



POWERING LIMITLESS DRIVING

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VATTENFALL

VATTENFALL AT A GLANCE

- One of Europe's major retailers of electricity and heat and one of the largest producers of electricity and heat
- Main markets are Denmark, Finland, the Netherlands, Germany, the UK and Sweden
- Approx. 20,000 employees
- The Parent Company, Vattenfall AB, is 100%-owned by the Swedish state



2,040,000
heat customers

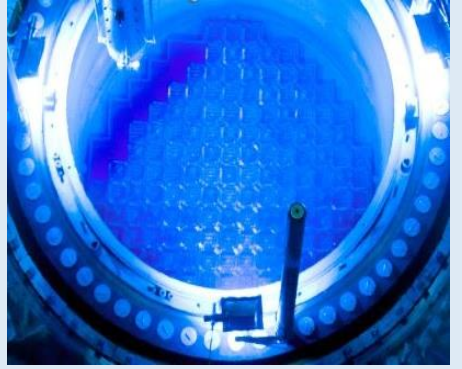
6,340,000
electricity customers

2,190,000
gas customers

3,270,000 electricity
network customers

800,000 decentral*
customers

“AT VATTENFALL, WE EXIST TO HELP ALL OF OUR CUSTOMERS LIVE FREE FROM FOSSIL FUEL WITHIN ONE GENERATION”



Power Climate
Smarter Living

AMBITION – TO ELECTRIFY OUR 4,500 CAR FLEET

Benefit Passenger Vehicles



Commercial Passenger Vehicles



Light Commercial Vehicles



WIDE RANGE OF USE CASES – START WHERE IT'S EASY!

From European inner city locations...

...to Northern Sweden



- Smaller installation services at homes / offices
- Operate in bigger cities, close to base of operations and public charging infrastructure available
- Minor adjustments needed to vehicles
- “Simple” user patterns
- Emergency vehicles used for larger (weather-related) disturbances a few times a year
- Harsh weather conditions and in remote areas
- Rebuilt fit-for-purpose vehicles with specialized technical installations onboard
- Complex user patterns

WHAT HAVE WE DONE SO FAR?

- Set ambition and Commit (EV100/EV30@30)
- Implement policies / instructions
- Establishing project organisation



WHAT HAVE WE DONE SO FAR?



- Mapping as-is
- E-mobility events & roadshows
- Engage with industry

WHAT HAVE WE DONE SO FAR?



- Increase volumes of PHEV/BEV
- Executing Pilot Programs
- Increase charging infrastructure

WHAT HAVE WE DONE SO FAR?



- Experience driving (just do it)
- Vattenfall InCharge: Easy access to home, business and public charging

LEARNINGS ALONG THE WAY



PERCEPTION IS KEY

- Start with a tone from the top
- Understand local differences
- Driver experience vs. management expectations

ACT! MOTIVATE AND ENGAGE

- Engage those driving the fleet
- Get started
- Think fleet

KNOWLEDGE IS POWER

- Understand your use cases – 80/20!
- Know the market
- Charging: think ahead, but act now

SMART AND COST EFFICIENT CHARGING OF YOUR FLEET - VATTENFALL OFFERS FULL-RANGE SOLUTIONS

At home



- Experienced partner to leasecos, OEMs
- Full-service smart home charging solutions

At businesses



- Semi-public and private solutions
- Project and full-service capabilities
- Strong energy partner "beyond charging"

In public areas (cities)



- Amsterdam example, most advanced city charging network in EU
- Highest standards in terms quality, security, safety and smart charging
- 100.000 charging sessions per month



KEEP THE EV DRIVER IN MIND!





ACCELERATE THE CHANGE
TOWARDS A FOSSIL FREE FUTURE



VATTENFALL