehicle purchase price	Applies from 1 July 2022
Public charging	\$ 1.374m for public and workplace charging	Second round closed in late-2021
Complementary measures	Smarter Fleet program (closed) Tas Govt EV fleet uptake (ongoing)	Various

ACT Government EV incentives

Policy	Description	Timing
Purchase incentives	Stamp duty exemption for new and used ZEVs Registration exemption for vehicles purchased before 30 June 2024 Interest-free loans up to \$ 15,000	Various
Public charging	\$ 1.4m for 70 public charging stations	Construction begins end-2022
Complementary measures	\$ 2,000 grants for charging in apartments Aiming for 100% of ACT Govt fleet to be ZEVs	In-flight

Electric Vehicle sales in the ACT hit nearly 21% of new car sales overall in April 2023

Northern Territory Government EV incentives

Policy	Description	Timing
Purchase incentives	Stamp duty exemption for vehicles up to \$ 50,000 Registration fee exemption	Applies from 1 July 2022
Charging infrastructure	100 residential grants of \$ 1,000 80 business grants of \$ 2,500	Applies from 1 July 2022



**Australian
Government**

Australian Government EV incentives

Policy	Description	Timing
Vehicle Fuel Efficiency (CO2) Standard	Regulation that will improve the availability and relative price of new EVs	Consultation closes 31 May 2023
Electric Car Discount	For vehicles under LCT threshold (\$ 84,916 in FY23): <ul style="list-style-type: none">• Exempt from 5% import tariff• Exempt from 47% Fringe Benefits Tax (FBT) EV priced at \$ 50k would save \$ 9k per year on FBT	Applies from 1 July 2022
Driving The Nation Program & Fund	\$ 24.55m for public fast charging (complete) \$ 127.9m for ZEV fleet infrastructure (Future Fuels Program) \$ 70m for innovation in charging	Future Fuels Program applications close 19 June 2023
Complementary measures	Battery recycling initiative Public service fleet Net Zero commitment \$ 20.5m green car loans through CEFC	In-flight

What is it?



ARENA

FUTURE FUELS PROGRAM

Support for business fleets

Key features of the Program include:

- **Applications:** Two stage process. Applicants can submit an EOI at any time, except under Targeted Rounds. Applications are expected to be assessed every two months (depending on applications received).
- **Collaboration with ARENA:** ARENA can work collaboratively with applicants, include providing feedback and ARENA can facilitate collaboration between complementary Proposals or between Applicants and other organisations or funding bodies, to develop consortia to finance and carry out Projects.
- **Funding currently available:** **\$127.9 million** for Program Focus Areas.

Program Focus Areas



**Supporting integration
of BEVs into Light
Vehicle Fleets**

Minimum grant size:

\$1m



**Supporting integration
of BEVs into Heavy
Vehicle Fleets**

Minimum grant size:

\$1m



**Commercialise
Hydrogen as a
transport fuel**

Minimum grant size:

\$5m

The problem:

Many fleet operators cannot access the Future Fuels Program

What we did:

Ran a campaign through our customer book and industry channels to engage fleet operators in the Future Fuels Program funding opportunity.

What we found:

The \$2m minimum project threshold and ARENA application process are major obstacles to participation.

Vehicle charging at employee homes is a key issue that must be addressed to promote EV uptake by fleets.

Fleets are at varying states of readiness for participation in an aggregated bid, and those that are ready do not want to wait.

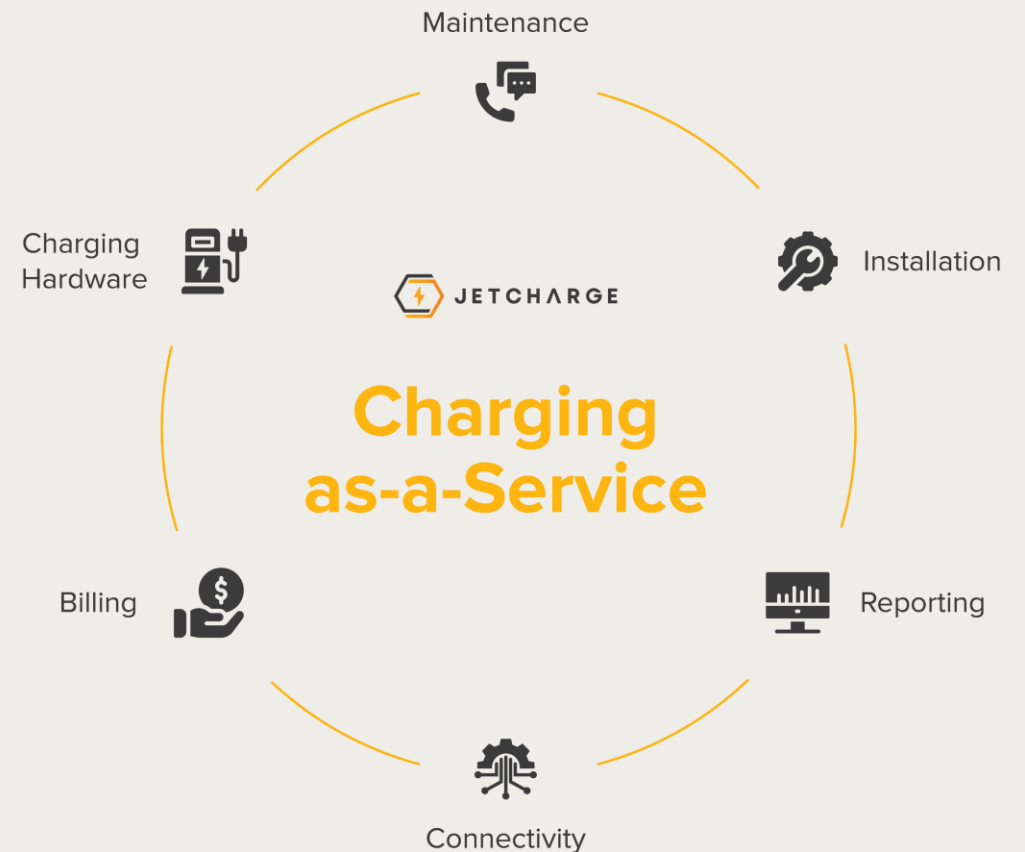
More information?

CaaS

Charging-as-a-Service

Solving the upfront cost and ongoing complexity of EV charging

info@jetcharge.com.au





JETCHARGE

————— Thank You —————



Audience Q&A Session [slido](#)

- Are there incentives for Used EV's?
- How significant do you believe the role of government policies and incentives is in promoting the adoption of zero emission vehicles?
- How is the EV charging rollout across fuel stations progressing?
- Will getting a state rebate nullify another state or federal rebates?
- There are government incentives/rebates to promote the 2030 and 2050 targets, are these aligned to any legislative requirement to force these targets to be met?
- Why were charger sizes for regional areas chosen? (7kW and 22kW) shouldn't the sizes be larger in these locations?
- Will there be incentives considered for Vehicle-To-Grid charging infrastructure developments?
- Do you think people really want to charge at a smelly petrol station with limited amenities?



Session Details

State EV Policies and Incentives

Wed, 24/5

Insights
Breakout 2

[Add session](#)

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2023 Australasian Fleet Conference

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