

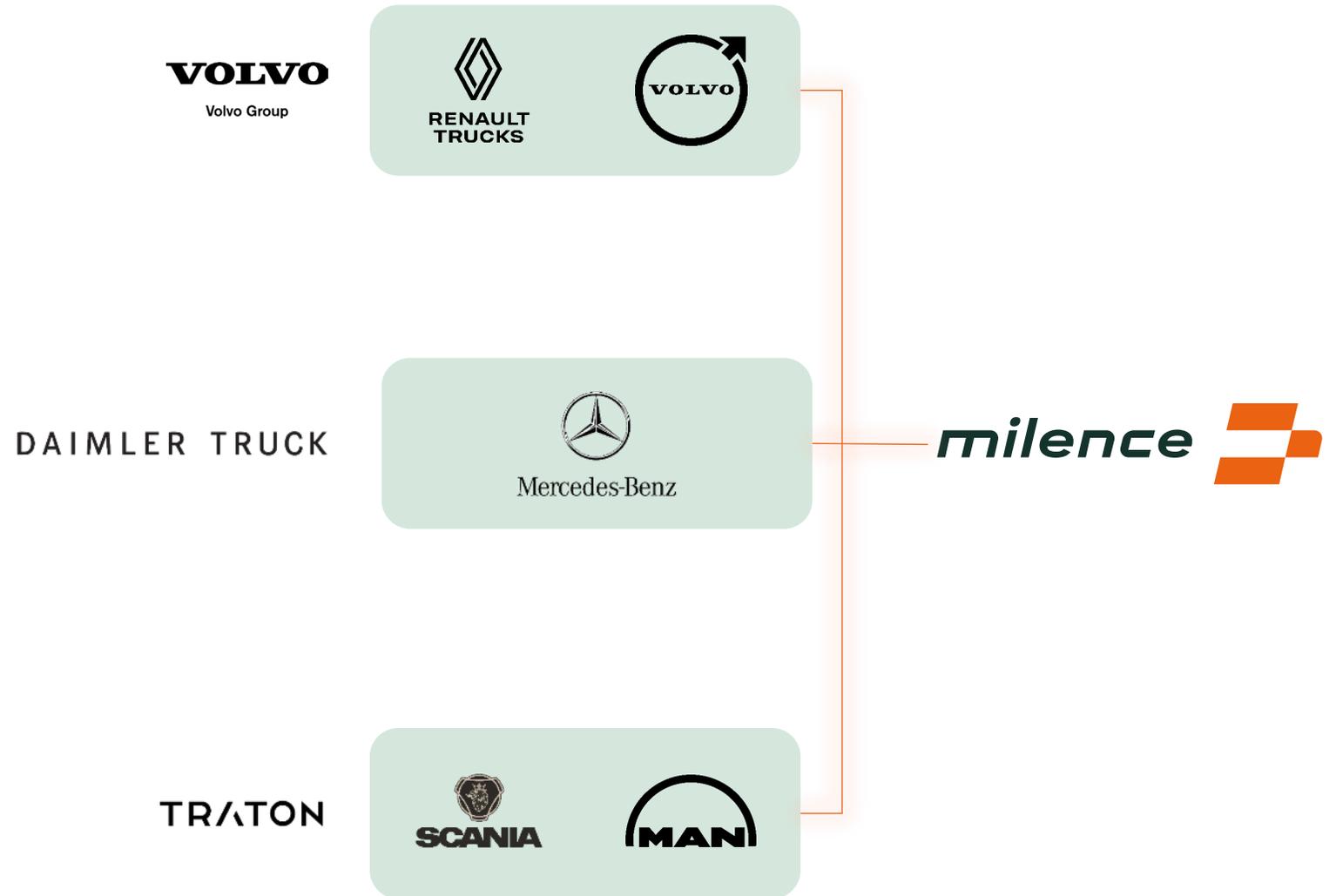


# Building Europe's leading charging network for heavy-duty transport

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**Florian Bittlingmaier**, Strategic Partnership Manager OEM

Milence started with a clear commitment to **electrification & zero emissions** road transport





And is currently the leading  
CPO with **16%** of Europe's  
Truck Charging Market

(As of August 2025)



# Market development

Acceleration is needed meet the expected growing demand

2025

Reality

+5,000

Electric long-haul trucks

2.5%

Market share new sales

0%

MCS

2030

Predictions

200,000

Electric long-haul trucks

40%

Market share New sales

50%

Megawatt Charging (MCS)





# Our Network



# Where is Milence now?

32

Hubs

> 230

Charging points

Operational end of 2025 in 8 Countries



## Clean Logistics Corridors

# A key pillar of Europe's sustainable future

HDV charging hubs along logistics corridors represent strategic projects of common European interest.

Fast-track building permits

Prioritised grid connections

Dedicated public funding





# The Milence Experience

All tailored to  
customer needs



## Pricing

Milence offers tailored pricing models to support fleet operators of all sizes. Special conditions apply for volume commitments, enabling customers to benefit from predictable costs and long-term savings.

## Booking

With the Booking solution currently in a piloting and development phase Milence empowers fleet managers and drivers to reserve charging slots at selected hubs.

## Power promise

Milence can partner with fleet operators to develop charging hubs in different concepts at the locations with highest demand, ensuring convenient access to reliable, high-performance charging is publicly available.



# New country base price structure 2026

Fleet Card



Milence Card



Direct Payment



-  France 0,339 EUR
-  Belgium 0,379 EUR
-  Sweden 3,699 SEK
-  Spain 0,339 EUR
-  Denmark 2,799 DKK

-  Germany 0,399 EUR
-  Netherlands 0,399 EUR
-  Italy 0,399 EUR
-  UK 0,399 GBP

## EU-wide Network

We can offer significant pricing offers even for the European network overall, with a free choice of partners where to use the contracted energy volumes.

## Regional / Country

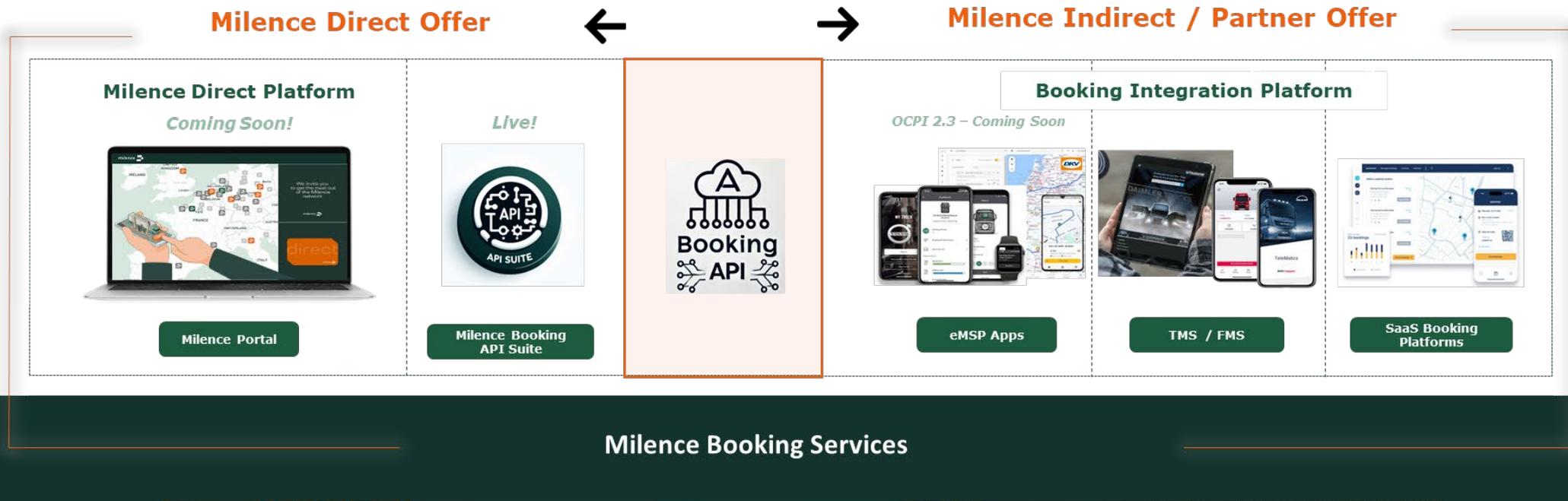
Country-based pricing offers can be more attractive, especially in slower scaling markets (as we base discount tiers on a proxy to overall BEV market share of a fleet).

## Hub-based

If a partner can focus utilization on single Hubs, this can lead to very significant pricing offers due to regulatory pricing mechanisms as well as economies of scale.

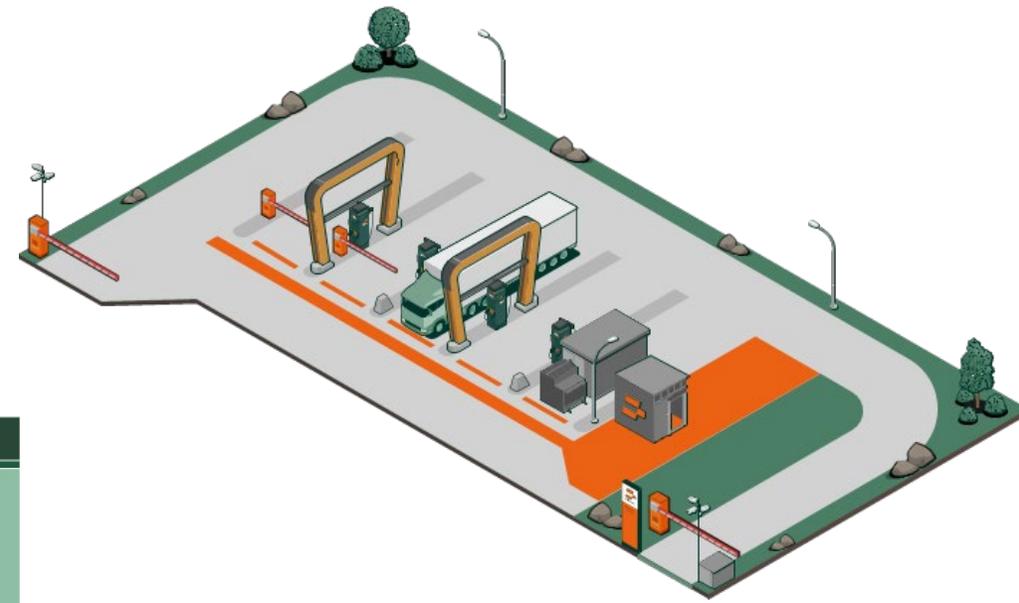
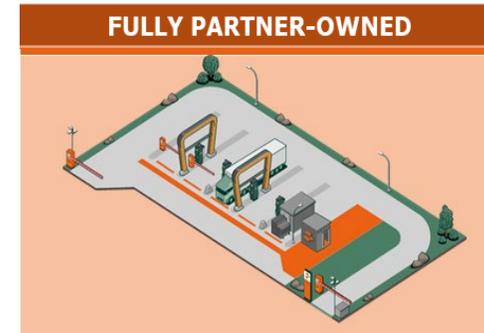
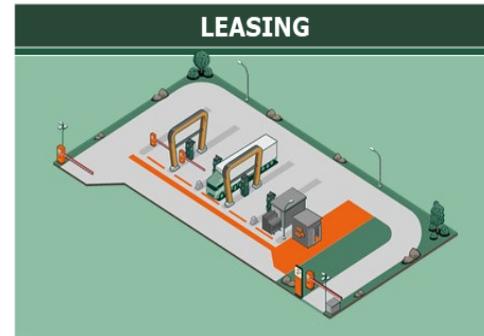
# Milence Booking Solution

Our customers will be able to experience Milence Booking Services through different products in the following **direct and indirect channels**



# Concept of Partner Hubs and Micro-Sites

- We are looking for the best way to scale with the market.
- If markets are scaling slower than expected and regionally different, there are two ways to best scale with the market
  - Open Hubs where partners & customers bring utilization from day 1 (e.g. on their premises)
  - Open smaller (Micro-) Hubs with a basic offer to charge trucks and enable BEV trucking





# Driving efficiency

Unlocking TCO advantage with early e-HDV adoption



The transition to electric heavy-duty vehicles (e-HDVs) is essential for decarbonizing Europe's road freight sector.

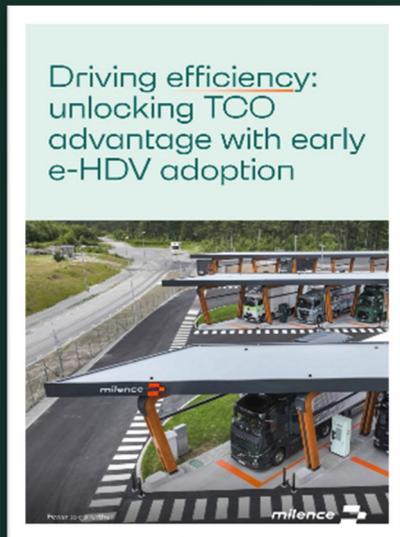
Fleet operators invest based on economics, not on sustainability goals only. Economic viability is a decisive factor for large-scale adoption.



Understanding Total Cost of Ownership (TCO) is key to transition.

# Total Cost of Ownership:

A lifecycle TCO model that looks beyond snapshots



[Link](#)

- **TCO** is often calculated as a **snapshot** of today's operating costs.
- Instead of taking a snapshot look at annual costs, we offer a methodology which models **cost developments across a vehicle's full operational life**.
- This includes costs associated to the purchase of the truck, energy costs, maintenance costs, taxation, and evolving regulatory impacts as ETS2 (Emissions Trading System for road transport) and CO2-based tolling systems such as the **LKW-Maut** in Germany and **Vrachtwagenheffing** in the Netherlands
- This **forward-looking TCO methodology** accounts for energy prices and policies evolution and provides a more realistic business case.



# Recommendations

- 1 Take a forward-looking view on costs.
- 2 Investigate your ideal charging mix.
- 3 Get a tailored TCO view.
- 4 Align electrification step by step with your routes.

# Power to go further



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