



Current development state and outlook of the ECG Green Cost Calculator: Dynamic Cost Transparency in Transformation for the Acceleration of e- Truck Adoption

Dr. Stefan Doch
04/05.02.2026

Agenda

1. The need for the DCTT
2. Sneak peek on the concept idea and the development project

Agenda

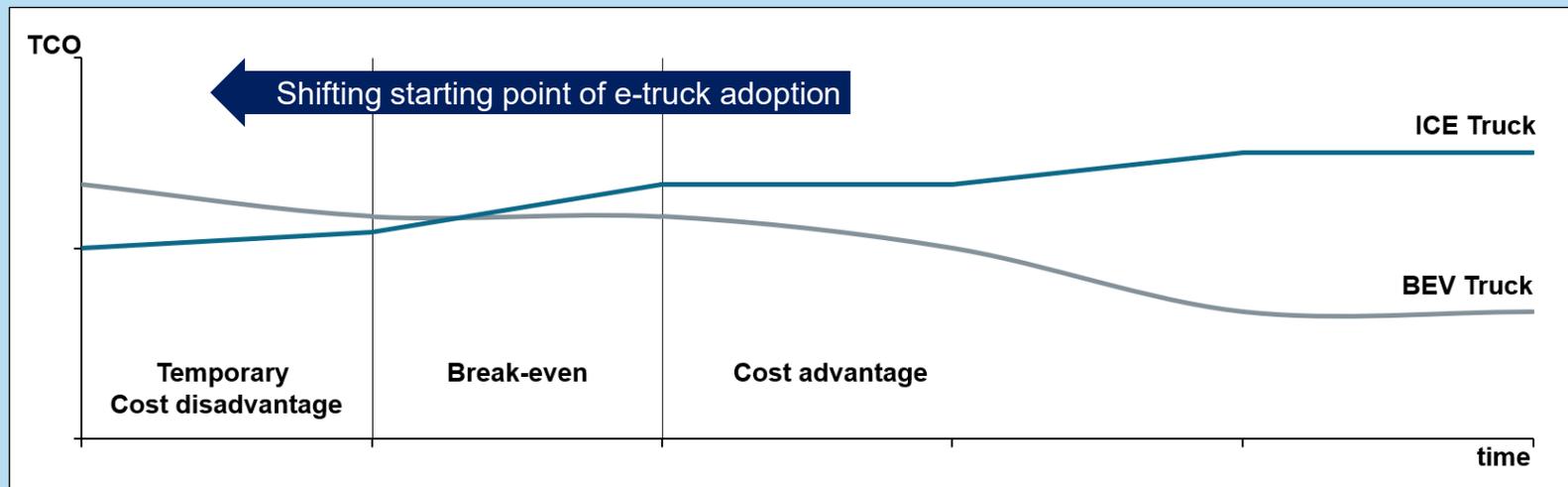
- 1. The need for the DCTT**
2. Sneak peek on the concept idea and the development project

1 Current situation of sustainable logistics solutions

- Stage 1**
Sustainable solutions that are worthwhile for LSP solved
Solved by the fact that LSPs do not need any further commitment from customers to implement these measures.
- Stage 2**
Recurring measures that require short-term contracts solved
Solved by measures like Insetting and Book&Claim that enable short-term commitment from the customers.
- Stage 3**
Strategic multi-year measures
Hurdles like upfront investments, amortisation actions by the customer and a long-term/ multi-year horizon can currently not be handled. Application area of the Green Cost Calculator

Considerations and situation

- ⚡ Temporary cost disadvantages of electric trucks cannot be **transparently presented** for contractual agreements between OEMs and LSPs **over a longer period up to cost parity and beyond**
- ⌚ LSPs are **not investing** in electric trucks
OEMs are **not receiving adequate market offers** that reflect their CO₂ reduction targets
- 📖 This wait-and-see attitude is countered with a transparent solution that **reflects dynamic conditions** such as electricity prices and the residual values of trucks
- 📈 The **adoption** of electric trucks is being **accelerated**



Dynamic cost parameters:
Vehicle price, residual values, subsidies, fees, charging infrastructure costs, ETS II Charges, Toll Charges, additional legislative fees and charges, Energy prices etc.

Agenda

1. The need for the DCTT
- 2. Sneak peek on the concept idea and the development project**

What are the Use-Cases and Benefits of the DCTT?

For the Shipper and the Carrier

Shipper



Uses the DCTT for...

- ... planning emission-free logistics concepts for tenders.
- ... checking when the return on investment has been reached in the contract phase and when an economic payback for the contracted transports kicks in.
- ... Designing dynamic pricing components to accelerate competitive market offerings

Benefits from the DCTT...

- ... by knowing which routes can already be tendered economically emission-free at the present time.
- ... by being able to be sure that the commissioned logistics concept is not only economically viable, but also sustainably emission-free.

Uses the DCTT for...

- ... the cost comparison of logistics concepts for the preparation of tenders.
- ... the investment planning in emission-free logistics concepts. Can see whether the investment pays off during the contract period.

Benefits from the DCTT...

- ... benefits from the DCTT by getting more certainty that the higher initial investment will pay off during the term of the contract.
- ... gaining an overview of which routes in its network are suitable for a switch to emission-free logistics concepts.

Carrier



How will the DCTT been used?

By the Shipper or the Carrier

I.

Details for the logistics concept

what quantities in what time from where to where?

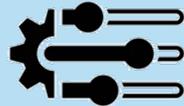


cargo	<input type="text"/>
amount	<input type="text"/>
departure	<input type="text"/>
destination	<input type="text"/>
...	<input type="text"/>

II.

Adjustment of the default parameters

for the TCO calculation with individual values.



BEV type	<input type="text"/>
BEVs today %	<input type="text"/>
depot charging	<input type="text"/>
energy price	<input type="text"/>
...	<input type="text"/>

III.

Results on investment costs & contract term

as the basis for the contract design of the zero-emission tender



Results

The quick brown fox jumps over the lazy dog.
The quick brown fox jumps ...



IV.

Saving results

for later development analyses



Results

The quick brown fox jumps over the lazy dog.
The quick brown fox jumps ...



V.

Development Analysis

How are the conditions for investing in BEVs developing?



Compare

The quick brown fox jumps over the lazy dog.
The quick brown fox jumps ...



Planning & Offer

Review

What are the key conceptual elements for making the DCTT happen?

Standardized Models

- Standardized cost & logistics model as foundation

Externally cost parameters

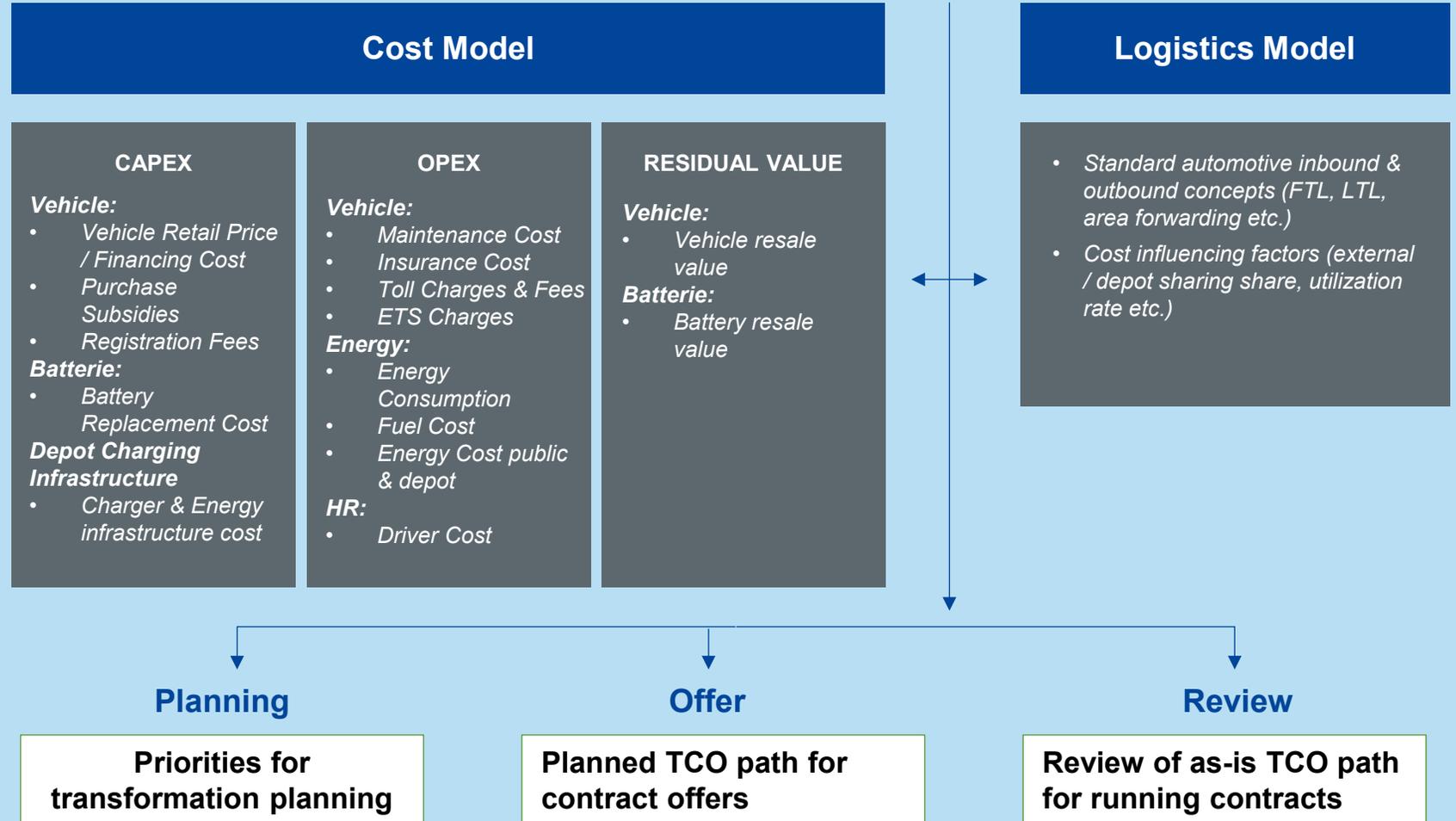
- Quarterly updated and externally validated cost parameters (existing external sources & extended ECG cost index survey by PWC)

Individual cost parameters

- Individual cost parameters, checked for general plausibility based on planned logistics concept

Standardized reports

- Standardized analysis reports per use case



What are the key differences of DCTT compared to current practices?

Level of consideration

- DCTT analysis is made on the level of consideration where business decisions are made (logistics concepts, transport areas, scope of tenders etc.) instead of simulating TCO for single trucks

Dynamic perspective

- DCTT does not only work with static cost parameters but also takes its development over time into consideration (e.g. foreseen changes in regulatory costs, changing cost efficiency during scale-up etc.)

Externally validated

- DCTT provides regularly updated cost parameters validated by a neutral 3rd party entity, ensuring a higher level of objectivity and trust in analysis results compared to individually defined cost

Strategic perspective

- DCTT enables a broader scope of strategic application use-cases for shippers and carriers (e.g. electrification transformation planning, priority setting, logistics concept optimization etc.)

Direct link to commercial application

- DCTT has a direct link to the commercial application and analysis results can seamlessly be used in tender management, design of pricing schemes and contract negotiation

How does the project approach looks like?

(from baseline definition to operational rollout)

Foundation

1. Establish Baseline



- Establish the analytical scope and level of assessment

2. TCO Model Selection



- Review existing E-truck TCO models and tools
- Assess significant differences between BEV and ICE trucks across key cost drivers
- Compare methodologies, parameter logic, and define the required level of granularity
- Select one model as the transparent and defensible baseline layer

3. Compile Logistics Models



- Identify all relevant logistics operating models across use cases
- Cluster them into standardised logistics model archetypes
- Define clear model boundaries, assumptions and applicability

4. Collection of all required Parameters



- Identify all parameters impacting cost and performance of logistics contracts
- Map parameters to use cases and logistics models

5. Selection of objectifiable Parameter



- Assess which parameters can be standardised or model-dependent objectified

Model and Data

How does the project approach looks like?

(from baseline definition to operational rollout)

Model and Data

6. Selection of Data & Research Providers



- Identify suitable data sources
- Commission independent institutions to derive the objectified parameters

7. Integration of validated Parameters



- Review received data for plausibility and consistency
- Integrate validated values into the parameter catalogue

8. Linkage with Logistics Models & TCO



- Link parameter sets to logistics models and the TCO baseline
- Define activation rules and calculation logic
- Ensure consistency across all application levels

9. Pilot & Testing Phase



- Apply the framework to selected real-world logistics contracts
- Validate results across Planning, Offer and Review use cases
- Refine models, parameters and assumptions based on findings

10. Launch & Roll-out



- Finalise documentation, governance and usage guidelines
- Enable operational adoption
- Establish continuous improvement processes via. Review use case

Validation & Roll-out