

# ***A DEALER'S GUIDE TO ELECTRIC VEHICLES***

**AA** Cars



# What does the rise in electric vehicles mean for you?

Though electric vehicles (EVs) might currently take up only a small proportion of the used car market, it's clear that this segment will only continue to grow in the coming years. They represent the future of driving and a huge growth potential for dealerships.

As more drivers make the switch, more of those new EVs will come through the used car market. So if you want your dealership to remain relevant in the coming years, EVs are going to need your attention. Now's the time to make sure you're prepared – brush up your knowledge and do your research, ready to help your customers feel confident about buying electric.

- ▶ [Read our ultimate beginner's guide to electric and hybrid cars](#)
- ▶ [Get the latest advice from AA Cars](#)



# New car registrations by fuel type for 2022

1.6 million new cars were registered in 2022, down by 2% from 2021.

Battery electric vehicles (BEV) comprised 16.6% of new registrations, overtaking diesel for the first time ever, becoming the second most popular after petrol. Plug-in hybrids (PHEVs) annual share declined to 6.3%, meaning all plug-in vehicles accounted for 22.9% of new registrations in 2022 – a record high.

However, the increase in overall market share was smaller than recorded in previous years. Hybrid electric vehicles (HEVs) rose to 11.6% in market share for the year. As a result, average new car CO2 fell -6.9% to 111.4g/km, the lowest in history.

| Year to Date |                  |                  |              |                   |                   |
|--------------|------------------|------------------|--------------|-------------------|-------------------|
|              | YTD 2022         | YTD 2021         | % change     | Market share - 22 | Market share - 21 |
| Diesel       | 82,981           | 135,773          | -38.9%       | 5.1%              | 8.2%              |
| Petrol       | 582,473          | 762,103          | -10.4%       | 42.3%             | 46.3%             |
| MHEV diesel  | 72,343           | 98,753           | -26.7%       | 4.5%              | 6.0%              |
| MHEV petrol  | 219,701          | 198,025          | 10.9%        | 13.6%             | 12.0%             |
| BEV          | 267,203          | 190,727          | 40.1%        | 16.6%             | 11.6%             |
| PHEV         | 101,414          | 114,554          | -11.5%       | 6.3%              | 7.0%              |
| HEV          | 189,948          | 147,246          | 27.6%        | 11.6%             | 8.9%              |
| <b>TOTAL</b> | <b>1,614,063</b> | <b>1,647,181</b> | <b>-2.0%</b> |                   |                   |

BEV - Battery Electric Vehicle PHEV - Plug-in Hybrid Electric Vehicle HEV - Hybrid Electric Vehicle MHEV - Mild Hybrid Electric Vehicle





# What kind of electric cars are available?

Not so long ago, the options of electric cars on the market were limited. But as manufacturers work to reduce their combined emissions, EVs are playing an increased role in this – so there are more cars coming to market. In fact, there aren't many manufacturers not selling electric cars these days.

Though you'll likely be familiar with the Teslas and Nissan Leaf models, you might not be as aware of cars like the Mazda MX-30 and DS 3 Crossback E-Tense, for example.

## 49% of drivers

believe that dealers offering advice on the range of EVs and hybrids available would be the most beneficial thing in helping them with their purchase.

Yonder received 15,746 responses from AA Members to its online poll between 10 and 18 May 2021. Yonder is a member of the British Polling Council and abides by its rules.

▶ Use the [Electric vehicle database](#) to search by price, efficiency, range and more.

# Best sellers for 2021 and 2022

## Battery Electric Vehicles

| 2021               |                               | 2022              |                               |
|--------------------|-------------------------------|-------------------|-------------------------------|
| Model              | Total number of vehicles sold | Model             | Total number of vehicles sold |
| 1 Tesla Model 3    | <b>34,783</b>                 | 1 Tesla Model Y   | <b>35,551</b>                 |
| 2 Kia e-Niro       | <b>12,271</b>                 | 2 Tesla Model 3   | <b>19,071</b>                 |
| 3 Volkswagen ID.3  | <b>11,032</b>                 | 3 Kia e-Niro      | <b>11,197</b>                 |
| 4 Nissan LEAF      | <b>9,052</b>                  | 4 Volkswagen ID.3 | <b>9,832</b>                  |
| 5 Audi e-tron      | <b>7,396</b>                  | 5 Nissan LEAF     | <b>9,178</b>                  |
| 6 Hyundai Kona     | <b>7,199</b>                  | 6 MINI            | <b>7,425</b>                  |
| 7 MINI             | <b>6,615</b>                  | 7 Polestar 2      | <b>7,345</b>                  |
| 8 Renault Zoe      | <b>5,778</b>                  | 8 MG 5            | <b>7,030</b>                  |
| 9 Vauxhall Corsa-e | <b>5,605</b>                  | 9 BMW i4          | <b>6,699</b>                  |
| 10 MG ZS           | <b>5,380</b>                  | 10 Audi Q4 e-tron | <b>6,594</b>                  |

Source: SMMT data, 2021

- The Tesla Model Y is now the front runner of BEV sales, surpassing the Tesla Model 3.
- The Kia e-Niro dropped down to 3rd to accommodate the Tesla Model 3.
- The Hyundai Kona, Renault Zoe and Vauxhall Corsa-e all lost their place in the top 10, replaced with the Polestar 2, BMW i4 and MG 5.
- Mini sales increased by 12%.

# How to help customers with home charging

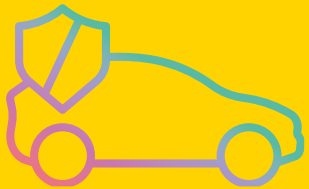
## Give your customers £50 off charging at EO Charging

EO Charging is one of Europe's fastest growing companies on a mission to become the global leader in charging electric van, truck, bus and car fleets.

▶ [theaa.com/car-leasing/ev-home-charger-offer](https://theaa.com/car-leasing/ev-home-charger-offer)



# Give your customers even more



## AA Warranties

We've partnered with WMS Group Ltd to bring you a range of warranty products that can give your customers peace of mind against expensive repairs on used electric vehicles.

From our most comprehensive Protect Plus, or popular Protect Essentials to a simple Protect Lite. For more information, email [customerservices@theaacars.com](mailto:customerservices@theaacars.com) or call 01920 877750.



## Vehicle Inspections

Navigating the used car market is daunting enough, and can be even harder for consumers interested in used EVs.

Our thorough inspections by our expert engineers cover all types of vehicles, including electric and plug-in hybrids. Every inspected vehicle comes with a pass report for complete customer transparency and peace of mind.



## Breakdown cover

As the UK's No.1 breakdown service provider, we cover all types of electric and hybrid vehicles with no extra premium to pay.

Add our EV breakdown cover to your offering, alongside our 12 months' free Basic Breakdown Cover, to strengthen your after sales service.



# EV terminology explained

## The acronyms

### EV

The simplest of all, EV is 'electric vehicle' and applies to models that run purely on electricity.

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### BEV

Another way of saying EV that's often adopted by manufacturers, BEV means 'battery electric vehicle'.

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### PHEV

This means 'plug-in hybrid electric vehicle'. It refers to cars that you plug in to charge, but also have an engine. They're essentially a combination between an electric car and a petrol model.

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### HEV

This means 'hybrid electric vehicle' and describes hybrids that you don't need to plug in to charge, they 'self-charge' as they drive along. They have minimal electric-only ability though.

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### MHEV

This stands for 'mild-hybrid electric vehicle', these models pair a conventional engine with a small battery and often a small electric starter generator to replace the starter motor and alternator. They bring light efficiency benefits and don't typically cost much more than a regular petrol or diesel vehicle.





# EV terminology explained

## Charging

### Kilowatts (kW)

This is a measure that you'll come across twice with electric cars. The first is to describe the power of an electric motor, and the second is to measure the speed of an EV charger. They can range from slow 3.7kW home chargers through to advanced 350kW chargers that offer super-speedy charging. Every electric car has a maximum charging rate though, so it doesn't mean they can actually use that 350kW speed.

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### Kilowatt Hours (kWh)

When it comes to electric cars, kilowatt hours (kWh) is the measure of a battery's size, ranging from 18kWh in small smart cars through to 120kWh in the flagship Mercedes EQS. The size of the battery is generally a gauge to how far an EV can go on a single charge, though of course there are other variables at play like efficiency and weight.

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### AC and DC charging

AC stands for alternating current and DC is direct current. AC is the type of electricity used for slower charging, while DC is used for rapid charging as it's the faster type of current. Each electric car will have an AC and DC charging limit, which ultimately dictates how quickly they can charge.

### CHAdeMO

This is the rapid charging standard that Japan introduced, and one that hasn't really been picked up by other manufacturers, outside of Mitsubishi, Nissan and Lexus. The Nissan Leaf uses this type of rapid charging. And due to this model's popularity, you'll notice many rapid electric car chargers include this cable attachment.

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### CCS

The type of DC rapid charger you're most likely to find in the UK is CCS, which is adopted by the vast majority of electric cars. Even Nissan is introducing CCS to its new electric Ariya SUV, signifying that CCS is the way to go, at least in Europe.

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### Type 1 and Type 2 cables

For slower AC charging, there are 2 cable types. The first is Type 1, which is the one used by Nissan Leafs and Toyota Prius plug-in hybrids, but little else. Type 2 is the most common, as it's able to combine with CCS rather than a car needing to have 2 different kinds of sockets inside it.

# EV terminology explained

## Other areas

### Regenerative braking

To maximise range and efficiency, hybrid and electric cars come with a feature called regenerative braking, which is able to charge the battery by turning kinetic energy into electricity. You can often control how much 'regen' you'd like, with some cars even offering 'one-pedal driving', where as soon as you ease off the accelerator the car will begin to brake.

### WLTP

When looking at an electric car's range, you might notice the WLTP after the number of miles it claims. It stands for 'worldwide harmonized light-duty vehicles test procedure' and is the method of testing a car's efficiency. WLTP is also used to measure environmental performance of petrol, diesel and hybrid cars.

