

## Interviews

- 5 operators, manufacturer, public roads admin.
- 28 BEV trucks (distribution/construction)

## BEV investment drivers

- Strategic choices
- Environmental objectives
- Passionate management
- Public tender incentives

## Vehicle selection

- Availability limitations
- Large cost premiums vs ICE:
  - Price not decisive, but subsidies crucial
- Longer depreciation/use times

## Charging

- Mix of depot/fast; night-/daytime
- Fast charging:
  - Expensive / challenging establishment
- Construction:
  - Offering electric → financial/delay risks

## Operation

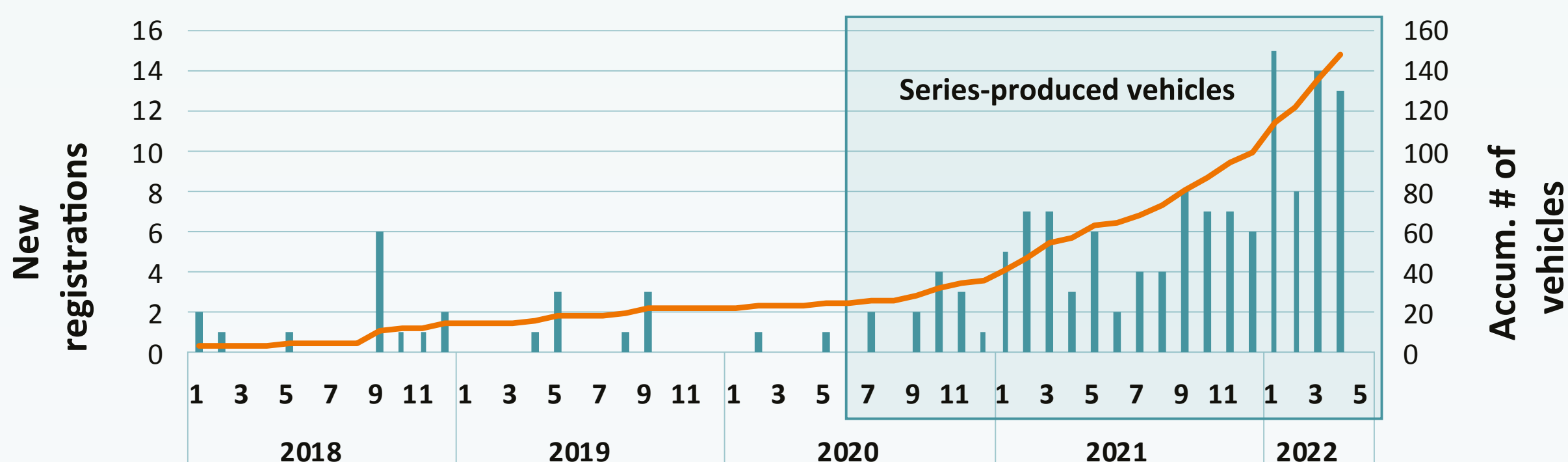
- Minor-to-major adjustments
- Distributors: City distribution similar to ICE
- Construction: Mostly within city boundaries
  - Tender particularities
  - Limitations to range/trailer

## Technical performance

- Few large issues
- Battery: placement challenging; not weight
- Energy cost savings
- Driving range:
  - Somewhat < specs
  - Limited reductions wintertime
- New 'Gens': Efficiency improvements

## Key insights:

- Progress and improved BEV quality, increasing electrification potential
- Financial incentives have made BEV TCO more comparable to ICE
- Public procurement initiatives important
- Further technological progress towards lower costs, longer ranges, driving with trailer, 4WD



Picture: ASKO/Jørgen Nordby