Electric Truck Report 2025

Prepared by MOV3MENT
In partnership with JET Charge

MOV3MENT
transport energy environment

Sparking a movement

Knowledge is needed to spark a movement, as the road remains uncertain.

Interest in electric trucks and vans is accelerating, yet the market remains challenging to navigate. Information on vehicle availability, pricing, and performance is scattered and hard to find. Even knowing how many electric trucks are sold was hard to access until recently, as adoption rates remain below one percent across most segments.

This inaugural electric truck report shines a light on what's available, what's viable, and how to charge. It brings together data from vehicle and technology suppliers, fleets, and media reports. While there are still some gaps and uncertainty, the data is robust enough for initial decisions to begin your electrification journey. Without coordinated action from technology suppliers, freight customers, fleet operators, and governments, we risk falling short. The urgency is real. Fleets have small margins and limited time so need help. Otherwise, they may remain idle while the future moves ahead.

Industry must move — together.

Every new model launched, every freight customer who commits, every fleet that trials, and every enabling government program keeps the wheels turning. There won't be a single breakthrough — progress will come through a series of collaborative steps.

This isn't just about observing change. It's about driving it.

Who is MOV3MENT?

Since 2015, MOV3MENT has been simplifying energy emissions and the economics of low carbon transport. Our 'special sauce' is bold but practical advice based in the real world, and a focus on heavy vehicle operators, suppliers, and policymakers.

We support governments in designing programs and policies that overcome barriers, show real-world benefits, and build awareness.

We're proud of our independence, principled approach, and evidence-based advice.

Learn more at www.MOV3MENT.com.au or connect with us on LinkedIn

Our partners.

This report was developed in partnership with **JET Charge** and with support from **Australian Alliance for Energy Productivity**.

JET Charge is one of Australia's leading EV charging solution providers, helping organisations roll out and operate charging infrastructure at scale, from homes to depots, including electric trucks and buses. Their national team brings together planning, technology, and long-term support, giving fleets a clearer, lower-risk path to electrification.

Australian Alliance for Energy Productivity (A2EP) is an independent, not-for-profit Alliance of more than 90 business and research leaders targeting greater energy productivity and decarbonisation in all sectors to support business success, jobs growth, and the transition to a net zero economy. A2EP sees electrification of freight as a major pathway to achieving this.

Key findings

MARKET MOMENTUM

278

Electric trucks and vans (>3.5t GVM) sold in Australia in 2024 (could increase to 300 this year)

BRAND EXPANSION

x4

Growth in brands from 3 in 2023 to 12 in 2025

COST OUTLOOK

Total Cost of Ownership

close to diesel for light rigid urban delivery trucks but all other segments require lower prices than currently available and/or longer range than typically achieved

MARKET MOMENTUM

x3

Sales tripled in 2023, marking a pivotal year

VEHICLE TRENDS

Rigid trucks dominate

especially in urban delivery, but new prime movers are being adopted using daytime charging to extend range

FLEET LEADERS

100%

Woolworths, Australia Post and IKEA are seeking to electrify all last mile deliveries before 2030. TGE and ANC Delivers have more than 60 electric trucks and vans each with more than 100 targeted

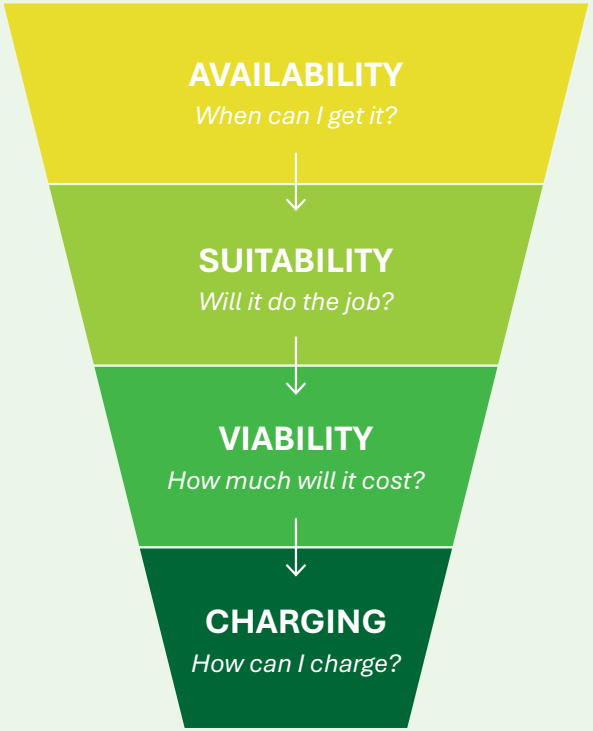
x2

CHARGING CHALLENGES

Higher cost can be expected for faster daytime charging at destination or public sites. First public truck charging site in Australia now open!

Business case

Potential sales volume of ZEV truck



Actual sales volume of ZEV truck

What's included

What are electric trucks?

Electric trucks (and vans) are powered by batteries which are charged overnight and possibly in the daytime depending on travel distance required.

Their operational benefits include happier and healthier drivers, lower maintenance costs, and lower energy use at reduced cost.

Reputational and environmental benefits include zero tailpipe emissions, less noise, and zero carbon emissions if powered by renewable electricity.

This report considers road registered electric trucks and vans above 3.5 tonnes (Gross Vehicle Mass).

The following weight categories are applied to identify availability, review suitability, assess viability, and consider charging; but energy use and payload varies considerably by duty cycle application.

Light Duty (LDV and LD)

Vans and rigid trucks with 3.5t to 8t GVM

Examples: urban delivery and supermarket home delivery

Account for around 60 per cent of electric truck and van sales

Medium Duty (MD)

Rigid trucks from 8t to 17t GVM

Examples: Furniture delivery and parts/equipment transport

Account for less than 10 per cent of electric truck and van sales

Heavy Duty (HD)

Rigid trucks and prime movers over 17t GVM

Examples: Waste collection and supermarket distribution

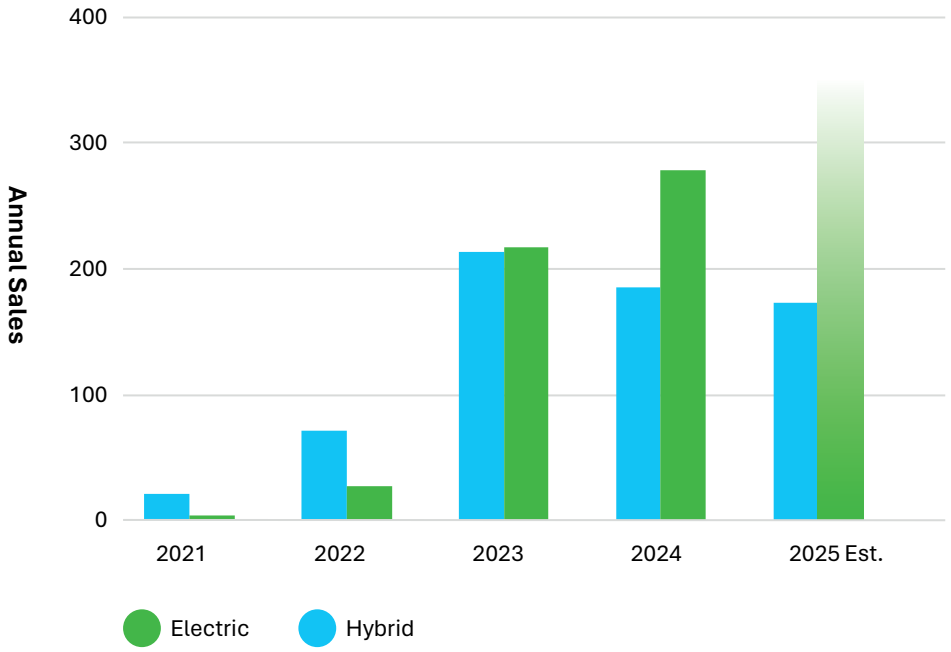
Account for around 30 per cent of electric truck and van sales

Progress: Historical sales, ARENA grants and fleet commitments

Historical sales

Over the last decade hybrid trucks were popular, however electric trucks and vans grew strongly in 2023 to 217 sales and surpassed hybrids with 278 sales in 2024. If year-to-date sales continue on track, the estimated total for 2025 should reach 300 for the first time. That would push the total of all on-road electric trucks and vans over 800 (Source: TIC)^.

There has been a surge of newly available models (see next page) driving a recent increase in sales of both heavy-duty trucks and electric vans. These sales have also been driven by ARENA grants and delivery of fleet commitments (see opposite).



^Excludes pre-sold trucks that have been retrofitted to battery electric or new electric trucks being 'trialled' (i.e. not a commercial sale). Expected 2025 annual sales will be highly dependant on the scale, timing, and number of grants and 'leadership' purchases that can distort monthly sales (e.g. large sales spike in May/June each year).

ARENA grants and fleet commitments

The current focus of ARENA's Driving the Nation Fund is to demonstrate and deploy heavy vehicles, charging solutions, and other innovation supporting uptake of BEVs. The table shows the list of committed projects in various stages of execution:

LEAD	LOCATIONS	# BEVs	CHARGING
Toll	10 depot/customer: NSW, QLD, WA	28	31 x 60 - 600 kW
Linfox	Various: QLD, SA, VIC	26	26 x 40 kW estimated
Zenobe	Alexandria, NSW	60	Shared: 22 x 120 kW
ANC Delivers	Bella Vista, NSW	112	112 x 22 kW
Centurion	Hazelmere, WA	30	13 x 50 kW, 2 x 150 kw
Patrick Terminals	Fremantle Port, WA	9	2 x 260 kW
TGE	Sydney, NSW	60	25 x 7 kW, 22 x 22 kW, 16 x 120 kW
Committed		**325**	**271**

Fleet commitments:

Woolworths: 100% electric home deliveries by 2030 (1,200+ vehicles up from 75).

IKEA: 90% of third-party home deliveries electric by 2028 (100+ vehicles up from ~60).

ANC Delivers: electrify 30% of last mile delivery fleet by 2028 (up from ~72 today).

Australia Post: Over 5,000 electric delivery vehicles covering 50% of last mile deliveries (mostly 3-wheelers, 20 eCanters and 36 eVito electric vans being introduced 2025).

TGE: 300+ electric/hybrid vehicles over three years in NSW, VIC and QLD (up from ~60).

Mainfreight: Target of 50 and 100 electric vehicles globally by 2025 and 2029 respectively with conversion of 10% metro fleet by 2030.

Availability: What electric trucks and vans can I buy now?

SEGMENT	MAKE	MODEL	SEGMENT	GVM (t)	GCM (t)	CLAIMED RANGE (km)^	BATTERY SIZE (kWh)	DC CHARGE RATE (kW)	PRICE RANGE ($)	CUSTOMER EXAMPLES
Light Duty Van	Farizon	SV Cargo Van	Van	3.5		375	83	140	80,000 – 120,000	Star Doors, The Little Marionette, ReGenEV, Helios
	LDV	eDeliver7	Van	3.65		310 - 360	77 - 88	90		Ausgrid, Douglass Pathology, Rentokil, Wormald Security
	LDV	eDeliver9	Van	4.05		280	89	80		Bolloré Logistics
	Ford	eTransit	Van	4.25		300	68	115		ANC, FoodShare, Vaccari's Bakery, Essential Energy
	Daimler/Mercedes	eSprinter	Van	4.25		350	81 - 113	115		DHL, AusPost
	EV Automotive	EC11 E-Cargo	Van	4.5		300	74	60		Tasfast Airfreight
Light Duty Truck	JAC	N55	Rigid	4.5 - 5.5		220	97	90	110,000 – 190,000	All Purpose Transport, ANC, Border Express
	Foton	T5	Rigid	4.5 - 6		200	81	85		Woolworths, Ausgrid, All Purpose Transport, Bunnings, Capital Transport, Grace Removals, Kennards Hire, Mainfreight, Naughton Transport, Sydney Council
	Iveco	eDaily	Van/Cab chassis	4.5 - 7.2		120 - 300	37 - 111	80		None identified. No sales recorded.
	Hyundai	Mighty	Rigid	4.5 - 7.3		200	115	100		PrixCar Services
	Farizon	H9E	Rigid	4.5 - 8		240 - 375	100 - 162	100		None identified. No sales recorded.
	Daimler/Fuso	eCanter	Rigid	4.5 - 8.5		200 - 250	41 - 124	104		Goldstar Transport, AusPost, Linfox, Team GE, Vic Freight Specialists
	JAC	N75	Rigid	7.5		245	107	90		All Purpose Transport, Sigma Pharmaceuticals
Medium Duty Truck	JAC	N90	Rigid	9		200	107	90	160,000 – 400,000	ANC
	Volvo	FL	Rigid	16		300 - 450	280 - 375	150		Simon National Carriers, AusPost, DHL, Followmont, TGE, Linfox, Martin Brower, Matic Transport
	Scania	25P	Rigid	16		250 - 300	165 - 300	130		Total Logistic Solutions
Heavy Duty Truck	Volvo	FM/FMX	Prime Mover, Rigid	18	50	300 - 400	450 - 540	250	430,000 – 800,000	CD Dodd, DHL, JR Stephens, Linfox, Marleys, NSW RFS, SEQH, SRH Milk Haulage, Wickham Freight Lines, QLD FS
	Daimler/Mercedes	eActros 600	Prime Mover	22	44	200 - 500	336 - 621	400		Arrow Transport Logistics (trial)
	Volvo	FE	Rigid	26	26	275 - 300	265 - 375	150		Geodis, Simon National Carriers, JJ Richards
	Volvo	FH/FH Aero	Prime Mover	26	47	300 - 400	450 - 540	250		Linfox, Followmont, Rise of the Phoenix, SEQH
	Daimler/Mercedes	eActros 300/400	Prime Mover, Rigid	27	40	220 - 400	336 - 448	160		Centurion, Goldstar Transport
	Foton	eAuman C	Rigid (mixer)	31		100 - 150	282	433		Holcim
	Daimler/Mercedes	eEconic 300	Rigid (waste)	19 - 27		100 - 150	336	160		None identified. No sales recorded.

^All information (except pricing) is based on supplier specification and public claims. The range is based on various test cycles and may not be directly comparable or achievable depending on duty cycle. Further enquiries should be conducted.

Availability: What electric trucks and vans are expected soon?

Truck manufacturer announcements and discussions indicate the specifications and expected availability timelines of upcoming models in Australia, as shown in the table below.

While many more models are available in Europe, China, and the U.S., not all will come to Australia and for those that do there is often a significant delay.
These delays stem from perceived low market demand and local engineering and compliance requirements.

Timings for placing orders in Australia can vary widely from weeks to months but some suppliers may already be willing to accept orders for next year.

MAKE	MODEL	SEGMENT	GVM (t)	GCM (t)	CLAIMED RANGE (km)^	BATTERY SIZE (kWh)	DC CHARGE RATE (kW)	EXPECTED TIMING
BYD	T45	Rigid	4.5		200	85 - 99	75	2026
	ETM6	Rigid	7.5		200	126	115	2026
	T025	Rigid	25		250	377	120 x 2	2026
	T10DSJ	Rigid	31		200 -260	355 - 444	100 x 2	2026
DFAC	eCaptain E	Rigid	4.5 - 6		TBC	81	TBC	Q2 2026
	eCaptain C	Rigid	8 - 9.5		TBC	TBC	TBC	Q2 2026
DAF	XB Electric	Prime Mover	12 - 19		350	141 - 282	150	Model in Australia for evaluation May 2025
	XD Electric	Prime Mover, Rigid	20.5 - 29	50	500	210 - 525	150+	Possible, not confirmed
	XF Electric	Prime Mover, Rigid	20.5 - 29	50	500	315 - 525	150+	Possible, not confirmed
Isuzu	NPR 75-200 EV	Rigid	7.5		200	100	80+	Announced May 2025, no date set
Foton	eAumark S	Rigid	8.5		TBC	100	100	Q1 2026
	eAuman D	Rigid	18		TBC	281	210	Q1 2026
	eAuman C	Rigid	31		TBC	350	433	January 2026: 350 kWh, mixer / cab chassis / 10x4 variants
KRW Hydron	E53	Prime Mover	26.5	53	TBC	600	370	January 2026
SANY	SY408P	Rigid	32 - 38		TBC	350	250	Possible, not confirmed
Sitrak	C9H EV	Prime Mover			380	600	350	Q2 2026
	TX 6X4	Prime Mover	25	37.5	200	422	250	Q2 2026
	TX 8x4	Rigid	31	40	200	422	250	Q2 2026
Scania	R / S	Prime Mover		42 - 64	375 - 395	520 - 728	375	Possible, not confirmed
Windrose	E1400	Prime Mover	25	49 - 58	670	729	870	Q1 2026

^All information (except pricing) is based on supplier specification and public claims. The range is based on various test cycles and may not be directly comparable or achievable depending on duty cycle. Further enquiries should be conducted.

Suitability: Are electric trucks and vans suitable for my fleet?

There are many factors affecting the suitability of electric trucks. In general, electric trucks are **most suitable for fleets with short-range, predictable routes, consistent overnight parking, moderate payloads, and access to depot charging** — especially those aligned with long asset cycles and sustainability goals. Individual fleet operators will differ, but many fleets will have diesel trucks that can be replaced with electric. However, flexibility to adapt current operations can maximise the potential benefits. Some initial questions and considerations are summarised below. These considerations are not exhaustive nor necessary conditions but should inform purchase alongside financial viability (see over).

KEY QUESTION	CONSIDERATIONS	SUITABILITY SUMMARY
 **Purchase** *Should we buy new or wait for second-hand?* *What's our expected ownership period?*	Second-hand electric trucks are scarce. New trucks may require longer ownership (5+ years) for fuel savings to pay back the higher upfront price.	Fleets with **longer asset retention cycles** are more suitable.
 **Range** *Do vehicles travel over 200 km from home?*	Claimed range is often up to 300 km but lower in real-world due to depth of discharge limits (how much of the battery the truck manufacturer allows you to use), auxiliary power (e.g. PTO), payload, terrain, and conditions.	Fleets operating **within 200 km of a home base** are more suitable.
 **Consistency** *Do vehicles park at same location overnight?*	Charging infrastructure is typically site-specific. Vehicles may need to be dedicated to locations with charging unless multiple depots are electrified.	Fleets with **consistent overnight parking** locations are more suitable.
 **Certainty** *Are routes and schedules predictable?*	Overnight charging requires downtime. Daytime charging may need planned dwell periods and route control.	Fleets with **predictable, repeatable operations** are more suitable.
 **Payload** *Is the operation or route already at maximum weight?*	Electric trucks are heavier due to battery weight, increasing tare by up to 30%, especially on the front axle. If a diesel truck is near its weight limit, switching may require using a lighter body or upgrading to a higher GVM class — increasing costs, size, and license requirements.	Fleets that operate at **below maximum payload** are more suitable.
 **Driving** *Is frequent stop-start driving common?*	Electric trucks excel in urban environments due to regenerative braking and low idle energy use. Highway driving, especially on grades, may be less efficient.	Fleets operating in **urban or mixed traffic conditions** are more suitable.
 **Charging** *Is depot charging possible?*	Depot charging may not be possible due to length of site lease, space available, or electrical constraints. Switching to BEV may not be possible without charging at customer/public sites.	Fleets with **access to depot charging or potential** to install it are more suitable.
 **Readiness** *Are we prepared to manage change?*	Electric trucks require new maintenance protocols, telematics, and energy monitoring. Training for drivers, depot staff, technicians, and schedulers may be required.	Fleets with **capacity to manage new systems and training** are more suitable.
 **Customer** *Are there external sustainability targets?*	Customer expectations may support electrification. This may not provide a green premium but could increase contract length, provide operational flexibility, or allow charging at their destination.	Fleets with **customers who have sustainability targets** are more suitable.

Viability: How to use the viability matrix

Purpose

This tool is designed to help fleet operators quickly assess the cost-effectiveness of transitioning to electric trucks in the short term—specifically within the next 12 months—using back-to-base charging. Six example truck applications were selected to represent a cross-section of the most commercially available and operationally viable electric trucks today (covering majority of sales by truck type and application).

The selected examples provide a representative spread across weight classes and duty cycles. This helps fleets to quickly benchmark their own operations even if their exact application isn't shown.

How to use the viability matrix

(Electric vehicle price vs annual kilometres)

The following three slides provide various combinations:

- Electric truck price ($) Y-axis
- Annual km (kilometres): X-axis

It's divided into three 'traffic light' zones

Green: Electric cheaper: EVs are cost-effective here.

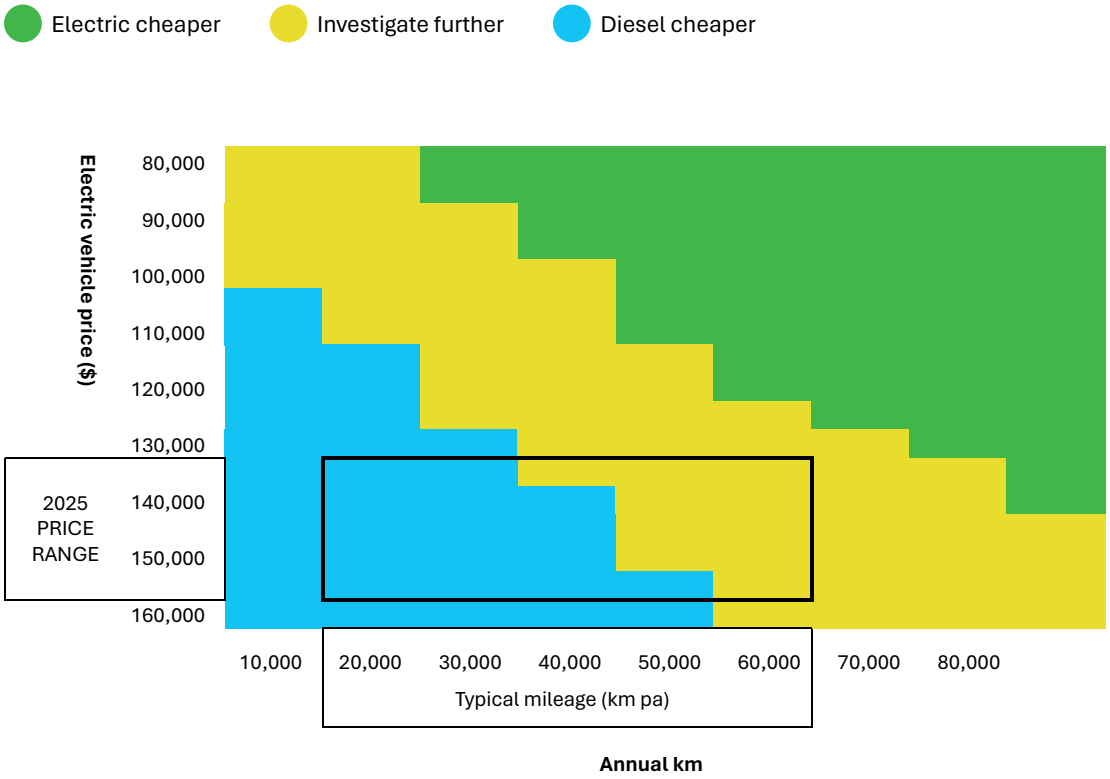
Yellow: Investigate further: May be viable depending on use case.

Blue: Diesel cheaper: EVs are not yet cost-effective.

2025 price ranges and typical mileages are presented.

Here are five steps to use the graph:

1. Based on the six example duty cycles on the following three pages, please select the most relevant size/duty.
2. Locate your truck's annual kilometres on the X-axis (noting current electric trucks may not be capable of typical diesel operations).
3. Estimate the price of the electric truck you're considering on the Y-axis.
4. Find the intersection of price and kilometres on the graph.
5. Check the color to see if electric is cheaper, needs further analysis, or if diesel is more viable.

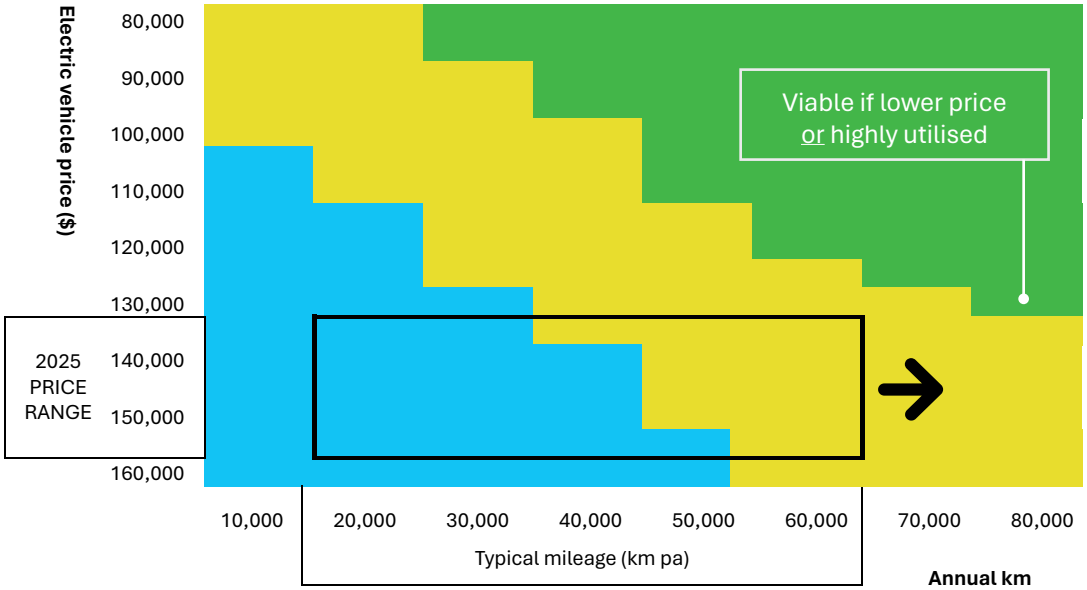


Key assumptions for total cost of ownership of electric truck relative to diesel

- based on first seven years of ownership.
- higher depreciation, finance, and insurance costs for electric ownership.
- offset by lower energy cost (including home/depot charger installation) and servicing costs for electric operation.

Viability: Light duty trucks and vans

Urban delivery



OPTIONS TO IMPROVE VIABILITY

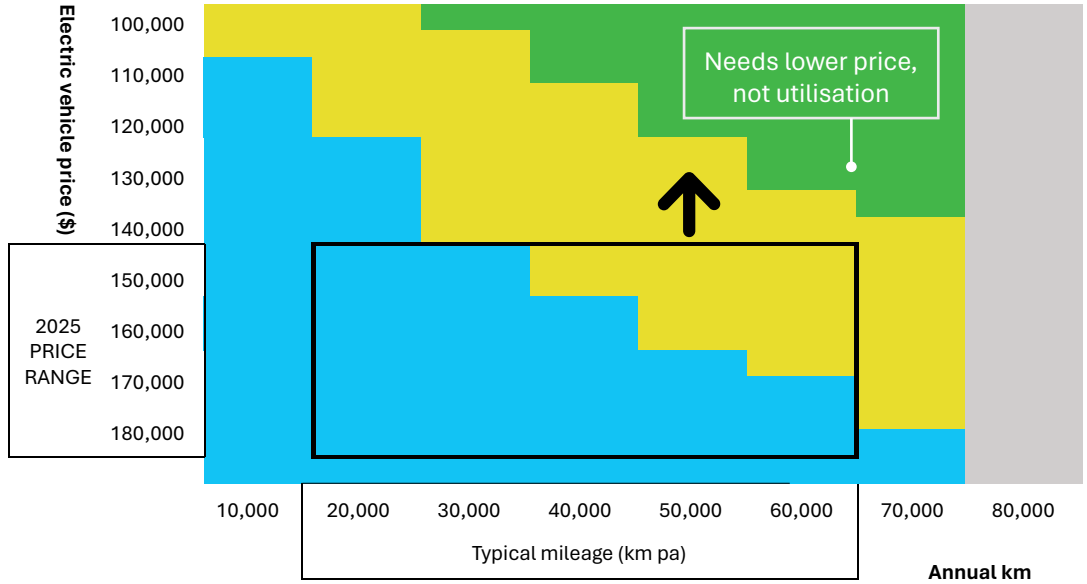
Lower electric vehicle price

Possible van options are available at lower prices (e.g. LDV pictured) if range is suitable.

Increase utilisation

Beyond **55,000** annual km will likely require faster daytime charge to extend range. This could halve additional savings per km relative to diesel compared to depot charging only.

Supermarket home delivery



OPTIONS TO IMPROVE VIABILITY

Lower electric vehicle price

Possible options to reduce battery size to lower price if daytime charging accessible at customer.

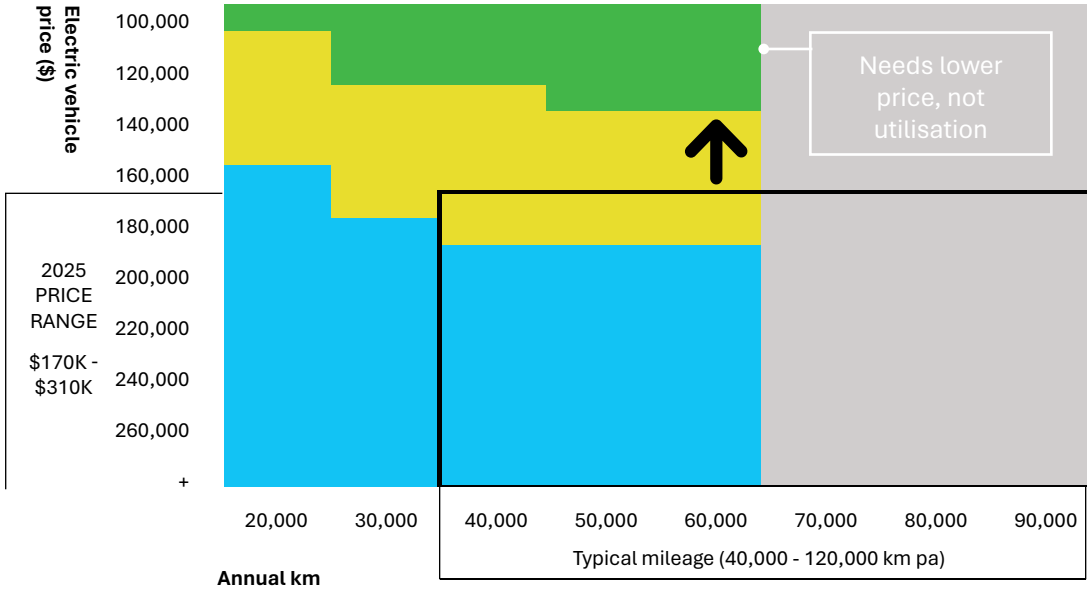
Increase utilisation

Beyond **75,000** annual km requires more than one daytime charge to extend range which may be limited by neccessary dwell or charging speeds.

^Based on both overnight and daytime charging with cumulative 160% State of Charge.

Viability: Medium duty

Regional (furniture) delivery



OPTIONS TO IMPROVE VIABILITY

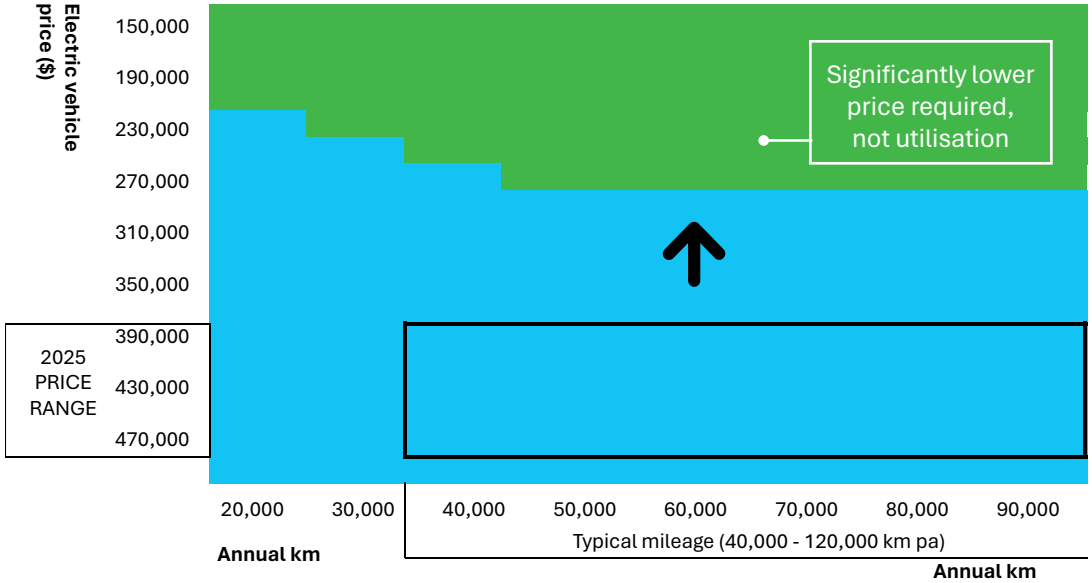
Lower electric vehicle price

Limited options to reduce battery size but new electric models in this size class could improve over time.

Increase utilisation

Beyond **65,000** annual km likely to require more than one daytime charge to extend range which may be limited by required dwell or charging speeds.

Regional (parts) transport



OPTIONS TO IMPROVE VIABILITY

Lower electric vehicle price

Regional duty cycle not ideal for payback of higher upfront cost based on limited regenerative braking and idle reduction.

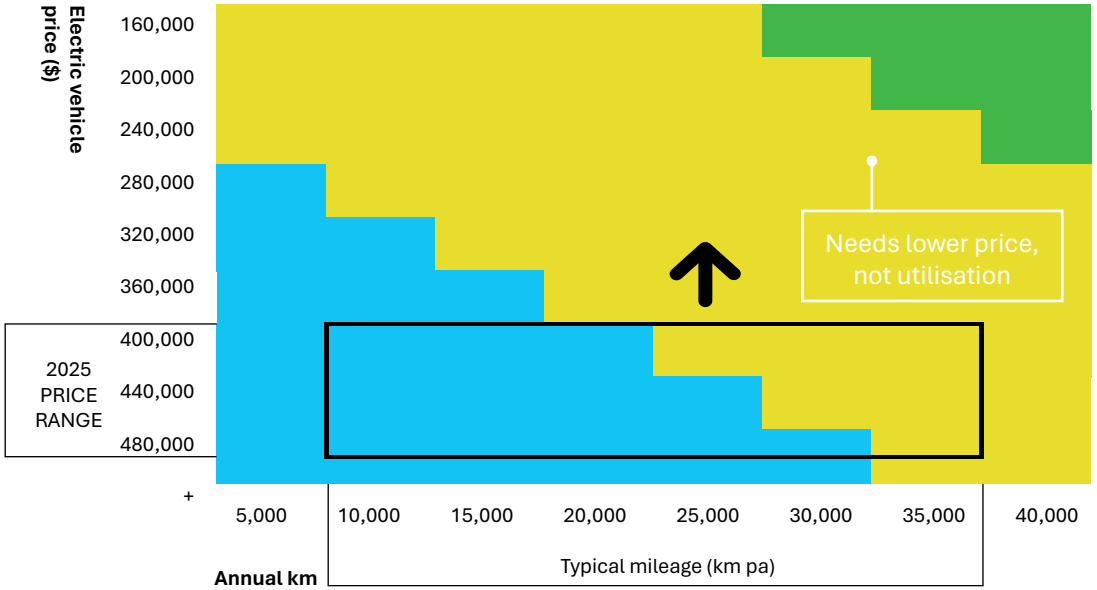
Increase utilisation

Beyond **50,000** annual km likely to require a daytime charge to extend range with limited benefit based on high-cost charging.

^Based on both overnight and daytime charging with cumulative 160% State of Charge.

Viability: Heavy duty

Waste collection



OPTIONS TO IMPROVE VIABILITY

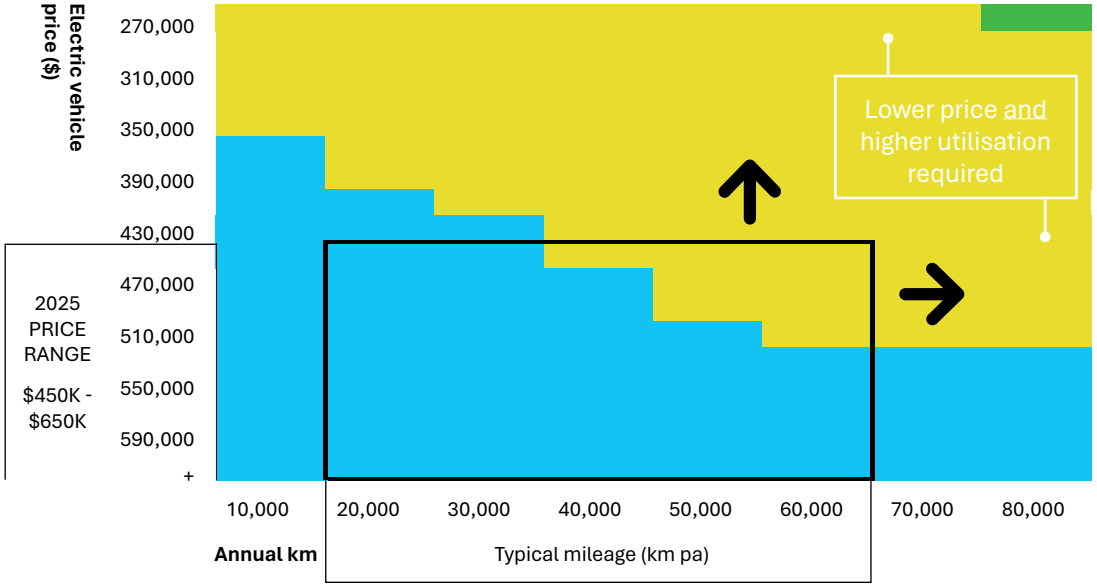
Lower electric vehicle price

New electric models are expected from Chinese suppliers that will reduce price and extend range (e.g. SANY and SITRAK).

Increase utilisation

Beyond **40,000** annual km requires faster daytime charge to extend range but can still achieve additional savings relative to diesel.

Supermarket distribution



OPTIONS TO IMPROVE VIABILITY

Lower electric vehicle price

New electric models are expected from Chinese suppliers that will reduce price (possibly over $100k cheaper) and/or extend range (e.g. Windrose).

Increase utilisation

Beyond **50,000** annual km will likely require faster daytime charge. Larger batteries and faster charging needed with new electric models.

^Based on both overnight and daytime charging with cumulative 160% State of Charge.

Charging considerations: Depot/Destination/Public

Provided below are three common types of charging locations (with expected speeds described as 'slower', 'fast', and 'ultra fast') based on truck battery capacity and dwell time. These categories are not discrete and speeds overlap (e.g. overnight 'slow/fast' charging may occur at customer, or 'ultra fast' charging in the daytime at a depot for top up).

Faster speeds are only necessary for particularly short dwell times enroute or larger truck charge requirements. Infrastructure costs increase for faster charging and will also increase as more chargers are added onto a single site based on electrical capacity upgrades. The consideration of charging is critical as fleet adoption extends beyond a trial of one vehicle.

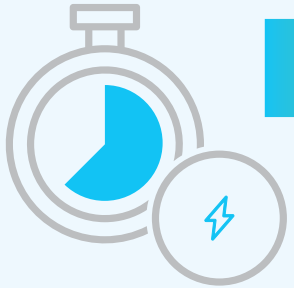
Depot/home (private)

Works well for most trucks that remain at commerical depots or residential homes overnight. Generally used to fully charge.

'SLOWER' ^

11 to 50 kW

2 to 8 hrs



^AC or low-power DC chargers

SPEED
3 - 4 TIMES

Destination (shared)

Only required if trucks need to recharge during idle times at depot or loading and unloading in the daytime. Mostly used to top up (e.g. from 30-60%) and extend range.

'FAST'

50 to 150 kW

45 min to 3 hrs

SPEED
3 TIMES

Enroute (public)

Will be necessary for long-distance or highly utilised operations along highways or at key freight hubs, possibly within regulated driver breaks.

'ULTRA FAST'*

150 to 500 kW+

20 to 60 min

*Most trucks unable to charge at these speeds, particularly megawatt, but some trucks can access two chargers (e.g. 2 x 300 kW) to increase speeds.

Viva Energy has deployed the first publicly accessible electric truck charging in Geelong with two 350 kW DC charging points (4 x 350 kW).

Ampol will launch two 300 kW DC charging points (4 x 300 kW) at Wyong later this year.

Other plans include:

- Zenobe is building a hub servicing Woolworths but aims to contract other fleets if chargers are unused.
- Mondo is planning truck charging hub in Laverton, Melbourne.
- New Energy Transport is planning charging for their own trucks which may be shared with other users in Sydney and Wollongong.
- NewVolt is planning three charging hubs in Melbourne (see over).

Expected vehicle charging requirements

URBAN: Light duty (<140 kWh) Mainly depot (private) with possible 'top-up'

REGIONAL: Medium duty (140 - 360 kWh) Likely to need daytime destination (shared) charge to achieve range needed

LINE HAUL/SPECIALISED: Heavy duty (+360 kWh) May require enroute (public) charging to achieve speeds required

Next steps: Selecting a vehicle and planning fleet charging

When selecting a vehicle, focus on these key factors:

1. GET REAL

Don't guess. Begin with accurate fleet data and replacement plans to prioritise rollout. If daily range needs are well below the vehicle's claimed range, consider models with smaller batteries to reduce cost (~ $750/kWh) and increase payload (~10kg/kWh).

2. TOP UP

If vehicles regularly use over 70% of their battery (usable capacity), assess options for daytime charging—depot, customer sites, or public. Charging speed is often limited by the vehicle not charger. Ensure the truck's DC charge rate (e.g. 150 kW) can deliver meaningful top-ups (e.g. 70 kWh in ~30 minutes).

3. KNOW BEFORE YOU GROW

Starting with one vehicle can reduce capital investment and allow for a trial to assess if performance meets requirements but larger purchases may unlock discounts or qualify for grants.

4. SWEAT THE ASSET

Low distances address range anxiety but give less opportunity to recoup the higher upfront costs of electric trucks.

5. GET IN EARLY

Light vans and trucks may be available within weeks. Larger trucks require factory orders with lead times up to 6–12 months.

6. GO FORWARD TOGETHER

Talk to your customers and vehicle suppliers as technology is evolving rapidly. Connect with other fleets who are leaders.

When planning fleet charging, focus on these key factors:

1. BALANCE THE CHARGE

Know each vehicle's battery size and its maximum DC charging rate. The truck's charging rate can be the limiting factor so don't over-invest in fast chargers the trucks can't handle. Small trucks can fully charge overnight using 11 kW or 22 kW AC chargers.

2. TIME IT RIGHT

Estimate how long vehicles are parked (e.g. 6pm–6am). Longer dwell times support slower overnight charging, while shorter windows or larger batteries may require a fast charger (e.g. over 100 kW DC) for daytime top-ups.

3. SCALE WISELY

Plan for growth over the next three years. A single wall-mounted charger may suffice for one vehicle, but larger setups need an electrical capacity assessment by a Charge Point Operator (CPO).

4. WATCH THE CLOCK TO SAVE

Understand when charging will occur and how it aligns with electricity tariffs—especially peak evening rates. Network tariffs can impact long-term operating costs but can be offset with onsite solar PV generation or battery energy storage systems.

5. POWER UP THE PLAN

Electrical upgrades and new connections can take 12–24 months. Early planning is essential to meet future fleet expansion needs.

Fleet transition is complex and can change your entire operation. It's not just substituting an electric truck for a diesel one, and mistakes can be very costly. Don't just "wing it", use trusted experts like fleet advisers and charge point operators to develop and support your plan.

Next steps: Improving viability

Transitioning to electric trucks in Australia requires coordinated action across three key stakeholder groups: government, customers, and truck suppliers. Each plays a unique role in overcoming financial barriers to adoption. Here are some examples of efforts to improve viability for electric trucks:

Government

Grants and subsidies have been instrumental in accelerating the uptake of electric trucks globally, helping fleets overcome the high upfront costs and infrastructure challenges associated with transitioning to zero-emission vehicles. The following examples highlight both local and global examples.

- **Federal:** ARENA (Driving the Nation grants with $100M committed specifically to heavy vehicle electrification) and CEFC (low-cost financing with at least $6M for electric trucks).
- **Victoria:** $8 Million co-investment over two-years to help small and medium transport operators begin transitioning to low-emissions vehicles.
- **NSW:** Electric vehicle fleets incentive supported vans/trucks up to 4.5 tonnes ($8,000 to $10,000 per vehicle) and ($1,200 to $3,000 per charger) for fleets of at least 3 vehicles.
- **Tasmania:** Up to $20,000 to purchase an electric delivery van ($300,000 in funding was made available from February 2025).
- **New Zealand:** Supports adoption of electric trucks over 5.9 tonnes GVM with up to 25% of the purchase price with maximum grant of NZD $1 million per vehicle operator.
- **Europe:** Germany covers up to 80% of the additional cost of electric trucks and Netherlands offers up to 30% of purchase price up to AUD $200,000 per vehicle.
- **US:** Across the US over a dozen states offer grants from California up to Washington and over to Massachusetts and Texas with an average of AUD $300,000 per vehicle.

Truck suppliers

Reduce upfront costs: Volume discounts, flexible leases, and modular/expandable battery configurations can allow more fleets to switch at lower upfront cost.

Lower risk: Investment in public charging, replaceable/upgradeable battery systems, and price guarantees for resale/repurchase all address the risks of switching to EVs.

Customers

Large freight customers have the purchasing power to influence fleet decisions through a variety of mechanisms including:

- **Targets:** Setting targets for electrification provides fleets confidence to invest and the ability to scale investment over time.
- **Green premiums:** Paying slightly more for zero-emission freight can help offset higher upfront costs.
- **Longer contracts:** Multi-year agreements provide financial certainty for transport operators, increasing confidence in truck suitability and return on investment.
- **Direct vehicle and charger ownership:** Some freight customers overseas are purchasing vehicles or charging equipment and leasing back to fleets to reduce their capital burden.

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