

How To Choose Fleet Vehicles.

A Business Guide For UK Growing Fleets.



Grow your Fleet with Confidence.



We know that selecting the right fleet of vehicles for your growing business isn't something you do lightly. It's a crucial decision that impacts costs, efficiency and sustainability.

For growing businesses managing fleets of 1 to 149 vehicles, choosing the right vehicles can improve productivity, lower operating costs and enhance business resilience.

However, these big decisions can be difficult to make – particularly if managing a fleet isn't your full-time role but part of what you do alongside other responsibilities - such as being the business owner, or in a role where fleet is in addition to your day job (such as Head of Finance or an HR Manager).

Not feeling confident about your fleet expertise on subjects such as EV transition, finance options and Total Cost of Ownership (TCO) can be challenging, especially if you find you don't have much time to dedicate towards running a fleet or getting to grips with these topics.

That's why we've developed this guide to support you on your way to making key fleet decisions – and to save you time in doing so.

The guide focuses on some key points you need to consider when choosing your vehicle fleet, highlighting common challenges growing businesses face, as well as showing how Hyundai can help with innovative fleet solutions that are tailored to your needs.

Choosing Fleet Vehicles Guide

Understand Your Business Needs.

Before selecting vehicles for your fleet, assess your business needs so you begin to understand what's important and what you need to look for.

- **Fleet size:** Do you need a small, agile fleet (1-10 cars) or a larger operational fleet (1-25 and +25 car fleet)? To determine the size, consider how many employees need to drive within their role and how many employees you want to allow to drive a fleet car - either in terms of company cars for key employees or pool cars for ad hoc business travel.
- **Usage patterns:** Are the vehicles used by sales teams, service personnel, for deliveries or by key employees? If it is a variety of these uses, you may need a mix of vehicle types to suit the different driver needs - for example, city cars for journeys to meetings and SUVs or saloons for travelling with a small range of products or for use as a pool vehicle.
- **Mileage expectations:** Will your fleet be used for local, regional or long-distance travel? Long-range Electric Vehicle (EV) options and access to helpful charging point mapping can ensure that even the longest journeys can be completed with EVs while reducing fuel expenses.
- **Sustainability commitments:** Are you considering hybrid or electric vehicles to meet environmental targets? These can reduce air pollution and CO2 emissions.
- **Financial considerations:** What are your budget constraints and how will you finance the fleet? Consider the Total Cost of Ownership (TCO) of the vehicles (which includes fuel/charging costs, maintenance and so on, rather than just the upfront vehicle costs) and how the TCO impacts your budgets and the number of fleet vehicles you can provide.

By understanding these factors, growing businesses can make informed fleet choices that support **your** business objectives.



Challenge:

It may take a little time to fully consider your business's operational requirements, but it's time well spent.



Top tip: Assessing these points now can help you make choices that overcome challenges and reduce costs in the long run. If you're finding this difficult and need some expert support, Hyundai has dedicated Fleet Account Managers to support you through the Hyundai fleet vehicle selection process and the entire fleet journey.

Determine the Total Cost of Ownership (TCO).

Fleet costs extend beyond vehicle prices, which is why considering the TCO is important.

TCO means the cost to lease or purchase the vehicle(s) together with the cost to run the vehicle(s) over the period you expect to keep them. Here's a quick look at how to work this out.

Start with the cost of obtaining the vehicle – whether you're leasing it or buying it, what is the cost? Remember to include any interest you'll pay on finance solutions etc.

+ Add running costs for the total number of years you expect to keep the vehicle – this includes things such as:

- Regular servicing/maintenance – check to see if the warranty provided with the vehicle would cover some of these costs.
- Fuel or charging costs.
- Charges for low emission zones – if your drivers need to travel through these areas, how much it costs your business will vary based on the type of vehicle.
- Taxes – for example, there are different [Vehicle Excise Duty \(vehicle tax\)](#) rates for vehicles when they're first registered depending on their CO₂ emissions and new electric cars qualify for [100% first-year allowances in terms of capital allowances](#). (Information correct at time of writing).
- Telematics/digital fleet management tool costs .
- Insurance payments – these can be affected by the vehicle itself, your drivers and their training, plus the telematics/digital fleet management tools you have.
- Vehicle administration – how long it takes and therefore the cost for doing vehicle administration can be added to this too.

– Subtract resale value – if you plan to buy the vehicle, subtract its expected resale value at the point of disposal.

= This final figure is the TCO – enabling you to understand the deeper cost implications other than just the upfront purchase or leasing costs.

Another thing to consider is that drivers of company cars which can also be driven for private use will have to pay Benefit-in-Kind (BiK) tax. Knowing what the BiK is for different vehicles can help your drivers make their selection. For example, there are attractive BiK tax rates for employees driving EVs as company cars.



Challenge:

We understand that this may seem like a lot of work, but it can support you to make more informed decisions and plan for the real costs involved with choosing a particular vehicle.



Top tip: It might be helpful to know that Hyundai has dedicated Fleet Account Managers who can help you with calculating the TCO on Hyundai vehicles. They can also provide cost comparisons and talk you through how our aftersales support links to the TCO.

Leasing or Buying?

Deciding whether to purchase or lease vehicles can have an impact both on your business finances and what you do with the vehicle. Here's what each of these means:



Leasing/Business Contract Hire: the vehicles are leased (Contract Hire) according to a contract containing stipulations such as the maximum annual mileage and return conditions.



Purchasing a vehicle outright: the vehicles are paid for in full and are yours to sell when you wish.

There's lots to consider, so here are some points to think about before making a decision.

Leasing/business contract hire pros

- ✓ **Lower upfront payment:** and fixed monthly payments spread over an agreed period of time.
- ✓ **Access to the latest models:** your drivers can have new cars regularly, which may support employees to feel valued and have the latest safety features.
- ✓ **Reduced maintenance and depreciation concerns:** maintenance costs may be included in the leasing contract and, as you don't own the car you don't have to consider depreciation.
- ✓ **Potential tax benefits:** check with an accountant or tax adviser. You may be able to claim back some VAT/ reduce your Corporation Tax liability.

Leasing/business contract hire cons

- ✗ **Strict contract conditions:** so if you go over the mileage limit for example, you may have extra mileage charges to pay.
- ✗ **Long-term payment commitment:** to pay a set amount each month so you'll need to make sure these costs can be covered.
- ✗ **Inability to swap vehicles during your contract:** check to see if you can and if charges apply for this.
- ✗ **No vehicle ownership:** so you and the drivers will be expected to keep it in good condition. If it isn't, you may have to pay to get it repaired.

Buying/outright purchase pros

- ✓ **Vehicle ownership:** it's a business asset in financial terms and you can sell the vehicle whenever you want. You can also depreciate the asset and offset its value over a period of time through your financial records – speak to your Accountant or trusted Finance Professional for advice on the best approach.
- ✓ **No contract conditions:** the vehicle is yours to use as you wish (lawfully, of course).
- ✓ **Resale value:** when sold it's resale value can go back into your business or towards your next vehicle.
- ✓ **Can make modifications:** so you can make the vehicle more closely fit your needs.

Buying/outright purchase cons

- ✗ **Ties up capital:** if you pay for the car in full (which can be a large amount if you need several or many vehicles), the money you've committed isn't available for other business uses.
- ✗ **Ongoing costs:** the maintenance and repair costs are yours to sort, they're not covered by a maintenance contract.
- ✗ **Depreciation costs:** the vehicle will depreciate after purchase. Depreciation varies depending on the type of vehicle, its make, mileage, condition, maintenance history and so on.
- ✗ **Re-sale value:** if you want to sell the vehicle, you'll have to try to get a price that meets your needs whether through auctioning it, selling it privately or part-exchanging it through a retailer/dealer.

Challenges:

To make this decision, you may need to consult with other leaders and stakeholders across the business so you have a full picture of the different considerations and requirements, and if there are any future business plans that could drive the decision.



The biggest challenge is balancing cost certainty with flexibility – deciding between upfront ownership or lower, predictable leasing payments while ensuring the fleet meets evolving business needs.



Top tip: Closely look into the different funding solutions before making a decision, from leasing to other forms of finance to buying outright.

And see what options the manufacturer may offer. For example, Hyundai can provide a range of funding solutions built around individual business needs and operational requirements. Our dedicated Fleet Account Managers can provide quick quotes and cost comparisons that show the difference between the financial impact of leasing versus purchasing.

Transitioning to an Electric Fleet.

The UK is phasing out new petrol and diesel car sales from 2030. The shift to EVs provides an opportunity to lower costs, reduce environmental impact and future-proof operations – while supporting your Environmental, Social and Governance (ESG) commitments or considerations.

- **Lower running costs** - EVs can drastically reduce fuel expenses.

According to a recent Fleet News article, the average EV can cost up to 50% less per mile to run vs petrol equivalents*

* Source: [Fleet News article Feb 2025](#) - the figures are based on an EV driver who smart charges at home using a dedicated EV tariff, the current average of which is 7.55p/kWh.

- **Reduced maintenance and servicing** - with fewer moving parts compared to internal combustion engines (ICE), EVs require less maintenance. Without oil changes, spark plug replacements or exhaust system repairs, downtime and servicing costs could be reduced.
- **Tax incentives and UK government support** - this includes reduced Vehicle Excise Duty (VED) in the first year of just £10 (this increases in year 2), and attractive Benefit-in-Kind (BiK) tax rates for employees driving company EVs. The government also supports SMEs (businesses with a maximum of 249 employees) through EV infrastructure grants to support with building and installation work for charging points. Get the latest details [here](#).
- **Congestion Charge and ULEZ exemptions** - Clean Air Zones (CAZ) and Ultra Low Emission Zones (ULEZ) are expanding, leading to higher costs for ICE fleets. In bustling city centres like London, EVs are currently exempt from Congestion Charges (until December 2025) and Ultra Low Emission Zone (ULEZ) fees.
- **Future-proofing your fleet** - Stay ahead of regulatory changes and avoid disruption. Improve fleet longevity by investing in technology that will soon dominate the market.





Challenges:



- Lack of charging stations at business premises or employees' homes and concerns over vehicle range for long-distance travel.
- Transitioning the fleet without disrupting day-to-day operations and ensuring employees understand how to use EVs effectively.
- Tracking vehicle efficiency, battery life, and operational costs and monitoring charging expenditure for home, work and public charging events.

Hyundai has a diverse range of EVs to meet the unique needs of UK growing businesses and dedicated Fleet Account Managers to support you through the transition to EV, including by providing cost comparisons between ICE fleet vehicles and EVs.

Find out more about the possible solutions to EV challenges and a step-by-step guide to EV fleet transition in our [EV guide](#) and about [Charge myHyundai](#), which is a seamless, cost-effective EV charging solution.



Top tip: It's important to carefully plan your transition to an electric fleet to ensure you can identify the savings for your business. For example:

- Explore finance options and government grants to reduce infrastructure costs.
- Choose vehicles with flexible battery sizes and use charge-point planning to ease range anxiety.
- Take a phased approach, combining EVs with conventional vehicles and train your drivers for smoother adoption.
- Use telematics and digital tools for real-time fleet optimisation.

Fleet Management Best Practices.

When thinking about fleet efficiency, your first thought may be fuel efficiency. This is an important consideration, but only one of many.

- **Reliability** - how can you minimise downtime and repairs through service plans and breakdown cover and does the manufacturer offer aftersales support to help with this?
- **Fuel economy** - could you reduce fuel costs over time with EVs or hybrid vehicles?
- **Telematics and data-driven optimisation** - real-time tracking of vehicle location, fuel usage/ battery status and driver behaviour can support operational efficiency, with insights helping you to optimise routes, reduce emissions or enhance safety.
- **Driver safety and comfort** - features that protect employees and vehicles, which could help drivers to avoid injuries or issues as a result of incidents or time spent in the driving seat.
- **Charging support and infrastructure** - whether you'll invest in workplace charging points, explore partnerships with public charging networks and if drivers will have a home charger installed.
- **Driver training and engagement** - supporting drivers to understand the features of the vehicle, how to fuel or charge it, how to drive safely and ways to improve fuel efficiency can support a smoother driving experience when they get on the road.
- **Scheduling regular maintenance** - proactively identifying maintenance needs and scheduling repairs can reduce downtime from breakdowns and keep vehicles roadworthy.
- **Reviewing and adjusting fleet strategy** - using data and analytics to identify areas for improvement.



Challenges:

Limited time and resources is a key issue, with growing businesses often lacking the time or tools to consistently monitor data, manage maintenance and effectively optimise fleet performance.



Top tip: It's worth checking with vehicle manufacturers and leasing companies what support is offered in this area in terms of telematics, from fitting in the vehicles to dashboarding and reporting. Usually, the expectation is that fleet operators absorb the cost and own the implementation for this as specifications, usage and needs vary from fleet operator to fleet operator. Hyundai provides dedicated support and digital tools to simplify fleet operations.

Choosing the Right Fleet Partner.

Whether you're managing a fleet of just a few vehicles or a larger fleet, choosing the right partner is important for your business's long-term efficiency and cost control.

Consider factors such as these when looking for a fleet partner.

- **Do they have a flexible vehicle range?**
See if they offer a wide choice of vehicles – such as compact cars to SUVs and a mix of EVs, hybrid and petrol to meet your needs or budget.
- **Do they offer transparent, cost-effective solutions?**
Check if they have competitive pricing, low TCO, and financing or leasing options that match your cash flow and operational goals.
- **Is dedicated account support included?**
It can be reassuring to have a named account manager who understands the challenges growing businesses have and can guide you through everything from funding to EV transition. Their expertise could help further your fleet knowledge. Check what support you'll get and how long this support is available for – up until you've secured your cars, or through your whole fleet journey?
- **Are their processes quick and simple?**
When you're time poor, it helps to have quick quotes, reliable delivery times and easy-to-manage servicing and support.
- **Are they ready for the EV transition?**
See if they offer charging support and a range of EV and hybrid cars. Some may also help you understand the transition to EV, the steps to take and advise on what mix of fleet vehicles could be right for you in line with operational and driver needs.
- **Do they support you after the sale?**
Will they be a long-term partner offering regular reviews and support beyond delivery of your vehicles? And what aftersales support is available, such as any warranties and servicing, maintenance and roadside assistance packages? These can help cut down business costs or provide peace of mind.
- **What digital tools are available to monitor fleet performance?**
Will you get telematics and fleet management tools? These can help drive efficiency and value across your fleet operations.



Challenges:

- Growing businesses may struggle with time limitations, fleet expertise and budget concerns, making it more difficult to manage their fleet and make decisions with confidence.
- Navigating sustainability transitions (EVs, hybrid adoption) can seem complicated. There's a need to balance operational flexibility with long-term commitments.



Top tip: Look for a fleet partner, not just a fleet supplier. There are supportive fleet partners that make fleet management one less thing to worry about in growing businesses.

Why Hyundai?

Hyundai offers a comprehensive fleet solution for growing businesses, ensuring cost-effective, sustainable and reliable mobility solutions. From our award-winning vehicles to our Hyundai experts, we're to help you feel confident about your fleet.



Wide range of vehicles - from city cars to hatchbacks or SUVs with a mix of fully electric, plug-in hybrid, hybrid and petrol models to meet evolving operational needs and fleet budgets.



Range of funding options - whether you're considering outright purchase, contract hire or introducing a salary sacrifice scheme for your employees, we'll guide you through the choices to find the right fit for your business. With a variety of Hyundai funding solutions and the ability to liaise directly with leasing providers, we work with you to secure the right solution for your individual needs.



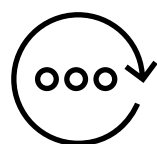
Reliable vehicles with low running costs - It's not just fuel efficiency and low to no tailpipe emissions that help keep costs down. Our vehicles also benefit from low insurance groups and low service, maintenance and repair costs to help drive low TCO.



Ongoing support from a named expert - your Hyundai dedicated Fleet Account Manager offers tailored support. They can guide you through fleet complexities and streamline processes end-to-end to save you time, stress and money. Plus, they can help you manage wider fleet relationships.



Competitive tailored quotes - after a needs-based assessment, we can provide you with Contract Hire quotations via our inhouse funders or provide you with a bespoke Customer Support Agreement if you decide to source your Hyundai vehicles via your pre-existing funding relationships. We also offer fast model and funding comparisons to support informed decision-making.



Fleet replacement cycle support - working closely with you, we work to find the best terms in line with your fleet replacement cycles and the right mix of vehicles to help optimise operational efficiency. Dedicated Fleet Account Managers also have access to immediate stock, meaning we can quickly source vehicles in line with any changing business requirements.



Experts in EV fleet transition - we can help you understand the transition to EV, the steps to take and advise on what mix of fleet vehicles could be right for you in line with operational and driver needs. Download our [EV transition guide](#) for growing businesses.



Comprehensive service plans - that allow you to budget simply for the servicing and maintenance of your fleet. In addition, our Aftersales Charter offers a range of services to ensure your Hyundai vehicles stay on the road, providing some of the best aftersales support in the industry.



5-year/unlimited mileage warranty - every Hyundai is built to the highest possible standards. We back up that quality with a 5-Year Unlimited Mileage (and 8 year 100,000-mile battery warranty)*



Free 24/7 Roadside Assistance* - and with Hyundai Assistance Fleet we aim to find you a like-for-like vehicle replacement should you need a loan vehicle. All with the aim of reducing vehicle downtime to keep your drivers on the road and your business moving.



Regular reviews - your needs can change quickly in line with operational and financial demands. Your dedicated Fleet Account Manager will arrange regular virtual check-ins to support you with your fleet – from replacement vehicles coming to the end of their terms, to future fleet planning and advice about EV transition.

* (when your car is serviced at an Authorised Hyundai Repairer in line with the service schedule).

Join hundreds of businesses choosing Hyundai for their fleet solutions. Hyundai offers tailored support from a dedicated Fleet Account Manager as well as aftersales support that provides peace of mind, including a 5-year unlimited mileage warranty. Download the [Hyundai Aftersales Charter](#).

Ask for a call back from a
Hyundai dedicated
Fleet Account Manager.



Request a call back



Conclusion - Choosing the the right fleet for your business.

Choosing the right fleet is a strategic decision that affects your business's profitability, efficiency, and sustainability. By considering your business needs, cost implications, and future mobility trends, you can build a fleet that drives success.

And remember that you may want fleet support as well as fleet vehicles, so looking beyond the vehicles themselves and their upfront costs is important too. Explore what support you'll get from Hyundai throughout the fleet process as your long-term fleet partner.

Find the Hyundai fleet vehicles for your business with support from a dedicated Fleet Account Manager.



[Request a call back](#)