



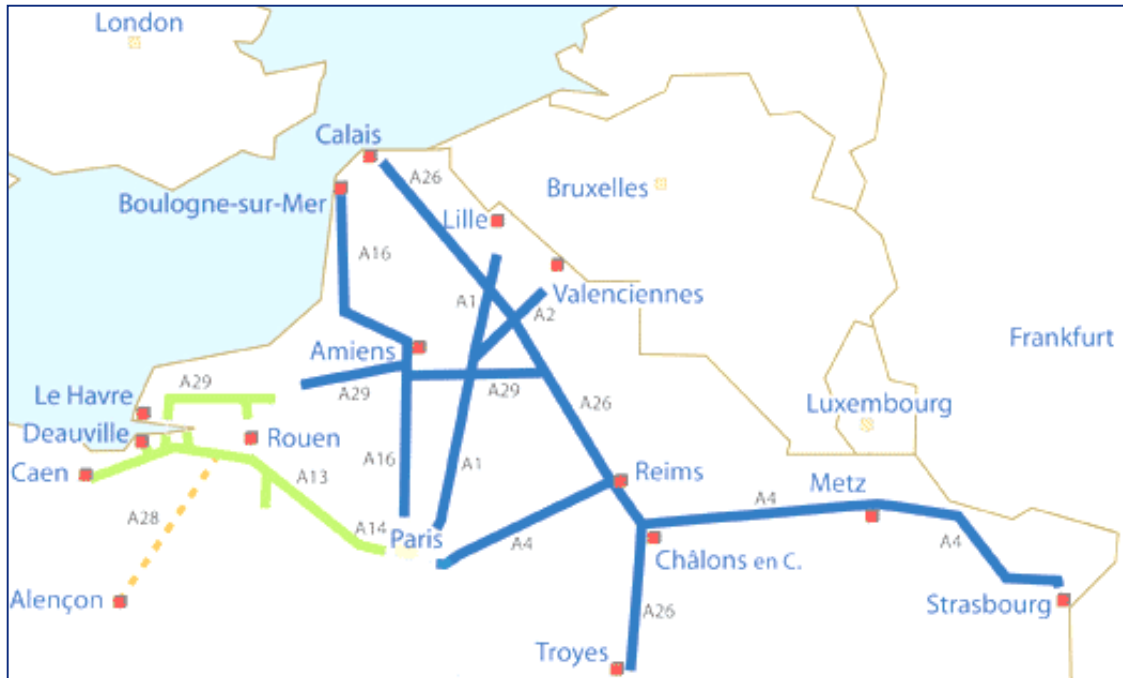
Sanef's presentation

Bratislava 13/09/06

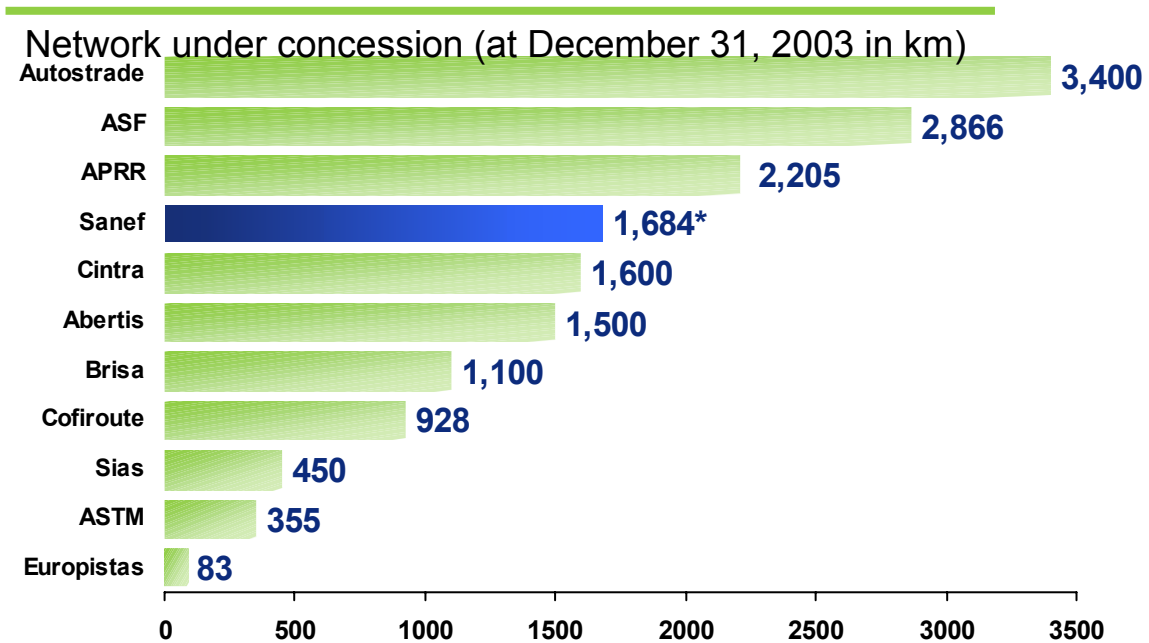


Sanef overview

- **1,743 kilometers** = **4th largest network**
- **Global turnover (2005)** = **€ 1,152 m (+9 %)**
- **Net result 2005** = **€ 125.5 m (+28.1 %)**
- **Employees** > **3,600**



- In January 2006, the main shareholders are : Abertis, AXA, Credit Agricole, CDC, FPPeugeot.





Sanef Toll Solutions International: toll collection, telematics services



ETC: DSRC systems

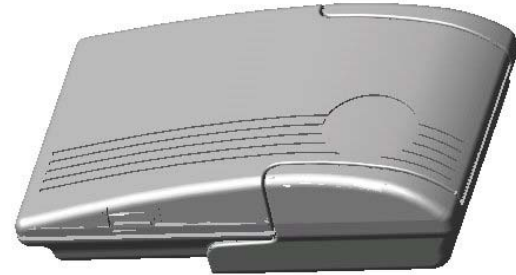


- One system
- One tag
- One invoice

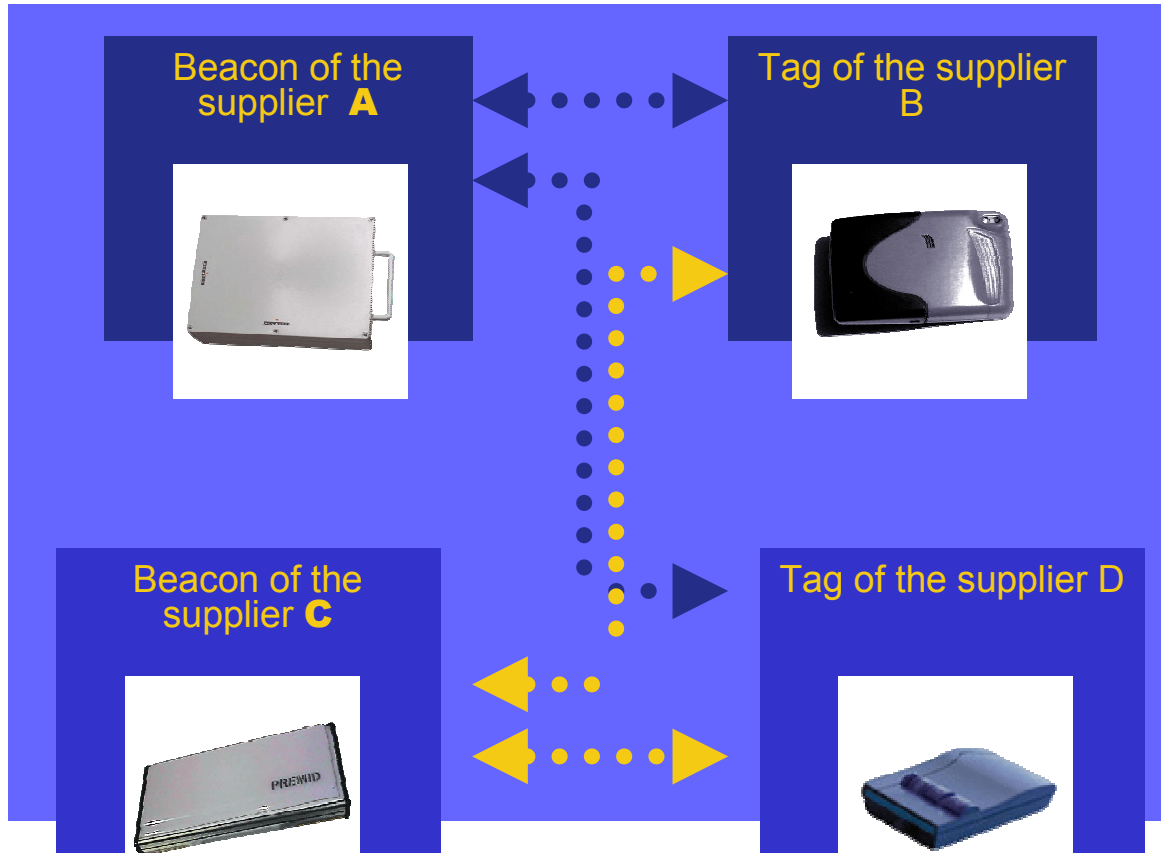
Sanef have signed a full agreement with all the French motorway companies

One national subscription for passing through

2300 equipped ETC lanes across France.



- Distribution of more than 1 350 000 DSRC tags for private cars
- 4 European beacon suppliers and 4 tag suppliers, 11 operators, a fully technical and commercial inter-operable solution
- An open solution based on the EU standards (Cesare-Cardme, 5.8 Ghz) : additional beacon suppliers under qualification
- Leadership of Sanef on all the technical aspects



- Advantages of the microwaves:

- A reliable solution with limited risks
- Several experienced suppliers and operators
- Cheap On-Board-Unit, easy to distribute and install

- Limitations of the microwaves:

- Expandability of the toll network : need of one new gantry per new toll section, small roads, all distance
- Limited telematic services



GPS / GSM systems

- Sanef bought Masternaut in 2004
 - Fleet Management
 - GPS / GSM-GPRS OBU
 - Leader in France and in UK
- One of the Top 500 fast growing companies in Europe (Deloitte Survey 2004)



- Fleet management solutions based on integrated GPS/GPRS receivers: real time vehicle tracking, real time traffic reports, geofencing, alerts, security & administration
- Largest installed base of GPRS units in Europe

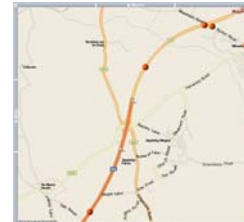
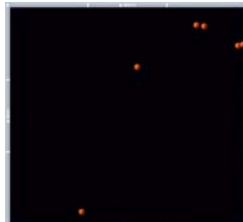
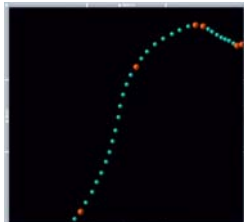
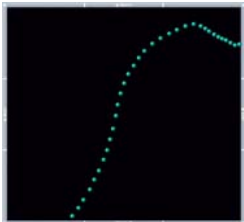
- Sanef develops a new product based on the Tribox DSRC-GPS-GSM platform which is the combination of two robust and operational solutions:
 - DSRC from Liber-t
 - and GPS/GPRS from Masternaut.
- Sanef tested this product on several networks in 2005
- Sanef is transferring its HGV subscribers to HGV ETC subscribers in 2006 (350,000 OBU)

acquisition

initiate and send records

intelligent mapmatching and corrections

Charge Coded and Statement Credibility data



OBU

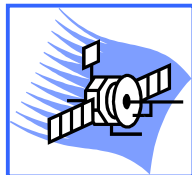


Infrastructure GSM



Communication GPRS

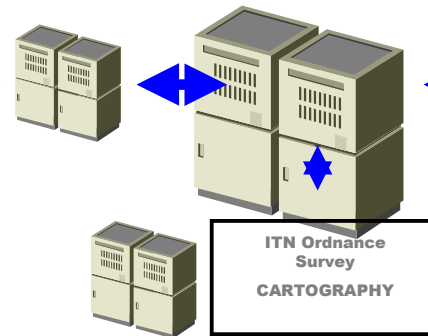
Geolocalisation



GPS Infrastructure

GPS Data Processing Software (GDPS)

GPRS Communication Management Software (GCMS)



ITN Ordnance Survey CARTOGRAPHY

OBU Front End

Main Frame End

- Advantages of the satellite:

- No need for infrastructures and fits to all kind of network
- Telematic services and flexibility of the charge
- Improvements in 2006 and lots of R&D

- Limitations of the satellite:

- Timeframe for the first deployment
- On-Board-Unit : costly and not easy to distribute
- Limited references

- Not a universal technological solution for tolling
- The solution depends on:
 - The type of network to be tolled
 - The type of vehicle to be tolled
 - Long term policy targets regarding transportation



French Evolution

- Operator:
 - Owns or operates an infrastructure
 - Control the payment of the toll
-
- Payment service provider(s) :
 - Issues contract to the vehicle issuers
 - Guarantees the payment to the operator



- Eurotoll, the contract issuer for motorway customers
- ➔ Managing the customer accounts for several concessionaires
- ➔ Offering an interoperable toll service to European drivers
- ➔ Proposing telematic packages to European drivers
- ➔ Liable of the toll to the owner





Tribox™



DSRC Badge



- Impact on a National tolling project :
 - Benefits for the State : cost reduction of the project (OBU, trucks management) ; the State has to concentrate on control.
 - Benefits for the haulage industry : productivity increase (no red tape, time is money)



Thank you