49th ASECAP DAYS

Decarbonizing Road Infrastructure : Challenges, Perspectives and Actions in Tough Economy

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BRUSSELS 2022

Hotel Marriott Grand Place, Brussels

24 – 25 November 2022

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Deployment of fast and ultra fast charging station for electric vehicles with the objective to have 100 % service area covered

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APRR AREA

APRR-AREA networks

LE RÉSEAU APRR & AREA

GROUPE AUTOROUTIER

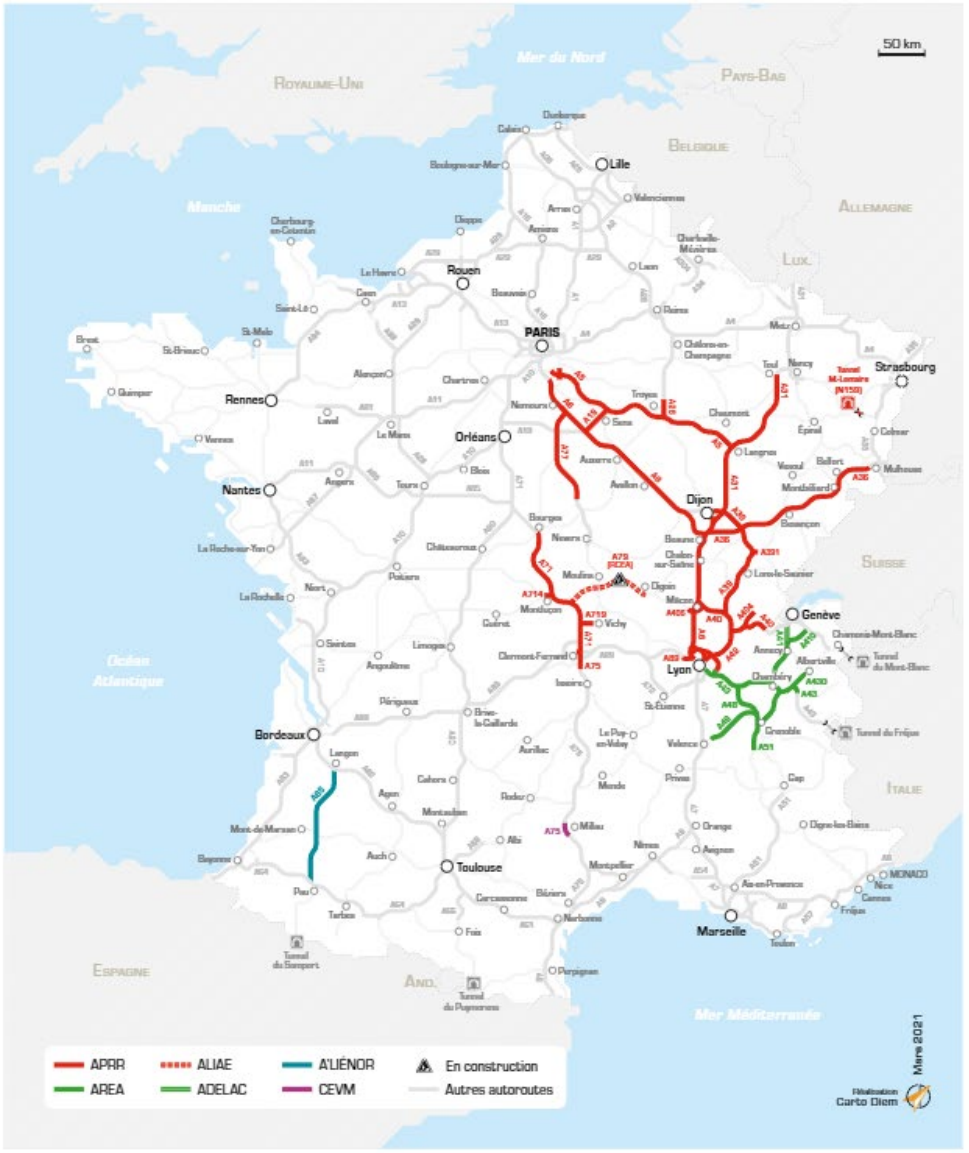
2e en France

4e en Europe

2311 km de réseau

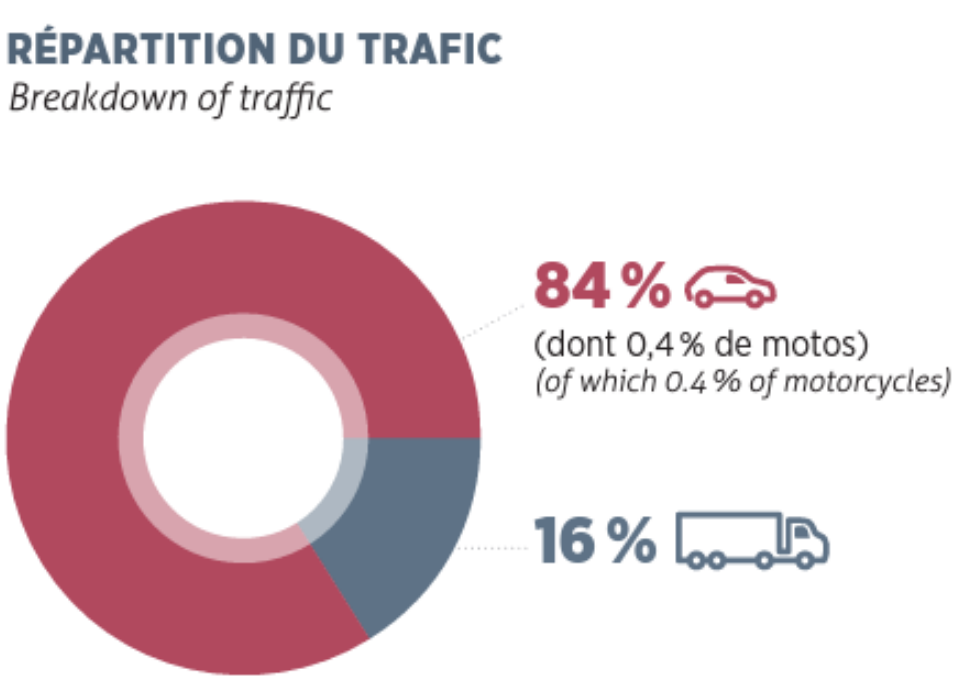
25 % du réseau concédé français (9 173,7 km)

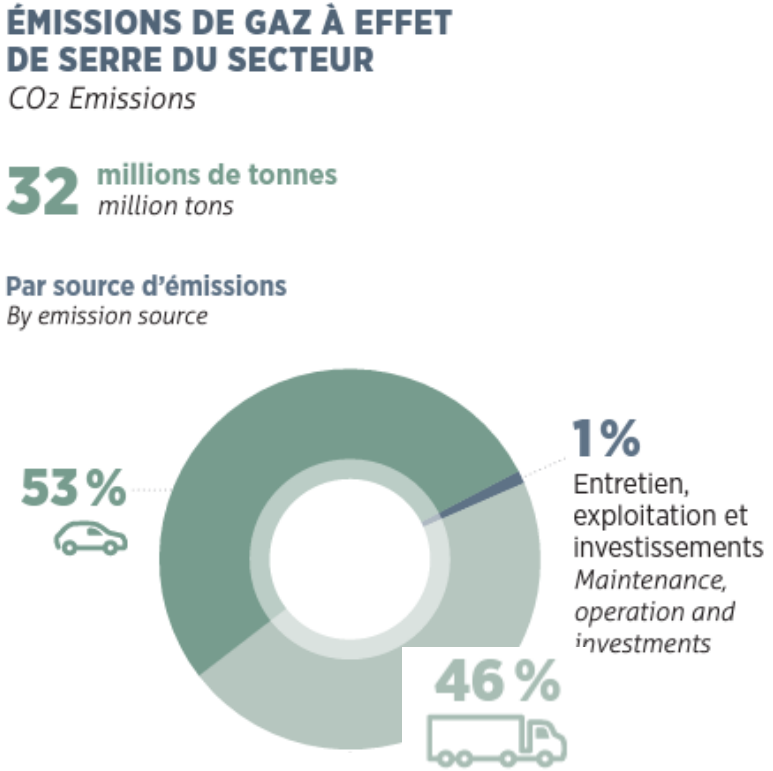
Contrôlé par EIFFARIE (100 %) elle-même détenue indirectement par EIFFAGE, majoritaire, ATLAS-ARTERIA et d'autres fonds d'investissements.



Share of the road depending on modes of transport

- In France, transport represents 31% of GHG emissions
- Motorways represent 6% of the country's GHG emissions
- Decarbonising vehicles is the main solution for decarbonisation





Making a success of APRR AREA's environmental transition

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- Avoiding, reducing and offsetting our environmental footprint
  - Protecting biodiversity, water resources and living species
- Preserving resources
  - Energy sobriety, re-use and recycling

- Actively participating in the fight against climate change Reducing our GHG emissions (-46% by 2030, scopes 1 and 2)
  - Carbon capture through natural spaces (planting and returning areas to their natural state)
  - Massive use of renewable energy (solar power, purchasing of electricity from renewable sources)
  - Developing low-carbon activities (car pooling, shared modes of transport, electric charging stations)

A 360° approach to electric mobility

- A significant decarbonisation challenge:
  - With motorway customers general public and professionals that require high-quality infrastructure equipment for charging electric vehicles at service stations through the sub-concession model
  - With APRR employees that require APRR to invest in internal fleet electrification and provide support for this change

=> Need to reconsider the scope of our activities, adding new activities to remain in the market, by becoming a mobility operator through the KiWhi Pass

Electric has taken the lead

Biofuel and biogas

- Partly-decarbonised transition energies
- Mostly HGV customers in the long term

APRR offers
two LNG stations
in its network

TODAY

Electric

- Being rolled out for light vehicles
- Technology selected by HGV manufacturers, including for long distance: announcements for 50% of electric sales by 2030

- Autonomy and charging time, required infrastructure
- Equipment/size of batteries

BEING ROLLED OUT

Hydrogen

- Technology not fully developed before 2025-2030
- Mostly HGV customers at the outset
- Overall efficiency of the H2 chain for mobility and the cost of decarbonised H2
- Safety

SOON

Other innovations

- …

MAYBE

CONTRACTUAL MODELS FOR LIGHT VEHICLES

- 65% of charging stations provided through addenda to oil company sub-concession contracts, based on the third-party operational model
- 35% provided through electric charging sub-concessions. Connection to the distribution network by APRR (60 MW) sold on to the sub-concession holders
- Significant competition possible by implementing these 2 models
  - 8 charging operators share 100 charging stations
  - A varied technical, pricing and service offer

PRIORITY TO THE CUSTOMER EXPERIENCE

- Signature awning, protective totem pole, pleasant lighting
- Proximity to commercial installations (comfort, safety), clear signage, Hotline
- Acceptance of all vehicles (disabled user, caravan, light utility vehicle) with majority implementation in cross-through mode, with the waiting area upstream
- Acceptance of all connectors (CCS, Type 2, CHAdeMO)
- eMSP and payment method interoperability
- Significant commitment in terms of SLA (Uptime PC 99.5%), subscribed power level and price moderation (max 5%/year)

Fastned

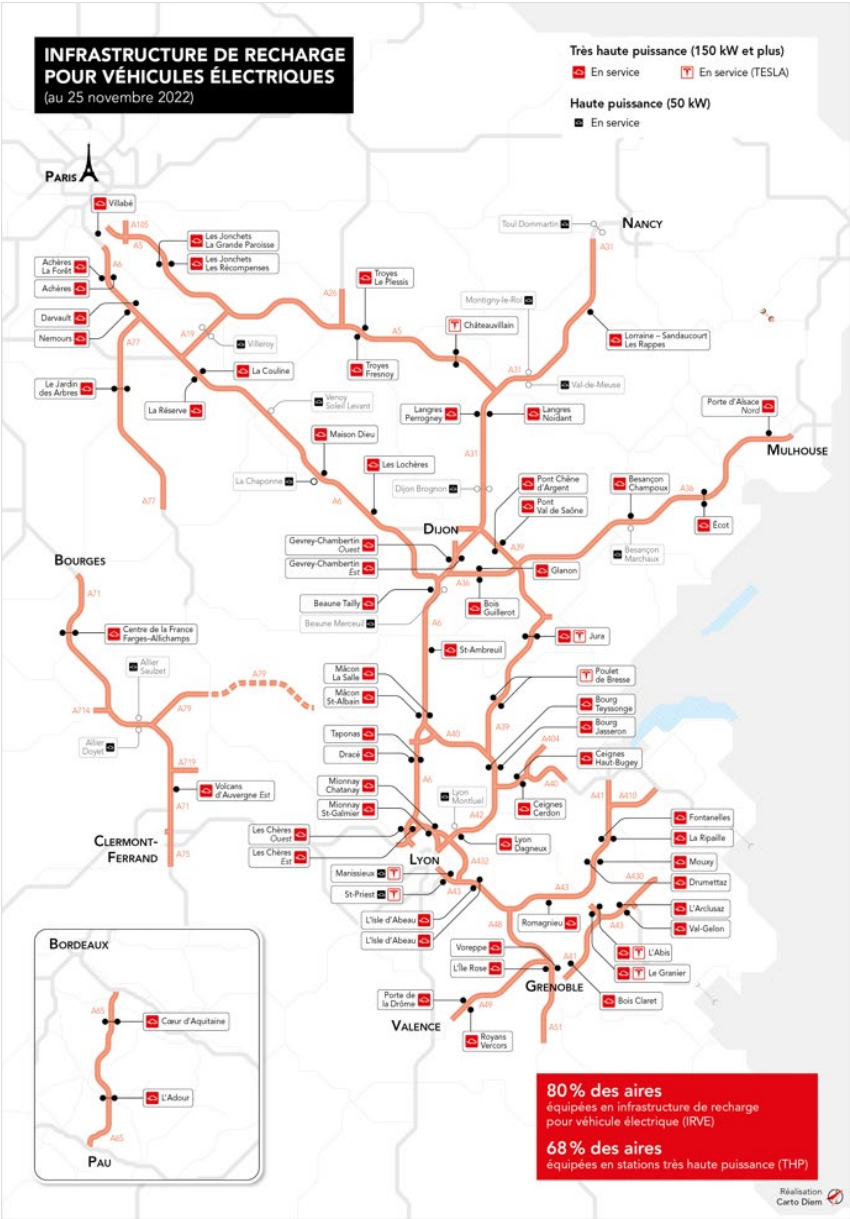
Engie

E-vedea

100% of service stations equipped in 2022

- 150-350 kW very high-power station
- 5 to 17 charging points, can be extended to 32
- 80% today, 100% by 31/12/2022
- End of 2022: 750 very high-power charging points
- End of 2028: ~ 900 very high-power charging points

20 ongoing projects



ELECTRIFICATION OF THE APRR FLEET

Electrification of the light vehicle FLEET

- 40% in 2023
- 70% in 2025

TERMINALS & vehicles

- 2023: 395 vehicles with 434 charging points

Users

- Support for all users of the light vehicle fleet

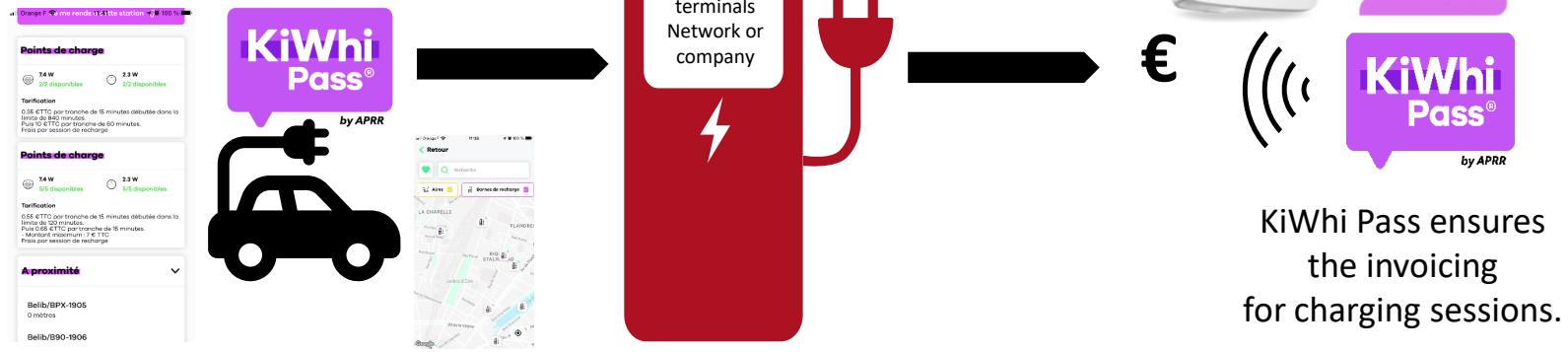
Interoperable payment solution

- KiWhi Pass

Almost 24% of the 5460 tonnes of CO2 that we must prevent by 2025
on our in-house emissions to achieve the “-25% compared to 2019” target

KiWhi Pass: APRR's mobility operator

- Customers need more than charging stations, they need fluidity and services
- A mobility operator (external growth acquisition in 2020)
- Segmented offers coupled with electronic tolling
  - .General public
  - .Key account
  - .Employee



KiWhi Pass ensures the invoicing for charging sessions.

- Expert and dedicated customer service pooled with the electronic tolling teams
- Clear and transparent pricing with €/€ + fixed cost invoicing
- The biggest network, with 62,000 charging points in France and 190,000 in Europe
- OPCI connection, either directly or via the Gireve interoperability platform

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THANK YOU FOR YOUR ATTENTION

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