

ELECTRA

POWER TO THE PEOPLE



An employer's guide to Electric Car Salary Sacrifice



fleetsauce.co.uk

POWER TO THE PEOPLE

HELP YOUR EMPLOYEES GO ELECTRIC THROUGH **ELECTRA** SALARY SACRIFICE

It cuts costs for them, and for your business.

It's not just the government that's committed to going electric. More and more drivers are too. Right now, one-in-five new cars sold in the UK are battery-electric* and the numbers keep on growing. So, what's the most cost-effective way to go electric for many employees? The answer is through our ELECTRA Electric Car Salary Sacrifice Scheme.



CALL US FREE ON 08000 321 433

Start your conversation with our Electric Car Salary Sacrifice specialists today

*April 2022 data from the Society of Motor Manufacturers and Traders (SMMT)

IT'S A GREAT TIME TO CONSIDER ELECTRIC CAR SALARY SACRIFICE

This industry term can be misleading. It might sound to employees like they're somehow missing out, but it's actually the opposite. Here's why:

Through Salary Sacrifice, an employee exchanges a portion of their gross salary in return for the benefit of using an electric company car. The employee saves money both on income tax and National Insurance. And, in turn, your National Insurance liability as their employer is also reduced. It's a win-win.



EMPLOYEES WIN

Using Electric Car Salary Sacrifice, an employee could enjoy driving their new electric car **for up to 50% less** than the cost of a Personal Contract Lease on an equivalent Internal Combustion Engine (ICE) vehicle.

Benefit in Kind (BIK) for electric vehicles is significantly low at just 3% for 2025/26.

YOUR BUSINESS WINS

The more of your employees who switch to Electric Car Salary Sacrifice, the greater the National Insurance savings for your business. Typically, this could mean*:



£26,475
annual saving
for 15 cars



£52,950
annual saving
for 30 cars



£88,250
annual saving
for 50 cars

YOU CHOOSE WHAT TO DO WITH THESE SAVINGS

You can keep the savings in your business. Or you can share some or all of them with your Electric Car Salary Sacrifice employees to give them extra monthly savings.

* [Based on Tesla Model 3 Long Range & 40% Tax bracket]

OTHER WAYS YOUR BUSINESS BENEFITS FROM EMPLOYEES' ELECTRIC CAR SALARY SACRIFICE



Call us **FREE ON 0800 321 433**



Great for staff recruitment and retention as your people can drive desirable new electric cars at a lower monthly cost.



Any employee can benefit (as long as entering the scheme doesn't take their gross salary below the National Minimum Wage).



Low emission motoring is good for your Corporate Sustainability credentials, and for the planet.



Our scheme simplifies Grey Fleet* management, reducing administration.

*A grey fleet vehicle is one owned and driven by an employee for business purposes. The employer typically provides the employee with funds to cover fuel/ mileage expenses, this results in the vehicle now being under the responsibility of the employer. Responsibilities typically cover, insurance and vehicle maintenance.

FOUR OF OUR ELECTRIC CAR SALARY SACRIFICE STARS

We can provide any electric cars through our scheme – the following are especially popular.



Note: Prices shown INCLUDE COMPREHENSIVE INSURANCE.

Costs shown by other providers may exclude this.

Tesla Model 3 Standard Range + Pearl White Paint

Retails from £42,935

Net Monthly rental from:

£539

for 40% tax rate payer



Vauxhall Mokka-E Electric Hatchback 100kW GS Line 50kWh 5dr Auto 22C

Retails from £36,280

Net Monthly rental from:

£426

for 40% tax rate payer



MG 4 125kW SE EV Standard Range Auto

Retails from £27,485

Net Monthly rental from:

£337

for 40% tax rate payer



BMW iX Estate 240kW xDrive40 M Sport 76.6kWh Auto

Retails from £73,645

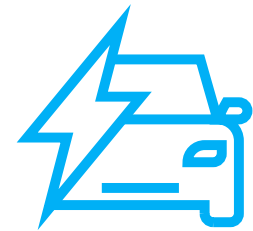
Net monthly rental from:

£689

for 40% tax rate payer



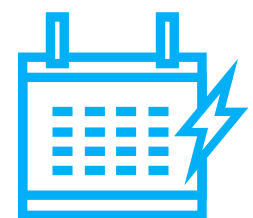
WHAT'S INCLUDED:



A brand new car of the employee's choice from your approved list of options subject to availability.



Roadside assistance
Homestart and UK/European cover.



A guaranteed fixed monthly fee throughout each employee's agreement.



Fully comprehensive insurance
This includes business travel and cover for a partner or family member as a named driver.



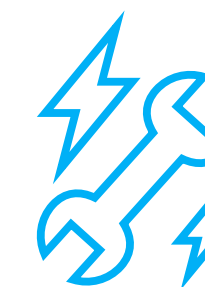
The contract is tailored to suit each employee's mileage and preferred term.



Road Tax & Vehicle Excise Duty. Monthly payment includes Vehicle Excise Duty. An Expensive Car Supplement is also included if your vehicle's list price exceeds £40,000.



Early Termination Protection
We understand that circumstances change, and employees may need to terminate their lease early. Save your business from costly early termination charges with our Early Termination Protection. Transfer the lease to another employee or the new employer, or simply pay a small one-month rental administration fee to us and we'll take care of the rest. (T&Cs apply)



Full vehicle maintenance including servicing, batteries, exhausts and tyres (except winter tyres) under normal wear and tear conditions.



Call us **FREE ON 0800 321 433**

POWER TO THE PEOPLE

FLEETSAUCE. YOUR EXPERT PARTNER IN ELECTRIC CAR SALARY SACRIFICE



We provide tens of thousands of vehicles on fleet, often to household name companies. And we support many smaller businesses as well. Because we believe they deserve equal levels of personal service.

In fact, building relationships with our customers and prospects is at the heart of everything we do. Pushing you towards online quotes is not our style. We really love to take your calls and chat through your needs.

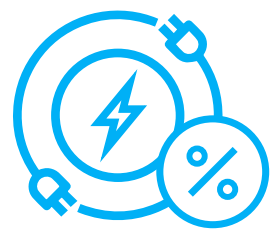
And proper human conversations are particularly important with Electric Car Salary Sacrifice. It represents a big shift in the way vehicles for business are funded. There are lots of benefits, but employers understandably often have lots of questions – and our dedicated team is always here to answer them.



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ELECTRIC CAR SALARY SACRIFICE

Good for employees. Good for your business



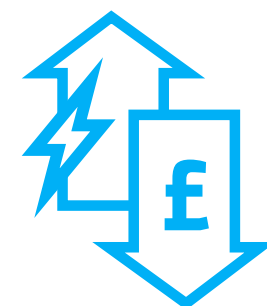
Our Electra Electric Car Salary Sacrifice Scheme allows employees to **drive a brand new electric car for up to 50% less per month** than the equivalent personal leasing deal.



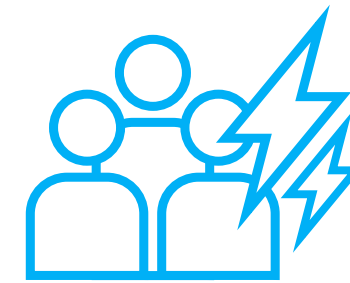
Employees drive newer, greener cars. This benefits the planet and also reflects well in your business sustainability credentials.



Open to any employee (provided the scheme doesn't take them below the National Minimum Wage).



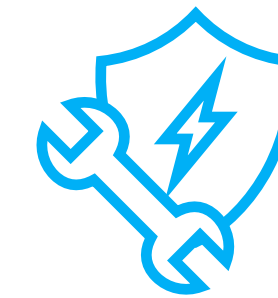
The higher the scheme uptake, the lower your business National Insurance costs.



New electric cars are a powerful asset for your recruitment and retention.



Free Setup in 30 Minutes
Get your portal up and running in just 30 minutes, completely free of



Maintenance and fully comprehensive insurance is taken care of. The employee pays only for the electricity to charge their car.



Call us **FREE ON 0800 321 433**

WE'LL GUIDE YOU EVERY STEP OF THE WAY

There are a few decisions you'll need to make when setting up your Electric Car Salary Sacrifice scheme.

Our team will be happy to talk you through the different steps to make sure every detail of your scheme is right for you

1

DESIGN YOUR SCHEME

Our support starts right at the beginning, to help you create a scheme that matches your needs.

We'll cover decisions such as which electric cars will be included in your scheme right through to whether you choose to share your business National Insurance savings or not.

2

AGREE YOUR SCHEME RULES

Your rules will need to reflect **employment law** and the **HMRC's position**. There will also be changes to your employee T&Cs. None of these are a problem. Helping companies set robust Electric Car Salary Sacrifice rules is what we do.

3

LAUNCH THE SCHEME TO YOUR EMPLOYEES

We'll help you provide communications that set out the **benefits in plain English** (as approved by tax experts) so that your employees are able to make their choices.

4

MAKING YOUR SCHEME EASY TO USE

Once we've helped you set it up, it **couldn't be simpler for employees**. They'll be able to select their car from the options available and chat to one of our consultants to receive a quotation. Once approved and ready for delivery, we'll bring the car to the employee's door.

5

UPDATING YOUR PAYROLL

We'll show you how to **set up your payroll** field and make sure your admin team is comfortable using it. Providing this help is something we do all the time.

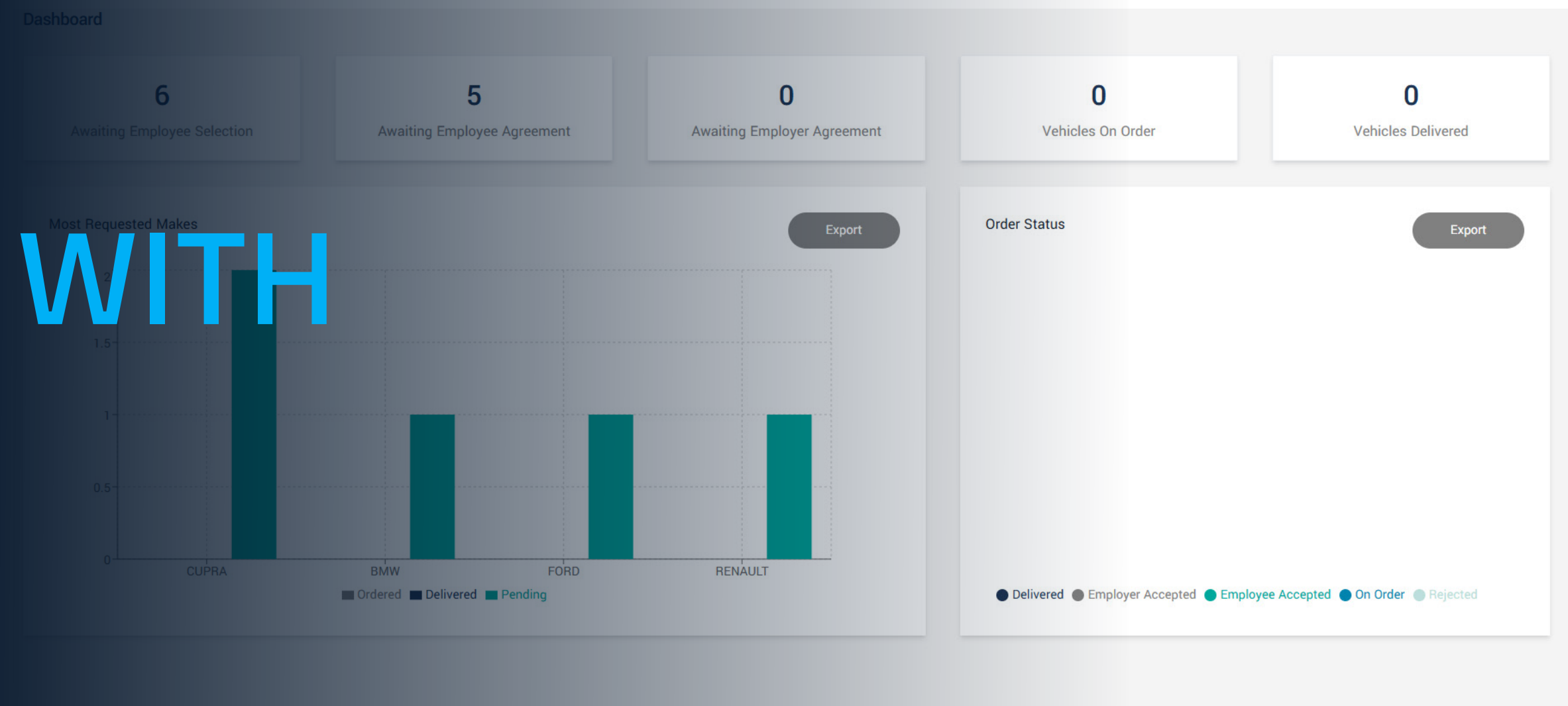
6

PROVIDING ONGOING SUPPORT

A successful start-up of your scheme is **simply the beginning for us**. We're in our client relationships for the long-term, always on the end of the phone. Any little detail, we're here with hands-on help.

MANAGE SALARY SACRIFICE WITH ONE EASY PORTAL

EV salary sacrifice made easy.



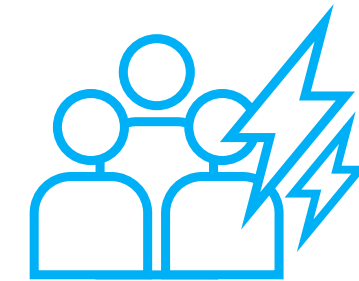
Fleetsauce gives you access to a dedicated portal where you can quote, order and manage your **EV salary sacrifice** with ease. Everything you need, in one place.



Free Setup in 30 Minutes. Get your portal up and running in just 30 minutes, completely free of charge.



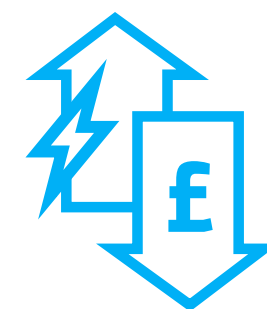
Set Employee Eligibility Rules. Employers can easily set their own criteria for employees, such as CO2 limits and vehicle types.



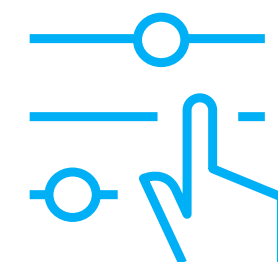
Helpful Guides & Support. Includes clear policies, FAQs and tutorial videos, making it simple to manage and run your scheme with confidence.



Approve Vehicles with Ease. Use the online portal to approve all employee vehicle requests quickly and easily, all in one place.



Guided Payroll Field Setup. While the portal doesn't directly integrate with payroll systems, it provides a clear set of instructions to assist the user in creating the necessary fields for payroll, if needed.



Instant Vehicle Quotes
Employees can quote for any vehicle they choose and explore their options in real time, with accurate pricing.



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