



MAKING MOBILITY EASIER

CORPORATE PRESENTATION - 2017

Who are we?

As the leading business providing multi-brand vehicle servicing and parts in Europe as well as a key player in the area of new mobilities, Mobivia endeavour each day to ensure the sustainable mobility of every person around the world.



45 years of expertise, **19** brands serving more than **30** million motorists in **19** countries.

Mission : Making Mobility Easier



Overview



Mobivia key numbers

2.8 billion euros
turnover for
Brands' (including
franchisees), excluding
tax*

Over 21,000
employees
(excluding franchisees)*

19 brands

1,680 new
permanently
contracts in 2015
(excluding A.T.U
perimeter)

46 years of
expertise serving
30 million motorists

18 recycling
facilities for used
products (oil,
batteries, coolant...)

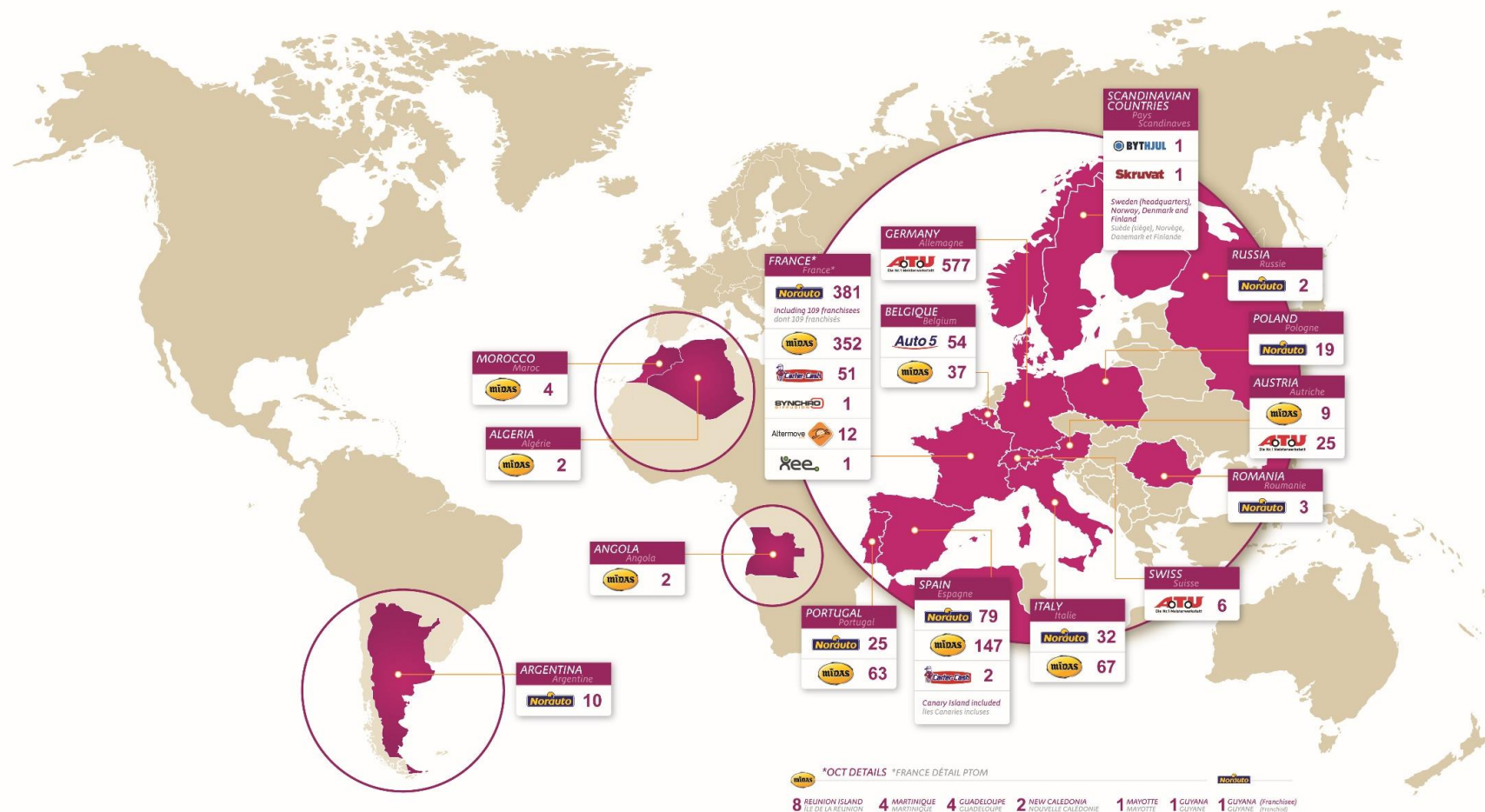
30 new points of
sale opened
annually over the
past 10 years
(on average)

100 % of used
tyres recycled at
Norauto, Midas and
Carter-Cash

1,960 customer
contact points

* Agregation of Mobivia Groupe figures for turnover and employees at September 30 2016 and A.T.U figures for June 2016

Our international development



Aggregation of Mobivia figures as of 30 September 2016 and figures for A.T.U. for June 2016 / Agrégation de chiffres de Mobivia au 30 septembre 2016 et des chiffres d'A.T.U. à juin 2016



Some Mobivia's
companies



Traditional
businesses

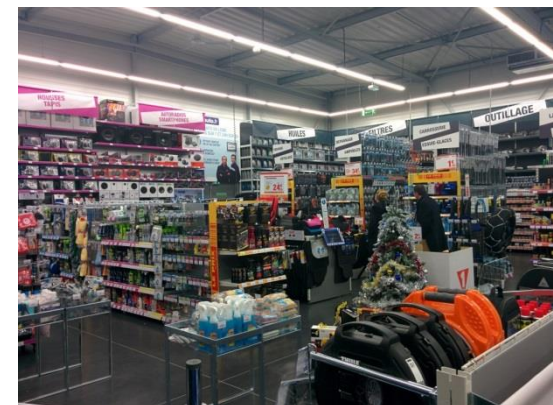


The pioneer of the auto centre in France

- Created in 1970 in Lille by Eric Derville
- A commitment: «Making high-quality car use more widely available»
- With or without an appointment, the centres, provide multi-brand solutions for motorists in terms of equipment, maintenance and comfort
- In 2012, Norauto joined the Maxauto franchisee centres in France.

Key figures (09/30/16)

- 300 to 600 sqm of sales area
- 9 to 22 on average per auto center
- 5 to 8 workshop bays
- Over 8 500 direct employees
- 551 centres Norauto in 8 countries (France, Spain, Italy, Portugal, Argentina, Romania, Russia and Poland)





The fast-fit services specialist

- Created in 1952 in the United States, and forming part of Mobivia since 2004
- Proximity and automotive service centers of multi-brand vehicles: diagnosis, control and repair of the main wear parts, offering 100% of regular maintenance services
- Inventor of the "no appointment", No.1 of the car repair in the city center
- In 2016, Midas France celebrates its 40th anniversary. Opening in Angola under master franchisee.

Key figures (09/30/16)

- 300 to 600 sqm per centre on average
- 4 to 6 employees per centre on average
- 5 workshop bays
- Over 600 employees
- 683 centres, including 605 franchisees and 71 master franchisees
- Present in 9 countries





The German leader for automotive service

- Created in 1985 in Germany and forming part of Mobivia since 2016
- Combination of master workshops and integrated motorists' shops
- A.T.U. offers a broad range of mobility related accessories and spare parts of OEM quality.
- The A.T.U master workshops are equipped with state-of-the-art technology and offer comprehensive service and maintenance, including Smart Repair, a paintwork repair system, along with its vehicle glass service
- Centers located near busy highways and in commercial environments.

Key figures (09/30/16)

- 1350 sqm per centre in average
- 15 employees per center
- Around 10 000 employees
- 608 centres including 577 centres in Germany, 25 in Austria, 6 in Switzerland





New Mobility offers

- Created in 2010 within Mobivia
- Supports long-term innovative startups in the field of new mobility: urban, shared, connected and all the services of Easy Mobility in general
- Offers a complete ecosystem: incubation, financing, expert advice. Via ID portfolio includes 11 startups and 4 incubated projects.
- Since 2016, Via ID includes an incubator in Paris and Lille, to host startups, as well as an office in San Francisco.



Altermove : The 1st store network dedicated to urban transportation.



Heetch : Mobile application for urban ride-sharing at night between private individuals



Xee : Offering the solution XeeConnect, a box that connects the car to the smartphone of the motorist.



Wayz Up : Home-office carpooling French leader



Drivy : Leading peer-to-peer car rental marketplace in Europe.



Trusk : Leader in express transport of bulky objects on demand in Paris and London



Smoove : Major player in bicycle self-service for cities, mobility service operating companies and for companies in France and abroad.



Green On : Creator of mobility solutions serving territories, companies, tourism operators and their users



Ector : French leader in valet parking services at airports and train stations.



Reezocar : Plateform that facilitates the research and secures the purchase of second-hand cars in Europe



You2You : 1st platform for collaborative delivery between individuals and serving customers of all businesses, giants and independents

- Created in 2010
- leading peer-to-peer car rental marketplace in Europe for private individuals
- Latest fundraising: 31M€ in June 2016
- **Investors** : BPI France, Index Ventures, Alven, Cathay, Nokia, Hexavest, Via ID

Key figures

- 1,000 000 members
- 38,000 cars
- 20,000 rents per month
- 1.9 million rental days since 2010
- 5 countries (France, Germany, Spain, Austria, Belgium)





Connected car pioneer

- Created in 2012
- Open platform to connect its vehicle and thus access many innovative applications.
- Will to contribute to the development of the connected car and to rethink the use of the car and its data in the society, to the benefit of the driver
- **Partners** : Norauto, Midas, Avesta, Nest, Orange, Crédit Agricole, PSA, Salesforce, Uber, Allianz, Sony, etc.
- **Investor** : Via ID

Key figures

- 100 millions kilometers travelled with the XeeConnect
- 15 apps
- 3 years of R&D





Major player in bicycle self-service

- Created in 2008
- Designs, produces, installs, monitors and maintains self-service bike systems and complementary bicycle services for large cities.
- **Investor** : Via ID

Key figures

- 460 bike stations
- 8,500 self-service bikes
- 24 cities (Vancouver, Marrakech, Helsinki, Moscow, Astana, Chicago etc).
- 12 countries





Access to
in-vehicle data
What's at stake?

Access to in-vehicle data: risks at stake

- The installation of telematics devices on vehicles puts car manufacturers in the first line. As conceivers of the device, they are also the ones to manage the access to data collected
- Danger of locking consumers in the terms and conditions dictated by manufacturers
- There is an inherent risk of abuse of market power if data collected is restricted for the only use of manufacturers and is not – or partially – made accessible to other key players of the automotive sector such as aftermarket actors and service providers
- Risks of hindering the principles of fair competition and as a consequence a danger of decreasing consumer protection as well as freedom of choice

How to avoid such an abuse of dominant position?

- Observing essential principles:
 - Consumer protection is one of the founding principles of the Internal market: no exception should be made for connected cars
 - Access to in-vehicle data is a safeguard to a genuine fair competition amongst all the stakeholders of the automotive sector
 - All service providers should be in an equal, fair, reasonable and non-discriminatory position
 - Standardised access should come to foster interoperability between different applications, notably regulatory key applications, and facilitates the common use of same vehicle data and resources
- A strict EU regulation is necessary but not sufficient
- Mandatory technical solutions must be implemented:
 - A platform linked to a shared data server managed by a third
 - An in-vehicle interface (i.e. OBD) with the possibility to plug an external device
 - An on-board application platform with an open access

6 FUNDAMENTALS FOR THE FUTURE OF OUR INDUSTRY



1
Freedom of
Operation



2
Freedom of
Innovation



3
Safety of
People



4
Privacy
of Data



5
Portability
of Service



6
Clear set
of rules



CS 70 225
59812 Lesquin Cedex
France
Tél. +33 (0)3 20 60 74 74

Siège social :
511/589 rue des Seringats
59262 Sainghin-en-Mélantois

More about Mobivia: contact@mobiviagroupe.com
Twitter : [@Mobiviagroupe](https://twitter.com/Mobiviagroupe)

www.mobiviagroupe.com

