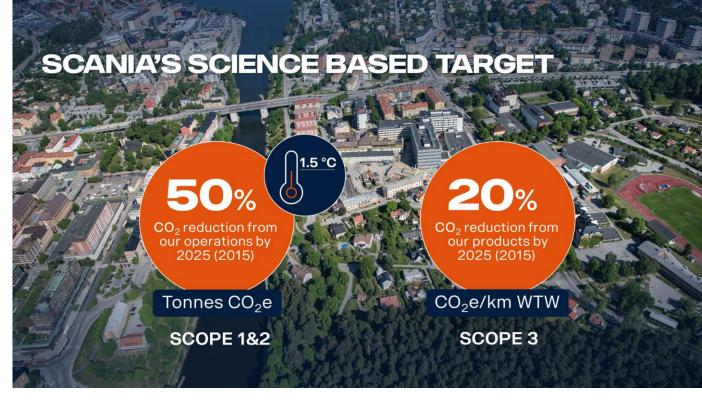


Scanias targets

- Science based target
 - Sustainable production
 - Operation of sold products
- Sustainable transport solutions
 - Eco-system partnerships
 - Infrastructure
 - Policy
 - User acceptance
 - Business models







Trends and business logic

- Over time, (almost) all heavy transportation will be electric
- The eco-system is complex and there is a need for systemdemonstrators, involving all stakeholders
- The technical development is fast and there is no single solution
- Ensuring a long term sustainable business logic, with good potential for all, is driving the change
- The shift is mainly managed by political decisions
- When green electricity is powering transportation it will have a wide and deep impact on industry and society







Electrification



- Today available Battery Electric vehicles (BEV)
 - Range 250-300km, fast battery development
 - Deployment of BEV / distribution trucks via;
 - Static depot charging for regional use
 - Public chargers for larger regions and inter-regional use
 - Charge when you stop don not stop to charge
 - Coming (with + and -)
 - ERS heavily loaded shuttle paths, many trucks
 - Tested and works
 - Dynamic charging good for the grid
 - No stop/charging time
 - H2/FC
 - Range extender, heavy transport, sparse traffic
 - H2 good energy carrier for many applications





Experiences from ERS

- Sweden (E16), 2016-06 to 2020-01
- 2 km, 3 hybrid trucks, 2 700 visitors
- Germany, 5 km bidirectional (+7km 2022) south of Frankfurt
- In operation from 2019-05, 5 hybrids (7 more ordered) commercial use
- 2020-11-30, >20.000km under wire
- BEV, HEV and FC truck compatible
- Connect and disconnect at 90km/h and above
- 150kW, 300kW or 450kW possible to transfer
- Will be 1.200 V
- OEM, <€10k / pantograph





Some thoughts...

- The competitive advantage will be based on combinations of solutions, tailored to deliver both good financial and environmental results
- Those who deploy and use will be profitable, those who do not will not
- BEV can be used now, development of batteries (capacity and weight) is fast
- The political objectives are positive effects from climate smart profitable heavy transportation, not the transportation itself
- Need for systemdemonstrators, involve all stakeholder
- Trust and security; green electricity –in the right places with enough capacity, Austria has a competitive advantage
- BEV solutions and charging infrastructure is available and will have good impact – use it.
- Where ERS is motivated use it.
- Prepare for success; How will Austria gain benefits from emission free heavy logistics?









