

RENAULT  
Z.E.



Renault Z.E.

**Jonny Berry** – EV Fleet Manager



**RENAULT**  
Passion for life

# Renault Z.E

A Decade of selling 100% Electric in the UK.

Why are we Pioneers in electric mobility?

- Head start
- Experienced Network
- Dedicated EV team
- Widest range of Z.E
- Best selling EV brand
- Visionary concept vehicles

V2G Testing in Europe  
K-ZE Launching in China  
New ZOE  
EZ-Pro...



Renault: #1 in European EV market 2016, 2017, HY1 2018





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## Kangoo Z.E

18 months into our 2<sup>nd</sup>  
generation. Best in class.

# 18 months with our second Generation Kangoo Z.E

Out with the old, in with the new.

## First GEN 2011

### Motor/Charger

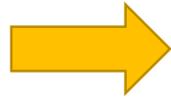
R60 (44kW) motor with a 3kW 16A charger.



## Second GEN 2017

### Motor/Charger

New more energy efficient R60 (44kW) motor plus a new 7kW 32A charger.



### Battery

20Kwh Battery pack

### Battery

New 33Kwh Battery pack

Increased Range by 50 + Decreased Charge time by 25%



2<sup>nd</sup> Generation Electric Vans have more than enough for 85% of small van drivers in Europe.

## Charging times

4h30 0-80%

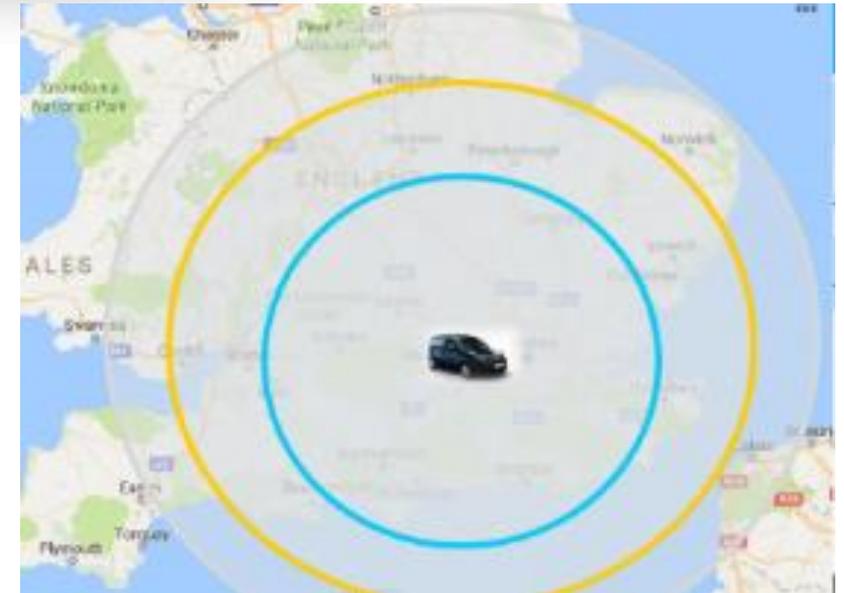
6h 0-100%

## Range

75 miles

100 miles with Heater

124 miles



# The Versions of Kangoo Z.E33

1

## Kangoo Van Z.E.33

100% electric version of our popular Diesel equivalent, identical in equipment, size and payload.

2

## Kangoo Maxi Z.E.33

All of the Kangoo Van Z.E. features, plus;

**Left and right side loading doors**

**Larger load volume**

3

## Kangoo Maxi Crew Van Z.E.33

**Second row of 3 Passenger seats**

**Interior side panel**

**Folding passenger rear seat**

4

## Kangoo Maxi Crew Van Cab Z.E.33

All of the Kangoo Maxi Crew Van Z.E. features, plus;

**Multi positional bulkhead**

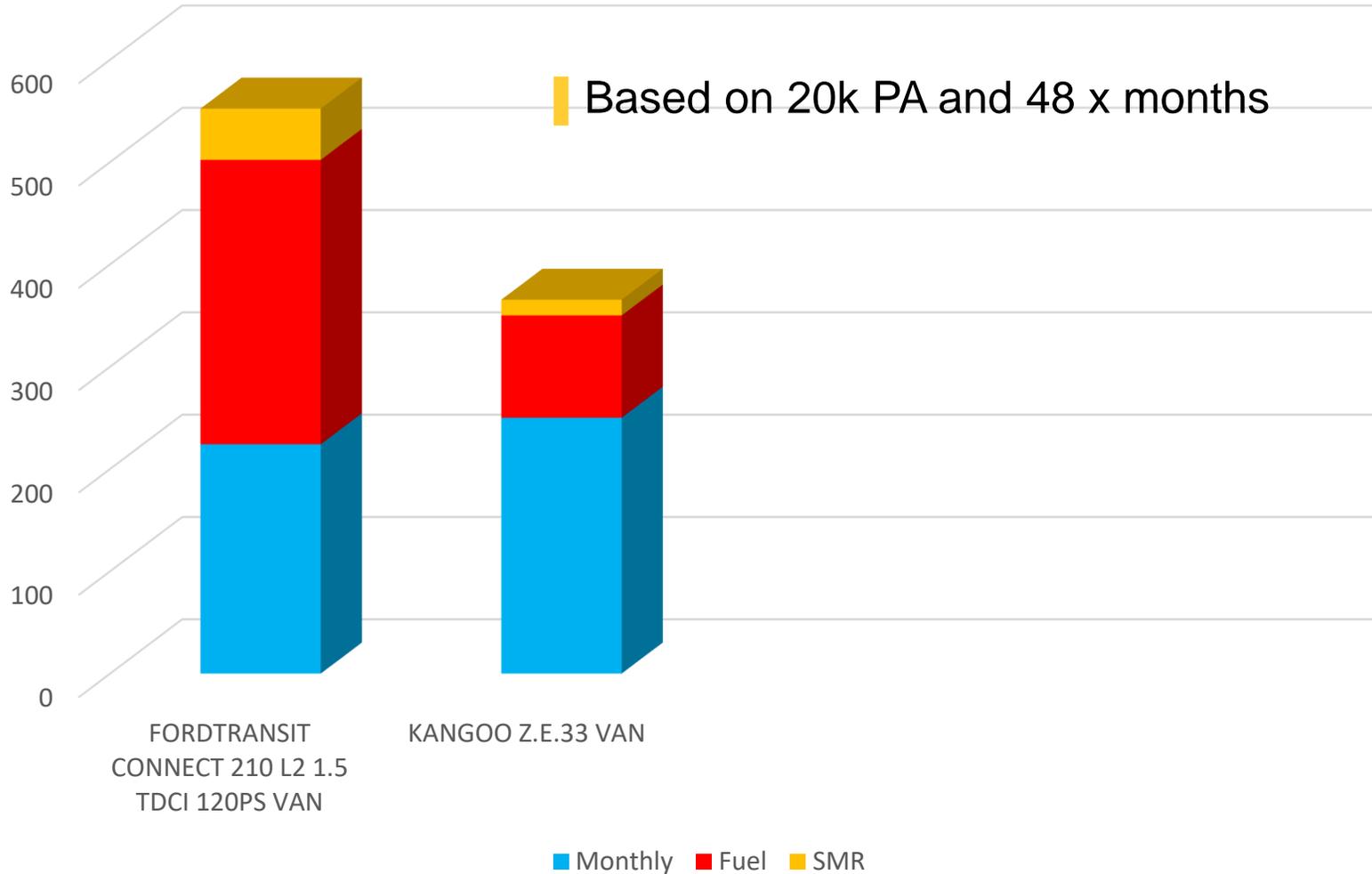
**Permanent Eco mode**  
**Heat Pump**  
**Pre-conditioning**



# Breakthrough in Running Costs

## Leasing

Kangoo Z.E.33 Vs Ford Connect TDCI



### Ford Connect

Achieving 55mpg. £1.36 per litre  
Average supermarket price.

**11p per mile**

### Kangoo Z.E. 33

Achieving 100 miles per charge,  
paying 12.5p per unit.

**4 pence per mile**

National average

### Whole life costs:

**Renault Z.E. £17,424.80**

**Ford Diesel £22,101.76**

**SAVING £4,676.96**

**CARBON SAVING 38.89 tonnes**

Based on using a 3 pin socket.

**Fuel/Leasing/SMR costs**

# Breakthrough in Running Costs - WLC

## Cost Saving

### KANGOO DIESEL

£9996.55 Excl VAT

£6936.59 Fuel (based on 55mpg and price per litre £1.19)

£1200 VED

£3495 Service, maintenance and repair.

**TOTAL £23,627.45**

### KANGOO Z.E 33 (Full Purchase)

£12,826.53 Excl VAT

£2857.14 Fuel (based on national average 3.5p per mile)

£0 VED

£2205 Service, maintenance and repair.

**TOTAL £20,453.98**

**Total saving by choosing ZE over Diesel £3,173.47**

Based on an outright purchase, 5 years ownership and 20k P.a.

- Running costs: Fuelling an electric vehicle is much **cheaper** than filling your car with petrol: If you use overnight electricity charging at home, you can expect costs of about **3p/mile**\*. For conventional cars, this is about 12p/mile.
- Maintenance: Because there is **less complexity** to an electric vehicle, there is **less to go wrong and less to maintain. Save around 33%** on maintenance to a similar internal combustion engine vehicle.
- No VED!

\* Less than 2p/mile based upon a £3.00 full recharge cost, calculated by (a) overnight electricity charges (EDF Energy 'Simply Fixed August 2018' rates for payment via monthly Direct Debit as of Jul 2017), (b) a full recharge of the 41kWh battery and (c) 186 miles on one charge.

# Kangoo Z.E 33 Awards

- What Van? Awards 2018: “Green Award” Renault Z.E. 33 Kangoo
- “Electric Vehicle Manufacturer of the Year” at Green Fleet Awards 2017
- Business Van Manager awards  
“Most successful electric van” miles better
- Van of the year / Best Electric/Hybrid Fleetworld

46% market share in Europe



## Sales

We delivered more Kangoo Z.E 33 in January than we took in orders for the whole of 2017.



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## Master Z.E

Last mile Z.E delivery solution. Four versions.

# Master Z.E

The perfect large panel van for urban use

## Battery

- Benefitting from the same Lithium Ion 33kWh battery as the Kangoo Z.E. 33



## Charging times

4h30 0-80%

6h 0-100%

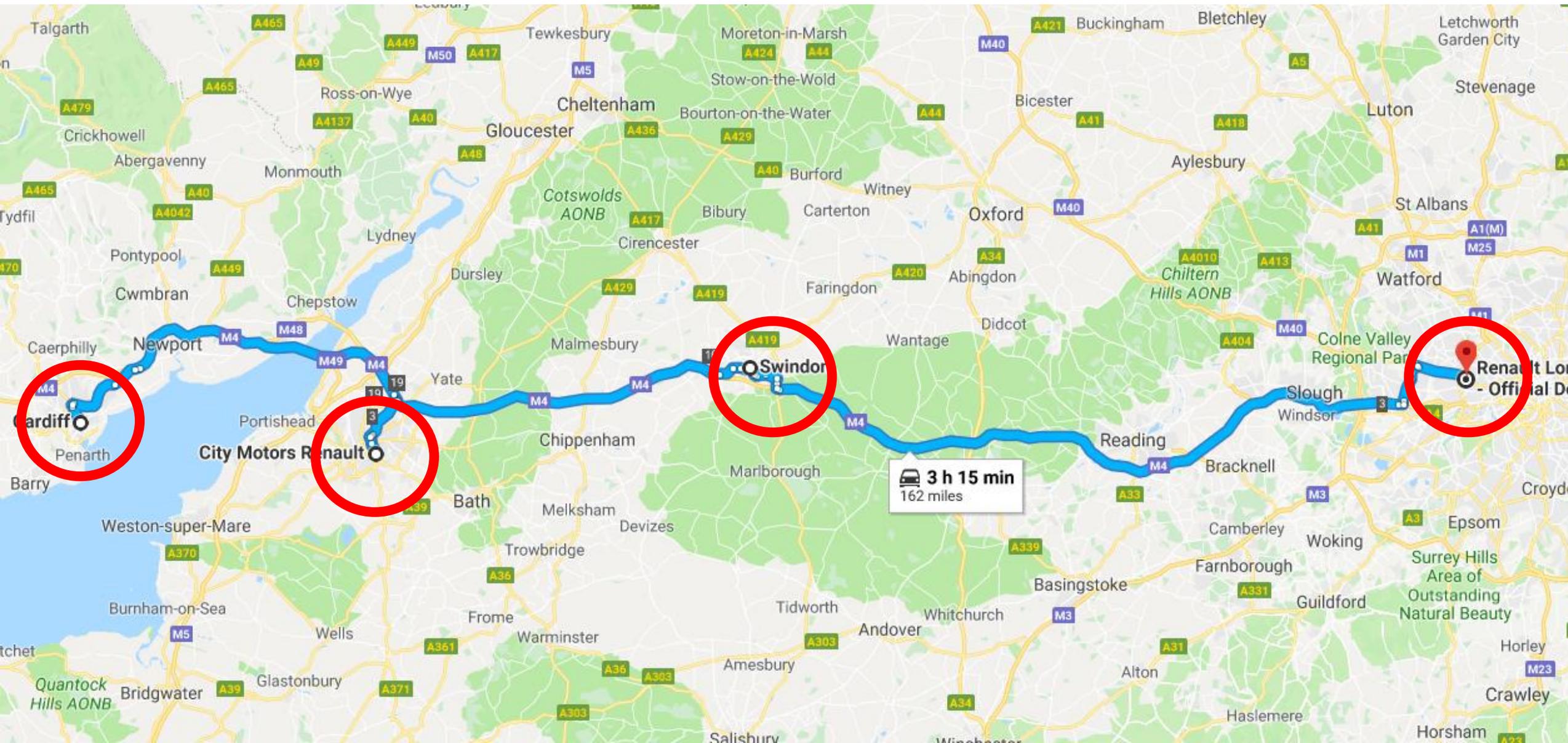
## Range

50miles

75miles



# My experience: Master Z.E



## Technology inside the Master Z.E

1

Regenerative braking

2

Low-consumption tyres

3

Energy displays

4

ECO Mode

5

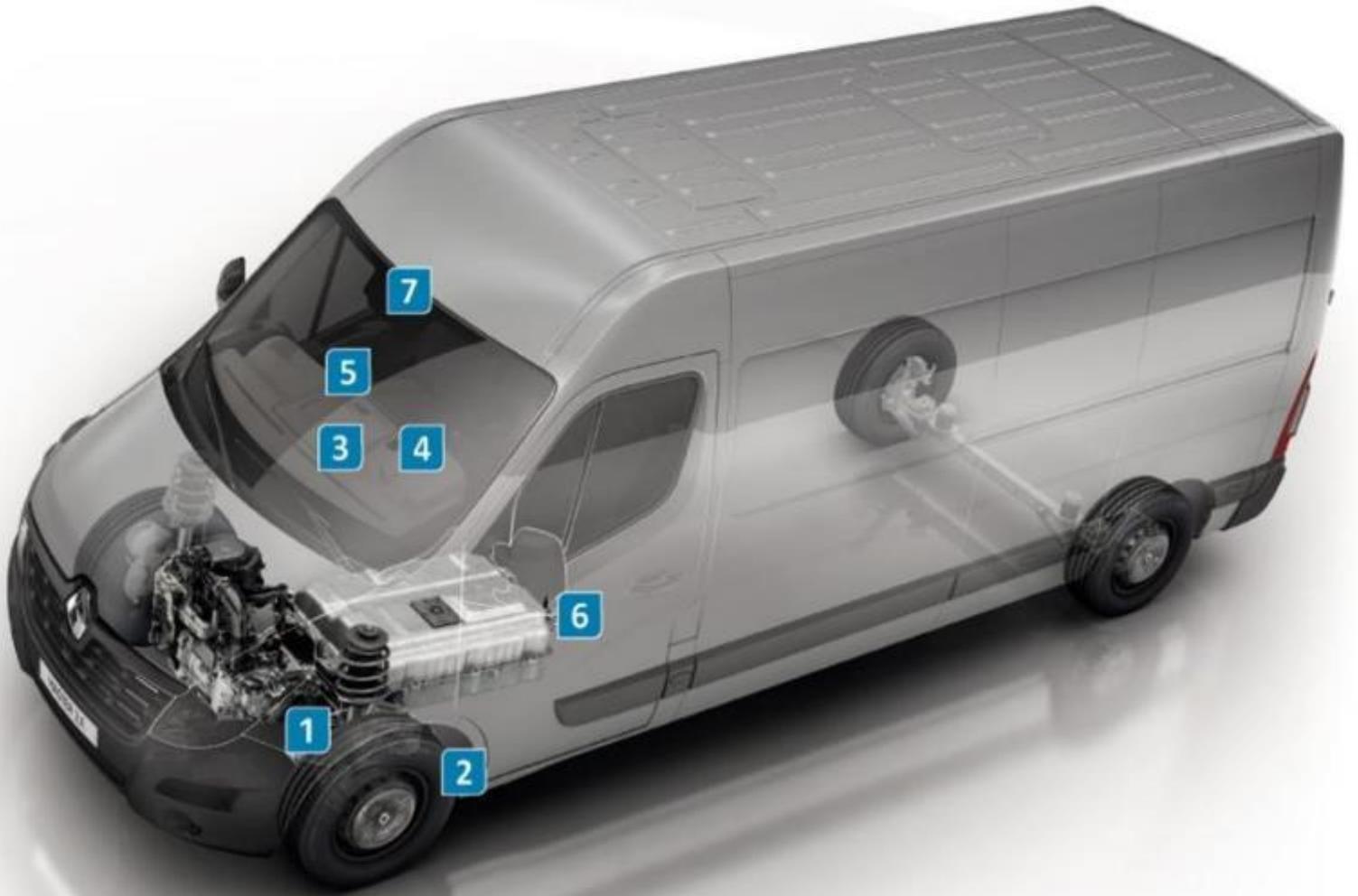
Pre-heating

6

Battery pack

7

R-Link Evolution



“It drives just like any other large panel van but just super refined and enjoyable. The perfect tool for inner cities”

# New Master Z.E.

➤ Available in four Panel Van versions, three lengths and two heights.& two Platform Cab versions.



Master Version	FWD 3.1T	FWD 3.1T	FWD 3.1T	FWD 3.1T	FWD 3.1T
<b>Payload</b>	1,128kg & 1,100kg	1,056kg	975kg	1,377kg & 1,355kg	900kg
<b>Load Volume(m³)</b>	8.0 & 9.0	10.8	13.0	N/A	
<b>Basic Price exc VAT inc PiVG</b>	£46,400 & £47,000	£48,000	£48,800	£45,700 & £46,500	TBC

*Trucksmith*

Renault Pro+ Commercial Vehicles is proud to announce that Master Z.E. is approved for the PiVG and recognised by the Office of Low Emission Vehicles (OLEV)



**Master Z.E Customer.**

# Renault Z.E : The electric Fleet decision



## ZOE Z.E. 40

- ➔ Most affordable
- ➔ Tried and tested, 40Kwh been around since 2016
- ➔ Only EV can charge on a 22kw AC
- ➔ Considered the easiest EV to use
- ➔ Highest range in its price segment

## KANGOO Z.E. 33

- ➔ 18 months into second generation
- ➔ Four versions - Class leading
- ➔ Over 100 miles and 6 hour charging time
- ➔ Multi –award winning
- ➔ Feels more like a car to drive

## MASTER Z.E.

- ➔ Introduction to large panel van
- ➔ Four versions – Luton Low-loader
- ➔ Final mile delivery solution for inner cities
- ➔ Same Volume as Diesel equivalent
- ➔ Cheaper than some competitors
- ➔ Tried and tested technology

THANK YOU

**GROUPE RENAULT**