

A photograph of a city skyline, likely Dubai, with a thick layer of fog or low clouds obscuring the lower parts of the buildings. The Burj Khalifa is the most prominent skyscraper in the center. The sky is a clear, pale blue. The image is used as a background for the top half of the slide.

APCOA URBAN HUBS

AIPARK WEBINAR - July 14, 2021

Andrea Grassi, Direttore Commerciale APCOA Parking Italia

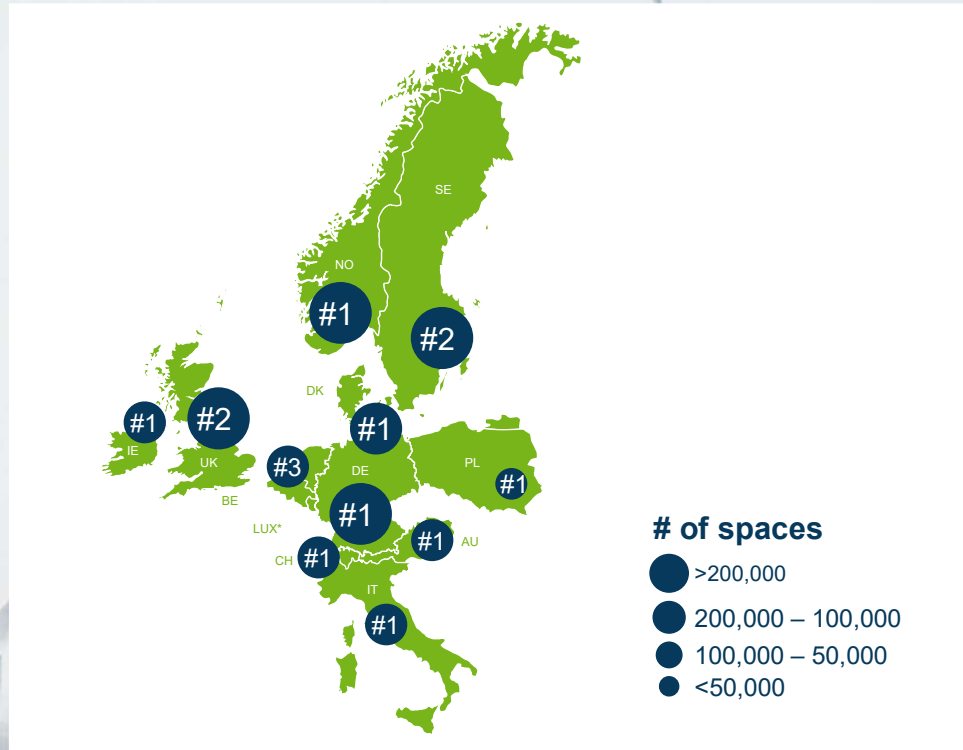
APCOA OVERVIEW

EUROPE'S LEADING CAR PARK OPERATOR

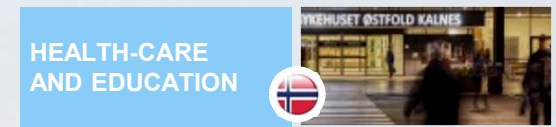
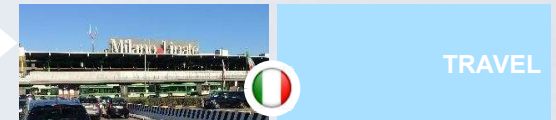


APCOA IS THE EUROPEAN LEADER ...

-  #1 IN EUROPE
-  13 COUNTRIES
-  ~ 12.000 SITES
-  ~ 2 M PARKING SPACES
-  ~ TURNOVER > € 1 billion
-  > 300 M PARKING TRANSACTIONS
-  > 3 M APP USERS



... SERVICING MULTIPLE BUSINESS SECTORS



LONG TERM TRENDS ARE ACCELERATING WITH COVID



CONSUMER NEEDS ARE CHANGING AND BUSINESS WILL NEED TO ADAPT



**EUROPEAN E-COMMERCE
CONTINUES TO GROW DOUBLE DIGIT
Y-O-Y, WITH DEEP IMPLICATIONS
FOR CITIES AND LOGISTICS**



**THE TYPES OF VEHICLES
ARE CHNAGING AND SO IS
THEIR OWNERSHIP**



**URBANISATION CONTINUES
TO SHAPE THE EUROPEAN
ECONOMY AND LIFESTYLE**

WE PROVIDE THE PHYSICAL AND DIGITAL INFRASTRUCTURE FOR SUSTAINABLE URBAN LIFE



APCOA URBAN HUBS

MOBILITY

ENABLING INTERMODAL & MULTI-MODAL SHARED JOURNEYS DIRECTLY WHERE PEOPLE NEED IT

NEW TECH & SERVICES

INTEGRATING PROXIMITY AND COMMUNITY SERVICES BY COMBINING OUR DIGITAL PLATFORM WITH OUR INFRASTRUCTURE



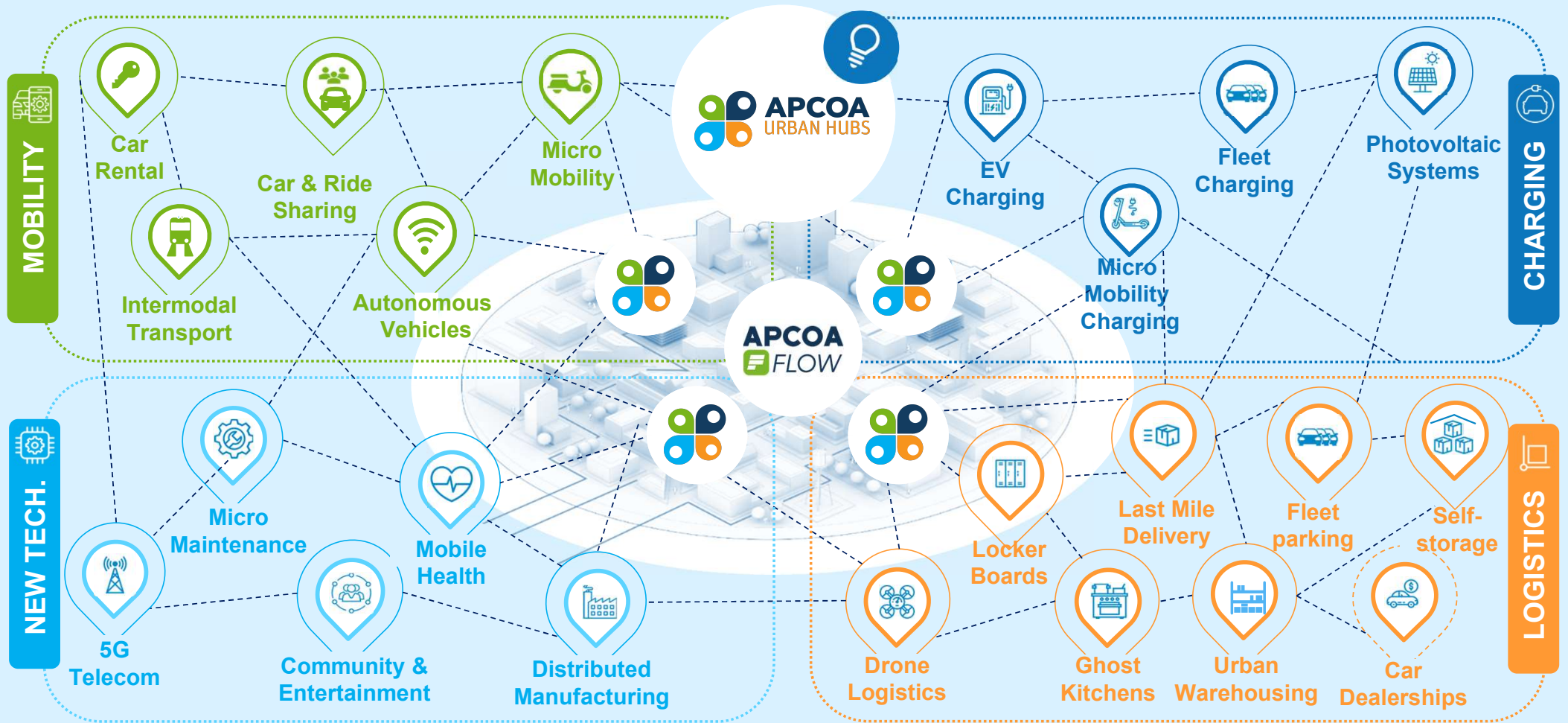
ELECTRIFICATION

PROVIDING CONNECTED CHARGING SERVICES FOR EV, FLEET AND MICRO MOBILITY

LOGISTICS

UTILIZING URBAN LOCATIONS AS FULLFILMENT CENTERS FOR CITY LOGISTICS, STORAGE AND DISTRIBUTION SERVICES

THE APCOA URBAN HUBS INFRASTRUCTURE BUILDS AND ECO-SYSTEM OF MULTIPLE USE CASES



Urban Mobility Hub





Increase utilisation of inter-modal & shared mobility efficiently at key points of interest



**Car
Rental**



**Car & Ride
Sharing**



**Micro
Mobility**



**Intermodal
Transport**



**Autonomous
Vehicles**





CASE STUDY

Intermodal transport hub



The first transport hub in Berlin

4,000 micro mobility transactions per annum including bikes, E-Vespas and E-scooters

“Our Jelbi Hub with APCOA actively supports intermodal transport ... APCOA’s FLOW platform, handles capacity contingents for the respective providers unobtrusively and further increases acceptance...”

Director of Digitisation





CASE STUDY



Automated car rentals



Partnership with challenger car rental company

Transformed select car parks into digitally-enabled car rental hubs facilitated by FLOW with expansion to further sites

*“Our Hub with APCOA is perfect for our customers to pick up their vehicle directly in the heart of the city centre. We benefit from high efficiencies due to the connection and deployment of designated charging points for our E-Car fleet.” **Managing Director Germany***





CASE STUDY



Autonomous valet parking



1st in market automated parking

First fully digitised user journey including reservation, seamless entry & exit, automated parking and fully automated payment

APCOA makes your asset ready for the future of autonomous parking

“APCOA’s FLOW platform unobtrusively supports this fully digitized, seamless end-to-end process and actively creates a real customer value add for the future...”

Project Lead AVP



Urban Charging Hub





CHARGING

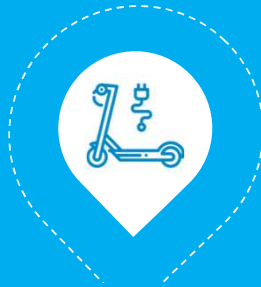
Leverage our central locations to increase utilisation & efficiency of your charging services



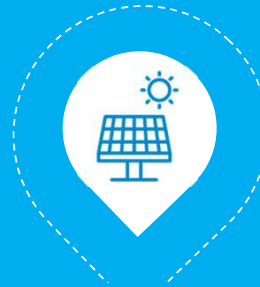
**EV
Charging**



**Fleet
Charging**



**Micro Mobility
Charging**



**Photovoltaic
Systems**



CHARGING

CASE STUDY



E-charging infrastructure



Partnership with leading EV charging provider

9,000+ charging transactions per annum with more planned in the coming years

90+ megawatt hours of energy provided for EVs

“APCOA with its highly central locations widely spread across all sectors is the perfect infrastructure partner for us to strategically roll-out our charging services...”

Global Head of Partnerships





CHARGING



**CASE
STUDY**

Micro charging hub



Partnership with leading micro mobility partner

Further roll-out with **+30** micro charging hubs rolled out by 2021 and more in the coming years

“APCOA’s innovative commercial business model and the great locations of their sites within city centres grant increased efficiencies especially due to the short distances between our charging hubs and scooter locations”

**VP Business Development
International**



Urban Logistics Hub



Scale last-mile logistics in inner-city locations cost-effectively with on-demand pricing



Locker Boards



Last Mile Delivery



Car Dealerships



Fleet Parking



Ghost Kitchens



Drone Logistics



Self Storage



Urban Warehousing





locker



commandez
sur Amazon,
retirez vos
colis ici

CASE
STUDY

Parcel lockers



Ongoing partnership with major ecommerce company

Dedicated logistics spaces in central locations with high consumer traffic

3,000+ parcels delivered per annum / per locker board



Micro logistics hubs



Partnership with local micro logistics

Transformed car parks into micro mobility hubs for last-mile delivery by load bicycles

>180,000kg of freight per annum

“APCOA’s flexible, on-demand based pricing model and site coverage in urban locations serves us with affordable logistics space without any fixed cost commitments...”

Managing Director

CASE STUDY



Logistics fleet parking



Ongoing partnership with major logistics provider across multiple markets

Logistics vehicles co-located with logistics partners warehouse facilitating last-mile

Will be fully equipped with charging points over the next few years to allow for fully electric fleet storage and charging

**CASE
STUDY**



Urban Technology & Service Hub



We will deploy the solutions of the future through our Urban Hub ecosystem



**5G
Telecom**



**Distributed
Manufacturing**



**Mobile
Health**



**Community &
Entertainment**



**Micro
Maintenance**





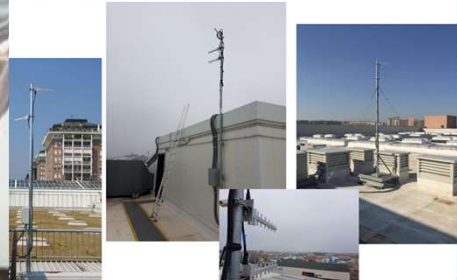
CASE STUDY



Several services (e.g. Micro Maintenance, Laundry self-service, Antennas repeaters, etc.)



Ongoing partnership with main partners across multiple markets





APCOA URBAN HUBS