



Work Package 2 – Deliverable 6

“Oslo OEM passenger car deployment” Dissemination Level PU

With close support of local partners in Oslo (and most especially the infrastructure provider, HyOP), Hyundai had the responsibility for identifying and recruiting suitable end users in Oslo for the demonstration activities in Norway.

Eight fuel cell cars were earmarked for deployment in Oslo and by the end of the project Hyundai had deployed all eight cars. The first car was deployed at the end of September 2014 to a hydrogen infrastructure provider. The second car was deployed beginning of November 2014 to a municipality. The other six cars were deployed during the first and second quarter of 2015 as company cars and are in use by employees of Hyundai Motor Norway AS. These company cars have been used as normal vehicles substituting internal combustion engine company cars and in addition are available for the dealer network to perform customer test-drives and are available for demonstration activities during local events.

1 Unit was sold to HYOP. HYOP is a hydrogen supplier and Hydrogen Refill Station Operator. The contact to HYOP has been established already before official market launch of ix35 Fuel Cell in 2013. The owner of HYOP runs the car as his own company car and utilizes it for all his external business meetings in and around Oslo. The typical driving behaviour of the customer is short distance usage, mainly on city roads. There have been no complications, regular service (every 10,000 KM) has been successfully performed, there were no workshop visits in between.

Because the hydrogen refill stations were owned by the customers a refilling workshop was not required. For the 1st refill a Hyundai Sales Man joined the customers to explain right usage on ix35 Fuel Cell.

1 Unit has been sold to the Akershus Municipality (part of Oslo Greater Area). Due to the solid hydrogen refill station infrastructure around Oslo, Akershus decided to integrate 1 unit within their fleet. The car was utilized as a pool car, all employees who had an external meeting could book the car. The typical driving behaviour of the customer is short distance usage, mainly on city roads. As with the HYOP car, there has been no technical failures.

The car only went to the workshop for maintenance purposes. Hyundai performed a refill workshop during the official car handover ceremony to assure right usage and safety.

6 units were sold and registered to Hyundai Motor Norway (HMN). The cars were utilized as company cars for the senior management. Apart from commuting to work and home, HMN also made the cars available to their dealer network. Dealers who had potential customers could reserve a car for test-drive / demonstration purposes. Apart from this the cars were also utilized for national events (i.e. Zero Konferansen) where participants were able to test-drive. The typical driving behaviour of the customer is medium distance, high way usage. All cars operated without technical failure.