



Brussels, 5 March 2013

Daniele Meini – CEO Ecomouv'



Introduction

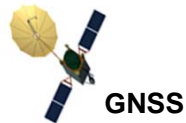
The French Minister of Ecology, Sustainable Development, Transportation and Housing in 2009 has launched the Eco-Tax Project for Heavy Goods Vehicles (HGV) to implement a system that:



- Charges all French and foreign freight transport vehicles of over 3,5 tons with a fee per km based on traveled distances (*pay-per-use* model)
- Is highly flexible (network, rates,...): for example it takes into account HGV's emission class as well as number of axles
- Fulfills technical preconditions of interoperability with other road charging system
- Promotes a more sustainable use of the overall national road network and reinvest the incomes to improve the national transportation system

■ Tax regime

The regime of the system is based on a **custom duty**. Its revenues will be used to develop and improve the transportation system in France



■ Satellite collection

Given the wide geographical extent of the taxable road network (15.000 km), a GNSS (Global Navigation Satellite System) satellite technological solution has been chosen



■ Obligatory On-board Unit

Each vehicle subject to taxation must mandatorily be equipped with an On-Board Unit (OBU), easy and quick to install, which allows the transit of vehicles detection along the road network, thus activating the Eco-Tax payment procedures and invoicing



■ A wide distribution network

To reduce access time and facilitate the users' registration procedure, a wide distribution network will be set up in France and on major highways on the border countries



■ Enforcement system

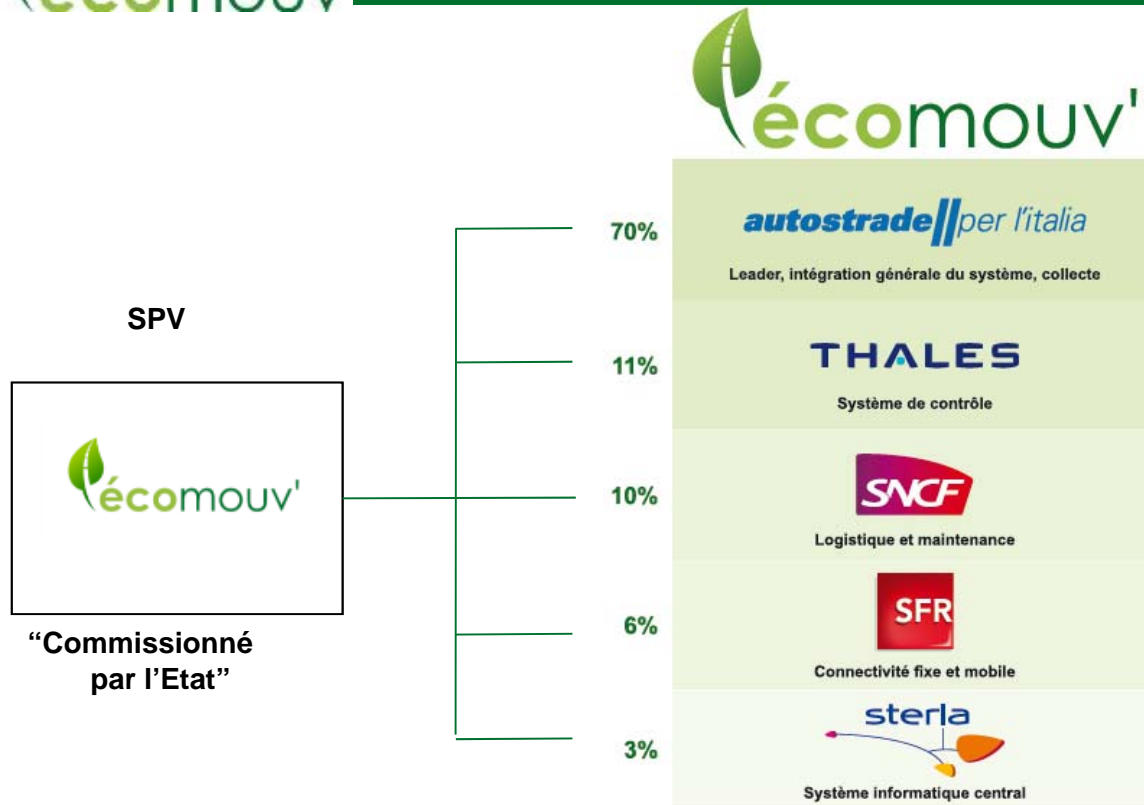
For violations control 300 automated equipment (fixed and transportable) will be installed along the taxable network.



The project covers a road network of
15.000 km :

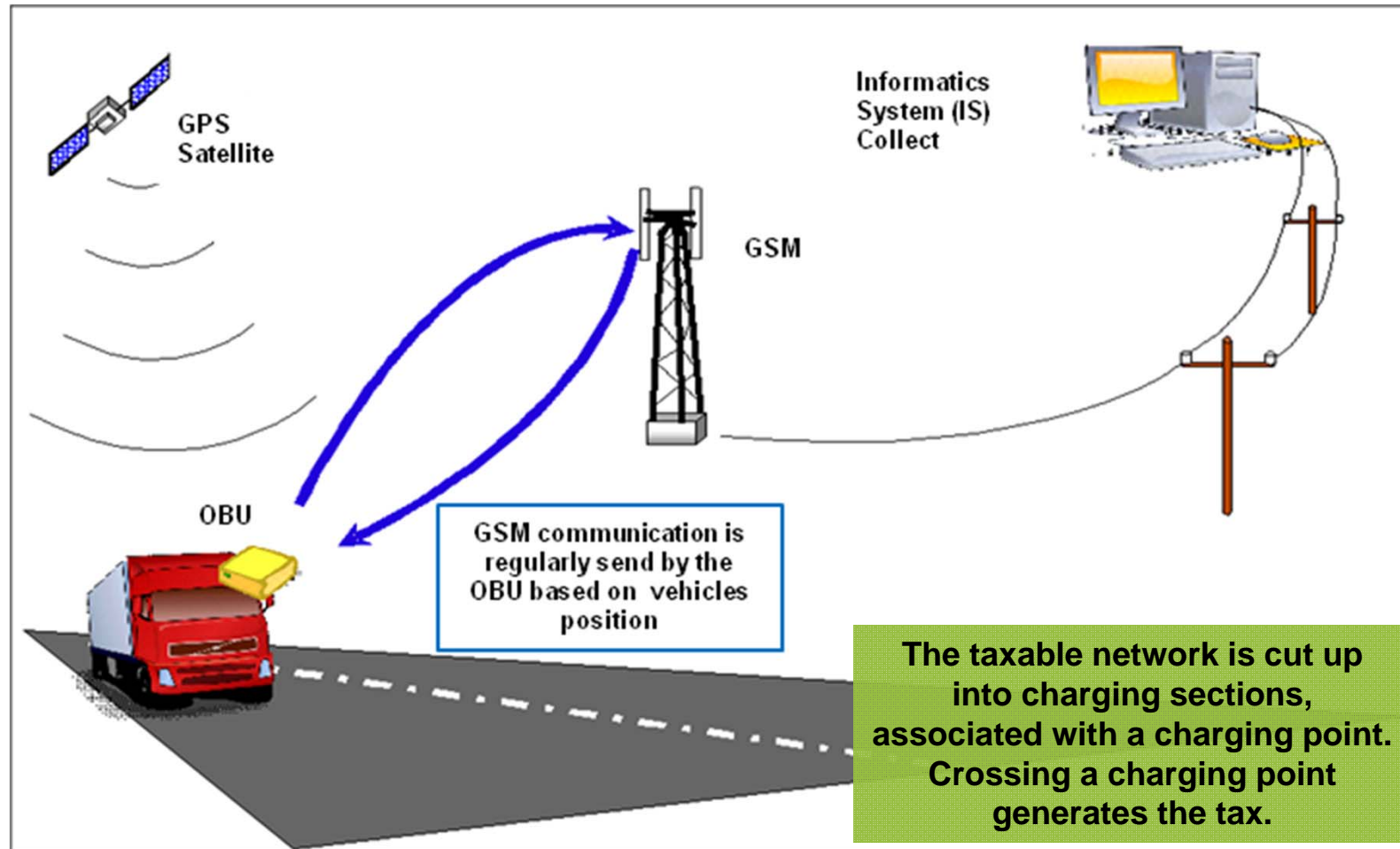
- **10.000 km of national road**
(excluding highways in concession)
- **5.000 km of departmental roads**

Tax modulation for peripheral regions:
- 25% in Aquitaine Midi-Pyrenees
- 40% in Bretagne



**Financing, design, execution,
operation,
Servicing and maintenance of
the
French HGV Eco-tax Project**

How the system works



Heavy good vehicles:

2 axles, up to 12 tons	0,08 €
2 axles, above 12 tons	0,10 €
More than 3 axles	0,14 €

AVERAGE
0,12 €



Electric heavy good vehicles :

Electric HGVClass	Electric Vehicles	EURO VI, EURO V+EEV, Special Motorisation	EURO V	EURO IV	EURO III	EURO II	EURO I
2 axles, up to 12 tons	4,8	6,8	7,6	8	8,8	9,2	9,6
2 axles, above 12 tons	6	8,5	9,5	10	11	11,5	12
More than 3 axles	8,4	11,9	13,3	14	15,4	16,1	16,8

<http://www.developpement-durable.gouv.fr/151-Bareme-de-l-eco-taxe.html>

Post-paid



Subscriber

Provided by all European Electronic Toll Service Provider (SHT)



Pre-paid



Non-subscriber

Ecomouv' provides a prepaid service







The ETS will be the **subscribers' intermediary** for:

- Customer Relationship Management
- OBU supply
- Monthly invoicing
- Value added services

ETS' subscribers will benefit from a **tax reduction**.

Subscriber users

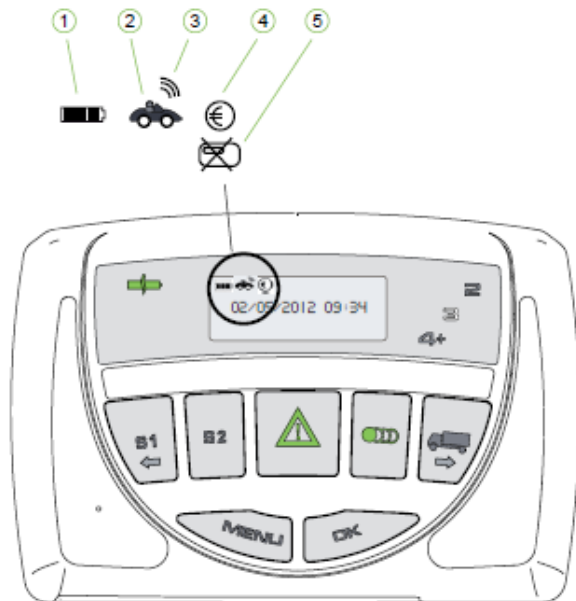
Electronic Toll Service (ETS) providers



Transaction with an SHT

Post-Payment

Post-Payment after using the taxable network



- ① Charging status of internal battery
- ② Unit in operation
- ③ Communication indicator
- ④ Credit status for non-subscriber users
- ⑤ Validity of contract for subscriber users

- An OBU is compulsory for French registre HGV (> 3,5 tons);
- Vehicles registered abroad have to be equipped **only when driving on the French taxable network;**
- Easy and fast installation;
- Real time charging information;
- Interoperable (French TIS-PL; Austrian GoMaut; Spanish Via- T);
- GNSS module for positioning and GPRS for data communication;
- Free of charge, guarantee deposit of 100€;
- Alert system when prepaid credit goes below 7 €.



The Ecomouv' Distribution Network
will be the
non-subscribers' intermediary for:

- Registration and OBU supply
- Credit recharge
- OBU replacement in case of disfunctionality and return
- Customer Relationship Management
- Information and assistance

Non-subscriber users

Ecomouv' network
420 distribution points



Operations by Automatic
Vending Machine and
Service Machine on the
road network

Pre-payment

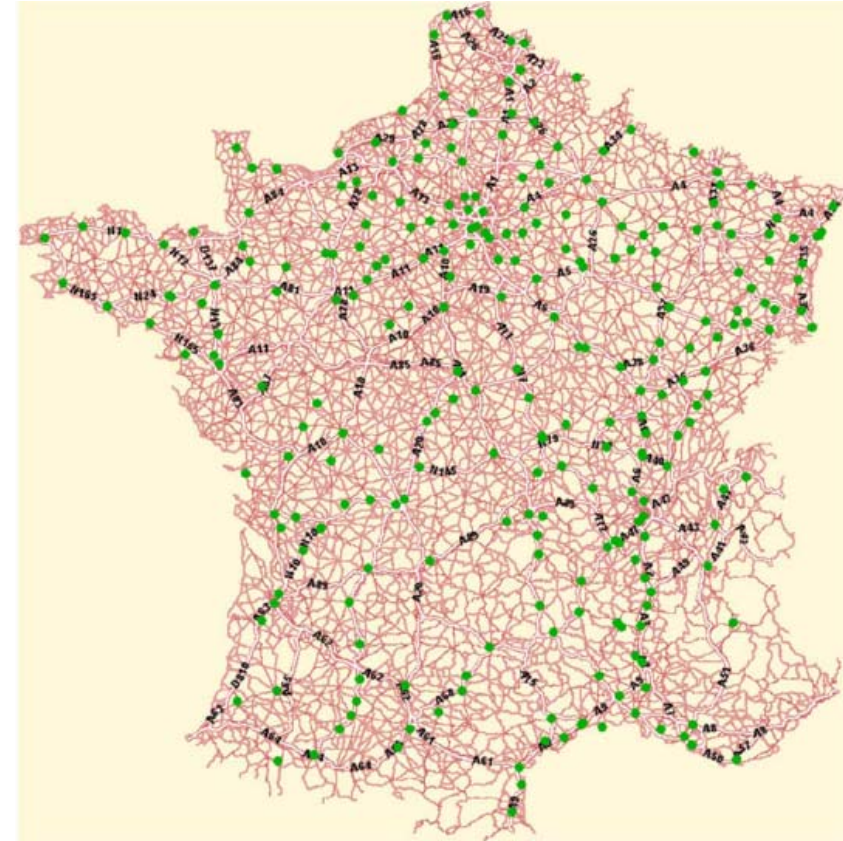
**Pre-Payment
before using
the taxable
network**





Ecomouv' is implementing a **distribution network** with **8 main partners**:

- SHELL
- BP DELEK
- ENI
- AVIA
- RES ASSISTANCE
- DEKRA
- CEPESA
- AUTOGRILL



The distribution network consists of **420** Point Eco-tax:

- **330** within France
- **90** on highways, of which: **50** on national road network
40 on foreign road network

Enforcement

CONTROLS



Fixed Control



Mobile Control



Displaceable Control



Mobile Control



The enforcement system relies on the 2 following means:

Automatic enforcement system, to allow a large number of checks on the taxable network by:

- Fixed automatic enforcement (Contrôle Automatique Fixe)
- Portable automatic enforcement (Contrôle Automatique Déplaçable)

Manual enforcement facilities, to complete the automatic enforcement system by:

- Manual devices (PDA) at disposal of police agents to realize controls on route and in parking areas, on the borders etc.
- Manual devices (small PC) installed in police'cars

For each violation the liable user will have to:

- pay the tax due
- pay a custom fine up to a maximum amount of 750 €

Some examples of violation:



- Use of the tolled road network without payment of toll
- No OBU installed in the vehicle
- Wrong vehicle category set in the OBU

Operations



IT & Maintenance

- Road network modelling and tariffs always actual: road and tariff updates are implemented over the air
- Monitoring the GSM / UMTS availability
- Remote device management to make sure that 1 million OBUs are working properly
- Central system is to be regularly updated without jeopardizing day- to-day operations
- Enforcement solutions monitoring and operations

Distribution & Logistics

- Distribution network maintenance and constant fine-tuning to ensure highest service levels
- Logistic support for all OBU supply and maintenance
- CAD rotation plan management

SHT management

- SHT contract management
- OBU support for Option 1 SHT
- OBU control and monitoring of technical performance Option 3
- Invoicing and KPI monitoring

CRM

- DETAIL IN NEXT SLIDE



 N° Vert 0808 807 000

- Distribution network support and training
- Internet (www.ecomouv.com): the website offers a large set of information and the access to a reserved section that allows to consultation to the full set of the tax payments
- Call center: toll free number for all clients
- Contact center: any additional information and contact with Ecomouv' can be performed by mail, fax or e-mail in 8 languages (French, English, Spanish, German, Italian, Russian, Portuguese, Polish)
- Tax simulator: allows to measure the tax to be paid for a selected journey

A large, stylized green leaf graphic with a white vein pattern, positioned behind the central text.

Thank you for your attention

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