





Net-zero carbon – can we get there before 2050?

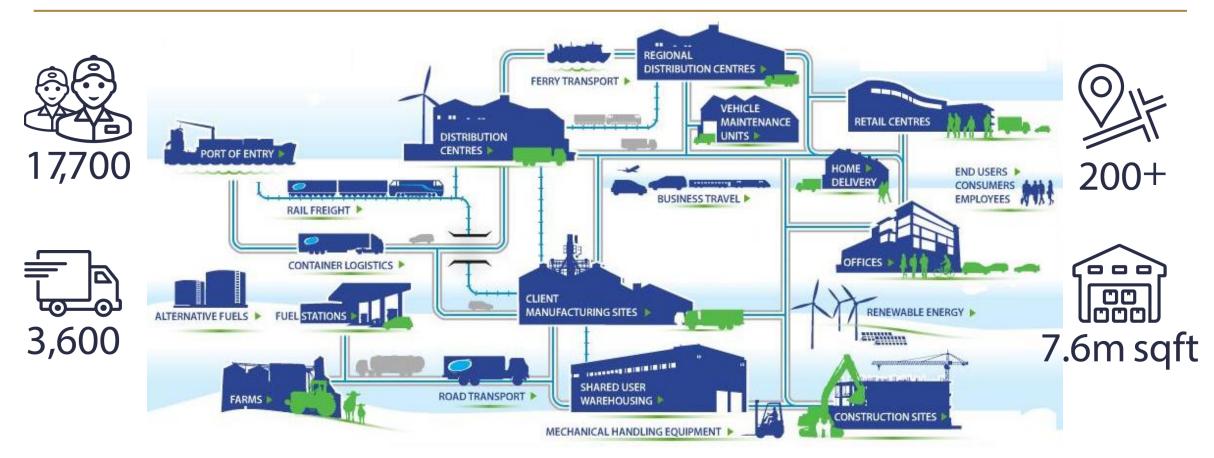
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Wincanton at a glance





The fullest vehicles over the fewest, best miles in the best vehicle with a trained, motivated driver using a zero-emission fuel





What's the urgency?



Stakeholder Trends



Public concern

- "Extinction Rebellion", School strikes, Greta Thunberg
- Blue Planet
- Colleagues and Communities expect responsible action

Customer priorities

- Sustainability, health and CSR propositions
- Reporting on impacts
- Ethical supply chain

Government responses

- UK "Net-zero carbon by 2050" What freight targets?
- Infrastructure support (new charging and fuel networks)
- New reporting rules

Investor priorities

- Environmental, Social, Governance (ESG) Transparency
- Targets & assurance
- Authenticity !!

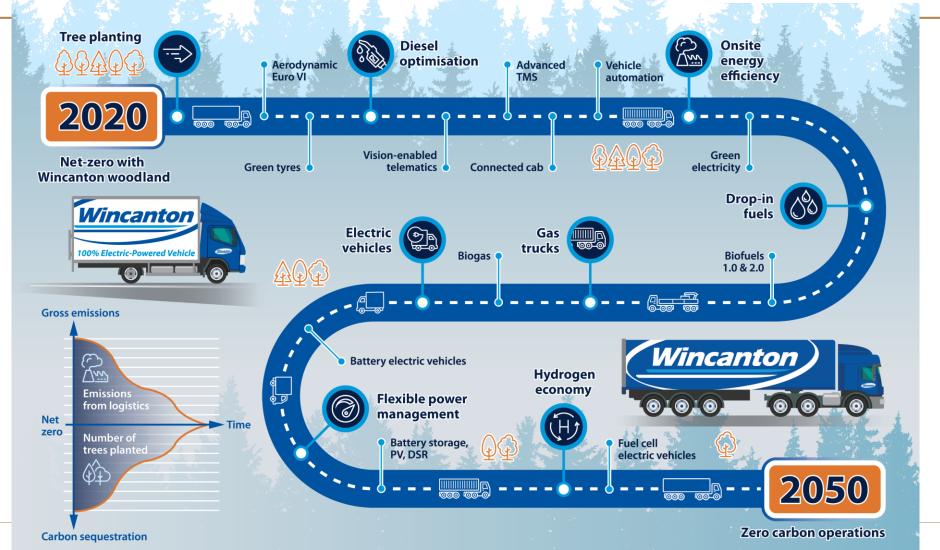






How fast?







Fuels: liquid, gas or electric?



Diesel Optimisation Strategy – do the most work with the least fuel

- 1. Network design & operation: Advanced TMS/TPS; MiX telematics; In-cab connectivity; Collaboration;
- 2. Fuel efficiency: Euro VI fleet; Green tyres; Aerodynamics; LSTs; Double decks; Automation features; Driver training, coaching & Management

Diesel "drop-in" development – as for diesel optimisation strategy plus back to base refuelling with:

- 1. FAME Biodiesel B20 from waste oils/fats (Argent Energy)
- 2. Blends of "paraffinic" fuels. GTL from methane and HVO from waste oils/fats

DieselGTL*BiodieselHVO*Connected
Autonomous
Shared
ElectrifiedElectricGreen electricFuel cellElectrified

Gas development – as for diesel optimisation strategy with dedicated gas vehicles using back to base refuelling supplemented by gas network refuelling:

- 1. LNG/CNG
- 2. Biomethane
- 3. Hydrogen used in ICE (unlikely)

Electric development – as for diesel optimisation strategy with electric vehicles (EVs) using back to base recharging (or hydrogen refuelling)

- 1. Electric with battery EVs (BEVs) [3.5t 26t]
- 2. BEVs with green electricity** [3.5t 26t]
- 3. Hydrogen used in fuel cell (FCEVs) [3.5t 44t]





What stops us?



Environmental

Does it provide *authentic* environmental benefits?

Customer

Will it meet their goals?
Will they collaborate and contribute?

Commercial

Is the business case compelling over the contract term?

Social

Will people accept it?

Is it safe?

Technical

Does it work, as needed, reliably and consistently?



Innovate



When could we do it?



