We surveyed over 300 transport and logistics companies in 16 markets to understand what the transition to net zero means for the sector, and how businesses are putting their decarbonisation plans into motion.

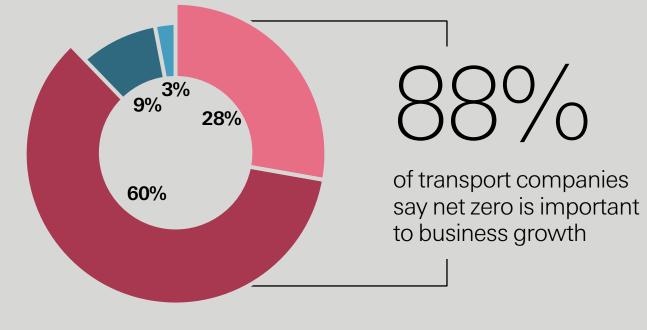
"There is real momentum behind the transport sector's transition to a lower-carbon future. As businesses put their decarbonisation plans into action, access to finance, investment and strategic advice will be of paramount importance."

Jon Connor Global Head of Transport, Logistics, Infrastructure and Construction, HSBC



Business sentiment

To what extent is net zero commercially important to achieving your **overall business growth**?



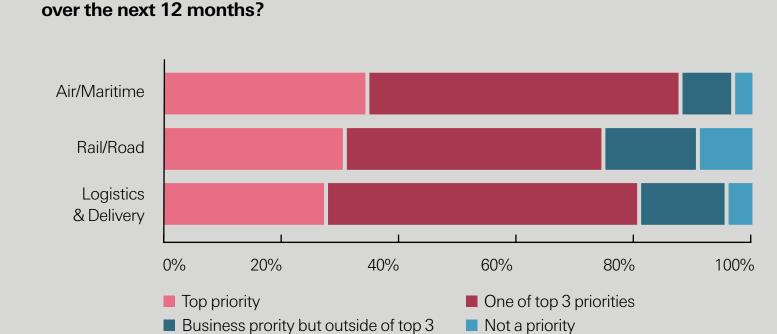
Fundamentally important Important Not very important Not at all important

net zero, and more than half say that technology developments are speeding their progress. Nine in 10 companies in the air and maritime sector say **net zero**

A significant majority of transport companies

see a strong business case for transitioning to

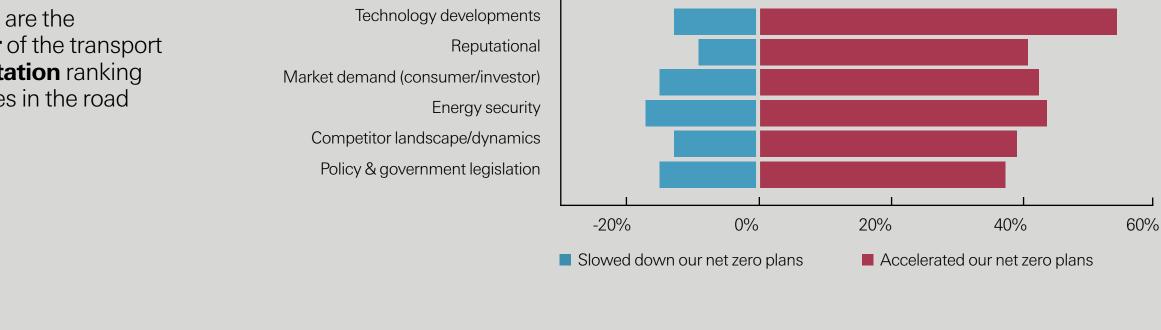
is one of their top 3 business priorities - compared to around 3 of 4 in the road/rail and logistics sectors. Where does transitioning to net zero rank as part of your business priorities,

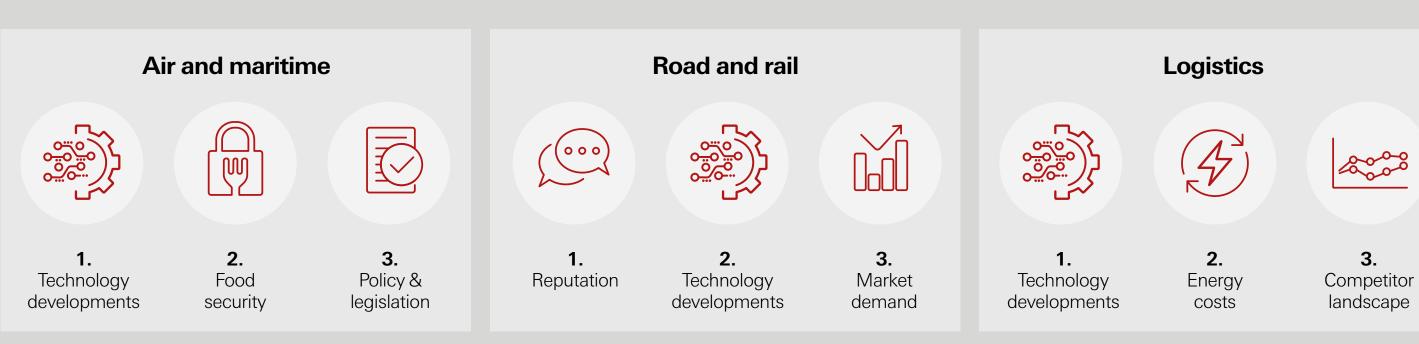


Factors affecting businesses' net zero transition, by net acceleration

Technology developments are the most powerful accelerator of the transport sector's transition, with reputation ranking as the top driver for businesses in the road and rail segment.

Top 3 accelerators by subsector







Targets and drivers

surveyed have a dedicated reporting plan for their transition. Small businesses need the most help in setting emissions targets, and all sectors are looking to governments to set the agenda.

Almost two-thirds of the transport companies

scope 1 and 2 emissions, compared to 36% of small businesses.

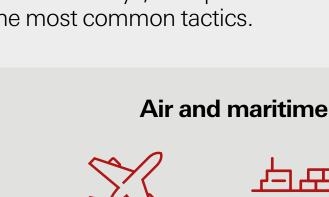
55% of large companies have set net zero targets for

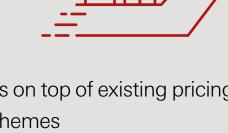
Revenues Revenues US\$500m+ <US\$10m transition, with government ranking as as the biggest influence across all transport modalities and all business sizes.

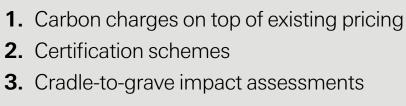
The transport sector is **looking to policymakers** to shape their



Businesses are looking to influence indirect scope 3 emissions in various ways, with procurement strategies and pricing among the most common tactics.









Road and rail

3. ESG inclusion in tender process

Logistics 1. Incentivisation of supply chain partners 2. Pricing strategy

3. Carbon charges on top of existing pricing



Actions and investment

spending over the next 2-3 years. Large companies and businesses in the Middle East are allocating more of their capex to the transition than their peers.

Transport businesses are spending on a wide range

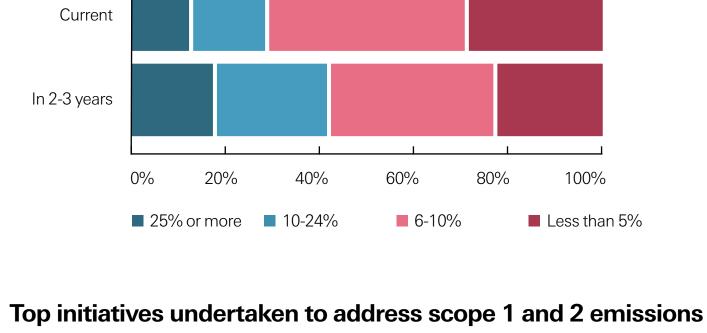
of net zero initiatives and expect to increase their

Proportion of capex allocated to net zero transition

Capex spending is forecast to **increase in the next**

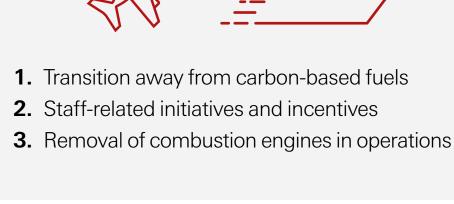
still expect to spend less than 5% on their transition.

2-3 years, but almost a quarter of transport businesses



The largest transport companies are outspending their smaller peers on decarbonisation initiatives

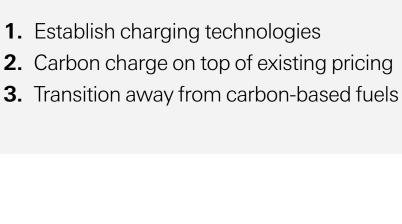




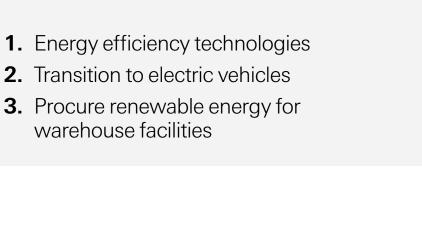
Air and maritime

36%

30%



Road and rail



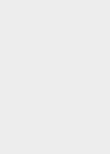
Technology exists and we are

already adopting it

20%

34%

Logistics



Cost and finance are the key hurdles to further progress, as we saw in the energy sector.

The road ahead

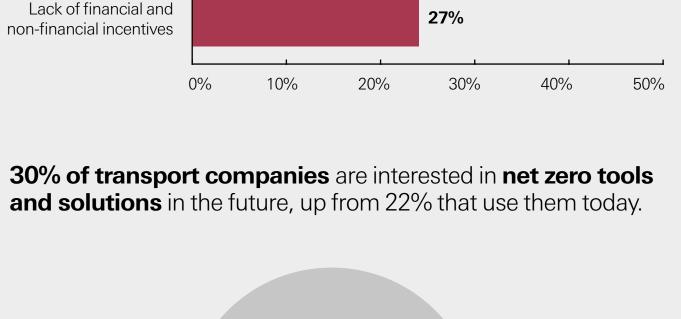
High cost associated with doing so

Main areas preventing businesses taking further action

(among pioneer/proactive companies)

Availability of

financing options



Technology exists and we are seeing how this might work for our business Technology exists but there

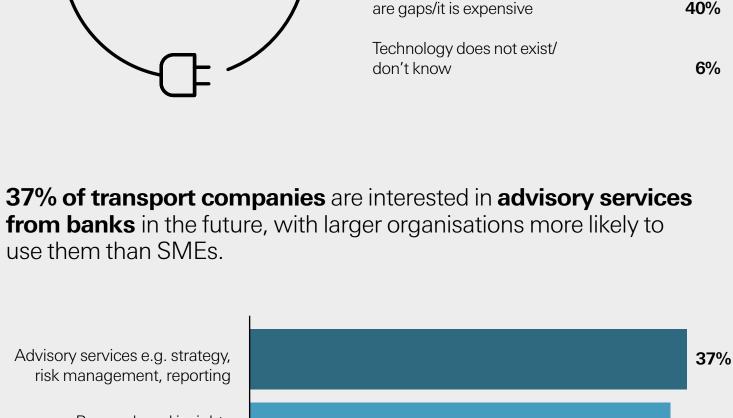
Most transport companies have visibility over the

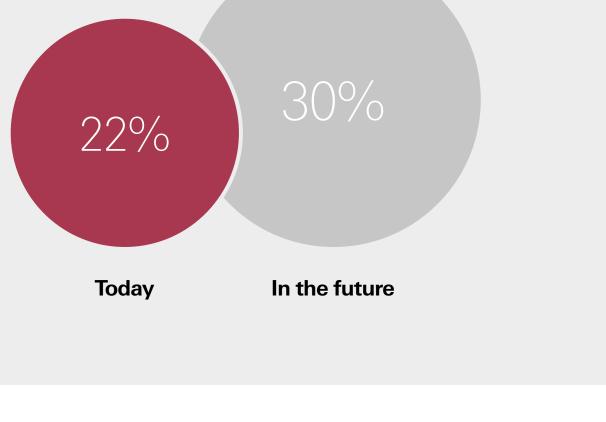
technologies that will lower their emissions, and

access to finance is key to the pace of progress.

More than half of those surveyed believe the key technologies

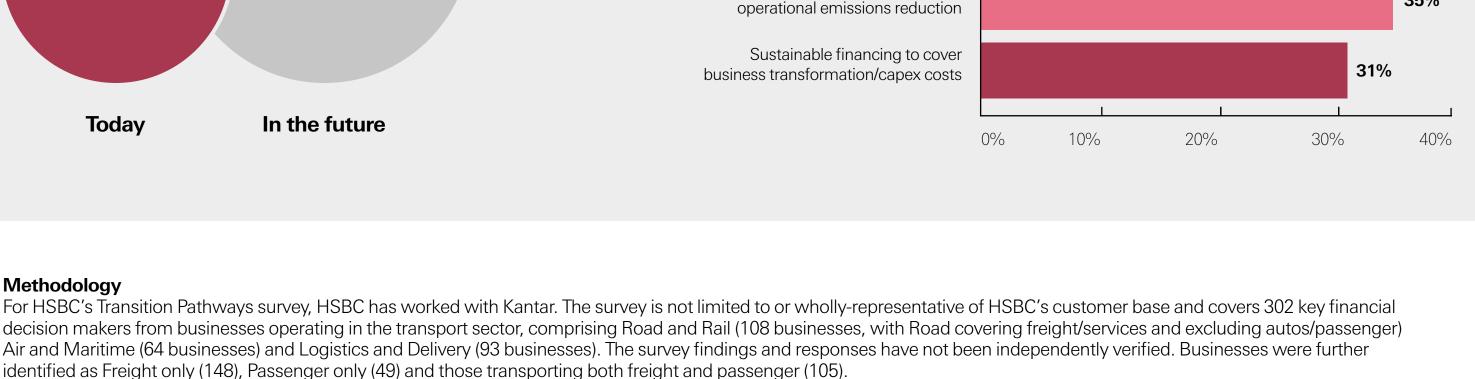
for their net zero strategy are already available.





for more than ten years and a further 63 (21%) for more than five years.

Research and insights 36% on decarbonisation Sustainable financing to support 35%



Methodology For HSBC's Transition Pathways survey, HSBC has worked with Kantar. The survey is not limited to or wholly-representative of HSBC's customer base and covers 302 key financial decision makers from businesses operating in the transport sector, comprising Road and Rail (108 businesses, with Road covering freight/services and excluding autos/passenger) Air and Maritime (64 businesses) and Logistics and Delivery (93 businesses). The survey findings and responses have not been independently verified. Businesses were further

Businesses were located across Europe (137), North/Central America (77), Asia (52) and the Middle East (36). Overall, 61 (20%) had a turnover between \$5 and \$10m, 101 (34%)

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had a turnover between \$10 and \$500m, 140 (46%) turnover in excess of \$500m of which 65 (22%) had a turnover in excess of \$2.5bn. The majority, 191 (63%) had been established

Data was collected through an online questionnaire and the survey ran for three weeks from 28 September to 18 October 2022. In preparing this survey, HSBC has relied upon appropriate available data, information and responses given at the time of writing. This report should not form the basis of any third party's decision to undertake, or otherwise engage in, any activity and third parties do not have any right to rely on it. Neither HSBC nor Kantar accept any duty of care, responsibility

Find out more For more information about this research and to explore industry insights from the Transport sector <u>click here</u>. Today we finance a number of industries that significantly contribute to greenhouse gas emissions. We have a strategy

to help our customers to reduce their emissions and to reduce our own. For more information visit www.hsbc.com/sustainability.