

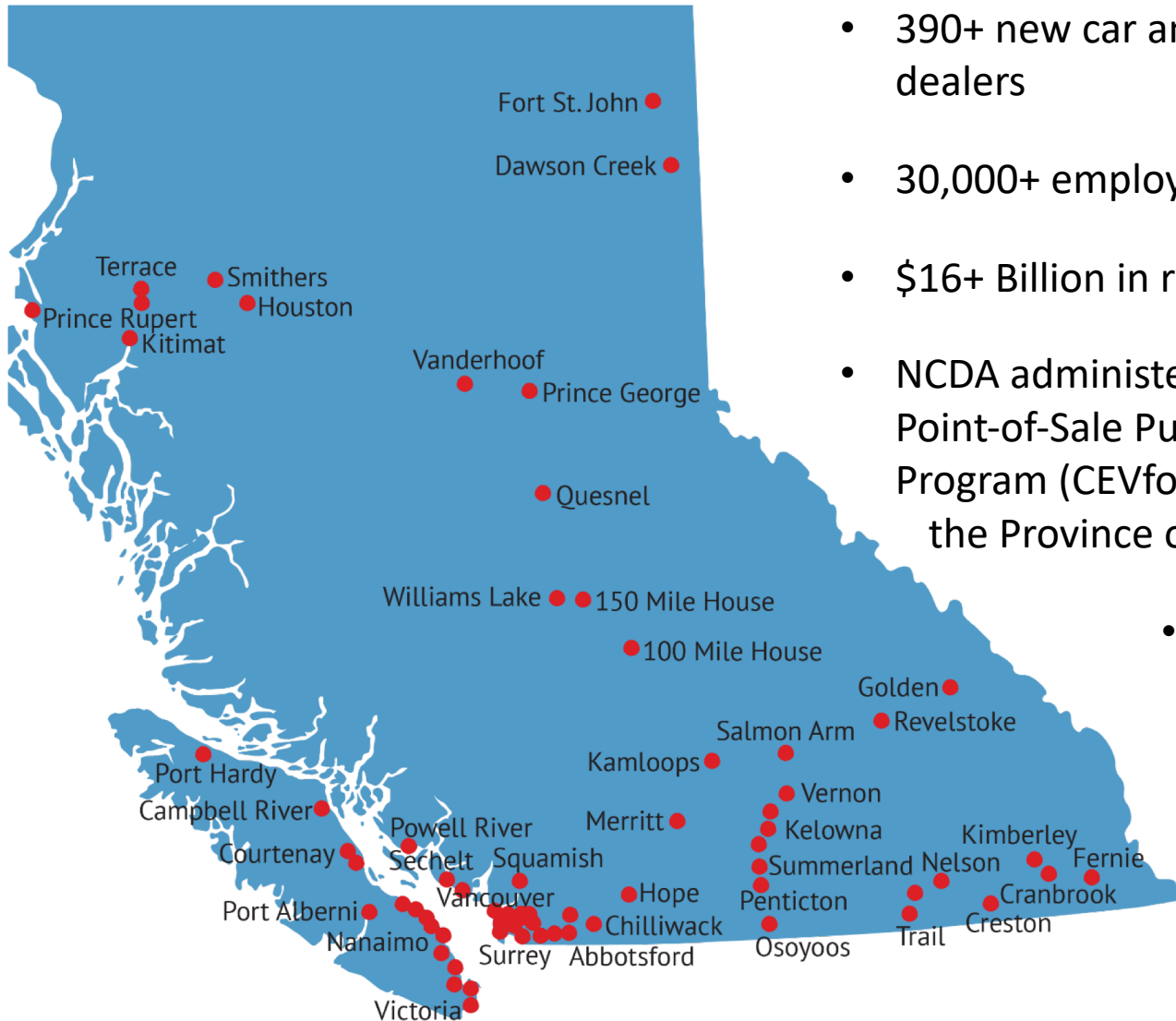


CEVforBC™ Overview

Date: Tuesday, November 27, 2018



About Us



- 390+ new car and truck franchised dealers
- 30,000+ employees
- \$16+ Billion in retail sales
- NCDAs administer the Clean Energy Point-of-Sale Purchase Incentive Program (CEVforBC™) on behalf of the Province of BC (since 2011)
- NCDAs also own and operate the Vancouver International Auto Show (VIAS), now in its 99th year.



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Recent numbers on Electric Vehicle adoption in Canada

	2013	2014	2015	2016	2017	2018 YTD
BRITISH COLUMBIA	567	769	1,546	2,132	3,554	6,305
ONTARIO	1,092	1,736	2,049	3,400	15,307	7,706
QUEBEC	1,438	2,679	3,229	4,987	7,354	11,767
NATIONALLY	3,254	5,356	7,072	11,023	19,236	34,357



OVERALL VEHICLE SALES IN BC LAST YEAR TOTALED 235,000

INCLUDING SUVs, PICKUP TRUCKS AND MINIVANS -

Q3

More than 6,300 electric vehicles were sold through three-quarters of 2018 in BC which represents 15.4 per cent of all new car sales (*excluding SUVs, pickup trucks and minivans*)

THE RATIO OF ELECTRIC VEHICLE SALES VS ALL NEW CAR SALES

15.4%

British Columbia

8.2%

Ontario

9.8%

Quebec

8.3%

Canada



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Automakers plan to invest over \$150 billion in electric vehicles by the year 2025

- International Clean Energy Council-

- *VW - \$50.2 billion on electric, autonomous vehicles by 2023 - Reuters*
- *Ford - \$11 billion by 2022 to develop 16 electric models in its production lineup by 2022 - Fortune.com*
- *Daimler - \$11.7 billion to introduce 10 electric vehicle models by 2020 - Reuters*
- *BMW (makers of BMW, Rolls Royce and Mini) - \$8.6 billion this year as part of its efforts to bring 25 electric models to market by 2025 - Reuters*

Telling the Story - CEVforBC™

- National, local and province-wide columns and articles about CEVforBC™: Black Press, Vancouver Sun/Province, Surrey Now



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CEVforBC™ Test Drive Events

- Clean Energy Vehicle Test drives: Auto Show, Victoria, Campbell River, Penticton, Prince George, Kamloops



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EVs – Eligible Models

- **30** eligible clean energy vehicle models in the CEVforBC™ Program
- From small to large, compact to crossover, plug-in hybrids to 100% battery electric, the EV choices are growing!

Volkswagen e-Golf
MSRP \$35,995.00



PHEV Electric range: 201km
CEVforBC™ incentive: \$5,000

Chevrolet BOLT***
MSRP \$42,795



BEV Electric range: 383km
Full range: 383km
CEVforBC™ incentive: \$5,000

Mitsubishi Outlander PHEV
MSRP \$42,998



BEV Electric range: 35km
Full range: 498km
CEVforBC™ incentive: \$2,500

Chrysler Pacifica Hybrid***
MSRP \$56,495



PHEV Electric range: 53km
Full range: 911km
CEVforBC™ incentive: \$5,000



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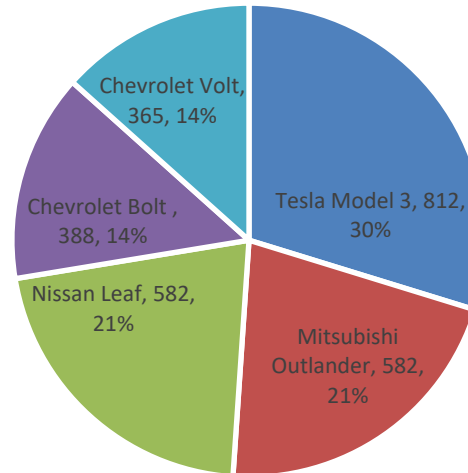
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CEVforBC™ Transactions Q1-Q3 2018

Most Popular Vehicles

Top Five Vehicles in Q1-Q3 2018 (based on unit #)



- 1) Tesla Model 3 (**812 units**)
- 2) Mitsubishi Outlander (**582 units**)
- 3) Nissan Leaf (**582 units**)
- 4) Chevrolet Bolt (**388 units**)
- 5) Chevrolet Volt (**365 units**)



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\$20 million in funding for CEVforBC™ Program is an important investment

- Combination of incentives, education and ongoing investment in charging infrastructure are the route to success
- A legislated sales quota doesn't take into account:
 - EVs are still unaffordable for many individuals and families
 - In areas of BC, geography and climate mean an EV is not a realistic option for a family or business
 - There isn't a charging network that will support EVs in many areas of BC



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Survey Results



- Not having enough places to charge the vehicle in areas where they usually drive (46%)
- Evs being too expensive compared to non-electric vehicles (44%)
 - Fear of becoming stranded (42%)
- And not having a place to charge at home (41%)



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Greening of Dealerships

- Advanced building technologies, innovation in energy efficiency
- AutoWest BMW (Richmond, BC) awarded “The Most Sustainable BMW Dealership in the World” (2013). Features include:
 - Green roof (includes a community garden)
 - Rooftop honey bee apiary with 150,000 bees
 - Wind turbine & rooftop solar panels
 - Geothermal heating and cooling
 - Water recirculation: 90% of storm water and car wash runoff is collected, filtered, and re-used during car wash cycles.



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Thank you!

Contact Us

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