



# TOWARDS A SUSTAINABLE COMPANY



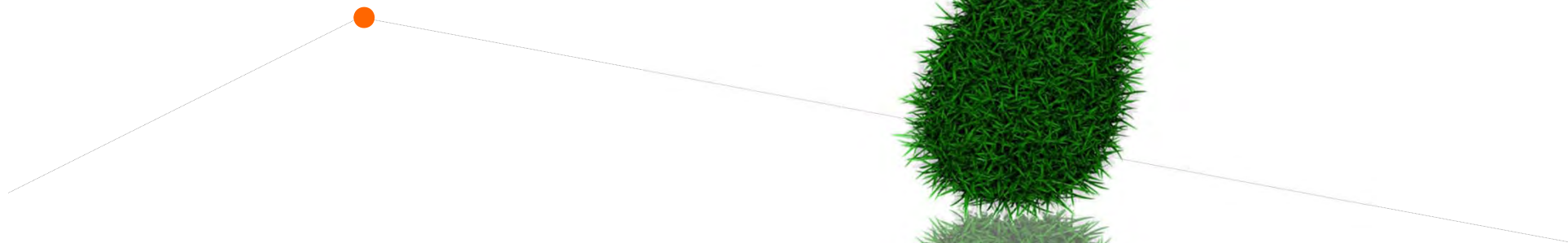


# WE MOVE GOODS FROM A TO B

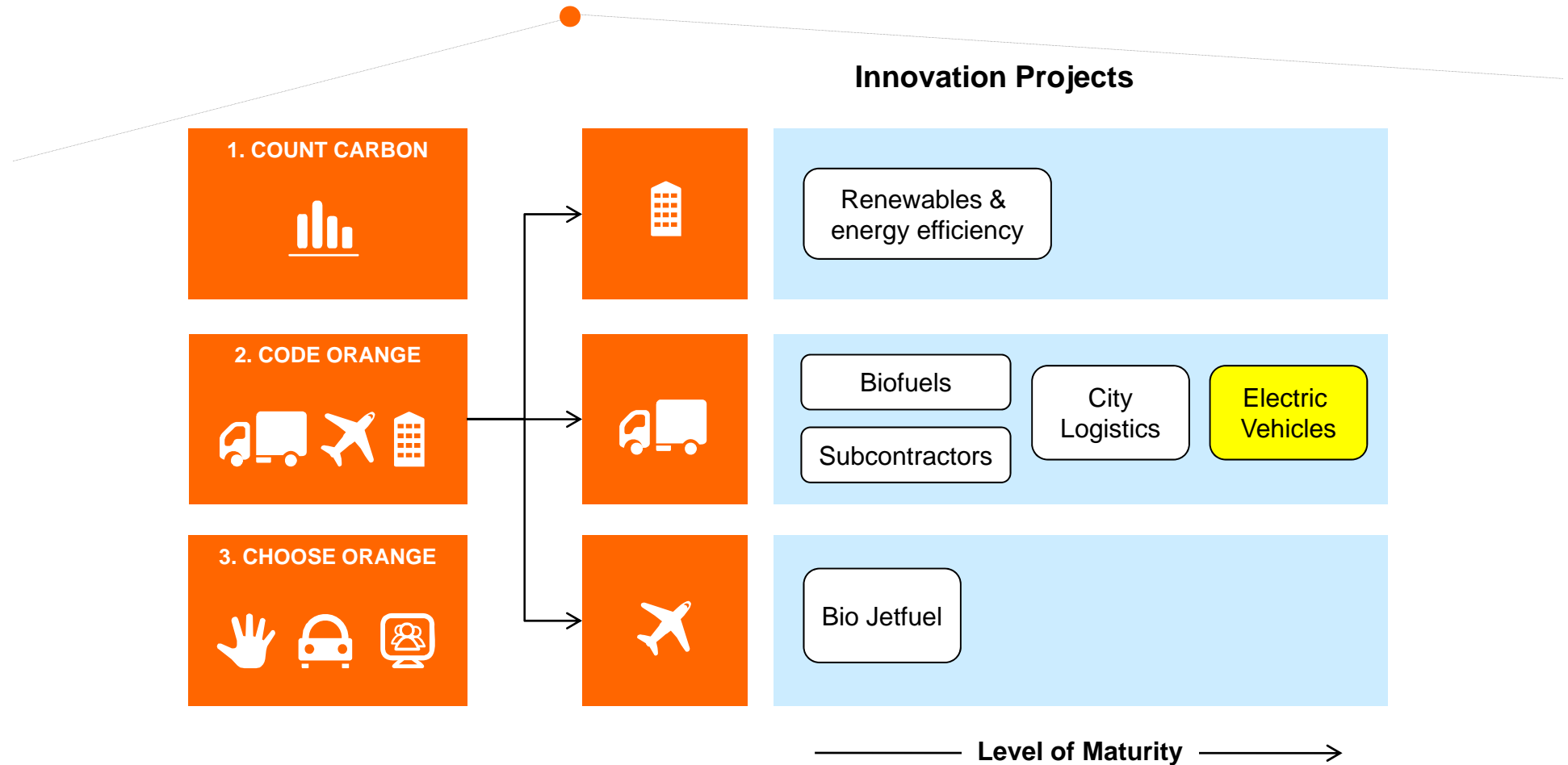
connecting is what we do



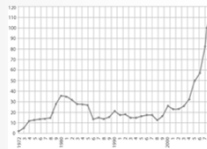
- 45%



# Innovation projects



- High fuel prices lead to advantages in life cycle-costs for electric vehicles
- Cost differences of about 15 to 30% expected<sup>1)</sup>



- Li-ion technology is becoming ready for mass production
- Range extenders and battery swap stations solve limitations on range

Fundamental  
framework  
e-mobility

- New car manufacturers: Miles, Think!, Tesla
- New business models: Project Better Place, City of Westminster, Electric cars – now!



- EU: strict fleet CO<sub>2</sub> emission targets for car manufacturers
- USA: zero emission cars as condition for market access
- China: significant problems with traffic pollution

1) Example for 2020 (EVs/PHEVs) in Germany; depending on country-specific price and tax framework

## Summary of the necessity of the initiative

### **SUSTAINABLE**

- Zero-emission vehicles (no CO<sub>2</sub> or particle emission<sup>1)</sup>)
- Energy efficient

### **COMPETITIVE ADVANTAGE**

- Improvement of corporate image
- Potential government stimulus

### **LOW OPERATIONAL COSTS<sup>2)</sup>**

- Lower running costs
- Simpler maintenance and repair

### **SUITABLE VEHICLES ARE UNAVAILABLE:**

- Supply
- Quality
- Action radius
- Costs
- Information

- Consolidated demand is necessary to ensure that there is preferential supply to the Netherlands
- Scale advantages ensure that the best possible product is supplied at an affordable price
- Significant support from the top of Dutch industry influences the policy decisions around electric mobility necessary to realize a sustainable market

1) Tank-to-wheel, and well-to-wheel assuming green generation

2) Ignores existing higher depreciation and interest components

## Goals

- 1** Creation of the launching demand to ensure the Netherlands is one of the pioneers of electric mobility

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- 2** Creation of an open, cross-industry platform that will significantly reduce the barriers to EV procurement

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- 3** Dissemination of knowledge and persuasion of policy makers to create operational boundary conditions that equal or exceed existing internal combustion engine vehicles

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- 4** Support adoption of electric mobility by the broader public and auto industry

## Tender overview

### TENDER CONSORTIUM



- Number of vehicles
- Vehicle specifications
- Supplier demands (e.g. financial requirements)
- Process & planning

- Business case
- Technical details
- Risk analysis

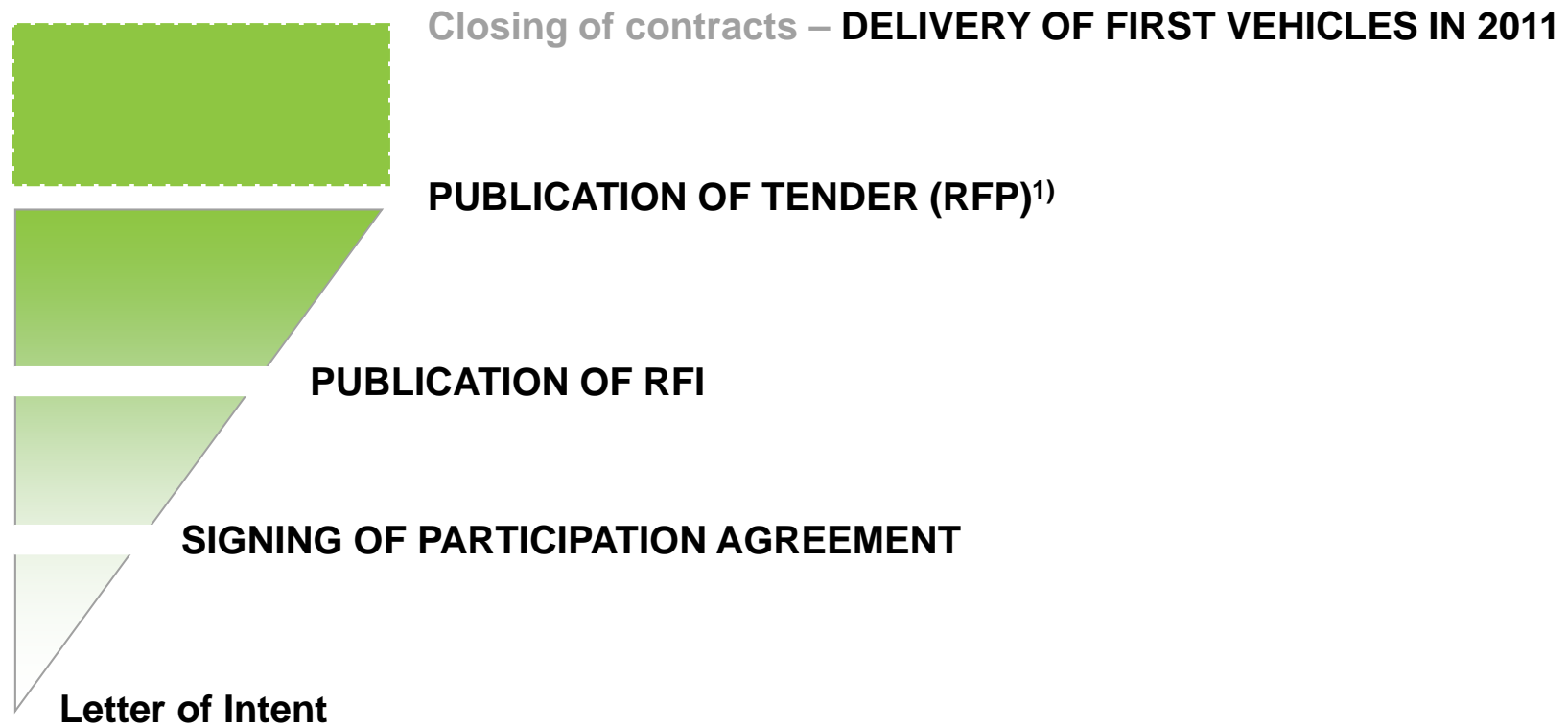
### SUPPLIERS

#### ILLUSTRATIVE









**Total funding requirement: €625.000**

*Legal expenses*

*Consulting fees*

*Marketing expenses*

**Government subsidy:**

€300.000

**Participant contributions:**

€150 per vehicle

**Core group (tenderboard):**

Remainder based on share of vehicles purchased

keep it simple...