

vWork State of the Fleet Survey 2025 Results (% change from 2024)

STATE OF FUEL

Q Are you considering purchasing an electric or hydrogen powered vehicle?



27%
(+14%)

Already have one



7%
(0%)

Plan to get one in next year



36%
(-19%)

Possibly might get one in the future

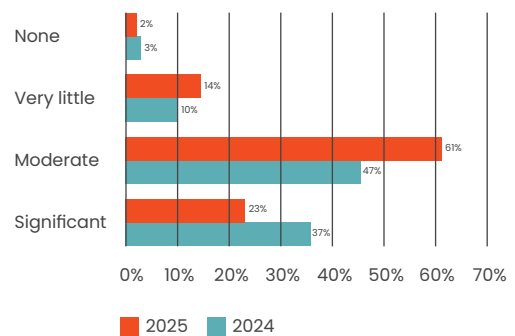


30%
(+6%)

It's not an option

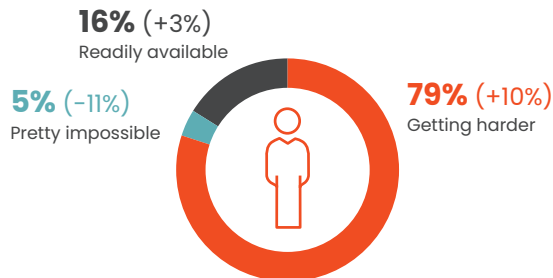
“ While I would be inclined to go with Hybrid for personal use...I do not consider Electric an option for this business.

Q How big an impact does fluctuating fuel prices have on your bottom line?

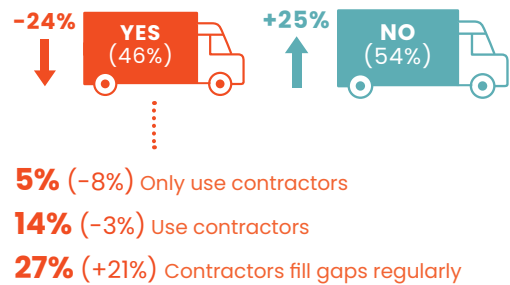


STATE OF DRIVERS

Q How easy is it to find competent drivers?

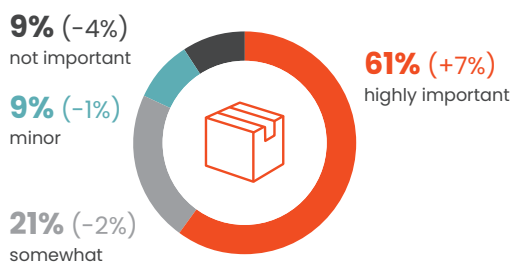


Q Do you use contract drivers?

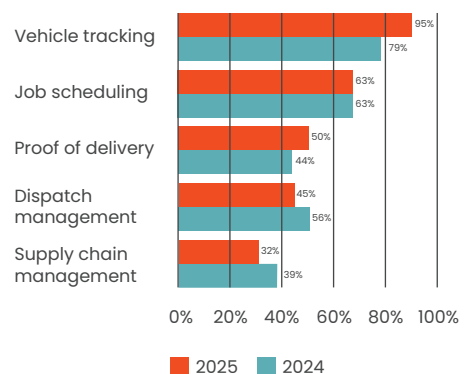


STATE OF OPERATIONS

Q How important is it for you/your drivers to be able to manage/prove they delivered at a certain time and place (DIFOT)?



Q Do you have software to the following?



What does this tell us?

Insights from the vWork team



STATE OF FUEL

The industry shift from consideration to adoption of alternative fuels is now unmistakable. The percentage of fleets that already have an electric or hydrogen vehicle has more than doubled, jumping from 13% in 2024 to 27% in 2025. This indicates the electrification timeline for mid-to-large fleets is accelerating. While the most severe impacts of

fuel price fluctuations have slightly reduced, (the 'Significant Impact' category fell from 37% to 23%), 'Moderate Impact' has risen to 61%, a 10% increase). This continued widespread pressure reinforces the need to maximize fuel usage through making improved route optimization and driving practices a critical strategy to lift the bottom line.



STATE OF DRIVERS

The driver shortage continues to be a challenge for fleet operations. The widespread difficulty in finding competent drivers has grown, with 80% of respondents now finding it getting harder to find, up from 70% last year. However - interestingly - this year's sample saw an overall drop in those using contract drivers (down from 70% in 2024 to 45% this year) with the exclusive use of contract drivers

(down from 13% to 5%) and an increased use of contract drivers "only to fill gaps" (up from 6% to 27%). This trend emphasizes the need for mobile apps - like vWork - to make it as easy as possible for new contractors to seamlessly adopt delivery processes while maintaining compliance and service levels.



STATE OF OPERATIONS

Proof of Delivery (DIFOT) is more critical than ever, with 61% now finding it Highly Important, an increase from 54% in 2024. However, the survey highlights a growing technology gap. Fleets are focused on asset tracking, with Vehicle Tracking software usage now at 95%. Yet, the usage of core operational solutions - such as Dispatch Management (down to 45%)

shows that while companies know where their vehicles are, they may not be adequately optimizing the work itself. This is a gap we are focused on addressing by providing a specialized, service focused, delivery solution for a unified tech-stack strategy.

A bit about the Survey and vWork

The survey was taken from a sample of 45 responses across NZ and Australia in 2025. While all respondents used the same survey form - some were gathered face-to-face and others online. This is not intended to be a statistically significant survey. It is - however - hopefully a useful view of industry sentiment across some

topical themes which we will look to repeat annually to see if that has shifted. If you don't already know us - vWork is leading delivery management solution provider - covering route optimization, proof of delivery and a whole lot more. To see if vWork could work for you please take a look at vworkapp.com.