

# ENABLING THE TRANSITION TO LOWER CARBON FLEETS

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## Agenda

- Who is FLEETCOR?
- EV Ecosystem
- Fleet NZ inc.
- Supply side infrastructure
- Overcoming team resistance
- CardLink convenience
- Q&A

FLEETCOR is leading the way with innovative solutions that streamline business payment processes



Established	2000
Global HQ	Atlanta GA, USA
Worldwide employees	>10,000
Publicly held	NYSE:FLT
Business	A global leader in Business Payments
Active customers	+800,000 businesses
Processing volumes	+20 billion litres 1.6 billion transactions per year
Annual Revenue	\$2.83 billion









# FLEETCOR | Our local overview



CardLink Systems Limited is part of **FLEETCOR**, and operates CardSmart and Kiwi Fuelcards in New Zealand



	<b>Network</b>	>90% coverage		<b>Cards served</b>	>650,000
	<b>Transactions</b>	13 million+		<b>Markets Served</b>	AU & NZ
	<b>Employees</b>	155+		<b>Locations</b>	MEL & AKL

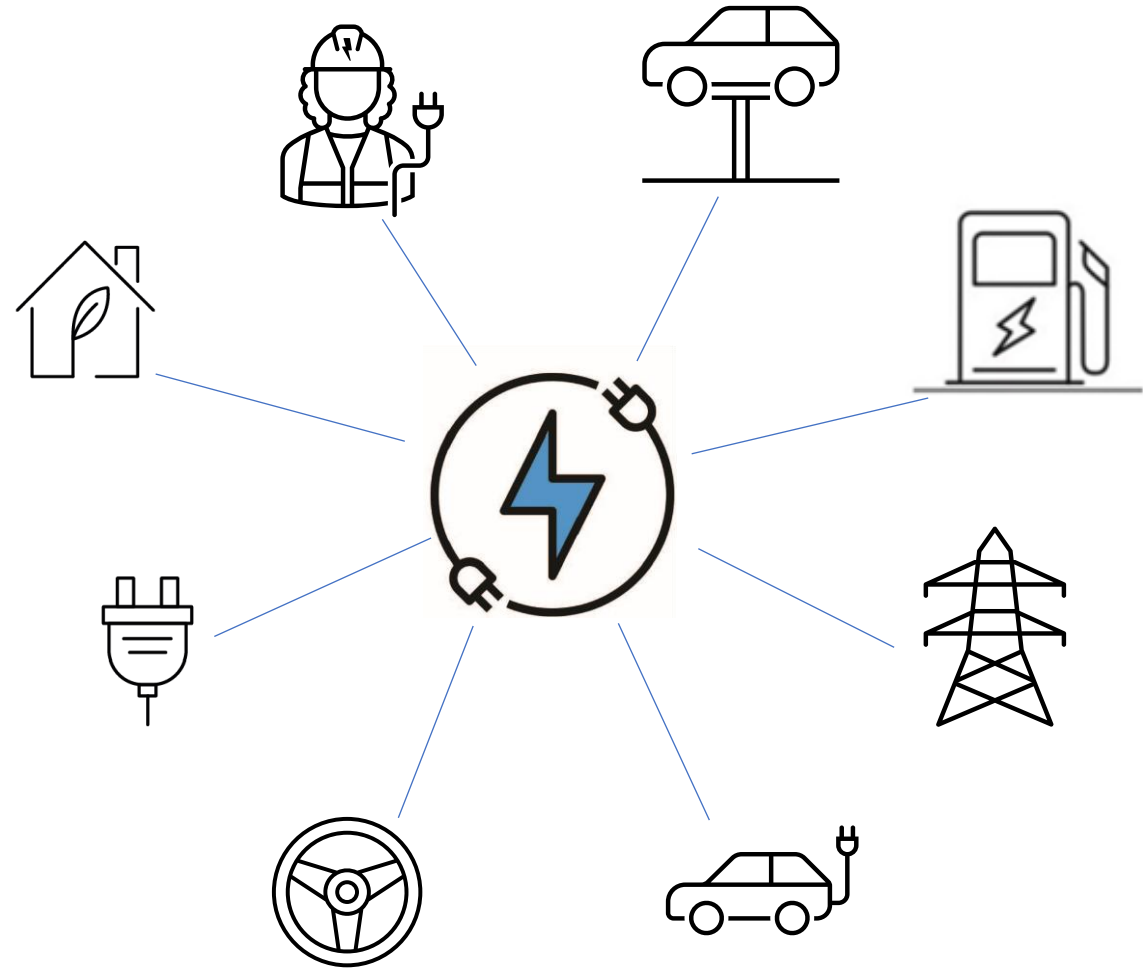


# EV Ecosystem

# Co-operation



# Collaboration



# Fleet NZ Inc



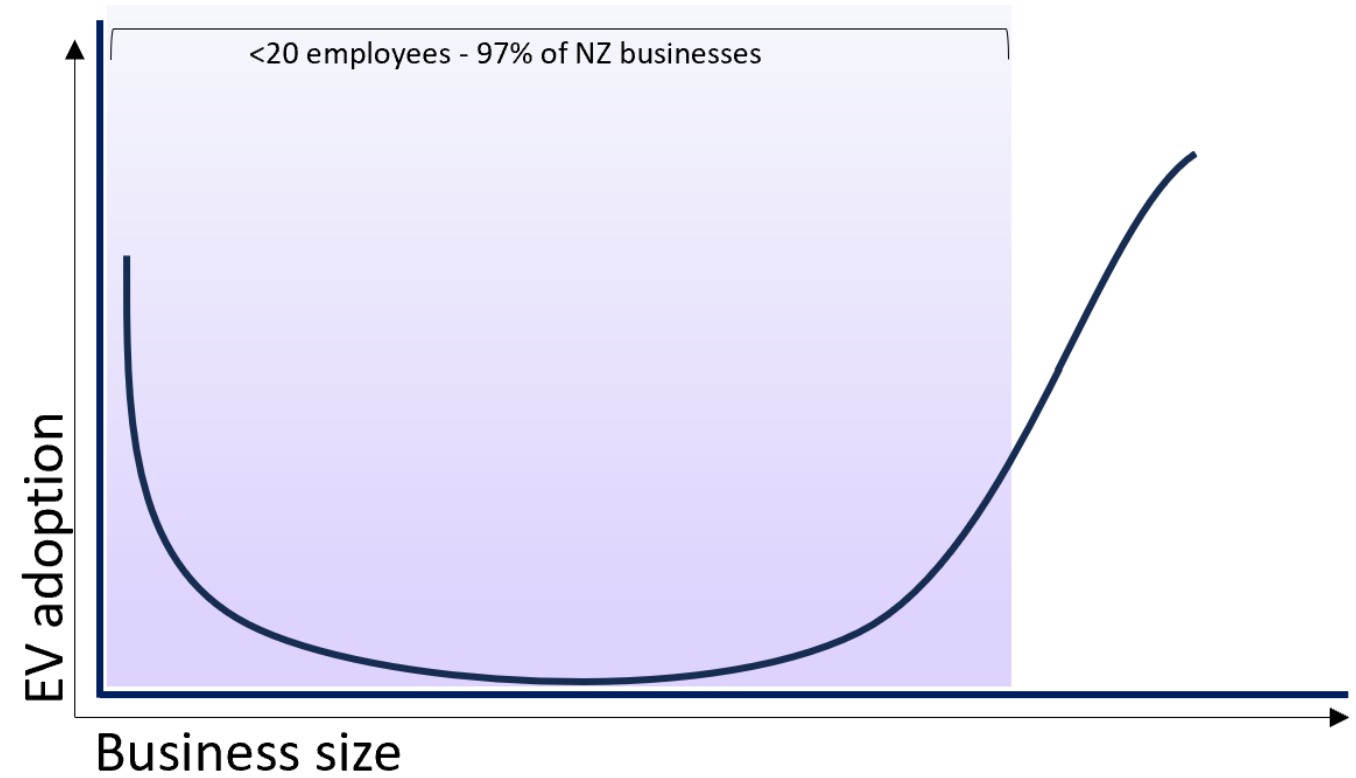
# Policies

- Price Point Parity
- Tax
  - *FBT*
  - *RUC*
  - *Low Emission Zones*





# Supply & Demand



# Supply Side Infrastructure

# Charge Points

UK



1 location per **2,512** people

"Still need hybrids – not enough public chargers and too confusing"

**SME** Business Customer

NZ



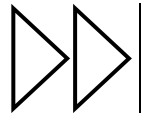
1 location per **13,454** people

388 public locations  
Source: NZTA

When driving electric, what factors make you choose a charging location?



# Customer Survey



**69%**

**SPEED**

**30%** Cost

**25%** Nearby facilities

**20%** Familiar



**51%**

**LOCATION**

**2%** Don't drive electric

**2%** Other

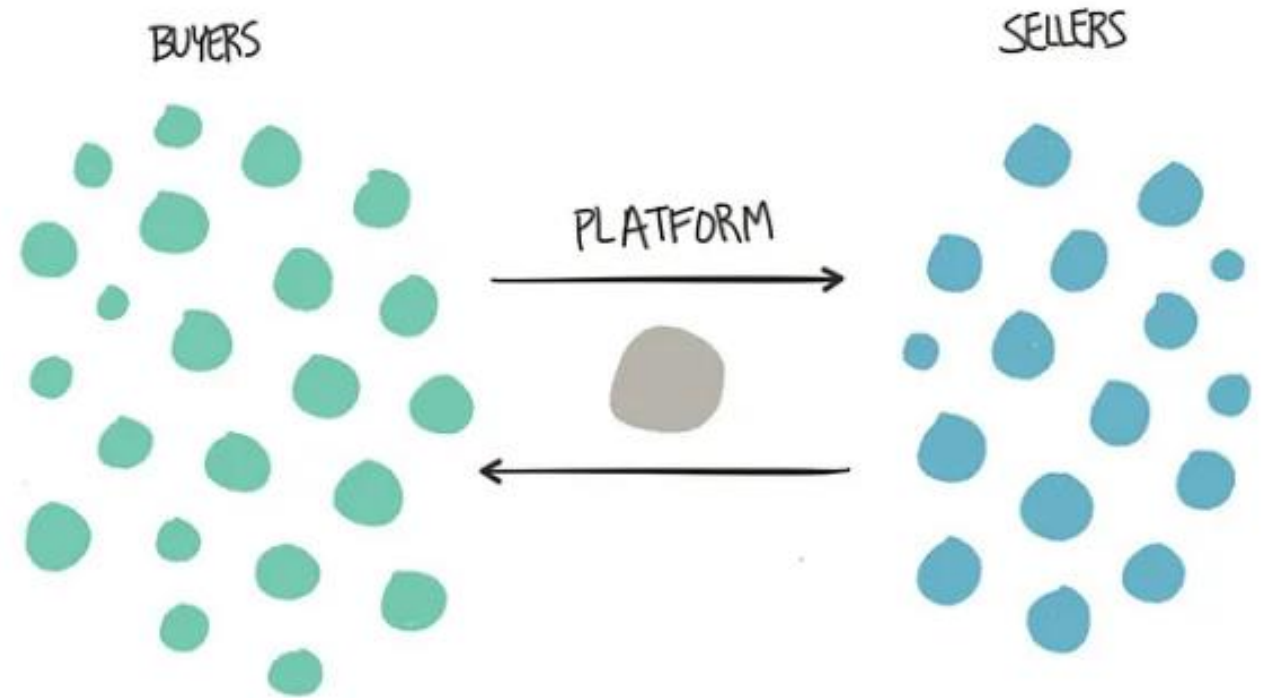
**2%** Charge on road as needed



**43%**

**RELIABLE**

## 2-Sided Marketplace

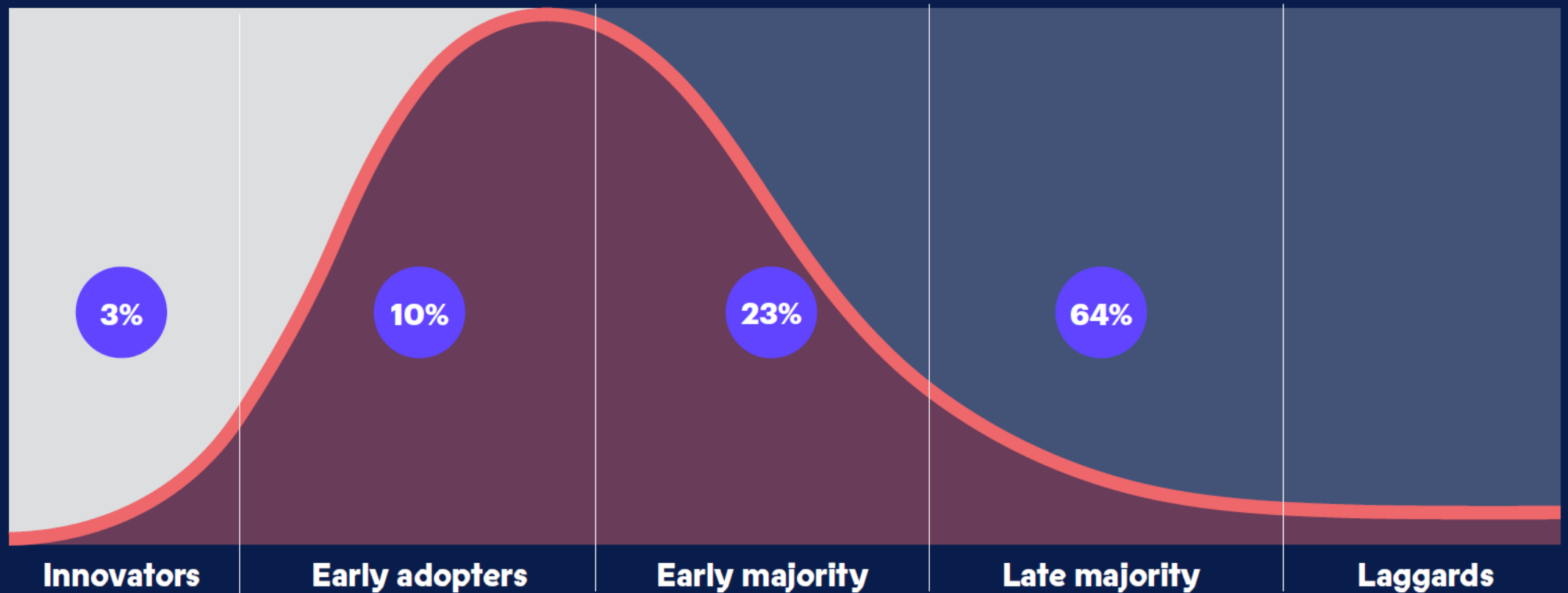


# Interoperability

- Standards – e.g. OCPI
- Platform Emergence

# Overcoming Resistance

## EV Adoption lifecycle: 64% of respondents are at the beginning of their EV journey with less than 25% of the fleet converted



Source: All Star Business Solutions Customer Survey 2022 (UK)



# Customer Journey

"Not playing any part in a scam"

**Tradie** Customer 1

"Fossil fuels 'til death"

**Tradie** Customer 2

"...we cannot mine that much cadmium, nickel ...  
batteries chemicals and mining are very toxic..."

**Construction** Customer

Needs support for green credentials across life of  
vehicle





# Carbon offset support

"Not just about the access to charge points, Carbon offset becomes increasingly important at the start of the journey."

**SMB** *Business Customer*



# At Home

- 70 - 80 % of EV Charging happens at home
- Easy ways to manage
  - *Business assets in Private Residence*
  - *Electricity Reimbursement*

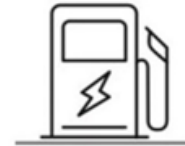
# CardLink Solutions

# CARDSMART +ELECTRIC | Charging ahead with fleet transition

Together we can help move your fleet forward with CardSmart +Electric



[cardsmart.co.nz/ev-charging/](https://cardsmart.co.nz/ev-charging/)



## EV CHARGE

340 sites



## FUEL

97% of all stations



## MAINTENANCE

5,000+ Merchants



## ONE ACCOUNT

Single tax invoice

1

### FILL



2

### SWIPE



3

### PAY



**SUSTAINABILITY** | Help create a greener tomorrow



By choosing ecoDRIVE you're helping to make a positive impact on the environment



[cardsmart.co.nz/ecodrive/](https://cardsmart.co.nz/ecodrive/)



# Q&A





Smarter solutions for evolving businesses

[cardlink.co.nz](http://cardlink.co.nz)