



10 - 11
NOVEMBER 2022
PIACENZA EXPO

HYDROGEN AND ALTERNATIVE FUELS
available solutions and potential opportunities for the
transport sector

ANDREA CONDOTTA

Public Affairs, Innovation & Sustainability, Gruber Logistics



Combining
experience and
innovation
since 1936





The same commitment since 1936



GRUBER Logistics Family Board:
Michael, Kurt, Martin and Christian
Gruber



GRUBER Logistics Management Board: Markus Frost, Holger Dechant,
Martin Gruber, Marcello Corazzola

“

We create solutions for
our customers to make
their lives easier.

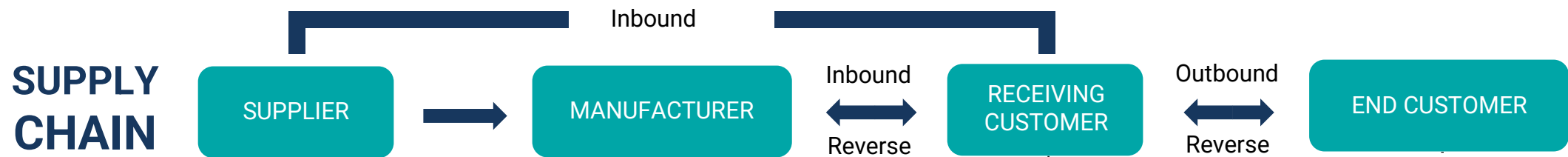
For this purpose we
move mountains
together



A story of new challenges and improvements

From a transport company to a digital lead logistics provider

SERVICE INTEGRATION



CONTROL TOWER

A full and integrated range of services to cover all needs of the supply chain

LOX

LOGISTICS SERVICES

FTL

FULL TRUCK & INTERMODALITY

LTL

LESS THAN TRUCK LOADS

XTL

HEAVY & SPECIAL TRANSPORTS

PAO

PROJECT CARGO, AIR & OCEAN

RAL

RELOCATION & ASSEMBLY



Our company in numbers

Today after the
acquisition of
Universal
Transport

680



FORECAST TURNOVER
2022
IN MIO.EUROS

2200



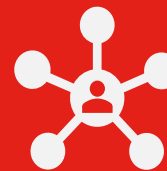
DIRECT
EMPLOYEES

2200



TRANSPORT
UNITS

60



BRANCHES
IN EUROPE

280K



M² OF LOGISTICS
AREAS



Gruber Logistics Sustainability Strategy





strategy23

THE HEART



SOCIALLY
RESPONSIBLE

**We act environmentally friendly,
meet compliance standards and
adopt a respectful behavior towards
our co-workers and partners.**



RELIABILITY
FOCUSED



SOLUTION
ORIENTED



DIGITALLY
DRIVEN



What
sustainability is
about?





Sustainability pillars



Social



Business ethics

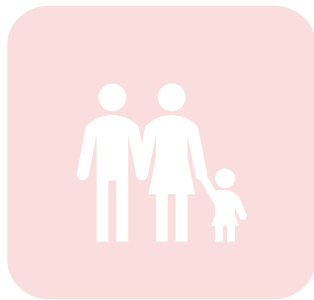


Environmental

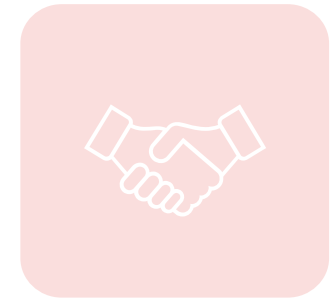




Sustainability pillars



Social



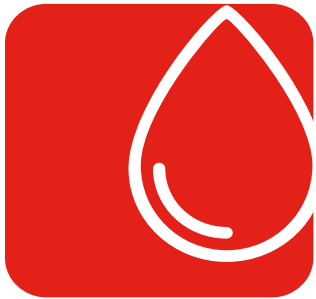
Business ethics

Environmental





Decarbonisation pillars – Gruber Logistics experience

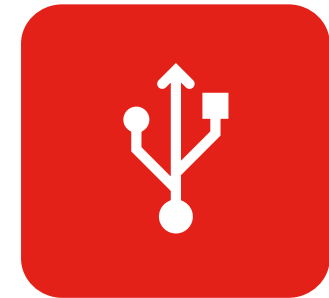


ALTERNATIVE FUELS

- 100 LNG and 50 biodiesel trucks are part of the fleet.
- BIOIng in deployment phase.
- First electric vehicle in the fleet.
- Hydrogen truck tested.

25.000 shipments per year.
Expected increase by 100%
in the next 3 years.

INTERMODALITY



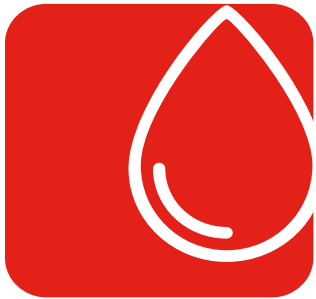
NETWORK AND CARGO OPTIMISATION

IT application for cargo and network optimisation for LTL cargos and avoiding empty mileage in FTL shipments





Decarbonisation pillars – Gruber Logistics experience

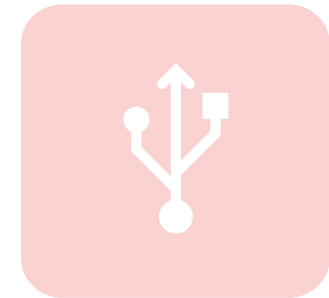
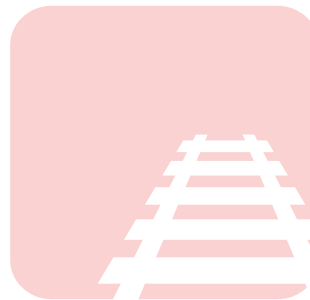


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INTERMODALITY



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cargos and avoiding empty
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Focus on alternative fuels

*What is the potential application
for Hydrogen and which are the
challenges?*





Hydrogen - FCEV

General description

Studies are ongoing on potential applications. Hydrogen stored in the vehicle is converted into electricity by a fuel cell, which in turn drives an electric motor.

Positive

- TTW zero emissions
- Potential reduction of emissions also in a WTW perspective considering the source of hydrogen
- Strong policy support
- Potential large-scale deployment especially for long haul (storage energy capacity)

*Well-to-Wheel (WTW) data: considering both direct and indirect emissions

Emissions - Potentially



CO₂ EMISSIONS

-100%

Hydrogen Vs Diesel

Negative

- Unavailable technology (large test scale deployment just in Swiss for rigid trucks)
- Cost of vehicles and hydrogen production unaffordable considering the actual situation (+700% for test vehicles / + 500% Green hydrogen)





Status quo

	Diesel	Gas natural		Electric / Hydrogen
		Liquified	Compressed	
Fossil energy	B7	LNG	CNG	
Bio	B100/HVO	BioLNG	BioCNG	
Electric				BEV
Hydrogen				FCEV



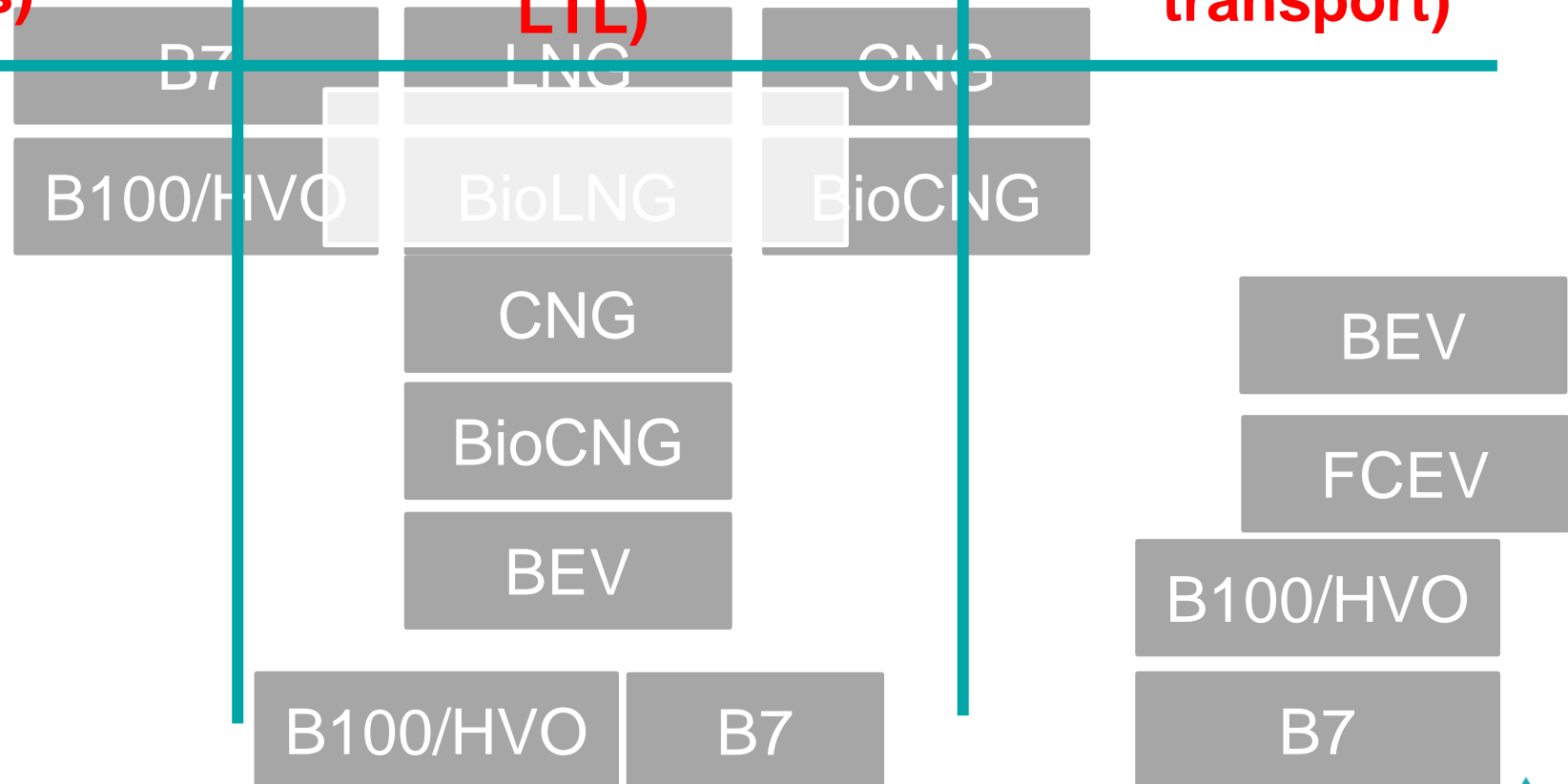


Geographical scope

Urban logistics
(ex. Express carriers)

Medium range
(ex. Rigid truck of
LTL)

Long haul
(ex. Heavy load transport)





How GRUBER support research on Hydrogen & Electric applications for more sustainable solutions



Advocacy

Member of 2ZERO as Vice Chair (association established by the automotive sector and the European Commission to promote R&D on electric and hydrogen vehicles).

ALICE member and Vice Chair for sustainable assets



R&D

Active cooperation with OEMs on R&D projects. Three projects founded by the European Commission in the last year



Operation

First electric truck already deployed in the north of Italy (cooperation with SCANIA and ELECTROLUX).

HDV Hydrogen vehicles testing planned in 2024





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THANKS FOR YOUR ATTENTION



ANDREA CONDOTTA

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