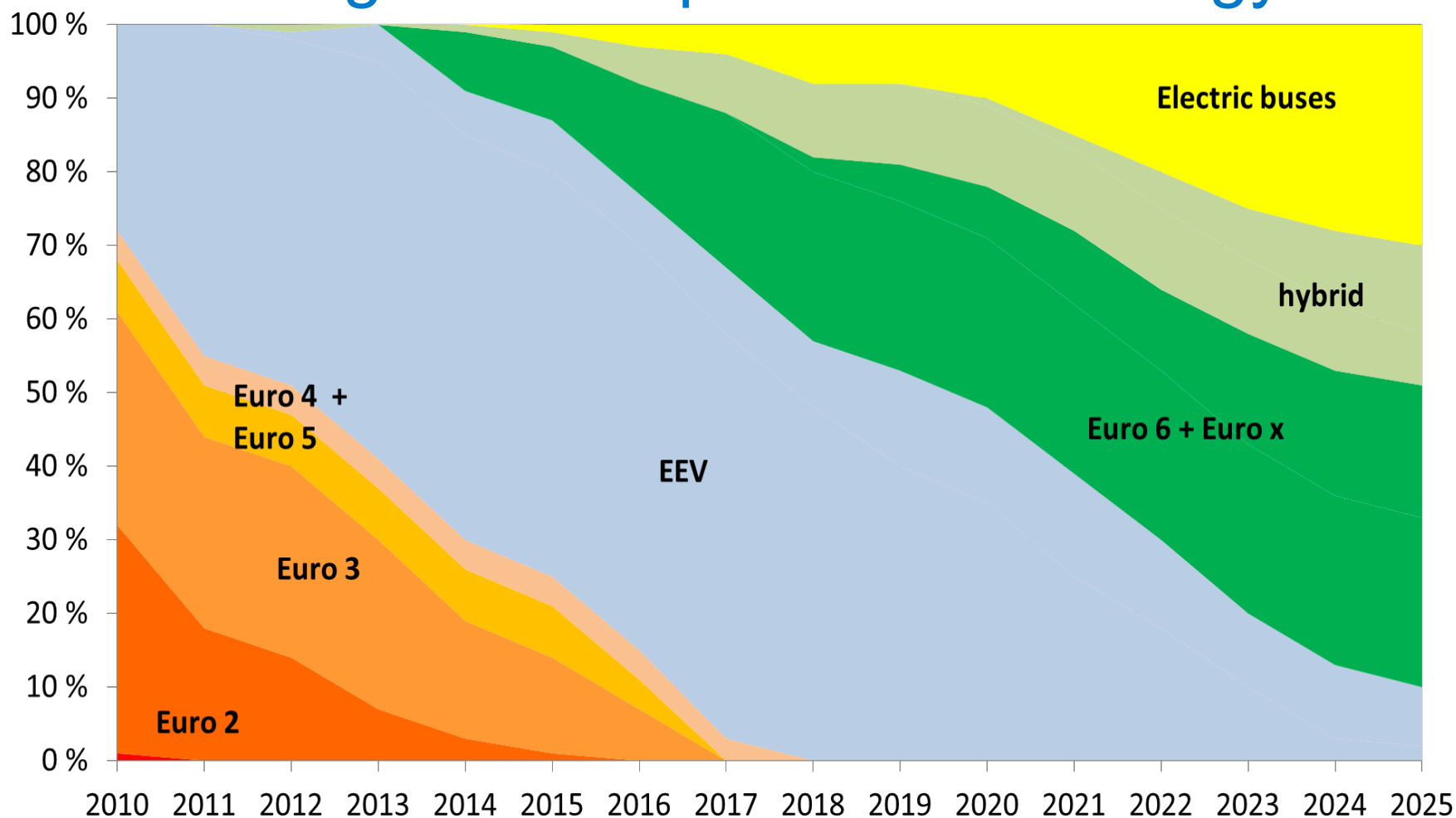


Helsinki region electric bus activities with pre-commercial pilot "ePELI"

Nordic Bus Initiatives, 1.9.2015, Gothenburg

Reijo Mäkinen

Helsinki Region Transport – fleet strategy 2025



Estimated effect on emissions by 2025 (compared to 2010): reduction of NO_x (-92%), PM (-95%), CO₂ (-90%)

For conventional buses, biofuels are phased in and constitute 100% from 2020 onwards

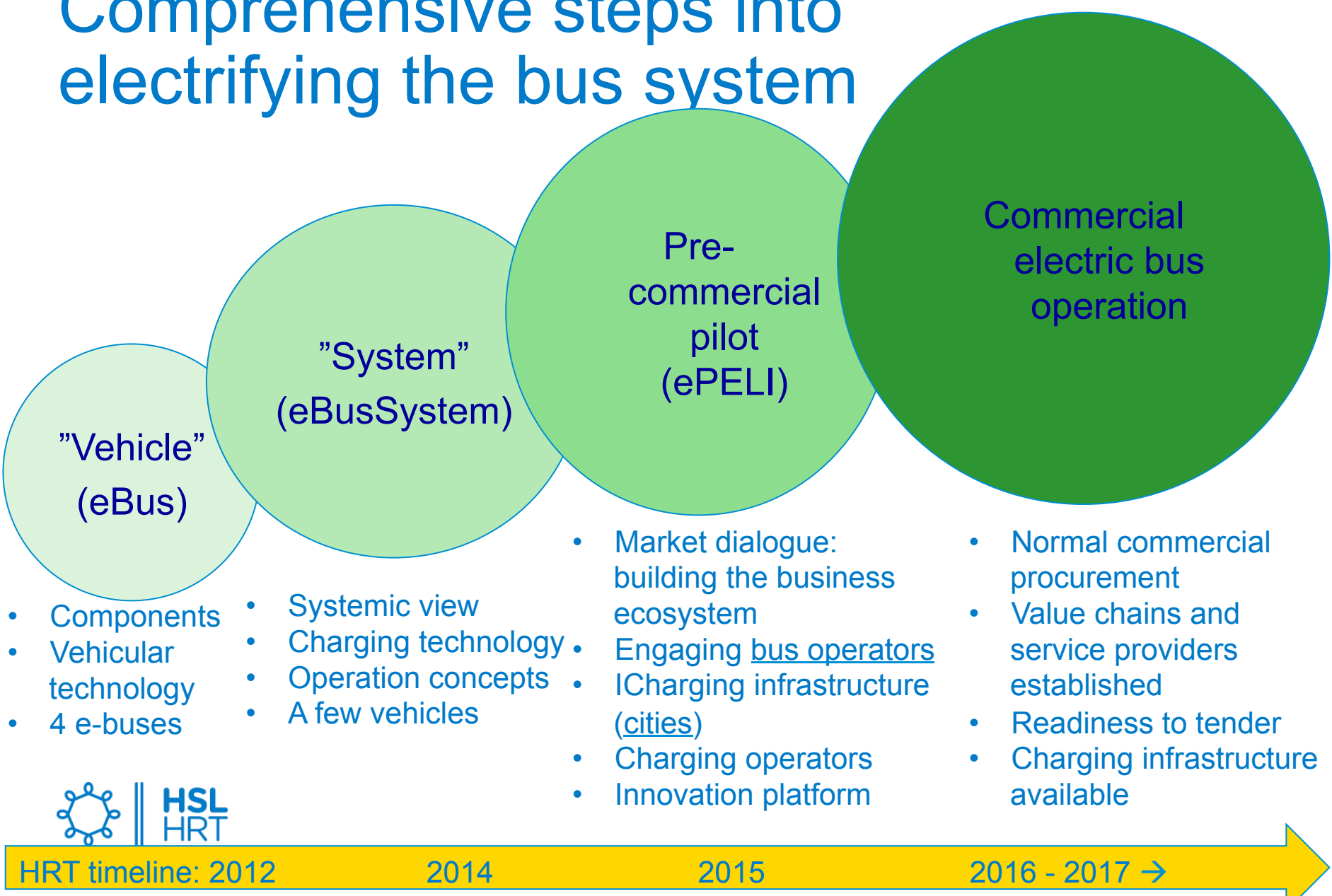
Comprehensive steps into electrifying the bus system

The diagram illustrates the progression of electrifying a bus system through four overlapping circles, each representing a stage with specific components and activities. A timeline at the bottom indicates the years associated with each stage.

- "Vehicle" (eBus)**
 - Components
 - Vehicular technology
 - 4 e-buses
- "System" (eBusSystem)**
 - Systemic view
 - Charging technology
 - Operation concepts
 - A few vehicles
- Pre-commercial pilot (ePELI)**
 - Market dialogue: building the business ecosystem
 - Engaging bus operators
 - Charging infrastructure (cities)
 - Charging operators
 - Innovation platform
- Commercial electric bus operation**
 - Normal commercial procurement
 - Value chains and service providers established
 - Readiness to tender
 - Charging infrastructure available

HSL HRT

HRT timeline: 2012 **2014** **2015** **2016 - 2017 →**



- Components
- Vehicular technology
- 4 e-buses

- Systemic view
- Charging technology
- Operation concepts
- A few vehicles

- Market dialogue: building the business ecosystem
- Engaging bus operators
- ICharging infrastructure (cities)
- Charging operators
- Innovation platform

- Normal commercial procurement
- Value chains and service providers established
- Readiness to tender
- Charging infrastructure available

Before large scale adoption, HSL wants to secure the following

- Productivity: the size of the bus fleet must not be increased when replacing conventional buses with electric ones (fleet cost)
- Operability: the operability of the electric buses must be at the same level as that of the conventional buses
- Reliability and comfort: the level of service, reliability and passenger comfort need to be the same or better compared with conventional buses
 - Proven and reliable technology
 - Established value network and actors with business models

Innovative procurement in “ePELI”

- Normally Helsinki Region Transport (HSL), the public transport authority (PTA) procures public transport services, not vehicles
- However, HSL realised that electric buses are a challenge for the bus operators
- **HSL took the decision to purchase 12 electric buses, and lend them to the bus operators**
- **Thereby the PTA takes the financial and technical risks for the first real electric bus fleet**
- The 12 electric buses are “extra” vehicles, so possible problems will not affect the service level of the bus system
- The first two buses arrive in September 2015, 8 more in 2016

"ePELI" key players

- Helsinki Region Transport (HSL)
 - Direct procurement of 12 Linkker buses
 - Opening of market dialogue
- City of Helsinki
 - Procurement of charging infrastructure in Helsinki
- City of Espoo
 - Procurement of charging infrastructure in Espoo
- A number of enterprises participate
 - 4 bus operators, service providers, manufacturers



Electric bus by Linkker Ltd

Conclusions

- HSL is highly committed to good service with low environmental impact
- HSL sees a growing penetration for electric buses
- However, electric buses still pose some challenge to fleet operators
- HSL acquires a test fleet of 12 fully electric buses by Linkker Ltd, the first buses arrive in September 2015
- The buses are handed to fleet operators, to build up market readiness to offer electric bus services in oncoming tendering processes
- Cities of Helsinki and Espoo arrange the high power opportunity chargers
- HSL hereby carries its part of the risk in introducing new technology