

The 2025 business case for EVs

All the facts. None of the fluff.
What fleets need to know about EVs.



What's it all about?

01 The case for change

Where are we now? 5

The market context 6

02 The policy case

Policy is picking up pace 8

03 The money case

Money. Money. Money. 10 - 11

Car ownership cost analysis 12

Van ownership cost analysis 13

The details matter 14

04 The climate case

Goodbye tailpipe emissions 16

EVs keep getting cleaner as the grid gets greener 17

Smarter charging, smaller footprint 18

The truth about EV batteries 19

A lifetime of lower emissions 20

05 Getting past the 'what ifs'

Myth busting 22 - 24

05 Finally...

The business case for EVs is good 26 - 27

**Welcome to the real story behind EVs!
You're here, which probably means you're
curious, open-minded and up for doing
things better. We like that. Let's be
honest, there's a lot of noise out there
about electric vehicles. Some of it is
helpful. Some of it... less so.**

Let's set the scene

Any big fleet decision comes down to the numbers. And the move to electric? It's no different. It's a business initiative that has to deliver. On cost, on carbon, and on compliance.

That's why we built this guide.

Not just for fleet managers, but for the decision-makers they report to. The ones asking: "What's the business case?"

Because the case for EVs is clear, grounded, and already working for fleets across the UK.

This guide gives you everything you need to lead the shift and make it stick.



*Charlie Cook
CEO of Rightcharge*

THE CASE FOR CHANGE

01

Where are we now?

The shift to electric is picking up pace and businesses aren't just keeping up with change; they're driving it.

And here's the proof:

1.5 million

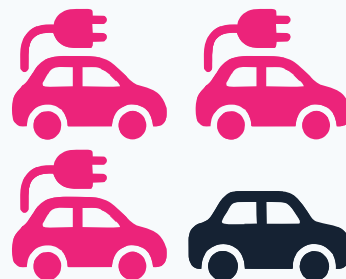
EVs on the UK roads (2025)

1 in 20

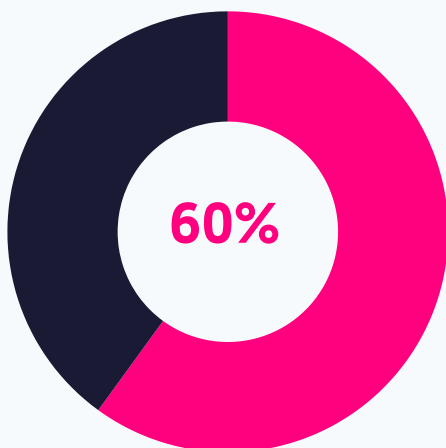
More than 1 in 20 miles driven by cars are now zero-emission vehicles (2025)

8.4%

Electric vans now make up 8.4% of the total van market (2025)



Company car EVs make up over 75% of new electric car registrations (2023)



Over 60% of EVs are owned by businesses (2024)

The shift to electric is picking up pace and businesses are the true innovators. Fleets are shaping the entire EV market, adopting new vehicles, boosting second-hand supply and driving infrastructure.

The market context

Fleet electrification isn't some distant trend; it's already here. The numbers prove it. And the forces driving it? They're only getting stronger.

The policy case

The UK's direction is clear:

- Petrol and diesel vehicle sales end in 2030/2035
- Adopters get tax breaks and grants

The money case

Upfront cost still grabs the headlines. But the real savings? They show up in the day-to-day.

And when most fleet vehicles are leased, it's the total cost of ownership that counts, not the sticker price. EVs are already the smarter financial choice. That gap's only widening.

The climate case

Transport is now the UK's biggest source of emissions, and for most businesses, fleets are a big slice of the pie.

EVs cut total carbon by up to two-thirds across their lifetime.

This isn't about offsetting. It's about real, reportable carbon reduction, and fleets are one of the fastest ways to make it happen.

So what?

The climate, the costs, and the policy all point in the same direction: electric fleets make sense.

And for fleets ready to lead, it's a chance to move faster, spend smarter, and make a measurable impact.

Let's get into it.



THE POLICY CASE

02

Policy is picking up pace

Policy is sealing the deal for EVs.

The UK has set a clear direction of travel: petrol and diesel vehicles are on their way out. The ZEV Mandate is now law, locking in targets for the sale of new zero-emission vehicles.

2025

28% of new cars and 16% of new vans must be zero-emission

2030

80% of new cars and 70% of new vans must be zero-emission

2035

100% of new cars and vans must be fully zero-emission (BEV or hydrogen)

Incentives on the table

- Workplace charging scheme
- EV infrastructure grants
- BiK tax relief
- Capital allowances
- Plug-in van grants



"Company car electrification has been powered in large part by tax advantages such as reductions in Benefit in Kind and Road Fund Licence".

Paul Hollick, Chair of the AFP, Fleet News 2025



So what?

Adopters get more than a pat on the back. They get real, bottom-line benefits, from tax breaks to grants and funding.

And fleets aren't just along for the ride, they're steering the shift. The government sets the pace. But it's businesses that are making it real.

The road ahead? It's electric.

THE MONEY CASE

03

Money. Money. Money.

Aren't electric vehicles more expensive?

Fair question. And yes, the upfront cost can still be higher, especially if you're comparing sticker prices. However, that gap is closing fast.

But here's the thing: most commercial vehicles are leased, run for a few years, and judged on total cost, not day-one cost.

And that's where EVs shine.

Fuel? Cheaper.

Servicing? Way simpler.

Tax? More generous.

The cost gap adds up fast and in most cases, EVs are already the cheaper option to operate. And that advantage is only growing.

Total lifetime savings are up.

Lower 'fuel' costs

This is where EVs flip the script.

Electricity is often cheaper than petrol or diesel, especially when you're charging at home or at a depot.

That adds up fast.

Cost Per Mile (Car)

	Home Charging (EV Tariff)	1.7p
	Home Charging (Standard Tariff)	6p
	Diesel	10p
	Petrol	12p
	Public Charging	16p

£167

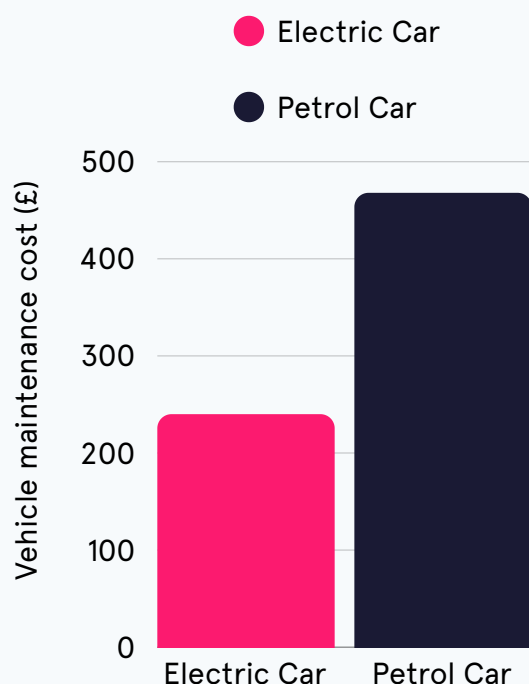
is the annual cost of charging at home on an EV tariff for one driver, 10,000 miles

Lower maintenance costs

EVs are simpler by design, with no oil changes, clutches or exhaust systems. Fewer moving parts mean fewer things to break, fix or pay for. And the parts you do need to look after, like brakes, go a lot further. Thanks to regenerative braking, EVs take the strain off pads and disks.

It's not just the parts. It's the pace. EVs don't need to be serviced as often, often offering intervals of 20,000 miles compared to 10,000 miles for petrol and diesel.

Average vehicle maintenance: 3-year view



Lower charges

EVs skip the charges. Simple as that. Cities are cracking down on pollution, and it's getting expensive for drivers. But EVs are exempt from ULEZ and Clean Air Zones.

£12.50

saved, per day, per EV driver
for urban fleets driving in
the ULEZ zone

So what?

EVs don't just cut carbon. They make financial sense, too.

Once you factor in the real costs, leasing, charging, and servicing, EVs often come out at parity with petrol or diesel. And in plenty of cases, they're cheaper.

Especially when you're running a fleet, not a one-off vehicle.

In the next few pages, we'll break that down, what EVs really cost to own and operate, and what tips the balance in their favour.

In many cases, EVs are at cost parity in 2025

A simple cost comparison between electric and petrol versions of the Vauxhall Astra shows what many fleets are already seeing on the ground.

Breaking down the costs for a car

	Electric car	Petrol car
Time period	4 years	4 years
Annual mileage	10,000 miles	10,000 miles
Leasing cost	£467, month	£399, month
Service, maintenance and repairs	£20, month	£39, month
Fuel costs <i>(80% home charging on an EV tariff and 20% public rapid charging)</i>	£43, month	£96, month

Cumulative costs over leasing period

	Electric car	Petrol car
Year 1	£6,365	£6,411
Year 2	£12,731	£12,822
Year 3	£19,096	£19,233
Year 4	£25,462	£25,644

Don't forget about electric vans...

The same story holds for vans. Over four years, the electric Ford Transit starts with a higher lease, but lower fuel and servicing costs close the gap fast. By year four, the EV comes out slightly ahead.

Breaking down the costs for vans

	Electric van	Diesel van
Time period	4 years	4 years
Annual mileage	10,000 miles	10,000 miles
Leasing cost	£483, month	£433, month
Service, maintenance and repairs	£29, month	£37, month
Fuel costs <i>80% home charging on an EV tariff and 20% public rapid charging)</i>	£63, month	£115, month

Cumulative costs over leasing period

	Electric van	Diesel van
Year 1	£6,896	£7,020
Year 2	£13,795	£14,040
Year 3	£20,692	£21,060
Year 4	£27,589	£28,081

The details matter

We have already talked about the core costs, the lease, the charging, and the servicing. You have seen how, over four years, EVs can be a similar cost to petrol or diesel vehicles. And in many cases, they come out cheaper.

Not to mention that many fleets do not pay retail for EVs. They get volume discounts. They negotiate better lease terms. And when you're rolling out dozens or even hundreds of vehicles, those savings start to make a real impact.

Charging strategy matters too. The setup we used reflects how smart fleets are already operating, around 80% of charging at home or at depots, with 20% on public rapid chargers when needed.

And public charging? That can be optimised too. With live pricing and route planning, drivers can avoid the most expensive stops. Overnight sites like ZEV Hub offer competitive rates.

Then come the benefits only electric can unlock. Grants. First-year capital allowances. Exemptions from ULEZ and congestion charges. Benefit-in-Kind tax incentives. These are not small bonuses. They are core to the business case, and they often have a big impact.

There are other costs to factor in, too. Things like insurance, vehicle customisations, residual values, lease-end charges, charger installations and unplanned repairs. Some go up. Others disappear. But they all play a part in the full equation.

So if you are only looking at the monthly lease or sticker price, you are not seeing the full story. You have to look at the system as a whole, how you buy, how you charge and how you save.

That is what the total cost of ownership really means. And while we have not shown an entire TCO analysis here, because every business and individual use case is different, the direction is clear.

For more and more fleets, electric comes out on top.

THE CLIMATE CASE

04

Goodbye tailpipe emissions

One of the clearest environmental wins of going electric? No tailpipe. No fumes. No nonsense.

Battery electric vehicles produce zero tailpipe emissions. And plug-in hybrids? When they're running in electric mode, they can too.

That's a big deal

0g CO₂/km

produced by BEVs at the tailpipe

For many businesses, fleet vehicles are the biggest chunk of Scope 1 emissions, the stuff you're directly responsible for.

Switching to electric is one of the fastest, clearest, and most measurable ways to bring that number down. It's an action you can take now, with results you can prove.

30%

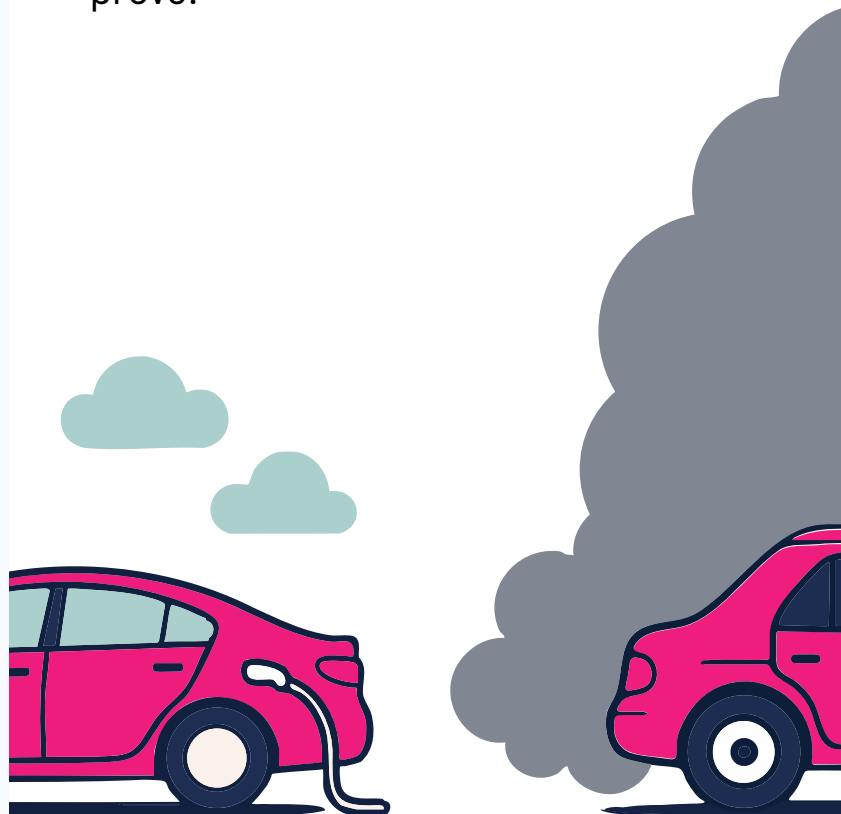
of CO₂ emissions are generated by the UK's transport sector

50%

reduction in carbon emissions achievable in EVs

60%

of Scope 1 emissions originating from vehicle fleets in transport-heavy businesses



EVs keep getting cleaner as the grid gets greener

The emissions impact of EVs doesn't stand still. It shrinks every year, because the electricity powering them is getting greener.

In 2024, 61% of UK electricity came from clean sources like wind, solar, hydro and nuclear. The government's aiming for 95% by 2030, and we're well on track.

That means every mile your fleet drives today is cleaner than it was last year, and it'll be even cleaner next year.



An EV bought today gets cleaner every year just by plugging in.

Charlie Cook, 2025



The carbon intensity of the grid is falling, FAST.

2014
419

gCO₂/kWh

2024
124

gCO₂/kWh

2025
103

Projected
gCO₂/kWh

Every kWh of electricity now creates fewer emissions than just a few years ago.

Switching to EVs delivers an immediate drop in Scope 1 emissions, thanks to zero tailpipe output.

And as the UK grid keeps decarbonising, your fleet's emissions profile improves year after year, without you lifting a finger.

Smarter charging, smaller footprint

With EVs, it's not just what you charge, it's when.

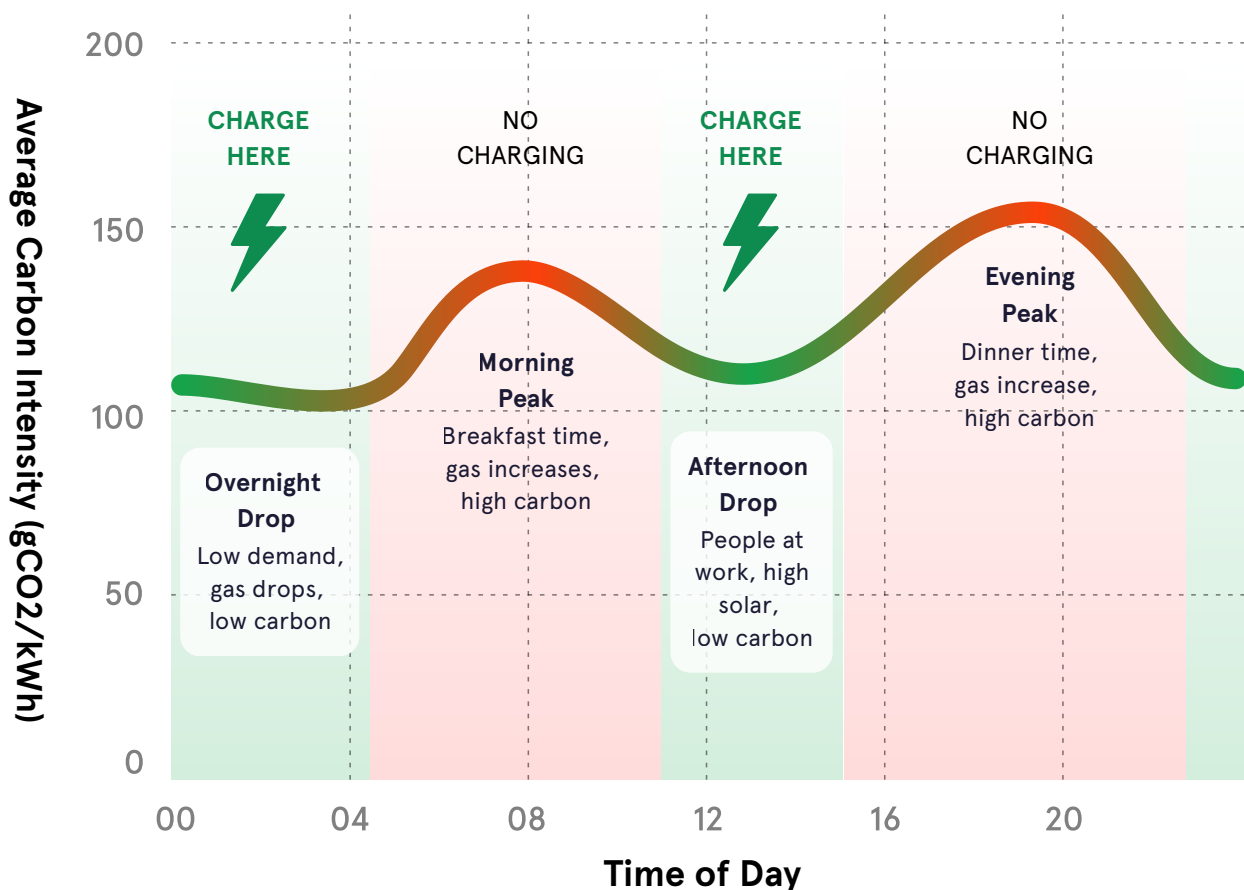
For fleets, smart charging is one of the simplest and most effective ways to shrink emissions and cut costs. That's because the UK grid's carbon footprint changes by the hour, depending on how electricity is generated. Clean, low-carbon power is typically most available overnight or around mid-day.

30%

is the potential reduction in charging emissions when fleets charge during off-peak hours.

And because those hours often align with cheaper tariffs. It's possible to save money while cutting carbon.

What's the best time to charge?



The truth about EV batteries

Yes, making EV batteries comes with a carbon cost. On average, production adds 40–60 kg of CO₂ per kWh, so a 100 kWh battery can rack up around 6 tonnes before the car even moves. But that's only half the picture.

What happens next is what really counts

Once an EV hits the road, emissions drop fast, especially when you're charging on the UK's increasingly clean grid.

That upfront carbon debt? Paid back early. After that, every mile saves more CO₂ than a petrol or diesel equivalent.

Over a full lifespan, EVs win and as the grid gets greener, the gap keeps growing.

A sector on the move

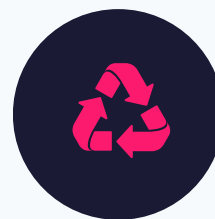
Battery production is already changing; becoming cleaner, smarter and more circular.

Here's how:

- Cleaner manufacturing
- Better materials
- Advanced recycling

The bottom line? Yes, batteries have an upfront carbon cost. But the industry is moving fast, and EVs still win on emissions, especially when you take the long view.

Did you know



80%

of an EV battery can be recycled today



50%

of battery CO₂ emissions can be cut through recycling

A lifetime of lower emissions

We've talked about tailpipes.
We've talked about the grid.
We've talked about batteries.

Now it's time to zoom out and look at the full emissions picture, from factory to road to fleet retirement.

EVs produce far fewer emissions per mile than petrol or diesel. Especially in high-mileage fleets, every mile widens the gap.

And over its full life? An EV doesn't just match a petrol or diesel vehicle on emissions. It outperforms them. By a long way.



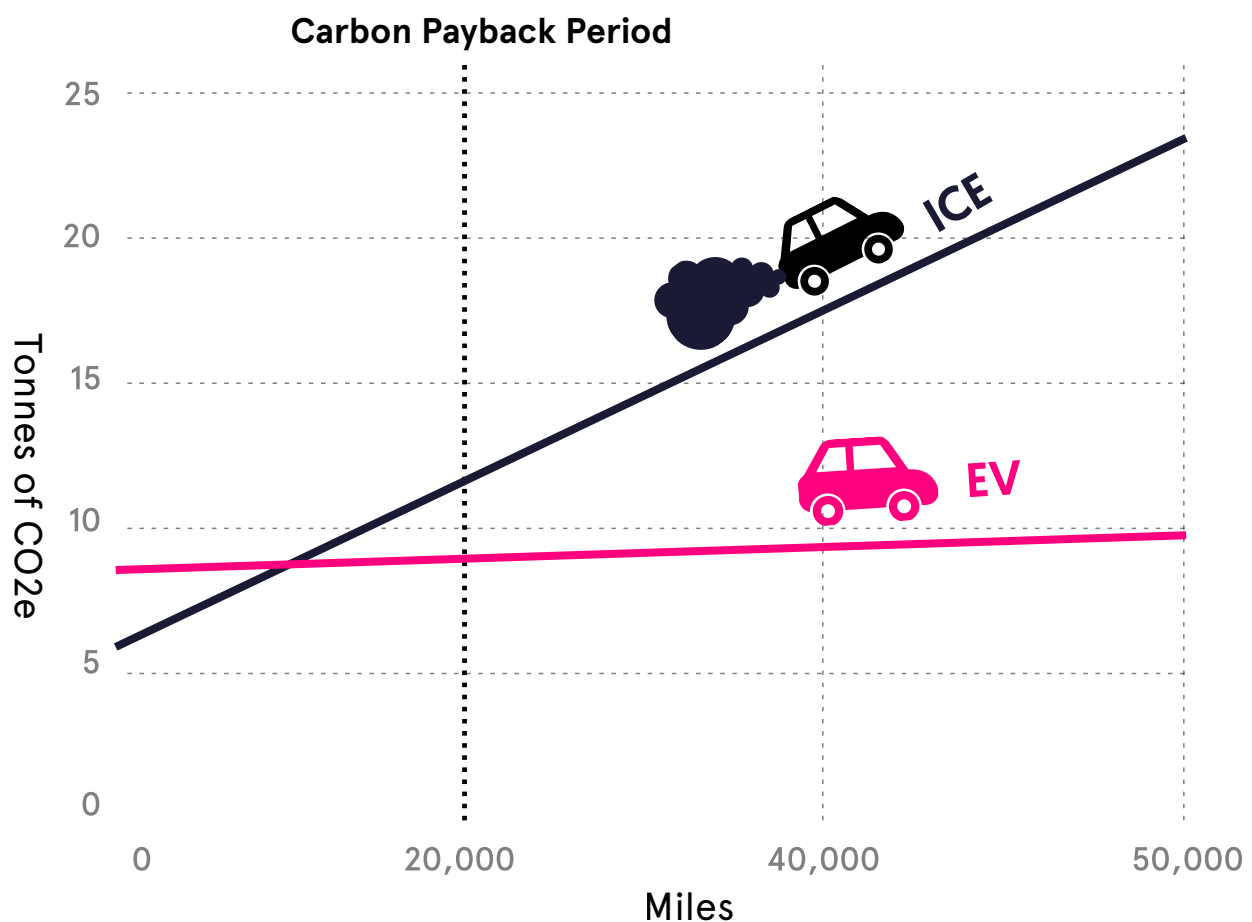
Discussion point: It's not just about carbon

EVs cut more than CO₂, they clean the air. Less PM2.5 and NOx means fewer respiratory issues, healthier cities, and lives saved.

*The Electric Fleet Revolution
Rightcharge Webinar (2025)*



What's the carbon payback period for an EV in 2025?



GETTING PAST THE 'WHAT IFS'

05

Myth Busting: getting past the what if...

Let's be real, switching to electric comes with questions. And that's fair. But a lot of those "what ifs" are based on old assumptions, half-truths, or stories from five years ago.

So let's set the record straight.

Performance and capability concerns

EV range isn't good enough for daily driving

Spoiler: it is.

Most EVs today offer 200–300+ miles on a single charge, more than enough for a full day of driving, even for busy fleets. Premium models go further (400–500 miles), and real-time route planning makes every journey predictable.

Throw in telematics and overnight top-ups at depots or home, and range is not a blocker.

EVs don't work effectively in cold weather

Yes, cold weather can reduce range, but it's modest, usually just 10–20%. And modern EVs come with thermal management systems that keep batteries running efficiently in winter conditions.

Infrastructure and charging

There aren't enough public chargers

There are. And more are popping up every day. The UK now has over 100,000 charge points, and more are appearing daily.

Crucially for fleets, most charging occurs at home or at depots, where you have full control.

Charging an electric car takes such a long time

Charging times vary by charger type. Ultra-rapid chargers can deliver up to 80% charge in about 20 minutes. While slower chargers, commonly found at homes, workplaces, and public locations, are ideal for longer stops or overnight use.

Home charging is too much of a hassle.

Installations are straightforward and typically cost around £1,100. With the OZEV grant, eligible drivers can save up to £350.

Reimbursing drivers is easy with software like Rightcharge, sorting it automatically without headaches or admin.

I'll need to pay thousands to upgrade my electrics at home to have a home charger

In most cases, if a home's existing wiring is in reasonable condition and meets current safety standards, significant upgrades are unlikely to be required.

Most standard home chargers deliver around 7kW of power, comparable to a typical electric shower, and run on a standard 'single phase' electricity supply common in UK homes.

EVs will strain the national grid

Even if every car in the UK went electric overnight, demand would only rise by approximately 10%, which is still less than what the grid handled two decades ago.

Smart charging shifts usage to quiet hours.

Vehicle-to-Grid (V2G) tech turns EVs into mini power plants. EVs aren't a grid risk; they're part of the solution

Power, batteries and practicalities

EV batteries are unsafe.

They're extremely safe.

EVs have advanced battery management systems, thermal cut-offs, and go through rigorous crash testing.

Most car fires? Still caused by petrol engines, not batteries.

Rapid charging degrades EV batteries significantly faster

Modern EV battery management systems are designed to minimise the impact of rapid charging on battery health.

While excessive, exclusive rapid charging might have a marginal effect over very long periods, it's generally not a major concern for typical use.

Adoption and transition

EVs are too expensive

While new EVs can have higher upfront costs, affordable models are available. Over time, EVs often prove more cost-effective than petrol cars due to lower running and maintenance costs. Charging at home is significantly cheaper than fuelling with petrol or diesel, and EVs benefit from tax incentives. Overall, EVs typically offer a lower TCO.

Drivers won't like electric vehicles.

Most do, especially once they try one.

They're smooth, fast, and whisper-quiet. Add in instant torque, no gears, and no fuel stops, and the experience speaks for itself.

You need to take a different driving test to drive an EV.

The rules of the road and the driving test are identical for EV drivers as they are for drivers of conventional petrol or diesel vehicles.

EVs aren't suitable for business use.

They already are.

You'll find them in last-mile delivery, sales fleets, local councils, mobile engineer vans, and executive travel.

Electric pickups, vans, and minibuses are all on the road.

With home reimbursement, fleet cards, and charging dashboards, EVs are ready for work.

Driving petrol and diesel cars is banned from 2030, so everyone will HAVE To drive EVs from that date.

The UK government has confirmed a ban on the sale of new pure petrol and diesel vehicles from 2030. This policy does not stop the use of existing petrol or diesel cars beyond that date; owners can continue to drive them for their lifespan. Furthermore, the sale and purchase of used petrol or diesel cars will remain after 2030. The sale of hybrid electric vehicles and plug-in hybrid electric vehicles will also be allowed alongside zero-emission vehicles between 2030 and 2035.

FINALLY...

06

The business case for EVs is good...

Let's say it straight: EVs are winning on compliance, cost and carbon. This isn't about early adoption anymore. It's a smart business choice.

The policy case

This isn't a maybe. The Zero Emission Vehicle Mandate is the law. Petrol and diesel are being phased out and fleets are leading the way.

The government isn't just nudging businesses forward, it's rolling out funding and incentives.

The money case

Yes, the upfront or monthly lease cost of an EV can still be higher. But zoom out and look at the full picture, the vehicle ownership cost over time is already close to parity.

And when you factor in everything with the total cost of ownership? EVs take the lead.

The climate case

EVs come with zero tailpipe emissions, and that's just the start. Every time you charge on the UK's increasingly green grid, your emissions drop.

For most businesses, vehicles make up the biggest chunk of Scope 1 emissions. Switching to EVs is one of the fastest, clearest ways to bring that number down. It's measurable. It's reportable. And it's already working.

And this isn't just about carbon. EVs cut air pollution too, slashing harmful pollutants like NOx and PM2.5 that cause respiratory issues and damage public health.

So what?

Fleets don't electrify for fun. They electrify because it works. Because it delivers measurable results, on carbon, on cost, and on compliance. It's backed by policy, supported by data, and already proving its value on the road.

This isn't a trend. It's a business decision. And for the fleets making the switch, it's already paying off.

Top 5 key takeaways

1 The market's already moving

This isn't theory anymore. Fleets across the UK are already electric and already seeing the benefits.

They're cutting costs, slashing emissions, and hitting sustainability goals without compromising performance.

2 The cost case is real

Yes, EVs can cost more upfront. But when you add up fuel, servicing, tax reliefs, and downtime savings, electric comes out on top, especially for leased vehicles, which make up most fleets. It's the total cost of ownership that counts, and that's where EVs quietly pull ahead, mile by mile.

3 The climate case is clear

No tailpipe. Less CO₂. Cleaner air. EVs are one of the easiest levers you can pull to lower both Scope 1 and 2 emissions. And thanks to the UK's decarbonising grid, those reductions only increase over time.

4 Policy is pushing in one direction

With the ZEV Mandate locked in, the direction is set. But policy isn't just about restrictions, it's about support. Fleets get grants, exemptions, tax perks, and a head start on future regulations.

5 The 'blockers' aren't blocking

Worried about range? Cold weather? Public charging? The grid? It's time to move on. Most of those fears are stuck in the past. Today's EVs are faster, more capable, and easier to charge than ever.

