



ACCELERATING TAKE-UP OF ZERO-EMISSIONS TRANSPORT

BEDE DOHERTY

Businesses don't lease EVs when offered this:



Corolla SX

\$582/month

47
c/km



Camry SX Hybrid

55
c/km

\$685/month



Ioniq BEV

\$1003/month

80
c/km

Term=3 years

Fleet managers would switch to EVs if offered this:



Corolla SX

55
c/km*



Camry SX Hybrid

67
c/km*



Ioniq BEV

65
c/km*

- Includes cost of petrol/electricity, maintenance/tyres & charger
- Term=3 years

What EV financiers are offering

EV appears much more expensive



Corolla SX: \$32,027

\$519
Per month



Camry SX Hybrid: \$42,297

\$680
Per month



Ioniq BEV: \$48,950

\$791
Per month

Term=5 years

The EV is actually the best financial choice (>50% want an EV)

EV Marketplace offer shows cost per km – including electricity & charger



Corolla SX

55
c/km*



Camry SX Hybrid

67
c/km*



Ioniq BEV

66
c/km*

*Includes supply of petrol/electricity & charger; Term=5 years

*Excludes reduced cost of maintenance, tyres & rego+CTP

Total cost of EV per km

EV Marketplace offer estimates total cost per km – also including Rego/CTP, maintenance, tyres



Corolla SX

64
c/km*



Camry SX Hybrid

76
c/km*



Ioniq BEV

74
c/km*

*Includes

- Petrol/electricity
- Charger (incl. installation)
- Annual registration + CTP
- Maintenance & tyres

Term=5 years