



“Future Focused Transport Outlook”

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Modelling the future transport scenario's by 2040



Scenario



Biosphere highway

Global temperature increase: $<2^{\circ}\text{C}$

A world where sustainability leaders set the global framework for a biosphere-focused-economy. Global governance and technocrats create a high common playing field where solutions compete to solve problems. Electric transport systems have shifted to sustainable global and regional flows.



Scenario



Hyperlocal paths

Global temperature increase: $2-2.75^{\circ}\text{C}$

A world of local re-use economies and virtual communities, that have marginalised governments. Technologies are open-source and small-scale, with decentral digital financing across geographies. Transition of transport system struggles; transport demand declines sharply.



Scenario



Diverging roads

Global temperature increase: $>3^{\circ}\text{C}$

A polarised world where strong nations focused on power lead their blocs, with very different ways of prioritising and solving problems, and impose regional standards on smaller neighbours. Transport systems, fuels, standards and resources are regional and bloc specific.

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Our approach to sustainable transport



Energy efficiency



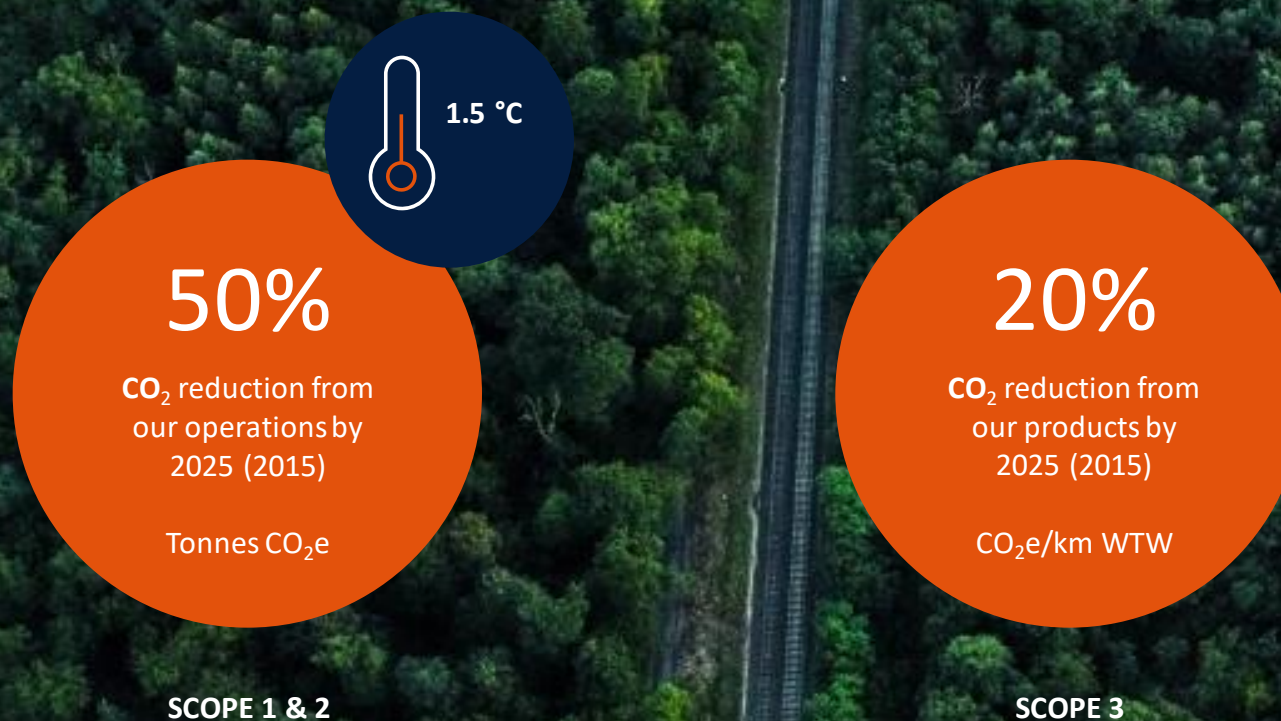
Renewable fuels
and electrification



Smart and safe transport



Scania's science based target



- Electrified
- Connected
- Autonomous





Scania Safety In our DNA

Safety Systems

Active

- Advanced Emergency Braking
- ESP – Electronic Roll Stability
- Camera Detection Systems + 360 degree Area View
- Vulnerable Road User Collision Warning (Front & Side)
- Lane departure warning
- Side Curtain Airbags

Passive

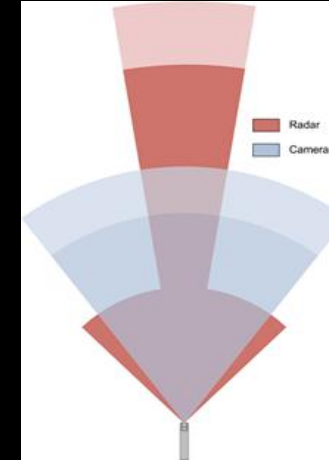
- Cab Structure (Impact) R 29 & Swedish
- Battery Side Impact protection
- Battery Cage
- Heated windscreen
- Front under run protection

Infrastructure Protection

- Road friendly Air suspension (Front & Rear)
- Scales – Axle Weights build in
- Tire Pressure Management

Scania Safety Support

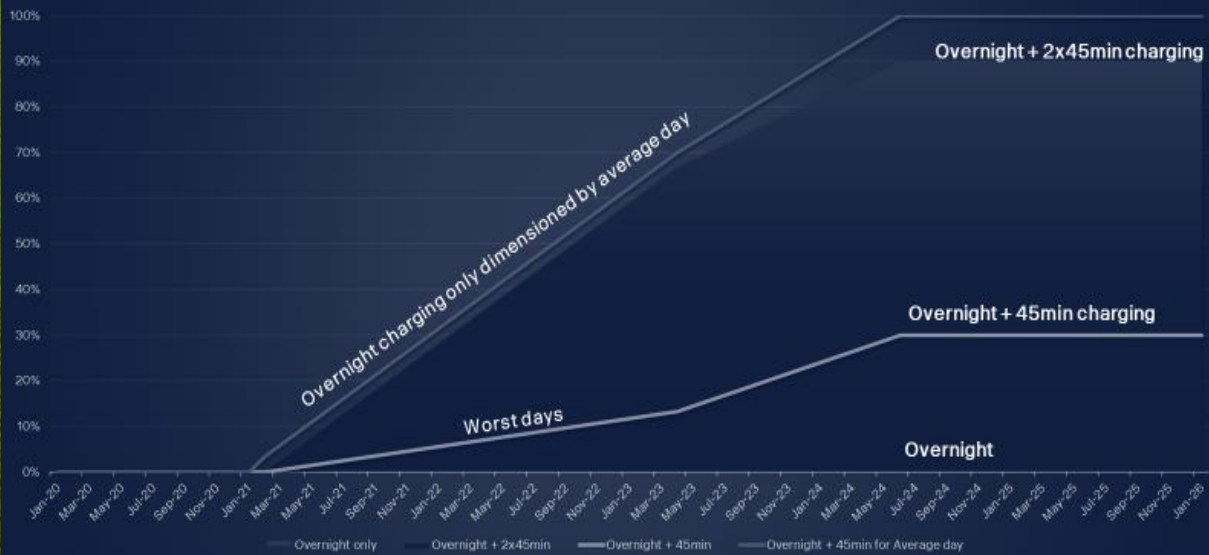
- My Scania (Fleet Management Portal)
- Scania Driver App
- Driver Training
- Specification



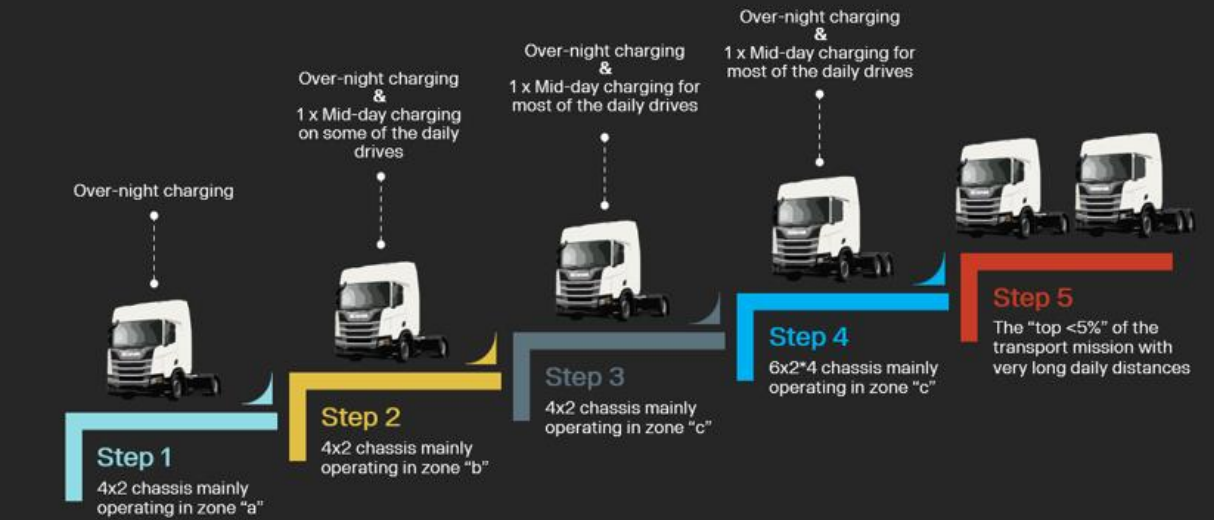
BEV ADOPTION IN FLEET



COMPLETE ROADMAP COMPOUNDING



SCALE-UP PLAN



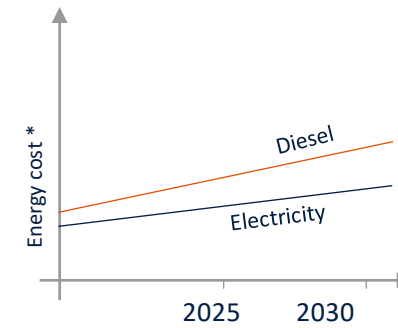
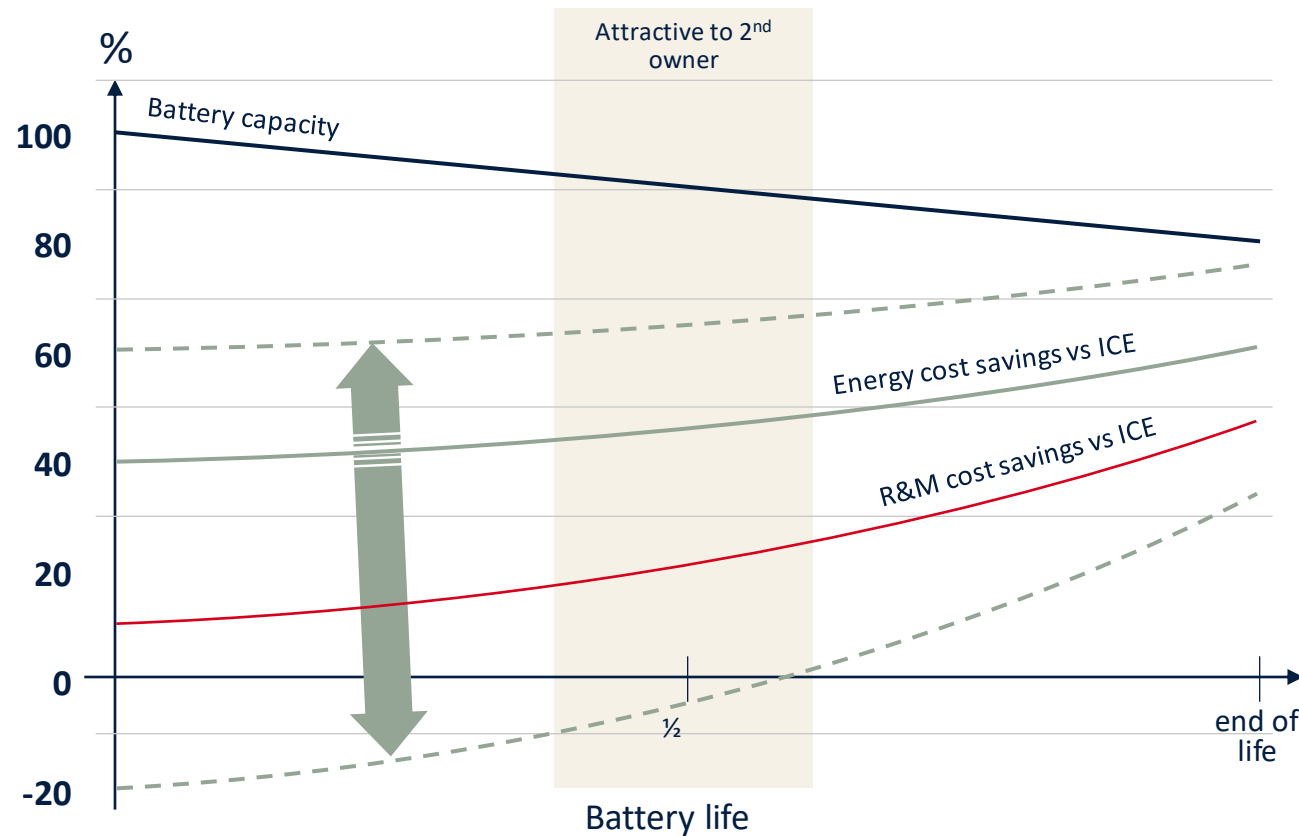
31 March 2022

Strategic Sales & Analytics / Jonathan Jönsson / Combined analysis

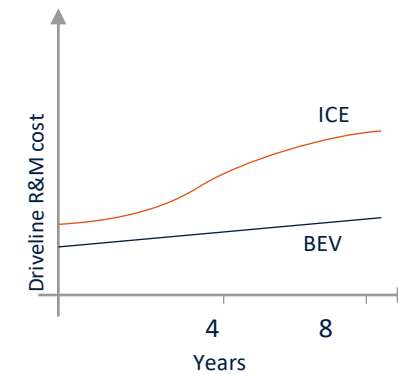
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Next gen BEV – operation and TCO elements = attractive

2nd life



*Forecast incl. CO2 tax





Key elements driving or delaying electrification

Must consider variance between segments (market place, customer type, application, industry)

◀◻◻◻◻◻◻ **Earlier** vs **Later** ◻◻◻◻◻◻▶

Shorter repetitive routes



Longer ad-hoc routes

High diesel to electricity price ratio (>~10)



Low diesel to electricity price ratio (<~5)

Natural time for extra charge



Less natural stop times

Mainly home depot and destination charging



Mainly en-route charging

Adaptability to electrification and balance risk



Rigid transport setup and high risk in CapEx

Not using full payload and space on frame



Pushing legal/physical dimensions and weight

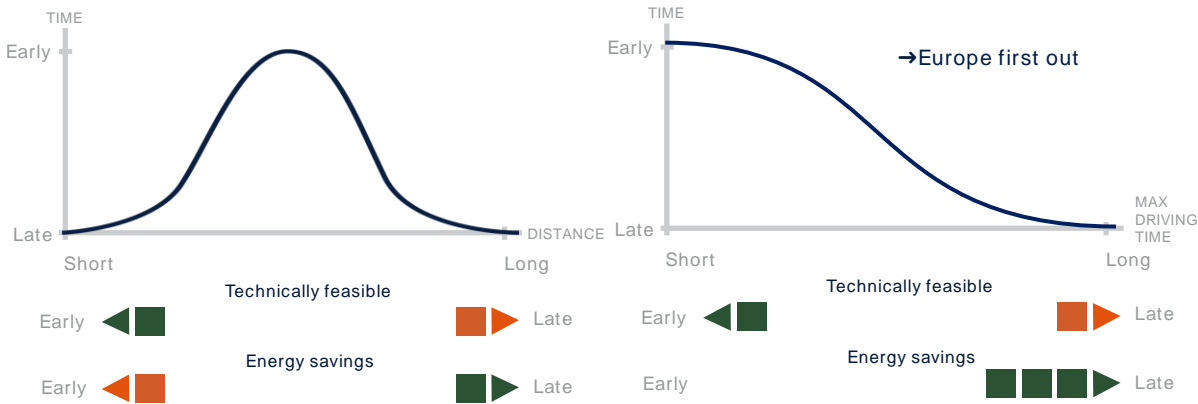
Sustainability demands and incentives



No incentives, low sustainability demand

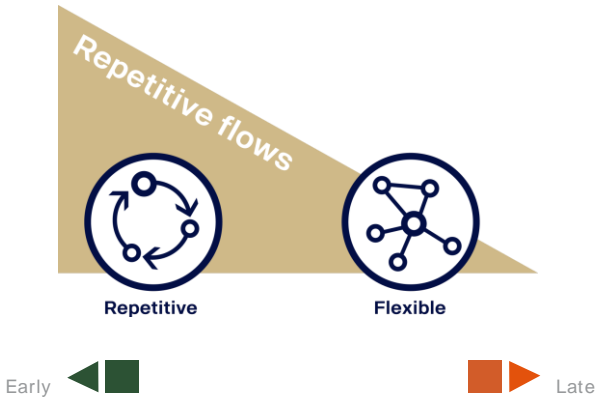


Distance



Repetitive operation

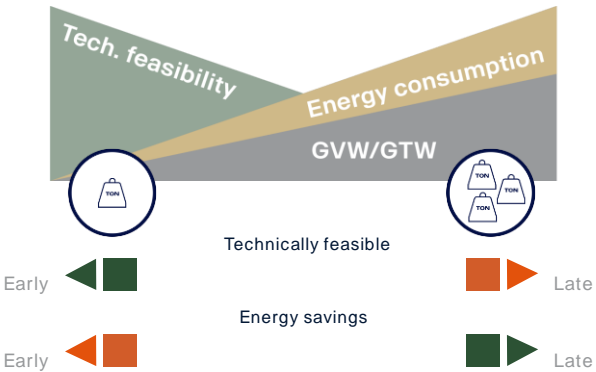
- Repetitive routes speeds up electrification from less need of flexibility of vehicle and setup
- High variation delays electrification as it requires bigger energy margins, a more flexible chassis layout and built out charging infrastructure.



GVW

Higher vehicle or train weight:

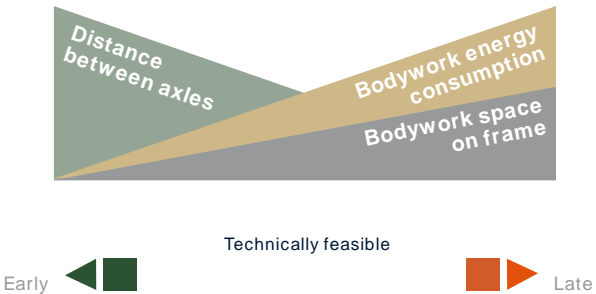
- + Larger energy savings
- More installed batteries
- More powerful powertrain



Specification and bodywork

High impact on max battery capacity:

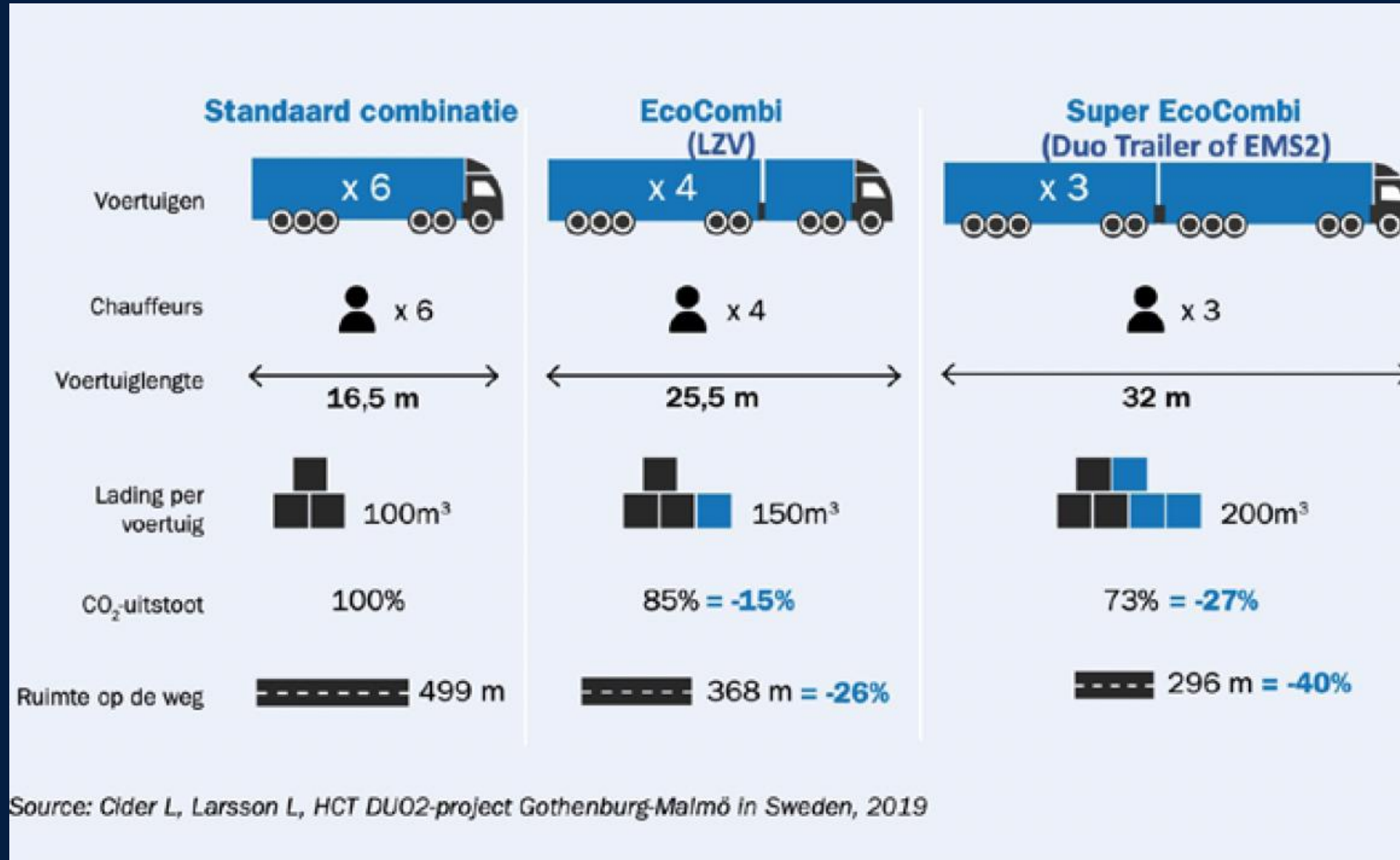
- More axles
- Short axle distance
- Bodywork on frame side
- Vehicle powered bodywork



Co2 reduction



Retaining Freight Efficiency Reducing Truck- Trailer Intensity on Road Modular freight systems HPMV adaptation



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Political Ambition ahead of Current Legislation

VDAM future for Heavy BEV

Prescriptive or Adaptable ?

Increased Dimensions
Mass & Length?

Improving or Retaining Freight Efficiency?

Fit for purpose ?

Axle Mass increase
Front Axle
Rear Axle
Wheel base increase
Overall Length

New Pro-forma Developments for BEV ?

Acceptance of EU Dimensions icw / UN/ECE REG

Industry Working group ?

VIRM update ?



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Thank You

