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UNIVERSITY OF
BIRMINGHAM



energy[®]
saving
trust

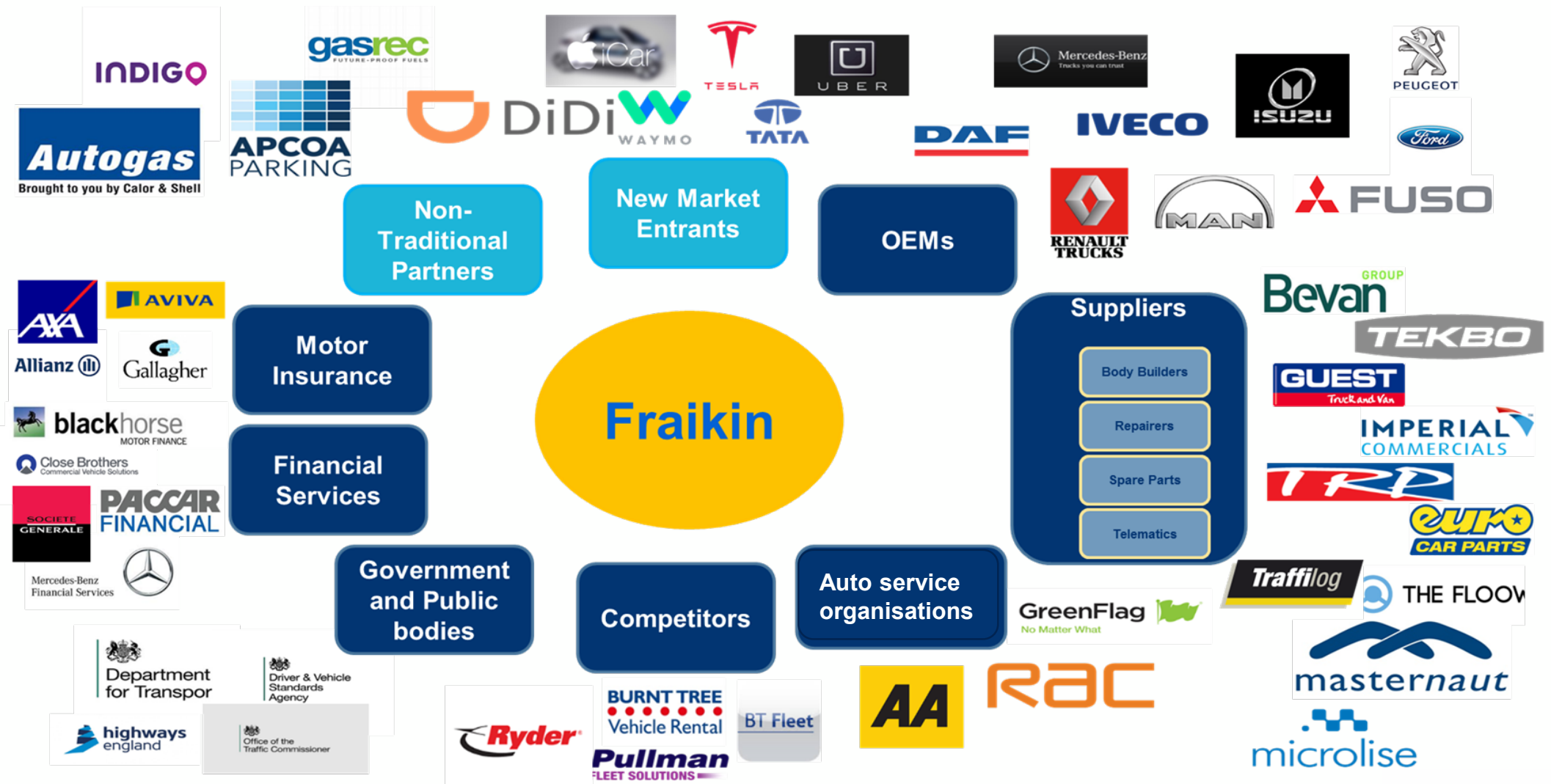
FRAIKIN

**BIRMINGHAM CLEAN AIR
ROADSHOW**

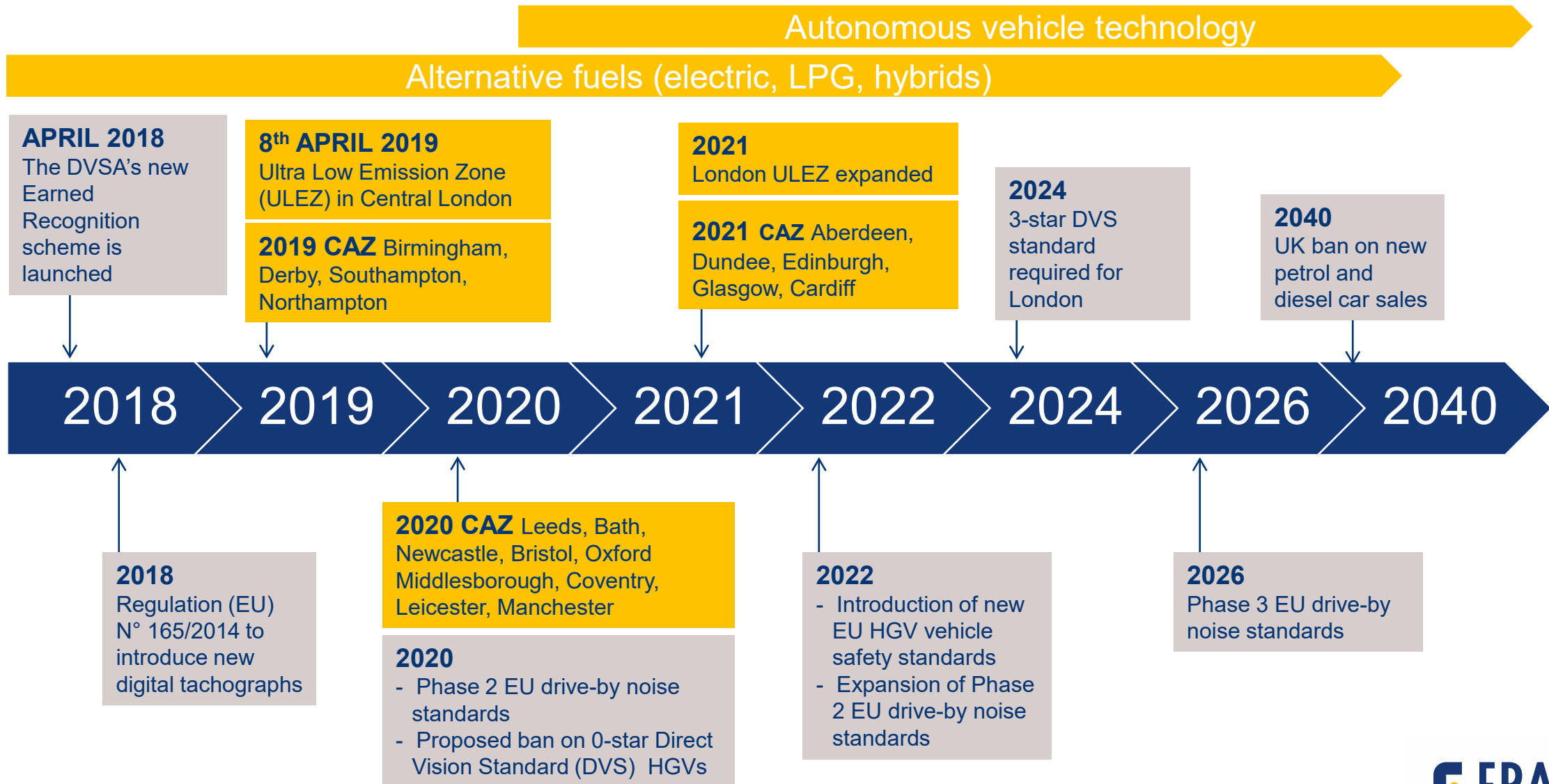
October 2018



● The increasingly complex auto market



● Industry challenges and trends





Overview

Bio-fuel

LPG

Petrol

Hybrid

Electric

NGV

Fraikin LUV & 3.5T range - 2018



Fiorino



Doblo



Ducato 3.5T



Daily 3.5T

Fraikin new vehicle range - 2018



Daily: 6T



D Wide: 19/26T








Eurocargo: 12/16T
Stralis: 19/26T

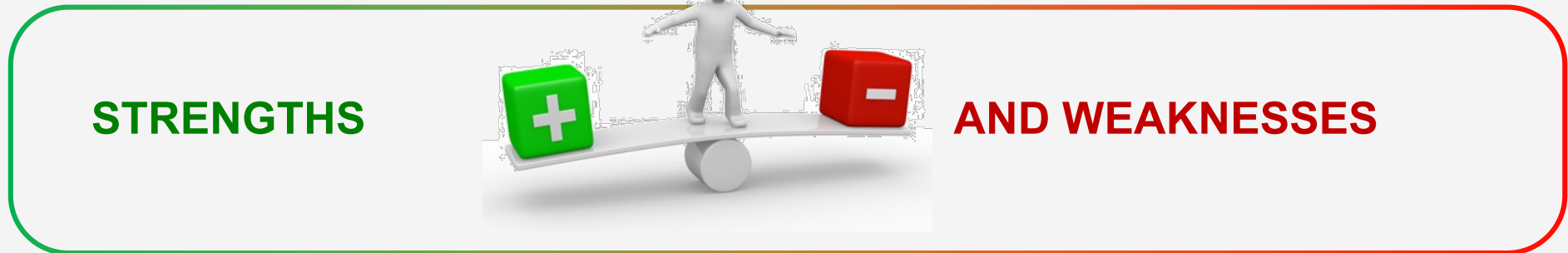


Stralis

● The situation today

ENERGY	LCV	HGV	RANGE	ENERGY NETWORK	CLEAN AIR	CAPITAL COST	TCO
Diesel	✓	✓	+++++	+++		++	++++
Petrol	✓	✗		+++			
Electric	✓	✗ (IN dvpmt)	+	+		+++++	+++
Hybrid	✓	✓	++++	+++		+++	+++
GAS	✓	✗	+++++	++		+++	++

- **To understand the potential of new fuels it is essential to understand the context**



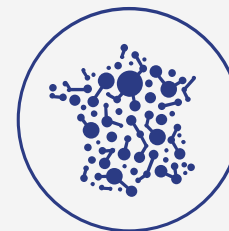
TCO



Driving range



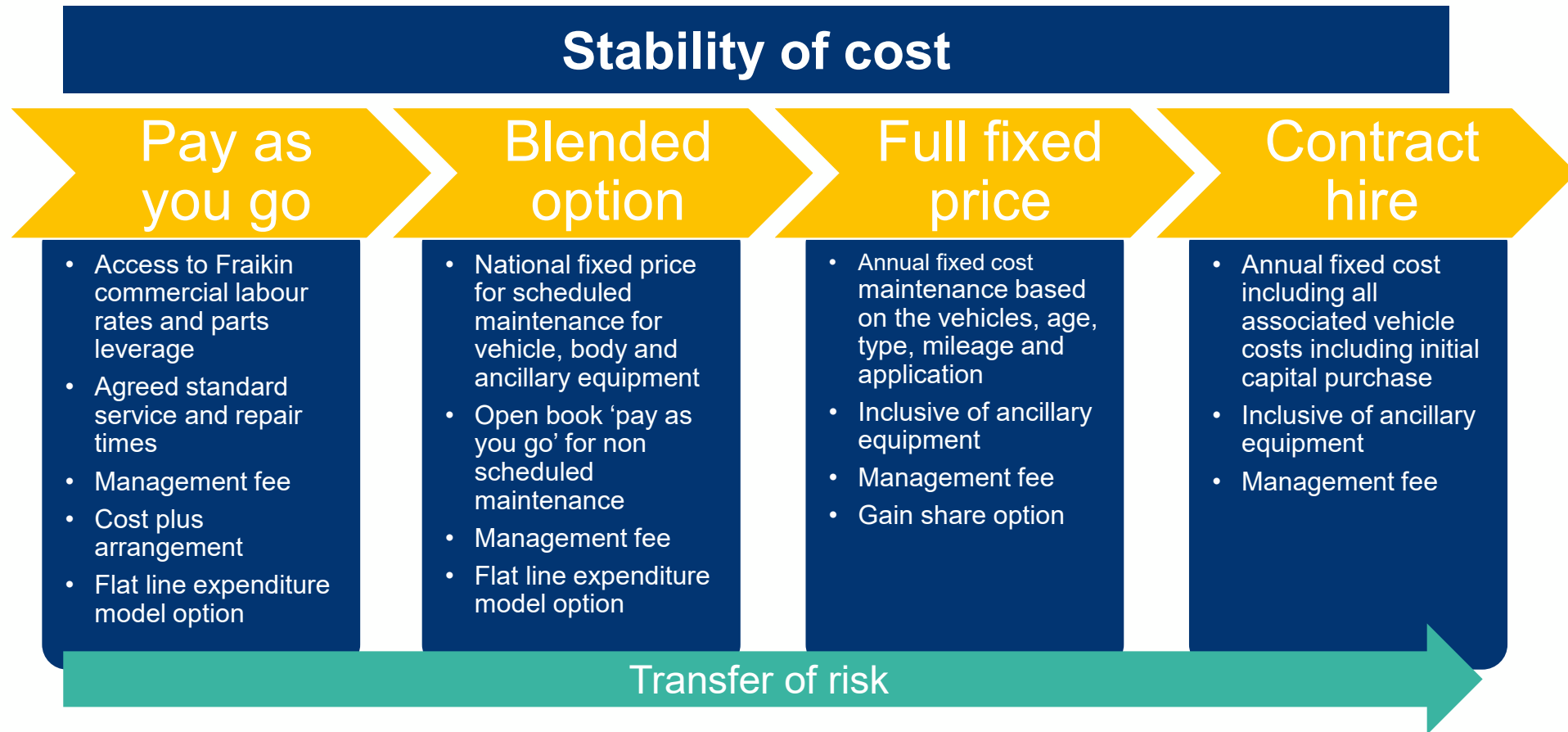
Energy network density



Ecological impacts



- **Flexible commercial model - cost certainty**





Thank you