

Building the future  
of automotive



MOBILITY  
EUROPE

**Lou Jedeloo / Brand Ambassador Europe**

Oslo Zero Conference

11 April 2018

“What if you cannot enter the city  
with your Euro6 fleet tomorrow morning”?



An aerial photograph of a wide, tree-lined street in a European city, likely Paris, with a dense urban landscape and a modern skyline in the background. A light blue grid pattern is overlaid on the entire image. The text "An increasing number of European cities introduce low emission zones" is centered in the upper half of the image in a white, sans-serif font.


An increasing number of European cities  
introduce low emission zones



A wide-angle photograph of a cable-stayed bridge at dusk. The bridge's tall pylon and numerous stay cables are silhouetted against the twilight sky. The bridge deck is visible with a few cars driving across. In the background, a city skyline is visible across a body of water, with some buildings illuminated. The overall mood is serene and modern.

Organisations are looking for profitable zero emission solutions to serve the inner city. For today and for tomorrow.

# How your fleet will be ready for duty in a zero emission world



Rely on one of the largest car producers in the world

Join our ambition to pioneer the automotive future

Experience the advantages of the Maxus EV80, the electric LCV revolution

Benefits and requirements for a network partner





No.7  
world  
wide



SAIC is a global  
player

**Annual production:**  
6.9 million cars

**Ranking in China:**  
Number 1

**Global ranking:**  
Number 7

**Fortune 2017 Global 500:**  
Number 41

**Revenues 2017:**  
\$ 114 Billion



Western brands partner with us  
in order to serve the Chinese market







SAIC offer  
a family of  
own brands

Passenger cars  
and commercial  
vehicles



Roewe (*domestic only*)

MG (global)

Maxus (global)





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International expansion will be driven  
with a 100% emphasis on electric vehicles in Europe







# SAIC Europe



## The implementation of a European EV strategy

Focus on zero emission

High quality products

State-of-the-art technology

Competitive TCO

Durable mobility solution



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# MAXUS EV80

Technology  
Trust  
Ambition



## Meet the Maxus EV80

Brand of SAIC Motor

Light commercial vehicle

Fully electric / BEV = Battery electric vehicle

European launch now\*

\* For selected fleet owners only







Electric range 192 km  
(NEDC) / 125-175 real

A close-up photograph of a hand inserting a white and black charging cable into the charging port of a white car. The background is blurred, showing an outdoor setting with other vehicles and structures.

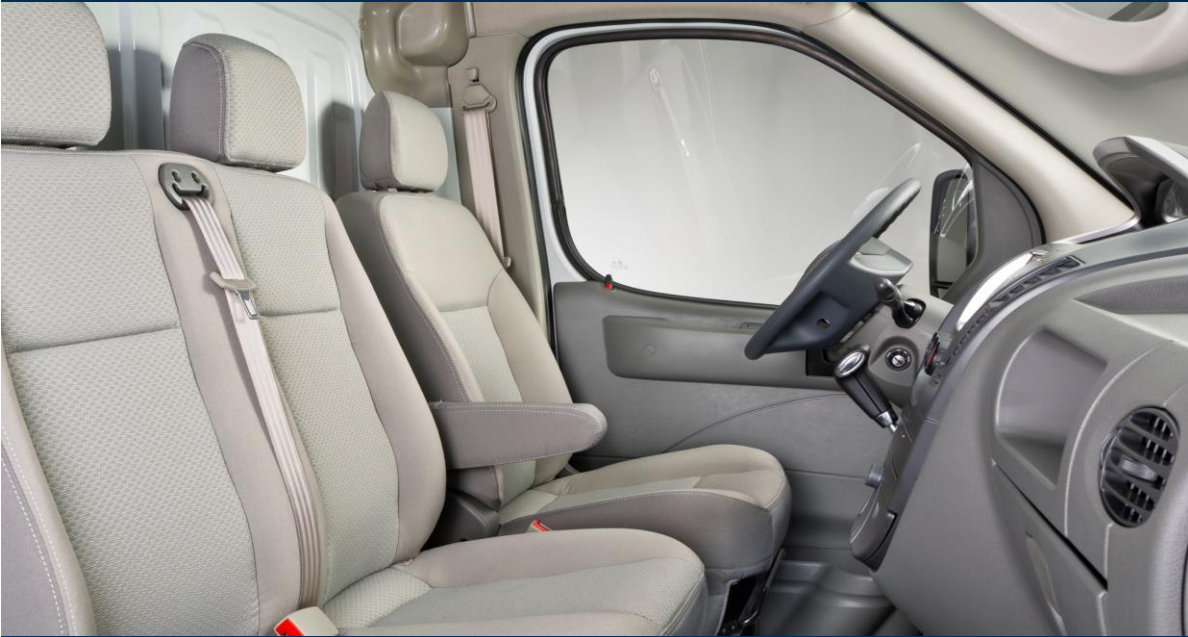
Charging time from 2 hrs (DC)



Total cost of EV80 ownership very  
close to a diesel van

And even lower when subsidised

Drivers appreciate the space, ergonomics and comfort



Cargo volume 10,2 m3 & 11,4 m3



Payload capacity 950 kg (H2 Panel Van version)



Maxus EV80 is available in two versions:

- Panel Van (H2 & H3 from Summer 2018)
- Chassis Cab



Always a smooth ride with the advanced electric drivetrain direct (Automatic) transmission

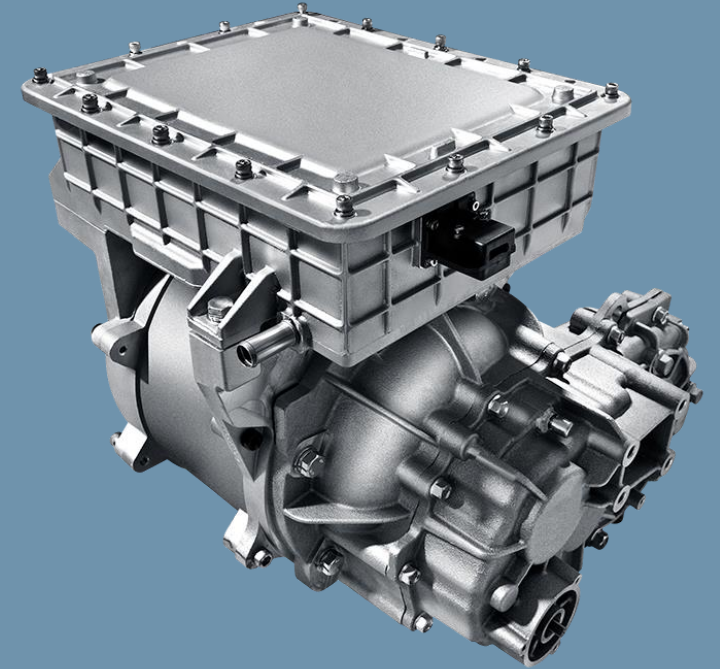
Go the extra mile with high capacity lithium ion phosphate batteries (LiFePO<sub>4</sub>)

All cars equipped with battery heater to secure charging and vehicle reliability

56 KWh battery (up to close to 200 KM range)

Charging time around 2 hours for DC

Charging time around 7 hours for AC



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An aerial photograph of a city street, showing a line of cars parked along the side of the road, with buildings and trees visible in the background.

Benefits and requirements for a network partner



# SAIC & Maxus EV80 experiences the last 6 months

- We act as “Apostles” or consultants, many organisations not prepared (yet) for BEV LCV’s
- Piloting at prospects not only recommended, even crucial
- Sense of urgency in most of Europe to convert Combustion engines for EV LCV still not 100%
- The car must have AC and DC, while charging infrastructure solutions important to offer
- Within most Corporates / Governmental institutions 6 to 12 months to accomplish sales
- Range of up to almost 200 kilometres is more than sufficient for 80-90% of our customers
- Direct Sales initially planned, however several European markets require “local heroes”

# SAIC & Maxus EV80 experiences the last 6 months

- China min. 8% BEV quote starts from 2019 onwards, SAIC prepared for that new regulation
- Therefore, we don't have any production limitations for our 1<sup>st</sup> in class (10-12m3),  
the EV80 is immediately available in large quantities
- For Norway our Maxus local partner will be announced soon
- Norway is a role model for many policy makers in Europe, both local as national
- For Norway, especially at these (still early) BEV LCV stages – do provide financial support
- Norway shows already > 50% Hybrid/BEV sales for Passenger cars, BEV LCV's follow soon



An aerial photograph of a dense urban skyline, likely Shanghai, taken during the 'golden hour' of sunset. The sky is filled with soft, colorful clouds in shades of orange, pink, and purple. The city is a vast expanse of skyscrapers and buildings, with a prominent river or harbor in the foreground. A bridge is visible crossing the water, and a few boats are scattered on the surface. The overall atmosphere is one of a bustling, modern metropolis.

# 先到先得

The early bird catches the worm



MOBILITY  
EUROPE





Europe

We are looking forward to co-operate with you in Norway

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