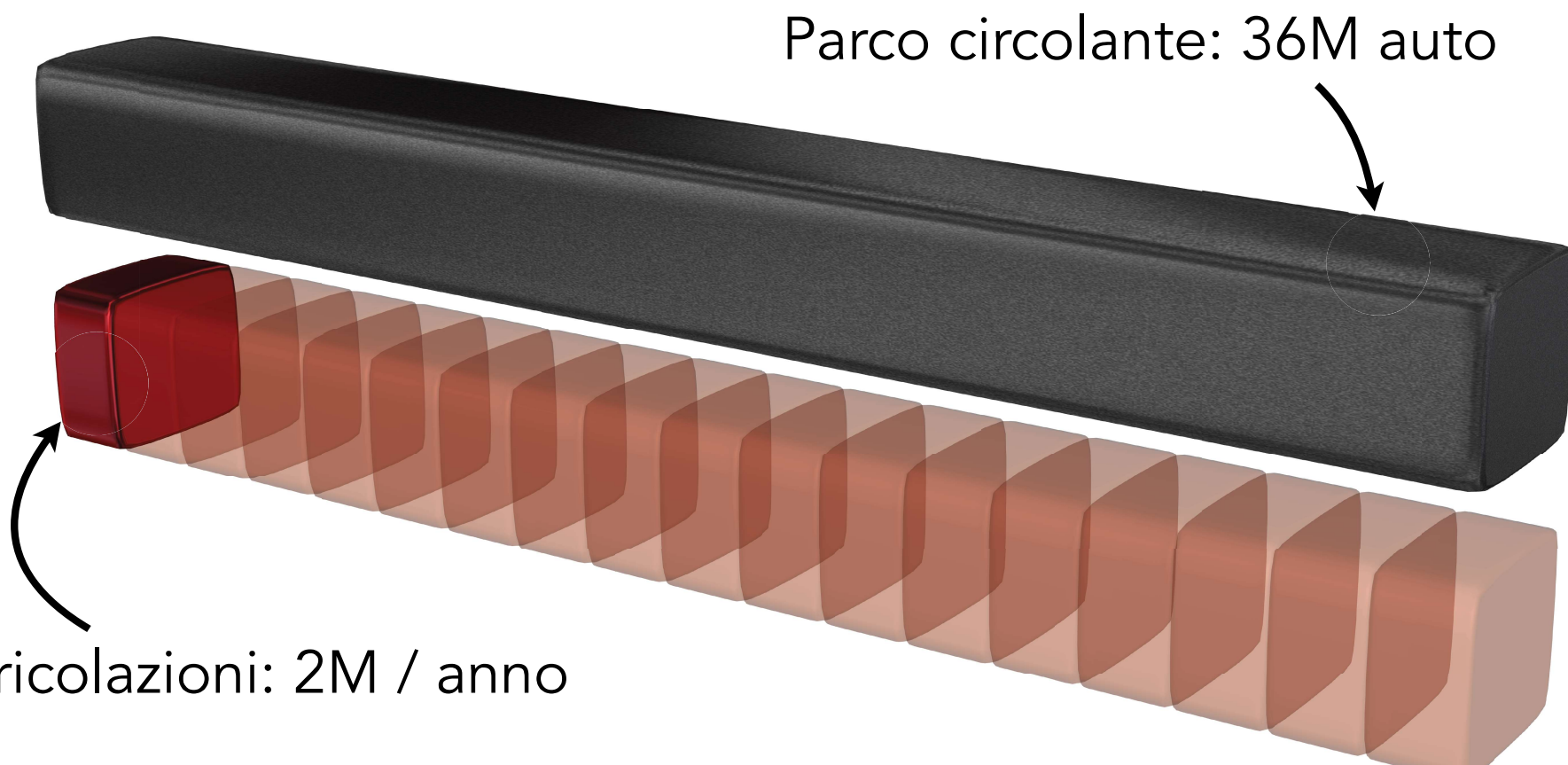


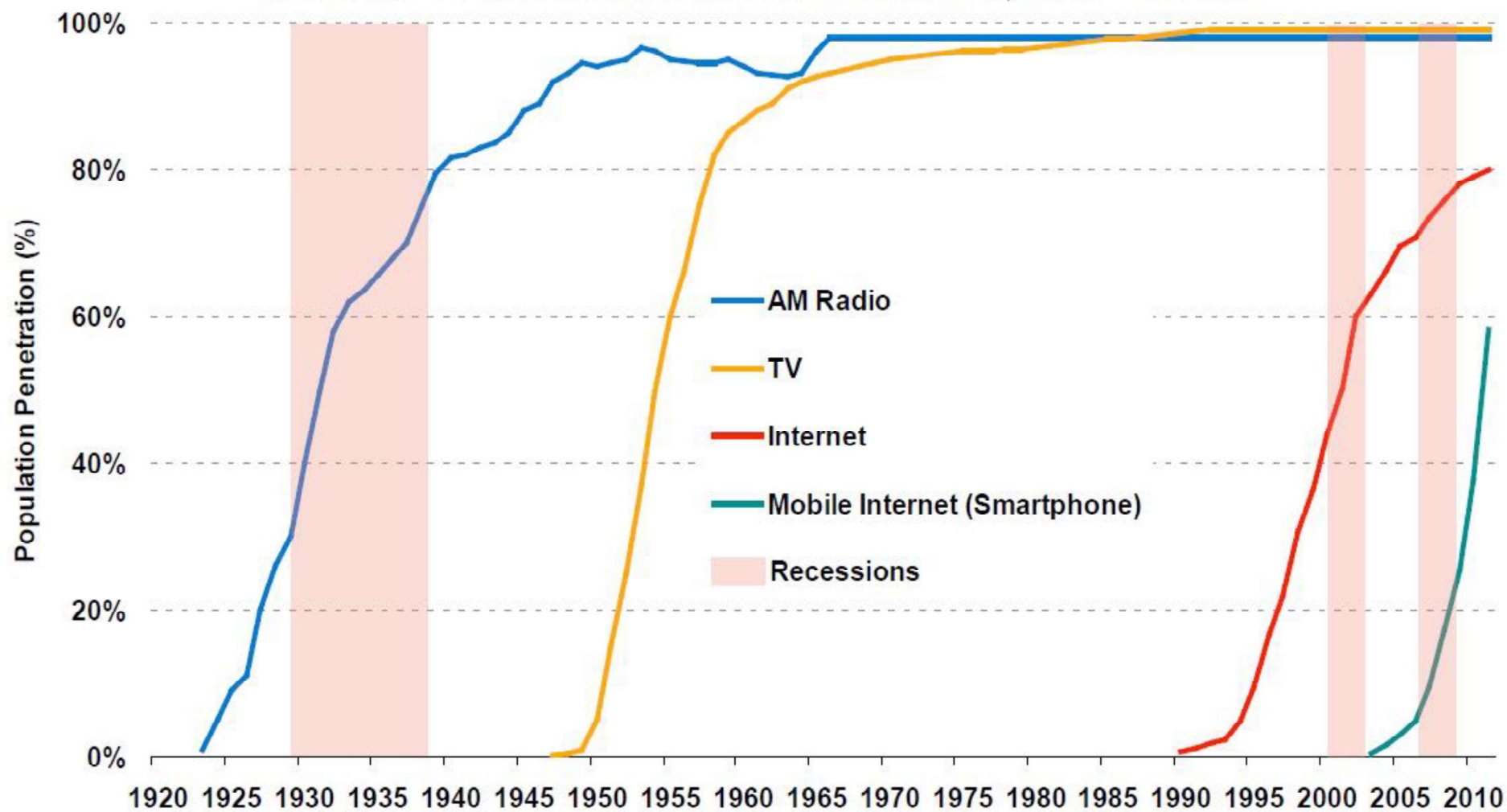


eMOBILITY: FACTS & FIGURES

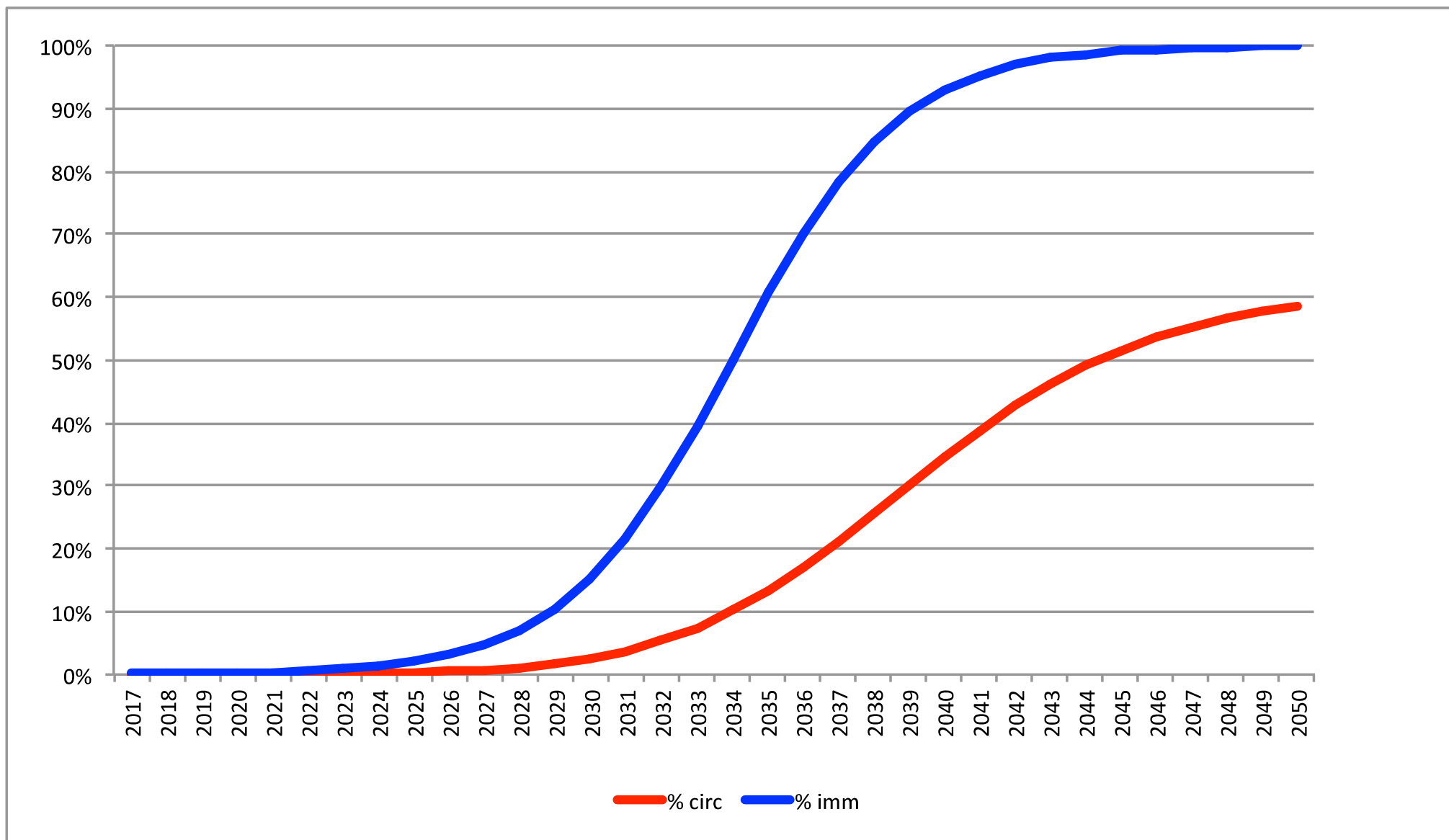
SOSTITUZIONE DEL PARCO MINIMO **18** ANNI



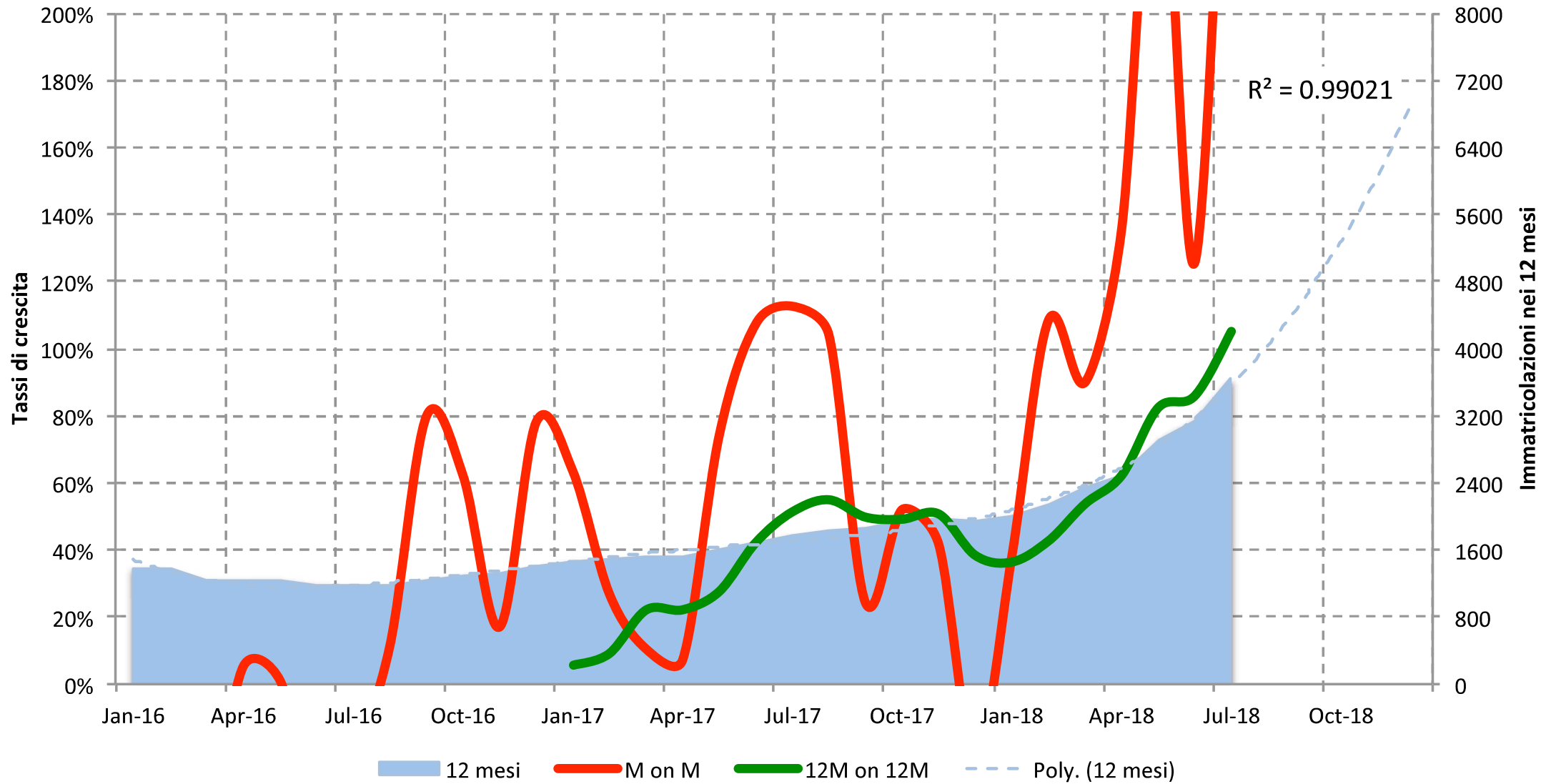
Technology Adoption (Measured by Population Penetration) in USA Radio vs. TV vs. Internet vs. Mobile Internet, 1920 – 2011E



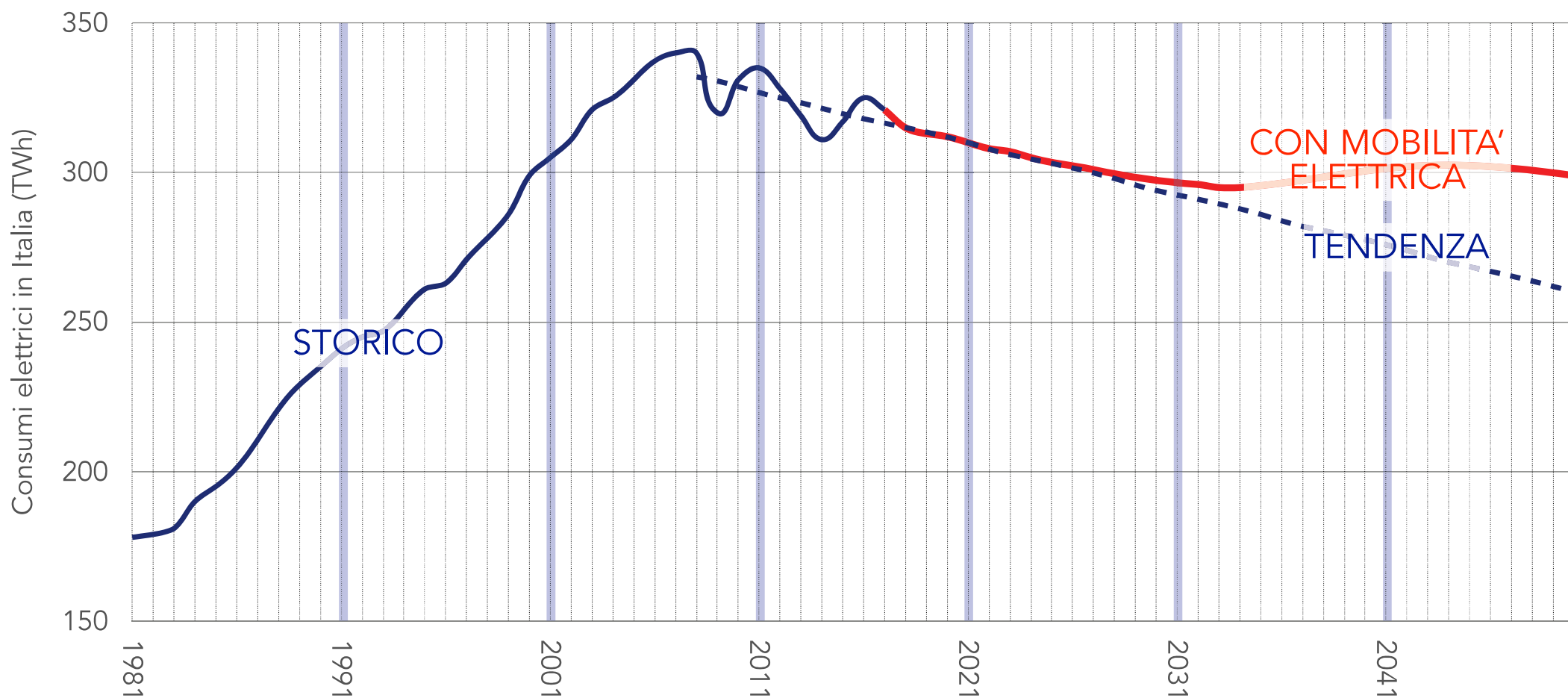
Source: Radio penetration data per Broadcasting & Cable Yearbook 1996, Internet penetration data per World Bank / ITU, Mobile Internet (smartphone) data per Morgan Stanley Research; 3G data per Informa.



Immatricolazioni EV in Italia



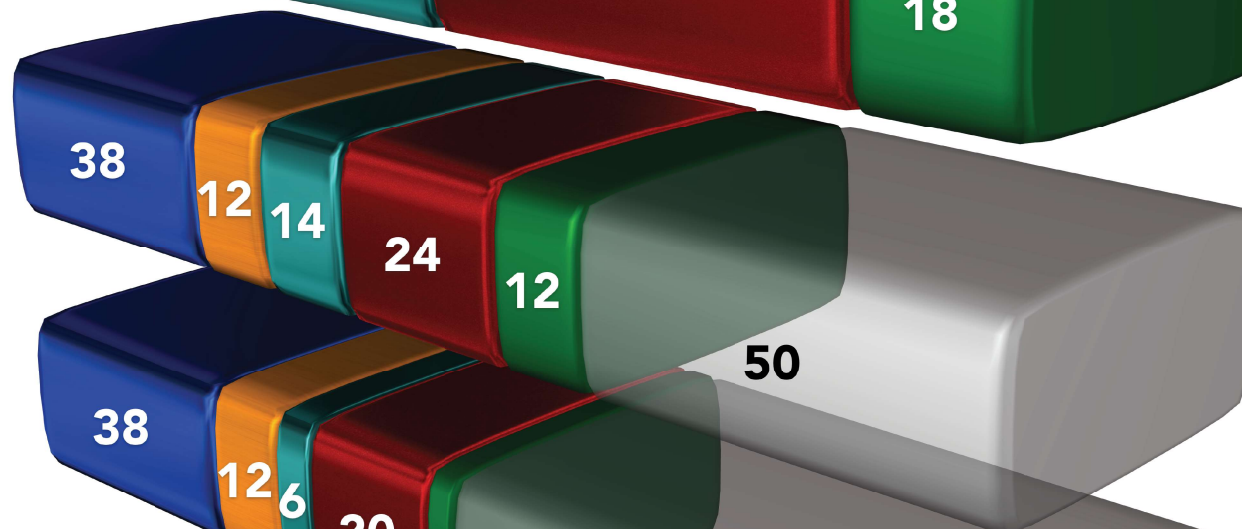
QUANTA ENERGIA?



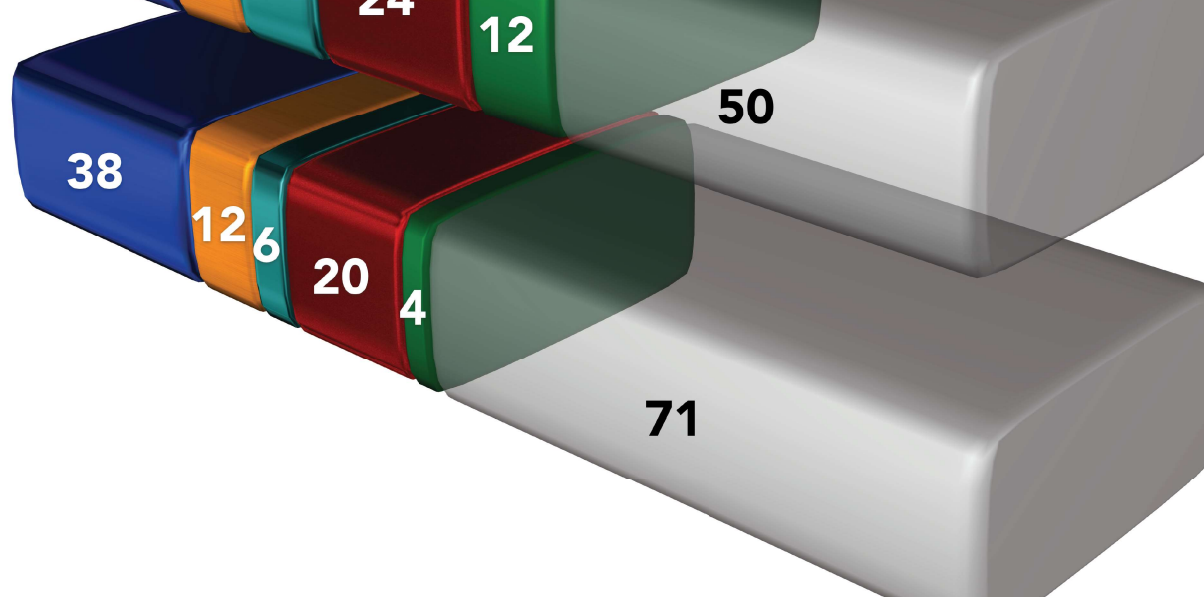
Oggi (~ €151B)



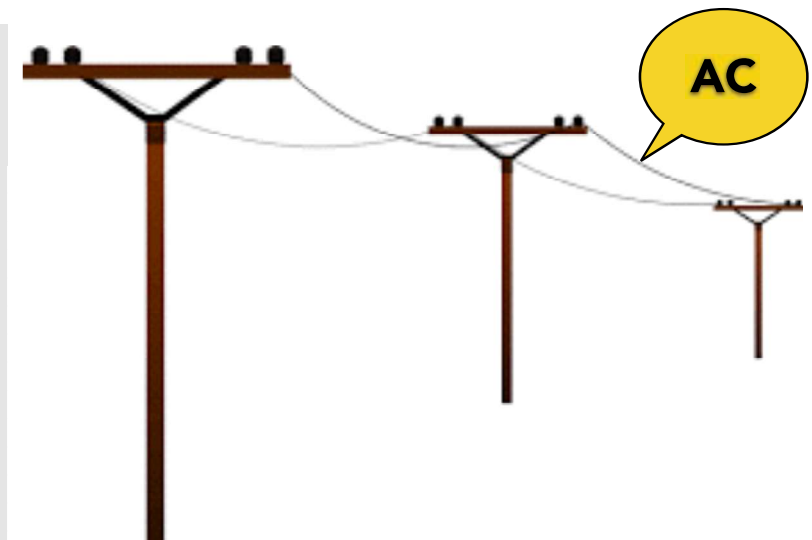
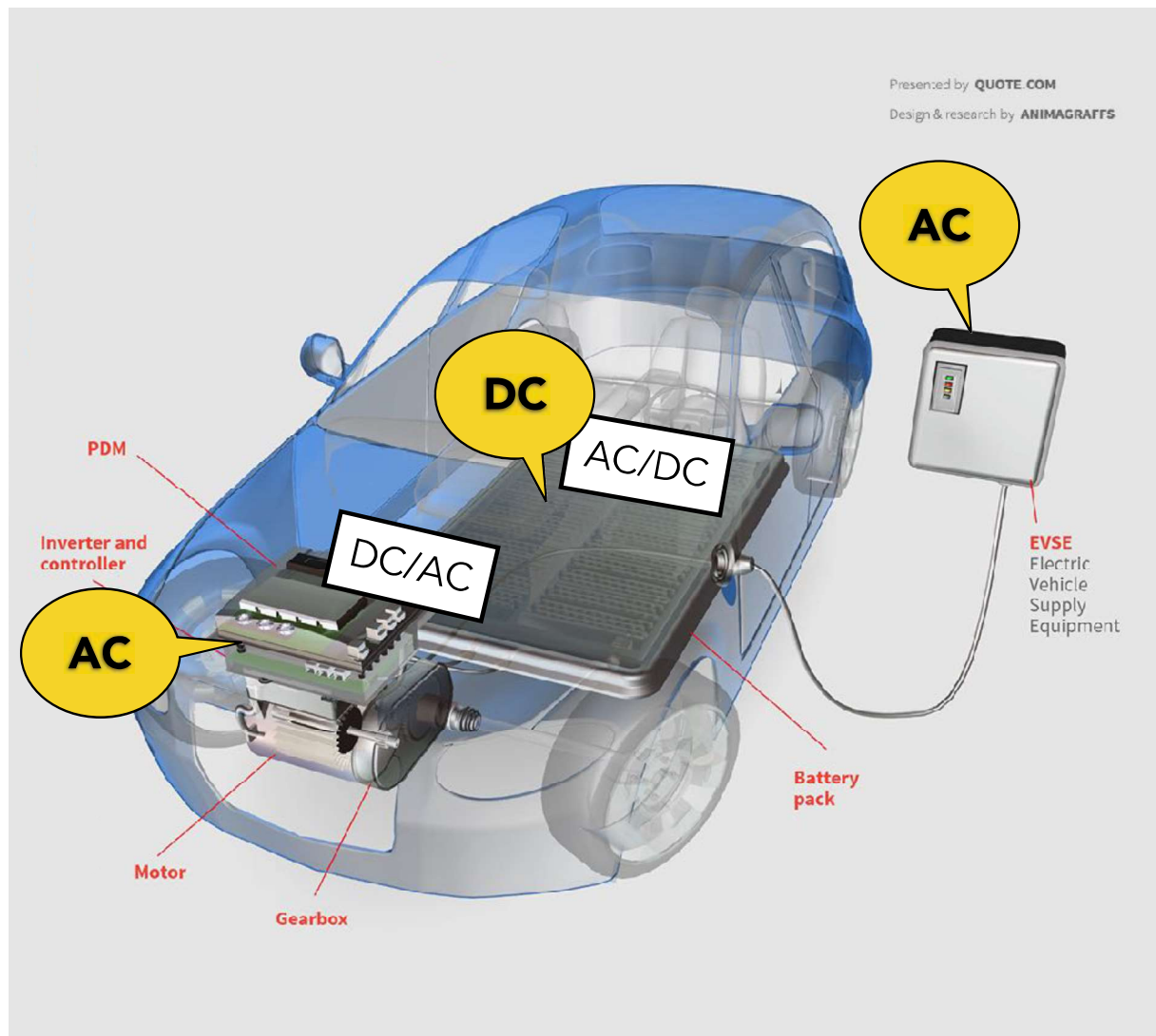
Elettrica (~ €101B)



Autonoma (~ €80B)

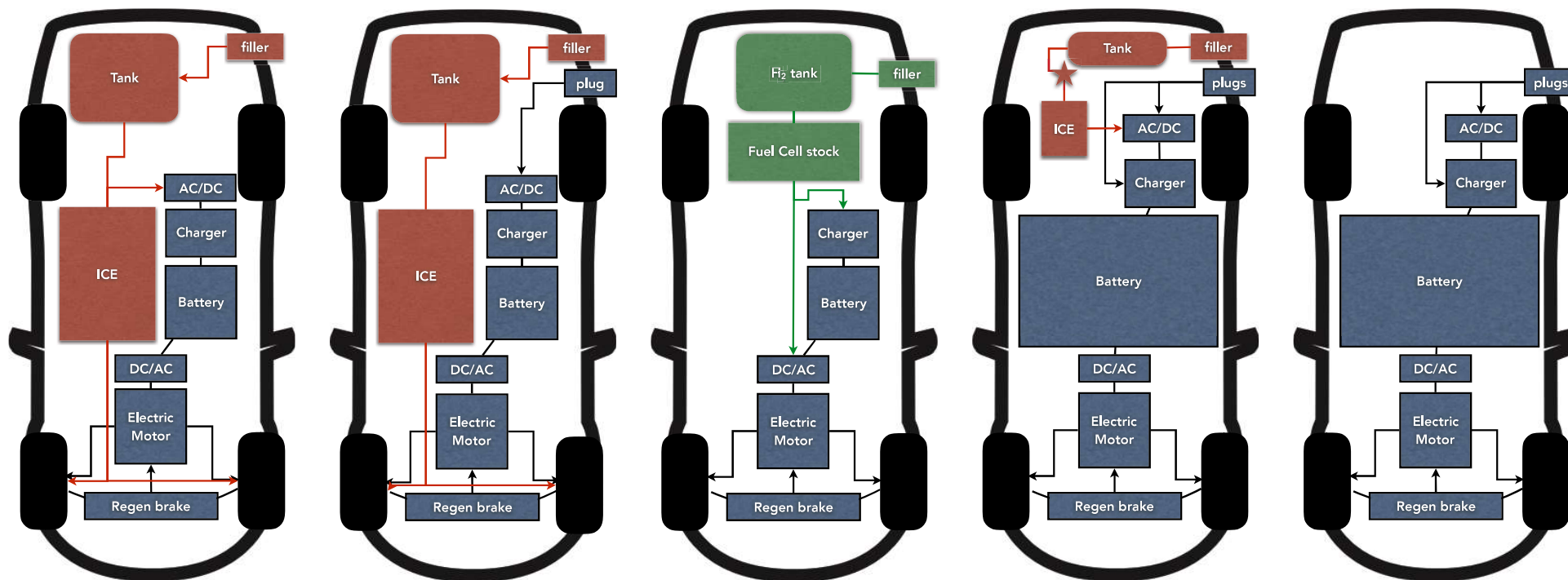


- Acquisto
- Finanziari
- Manutenzione
- Carburanti
- Assicurazione
- ???



L'energia elettrica:

- si **trasporta** in Alternata
- si **immagazzina** in Continua
- si **utilizza** sia in Continua che in Alternata
(ma nelle auto soprattutto in Alternata)



HEV

PHEV

FCEV

BEV + REx

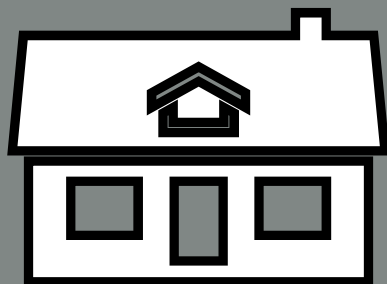
BEV

Esempio:	Toyota Prius	Mini Countryman Plug-In	Toyota Mirai	BMW i3	Tesla Model S
Efficienza:	54% ↔ 15%	60% ↔ 17%	22% (???)	73% ↔ 20%	73%
Trasmissione:	SI / HSD	SI	NO	NO	NO
Cambio:	SI	SI	NO	NO	NO
Motore:	AC sincrono	AC sincrono	AC sincrono	AC sincrono	AC induzione/sincrono
Emissioni:	-57% ↔ +11% CO ₂	-58% ↔ +2% CO ₂	-50% (???) CO ₂	-66% ↔ -8% CO ₂	-66% CO ₂



80.000





Home

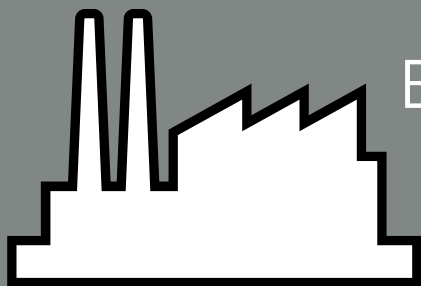
Notte

Lenta

Privata

Alternata

Basso Capex



Out-of-home

Giorno

Veloce

Pubblica

Continua

Alto Capex

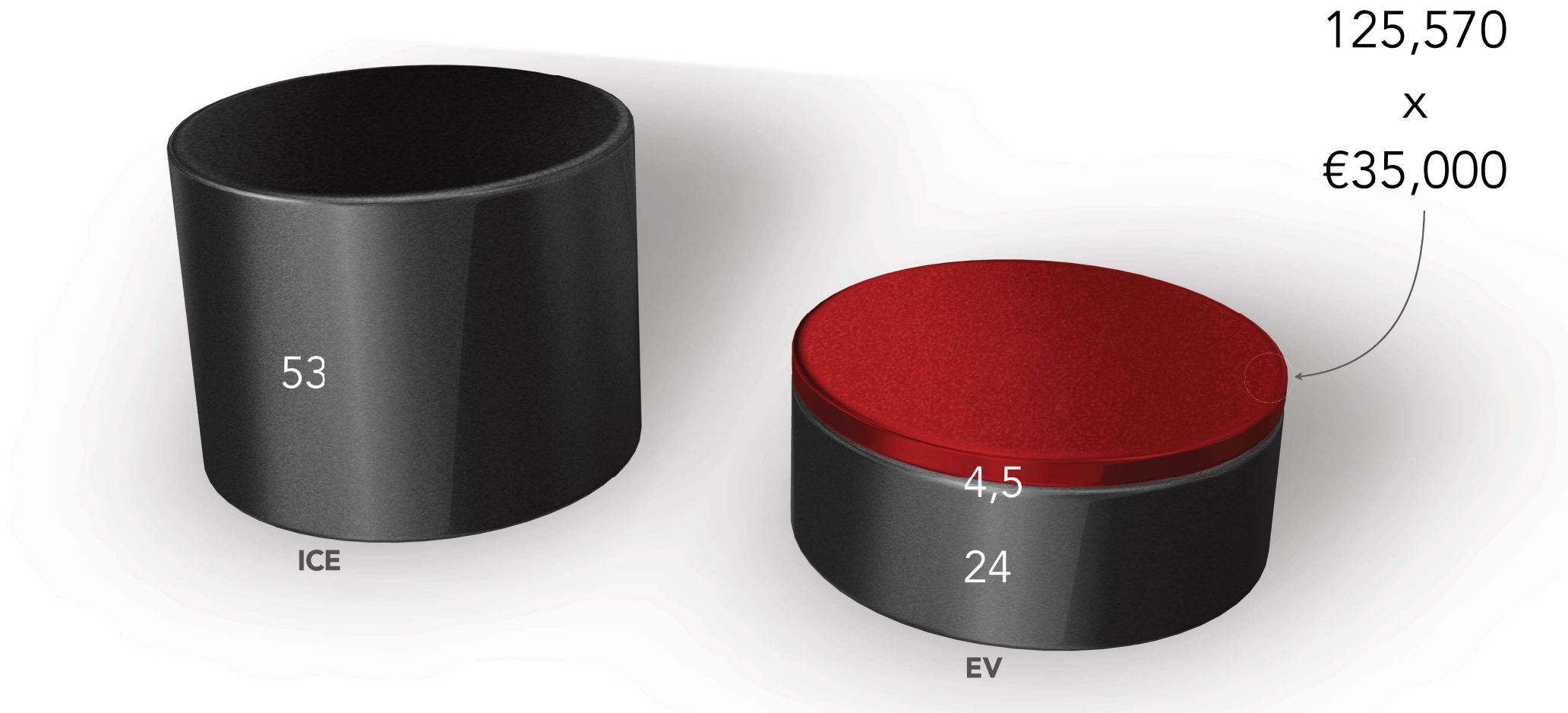


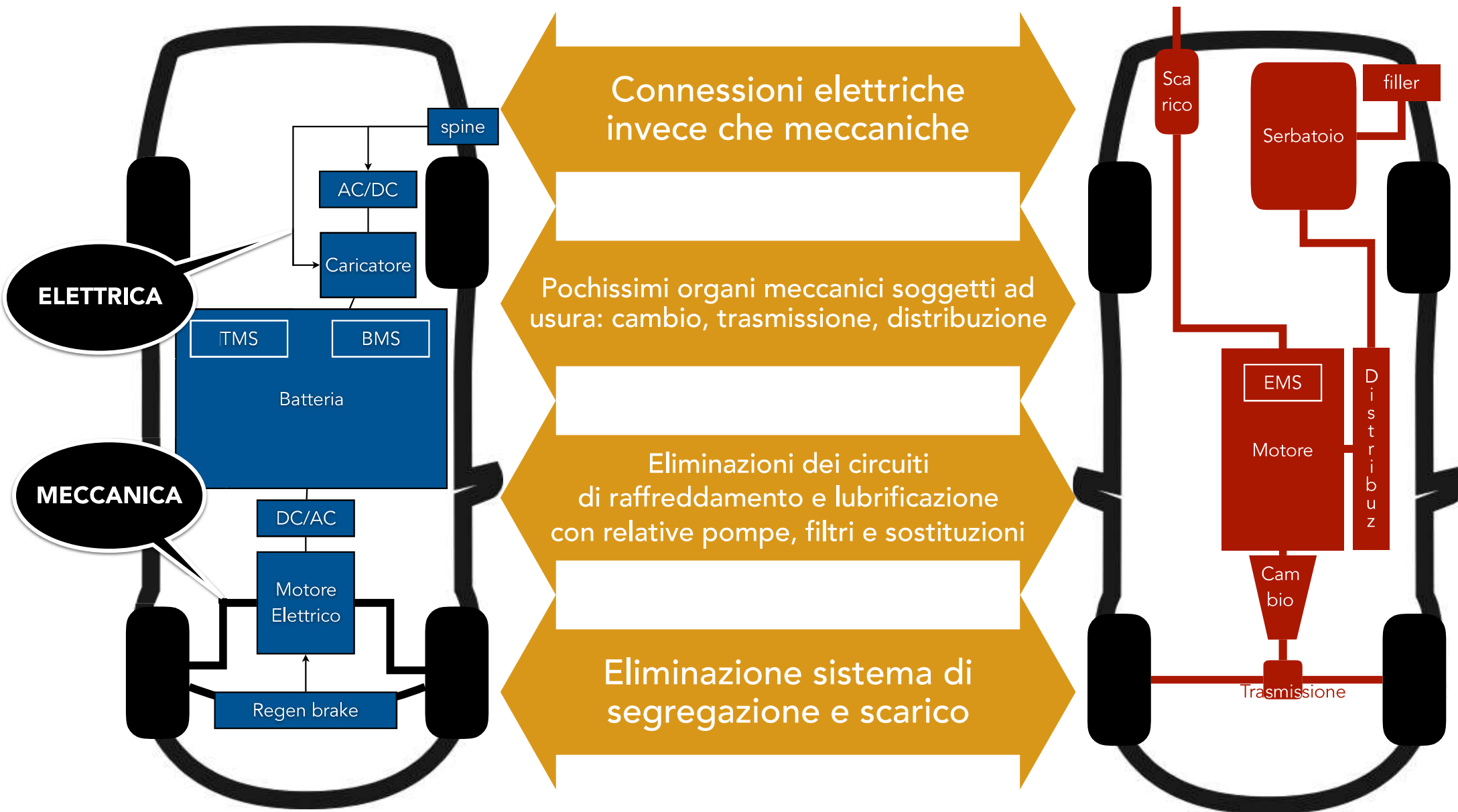
125.570



<https://bit.ly/2L2V0qT>

DOVE TROVARE I SOLDI?





MANUTENZIONE

Anni	km	Modello ICE	Costo	Modello EV	Costo	Differenza
5	150.000	VW Golf benzina	€ 1.665	VW e-Golf	€ 875	-47%
5	150.000	VW Golf turbodiesel	€ 2.490	VW e-Golf	€ 875	-65%
5	150.000	VW Golf TGI metano	€ 2.925	VW e-Golf	€ 875	-70%
5	150.000	VW Up!	€ 2.025	VW e-Up!	€ 875	-57%
3	90.000	Nissan Micra benzina	€ 537	Nissan Leaf	€ 300	-44%
3	90.000	Nissan Micra diesel	€ 666	Nissan Leaf	€ 300	-55%
3	90.000	Nissan NV-200 diesel	€ 810	Nissan eNV-200	€ 380	-53%
3	90.000	Nissan NV-200 benzina	€ 738	Nissan eNV-200	€ 380	-49%
4	80.000	Audi Q7	€ 2.245	Tesla Model X 4WD	€ 3.000	34%
3	90.000	BMW Serie 2 benzina	€ 1.318	BMW i3 BEV	€ 659	-50%
3	90.000	BMW Serie 2 diesel	€ 1.318	BMW i3 BEV	€ 659	-50%
4	120.000	Renault Clio 1.2 benzina	€ 1.260	Renaut Zoe	€ 490	-61%
4	120.000	Renault Clio dCi diesel	€ 1.190	Renaut Zoe	€ 490	-59%
3	45.000	Hyundai i30 benzina	€ 995	Hyundai Ioniq PHEV	€ 1.035	4%
3	45.000	Hyundai i30 benzina	€ 995	Hyundai Ioniq Hybrid	€ 1.035	4%
3	45.000	Hyundai i30 benzina	€ 995	Hyundai Ioniq EV	€ -	-100%
3	45.000	Hyundai i30 diesel	€ 1.055	Hyundai Ioniq PHEV	€ 1.035	-2%
3	45.000	Hyundai i30 diesel	€ 1.055	Hyundai Ioniq Hybrid	€ 1.035	-2%
3	45.000	Hyundai i30 diesel	€ 1.055	Hyundai Ioniq EV	€ -	-100%

QUANDO CONVIENE?

➔ Percorrenza

➔ % urbana

➔ Accessi ZTL

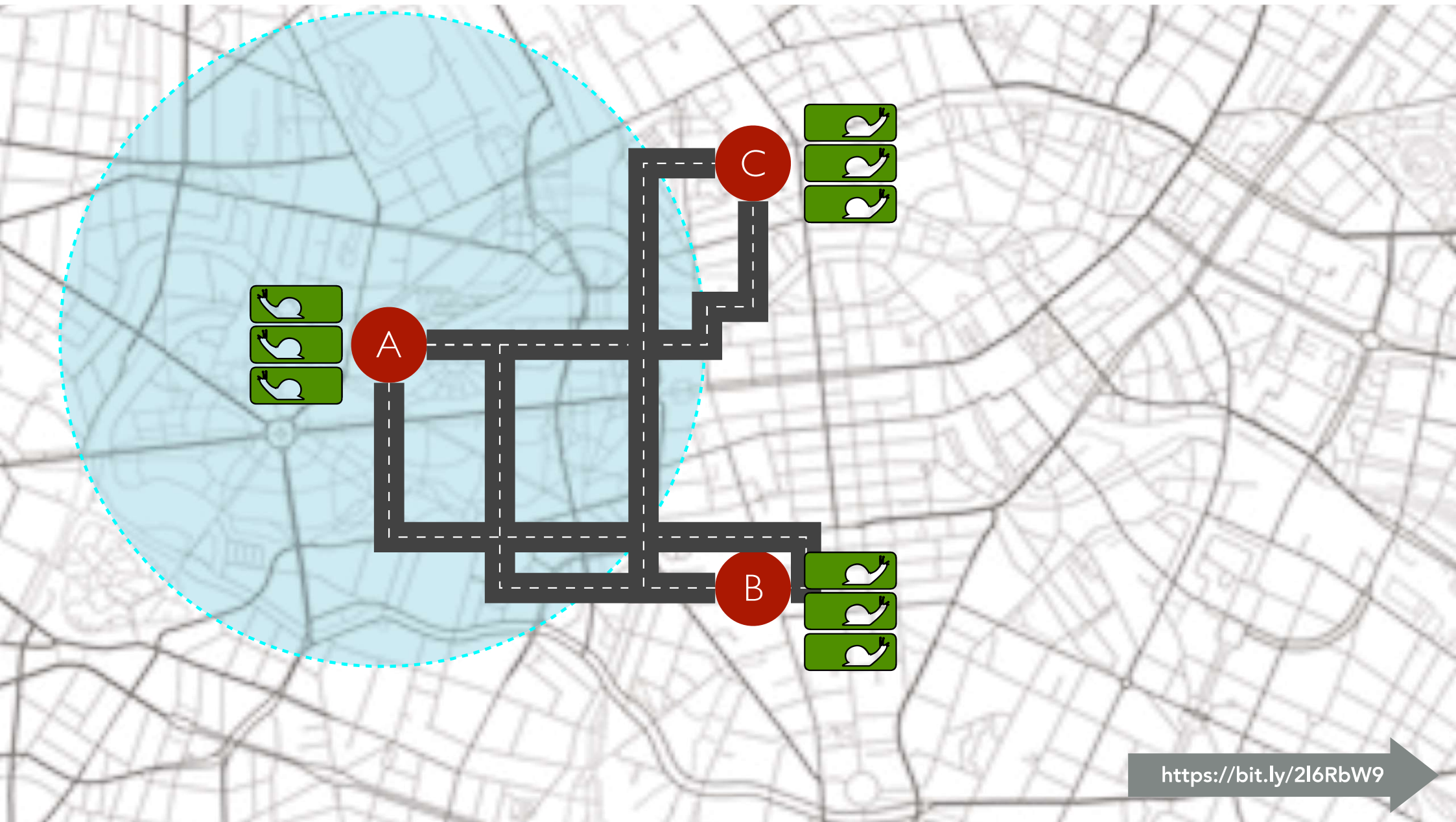
➔ Fotovoltaico

➔ Costo Energia

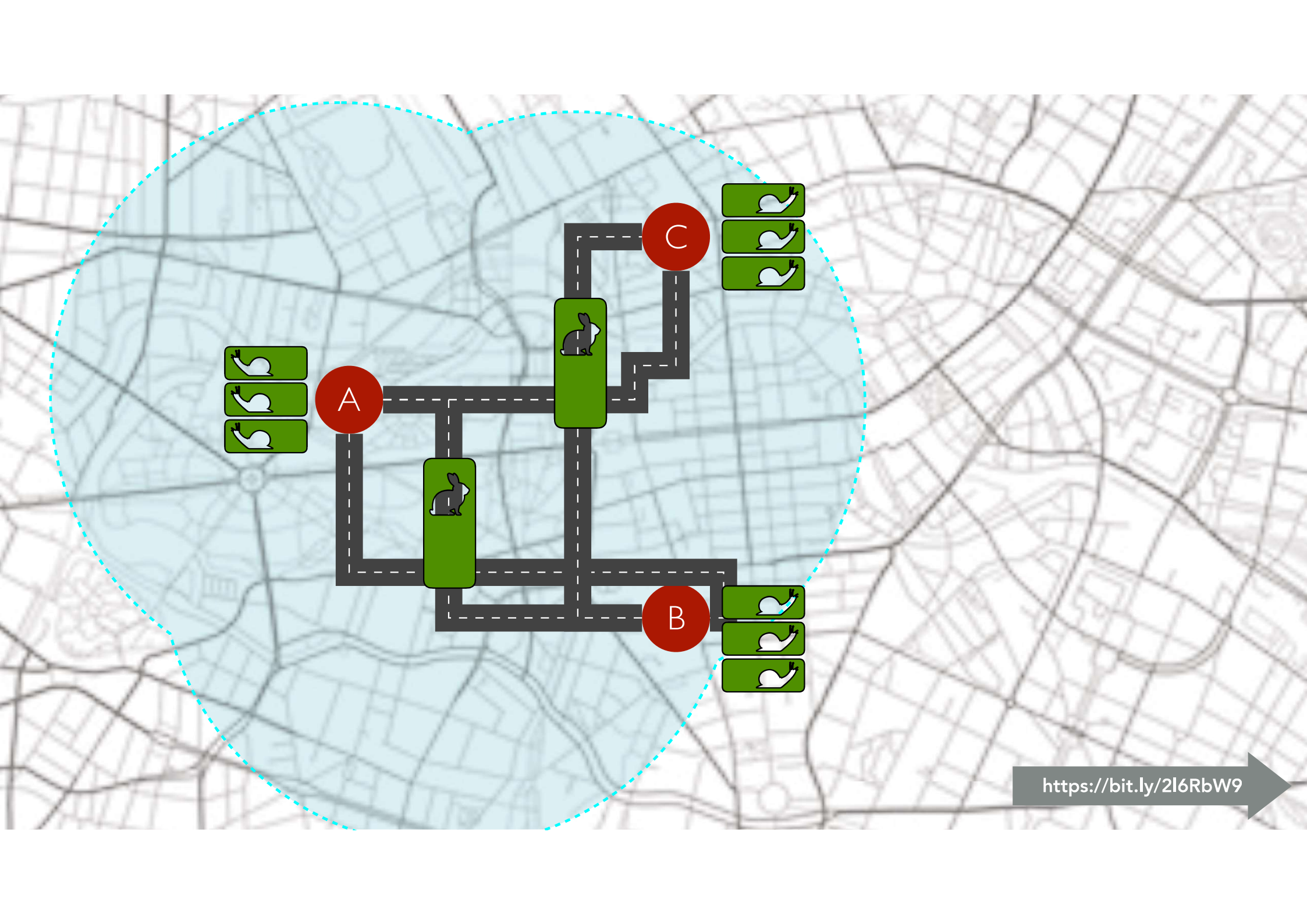
➔ Val. residuo

SCENARIO 5: AZIENDALE								
Sia in città che fuori, paga poco l'energia quando carica in sede								
%OOH	10.000	15.000	20.000	25.000	30.000	35.000	40.000	45.000
100%	124%	115%	108%	102%	98%	94%	90%	88%
95%	123%	114%	107%	101%	97%	93%	89%	87%
90%	123%	114%	107%	101%	96%	92%	89%	86%
85%	122%	113%	106%	100%	95%	91%	88%	85%
80%	122%	113%	105%	99%	94%	90%	87%	84%
75%	122%	112%	105%	99%	94%	89%	86%	83%
70%	121%	112%	104%	98%	93%	89%	85%	82%
65%	121%	111%	103%	97%	92%	88%	84%	81%
60%	120%	110%	103%	96%	91%	87%	83%	80%
55%	120%	110%	102%	96%	91%	86%	82%	79%
50%	120%	109%	101%	95%	90%	85%	82%	78%
45%	119%	109%	101%	94%	89%	84%	81%	77%
40%	119%	108%	100%	94%	88%	84%	80%	76%
35%	118%	108%	100%	93%	87%	83%	79%	75%
30%	118%	107%	99%	92%	87%	82%	78%	75%
25%	118%	107%	98%	91%	86%	81%	77%	74%
20%	117%	106%	98%	91%	85%	80%	76%	73%
15%	117%	106%	97%	90%	84%	79%	75%	72%
10%	116%	105%	96%	89%	83%	79%	74%	71%
5%	116%	105%	96%	89%	83%	78%	74%	70%
0%	116%	104%	95%	88%	82%	77%	73%	69%

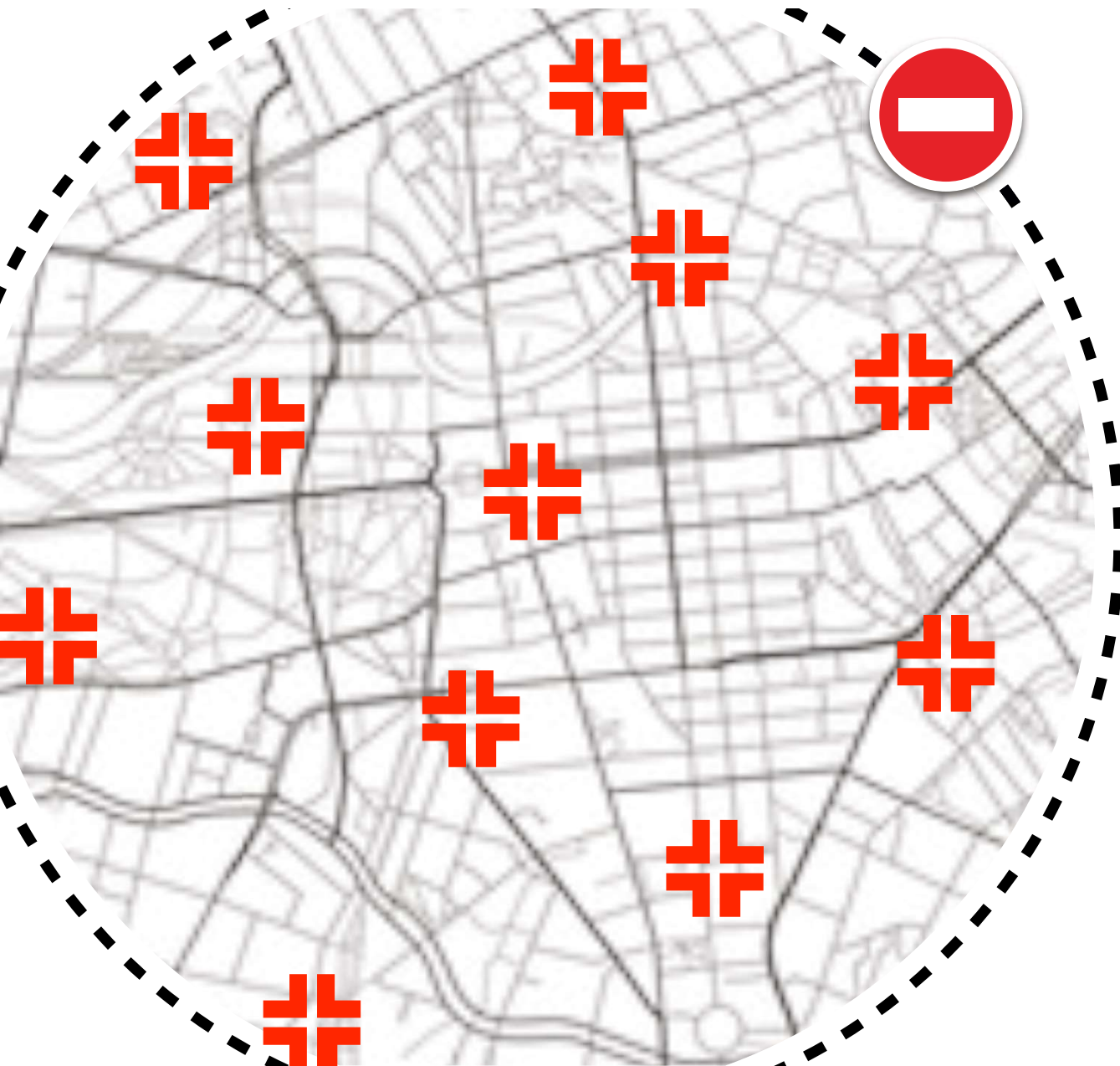
<https://bit.ly/2JPUM5Q>



<https://bit.ly/2l6RbW9>





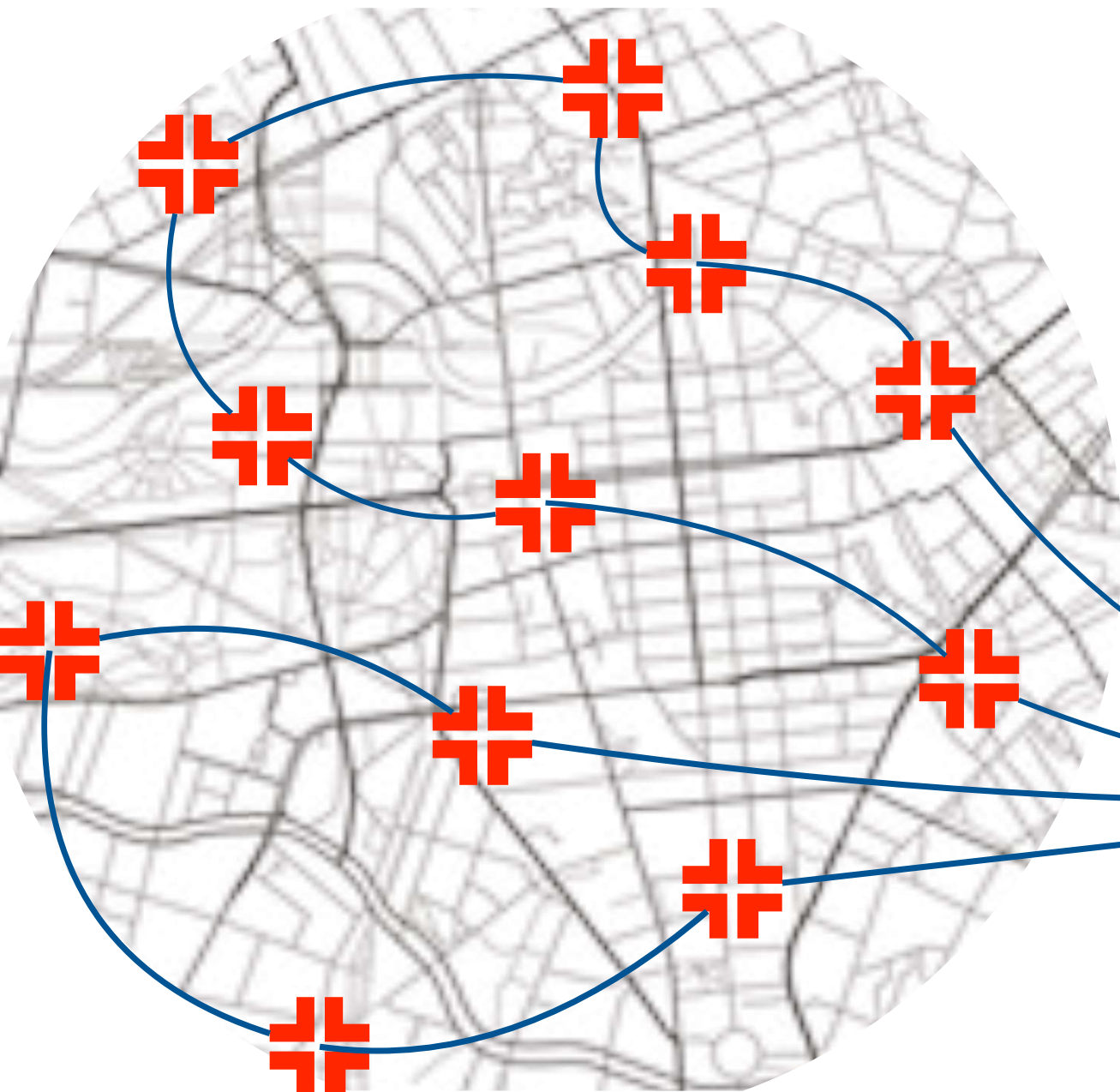


LEZ: diesel ban by 2025



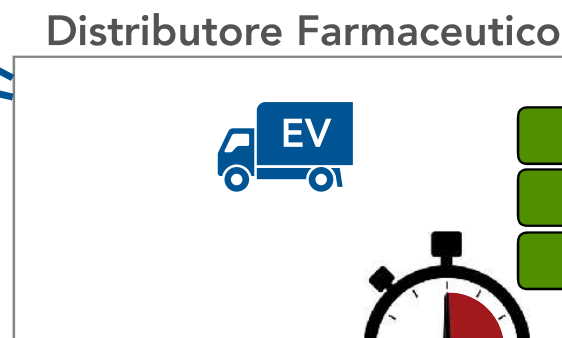
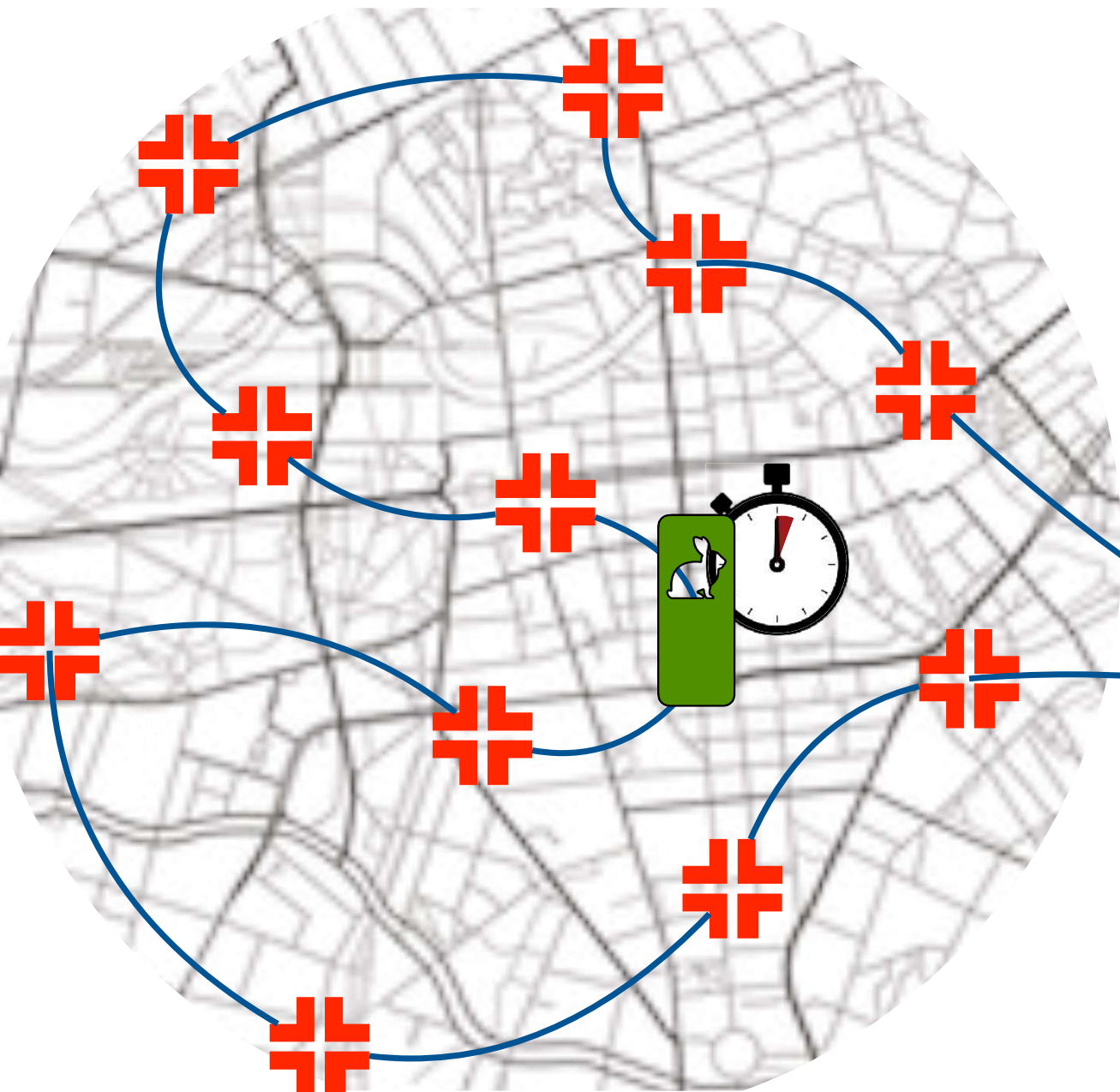
Distributore Farmaceutico





Distributore Farmaceutico





COME FUNZIONA?

OneWedge:

- progetta la rete
- acquisisce diritti aree
- acquista & installa caricatori
- paga le bollette energetiche
- assicura la manutenzione

Cliente:

- paga un canone di noleggio
FLAT < 90% del suo attuale
costo di esercizio

SCENARIO LOGISTICA

Furgoni	20	Subnet: SCP	20	
km / anno	35.000	FCP	4	
km / giorno	159			
		Cliente		
		ICE	EV	
Costo carburante		€ 1,42		
Carburante	11	€ 4.518	€ 4.504	
Area C		€ 700		
Posteggio				
Cert. Bianchi			-€ 327	
Totale CdE		€ 5.218	€ 4.177	
Risparmio			-€ 1.041	-19,9%



FLEET 1



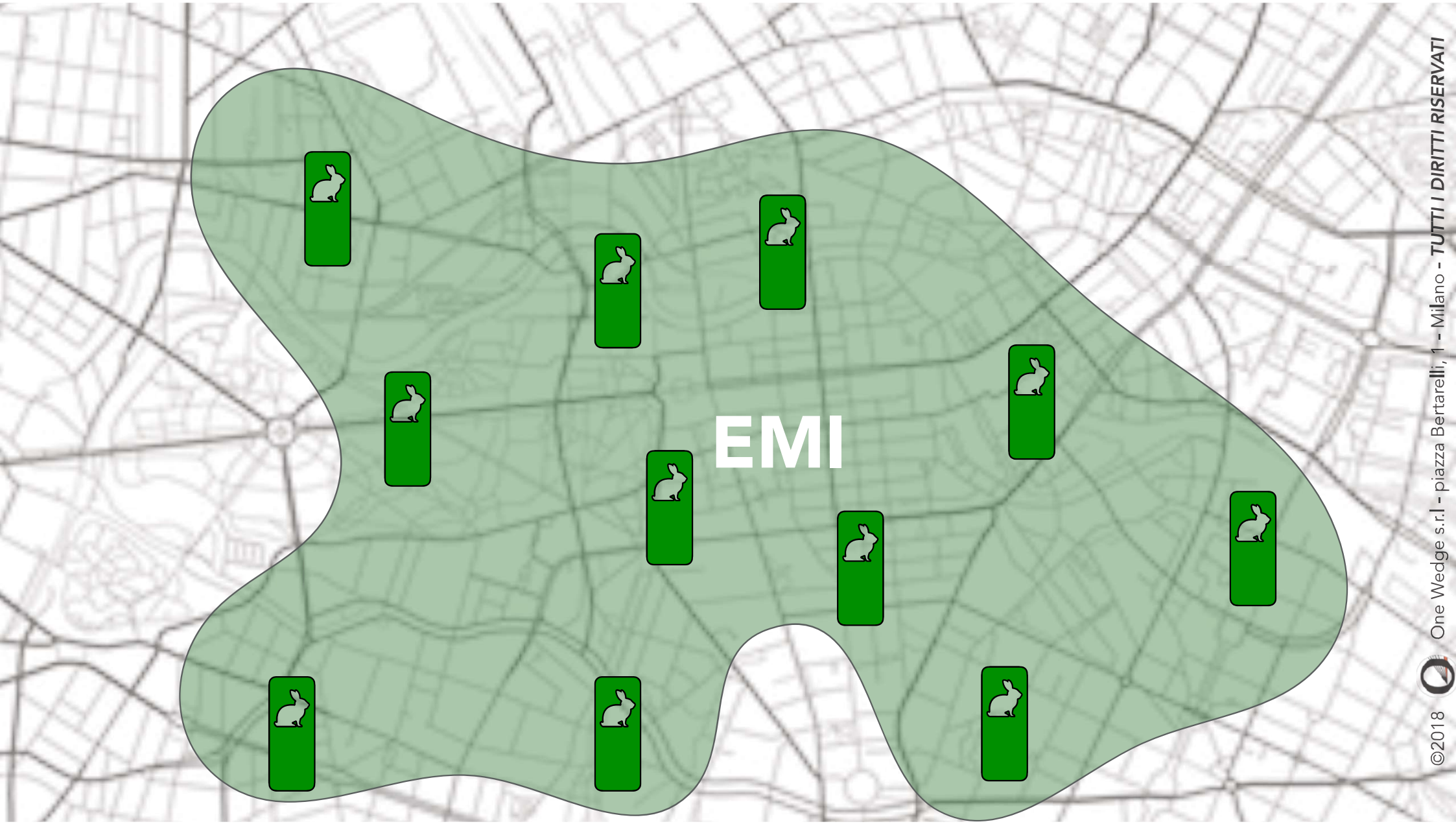
FLEET 4

FLEET 1

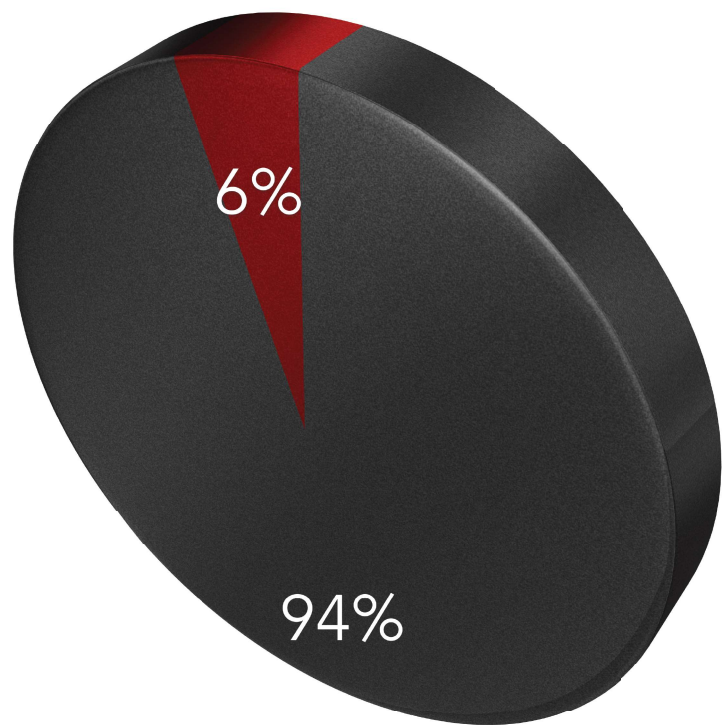
FLEET 2

FLEET 3



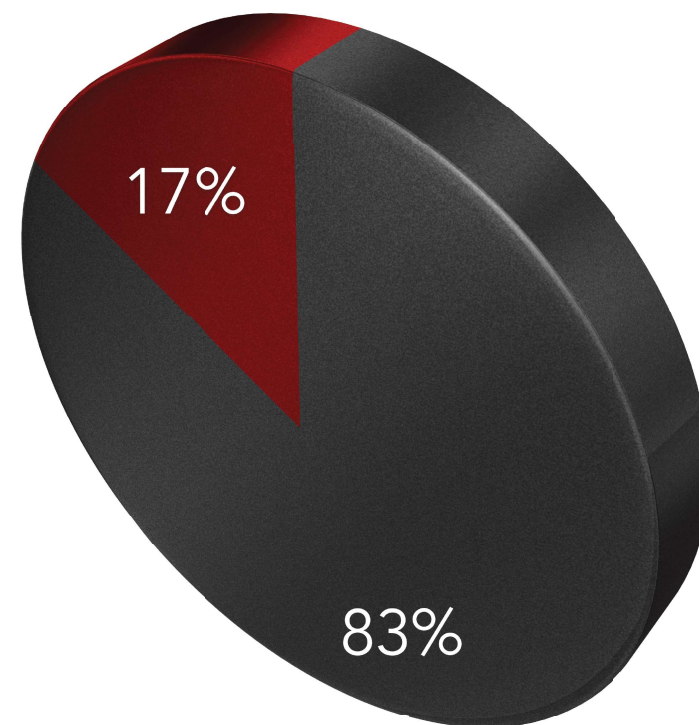


POCA **S**PESA, TANTA **R**ESA



Parco circolante: 36M

● Privati
● Imprese

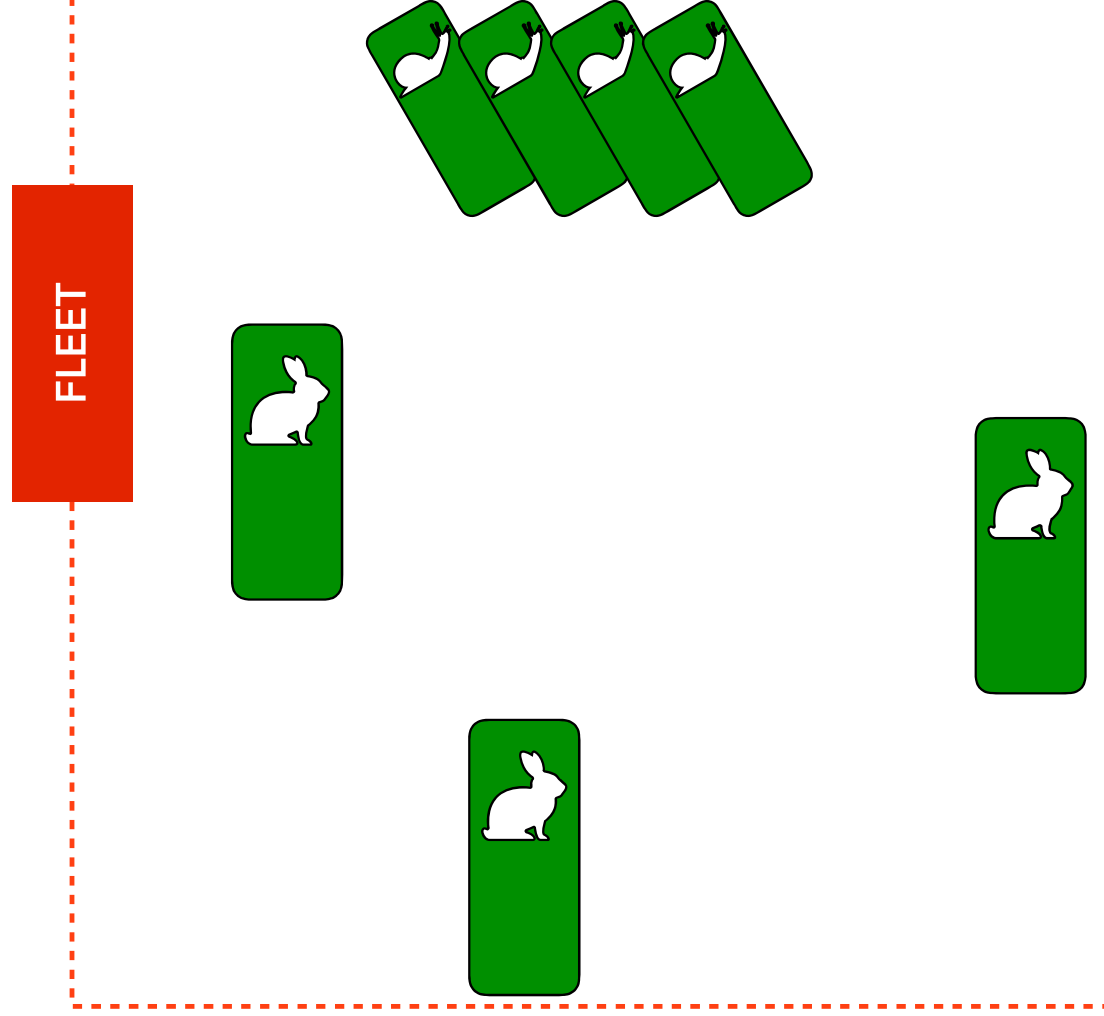


Percorrenza annuale: 420G km

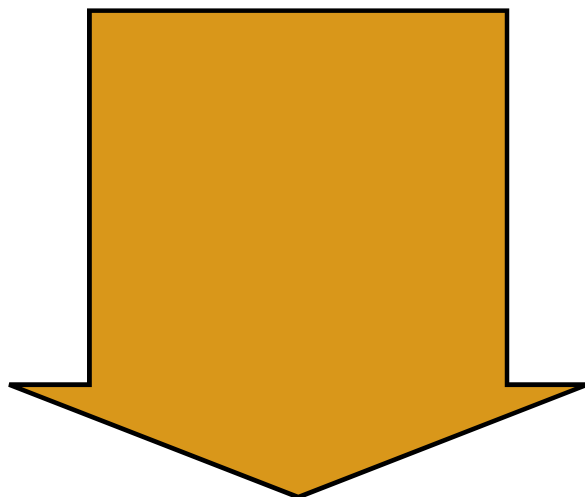
BUILD & USE



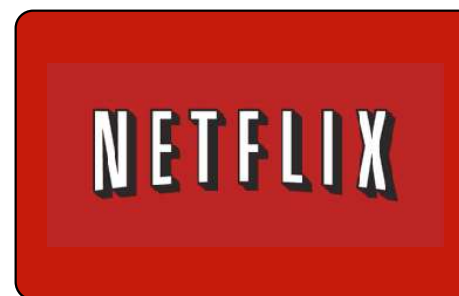
e-VPN



CONTATORE



FORFAIT



PER APPROFONDIRE:

academy.onewedge.com

video divulgativi
di pochi minuti
ciascuno sulla
tecnologia della
Mobilità Elettrica
e i suoi scenari
applicativi

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dati, analisi
quantitative e
commenti sulle
evoluzioni
tecnologiche più
significative

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onewedge.com/sparklers

newsletter
settimanale del
venerdì sulle
novità più
interessanti dal
mondo della
Mobilità Elettrica

A dramatic night sky with dark, heavy clouds and several bright, jagged lightning bolts striking down. Below the clouds, the lights of a city are visible, creating a glowing horizon line. The overall atmosphere is intense and powerful.

ONE
WEDGE

DOMANDE?