

Driving Change:

Mitie – The Pathway to Electric Vehicles

Who?



- Mitie is the UK's leading facilities management business, with 49,000 employees across the whole of the UK.
- We offer a range of specialist services including Security, Engineering Services, Cleaning Landscaping, Energy and Property Consultancy, and Custody Support Services.
- We have thousands of clients including government, retailers, higher education, manufacturing, financial services, local authorities and some of the nation's vital infrastructure.
- We are in the top-10 for the biggest fleets in the UK:
 - 5,300 vehicles on the fleet - 1,900 cars and 3,400 vans; plus approx. 200 short term hires

Our fleet – June 2019 findings



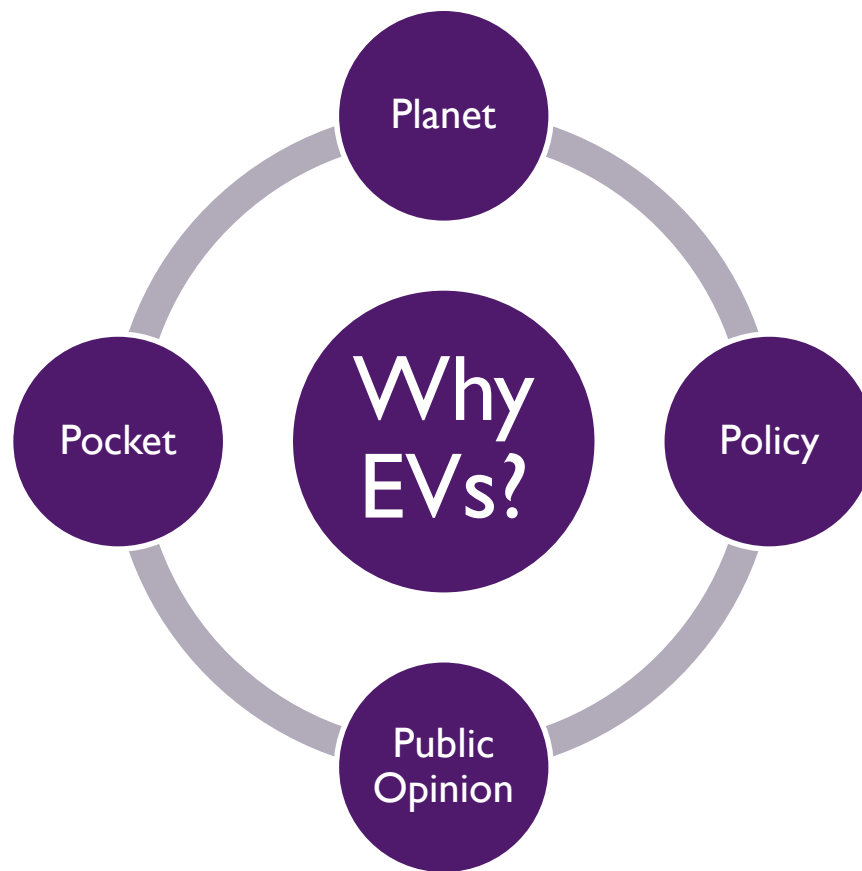
		Number	EV Suitable 80 mile range?
	Movano	448	0%
	Vivaro	1,947	0%
	Combo	1,207	24%
	Astra	689	20%
	Insignia	672	18%
	Other Cars	631	14%
	Other Vehicles	388	8%
	Total	5,982	12%

Availability Challenge

**An Average 20% can
switch now with no trial**

Why?





Planet

- CO₂ levels are at their highest-ever
- Transport now accounts for a third of UK's CO₂ emissions
 - And it hasn't reduced in line with other sectors
- This is **OUR** responsibility to address – solutions not issues

BUSINESS INSIDER

The scariest parts of the new climate change report: The goals the world set are inadequate, and the track we're on is disastrous

Kevin Loria Oct 8, 2018, 6:25 PM

We're running out of time. NASA



- The world will see catastrophic effects of climate change if temperatures climb to 1.5 degrees Celsius over pre-industrial levels, according to a [new report](#).
- These effects include extreme heatwaves, severe droughts, the death of coral reefs, mass extinctions, sea-level rise, and more.
- We're on track to hit that 1.5-degree temperature rise by 2040. If we reach 2 degrees C of warming, the effects will be even more disastrous.



	2017-2018 % change	1990-2018 % change
Energy supply (including power sector)	↓ 7%	↓ 59%
Business	↔ 0%	↓ 41%
Transport	↓ 3%	↓ 3%
Residential	↑ 3%	↓ 16%
Public	↑ 4%	↓ 39%

Department for Business, Energy & Industrial Strategy Report 2018

Mitie Fleet Carbon Footprint

Breakdown



In 2017-2018, we emitted a total of 37,948 tonnes of CO₂e.



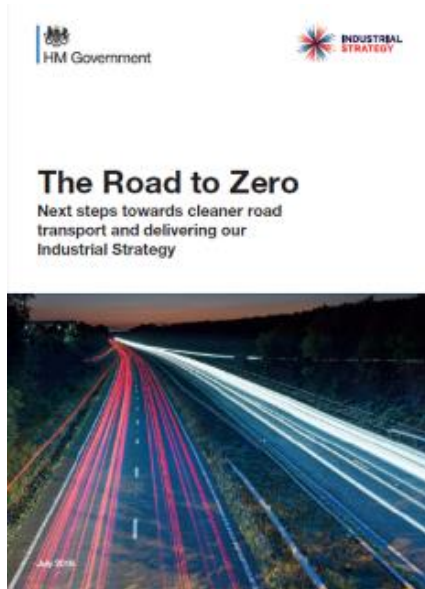
Emissions from the combustion of fuel in our fleet vehicles totalled 35,272 tonnes CO₂e.



Our fleet emissions represent 93% of all CO₂e produced at Mitie.

Policy

“Cleaner air, a better environment, zero emission vehicles, a strong clean economy – those are our goals.” **Chris Grayling MP, Former Transport Secretary**



Ban on petrol and diesel cars could be accelerated



World's first 'ultra-low emissions' zone launches in London



Public opinion

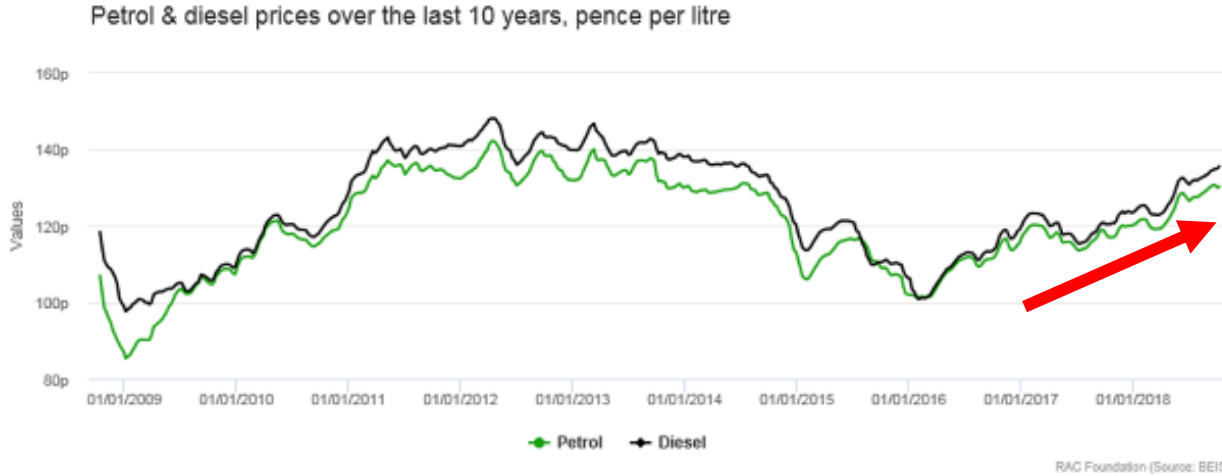


3/4 of Millennials Would Take a Pay Cut to Work for a Socially Responsible Company

by Sustainable Brands

November 2, 2016





EVs offer reduced WLC thanks to lower:

- Fuel costs
- BIK
- Servicing, maintenances & repair costs

These lower costs have made up for higher initial capital investments – Mitie's switch to EVs is cost neutral.

How?



Our commitments

20 by 20

- **20% of Mitie's car and small van fleet to be electric by end 2020**
 - 717 electric vehicles
 - 4,000 tonnes of CO₂ to be saved per year

Chargepoint investment

- **Install charge points at all EV drivers homes**
 - 250 Mitie office chargers
 - REGO backed electricity

Commitment to spread this beyond Mitie

- Supporting our customers on their EV journey

Our commitments



Employee engagement



Mitie EV Roadshows



Arrive – Drive – Discuss

- Invited all our fleet drivers interested in using an EV to attend one of our regional EV roadshows.
- Drivers have little, and often incorrect, knowledge about EVs
- Our commercial vehicle manufacturer partners and charge point partner, Pod Point, on hand, to answer questions and offer test drives.



Fleet driver surveys



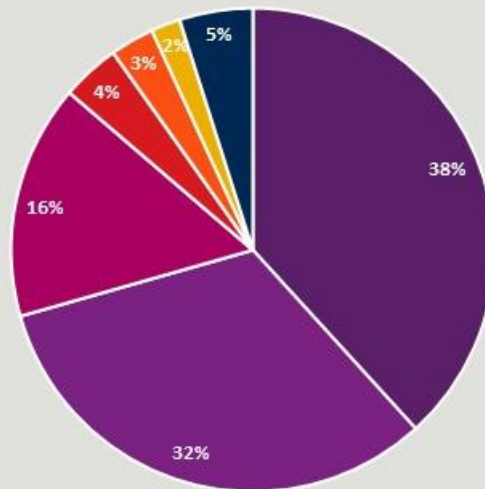
We surveyed our fleet drivers on the list to get an EV, to find out why they had expressed an interest in switching. The key findings were:

- **Environment is top motivation for people already interested in EVs**
- **For those who are unsure, questions and uncertainty around the range of vehicles available are the key reasons**

We've used these findings to shape and improve our EV strategy and internal communications plans.

Staff will then be re-surveyed six months after delivery of their vehicle, so we can learn more about how they have found the process and what we can further improve.

We asked our fleet drivers: *Why are you most interested in getting an EV?*



- Environmental reasons
- To make financial savings
- I wanted to support this initiative
- I wanted to be one of the first to try it
- I like the models available
- I wanted to try something new
- Other

Internal comms campaign



Minet > News > We're launching our electric fleet

We're launching our electric fleet

Minet > News > Driving our electric vehicle pledge with EV100

Driving our electric vehicle pledge with EV100

yammer



Simon King – September 26 at 07:56 AM

Electric Vehicle Transition Feedback

Thanks to Yvonne Elliott for some recent feedback on her EV transition which is below Great to hear it is going well! If you want to follow Yvonne and many others drop us an email at EV@mitie.com

Yvonne Elliott – My EV transition --- Good afternoon I have recently...

Yvonne Elliott Follow Follow Yvonne Elliott –

September 20 at 01:23 PM from Email
My EV transition

Good afternoon

I have recently transitioned from ... [expand](#)

Electric cars and the eco-revolution

Electric cars are more than just on-trend – they're powering our mission to make our whole fleet of vehicles rechargeable by 2030 thanks to the EV100 pledge. It's this commitment that'll save at least 4,000 tonnes of carbon dioxide, that's equivalent to planting a wooded area twice the size of Sherwood Forest – or 2,090 acres of new woodland.

EV100 is a global initiative by international non-profit organisation The Climate Group, which brings together companies looking to make electric cars part of the 'new normal' by 2030. This pledge aims to increase demand, drive mass roll-out and make electric cars more affordable for everyone.

What do our employees think about their new wheels?

Lee Reader Account Manager for Scottish Parliament up in Edinburgh doesn't have a bad word to say about his new car!

"My new e-Golf has all the features of the latest Volkswagen cars, without any negatives at all. When I first received the car it was a wee bit noisy driving at the first time as it's electric. There is a slight change in handling regarding 'filling up'. You don't need to go to get how you charge it up every time you get a chance – at work, at a client site or even at the supermarket!

Let's not forget that Renault in Kent is zero as of April 2020, so I won't have to pay company car tax and Edinburgh is also bringing in a congestion charge in the next year so I will avoid that too. I can't imagine any reason I would go back to a petrol-based car for my daily drive."

Ross James (NEC Contracts Manager) and electric car enthusiast was one of the first managers to switch to the Renault Zoe.

"The first thing I noticed is that it is a very relaxing drive, even if it was spookily quiet. The car comes with a feature called regenerative braking. Every time I slow down, or I brake, the kinetic energy is converted into electricity. This helps to recharge the battery and extends the range of the car. The biggest change has been remembering to charge the car instead of filling up the tank on the way to work! Electric cars really are the future – I definitely wouldn't go back to a petrol or diesel car again."

16 THE EXCEPTIONAL ALTITUDE 2019

Encouraging employee advocates



What we've learnt.
So far.....



What we've learnt & Actions required



- Vehicle availability a significant challenge – **How will the industry help? Modular Batteries? Large Vans?**
– We offer Early Engagement, Collaboration and Bulk Orders
- Awareness and understanding of EVs is low – **talk about the benefits of EVs rather than glossy ICE Ads!**
– We want your help to Communicate, Communicate, and communicate some more
- Regulation and Taxation make a huge difference – **it is pro-EV and likely to get more so, are you ready?**
– We will (and want you to) Advocate for significant & rapid change
- Installing infrastructure in leased premises is slow – **could we lobby for the “right to install”? Support Rapid**
– We are applying for landlord permission now but need faster turnaround and then DNO support
- **Electric First** policy will be the “new normal” – **OEMs and Supply Chains who embrace this will gain share**
– Our passion will make it happen
- Enthusiastic EV drivers are fantastic vocal advocates – **Good vehicles with 200 mile+ range are “no regret”**
– We encourage them to speak openly about their experience

What's next



What's next



- We've started our rollout in smaller more manageable numbers, now we want **to get as many Mitie EVs on the road as possible.**
That means procuring large volumes – we'll provide the commitment if you provide the vehicles!
- **Widespread charge point installation at client, supplier and public sites – how can you help?**
- **It's time to tackle our fleet of bigger vans.** Currently there's no viable replacement for our large vans, but we want that to change! Talk to me...



Thank you