

V O L V O

CARTEEH WEBINAR

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Trucks, buses, construction eqpt. and marine and industrial engines

Complete solutions for financing and service



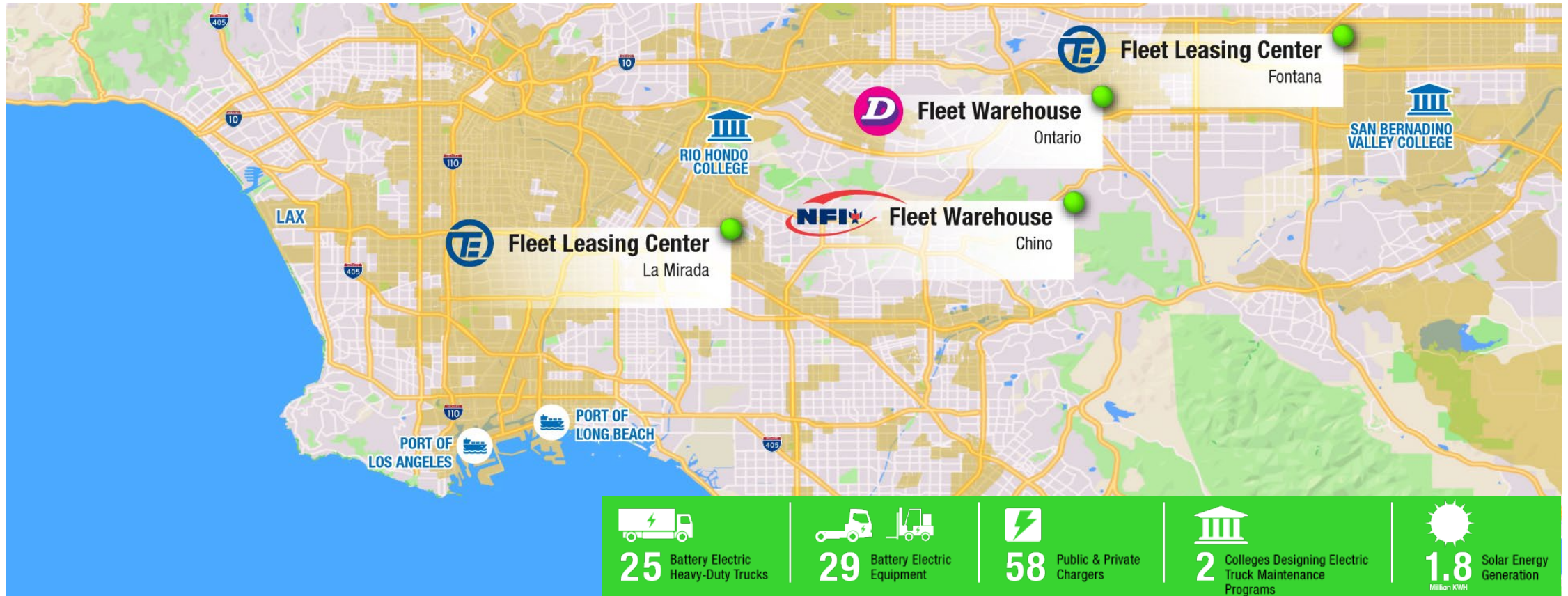
Electrification of commercial vehicles taking off globally

Electromobility solutions are critical path for a Carbon neutral society



Volvo LIGHTS provided a template for modernizing freight facilities

Deployed battery-electric Class 8 trucks, yard and warehouse equipment, charging infrastructure, solar panels, and more



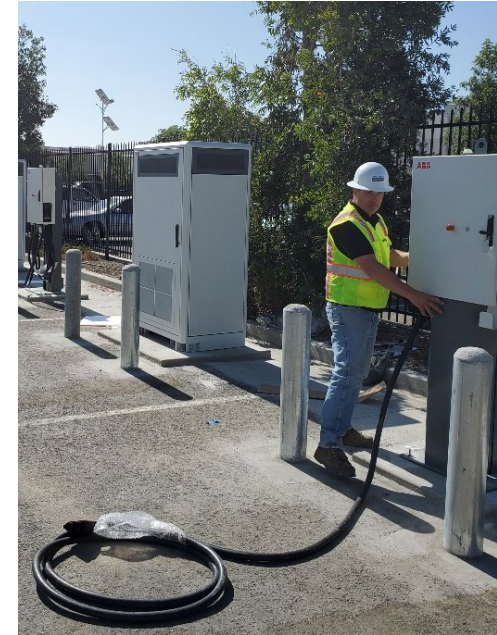
Volvo LIGHTS provided a pathway to commercialize the VNR Electric

25+ Class 8 battery-electric trucks in diverse, revenue-generating, customer operations today



Deployment of charging infrastructure is expensive and will take time

14 charge ports for Class 8 battery-electric trucks have been installed, 6 of them are semi-public



0 months

16 months

New paradigm shift – lack of familiarity contributes to delays

Project success is highly dependent on public funding/incentives and multi-stakeholder coordination

- Project partners are necessary for success
- Partner priorities are not always aligned
- Market development incentives are critical
 - Financial help to offset \$\$\$ vehicles and infrastructure
 - Govt. commitment for sustained funding
- Timelines for infrastructure readiness lag vehicle deliveries
- Other macro issues
 - Supply chain for electric trucks and chargers underdeveloped
 - Workforce development to support truck and charger uptime is underdeveloped

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THANK YOU

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