

# HOW TO QUOTE AN ELECTRIC VEHICLE IN THE ARVAL SYSTEM



As we see an increase in the demand for electric vehicles (EVs), it is important that any quotes given to your customers correctly reflect the government grant which is applicable. This guide will provide you with some examples of what to look out for when quoting EVs and to ensure that you do not double discount the grant or leave it out altogether.

When quoting a government grant applicable vehicle, the grant will pull through in the background in the Arval quoting system, and the value will not be visible on the invoice breakdown. Revision one of that quote will show the wording, 'Government Grant' on the invoice breakdown, but you may not see this on further revisions, so if you are in any doubt about whether it's included, please call your sales support executive to check.

**As with any deal, you must check the pricing correctly matches what the dealer will be invoicing, including the grant, before proceeding to order or deliver a vehicle.**



**ARVAL**  
BNP PARIBAS GROUP

**For the many  
journeys in life**



# /// Quoting an EV vehicle

See below some examples of how to quote in different scenarios, then what the dealer's invoice would look like, as when a government grant is included, the OTR in the Arval system will never match the OTR on the invoice.



## Example 1

### Standard Arval pricing using Arval terms

Run a quote straight from the Arval system with no changes made other than amending commission, term, mileage or maintenance.

The Arval OTR will be higher by the grant's value than the OTR invoiced by the dealer.

The government grant is in the background, and the invoice breakdown will show government grant below on revision 1 (green box).

If there is any dealer discount applicable, it will show under dealer discount (orange box).

In this example, the dealer will invoice us £30,791.49, which is £3,000 (value of the grant) less than the Arval quote showing an OTR of £33,791.49 (blue box).

The dealer VAT amount should also always equal the Arval invoice breakdown as the grant is non-VATable (purple box).

Pricing Summary		Vehicle Fitted Extras Pricing	
List Price	£ 26,625.00	Factory Fitted Extras	
Factory Fitted Extras	£ 916.66	Pearlescent paint	£ 458.33
Dealer Fitted Extras	£ 0.00	Metallic paint	£ 458.33
Dealer Discount	£ 0.00	Dealer Fitted Extras	
Off Invoice Support	£ 0.00		
	Dealer Discount		
	Government Grant		
	HUKCORP / QTR 2		
FON Number	2020		
Delivery	£ 545.83		
Number Plate Charge	£ 26.25		
VAT	£ 5,622.75		
Sub Total	£ 33,736.49		
Initial Registration Fee	£ 55.00		
Road Fund Licence	£ 0.00		
Total Invoice Price	£ 33,791.49		

## Example 2

### Where you need to add your own additional discounts to the quote

If you have successfully negotiated your own discounts and need to amend the OTR to reflect this, you must do so and remember to ensure that the Arval OTR is higher by the grant's value compared to the dealer OTR.

The Manufacturer's Retrospective Support will automatically revert to 'NO' to prevent any double discounting; however, it will need to be amended to 'YES' to pull through the government grant in the quotation's background.

You should never try to add the government grant to the system as an additional discount.

Off invoice support	0.00 GBP
VAT	5442.50 GBP
VED	0.00 GBP VED 01/04/2020
Testing Logic	WLTP - Model Standard Adjusted CO2
On the road	32710.00 GBP
Periodic rental	460.98 GBP
Sales Code	1200.00
Is Manufacturer's Retrospective Support currently included in this quotation?	No
<b>Include Manufacturer's Retrospective Support</b>	<b>No</b>

The invoice breakdown will then show the additional discount included in the quotation, so in the example shown, there is £901.24 additional dealer discount added to this quote (orange box).

In this example, you still have the government grant, you have an additional discount to the value of £901.24 and the invoice from the dealer will come in with an OTR or £29,710 (£32,710 minus £3,000 government grant).

Once again, the VAT on this breakdown should always match the invoice.

Pricing Summary		Vehicle Fitted Extras Pricing	
List Price	£ 26,625.00	Factory Fitted Extras	
Factory Fitted Extras	£ 916.66	Pearlescent paint	£ 458.33
Dealer Fitted Extras	£ 0.00	Metallic paint	£ 458.33
Dealer Discount	<b>£ 901.24</b>	Dealer Fitted Extras	
Off Invoice Support	£ 0.00		
	HUKCORP / QTR 2		
	2020		
FON Number	Dealer Discount		
	Government Grant		
Delivery	£ 545.83		
Number Plate Charge	£ 26.25		
VAT	£ 5,442.50		
Sub Total	£ 32,655.00		
Initial Registration Fee	£ 55.00		
Road Fund Licence	£ 0.00		
Total Invoice Price	£ 32,710.00		

### How do you know if your vehicle is eligible for a government grant?

You can find the eligible vehicles and applicable level of grant on the government website [here](#).

Please also check with the dealer that it is applicable and that the value is correct as they control applying for the grant.



## /// Summary

You should always undertake the below actions when quoting an EV in the Arval system:



Check if the vehicle is eligible for a government grant



Check the quote with the dealer ensuring that their OTR is less than the Arval OTR by the value of the grant



Check that the VAT on the dealer invoice matches the Arval quote



Check that you had added any additional discount correctly with the grant still showing correctly

Arval UK Limited (Whitehill House, Windmill Hill, Swindon, SN5 6PE. Registration number 1073098. VAT Registration GB 202 1441 76) is authorised and regulated by the Financial Conduct Authority | Email: [info@arval.co.uk](mailto:info@arval.co.uk) | Telephone: 01793 887000

TC2159\_01/21



**ARVAL**  
BNP PARIBAS GROUP

For the many  
journeys in life