

The reality check

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EV is not expensive

It's unpredictable

The reality

Same driver, 3× higher price per kWh

No visibility on driver behavior

Roaming costs that are completely out of control

**And yet, as fleet managers,
you're expected to keep things
under control**

The problem is **not price**. It's **variability**

ICE = stable and
predictable

EV = highly variable
ecosystem

- Pricing
- Location
- Driver behavior
- Contracts

You can only control what you can predict — and that's exactly what's missing today.

The 4 cost levers



Location



Price



Behavior



Measure

Location



Work

0,25 €/kWh



Home

0,32 €/kWh



Public

0,32 – 0,50 €/kWh



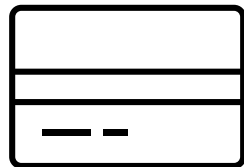
Fast

> 0,60 €/kWh

Price



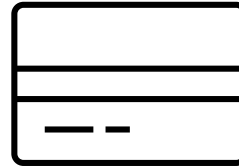
0,32 euro/kWh



0,40 euro/kWh



0,41 euro/kWh



0,55 euro/kWh

+ 58%

Behavior

- ! No charging policy
- ! Too much driver freedom
- ! Lack of real time insight
- ! No active steering



Measure

- ! Lack of mileage data
- ! Lack of real time insight
- ! Rotation tariffs & idle fees



Where is your organization today?

- 1. Chaos: no visibility**
- 2. Insight: reporting**
- 3. Control: policies & tools**
- 4. Optimization: predictability**

4 things you can do today

1. Get grip on price & location
2. Steer charging behavior
3. Control roaming & other charging related costs
4. Detect « irregularities »

Get grip on price and location with TotalEnergies network



20 000+ CHARGING POINTS*

B2G

On-street charging in cities, public car parks and large transit areas



EV hubs

Highways, main corridors, urban and peri-urban areas



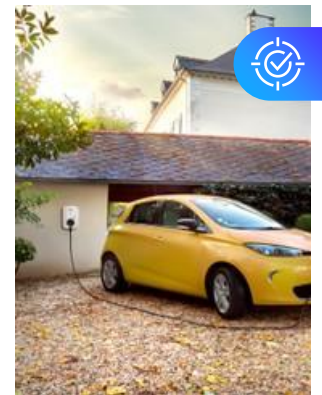
B2B Fleet @Work

Workplaces and company car parks

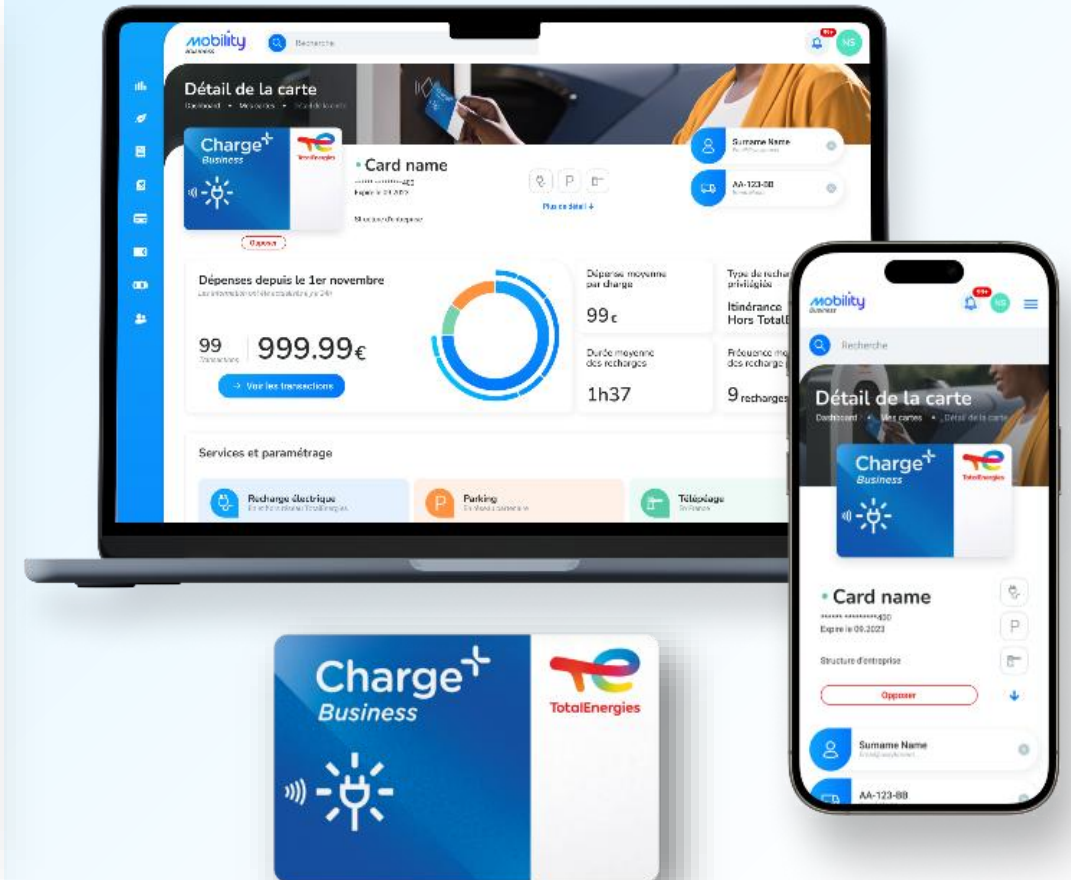


B2B Fleet @Home

Home charging for employees



CHARGING SERVICES



Guaranteed competitive pricing

Slow

4000 chargepoints

0,26 – 0,35 €/kWh

Brussels - Antwerp – Ghent

5000 chargepoints

0,36 €/kWh

West-Flanders, Flemish Brabant



+2800 chargepoints in Limburg & West-Flanders

Fast

280 chargepoints

0,65 euro/kWh

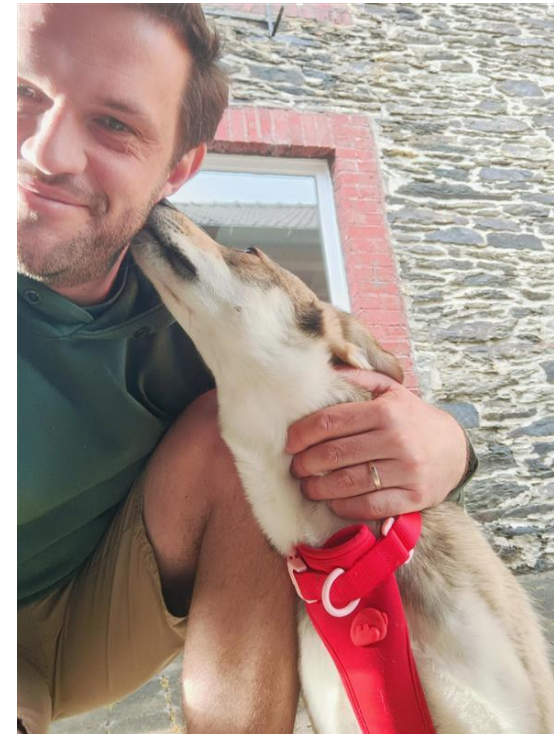
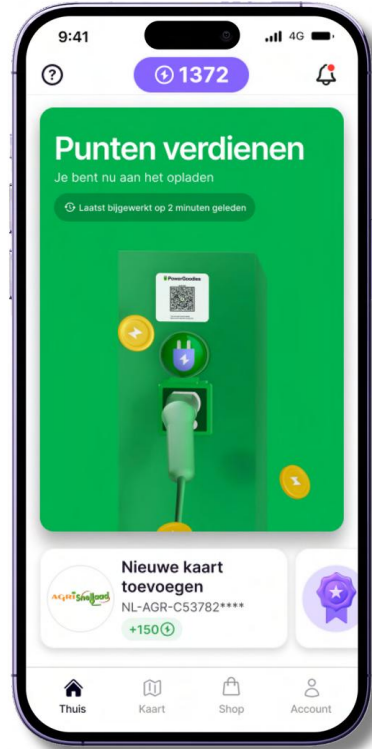
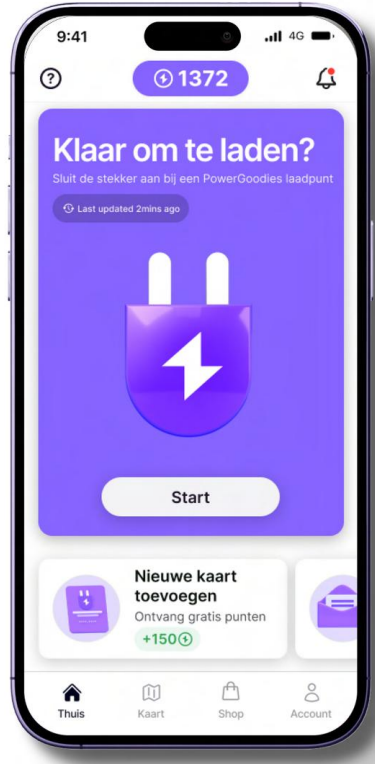
Across Belgium



+50 chargepoints per year

Reward behavior

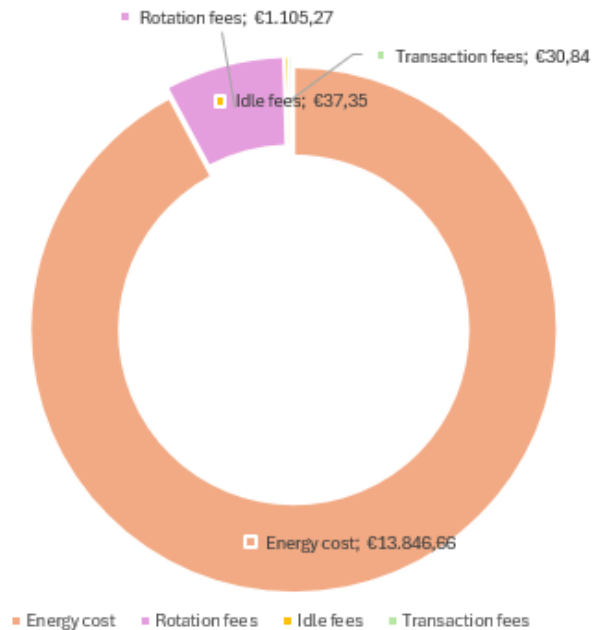
For each charging session performed with the card, you earn points



Get insights in:

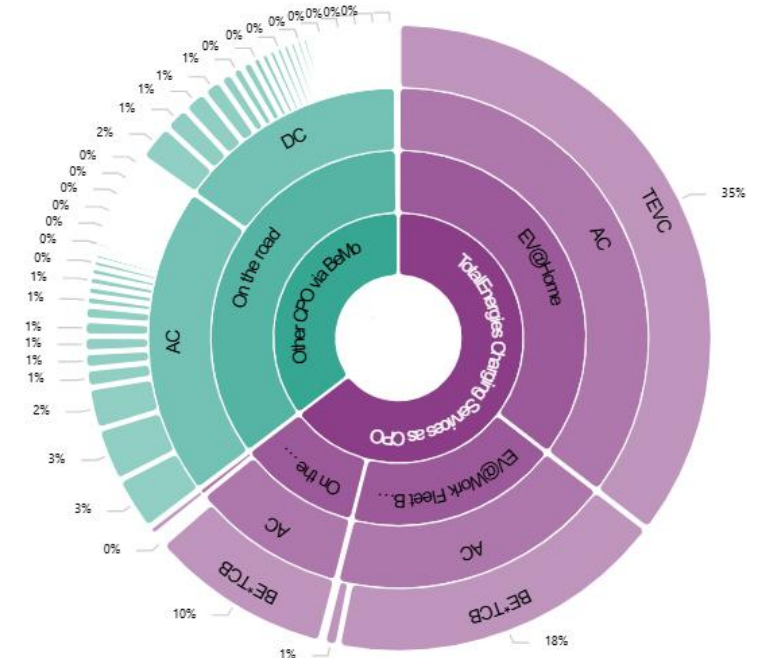
Total cost

1. Energy cost
2. Rotation fees
3. Idle fees
4. Transaction fees



Charging behavior

1. Home
2. Work
3. Public
4. Fast
5. Used networks



Measure

Required: Mileage data

How: Connected vehicle data

When? Very, very soon...



**EV is not expensive. It's
unpredictable.**

Make it predictable with



THANK YOU

Get in touch! Visit our booth or contact me via
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