

Confidential



TEASER

Code Name : **FIDES**

- **FIDES offers customized solutions to facilitate city, road and motorway travels and optimize their management**
 - Electronic toll, parking and fuel badges
 - Cards for access and payment at charging stations for electric vehicles
 - Related value-added services
- **FIDES provides private and professional customers with a bundle of connected services** by surfing the underlying trends of the connected vehicles and the digital mobility services
- With an experienced team of professionals and thanks to strategic partnerships, **FIDES has become the first independent distributor of electronic toll tags in France and electric vehicles charging services**



Electronic Toll Services

We proudly exceeded the number of 120,000 active customers

The badge distributed by FIDES allows its 120,000 active customers to use the priority Liber-T traffic lanes and access to a huge motorway network.

The different subscriptions offered by FIDES adapt to the needs of each driver.



EV recharge cards

We established privileged partnerships with car manufacturers

Our solutions offer an easy access to the first network of charging stations for EV (Electric Vehicles).

Our partnerships with leading national and international car manufacturers offer promising potential.



Parking Payment

An attractive offer associated with our Liber-T badge subscription

Our Liber-t badge operates in more than 400 car parks in France, in cities and in some airports.

With the Liber-t badge, there is no need anymore to go through the automatic pay stations. With no extra cost, Liber-T badge customers pay their parking fee with a unique subscription.



Other services

We are increasing our revenues by cross selling additional services

Thanks to our commercial partnerships, we are proposing to our customers additional services like the online sale of Swiss motorway passes, upcoming insurance services, railway stations and airports parking services ...

2,1 M € in revenues
in 2018 (est.)

0,5 M € in revenues
in 2015



Average annual growth forecast 2018-2022

 **92%** of the clients satisfied

 **20** employees

Electronic toll badges

120,000 active customers



Electric Vehicles recharges cards

40,000 cards distributed

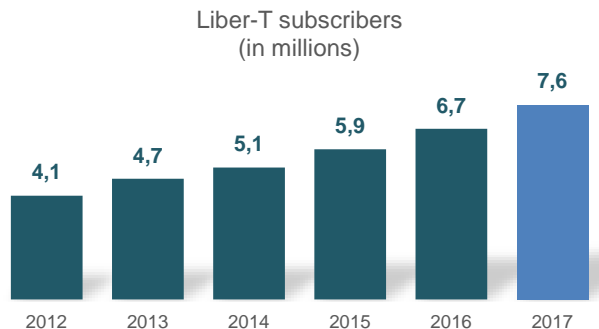


Our clients



Electronic toll badges

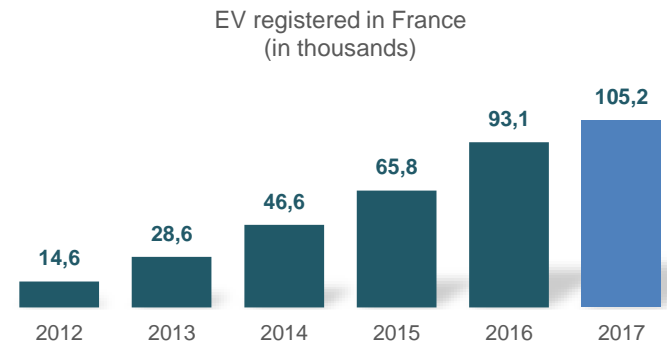
- The national consumer base is increasing



- Our distribution channels are numerous and our team is highly experienced
- Conversion of toll plazas in France to free flow tolling increasing value perceived by customers
- The French law on Mobility support the extension of the toll network to urban areas and considers the introduction of road pricing in urban areas or free public highways
- The introduction of new countries for toll consumption (Spain/Portugal, then Italy)

Electric Vehicles recharges cards

- The sales of electric cars rose by 13% in 2017



- Solid partnerships with car manufacturers and commercial success of the car models manufactured by our partners
- The *French law on the energy transition and green growth* strongly supports the national electronic car market : the number of electric cars in circulation should triple in the next 2 to 3 years
- Extension of services to neighbouring countries (thanks to interoperability platforms currently under implementation)
- Expansion of our white-label approach with selected partners

- The group shareholder considers the sale of part or all of the company FIDES
- Part of a large established group and well organized, FIDES builds innovation with a team of experts and professionals based in France
- FIDES turnover increases every year and given the significant investments made by its shareholder, the break-even of the company should be reached reasonably in 2020
- Considering the business model, the margin forecasts are very attractive and offer high return on investment expectations

- If you wish to obtain more information about this operation, you may contact :



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