

RENAULT
Z.E.



Renault Z.E.

Jonny Berry – EV Fleet Manager



RENAULT
Passion for life

Confidential ©

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 2nd
generation. Best in class.

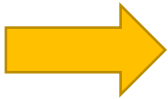
18 months with our second Generation Kangoo Z.E

Out with the old, in with the new.

First GEN 2011

Motor/Charger

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



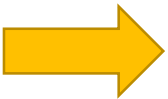
Second GEN 2017

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%



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

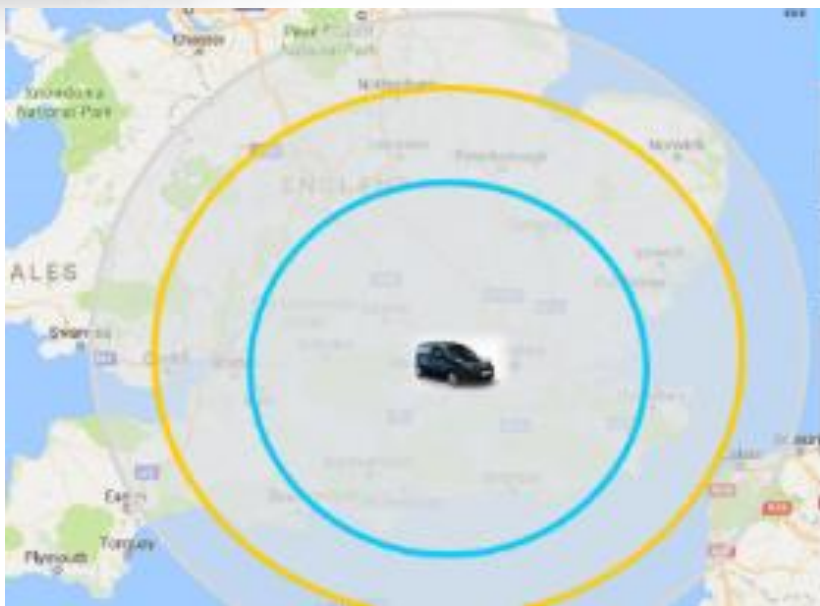
Charging times

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



DAB
Radio

FSB

Upto
4.6m³

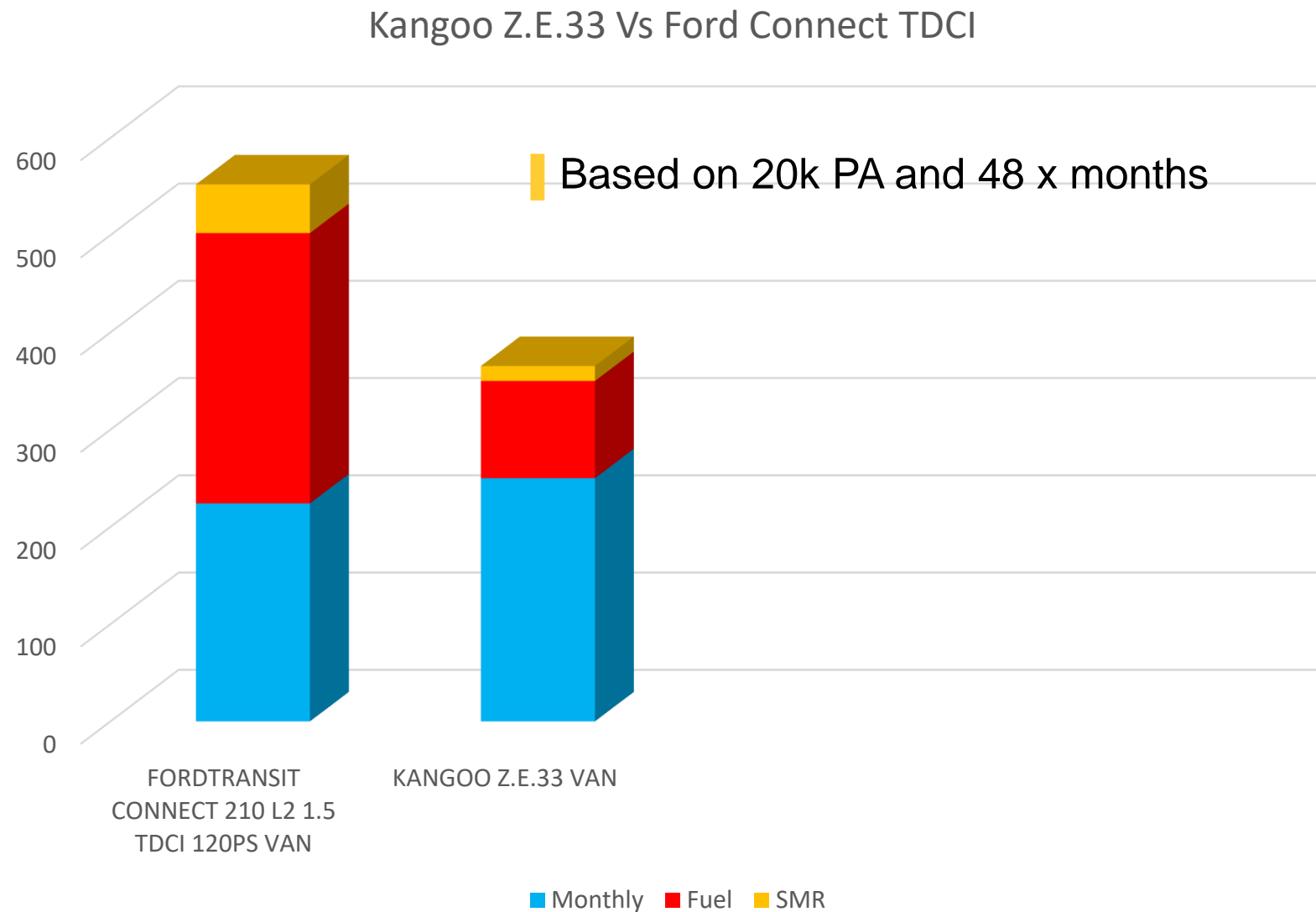
Upto
640kg

Load
1,862m
m

Heat
Pump

Breakthrough in Running Costs

Leasing



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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Passion for life



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%

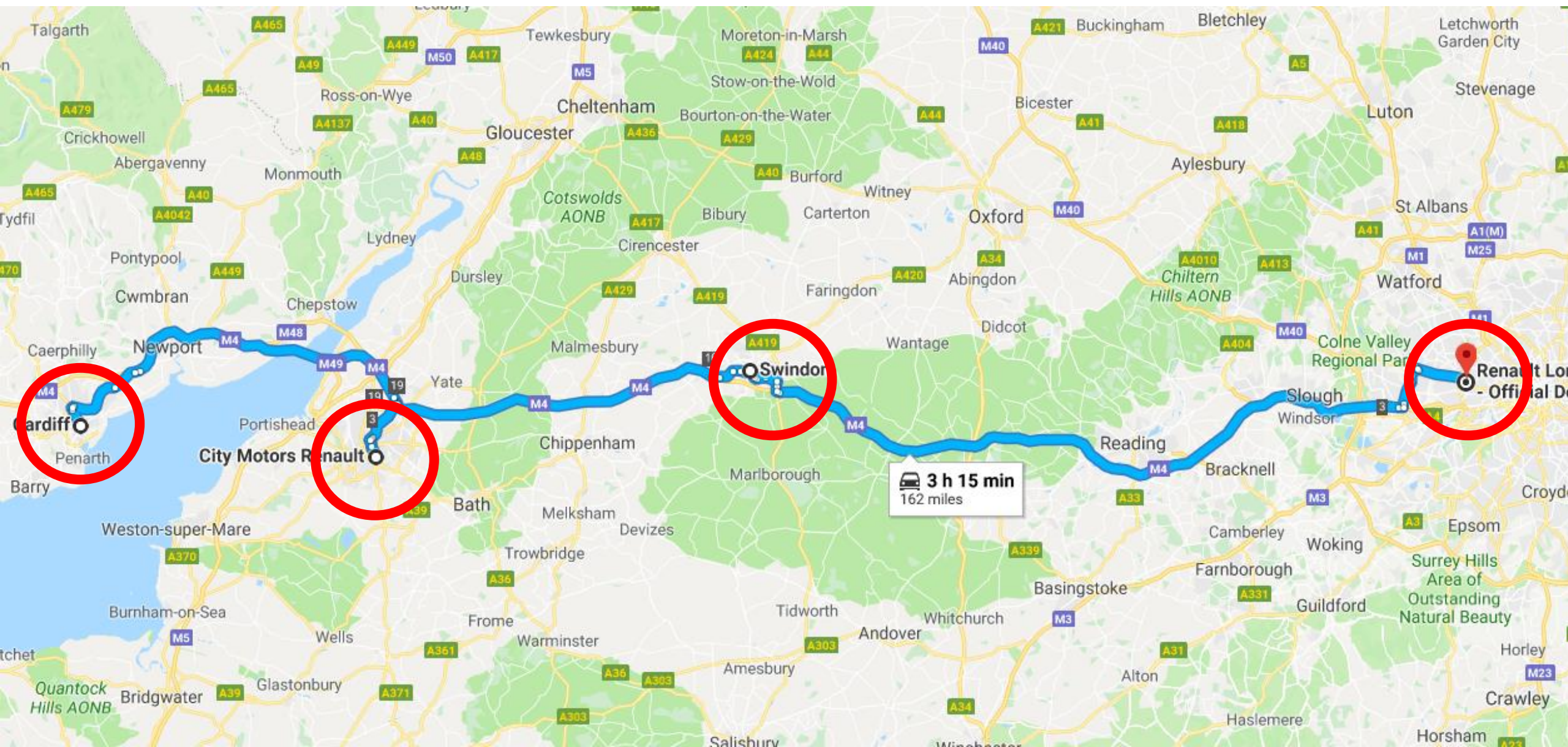
Range

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

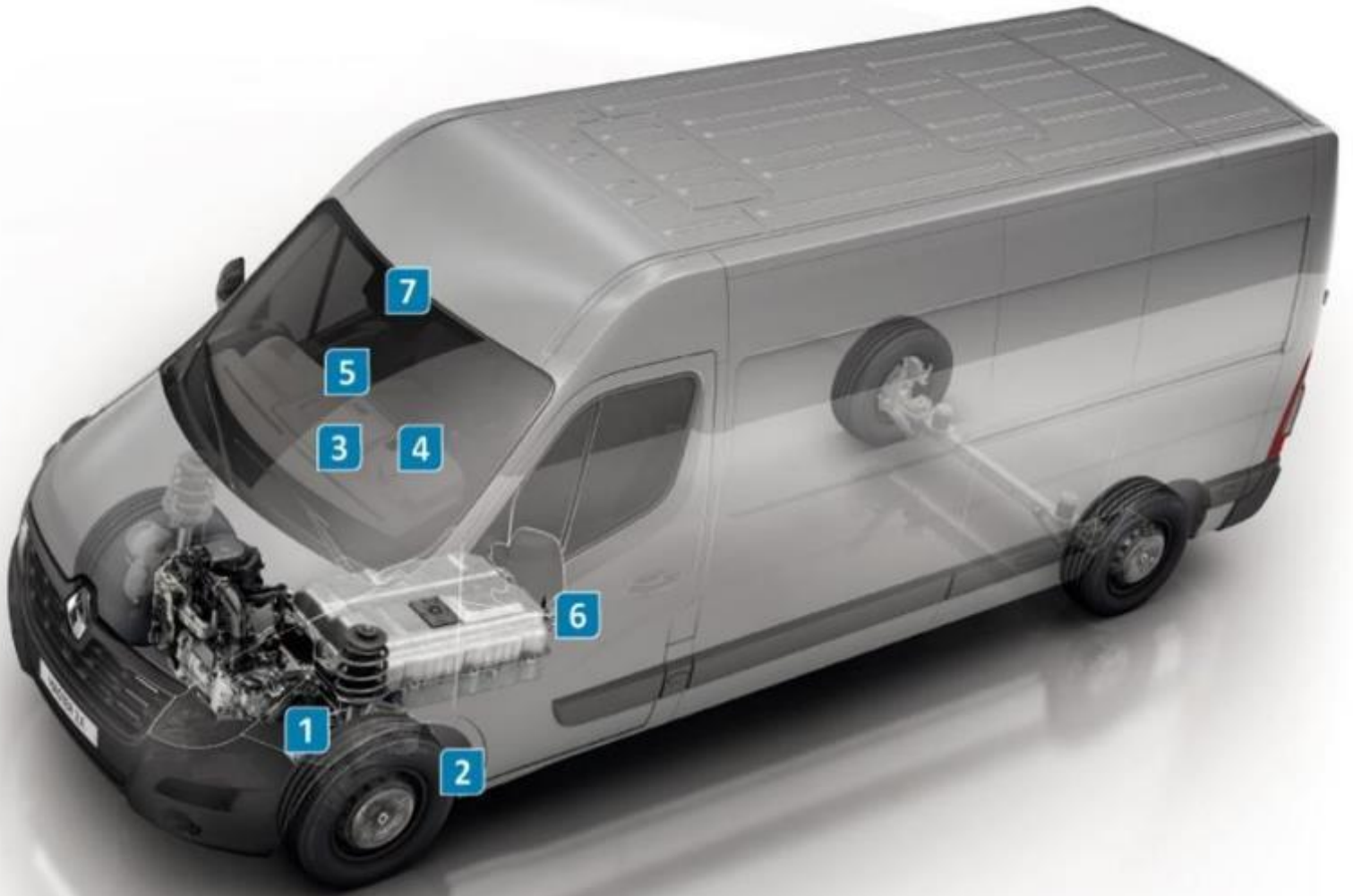
Pre-heating

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.

	VAN			PLATFORM CAB	
					
	SL31 & SM31	MM31	LM31	ML31 & LL31	ML/LL31 Luton Loloader
Master Version	FWD 3.1T	FWD 3.1T	FWD 3.1T	FWD 3.1T	FWD 3.1T
Payload	1,128kg & 1,100kg	1,056kg	975kg	1,377kg & 1,355kg	900kg
Load Volume(m³)	8.0 & 9.0	10.8	13.0	N/A	Trucksmith
Basic Price exc VAT inc PiVG	£46,400 & £47,000	£48,000	£48,800	£45,700 & £46,500	TBC

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