

SUPPLEMENTARY

Part 1. Delphi Study questionnaire in the first round

Delphi Study Title: The effects of measures on the demand for fully-electric cars in Finland

Introduction: Assumption - "Without additional measures, in the year 2025, an owner of a petrol or a diesel car will choose a new car with a 10% probability of it being a fully-electric car."

Will the following changes in probability be achieved by the following factors:

- **Minor** impact, i.e., 20% probability of buying a fully-electric car, instead of 10%?
- **Medium** impact, i.e., 40% probability of buying a fully-electric car, instead of 10%?
- **Major** impact, i.e., 60% probability of buying a fully-electric car, instead of 10%?

For every answer that the Delphi study respondents (experts) provided, they were also asked to give their reasons or views for them. At the end of the Delphi study, they were also asked to comment on the questionnaire.

Sections A.1. & A.2.: Effect and value of provision of individual factors on BEV adoption probability

Factor 1: Impact of purchase subsidy on the demand for fully-electric cars

S.No.	Questions	Choices
1	In your opinion, would it be possible to achieve a 20% probability of buying a fully-electric car with the provision of a purchase subsidy?*	Choose one of the following answers. If you choose 'Other, what should be the minimum amount of purchase subsidy (in euros), to achieve this change?' please also specify your choice in the accompanying text field. <input type="radio"/> I do not think that the change is possible <input type="radio"/> I don't want to or I'm not sure <input type="radio"/> Other <input type="text"/>
2	In your opinion, would it be possible to achieve a 40% probability of buying a fully-electric car with the provision of a purchase subsidy?*	
3	In your opinion, would it be possible to achieve a 60% probability of buying a fully-electric car with the provision of a purchase subsidy?*	

Factor 2: Impact of annual tax on the demand for fully-electric cars

S.No.	Questions	Choices
1	In your opinion, would a change in annual taxation lead to a 20% probability of buying a fully-electric car?*	Choose one of the following answers. If you choose 'Other, what should be the annual difference in vehicle taxation between a fully-electric and petrol car of same size, to achieve this change? (Answer in euros; Positive answer indicates that fully-electric cars have smaller annual tax, and negative answer indicates that fully-electric cars have larger
2	In your opinion, would a change in annual taxation lead to a 40% probability of buying a fully-electric car?*	

3	In your opinion, would a change in annual taxation lead to a 60% probability of buying a fully-electric car?*	annual tax)' please also specify your choice in the accompanying text field. <input type="radio"/> I do not think that the change is possible <input type="radio"/> I don't want to or I'm not sure <input type="radio"/> Other <input type="text"/>
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Factor 3: Impact of fuel prices on the demand for fully-electric cars

S.No.	Questions	Choices
1	In your opinion, would it be possible to achieve a 20% probability of buying a fully-electric car by influencing the price of fuel?*	Choose one of the following answers. If you choose 'Other, what should be the difference in the use costs of a petrol- and a fully-electric car (currently ca. 11 cents/km), to achieve this change (answer in cents/km)?' please also specify your choice in the accompanying text field. <input type="radio"/> I do not think that the change is possible <input type="radio"/> I don't want to or I'm not sure <input type="radio"/> Other <input type="text"/>
2	In your opinion, would it be possible to achieve a 40% probability of buying a fully-electric car by influencing the price of fuel?*	
3	In your opinion, would it be possible to achieve a 60% probability of buying a fully-electric car by influencing the price of fuel?*	

Factor 4: Impact of increasing the number of home charging options on the demand for fully-electric cars

S.No.	Questions	Choices
1	In your opinion, would it be possible to achieve a 20% probability of buying a fully-electric car by enabling home charging?*	Choose one of the following answers. If you choose 'Other, what should be the share of car-using households, who charge at home with a power of at least 11 kW, to achieve this change (answer in %)?' please also specify your choice in the accompanying text field. <input type="radio"/> I do not think that the change is possible <input type="radio"/> I don't want to or I'm not sure <input type="radio"/> Other <input type="text"/>
2	In your opinion, would it be possible to achieve a 40% probability of buying a fully-electric car by enabling home charging?*	
3	In your opinion, would it be possible to achieve a 60% probability of buying a fully-electric car by enabling home charging?*	

Factor 5: Impact of increasing the number of public basic charging points on the demand for fully-electric cars

S.No.	Questions	Choices
1	In your opinion, would it be possible to achieve a 20% probability of buying a fully-electric car by increasing the number of public basic charging points?*	Choose one of the following answers. If you choose ‘Other, how many public basic charging points should be available for every ten electric cars in 2025, to achieve this change?’ please also specify your choice in the accompanying text field. <input type="radio"/> I do not think that the change is possible <input type="radio"/> I don’t want to or I’m not sure <input type="radio"/> Other <input type="text"/>
2	In your opinion, would it be possible to achieve a 40% probability of buying a fully-electric car by increasing the number of public basic charging points?*	
3	In your opinion, would it be possible to achieve a 60% probability of buying a fully-electric car by increasing the number of public basic charging points?*	

Factor 6: Impact of increasing the number of public fast charging points on the demand for fully-electric cars

S.No.	Questions	Choices
1	In your opinion, would it be possible to achieve a 20% probability of buying a fully-electric car by increasing the number of public fast charging points?*	Choose one of the following answers. If you choose ‘Other, how many public fast charging points should be available for every ten electric cars in 2025, to achieve this change?’ please also specify your choice in the accompanying text field. <input type="radio"/> I do not think that the change is possible <input type="radio"/> I don’t want to or I’m not sure <input type="radio"/> Other <input type="text"/>
2	In your opinion, would it be possible to achieve a 40% probability of buying a fully-electric car by increasing the number of public fast charging points?*	
3	In your opinion, would it be possible to achieve a 60% probability of buying a fully-electric car by increasing the number of public fast charging points?*	

Factor 7: Impact of increasing the charging options at workplaces on the demand for fully-electric cars

S.No.	Questions	Choices
1	In your opinion, would it be possible to achieve a 20% probability of buying a fully-electric car by provision of charging options at the workplace?*	Choose one of the following answers. If you choose ‘Other, what should be the share of employees (using cars to travel to work), who charge at their

2	In your opinion, would it be possible to achieve a 40% probability of buying a fully-electric car by provision of charging options at the workplace?*	workplace, to achieve this change (answer in %)?' please also specify your choice in the accompanying text field.
3	In your opinion, would it be possible to achieve a 60% probability of buying a fully-electric car by provision of charging options at the workplace?*	<input type="radio"/> I do not think that the change is possible <input type="radio"/> I don't want to or I'm not sure <input type="radio"/> Other <input type="text"/>

Section B: Other possible measures, changes, and enablers

S.No.	Questions
1	<p>What other possible measures, changes or enablers do you identify that could positively affect the demand of fully-electric cars in Finland by the year 2025?</p> <p>For each of the measures, changes, or enablers, also mention the potential effects (low-medium-large) they would have and justify your views.</p> <p>Please write your answer here: <input type="text"/></p>
2	<p>What other possible measures, changes or enablers do you identify that could negatively affect the demand of fully-electric cars in Finland by the year 2025?</p> <p>For each of the measures, changes, or enablers, also mention the potential effects (low-medium-large) they would have and justify your views.</p> <p>Please write your answer here: <input type="text"/></p>

Section C: Probability of switching to a fully-electric car in the year 2025 without any measures

Question
<p>What will be the probability (as a percentage between 0 and 100) that the owner of a petrol or a diesel car, who is buying a new car, choose a fully-electric car in the year 2025, assuming that no measures have been taken to promote widespread use of fully-electric cars?</p> <p>Only numbers may be entered in this field. Your answer must be between 0 and 100. Please write your answer here: <input type="text"/></p>

Section D: Order of measures influencing the demand of fully-electric cars

S.No.	Questions	Choices
1	<p>Rank the measures, with the greatest impact first and the least impact last. You can order by double-clicking the boxes.</p> <p>Please note: the arranged list should be ordered under the <i>Your Choices-</i></p>	<p>Please select at most 7 answers. Please number each box in order of preference from 1 to 7</p> <ul style="list-style-type: none"> <input type="checkbox"/> Purchase subsidy to buy a new electric car <input type="checkbox"/> Change in annual tax of electric car <input type="checkbox"/> Measures affecting car use costs <input type="checkbox"/> Increasing home charging options <input type="checkbox"/> Increasing public basic charging options <input type="checkbox"/> Increasing public fast charging options

	heading, otherwise the answers are not recorded.	<input type="checkbox"/> Increasing charging options at workplaces
2	If two individual measures were to be chosen to increase the number of fully-electric cars in Finland, which two measures would work the best together?	<p>Check all that apply. Please select 2 answers. Please choose all that apply:</p> <p><input type="checkbox"/> Purchase subsidy to buy a new electric car</p> <p><input type="checkbox"/> Change in annual tax of electric car</p> <p><input type="checkbox"/> Measures affecting car use costs</p> <p><input type="checkbox"/> Increasing home charging options</p> <p><input type="checkbox"/> Increasing public basic charging options</p> <p><input type="checkbox"/> Increasing public fast charging options</p> <p><input type="checkbox"/> Increasing charging options at workplaces</p> <p><input type="checkbox"/> Other: <input type="text"/></p>

Section E: Background information and feedback

Questions	Choices
Job Title	Please write your answer here: <input type="text"/>
Employer*	<p>If you choose 'Other', please also specify your choice in the accompanying text field. Please choose only one of the following:</p> <p><input type="radio"/> Municipality</p> <p><input type="radio"/> Government</p> <p><input type="radio"/> Research Institute or University</p> <p><input type="radio"/> Non-Profit Organization</p> <p><input type="radio"/> Private Company</p> <p><input type="radio"/> Other <input type="text"/></p>