

Decarbonizing Road Freight Transport: Zero Emission Vehicles Availability

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Webinar

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ABOUT PNO – The Group

PNO CONSULTANTS

From our start-up roots, we have grown to become **EUROPEAN MARKET LEADER IN FUNDING AND INNOVATION SERVICES**with offices in **8 EUROPEAN COUNTRIES**.

Our company is connected to a **GLOBAL NETWORK OF NATIONAL AND REGIONAL CREATIVE PARTNERS**: multinationals, start-ups,

RTOs and universities as well as sector and public organisations.

KEY BUSINESS FOCUS

- RD&I STRATEGY design with recent insight in technology, market and policy trends
- OPEN INNOVATION: tap into external innovations and partners, by building collaborative projects and scouting solution providers and potential partners
- FINANCE: securing and funding projects through co-development, business modelling, grants, finance and realisation

Founded in 1985

Offices in 8 countries

2000+ direct clients

10.000+ organisations network

Over € 1 billion total funding value

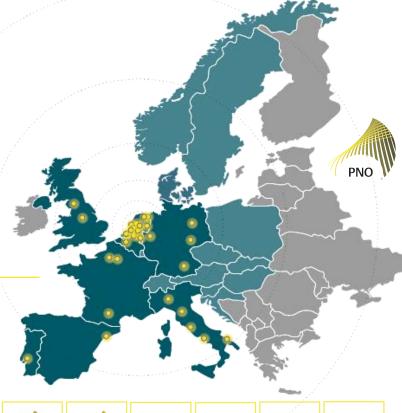
Success rate 3 times higher than average

Partners PNO

GIA Sweden, Sweden www.giasweden.com

BMGZ, USA www.bmgzstrategies.com

Rödl & Partners, Central and East Europe www.roedl.com



























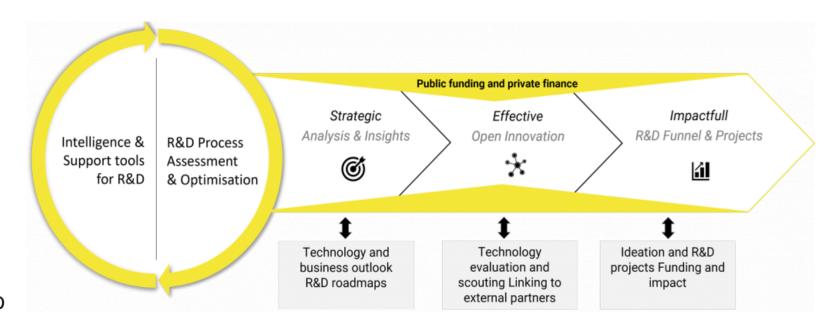




ABOUT PNO - The R&D Advisory Team

PNO R&D ADVISORY makes innovation processes intelligence based, more focused, faster and funded.

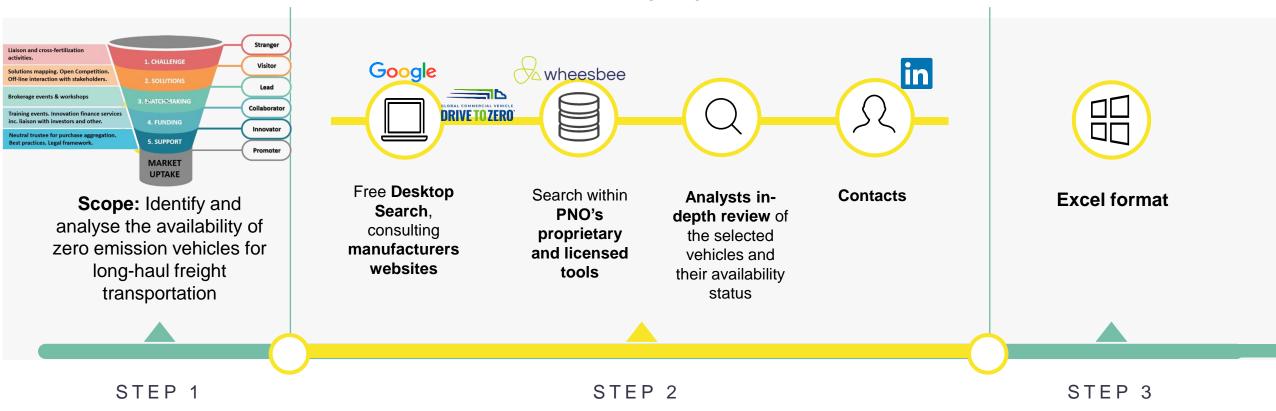
- Strategic Technology Intelligence and Analysis
- Design Thinking
- Business modeling and planning
- Market research
- Innovation scouting
- Roadmap development
- R&D process optimisation, portfolio creation and co-development





Scope and Approach

MARKET INTELLIGENCE

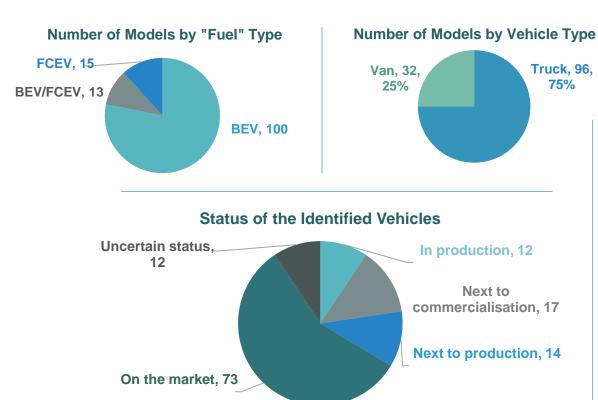




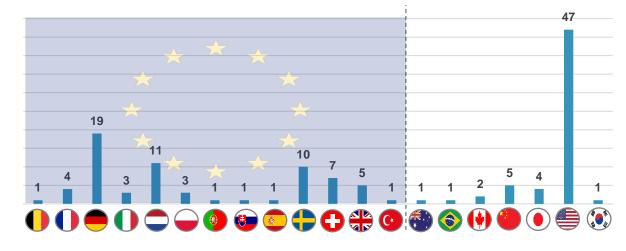


Zero Emission Vehicles for Road Freight Transport Results Overview

The analysis led to the identification of **128 different models**, provided by **74 different manufacturers** divided between OEMs and retrofit solution providers.



Manufacturing / Production Location of the Identified Vehicles

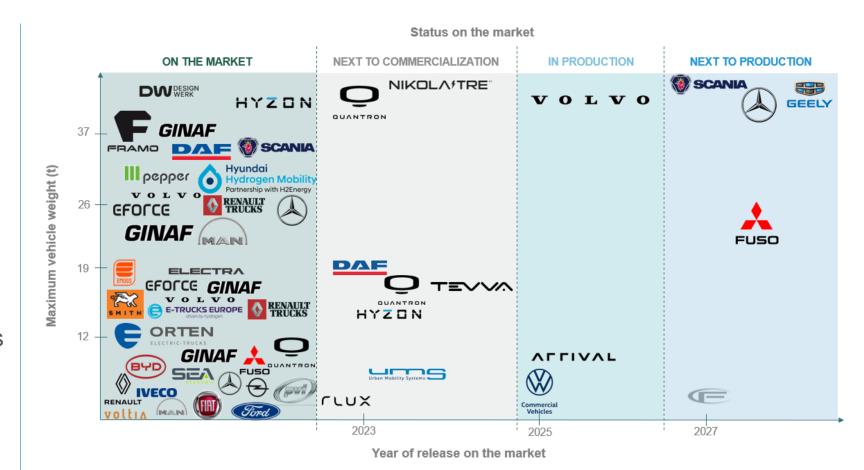




- Focus on Availability in Europe

Focusing on availability in Europe, we have identified **71 different models**, provided by **45 different manufacturers**.

Of these, <u>45 are already on the</u> <u>market</u> (delivered to customers), <u>9 are next to commercialization</u> (available to order), <u>4 are in</u> <u>production</u> and <u>6 are next to be</u> <u>produced</u>. 7 of the identified models have been presented or designed but there has been no update.

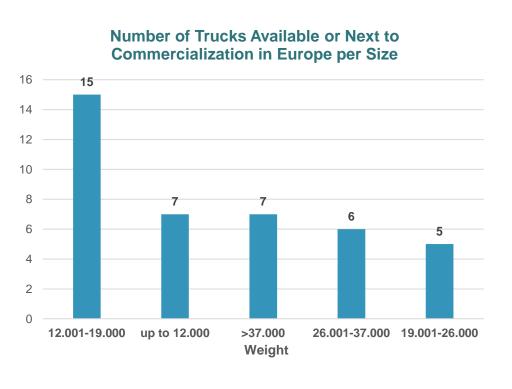




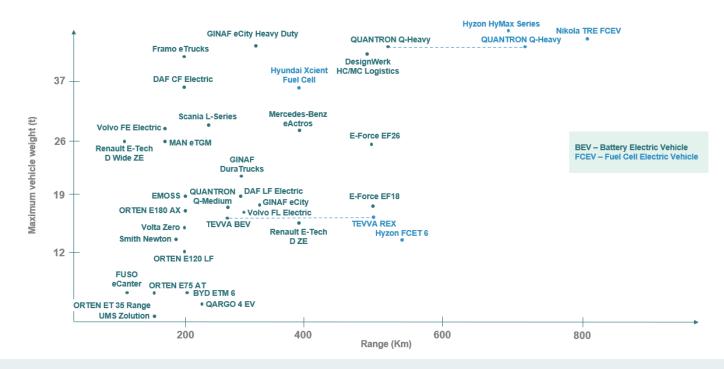


- Focus on Availability in Europe

Out of the 71 identified vehicles, **55 are trucks** (on which we will focus in this presentation). Of these, <u>40 models are already on the market or next to commercialization</u>.



Already Available or Next to Commercialization Identified Models in Europe, per Size (tonnes) and Autonomy Range (km)

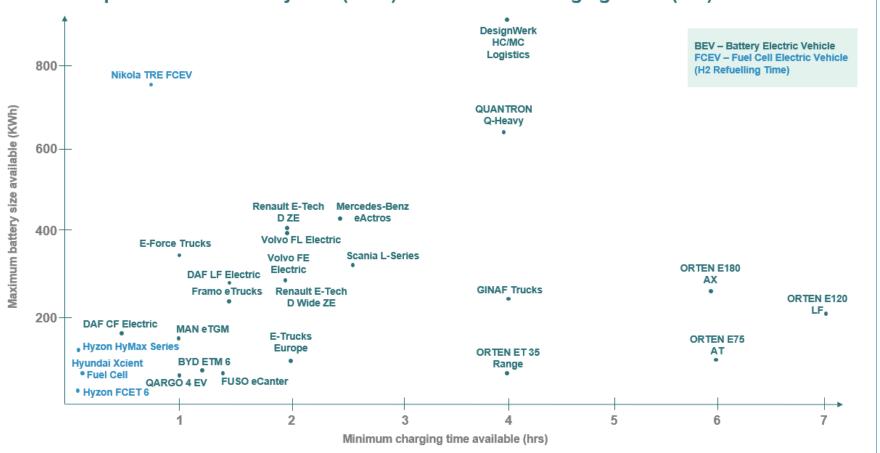






- Focus on Availability in Europe

Already Available or Next to Commercialization Identified Models in Europe, per Maximum Battery Size (KWh) and Minimum Charging Time* (hrs)



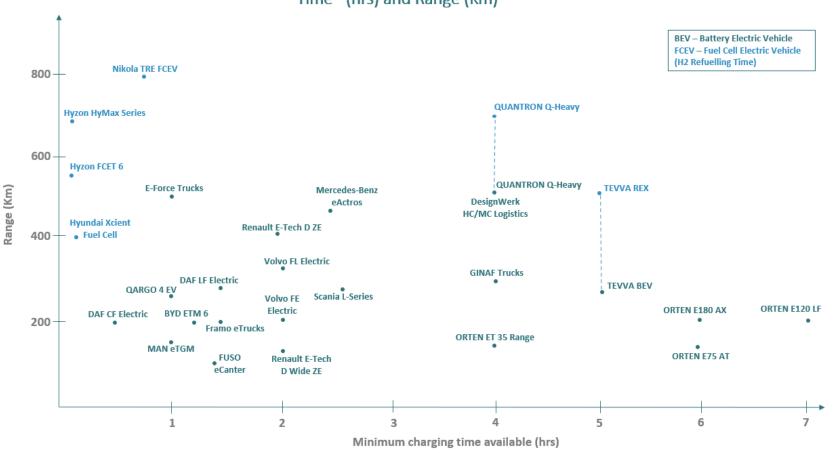
* The minimum charging time specified per each vehicle present in the chart is related to the battery size considered. More vehicles mentioned in the chart have different battery configurations and consequently different charging times.





- Focus on Availability in Europe

Already Available or Next to Commercialization Identified Models in Europe, per Minimum Charging Time* (hrs) and Range (Km)



* The maximum range specified per each vehicle in the chart is related to the minimum charging time necessary to cover the mentioned kilometers. More vehicles in the chart have different battery configurations and consequently different charging times and range extension.





- Example 1

DAF CF ELECTRIC



Power Supply

Weight (tonnes)

Payload

Chassis / Body Type

Power / Output Engine

Battery Size

Charging Time

Range

Availability

Comment

Battery

29-37

-

Rigid, Tractor + Trailer

210 KW

170 kWh

Fast 30 minutes; Normal 90 minutes

200 km

On the market

Released in 2019 initially for Belgium, Netherlands and Germany markets. Successively it is expanding in other EU countries that are improving their infrastructures









- Example 2

HYZON HYMAX SERIES



Power Supply

Weight (tonnes)

Payload

Chassis / Body Type

Power / Output Engine

Battery Size

Charging Time

Range

Availability

Comment

Fuel Cell

24-70

-

Rigid, Tractor + Trailer

250 KW + 80 KW or 450 KW + 240 KW

70-140 kWh

8 minutes for refuelling

400 km

On the market

Models already available and can be ordered (the quantities available are not clear). At least 20 trucks are going to be delivered by the end of this year (2022)









- Example 3

MERCEDES-BENZ eACTROS



Power Supply

Battery

Weight (tonnes)

19-40

Payload

10,6-17

Chassis / Body Type

Rigid, Tractor + Trailer

Power / Output Engine

330-400 KW

Battery Size

315-420 kWh

Charging Time

From 20% to 80% in 1 hour

Range

400 km

Availability

On the market

Comment

Series production started in October 2021 and already delivered some trucks for German clients









- Example 4

NIKOLA TRE FCEV



Power Supply

Weight (tonnes)

Payload

Chassis / Body Type

Power / Output Engine

Battery Size

Charging Time

Range

Availability

Comment

Fuel Cell

40

-

Tractor + Trailer

480 KW

753 kWh

45 minutes

800 km

Next to commercialization

One previous BEV version is available in North America since 2021, while the FCEV version is scheduled for entering the European market in 2024. The production has started last year in Germany in collaboration with IVECO.









- Example 5

QUANTRON Q-HEAVY



Power Supply

Weight (tonnes)

Payload

Chassis / Body Type

Power / Output Engine

Battery Size

Charging Time

Range

Availability

Comment

Battery, Fuel Cell

44

-

Rigid, Tractor + Trailer

235-500 KW (+240 KW Fuel Cells)

130-630 kWh

1 hour per 150 KW

500 km (BEV); 700 km (FCEV)

Next to commercialization

The FCEV truck will be available from the second quarter of 2023. It is not clear if the BEV model is already available for sale or if it will be marketed shortly









- Example 6

SCANIA BATTERY ELECTRIC TRUCK (L-SERIES)



Power Supply

Weight (tonnes)

Payload

Chassis / Body Type

Power / Output Engine

Battery Size

Charging Time

Range

Availability

Comment

Battery

19-29

-

Rigid

295 KW

165-300 kWh (5-9 batteries)

2,5 hours (130 KW with DC)

250 km

On the market

A truck already delivered in Norway and some in Sweden. Einride has ordered 110 trucks which will be delivered between the second half of 2022 and the beginning of 2023









- Example 7

TEVVA BEV/REX



Power Supply

Battery, Fuel Cell

Weight (tonnes)

7,5-19

Payload

2,8-12,3

Chassis / Body Type

Rigid

Power / Output Engine

Battery Size

275 kWh (battery + fuel cells)

Charging Time

5 hours (10% to 90%)

Range

250 km (BEV); 500 km (FCEV)

Availability

Next to commercialization

Comment

The BEV model can be delivered in Q3 of this year. REX model deliveries are scheduled for: 7,5t in Q1

2023; 12t in Q3 2023; 19t in Q1 2024. All models are

reservable







- Example 8

VOLVO FM ELECTRIC



Power Supply

Weight (tonnes)

Payload

Chassis / Body Type

Power / Output Engine

Battery Size

Charging Time

Range

Availability

Comment

Battery

44

-

Rigid. Tractor + Trailer

330-490 KW

180-540 kWh (2-6 batteries)

2,5 hrs with DC (250 KW); 9,5 hrs with AC (43 KW)

380 km

In production

Volvo Trucks has now officially opened the order system for its heavy-duty electric truck range. Serial production will start in autumn and gradually ramp up. Some already ordered by DHL and DFDS

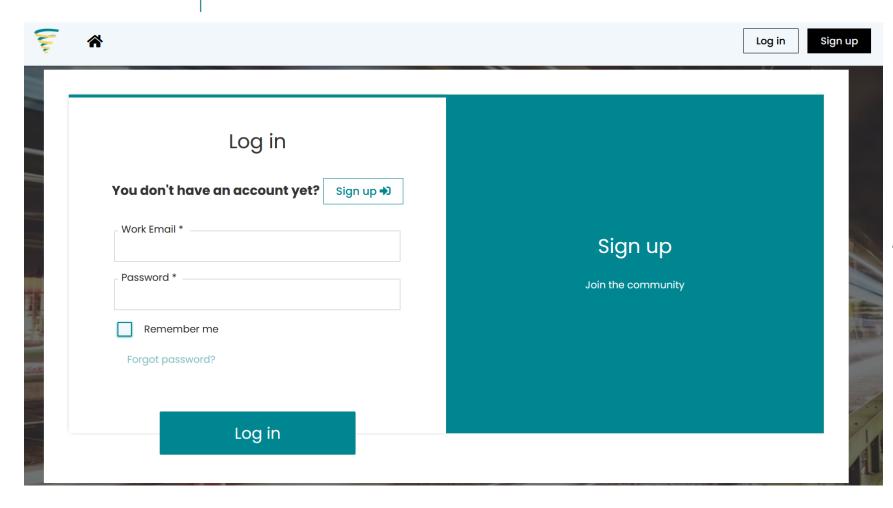








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