DOCKETED	
Docket Number:	18-ALT-01
Project Title:	2019-2020 Investment Plan Update for the Alternative and Renewable Fuel and Vehicle Technology Program
TN #:	229210
Document Title:	Bloomberg NEF Presentation
Description:	This document supersedes TN 229207
Filer:	Jessica Martinez
Organization:	California Energy Commission
Submitter Role:	Commission Staff
Submission Date:	8/5/2019 12:44:37 PM
Docketed Date:	8/5/2019





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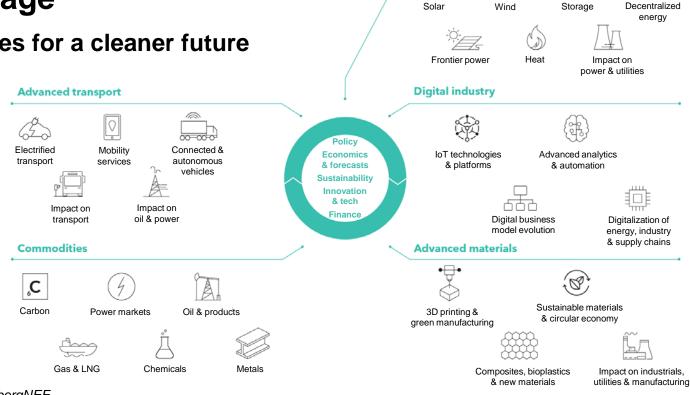
Nick Albanese Nikolas Soulopoulos August 5, 2019

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Introduction

BNEF Research Coverage

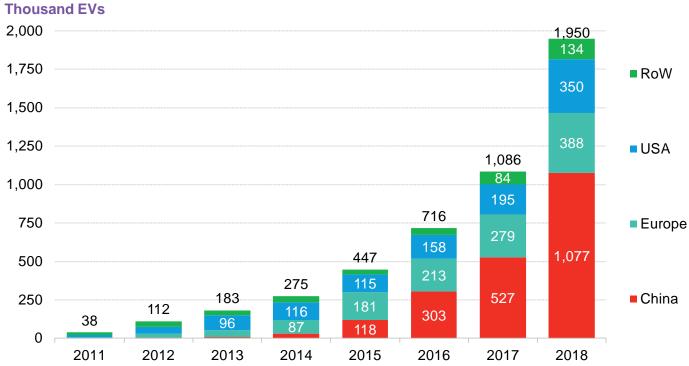
Strategies for a cleaner future



Clean energy

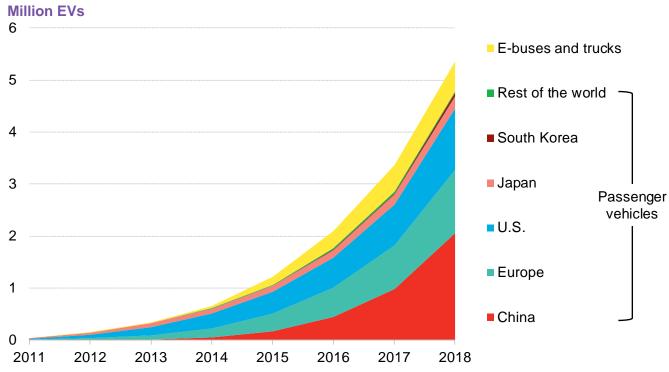
Source: BloombergNEF.

Annual passenger EV sales continue to increase each year



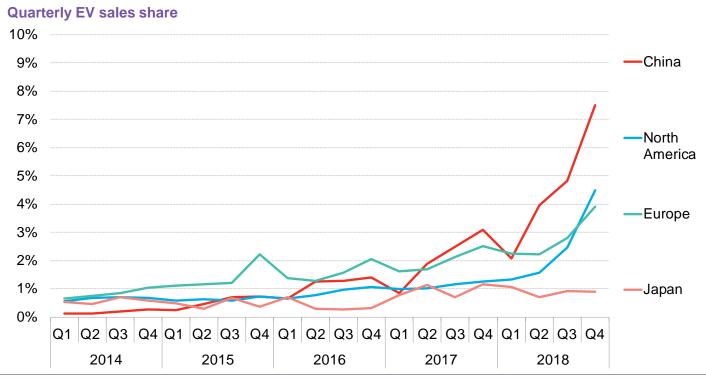
Source: BloombergNEF, Marklines.

There are now around 5 million passenger EVs on the road



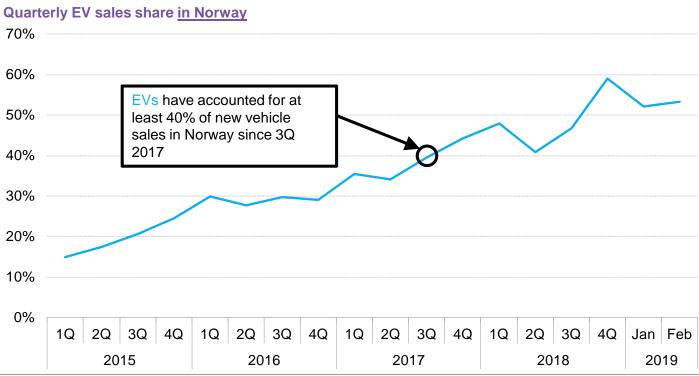
Source: BloombergNEF, Marklines.

EVs are still only 2-4% of sales in most markets on an annual basis



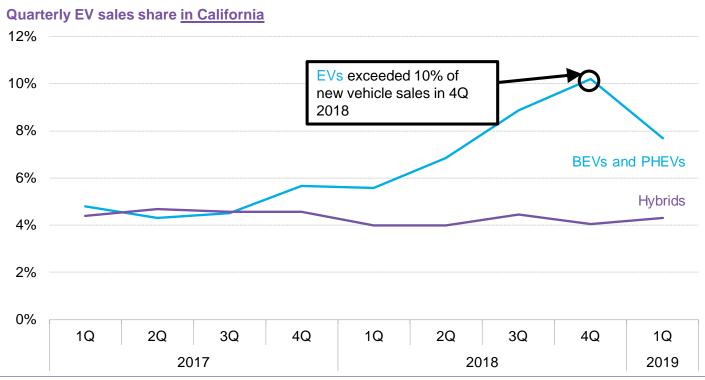
Some markets are much further ahead



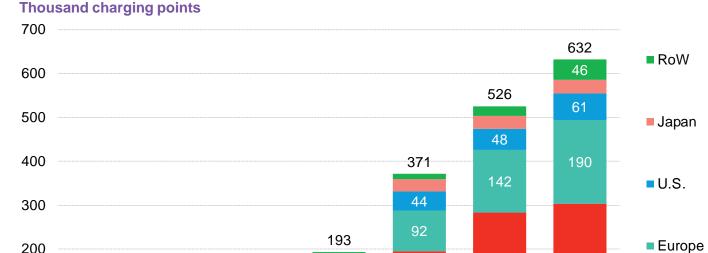


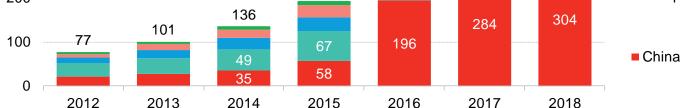
Some markets are much further ahead





Public charging infrastructure grew 20% in 2018

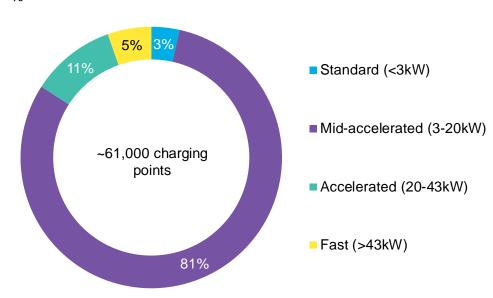




Breakdown of public U.S. charging points

Charging point type breakdown





Source: BloombergNEF. Note: Values approximate. Data as of 2018.

Public charging infrastructure installations are rising

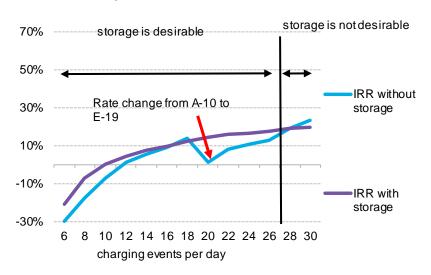
Public charging connectors – U.S. Public charging connectors – California Public charging connectors by state California public charging connectors by operator California 19.1 k ChargePoint 9.9 k Texas 3.1 kTesla 2.8 k Unknown 2.4 kQuebec 3.0 keVgo 1.1 k Florida 3.0 k Blink 0.9 kNew York 2.7 kSemaCharge 0.8 kOntario 2.6 k **EV Connect** 0.6 kWashington 2.4 k Greenlots 0.5 k Georgia 2.3 kGE WattStation 0.1 kColorado 1.8 k **OpConnect** 0.0 kOther 28.7 k **Electrify America** 0.0 k

Source: BloombergNEF. Note: Data as of 2Q 2019

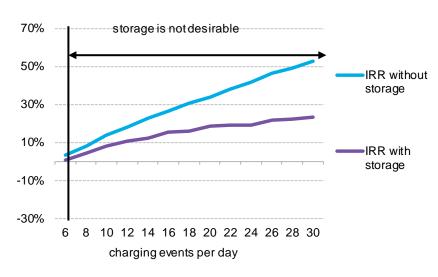
Source: BloombergNEF. Note: Data as of 2Q 2019

The economics of public fast chargers are challenging

Fast charging IRR with and without storage in PG&E's service territory

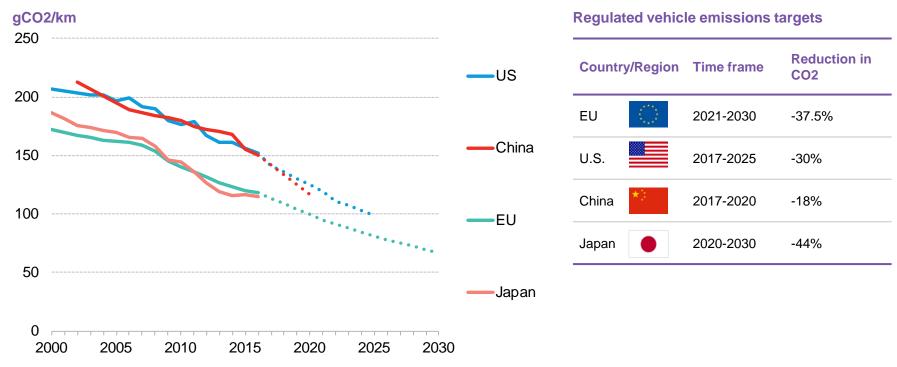


Fast charging IRR with and without storage in SCE's service territory under proposed charging tariffs



Source: BloombergNEF, PG&E, SCE Note: Storage is sized to cap grid demand at 150 kW; results as of October 2018.

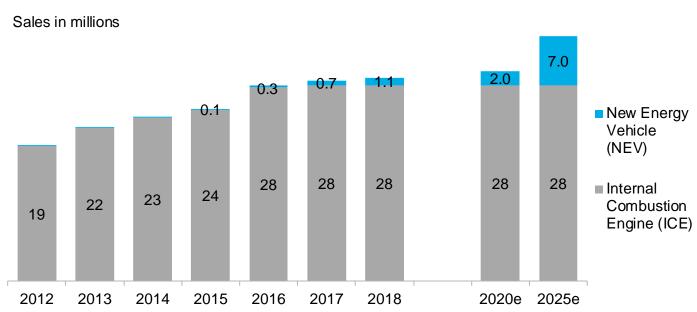
Fuel economy regulations globally



Source: ICCT, BloombergNEF. Note: Historical data and future targets are converted to the NEDC testing cycle. U.S. target are for passenger cars only and correspond to the targets as originally written before the conclusion of the mid-term review.

China vehicle sales targets in the 2025 auto plan

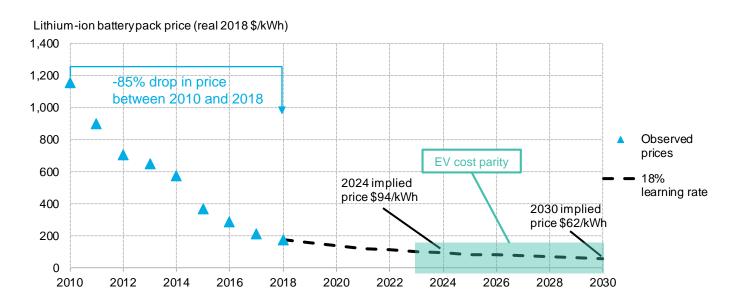




Source: MIIT, NDRC. Note: NEV target includes both passenger and commercial vehicles.

Lithium-ion battery prices keep falling and are key to EV affordability

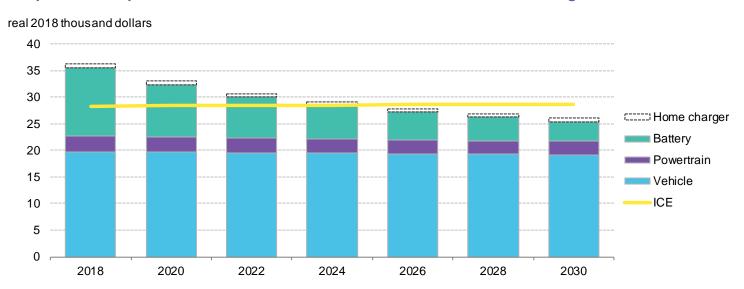
Volume-weighted battery pack prices have been falling



Source: BloombergNEF. Note: Prices have been changed to real 2018 dollars.

Passenger electric vehicles reach price parity in the mid 2020s

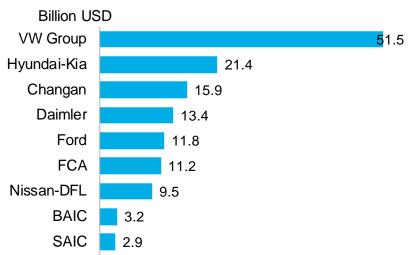
U.S. pre-tax retail price for a medium ICE and BEV with the addition of home charger cost



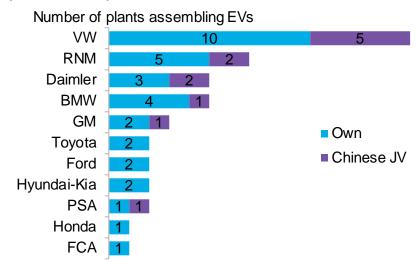
Source: BloombergNEF. Note: We assumed the same real world driving range for EVs globally; small=200 miles, medium=250 miles, large, SUVs= 300 miles.

Major automakers are ramping up EV investments

Announced electrification investments (as of 1H 2018)

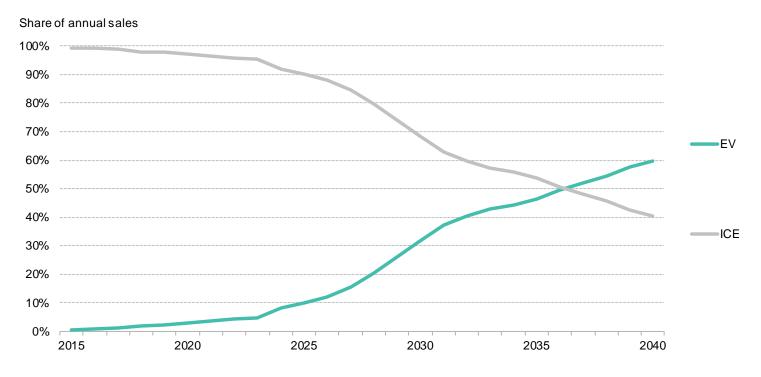


Number of plants assembling EVs (as of 4Q 2017)



Source: BloombergNEF, MarkLines, company press releases.

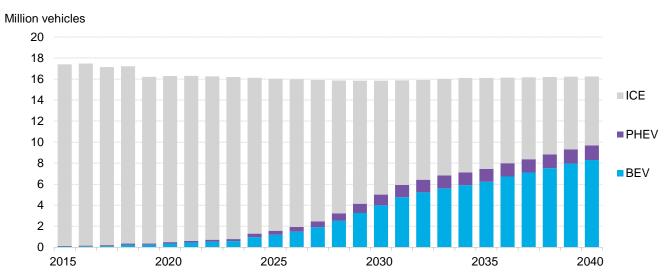
Peak internal combustion?



Source: BloombergNEF. Note: U.S. results.

Passenger EV sales approach 10 million in the U.S. by in 2040

U.S. long-term passenger vehicle sales by drivetrain

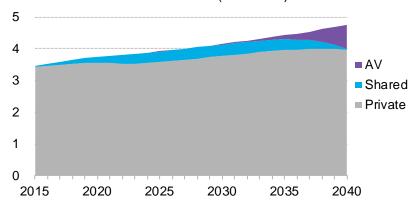


Source: BloombergNEF.

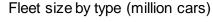
Shared mobility takes a bite

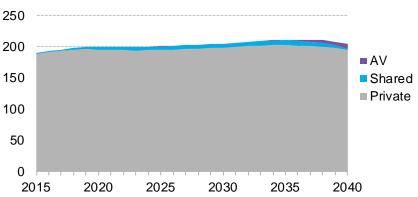
Annual kilometers travelled in the U.S.: 37% growth between 2018-2040

Annual vehicle distance travelled (trillion km)



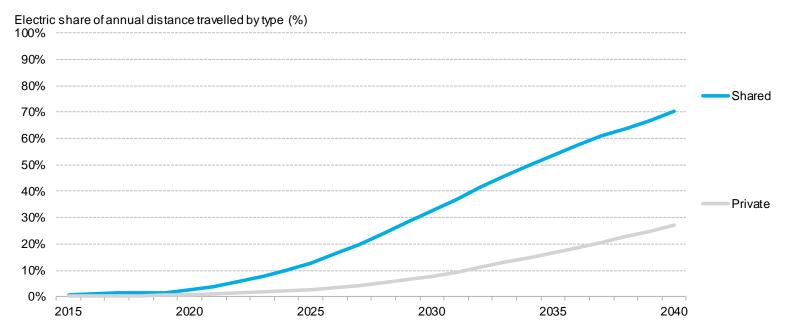
Passenger vehicle fleet size in the U.S.: 8% growth between 2018-2040





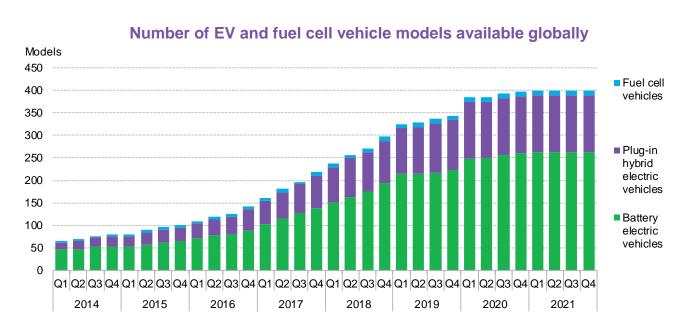
Source: BloombergNEF. Note: AV refers to Level-4 or higher autonomous vehicles used as robotaxis only. Shared includes taxis, ride-hailing and fleet-based car-sharing. Private refers to all other passenger vehicles.

And shared mobility electrifies faster than personal cars



Source: BloombergNEF. Shared includes taxis, ride-hailing and fleet-based car-sharing. Private refers to all other passenger vehicles.

Limited impact from plug-in hybrids and fuel cell passenger vehicles

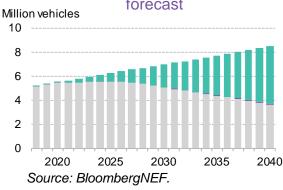


Source: BloombergNEF, automaker launch announcements.

Light and medium commercial vehicles go electric, heavy vehicles are harder

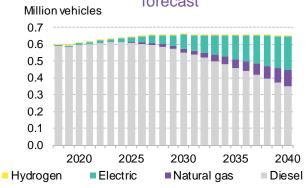


Light commercial vehicles forecast



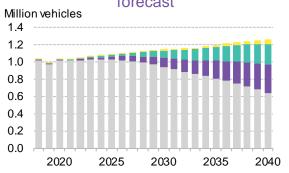


Medium commercial vehicles forecast





Heavy commercial vehicles forecast

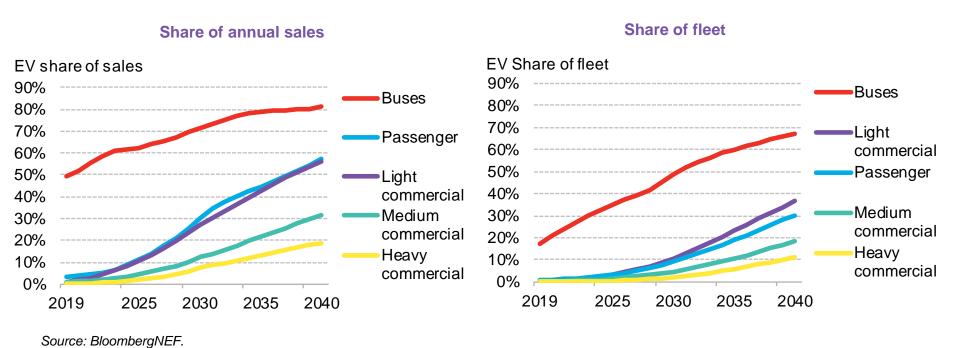


The municipal bus fleet is electrifying fast

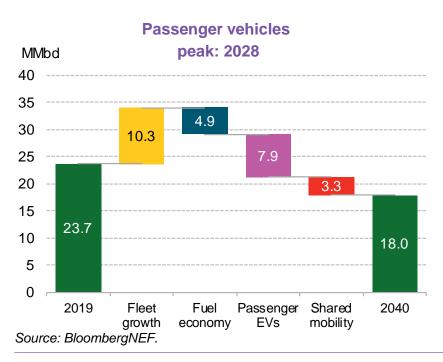


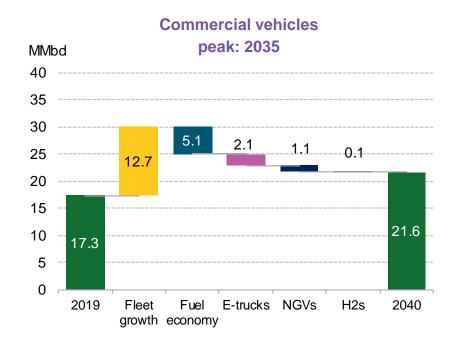
Image: BYD.

Light and medium commercial vehicles go electric, heavy vehicles are harder

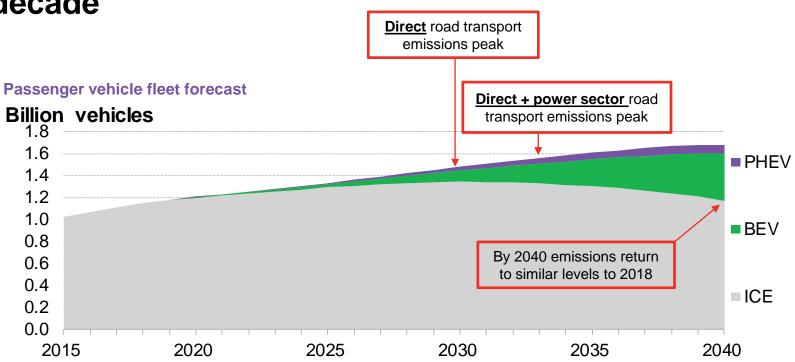


Oil demand from road transport peaks in 2030





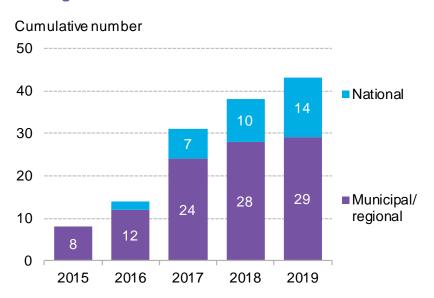
Emissions rise for at least another decade



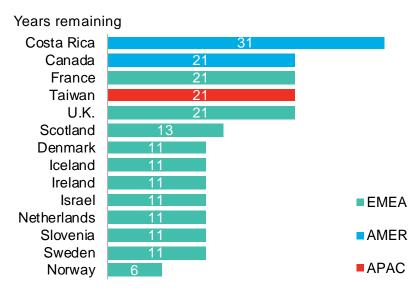
Source: BloombergNEF. Note: Emissions covers only passenger cars and trucks. Excludes 2 and 3 wheelers. Power sector emissions approximate.

Policy pressure is rising

Cumulative number of combustion vehicle phaseout targets announced

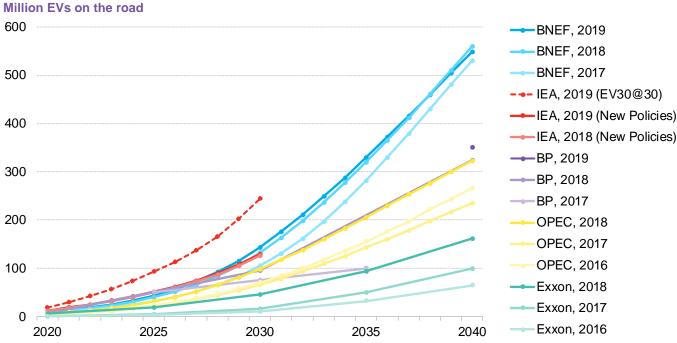


Year remaining until combustion vehicle phaseout target years



Source: BloombergNEF, respective national policy announcements. Note: China stated in 2017 that it was considering a phase-out, but did not give any timeframe. India had previously stated a 2030 target, but this has been significantly reduced. (*) Canada's target includes fuel cell vehicles.

EV outlooks are all increasing



Source: BloombergNEF, BP, OPEC, ExxonMobil, IEA. Notes: Some data points for BP, ExxonMobil and the IEA are BNEF estimates based on organization charts, reports and data (assuming linear growth between known data points). Assumptions, methodologies and included vehicle segments vary across outlooks. Latest BNEF, IEA, BP and OPEC outlooks include passenger and commercial EVs; previous BNEF and OPEC outlooks only included passenger EVs. BP only forecasted through 2035 in its 2016 and 2017 outlooks; the IEA only forecasts through 2030. OPEC's 2019 outlook not yet available; ExxonMobil's 2019 outlook not yet available; BP's 2019 outlook only provided an EV fleet size estimate for 2040. ExxonMobil and IEA outlooks prior to 2018 include BEVs, PHEVs and FCVs; all other outlooks include just BEVs and PHEVs. OPEC's reference case shown here. IEA's "Global EV Outlook 2019" shown here. Chart shows latest data available. See organization websites for authoritative viewpoints.

Thank you

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Source: BloombergNEF.

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