

EDENRED & E-MOBILITY



**E-mobility is here to
STAY.**

A TURNING POINT FOR MOBILITY

Global EV Outlook 2024

+25%

In global **electric car sales** Q1 '24
Vs Q1 '23¹

+40%

In global **public charge points**
'23 vs '22¹

1 in 5

Cars in the EU
roads to be
electric by '30¹

30-40%

Electric cars
penetration in **B2B fleets** by '30, in
France & Germany²



Tax benefits

EVs subject to more favorable taxation in main geographies



Tight regulation

Emissions targets for OEMs not met via ICE, forced to increase EV share



Companies ESG goals

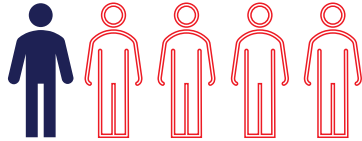
Phasing-out ICE vehicles fleet is one of the key initiatives



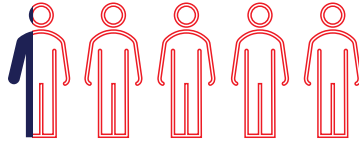
OEM's EV focus

OEMs competition reduces prices, while it grows EV range & performance

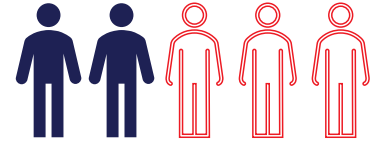
IS THERE AN IMPACT ON EMPLOYEE SATISFACTION?



1/5 employee
desires a benefit for
electric vehicle charging



0.3/5 employee
receives a benefit for
electric vehicle charging

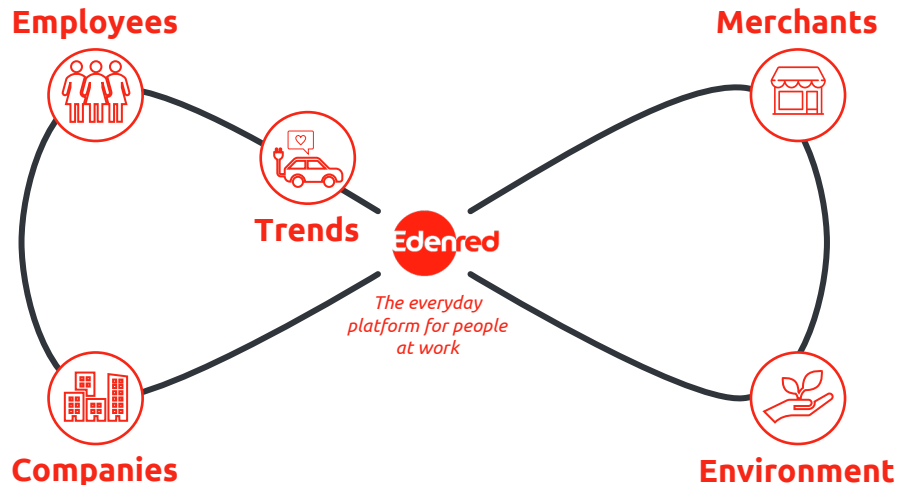


2/5 employees consider
a benefit of electric
vehicle charging a factor
of **differentiation** or
employer selection

**Edenred is here to
accelerate this shift.**

EDENRED'S GOAL

Edenred, with eyes on the environment, aims to **accelerate e-cars penetration** in corporate fleets, by bridging together all stakeholder' needs and market trends.



>400k

Users - employees
in Greece and >60m
globally



>9k

Corporate clients in
Greece and >1m
globally



>10k

Partner merchants
in Greece and >2m
globally



45

Countries presence
globally

HOW EDENRED IS TO ACHIEVE THIS

UNRIVALLED
PRODUCT



USER
INCENTIVIZATION



USER
EDUCATION

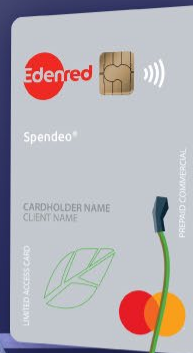


ACQUISITIONS &
ORGANIC GROWTH



THE LEADING
PLATFORM
IN E-MOBILITY
TRANSITION

Νέα Spendeeo



GO

Ανακάλυψε την πρώτη κάρτα για ανεφοδιασμό κάθε εταιρικού οχήματος.

Σε πάνω από **5.000 σημεία** σε όλη την Ελλάδα.

Σε πάει παντού.

Μάθε περισσότερα εδώ: spendeeo.gr



Επαναφορτιζόμενη και με άμεση έκδοση χωρίς προσωπικά έγγραφα εργαζομένων



Ανεφοδιασμός υβριδικών, ηλεκτρικών αλλά και οχημάτων εσωτερικής καύσης σε όλα τα πρατήρια και σημεία φόρτισης



Ενεργοποίηση και 24/7 διαχείριση μέσω του MyEdenred® app (υπόλοιπο, ιστορικό, φραγή κ.α.)



Ανέπαφες και mobile συναλλαγές. Γρήγορα-εύκολα-με ασφάλεια



4% έκπτωση πάνω από 2.000 σημεία φόρτισης σε περισσότερες από 560 τοποθεσίες της ΔΕΗ blue

SPENDEO GO

Spendedo GO, the first solution in the Greek market for supplying **all types of corporate vehicles**, regardless of fuel type.

- ▶ Reloadable card that helps businesses to **easily & quickly manage their people's travel expenses**, regardless of how each vehicle is supplied.
- ▶ A **valuable tool** for your people who are constantly **on the move**, offering them a digital experience through MyEdenred app and **mobile payments**.



UNIQUE BENEFITS

The new era in corporate expense management, a personalized **reloadable card**, with **immediate loading online** for reduced management time. It is issued¹ in the employee's name in just **4 days**, without the need for a bank account or personal documents.



Activation in 1 minute via MyEdenred app



Maximum safety thanks to Chip & PIN technology



24/7 card management² via MyEdenred app



Easy ordering process & monthly reporting for full control



Contactless transactions ($\leq 50\text{€}$)



Specialized **Customer Service** for you & your people's every need



Mobile payments via Edenred pay, Apple Pay & Google Pay



Redemption **at all gas stations and charging points³** equipped with Mastercard POS

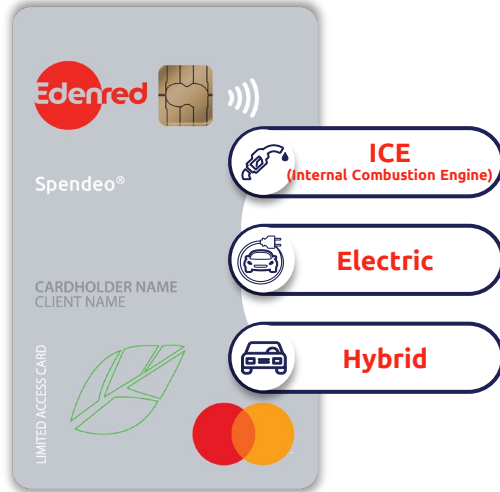


Corporate expenses management, made easy...

FLEXIBILITY REGARDLESS OF THE MODE OF TRANSPORT







Your people always have a full tank or battery of their vehicle, wherever they are in Greece or abroad, thanks to thousands of supply points!

+5.000 supply points nationwide!



FLEXIBILITY REGARDLESS OF THE MODE OF TRANSPORT

Even if your company needs more expense categories, Spendeo GO is the answer. Choose and combine the types of expenses that suit your needs best, through 5+1 categories:

-  **Fuel** Fuel stations
-  **EV charging** Electric vehicle charging
-  **Transportation** Tolls, parking lots, car washes
-  **Accommodation** Hotels, Airbnb
-  **Food** Restaurants and food chains
-  **Open** 'Open' card to all businesses¹



**Our global
vision.**

Enrich
connections.
For good.

Thank you.