

Press Release

26th November 2008

Eurotoll brought together its major account customers in Barcelona 20th and 21st November 2008

A two-day working session to provide them with privileged information about subjects such as development of flows and major transit roads, infrastructure price fixing, electronic toll collection services interoperability and added value services.

These were the issues and objectives of the “Sextant” think tank which eurotoll launched at the same.

Eurotoll has become an “Opening the road” reference in the European electronic toll collection market : this has been thanks to both its ability to develop value added services to help transporters control their toll accounts and to have been able to acknowledge its customers during the migration towards HGV ETC.

This explains very clearly why eurotoll has today a global market share of 70% among the major transporters and logistics companies such as Géodis Bourgey –Montreuil, DHL, Air Liquide, Kim Johansen, Wallon in France, Waberer’s in Hungary, Willi Betz in Germany, Sintax Logistica in Spain, Star Cargo PLC in the United Kingdom, Lanutti in Italy, etc...

“Our customers need upstream deciphering of the statutory, technical and strategic environment of their activity at a time when the basic issues of the sector are under pressure. Backed by its strong position within the Sanef group, eurotoll wishes to put at the disposal of its customers its expertise and its institutional network to give its clients a head start in understanding future challenges better”, states Jean-Michel Martinez, eurotoll Chairman.

For this occasion eurotoll had invited for a debate :

- Alain FAYARD, former French representative of the European HGV ETC authorities.
- Laurent GUIHERY, Université Lumière Lyon 2, Laboratoire Economie des Transports - ISH
- Prof. Jan BURNEWICZ, Gdansk-Sopot University
- Philippe HAMET, European Commission, DG TREN, Galileo

And lastly, Johann Friedrich COLSMAN, cabinet member of the European Commission Deputy Chairman in charge of transport policies Antonio TAJANI, called to mind the Commission’s position on the future of European transport and to exchange information with the audience.

« Having chosen Barcelona reflects eurotoll's leading role as a key player in the interoperability of electronic toll collection in Europe and highlights the strong bond which exists with its industrial shareholder abertis, European leader in the management of mobility infrastructures and telecommunications. This industrial logic reassures our clients, European giants of logistics and transport”, explains Christophe Mahé, eurotoll Sales and Marketing Director.

The purpose of Sextant is to have regular exchanges with transporters on the relevance of new services, to determine in close partnership which actions to take together with professional organisations, motorway companies, governments, to induce companies to observe the development of new goods transport road links in Europe”, he adds.

As first commitment has decided to :

- 1 develop a « dedicated function » dealing with motorway companies in order to reduce further the rate of malfunctioning currently observed in toll lanes, standardize road signs, reduce customer complaint processing periods.
- 2 carry on with the development of a core technical interoperability as eurotoll initiated with Spain and notably through its Eurotoll Interoperability Tour.
- 3 reinforce our position as « aggregator » of optimisation services of their activity.

In conclusion, Jean-Michel Martinez told the participants they would meet again in 2009, emphasizing eurotoll's will to maintain a vital link with the companies present as well as with those who were unable to attend.

About eurotoll

Eurotoll proposes to transporters a complete package of interoperable electronic toll collection services and fleet management tools to enable managers to optimise toll consumption : many assets to strengthen fleet competitiveness and to improve profitability.

Eurotoll structures its offer around three activities :

- Toll broker for transporters,
- Interoperable electronic toll collection services,
- Advice and optimisation of fleet piloting through simple monitoring and analysis tools - on line accessible – for better toll consumption management and to facilitate the accounts and administrative management of transport companies.

This offer is proposed by means of 4 types of subscription packages : pronto, tempo, mobileo, optimeo.

As a subsidiary of the abertis/Sanef group, eurotoll benefits from the skills and know-how of the leading European transport infrastructure operator, pioneer of electronic toll collection in France.

120 000 tags, 70 employees

www.eurotoll.eu

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