



October 22th, at Matmut Stadium – Lyon Gerland - France

From 2pm to 11pm

Schedule :

#1: Transporters, Shippers, Consumers: Who Should Pay for the Energy Transition in Transport?

Starting in 2026, shippers will no longer only have an ordering role; they will legally become co-financers of the energy transition in road freight transport. This will be achieved through a progressive obligation to use zero-emission heavy vehicles and a minimum share of invoicing associated with these clean trucks until 2035. This roundtable will aim to decode this new regulatory framework, assess its economic impact for both shippers and transporters, and identify contractual, operational, and partnership levers to turn this apparent constraint into a competitive advantage and an accelerator of decarbonization in logistics chains.

Key questions to be discussed: how to fairly share the additional investment costs in vehicles and charging infrastructure, how to adapt tendering processes and performance indicators, and how to secure sustainable business models while meeting climate requirements and the expectations of end customers.

#2 : Reconditioning of Industrial Vehicles: When End of Life Becomes an Ecological and Economic Challenge

As Europe gradually extends its requirements for collection, depollution, and dismantling to include all vehicles, including trucks, the sector faces a major challenge: organizing large-scale recycling of end-of-life trucks within a circular economy framework and managing environmental risks. This roundtable will bring together manufacturers, transporters, VHU centers, material recyclers, and public authorities to shed light on the technical, economic, and regulatory impacts of the growing recycling of end-of-life trucks.

Program details: how to structure a dedicated sector for end-of-life trucks (traceability, depollution, dismantling, valorization of parts and materials), what economic models are needed to make recycling of large vehicles viable, and how to integrate recyclability and recycled content constraints into truck design. Through concrete feedback and cross-exchanges, this session will aim to generate operational solutions for transforming scattered initiatives into a real recycling value chain for heavy-duty trucks.

#3 : Heavy Goods Vehicles & Utilities: Should We Fear Chinese Manufacturers?

After cars and utilities, Chinese manufacturers are now targeting the European and French heavy truck market, focusing on electric trucks and new zero-emission powertrains, supported by companies such as Sany, Foton, and Windrose, along with announcements of industrial installations in Europe. This roundtable will analyze this anticipated arrival: technological advantages, total cost of ownership of Chinese electric trucks, strategies for industrial setups (factories, distribution partnerships, after-sales networks), and responses from traditional European manufacturers.

Key questions: what opportunities exist to accelerate fleet electrification and reduce costs, what risks are there in terms of technological dependency, perceived quality, and industrial sovereignty, and how do European regulations (technical standards, surcharges, local content rules) reshape the competitive landscape? The objective is to provide decision-makers in the sector with the tools to anticipate the impact of these new entrants on their investment strategies, vehicle purchases, and business models.

-
- **Award Ceremony: Industry Personality of the Year**
 - **PREVIEW: Presentation of the 2027 Edition of SOLUTRANS, One Year Before the Show**