



STREETSCOOTER

– FROM STARTUP TO THE LARGEST PROJECT IN E-MOBILITY IN GERMANY

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First global logistics service provider with a quantified CO₂ efficiency target

2008



Adopting the Shared Value approach and a new generation of tailored GoGreen Solutions

2012



Start of large scale rollout of electric mobility for pick-up and delivery services

2014



Achieving 2020 target to improve carbon efficiency by 30%, 4 years early

2016



The world agrees on the **Paris Agreement**

UN Sustainable Development Goals are decided

Major customers demand green logistics services

Investors demand action and transparency

Regulatory requirements lean towards decarbonization of transport



Source: Deutsche Post DHL Group

MISSION 2050: **ZERO** EMISSIONS



Source: Deutsche Post DHL Group; Zero emissions refers to net zero emissions

We defined four strategic targets for 2025 to track progress against our 2050 mission

1.

Global Target • • •

By 2025, we will **increase our carbon efficiency by 50% over 2007 levels** to support the global ambition to limit global warming to well below 2°C.

2.

Local Target • • •

By 2025, we will improve local quality of life **by delivering 70% of our own first and last mile services with clean pick-up and delivery solutions.**



2025

RE-VISIT

RE-VISIT

RE-VISIT

RE-VISIT

2050

ZERO

EMISSIONS

3.

Economic Target • • •

By 2025, **more than 50% of our sales will incorporate Green Solutions** which make our customers' supply chains greener.

4.

People Target • • •

By 2025, we will have trained **80% of our employees to become certified GoGreen specialists** and we will actively involve them in our environmental and climate protection activities. This includes joining partners to **plant one million trees each year.**

1 StreetScooter – A Success Story

2 StreetScooter Product Portfolio

Electric vehicles as a base for commercial transport reduce local emissions e.g. particulate matter, nitric oxide and noise

Local emissions are a challenge for urban areas



- » Continuously growing **traffic volume** in urban areas.
- » **Despite** many **measures** (e.g. emission sticker) **growing environment pollution** through noise, particulate matter and nitric oxide.



- » Danger of **EU lawsuits** against cities for exceeding environmental limits.
- » Cities develop actions plans, often connected to **ban on driving** (e.g. diesel engines) and other restrictions, that have effects on the living quality of citizens.



Solution

Use of **electric vehicles** for postal delivery

- » Independence of fossil fuels: mobility based on electricity of **renewable sources**
- » Significant reduction of nitric oxide (NOx) particulate matter (PM) and noise

Challenge:

- » Availability of suitable electric vehicles

Project StreetScooter as the base for the sustainable organization of the last mile

2010: a young start-up from Aachen in the focus of German media: StreetScooter - an affordable electric vehicle for everyone



Quelle: FAZ, Handelsblatt

A small two-seater has to be transformed into a powerful logistic-vehicle



2011: Innovative concepts for the involvement of customers in the early stages of development - The Lab-Car



2012: Prototype – base for proof of concept



2013 - 2016: Intense testing in operations, expansion of production and broadening of product portfolio

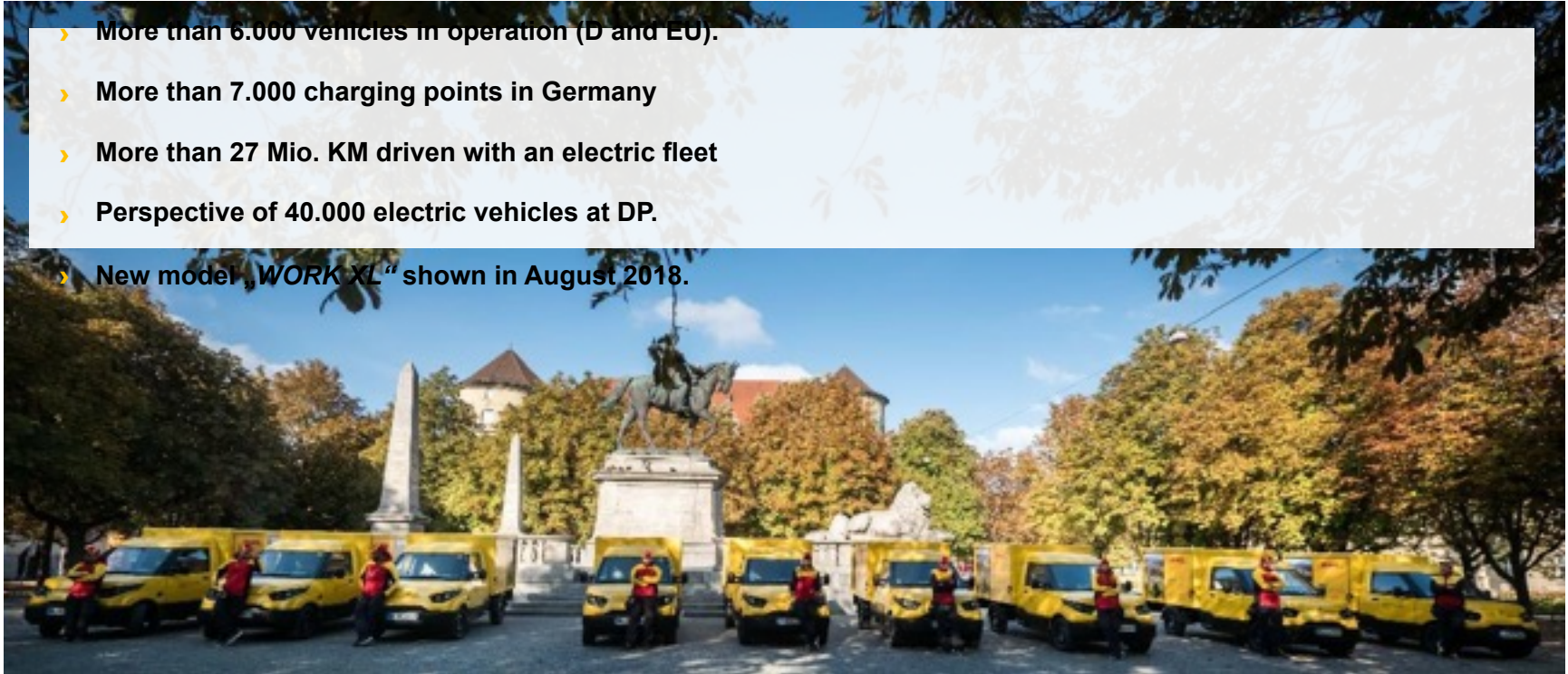


2017: Distribution in Europe - Box or Pick-up, advertising medium or refrigerated Truck - StreetScooter as a multi-purpose-platform.



2018: Largest Project in E-Mobility in Germany

- › More than 6.000 vehicles in operation (D and EU).
- › More than 7.000 charging points in Germany
- › More than 27 Mio. KM driven with an electric fleet
- › Perspective of 40.000 electric vehicles at DP.
- › New model „WORK XL“ shown in August 2018.



1 StreetScooter – A Success Story

2 StreetScooter Product Portfolio



Work

Loading capacity: 4,3 m³
Payload: 585 - 720 kg
Gross weight: 2.180 kg
Max. speed: 120 km/h
Capacity: 20 - 40 kWh
Range¹⁾: 101 - 205 km

1) NEFZ



Work L

Loading capacity: 8 m³
Payload: 960 kg
Gross weight: 2.600 kg
Max. speed: 120 km/h
Capacity: 40 kWh
Range¹⁾: 187 km

1) NEFZ



starting 2019

Work XL

Loading capacity: 20 m³
Payload: 1.350 kg
Gross weight: 4.250 kg
Max. speed: 90 km/h
Capacity: 30-90 kWh
Range: 80-200 km

StreetScooter Work

High net loading volume; +60% compared to conventional vehicles

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Robust concept for daily business: Misuse und Abuse Tests are used to simulate operational demands

Different surfaces





Attractive offers for purchase- or full-service leasing



Up to 4,000 € **environmental bonus**¹⁾



60 % – 80 % reduction of maintenance & wear²⁾ costs



60 % – 70 % reduction of fuel costs²⁾



Unique proposition within the commercial vehicle segment (N1) **4,3 m³ payload** in WORK und **8 m³ payload** in WORK L, with more than 3,000 vehicles in use



Positive perception and **high communication value**









Offering all from one source
mobility including charging infrastructure, vehicle and a maintenance network

E-

1) Demandable from BaFa, if buyer is entitled to funding. Applies to purchasing und leasing agreements for German registrations only.

2) After approx. ~ 9 million kilometres in operational use for Deutsche Post DHL

Model		Price ¹⁾	Model		Price ¹⁾
	WORK	35.950,00 € less 2.000 EUR Environmental bonus ²⁾		WORK L Pure	38.950,00 € less 2.000 EUR Environmental bonus ²⁾
	WORK Pure	31.950,00 € less 2.000 EUR Environmental bonus ²⁾	Demnächst erhältlich	WORK L Pick-Up	40.950,00 € less 2.000 EUR Environmental bonus ²⁾
	WORK Pick-Up	33.950,00 € less 2.000 EUR Environmental bonus ²⁾		WORK S	3.250,00 €
	WORK L	42.950,00 € less 2.000 EUR Environmental bonus ²⁾		WORK M	4.590,00 €

Work = 20 kWh-Version, Work L 30 kWh-Version

1) exclusive VAT; 2) Environmental bonus only in Germany

Thanks for your attention!

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