Products & Services

provided by UTA



UTA in Short







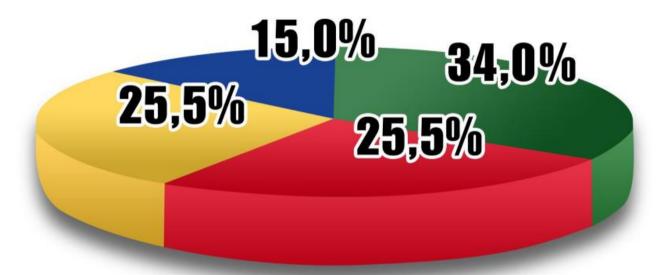




- Founded in 1963; more than 50 years of experience
- Today: One of the leading service card providers in the European commercial transport market
- More than 48,000 points of acceptance (besides petrol stations mainly toll terminals, garages/carwashs and ferries) in 40 countries
- More than 68,000 customers in 40 countries
- More than 1 million service cards and several other means of payment (such as on-board units) issued
- More than 300 employees

Shareholders of UNION TANK Eckstein GmbH & Co. KG





- Edenred SA
- Familiengesellschaft Eckstein mbH Verwaltungs KG
- Hermes Mineralöl GmbH
- Daimler AG

Sales Structure Germany





Sales Structure International



Further UTA direct sales channels and agencies are covering:

- Austria
- Belgium
- Bulgaria
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Great Britain
- Hungary
- Italy
- Liechtenstein
- Latvia
- Lithuania

- Luxembourg
- The Netherlands
- Norway
- Poland
- Portugal
- Romania
- Russia
- Slovakia
- Slovenia
- Spain
- Sweden
- Switzerland
- Ukraine

UTA External Perception





2005, 2010-2013



2007-2015

First places at "Verkehrsrundschau" Image-ranking

2005: Fuel cards

2010: Fuel cards for fleets above 11 vehicles

2011-2012: Fuel cards

2013: Fuel cards for fleets up to 10 vehicles

Top rankings at "Germanys most customer-oriented Service Companies" competition

UTA's Europe-wide "On the Road" Coverage of all Vehicle related Needs





Diesel Service





Fill up smart with UTA's most competitive fuel-network:

- Our cooperation with all major mineral oil companies as well as a large number of independent suppliers leads to maximum flexibility
- The extensive UTA network consists of over 34,000 filling stations in 38 countries

- Several independent stations are offering fuel at much lower rates as the "big ones"
- Significant price differences within the same country
 - Germany: Price differences up to 15 cents/litre
 - Up to 7 cents/litre average possible savings by UTA Bestprice OPTINET

Network in Germany – Connected Suppliers





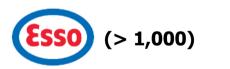






















UTA Bestprice Optinet



Low Priced Refuelling Across Germany

- Identifies the 1.000 low priced UTA Fuel Stations in Germany
- The network is monthly calculated and adapted to the market
- Possible Savings <u>up to 7 cents per liter diesel</u> compared to A-Corporations
- Easy research of the nearest Optinet-Station
 - UTA Station finder
 - UTA App

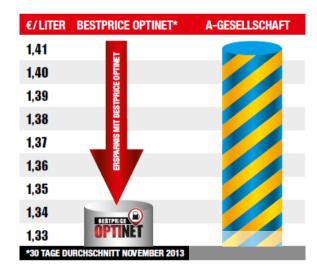












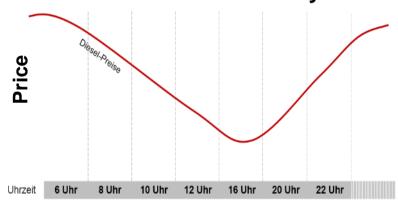
Time-dependent Refuelling



Low Priced Refuelling At the right time

- Past: The day was an evidence for low priced refuelling (e.g.: Monday)
- Today:
 - There is no "Refuelling-Day" anymore; nowadays the time of day is essential
 - In the morning the fuel prices are high, in the evening they start decreasing
 - Over night the prices are rising very much
 - The prices of the several mineral oil brands differ a lot
 - Advice: If possible, refuelling should take place <u>between 4 pm and 6 pm</u>

Development of Diesel-Prices in the course of a day



UTA's Europe-wide "On the Road" Coverage of all Vehicle related Needs





Toll Service



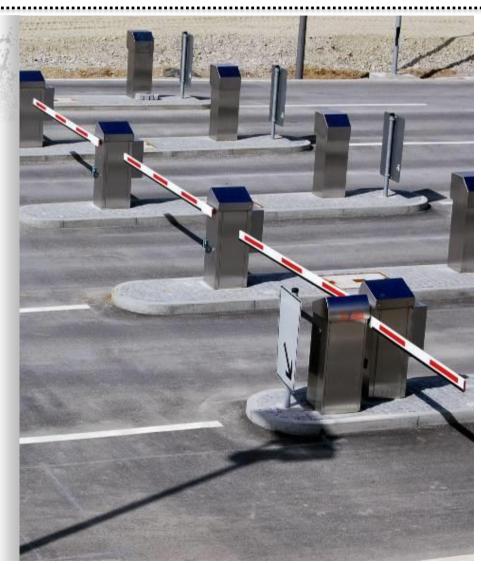
As our customer's needs are not pleased solely with fuel, UTA also offers one of the largest and most comprehensive toll networks

To name just a few advantages:

- Interoperability (just one box for several countries)
- Passing toll terminals faster
- Substantial discounts (up to 50%)

Passenger car related (among others):

- liber-t
- Pickerl



Toll Service



UTA offers the settlement of toll charges in the following countries:

- Austria
- Belarus
- Belgium (E-Vignette)
- Czech Republic
- Denmark (E-Vignette)
- France
- Germany
- Great Britain
- Hungary
- Italy
- Lithuania

- Luxembourg (E-Vignette)
- The Netherlands (E-Vignette)
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Spain
- Swiss
- Sweden (E-Vignette)

UTA's Europe-wide "On the Road" Coverage of all Vehicle related Needs





Plus Service





... we are providing our customers with additional services at more than 15,000 points of acceptance throughout Europe:

- Toll and tunnel payment
- Guarded parking sites
- Ferry or bridge payment
- Breakdown and towing service

- Vehicle repair in authorised workshops
- Combined traffic service
- Car, bus and truck rental
- Flat tire-Service

UTA's Europe-wide "On the Road" Coverage of all Vehicle related Needs





Invoicing Service





- Cash flow and interest-rate advantages due to ex-post invoicing and attractive terms of payment
- Clear and lucid structured accounting documents for your controlling department (e. g. verify every single transaction via our invoice specification)
- Electronic transmission of our invoicing data
- Digital invoice archive (UTA Exclusive Customer Section on www.UTA.com)
- "One-stop shop": Just one invoice for all vehicle related services

UTA's Europe-wide "On the Road" Coverage of all Vehicle related Needs





Reimbursement Service





Further Improvements in Cash Flow through...

VAT Reimbursement

- Fast VAT Recovery
 Paid out within the following UTA-invoice
- Due Date VAT Recovery
 Quarterly reimbursement
- VAT Recovery
 Reimbursement after receipt of payment from tax
- By the way:
 We are offering net invoicing according to applicable reverse charge standards

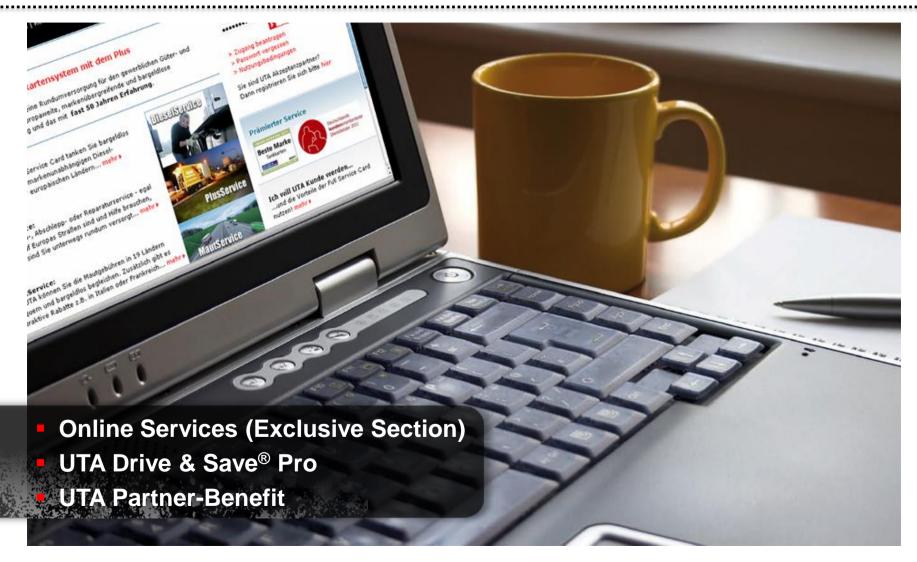
UTA's Europe-wide "On the Road" Coverage of all Vehicle related Needs





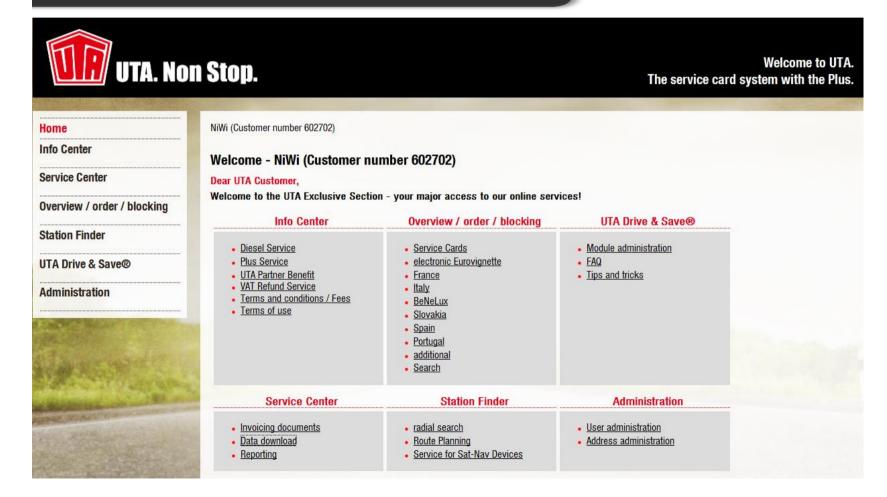
Additional Services





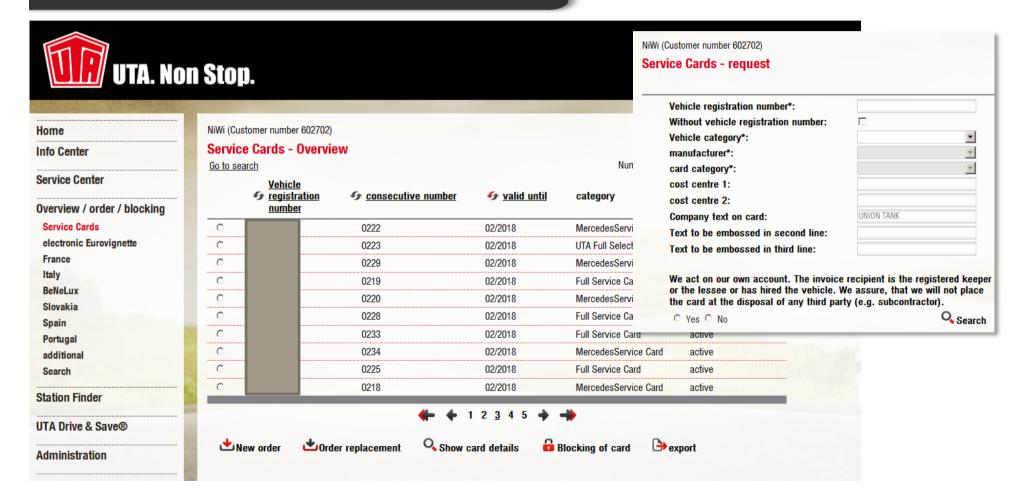


User-friendly Surface



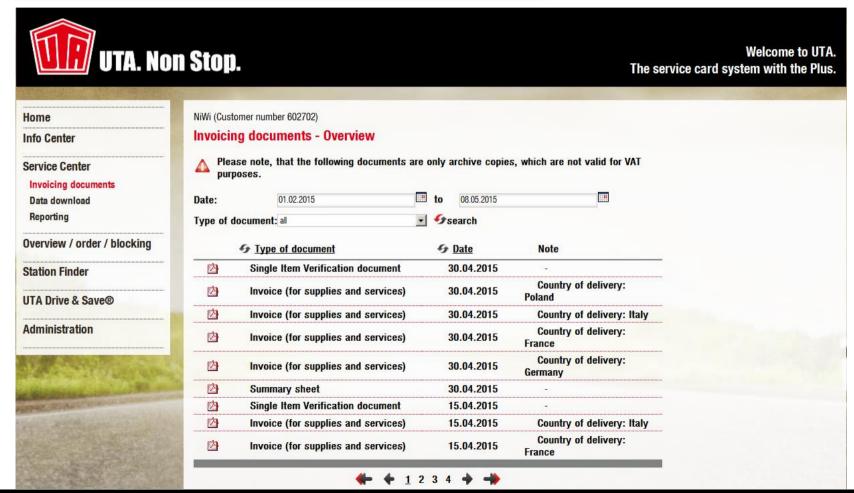


Convenient Card-and Toll Management



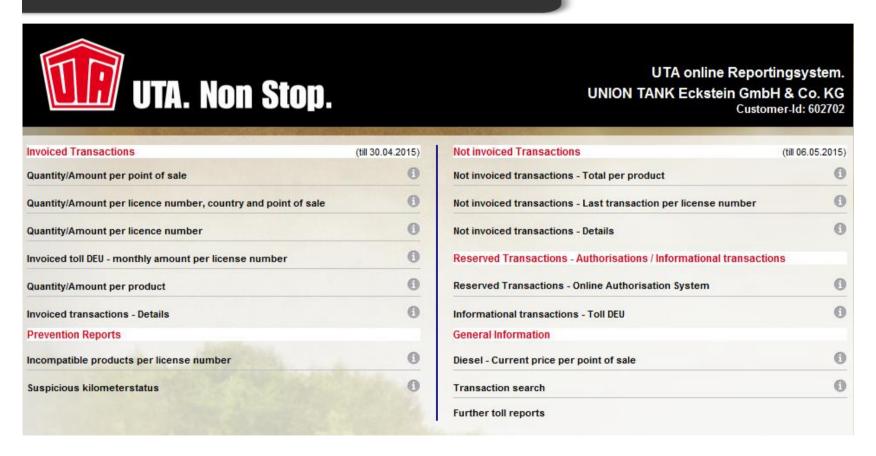


Digital Invoice Archive





Intelligent Reporting Functions



UTA Exclusive Section – Invoiced Trx



Invoiced Transactions

Consumption Reports (in particular)

- Identify frequently used petrol stations
- Check card holders consumption
- Monitor vehicles with the highest / lowest fuel- and turnover share



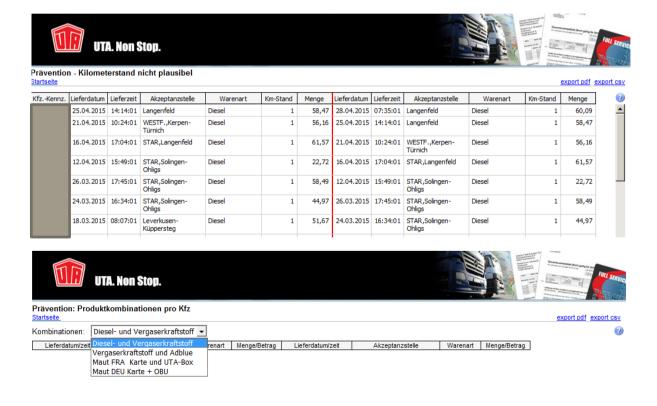
UTA Exclusive Section – Prevention



Prevention Reports

Implausible mileage & product combinations

- Detect implausibility immediately, e.g. unusual product combinations such as diesel & petrol refuelling
- Check inconsistencies in the reported mileage
- If necessary: Remind employees on fuel card policy



UTA Exclusive Section – Not Invoiced Trx

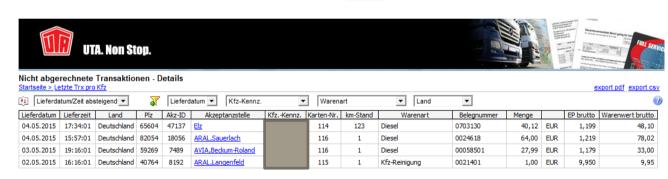


Not Invoiced Transactions

Near time researching possibilities

- Shows transactions from online-connected petrol stations
- Checks possible even before transactions are being invoiced
- Find the most recent transactions per vehicle / license plate
- Check detailed transactions per vehicle







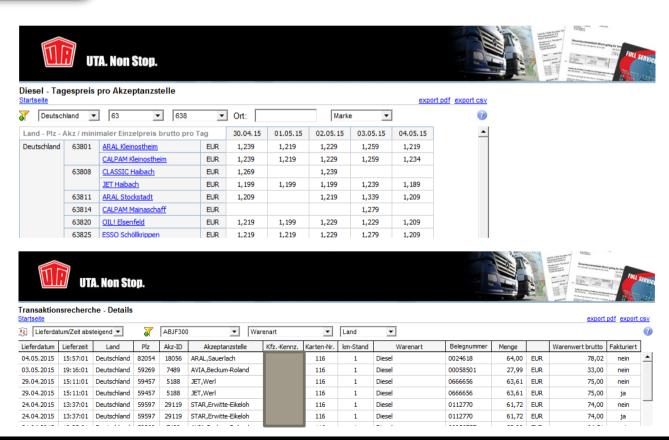
UTA Exclusive Section – General Information



General Information

Tools for different requests

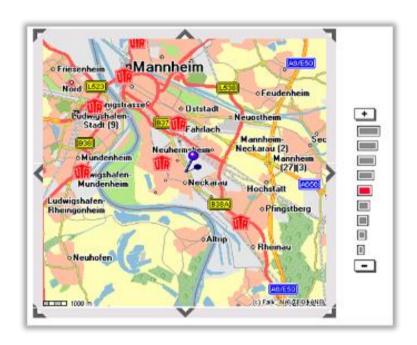
- Track the diesel price development per day and petrol station
- Search for transactions with specific criteria



UTA Exclusive Section – Station Finder



- The state of the		
Mautherechnung – Sucheingabe		
Hier können Sie schnell und unkomplicie streckenbezogenen Mautsysteme in Des einiger einfacher Angeben kalkulieren. Startpunkt		
PLZ*	und/ oder Ort*	- 1
Stralle	Hausnummer	
general and a second and a second		
Zwischenstation C ja @ nein		
Zwischenstation C ja & nein	und/ oder Ort*	
Zwischenstation C ja & nein		
Zwischenstation	und/ oder Ort* Hausnummer	



- Station Finder & Route Planner
- Selective queries based on individual services, e. g. biodiesel, AdBlue, natural gas or opening hours

UTA Exclusive Section – Summary



In a Nutshell:

UTA Exclusive Section

- Up-to-date information about diesel prices
- Overview of all transactions not yet invoiced as well as sophisticated research tools
 for these transactions
- Direct administrational rights for selected persons in the company
- Flexible user hierarchy (limited access for subusers, e. g. no card ordering or blocking)
- Up-to-date data, with over 80% of our transactions coming near real-time
- Various tools for any kind of analyses, such as
 - plausibility checks to provide further protection against misuse
 - consumption analyses based on vehicle, country or point of acceptance

UTA Drive & Save® Pro





UTA Drive & Save® Pro



UTA Drive & Save® Pro – Overview of Basic Functionalities Administration of the vehicle fleet (master data, deadlines, etc.) Flexible master data management **Integration of homebase stations Electronic processing of the volume of refuelling, Toll and Plus Services** All-round screening-possibilities of single transactions Import of consumption and toll-data as well as data-export into all popular file formats

UTA Drive & Save® Pro – Reporting



Information

Clear Reporting

- Which gas stations are most frequented?
- Have the potentials been used at main gas stations?
- Who is generating the highest costs?
- Who is exceeding agreed limits?



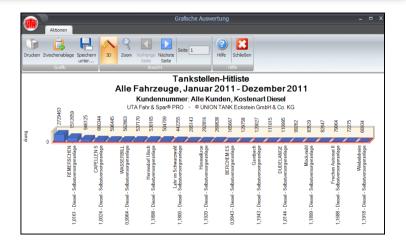
- Display time-related comparisons
- Create an analysis by certain (individual) criteria
- Identify consumption and compare it on vehicle- or driver level
- Detect trends early with the aid of clearly arranged charts



UTA Drive & Save® Pro – Reporting

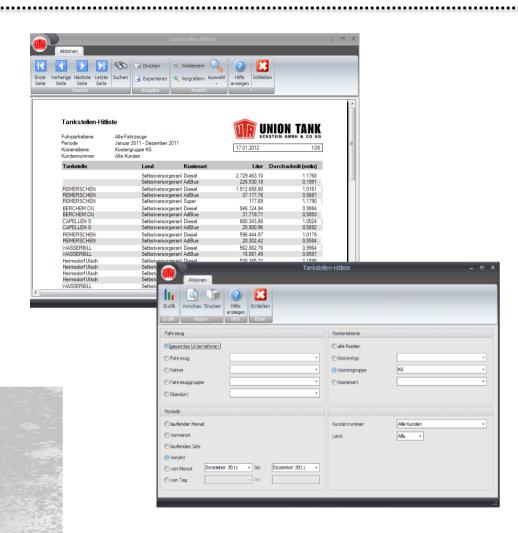


Information Clear Reporting



Analyze the Refuelling Behaviour by:

- Type of costs
- Group of costs (fuel, toll, and more)
- Period
- Vehicle / Driver



UTA Drive & Save $^{\mathbb{R}}$ Pro - CO $_2$ Emissions

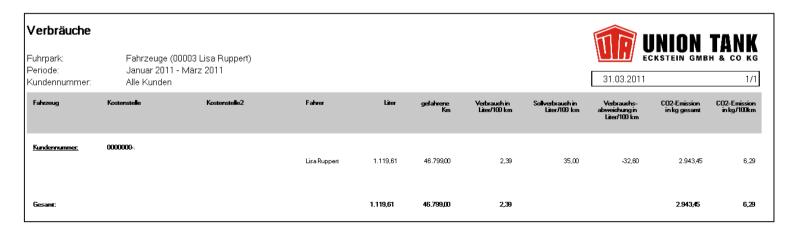


Information

CO₂ Emission Overview

CO₂ Emissions:

- Display of emissions per 100 km or for a selected period
- Calculation factor configurable by program options

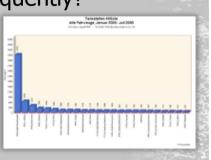


UTA Drive & Save® Pro – Examples



Which petrol stations are used most frequently?

Petrol station hit list.



+ Who causes the highest costs?





Potentials at preferred petrol stations have been utilised?

Who exceeds agreed limits?

Exceedance of maximum limit



UTA Partner-Benefit



UTA is eager to find other saving potentials besides the classic core business

- Constant extension of cooperation in our UTA-Partner-Benefit Program
- Example: fleet iD
- Comfortable Electronic driver's license verification in Germany
 - at over 2.000 ARAL-Fuel Stations
 - according to prescribed intervals



