



SCENARIO PLANNING: Next Mobility Generation

Training Session: Fernando Machado
7 December 2022



Co-funded
by the COSME programme
of the European Union





REMOBILISE

REgrouping MOBILity clusters to develop Skills and Exchange

● ● ● ● ●
REMOBILISE



Co-funded
by the COSME programme
of the European Union



**Scenarios Scenario
Planning
Scenario Development
Scenario Building
Scenario Thinking**



UNCERTAINTY



VUCA



COMPLEXITY



AMBIGUITY

Scenario Planning

Learning to deal and make **decisions** in
highly **uncertain** environments

Strategic Concepts

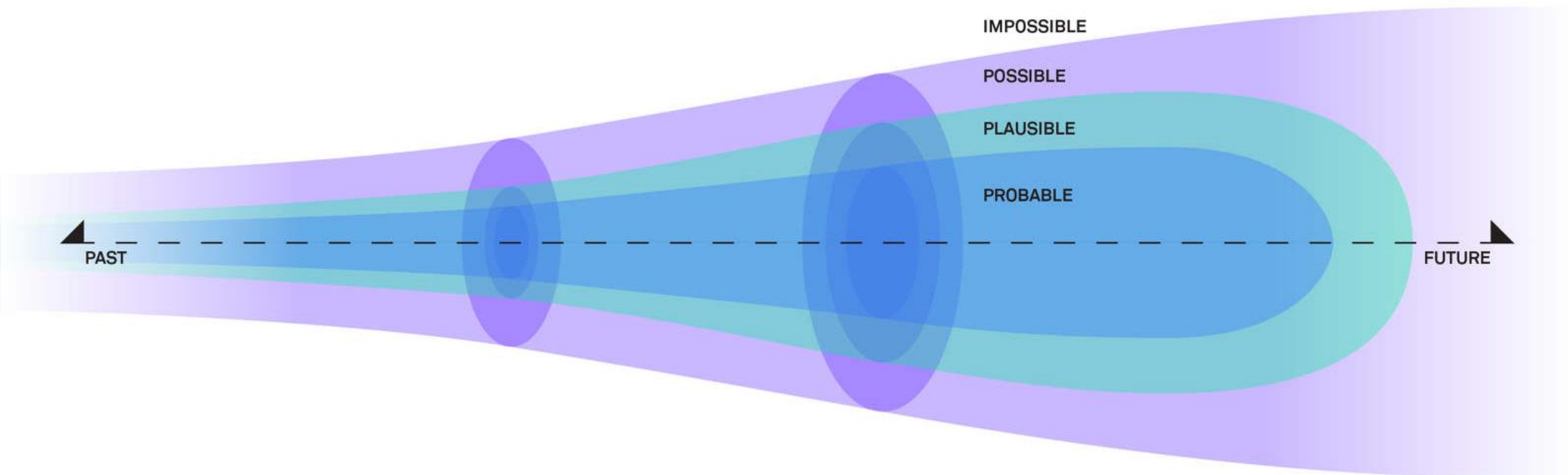
| | | |
|----------------------|--|---------------------------|
| Strategic Focus | Time Horizon | Trends |
| Megatrends | FORESIGHT & SCENARIOS | Weak Signals |
| Wildcards | | Uncertainties |
| Systems & Heuristics | Scenarios | Vision & Strategic Intent |

FUTURE



FUTURES

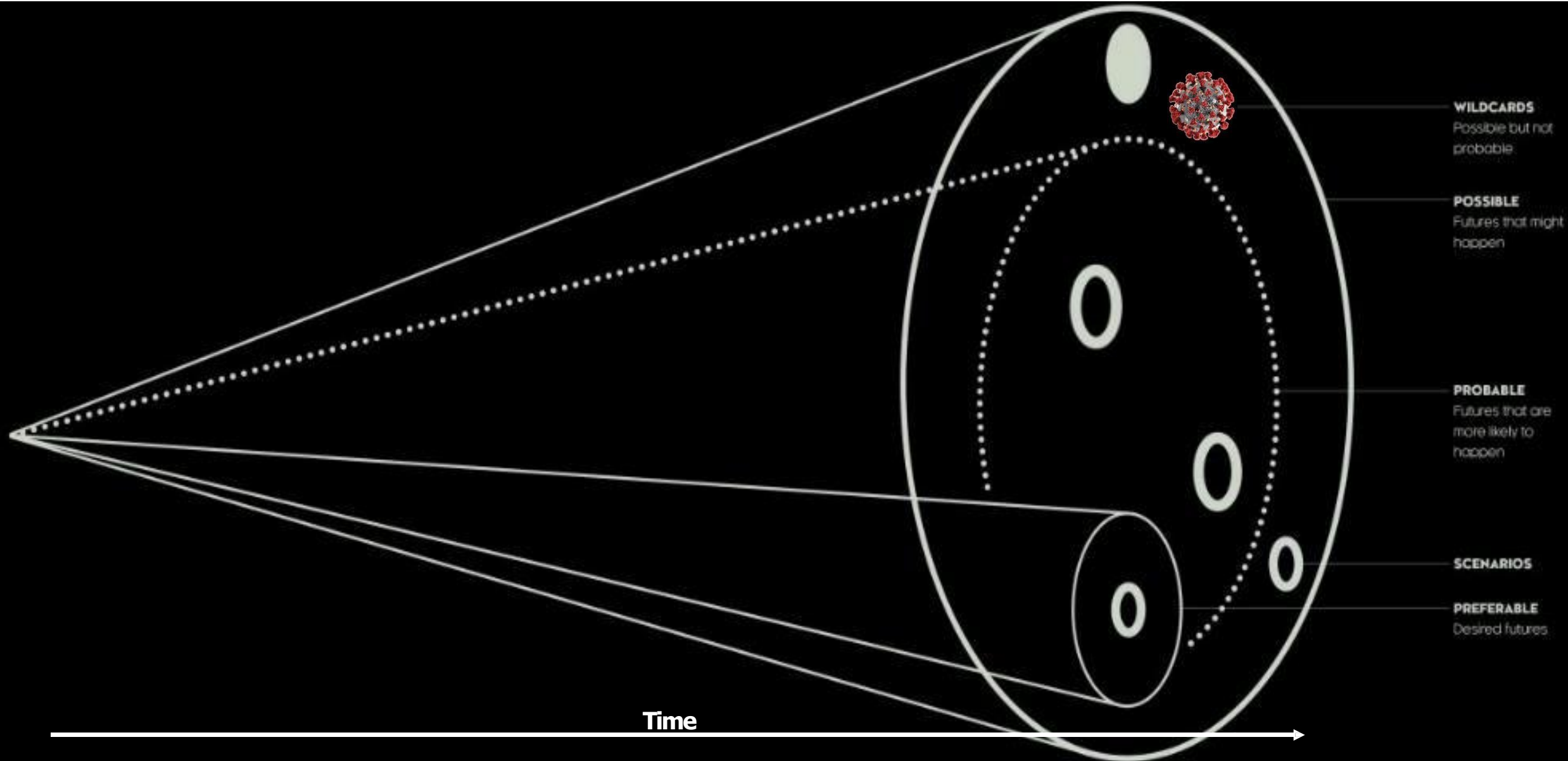
NARRATIVE FUTURES CONES



We can't
Predict the Future

We can think about
Alternative **Future(s)**

We have our
Assumptions about
the Future



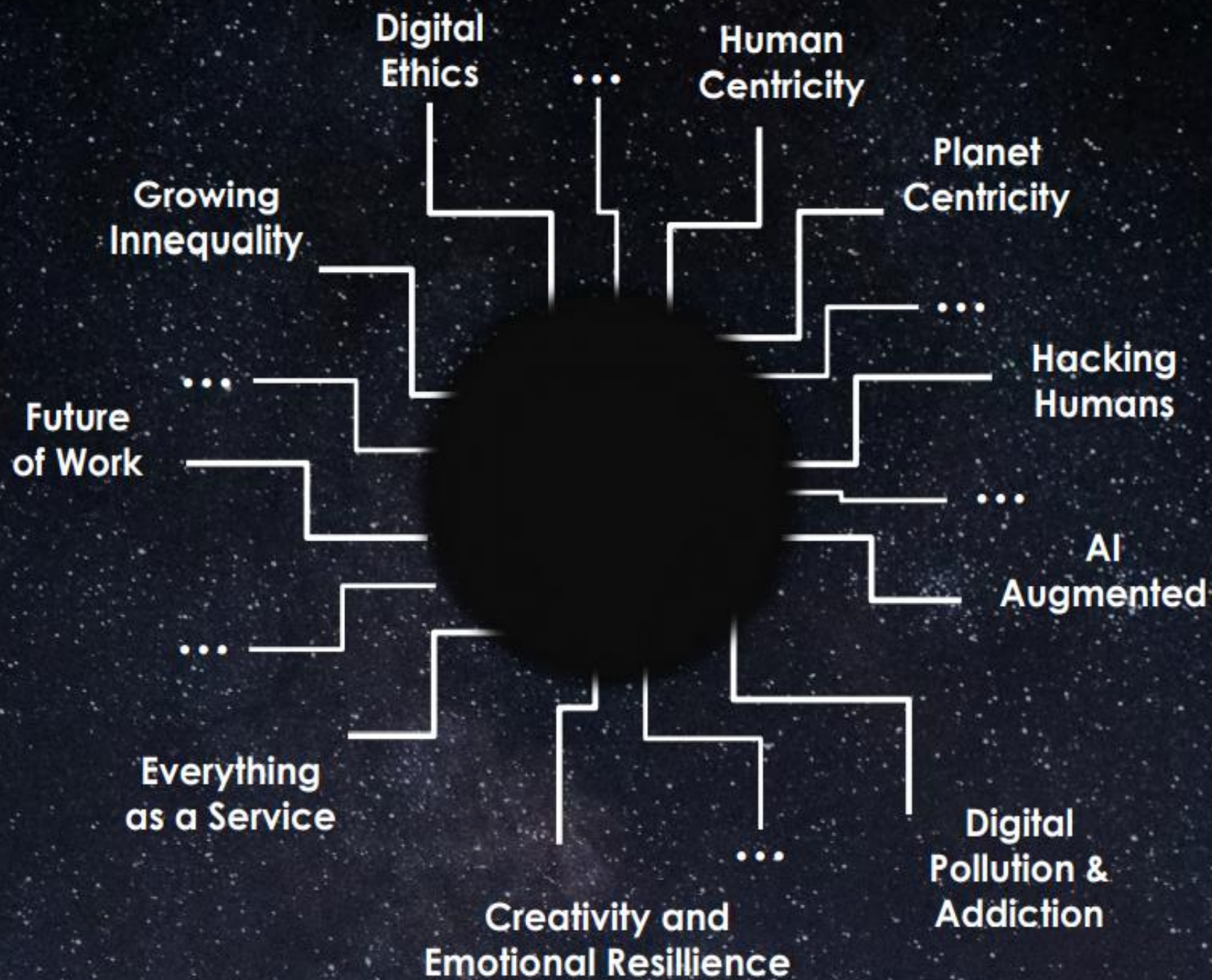
Strategic foresight



Changes in climate, digital technologies and geopolitics are having a profound effect on the lives of Europeans. These transformations are taking place at all levels, from grassroots politics to global power structures. President von der Leyen has mandated Vice-President Šefčovič to lead the Commission's efforts to embed strategic foresight into its work by ensuring that the Commission makes full use of the knowledge, information, and research to future-proof our policies, as well as strengthen our culture of preparedness and evidence-based anticipatory policy-making. This is crucial in supporting the work on the transitions to a green, digital and fair Europe.

SCANNING

COLLIDING SPACES



Constellation of Driving Forces

EMERGING GLOBAL POPULATION TRENDS

- Global population growth
- Shifting migration patterns
- Changing age structures: Ageing and shrinking populations in Developed Countries; Growing Population and baby boom in some Developing Countries

DIGITAL LIFESTYLE

- Web 2.0: New media find their way into our everyday lives
- Digital lifestyle: Virtual reality becomes real
- Virtual business worlds

CHANGES IN THE WORK WORLD

- Advances in automation (from the sector of production to the sectors of service and knowledge)
- Highly flexible working practices (anytime, anywhere)
- Flexible, interactive work structures

NEW CONSUMPTION PATTERNS

- The Third World participates in economic wealth (Bottom of the Pyramid)
- Catch-up luxury in China, India, and Russia
- Sustainable consumption in the West (Eco Chic, Moral Commerce)

URBANISATION

- Megacities grow strongly
- Development of adapted infrastructure solutions
- New forms of residence, living, and participation

WATER CHALLENGES

- Only a small fraction is freshwater
- Aggravation by consequences of climate change + Urbanisation and water shortage
- Water recycling ("Zero discharge")
- Measurement of water quality
- Advanced water treatment
- Intelligent Water Grids?

NEW PATTERNS OF MOBILITY

- Globally, mobility increases
- Transport infrastructures are upgraded/extended
- New vehicle concepts – new drive technologies

THE DIGITAL TRANSFORMATION

- Digital networking in everyday life
- New opportunities through "big data"
- The establishment of IoT paradigms
- Breakthroughs in the fields of artificial intelligence and robotics
- The vulnerability of critical infrastructure
- IT-revolution continues

CULTURAL DIVERSITY

- Plural ways of life between tradition and today
- Value systems compete globally
- Emergence of hybrid culture

NEW POLITICAL WORLD ORDER

- China and India join the ranks of world powers
- Crisis of Western democracies
- Russia's renaissance
- Africa awakes

GLOBALISATION

- Shift to Asia (China and India) and a new role for the West
- Global strategies, customised to places and regions
- Globalised Flow of Capital, (+ goods, services, people, information)

KNOWLEDGE-BASED ECONOMY

- Education and learning as a basis
- Innovation as a key driver and competition factor
- New global knowledge elite – the creative class

BIOTECH TRANSFORMATION

- Development of modified and synthetic organisms
- Improvement of human abilities
- Smart materials and new construction principles
- Existential risks

GROWING THREATS TO INTERNATIONAL SECURITY

- Global risk society
- Festering cultural conflicts & failed states
- Global terrorism
- Proliferation of weapons of mass destruction

TECHNOLOGY ACCELERATION AND CONVERGENCE

- Information and nanotechnology to be key drivers of convergence
- Stimuli in many areas of application (medical science, energy, materials)
- NBIC-convergence

BUSINESS ECOSYSTEMS

- New interface markets
- Expansion of the platform economy
- Sharing as a business model
- The flexibilisation of production systems
- Shared values as a new paradigm
- Open systems and networks: Limits of industries, markets, and businesses dissolve

ENERGY AND RESOURCE REVERSAL

- Strategic resource scarcities (fossil fuels, freshwater, minerals, metals)
- Use of alternative sources of energy and renewable resources
- Revolution in energy efficiency
- Decentralised energy supply

CLIMATE CHANGE AND ENVIRONMENTAL IMPACTS

- CO₂-discharges and global rise of temperatures
- Increase of environmental problems in emerging and developing countries
- Clean technologies
- Corporate responsibility increases

DIFFERENTIATED LEFOWRDS

- Weakening of traditional gender roles
- New forms of individuality
- Dynamic biographic developments
- Complex identity formation
- "Glocal" patterns of consumption
- Sophisticated consumption

NEW INDIVIDUALITIES

- Women are integrated into the working world
- "Female" soft skills become more important
- Participation as market actors: Defining influence on product and service standards
- Work-life balance



Strategic Intelligence

Strategic insights and contextual intelligence
from the World Economic Forum

Explore and monitor the issues and forces driving transformational change across
economies, industries, and global issues



Watch Video

Highlights

New

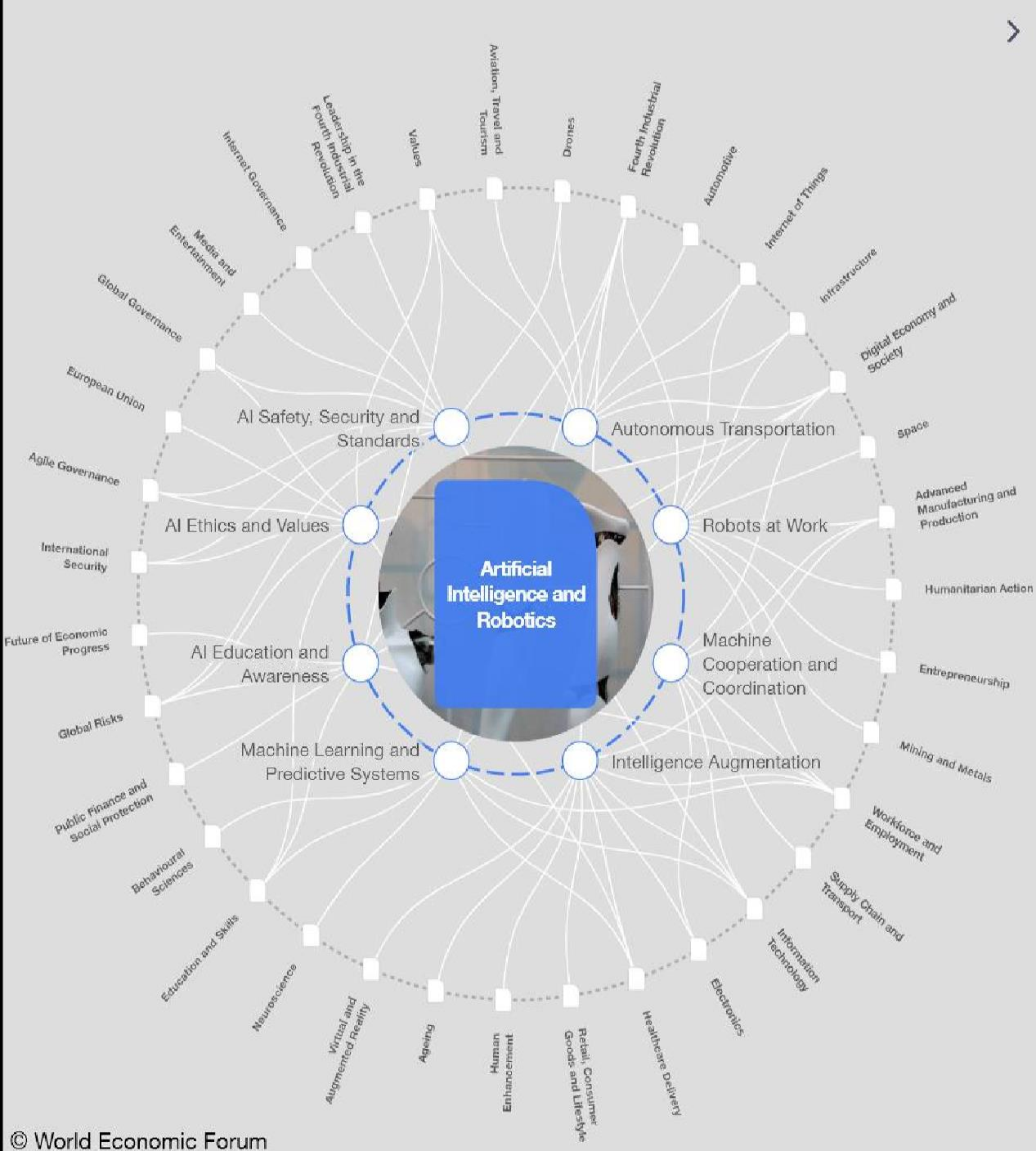


New



New





Summary


Robots and artificial intelligence were once used only for dull and difficult work on factory floors. Today, automation is everywhere - powering drones, cars, and surprisingly-realistic humanoids. Robots are ready to get more social, and some of latest models can even cross the "uncanny valley" by convincing us they are really human. Meanwhile the increasingly-sophisticated artificial intelligence powering popular entertainment and social media platforms is raising questions about whether it not only better engages audiences, but also helps spread

[Read more](#)

Publications

Showing "All Articles" 🔍 ⚙️

Videos




AI is transforming cybercrime. Here's how we can fight back

Wed, September 25, 2019, 4:01 PM

World Economic Forum

Data

Events



Your robot surgeon will see you now

Wed, September 25, 2019, 2:51 PM

Nature

Initiatives




The future of electronic health records

Wed, September 25, 2019, 2:51 PM

Nature

Stakeholders



An AI boost for clinical trials

Wed, September 25, 2019, 2:51 PM

Nature



The emerging world of digital therapeutics

Wed, September 25, 2019, 2:50 PM

Nature

Automotive Industry Dynamic Briefing

Generated 18 June 2021 for Fernando Machado



SCANNING DASHBOARD

DEMO GRA PHICS

NEWLY GROWN
PT TOURISM

DEMOGRAPHICS
AND
CONSUMER
PATTERNS

NEW CONSUMPTION
PATTERNS/
PT TOURISM SEGMENT

ALT. PER
MÃO DE
(MIGRAÇÃO)

BUSINESS
MODELS

ECONOMY
(OPORTUNIDADE)

GLOBALISATION
EMERGING
MARKETS

Technology
enabled
consumption

DATA - ENABLED
BUSINESS &
NEW TE

ATTRACT
TALEN

ENVELHECIMI/
MÃO OBRA
SETOR

Millennials
travel
boom

SMALL
ENTREPRENEURSHIP

ATRAÇÃO
TALENTOS
PI TURISM

CLIMATE
CHANGE
AND
SUSTAINABILITY

CLIMATE
CHAN

TECHNOLOGIES
(DIGITAL)

INCLUDE N
TECH IN THE
TOURISM PR

- Diversified offer based on the knowledge gained and about the customer
- Ability to provide personalized experience based on the profile of the customer
- Changes in the way thinking and planning are made
- New segment of the customer able to justify the investment

More traveller
less
tourist

SUSTAINED GROWTH
INTERNATIONAL
TRAVEL

ALTER.
CONCOR
JÓVOS DE

Portugal as
a privileged
partner to
PALOP'S

TE CHANGE
W. IMPACTS

EFIOS
EXTREMO

DIGITAL
LIFESTYLE
TRANSFORMATION

UPDATE CONS
INTERACTIONS

ADAPT THE
OFFERS TO NEW
CULTURES/NE

Personalized
tourism

FREQUENT TRAVELLERS

SEBRA
SAZONA

VULV.
92 COSTA

SURE
SUSTAINABILITY

CLIMATE
CHANGE &
ENV. IMPACTS

Threats to
Int Security

Jobs in
Tourism

Sust
Growth in
INTERNATIONAL
LEVEL

DIGITAL
LIFESTYLE

CULTURAL
SINGULARITY

Investment
needs on
infrastructure

PRESSÕES
SOBRE
INFRAESTRUT.

Management of
Global
Risk

CRISIS of
WESTERN
Democ

Portugal perceived
Safe country

ATTACK IN
PORTUGAL

CREAS
DEMAND
TOURISM

GOVERNMENT
PROVIDING
BETTER INTERNET
INFRASTRUCTURE

STRUCTURE
MENT

EVENTUAIS
BARREIRAS À
MOBILIDADE
(CHINA; ÍNDIA)

TERRORIST
ATTACK

New
world order

Safe Place

OPENESS OF
PORTUGAL

DIRECT LINKS
TO NEW
MARKETS

INCREASING
DIVERSITY OF
TOURISM OFFERS

DIGITAL
PAYMENT'S
CAMPAIGN

Growing threat
to International
Security

EARTHQUAKE

PORTUGAL AS
A SAFE COUNTRY

openess of Portugal

INCREASING
ABILITY OF
PORTUGAL BRAND

- Portugal is the way people will travel (tourism)
- Portugal is the way business happens and that is the
backbone of the country's future economy

New PATTERNS
OF MOBILITY

telco
model

SP vs Digital Open

Endocrine
REGULAE

THE CHALLENGE
SCALING AND EXPONENTIAL
GROWTH

- SaaS
- Licensing
- Subscriber based

Iot

TELCO'S DIGITAL
TRANSFORMATION OF THE
CORE

ADJACENT GROWTH OPPORTUNITIES



TELCO INSURANCE

TELCOs WILL TEND TO
REDUCE SPENDING ON
TRADITIONAL IT SERVICES

2
GROWTH
ILITIES

EMERGENCE OF NEW DIGITAL
NICHE PLAYERS 3

LOWER BARRIERS TO ENTRY

NETWORK EVOLUTION,
DIGITALISATION AND
CONVERGENCE

CLOUD SERVICES

AI / MACHINE LEARNING /
ADVANCED ANALYTICS &
ROBOTICS 2

ASIA AND WESTERN EUROPE
CONCENTRATE MOST OF THE
FLOS IT SPENDING (>50%)

MULTIPLE INTERFACES

OPPORTUNITIES TO SELL
VALUE: VALUE BASED
BUSINESS MODELS

DOTTS INROADS

INCREASE IN DEMAND FOR
ILL STACK SOLUTIONS

DIGITAL LABS &
OPERATIONAL CENTERST

TELECOMS: ONE OF THE MOST CUSTOMER-CENTRIC INDUSTRIES

SECURITY AS A CRITICAL ISSUE

5G 3

AND ORGANIZATIONAL AGILITY

OF THE CUSTOMER-CENTRIC INDUSTRY

Operator

STRATEGIC FOCUS

THE VALUE OF THE STRATEGIC FOCUS AND THE TIME HORIZON

Decisional

Emergence of
what is **relevant**



Creates a platform for
discoveries and
explorations

Allows you to “**Anchor**” the
discussion and **questions**



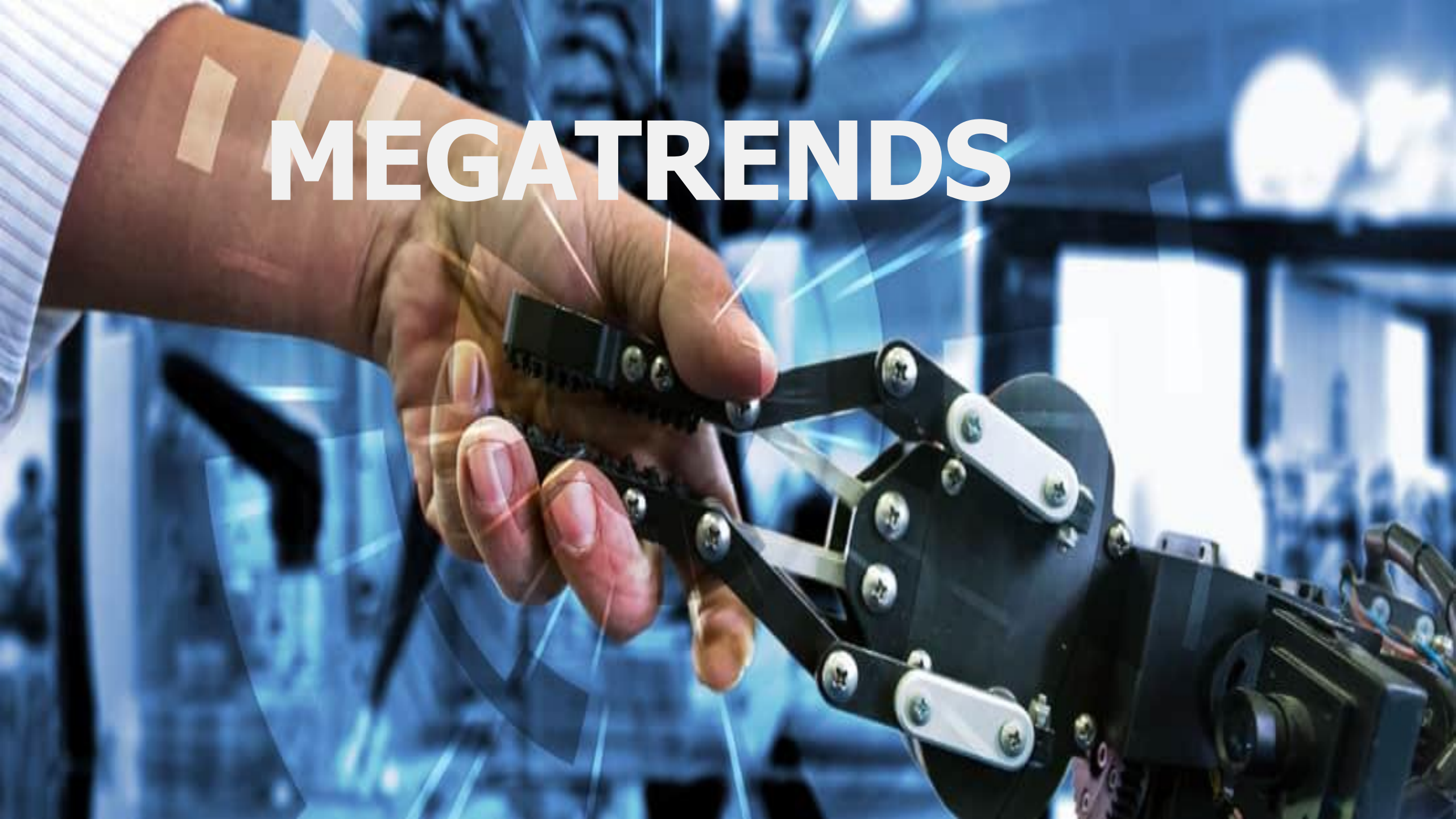
TIME HORIZON

THE CHOICE OF THE TIME HORIZON

- The Time horizon is "Negotiable"
- One rule: consider the long term as the time frame necessary for changes in historical relationships and trends to take place.
- The ideal time horizon is the "Horizon of Disruption / Discontinuities". However, this is not always identifiable, and in certain situations there is a succession of micro-ruptures that could lead to a new dynamic.

MEGATRENDS
TRENDS
WEAK SIGNALS
WILDCARDS
UNCERTAINTIES

MEGATRENDS



MEGATRENDS

- Drivers of global change and strong impact that affect a system during a long period of time.
- Megatrends are driving paradigm shifts within areas of **basic need**. This leads to the emergence of **new growth areas** and **value creation opportunities** (Z_Punkt).
- But far-reaching **conflict lines** in society and politics are also recognizable against the background of the megatrends in question (Z_Punkt).

DIVERGING GLOBAL
POPULATION TRENDS

NEW PATTERNS OF MOBILITY

GLOBALISATION

TECHNOLOGY ACCELERATION
& CONVERGENCE

DIGITAL LIFESTYLE

DIGITAL
TRANSFORMATION

KNOWLEDGE-BASED
ECONOMY

BUSINESS ECOSYSTEMS

CHANGES IN THE WORK
WORLD

ENERGY AND RESOURCE
REVERSAL

NEW CONSUMPTION
PATTERNS

Megatrends

CLIMATE CHANGE AND
ENVIRONMENTAL IMPACTS

URBANISATION

CULTURAL DIVERSITY

BIOTECH
TRANSFORMATION

DIFFERENTIATED
LIFEWORLDS

WATER CHALLENGES

NEW POLITICAL WORLD ORDER

GROWING THREATS TO
INTERNATIONAL SECURITY

NEW INDIVIDUALITIES

THE GLOBAL GOALS

For Sustainable Development



TRENDS



TRENDS

It is a statement of the direction of change. It is usually a **gradual** and **long-term** shift in the forces shaping the future of an organization, a region, a nation, an industry or the society.

(Z_punkt)

Weak Signals



WEAK SIGNALS

Weak signals are those ambiguous and controversial bits of information about the competitive environment that are typically hidden among the "noise" of the prevailing sense making paradigm and that gradually coalesce to form a pattern of intelligence that alerts sensitive leaders that it may be time to change their game.

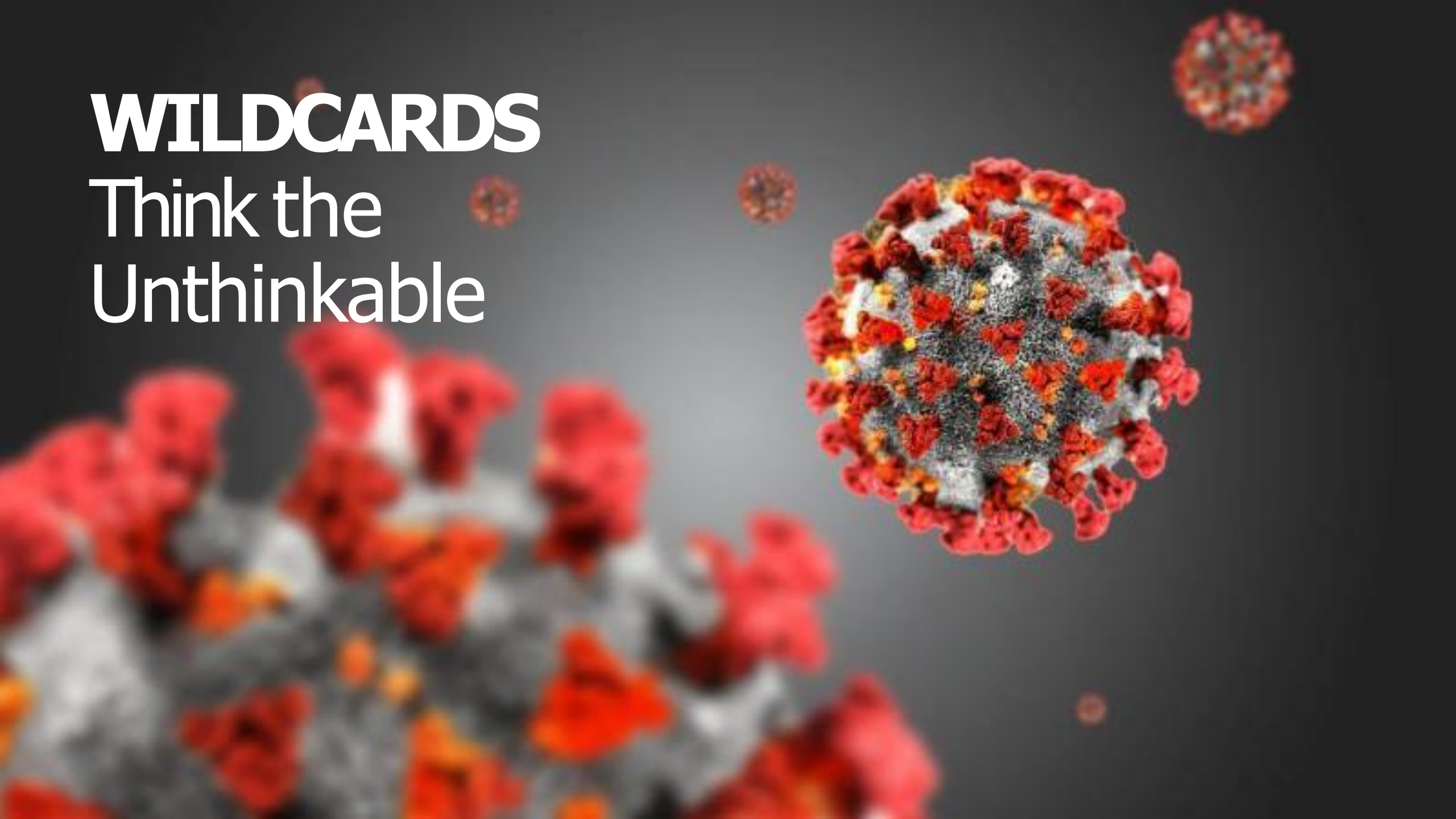
WILDCARDS

Think the
Unthinkable



WILDCARDS

Think the
Unthinkable



WILDCARDS

Discontinuities and sudden events with a low probability of occurrence, high impact and unexpected character.

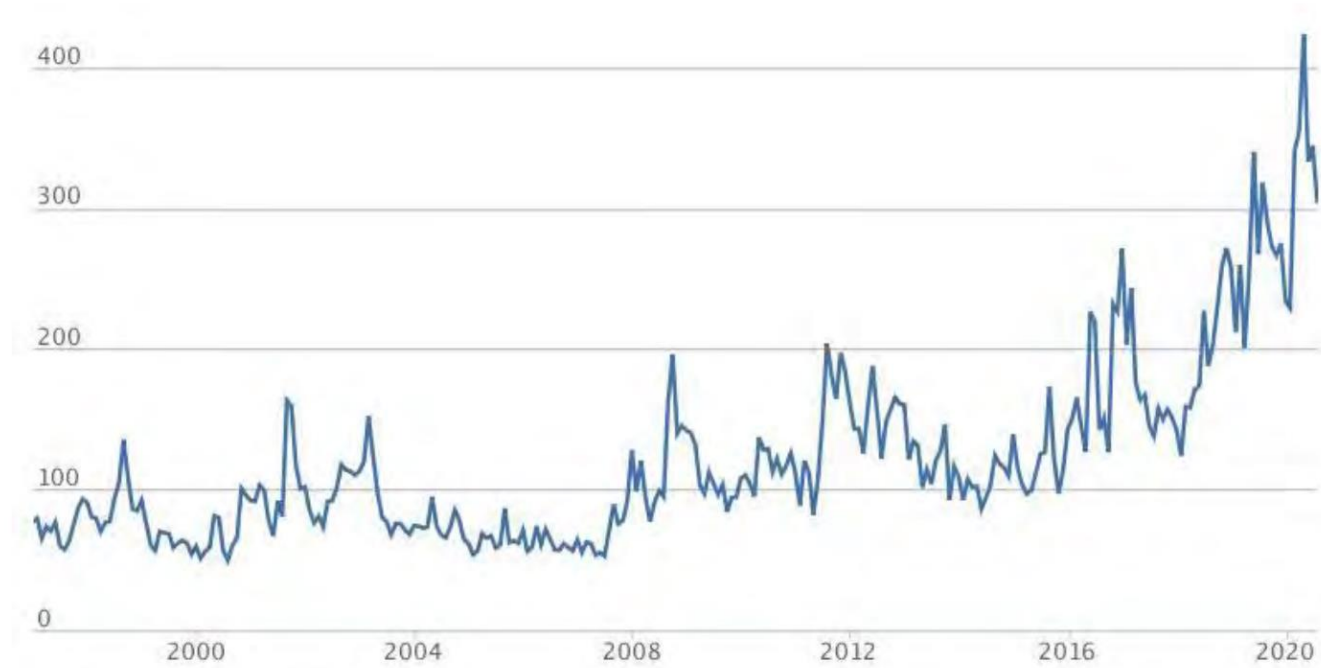
UNCERTAINTIES



UNCERTAINTY

Uncertainties are driving forces that point to alternative and contrasting evolutions.

Global Economic-Policy Uncertainty Index, 2000-2020



CRUCIAL UNCERTAINTIES

Importance/Relevance (strong potential impact) to the FOCUS

Relative Independence

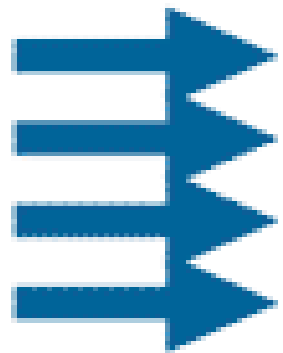
High level of Uncertainty

Critical forces with a high level of uncertainty and strong impact in the strategic focus. Crucial Uncertainties are the basis for the construction of Scenarios.

THE SCENARIO DEVELOPMENT PROCESS

Define Focal Issue, Question, or Decision and Relevant Timeframe
Review Past Events & Alternative Interpretations

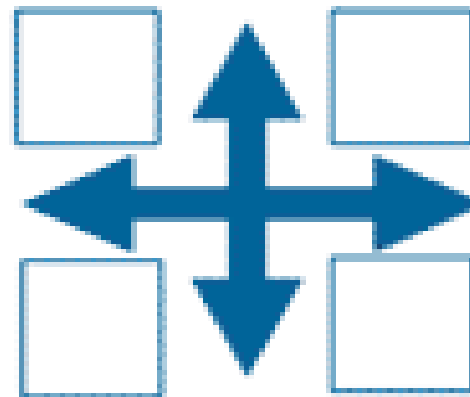
**Identify
Driving
Forces**



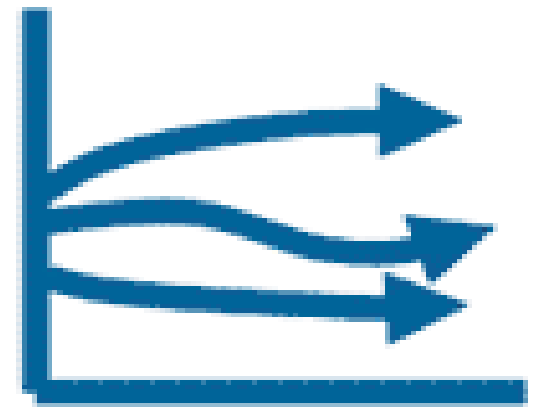
**Identify
Critical
Uncertainties**



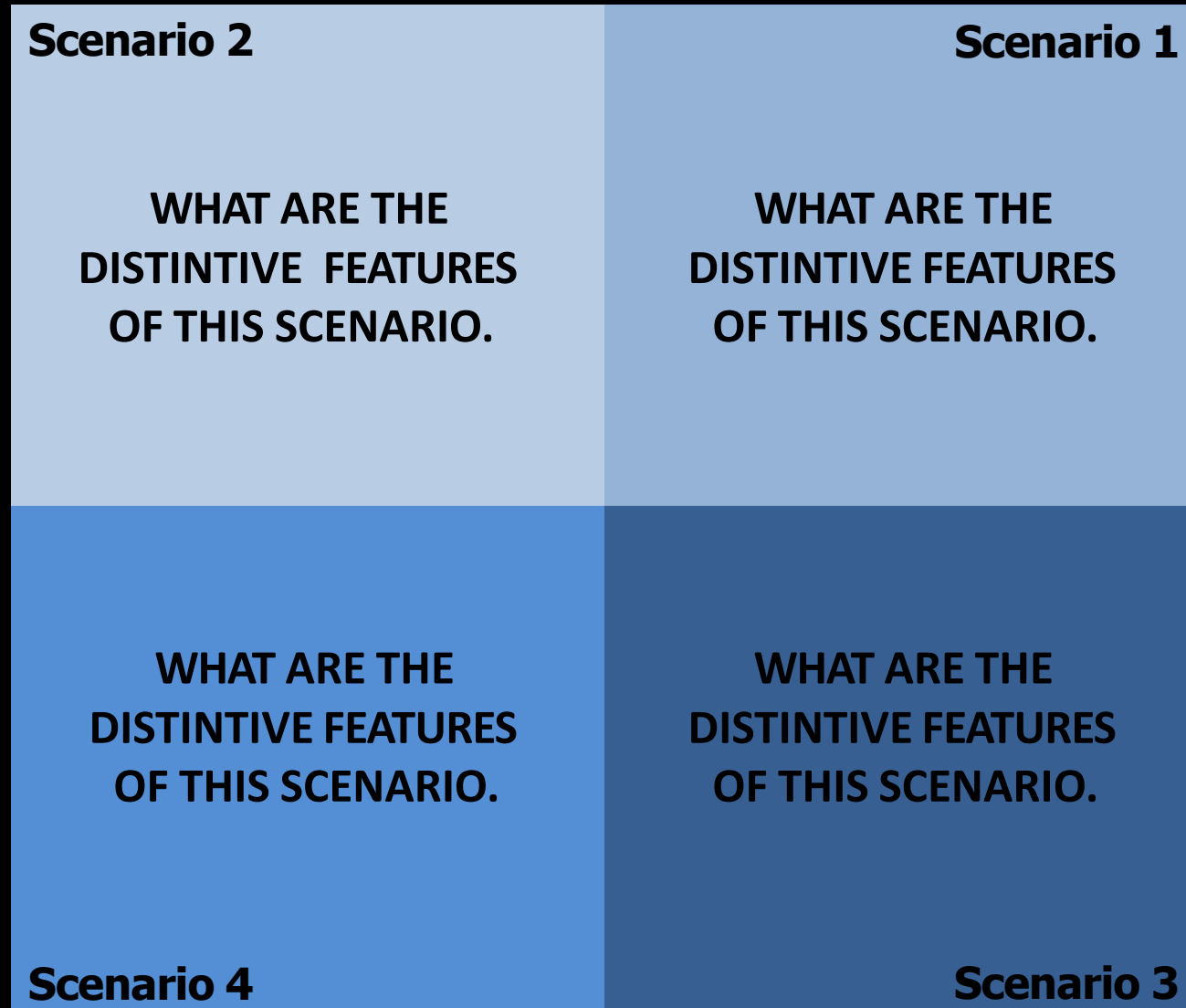
**Develop
Plausible
Scenarios**

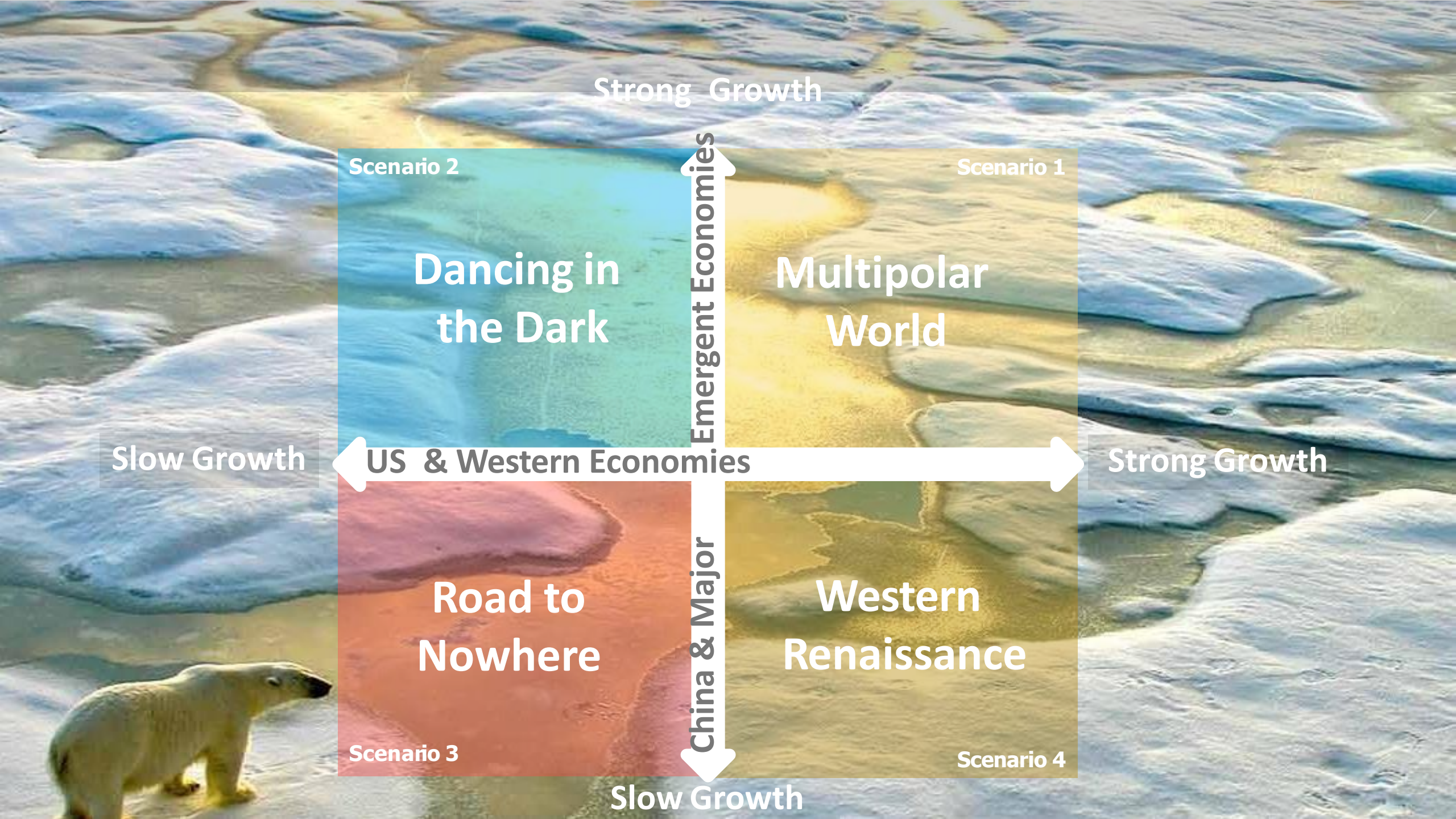


**Discuss
Implications
& Paths**



SCENARIOS STRUCTURE





Strong Growth

Scenario 2

Scenario 1

Dancing in
the Dark

Multipolar
World

Emergent Economies

Slow Growth

US & Western Economies

Strong Growth

Road to
Nowhere

Western
Renaissance

China & Major

Scenario 3

Scenario 4

Slow Growth

Short Description

...

...

Keywords

...

...

Key Players

...

...

Key Indicators

...

...

Key Trends & Insights

(Technology, Ecosystem, Business Models, Talent, ...)

...

...

Implications

(What are the most important Implications of this Scenario?)

...

...

Timeline (Building a story: Possible newspaper news headlines; Actors (current and potential); Events; Chronology, ...)

...

...

...

...

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2020

2025

2030

**'Scenarios are stories about the future,
but their purpose is to make better
decisions in the present.'**



OUR STRATEGIC FOCUS

The Future of Mobility in 2030



Connected



Autonomous



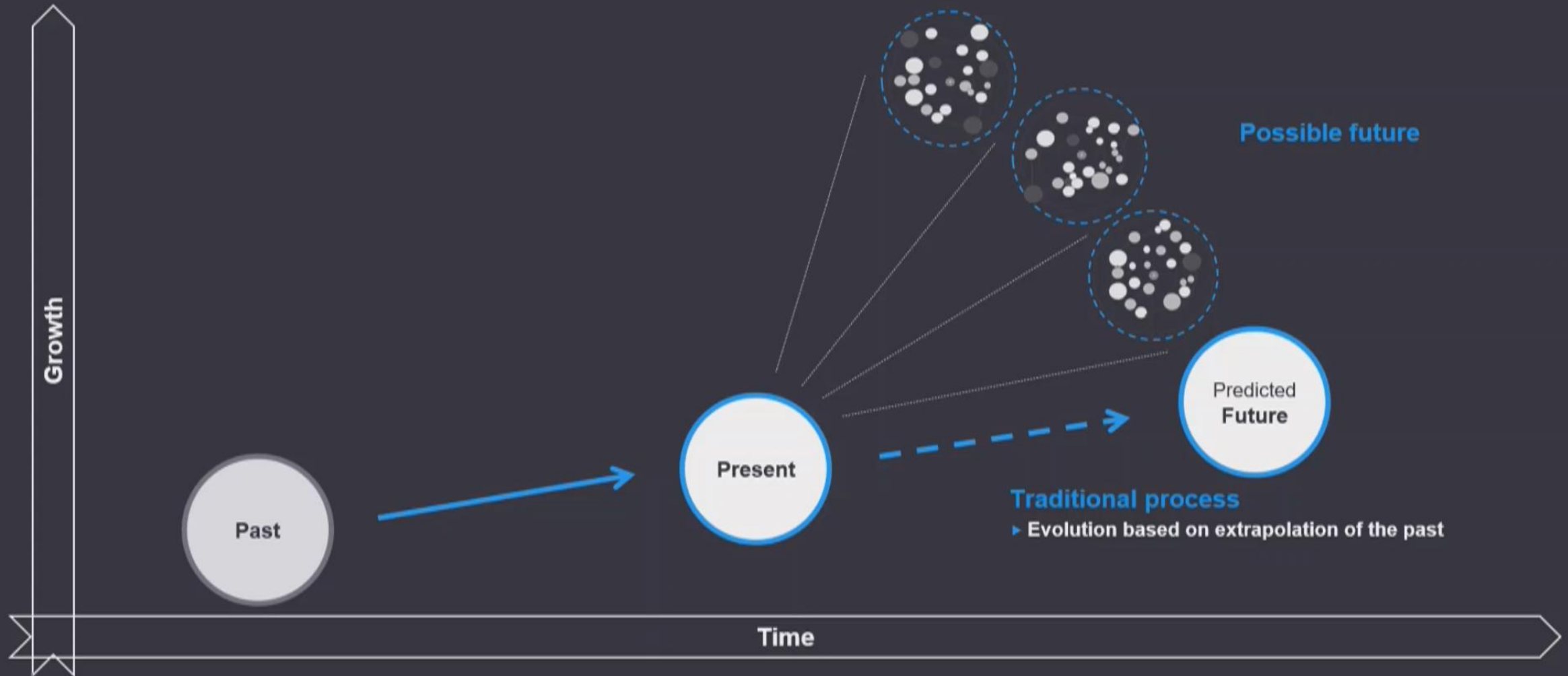
Shared



Sustainable



Overview of the underlying scenario approach



What main uncertainties are impacting the future of mobility?

Electrification
adoption rate

High





Image on motortrend

Charging capacity
installed

On-demand



Car ownership

Shared



Public transport
system capacity

Minimum



Maximum





Role of regulation

Lagging



Leading

Degree of transport interoperability





Level of concentration in urban centers



What scenarios for the future of mobility could we expect?

Old normal Scenario 4



Urban concentration

4

Scenario

1

Scenario

Big jump Scenario 1



Inarticulation

x-axis: degree of transport interoperability

x-axis: degree of transport interoperability

Perfect Integration

y-axis: level of concentration in urban centers

3

Scenario

2

Scenario

Digital rural Scenario 3



Urban exodus

Personalization Scenario 2



Main Challenges





Urban traffic
management



Transportation
infrastructures and
networks optimization

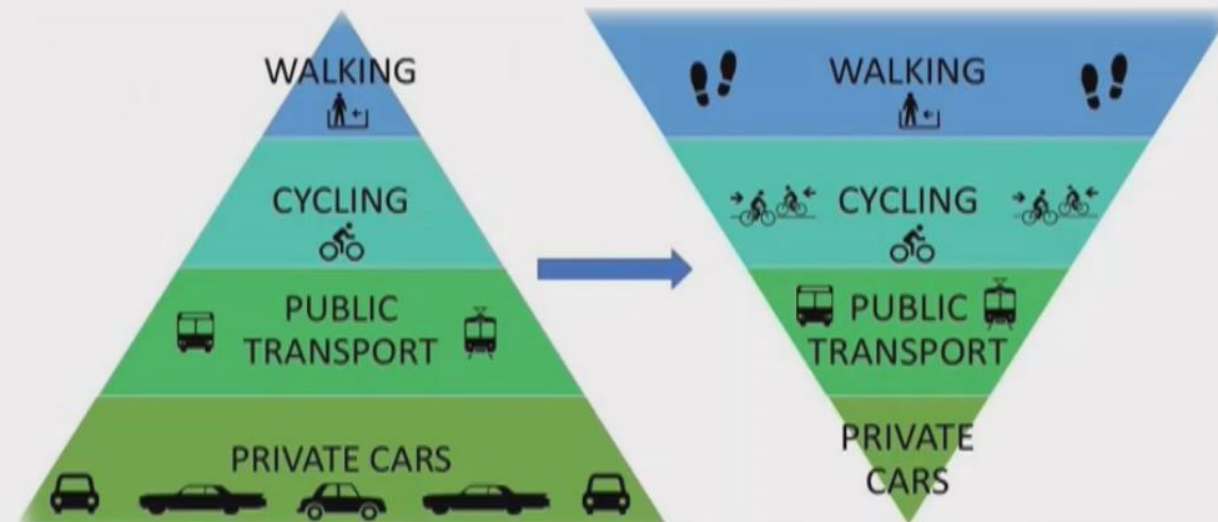


Alternative mobility
solutions



Urban traffic management

- **Induce positive behaviors** e.g., congestion charges, pollution charges, rush hour lag
- **Implementing new urban planning concepts** e.g., "15-minute cities", intermodality
- **Reshaping urban logistics** e.g., decentralization of logistics centers





Transportation infrastructures and networks optimization

- **Electric charging infrastructure** e.g., incentives for electric mobility
- **Transport infrastructure** e.g., level of coverage of soft modes, condominium managers: new ecosystem partners, multimodal parks





Alternative mobility solutions

Collaborative solutions:

- **Alignment of multiple players in the ecosystem** e.g., entity managing national mobility
- **Portugal: privileged place for experimentation** e.g., autonomous mobility
- **Intersection with other sectors** e.g., drones for the distribution of small goods





Scenarios for the future of mobility



Exercise in miro

Miro board -
https://miro.com/app/board/uXjVP7mITho=/?share_link_id=266175992683

Trends

It is a statement of the direction of change. It is usually a gradual and long-term shift in the forces shaping the future of an organisation, a region, a nation, an industry or the society.

Weak Signals

Are those ambiguous and controversial bits of information about the competitive environment that are too easily hidden among the "noise" of the prevailing sense-making paradigms and that gradually coalesce to form a pattern of intelligence that alerts sensitive leaders that it may be time to change their game.

Wildcards

Discontinuities and sudden events with a low probability of occurrence, high impact and unspecified character.

Uncertainties

Uncertainties are driving forces that point to alternative and contrasting evolutions.

MEGATRENDS TRENDS WEAK SIGNALS WILDCARDS UNCERTAINTIES

DRIVING FORCES FOR THE FUTURE OF MOBILITY IN EUROPE

1. More Sustainable Mobility (DMF Dynamic Briefing)

Whether through "train-bagging" or technology advances, getting from place to place must become cleaner.

2. Energy Efficiency and Mobility (DMF Dynamic Briefing)

Policy-makers can move to limit energy use by bettering public transportation.

3. Greater Mobility, Higher Security Risks (DMF Dynamic Briefing)

Greater security through data sharing and collaboration is badly needed.

4. Trade and Travel Barriers to Mobility (DMF Dynamic Briefing)

Continued not least and lack of cooperation are hindering the movement of goods and people.

5. Smarter Infrastructure for Mobility (DMF Dynamic Briefing)

As we move like Japan's new roads and cities with self-driving, infrastructure must keep pace.

6. Climate Action (DMF)

Global momentum to tackle the climate crisis has been building, and it's now at the very top of political and public agendas. While limited global ambitions, collaboration and action are necessary, the world is still far from meeting its climate goals for years after Paris agreement. Climate action might become even more imperative due to the increasing incentives for governments to focus on the implementation of the Paris agreement, which could postpone any meaningful climate agenda conversations.

7. Alternative Energy Sources (DMF)

The cost of renewable energy keeps getting closer to the point where more green energy sources can compete on cost (production and storage cost) with traditional fossil fuel sources. Even though the adoption of renewable energy in total energy consumption remains relatively low, this raises the question: How will we use renewables become the dominant source of energy by 2050?

8. Purchasing Power / Consumer Spending (DMF)

Disruptive purchasing power and increased personal incomes available to how the pandemic could lead to a downturn in consumer sales and potentially reduced spending on non-essential products and services. The economic impact/recovery from the pandemic will

9. Urban mobility planning (DMF)

Mostly every aspect of urban mobility involves a complex interplay between government and business actions. Cities across the globe are looking to leverage new mobility solutions to solve transport, many with focus on urban space reallocation. Governments and urban planning authorities might eventually take the lead to shape mobility solutions, providers, and regulators, or they might allow the private sector to lead with a more open market-based approach to drive the pace of innovation and the regulatory follow.

10. Autonomous Driving (DMF)

Autonomous driving is expected to revolutionize road traffic, and it's making a great stride towards solving some of the world's most pressing mobility issues. However, the obstacles and challenges to be overcome are still huge before consumers can expect to commercially launch fully driverless vehicles. Among other things, the speed at which ADs are being developed presents regulatory and ethical challenges.

11. Data Ownership / Sharing (DMF)

Data is at the heart of the future of mobility, and gathering more data related to how we move and where we go is critical to the success of mobility solutions. This requires the private and public sectors to agree on standards, legal frameworks, and financial terms for secure, robust data exchange. At the same time, concerns about personal privacy and cybersecurity are growing and remain a priority.

12. Advanced Tech and Connectivity (DMF)

New advanced technologies are creating opportunities to transform society - including mobility - by enabling increased connectivity and innovative business models and services. However, there are important challenges to the continued expansion to all sectors of society. Business such as cybersecurity, integration and convergence of different technologies, political considerations and public resistance could slow the progress of widespread adoption.

13. Smart Cities & Mobility Systems (DMF / DMF)

DMF scores close half of the global production living in urban areas, cities around the globe are working to

14. Market Control (DMF)

The future of mobility might not be defined by the established automakers, as they might face potential competition from powerful digital players entering the market. As new digital technologies develop, a new competitive landscape could emerge. This creates an opportunity to drive a wedge between automakers and mobility users, perhaps led by new digital players focusing on taking over customer relationship by utilizing their data advantage.

15. Urban Mobility Alternatives (DMF)

Taxis, and in a near future, mobility likely remains dominant for cities, but to future urban mobility ecosystems, the reliance on the car might be significantly reduced. An array of urban mobility alternatives along with new futuristic technologies such as drones, flying taxis and hyperloops, could soon be integrated into urban city mobility systems, and might end up reimagining the car altogether.

16. Car Brand Value (DMF)

The rise of mobility solutions is raising questions about the future strength and value of car brands, with studies indicating a comparatively lower importance of "brand" for car sharing, while brand strength might still be crucial for future success in mobility. Car manufacturers might face becoming more like train and airplane manufacturers where most passengers don't care if their flight is on Airbus or a Boeing airplane.

17. Industry Collaboration (DMF)

Competition in the automotive industry has accelerated in recent years, with traditional global business models replaced with new opportunities for convergence of scale in collaboration in R&D and sales. Meeting new demands for shared and on-demand mobility, connected vehicles, and user experiences could be an uphill battle and great challenges to collaborate with others, including competitors. New collaborative models are already shaping the automotive industry, but this still is "helping"

18. Urban Citizen Engagement (DMF)

Consumers who use have turned to buy and sell valuable products and services but when it comes to the actual purchasing decisions, it doesn't always reflect.

19. Access to Ownership (DMF)

The automotive industry might be headed towards the emergence of "ownership" for ownership, as we are seeing a shift towards mobility solutions that are consumed as a service (mobility as a service). New business models around subscriptions, car sharing, on-demand ride-sharing, etc., are emerging, with varying degrees of scalability. Includes personal access and mobility shared on demand mobility.

20. Mobility Services Individualization (DMF)

Advances in technology, data analysis, and changing user expectations towards individualization are driving a steadily growing interest for design customization levels of products and services. Providers are becoming more diverse, and richer markets are flourishing with consumer goods and services. However, it's mobility usage a priority for the masses. Real requires more collaboration, with opportunities for larger economies of scale, or will the future belong to hyper-individualized mobility services?

21. Monetization of In-Vehicle Data (DMF)

One of the most attractive promises of driverless cars is that it's possible to live up the time spent driving from A to B. Traditionally, time spent traveling has been considered a "cost" to the consumer. Autonomous vehicles are expected to reshape travel behavior and demand, in part by enabling productive uses of travel time, e.g., working, but also resulting in an entirely new market of in-car experiences. However, this begs the question: If the time spent (the commute time) is more valuable than the commute itself.

22. Individual Mobility Demand (DMF)

As an immediate effect of the pandemic lockdowns there has been a decrease in overall and individual mobility demand. Additionally, COVID-19 has, in many ways, virtually cancelled our lives by showing us how to live and mobilize online, shop online, and work remotely. The fact that more people can conduct their day-to-day activities from home - and mobile experiences, when future tech solutions improve - might in turn lead the need for individuals to travel around altogether.

23. Multi-modal Mass Aggregation (DMF)

There are many examples around the world where commuters can travel on different modes of transport (train, different providers) via one payment platform. Although such services are typically restricted to public transport, more integrated private/public services are emerging. Multi-modal aggregation is a multi-platform and customers can plan and pay for individual journeys via

24. The Emerging Mobility Ecosystem (DMF)

Historically, the transportation industry has operated along mostly linear value chains. This is all changing. Various sectors are converging, opening up new revenue opportunities in a new mobility ecosystem. The result is a complex web of interconnected value chains. It's expected a multitude of new entrants to take a share of this new market, with unprecedented levels of competition and collaboration in the search for new solutions.

25. Consumer Mobility Behavior is Changing (DMF)

Changing consumer preferences, tightening regulations, and technological breakthroughs and up to a

26. New Market Entrants (DMF)

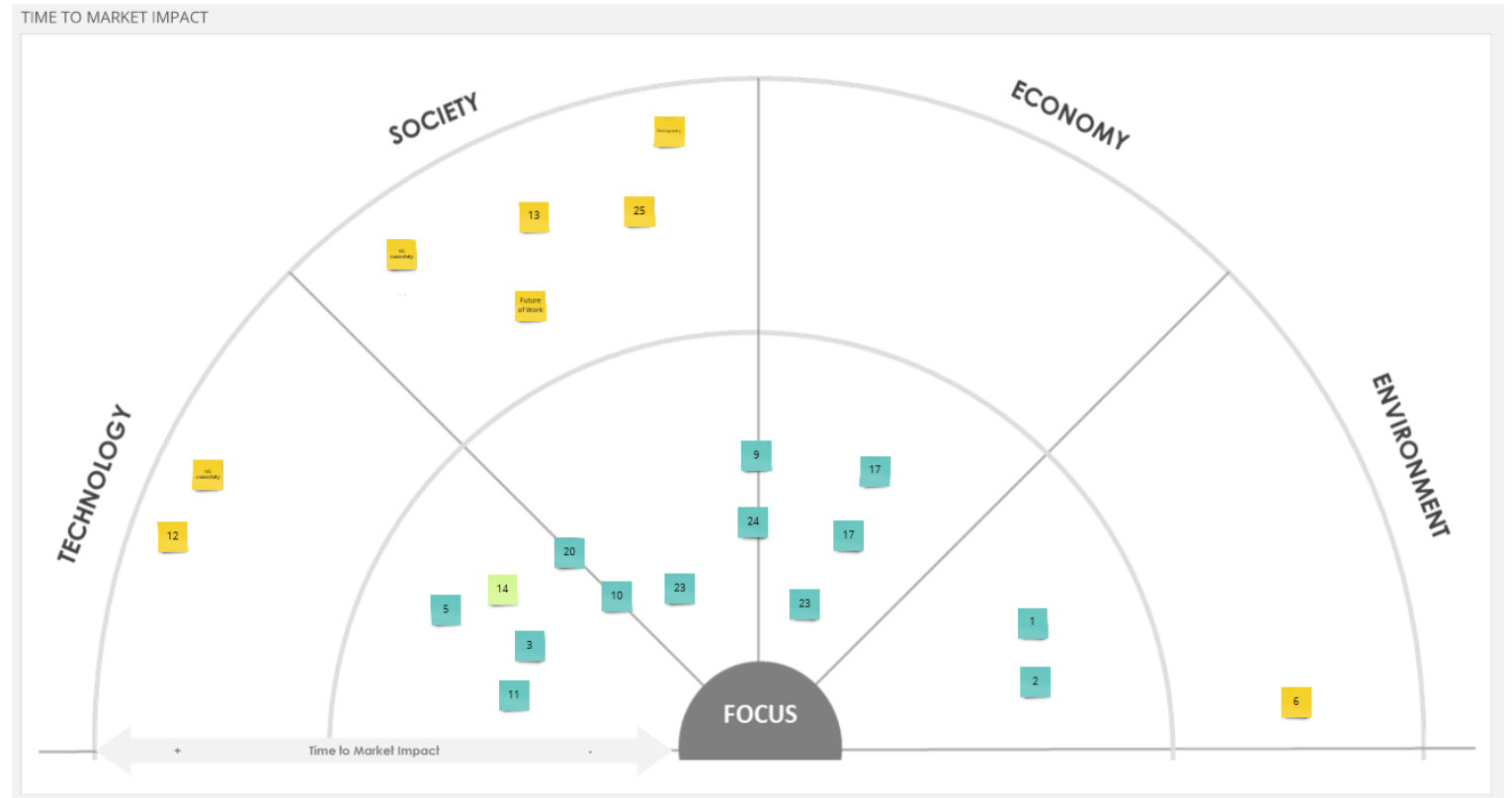
Emerging markets will open opportunities for new players, which will initially focus on a few selected steps along the value chain and target only specific, economically attractive market segments - and then expand from there. While Tesla, Google, and Apple currently generate significant interest, they represent just the tip of the iceberg. Many more new players are likely to enter the market, especially cash-rich high-tech companies, and start-ups. These new entrants from outside the industry are also widening their influence with customers and regulators that is generating intense around new mobility forms and lobbying for favorable regulation of new technologies. Similarly, some Chinese car manufacturers, with impressive sales growth recently, might leverage the ongoing disruptions to play an important role globally.

EPIC

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Exercise 2
Searching for Critical Uncertainties

Searching for Critical Uncertainties

4 - Trade &
Travel
Barriers to
Mobility

7 -
Alternative
Energy
Sources

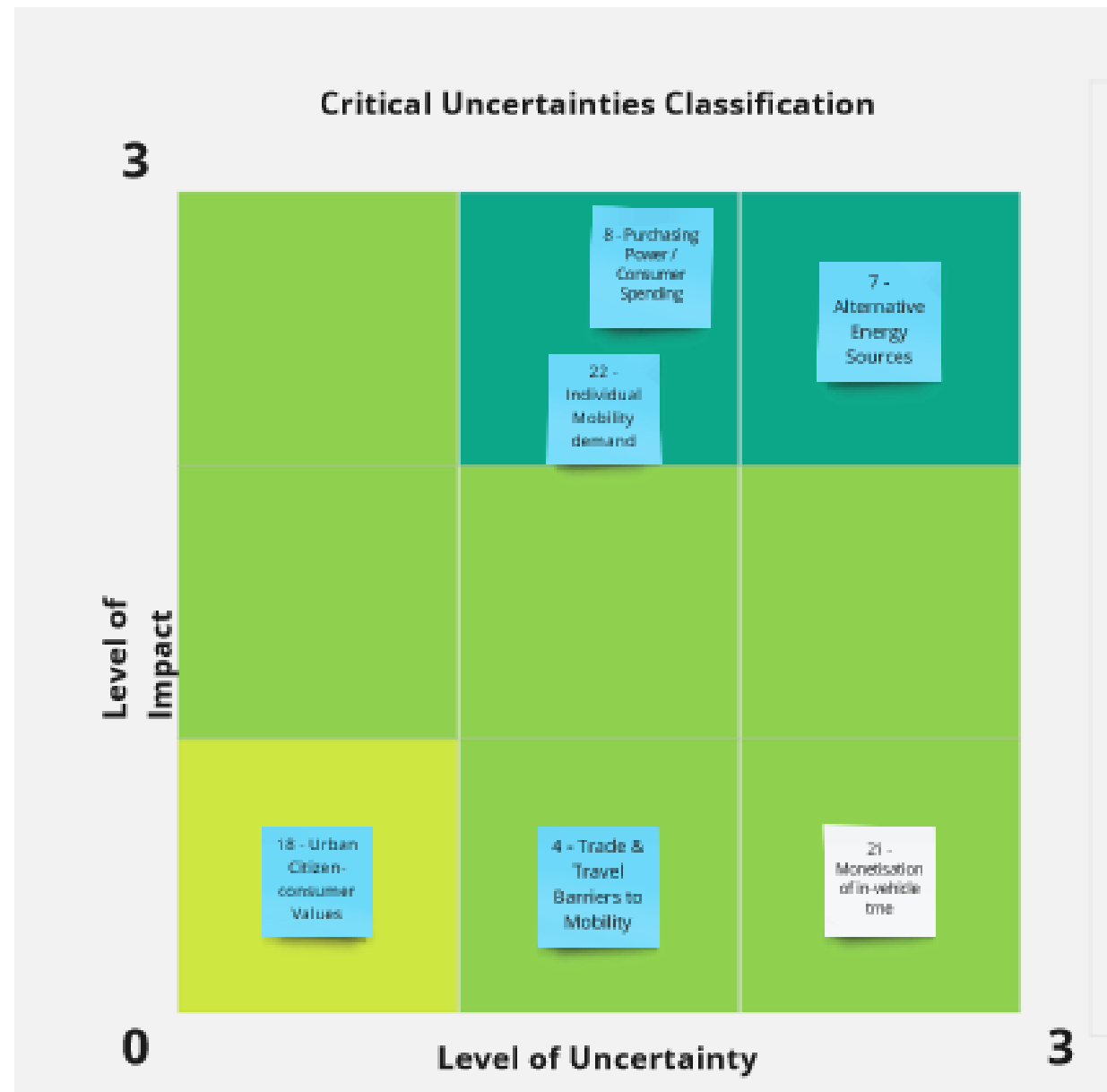
8 - Purchasing
Power /
Consumer
Spending

18 - Urban
Citizen-
consumer
Values

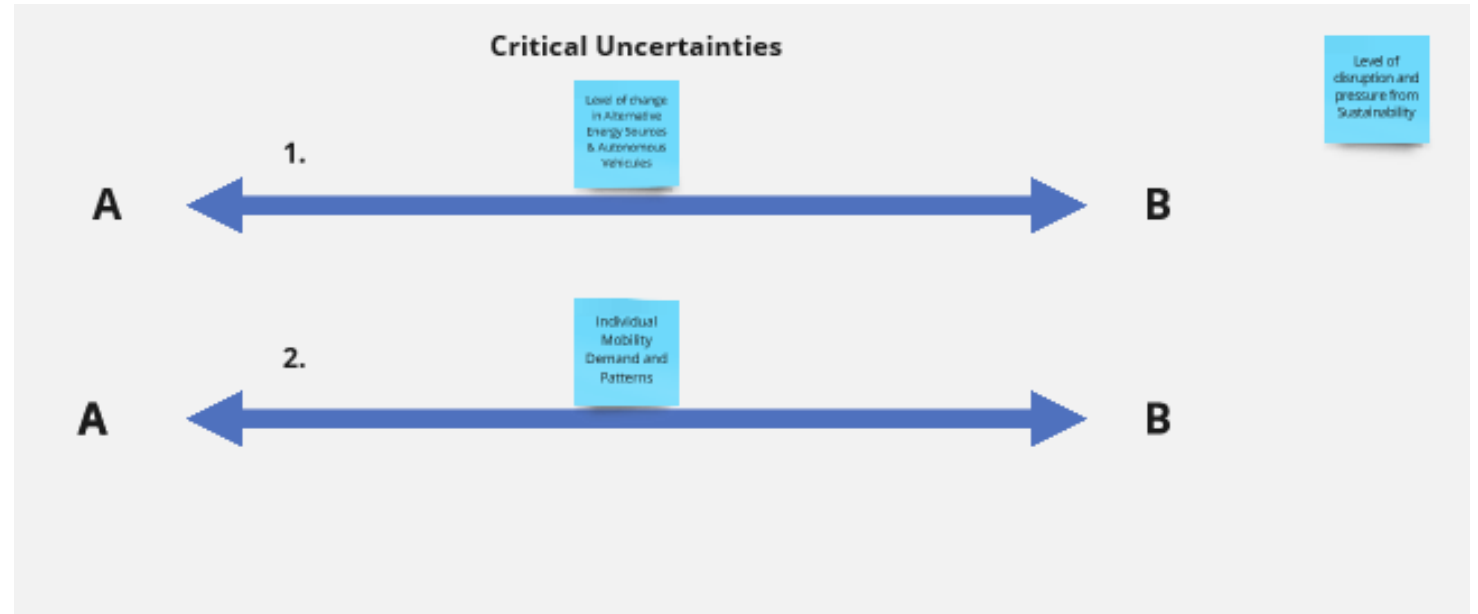
21 -
Monetisation
of in-vehicle
time

22 -
Individual
Mobility
demand

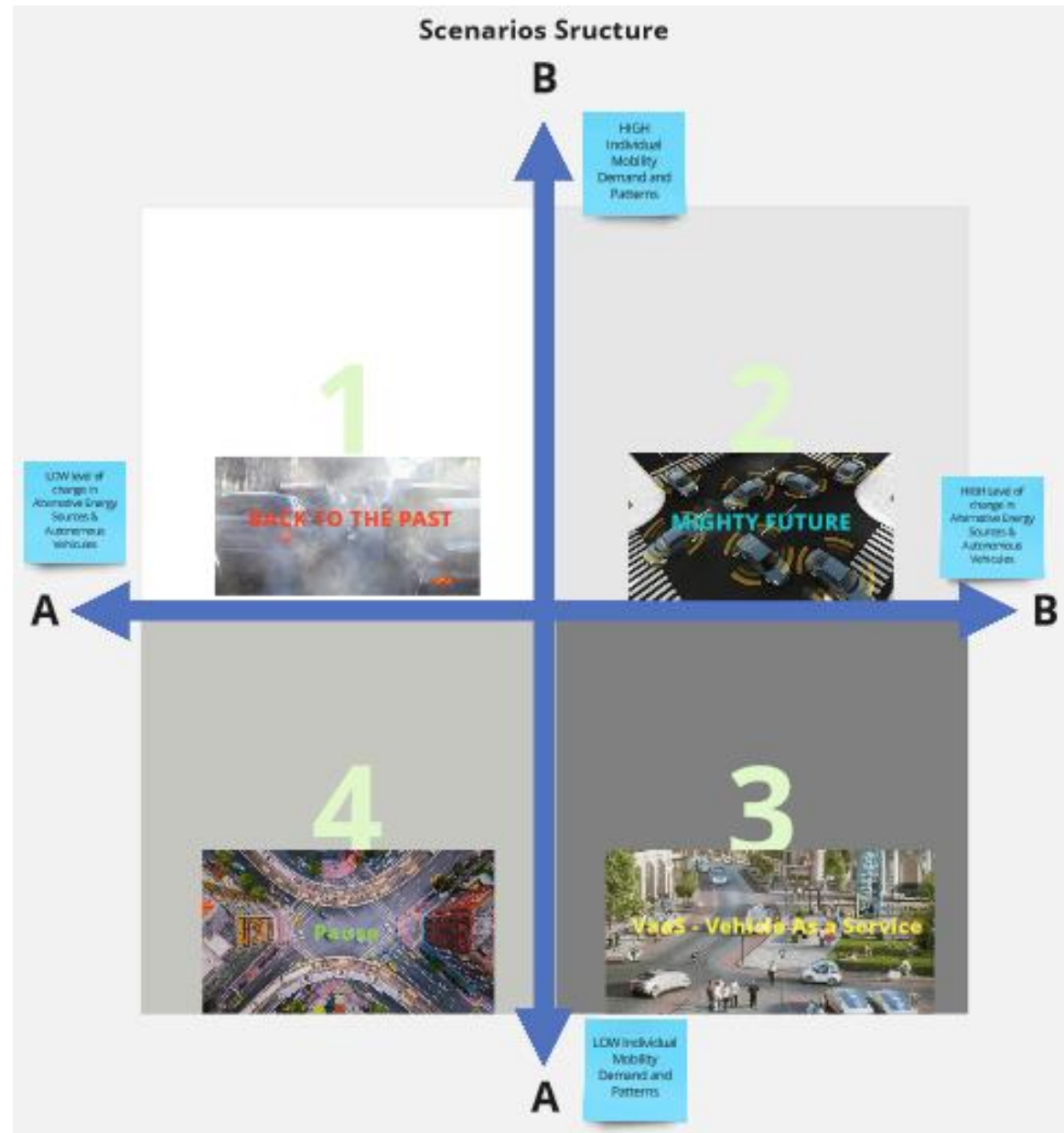
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Scenario 1

Short Description

- The Covid-19 pandemic did not have a long term effect on human lives and people went back to their "normal" ways of living (2019 style)
- People go back to work on a regular basis and commute as frequent as they would have done in 2019 with a similar usage of private car.
- Not much progress observed on the transition towards alternative energy sources (still only 11% of global primary energy comes from renewables)
- ADAS/road infrastructure did not manage to reach the level of expected security and failed to receive approval from regulators in US and major EU/Asia markets. Low uptake.

Key Trends & insights (Technology, Ecosystem, Business Models, Talent,...)

Owned
Stand-alone -> connected
Combustion
Driver

Keywords

Back to the past
2019 style
Fossil fuel rocks
I love my private car
No to autonomous vehicles
No risk

Key Players

Car manufacturers on a B2C approach
Regulatory entities
Aftermarket retailers (service shops)
Petrol related companies
Banks and insurance companies (for financing and private car insurance)

Key Indicators

1.35M fatalities on road traffic accidents
Transport represents 25% CO2 emissions -> Road Traffic 72% (18% 6,7 bn)
23 hours a day that a car is parked in average
In 2019, around 11% of global primary energy came from renewable technologies
number of private cars per inhabitants increasing -> 1.4bn cars (7.5bn population) -> aprox. 1 car/5p

Timeline (Building a story. Possible newspaper news, headlines; Actions (current and potential); Events; Chronology,...)



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Scenario 2

Short Description

- Major transition from fossil fuels to alternative energy sources
- Mass adoption for autonomous and electric or hydrogen powered vehicles
- Ownership of a private car still prevails when compared to shared or mass transport solutions
- Increase of road traffic

Key Trends & insights

Owned
Stand-alone
Combustion -> Electric
Driver -> Autonomous

Keywords

Hello electric and hydrogen powered cars
Autopilot
Connectivity
Congestion
B2C Business Model prevails
Cybersecurity
IoT
Blockchain
M&A

Key Players

Software companies (Tesla, Waymo/Google, Apple, Lucid, Nio, Canoo)
Sensing industry
Semiconductor industry (TSM)
Battery manufacturers
Lithium exploitation companies
Insurance companies
Battery recycling industry
Regulatory entities / infrastructure managers

Key Indicators

Connected mobility is expected to reduce Road Traffic accidents by 70%

Timeline (Building a story. Possible newspaper news, headlines; Actions (current and potential); Events; Chronology,...)



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Scenario 3

Short Description

- Major transition from ownership of a private car into shared vehicles or even shared ownership.
- New business model regarding vehicle usage (e.g.: shared ownership, tokenization, ridership revenue shared, etc...).
- New business possibilities (e.g.: connecting private retailers to car user, monetization of in vehicle time).
- Shifting from a traditional sales model (B2C) into a as service model or a B2B or B2B2C model.
- High acceptance of alternative energy and autonomous vehicles. Politics and regulations favorable of this transition.

Key Trends & insights (Technology, Ecosystem, Business Models, Talent,...)

Owned -> Shared
Stand-alone -> connected
Combustion -> Electric
Driver -> Autonomous

Mobility hubs for intermodality
big investments in infrastructure
Predictable behavior and routine with Artificial Intelligence
New paradigm for shopping (e.g.: drones)
Regulation pro alternative energy sources
Charging infrastructure is critical
New contracts for Mobility
High interoperability and digital focus

Timeline (Building a story, Possible newspaper news, headlines; Actions (currents and potential); Events; Chronology,...)



Keywords

VanS
SaaS
Green Energy
Connectivity
Innovation
Mobility
Urban
Infrastructure
Road
Software
IoT
Cybersecurity

Key Players

Software companies (Tesla, Waymo/Google, Apple, Lucid, Nio, Canoo)
Sensing industry
Semiconductor industry (TSMC)
Battery manufacturers
Lithium exploitation companies
Insurance companies
Battery recycling industry
Retail companies
Micromobility industry (new types of vehicles)
Alternative energy / infrastructure providers

Key Indicators

Connected mobility is expected to reduce Road Traffic accidents by 70%
90% less traffic with shared autonomous driving integrated into public transport

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Scenario 4

Short Description

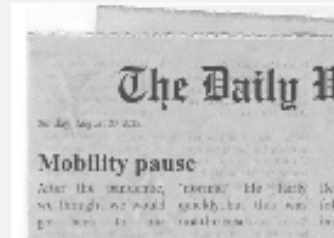
- Prolong the agony of the Covid-19 pandemic and its impacts on user behavior
- Mobility demand reduced to the minimum necessary
- Home office leads people to not wanting to own a private car
- Economy in a downtrend which leads to lack of investment
- Uncertainty in schedule...

Key Trends & insights (Technology, Ecosystem, Business Models, Talent,...)

B2C
Remote software development
Challenging sustainability ambitions

Owned -> Shared
Stand-alone -> connected
Combustion
Driver

Timeline (Building a story; Possible newspaper news, headlines; Actions (currents and potential); Events; Chronology,...)



Keywords

Uncertainty
Fear
Bear (market)
Petrol and other fossil fuel
Public investments

Key Players

Governmental entities
Banks
Large companies & lobbyists

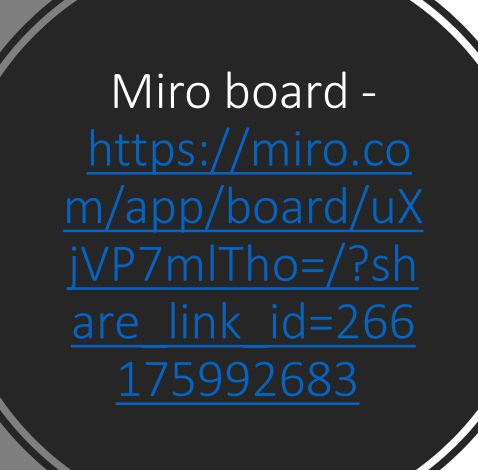
Key Indicators

- 30% increase on mobility resident areas
- less 30% of destinations to work (65% in lockdown period)

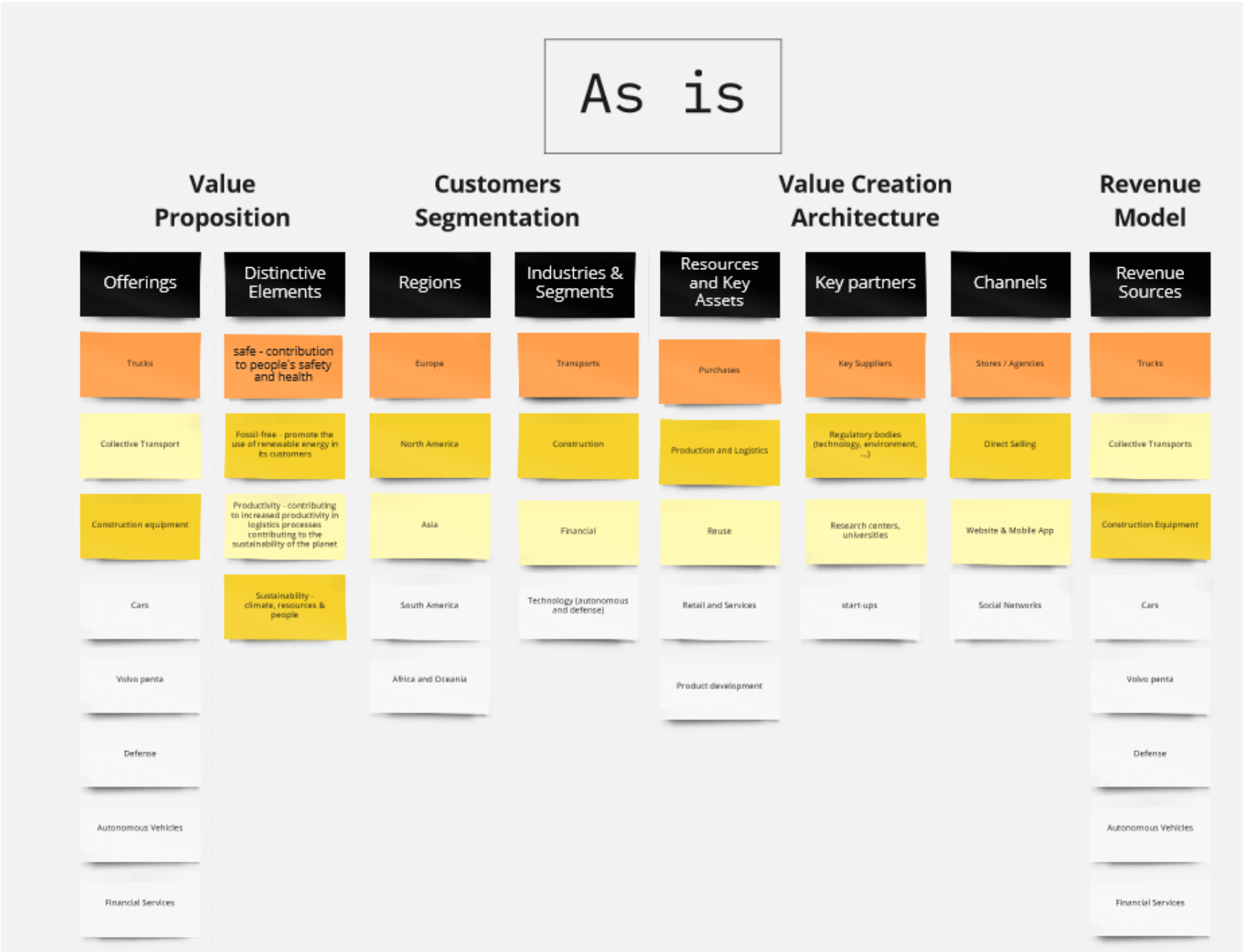
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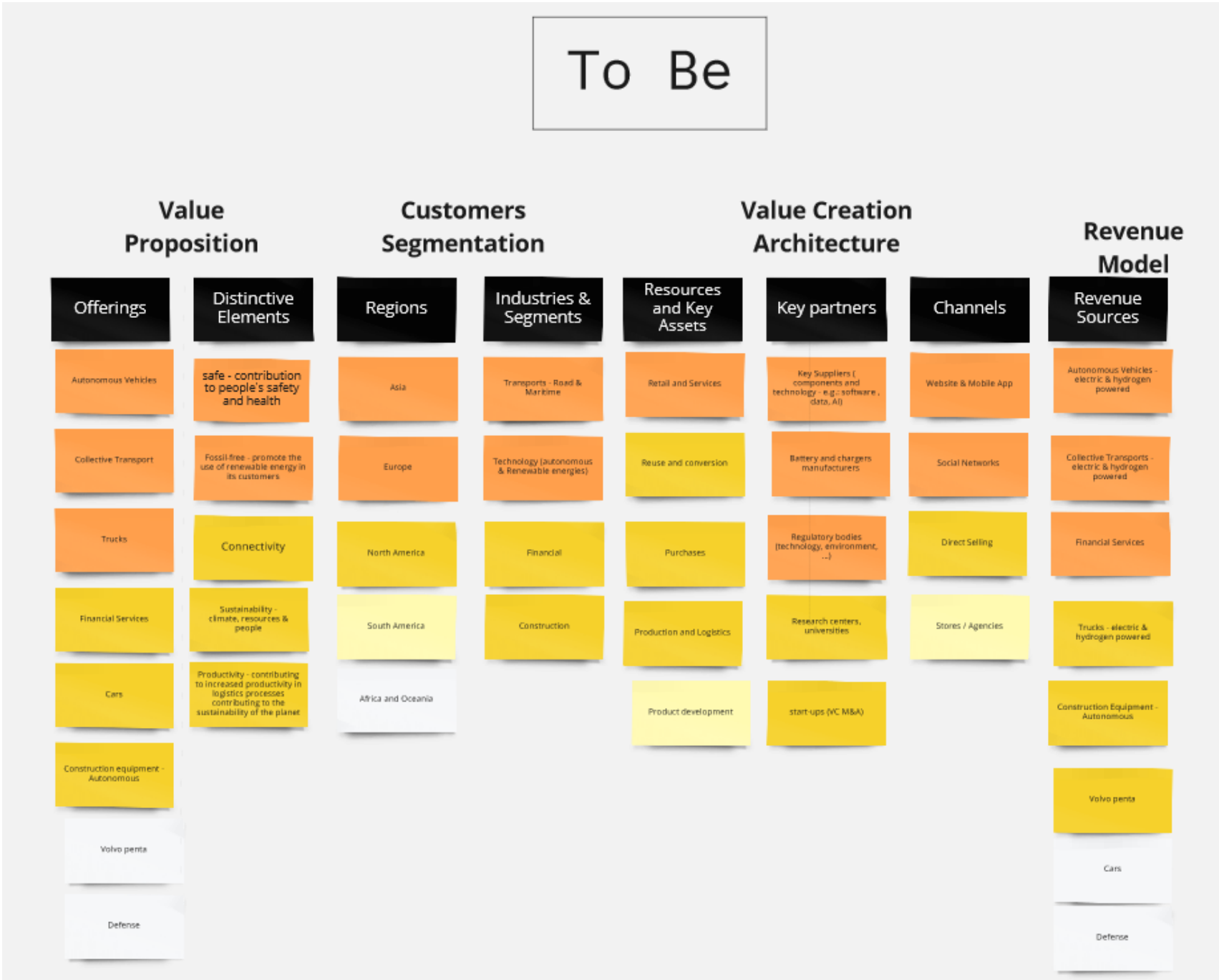
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