MALAYSIA DIESEL – EV OUTLOOK

Fuel Cost
Government Incentives
EV vs Conventional HDD
EV Niche: Smaller Trucks
Our Builds
Standards and Testing

Dr. Horizon Gitano
Malaysia Fuel Prices (per liter) Aug 2022
RON95 : 0.46 $ (RM2.05)
RON97 : 0.97 $ (RM4.35)
Diesel : 0.48 $ (RM2.15)

Not much financial incentive for Electric Propulsion
Government EV incentives:
Some encouragement of Local manufacturing
Charging stations (built @ govt facilities & “tax incentives”)
Conversion of Govt fleets to EV (20% by 2025)

Consumer incentives:
100% excise & import tax exemption for first 10,000 units (through 2022)
50% tax reduction after that

“Mostly this allows a few high rollers to buy their expensive toys cheaper” (popular opinion)
HEAVY DUTY DIESEL TRUCKS

Conventional vs EV
Volvo FH Truck Range: 1000km
Volvo FV Electric Range: 300km

US Estimates:
Heavy Duty Truck EV’s competitive in ~2030
Long Haul EV Truck competitive in ~2035
EV TRUCKS: Short Haul, Medium Trucks first

This projection shows that smaller and medium, short distance trucks will go electric first.
EV CONVERSIONS AND BUILDS

We are involved with several partners (Inventera, Eclimo, NTT) in performing EV Conversion and builds:

Classis Sports Cars
Tesla EV components

3-15 Ton Delivery Trucks
ZF components
200+ km range
100 units 2023
~80k USD

Post Malaysia
Malaysian EV
200+ km range
5000 units
EV STANDARDS DEVELOPMENT

We help develop EV VTA standards several partners: SIRIM, Standards Malaysia UNEP, De La Salle University

Including testing of EV’s at our Malaysian Test Center
EV TEST EQUIPMENT

We supply EV test equipment (dynamometers, Vehicle data loggers, EV Battery testers…) to a wide range of customers world-wide:
TORK, Napino, Pricol (India), Ampersand, University of Philippians, CSU, University of Kuala Lumpur…
CONCLUSIONS

I am optimistic about the long-term prospects for EV Trucks, but at current fuel prices we’re realistically looking at 2020-2035 before a large fraction of the new vehicle fleet will be electric.

Smaller vehicles will transition to EV first

Many (most?) Vehicle will be made from a wide range of internationally sourced components.

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