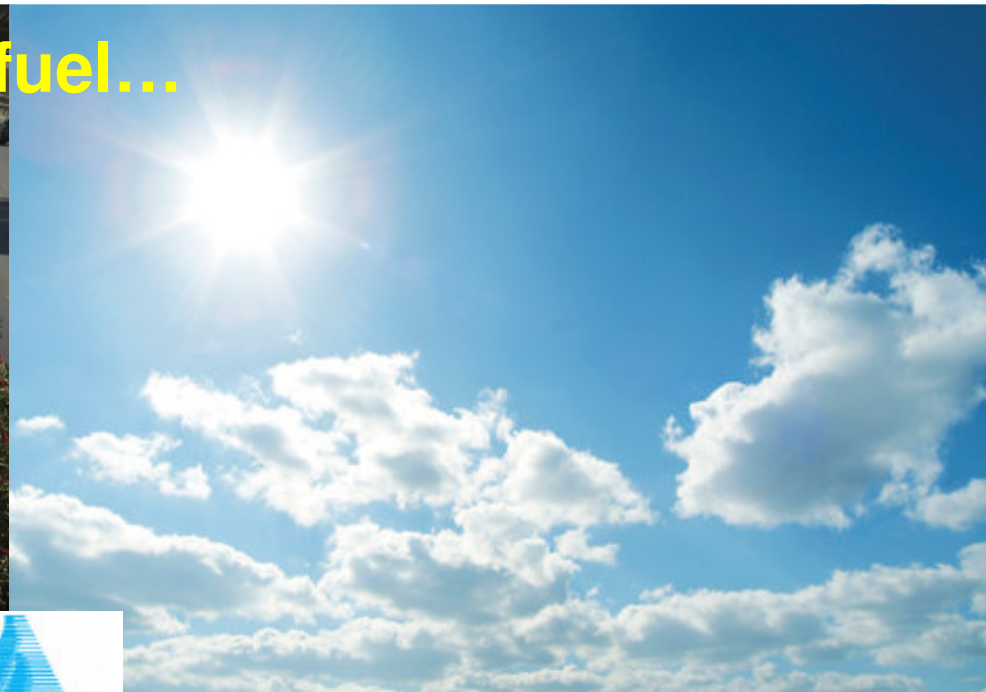


We use Natural Gas as a fuel...

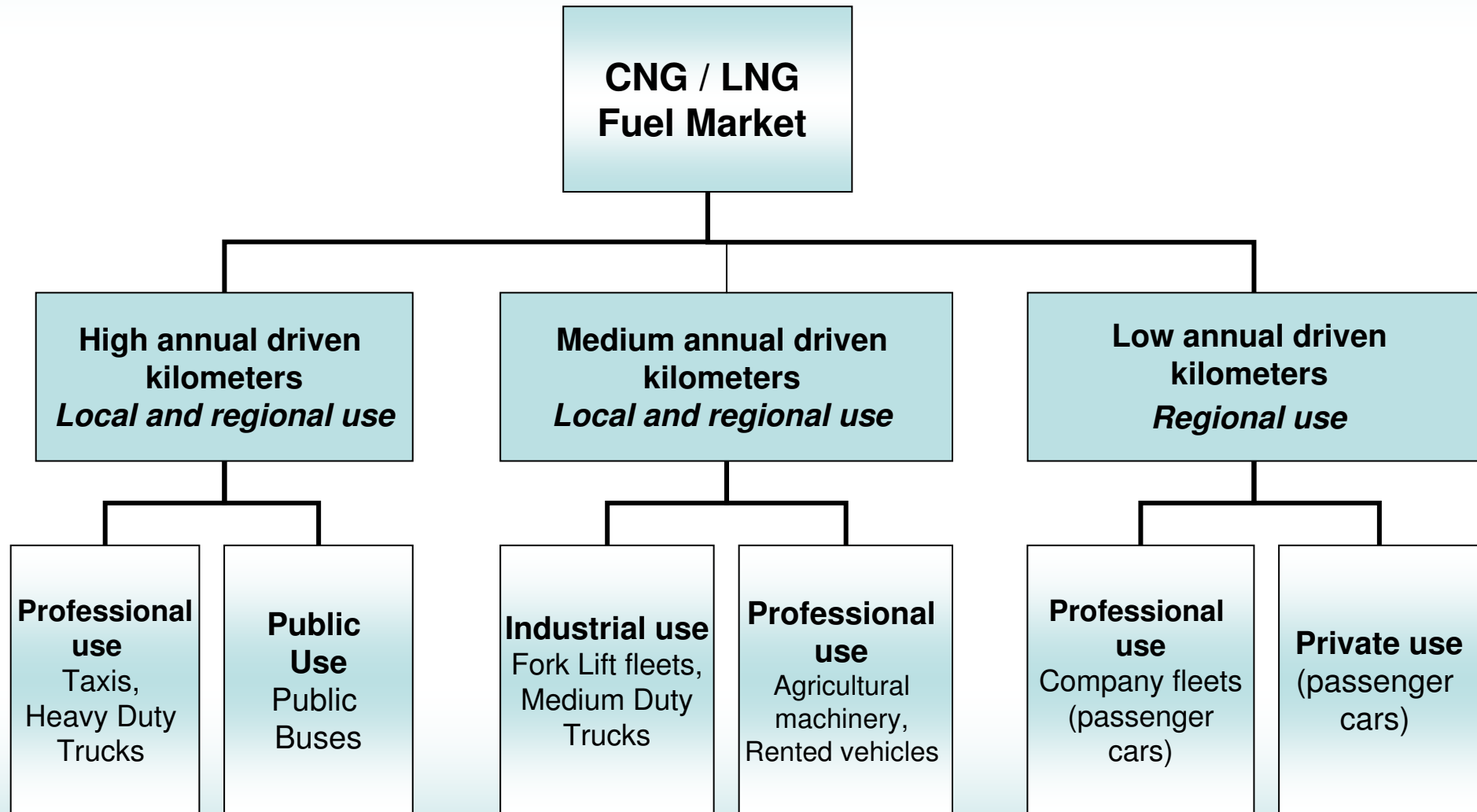


...for keeping the environment clean

THE EXISTING INFRASTRUCTURE



MARKET SEGMENTS



PLANNING THE FUTURE



Intercity Transportation & Logistics:

- CNG, LNG transportation by the Sea and on the Road.
- Natural Gas as a vehicle-fuel for the whole area of Greece.
- Extension of the European “Blue Corridors” in the Greek territory.
- Entering the fuel market for heavy-medium duty trucks, as well as in marine applications for vessels



THE CONTRIBUTION OF NATURAL GAS TO SUSTAINABLE TRANSPORT & LOGISTICS

- **Current Status for CNG**
- **CNG Performance**
- **DEPA's Business Concept for City
Logistics in Greece**
- **Available Vehicles in the EU Market**

CURRENT GLOBAL STATUS



- **13 million vehicles worldwide**
- **18.600 filling stations**
- **1,4 million vehicles in Europe**
- **3.740 filling stations in Europe**
- **CNG less than 1% of world road fuel consumption**

CNG IN GREECE



- **Introduced in 2001**
- **(at the moment) 2 filling stations in Athens**
- **414 Buses for the public City-Transport**
- **106 garbage trucks (waste management trucks)**

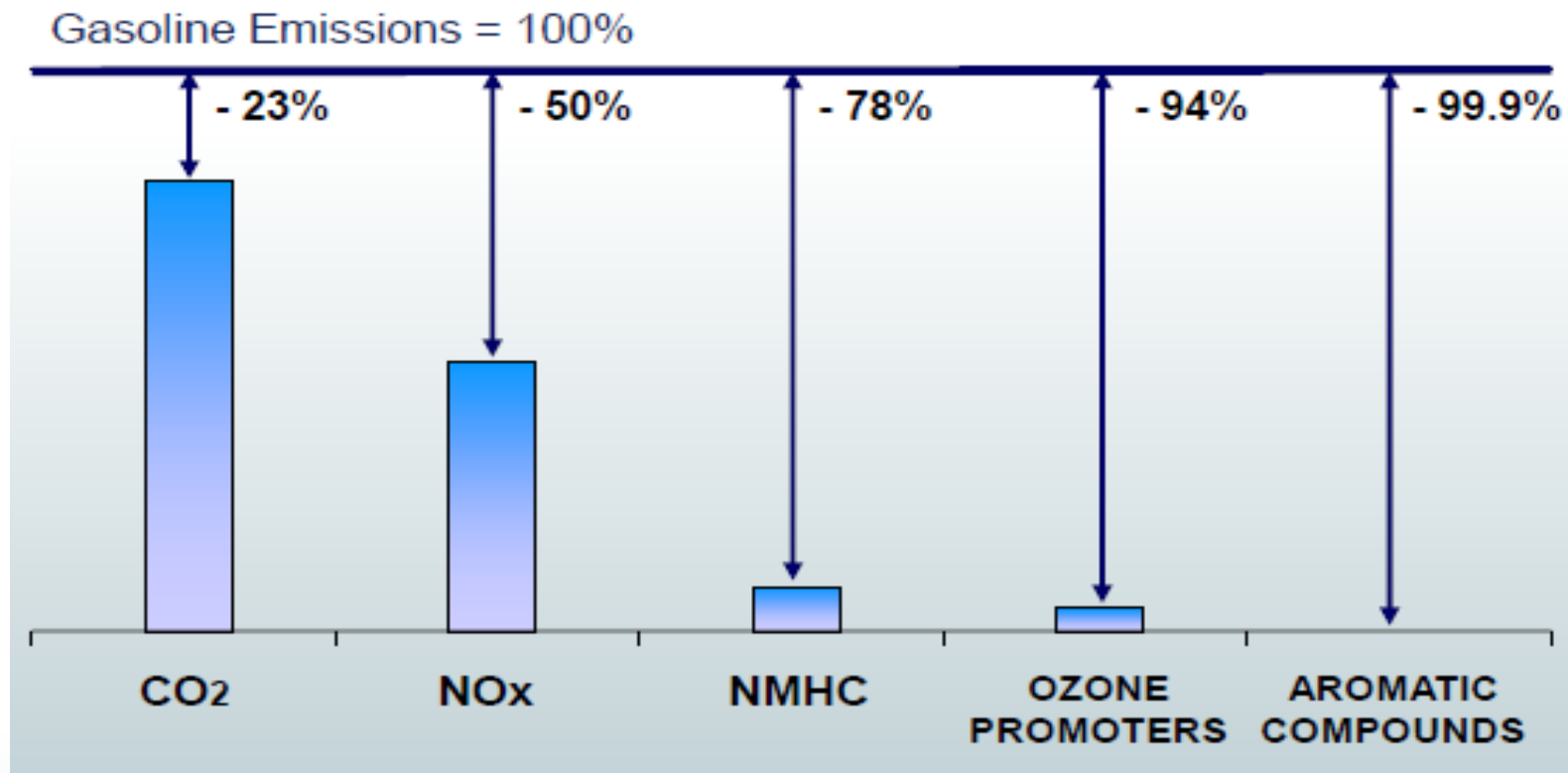
ADVANTAGES OF CNG



ENVIRONMENTAL PERFORMANCE



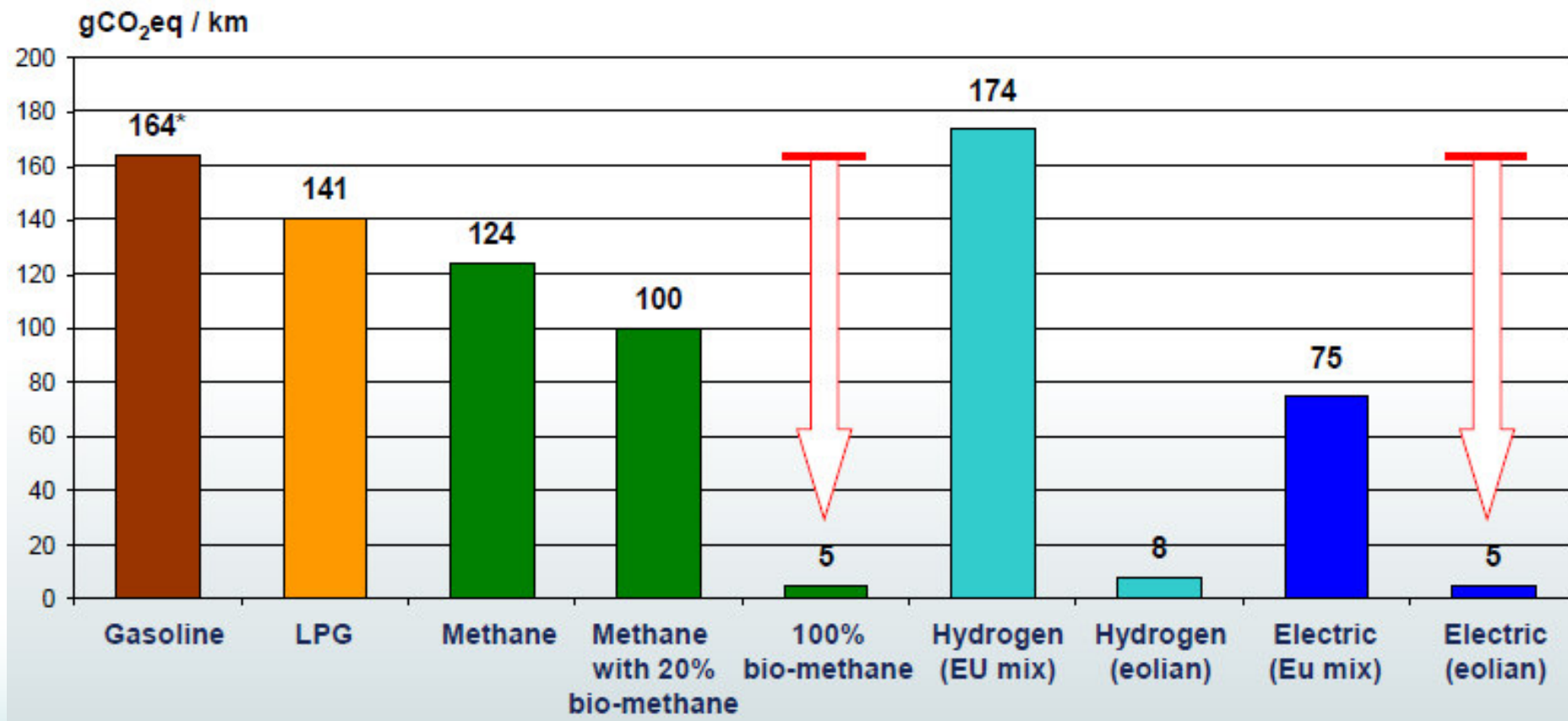
CNG Emissions reduction in comparison with gasoline



ENVIRONMENTAL PERFORMANCE



Comparison of all vehicle fuels



ENVIRONMENTAL BENEFIT ASSESSMENT FOR GREECE



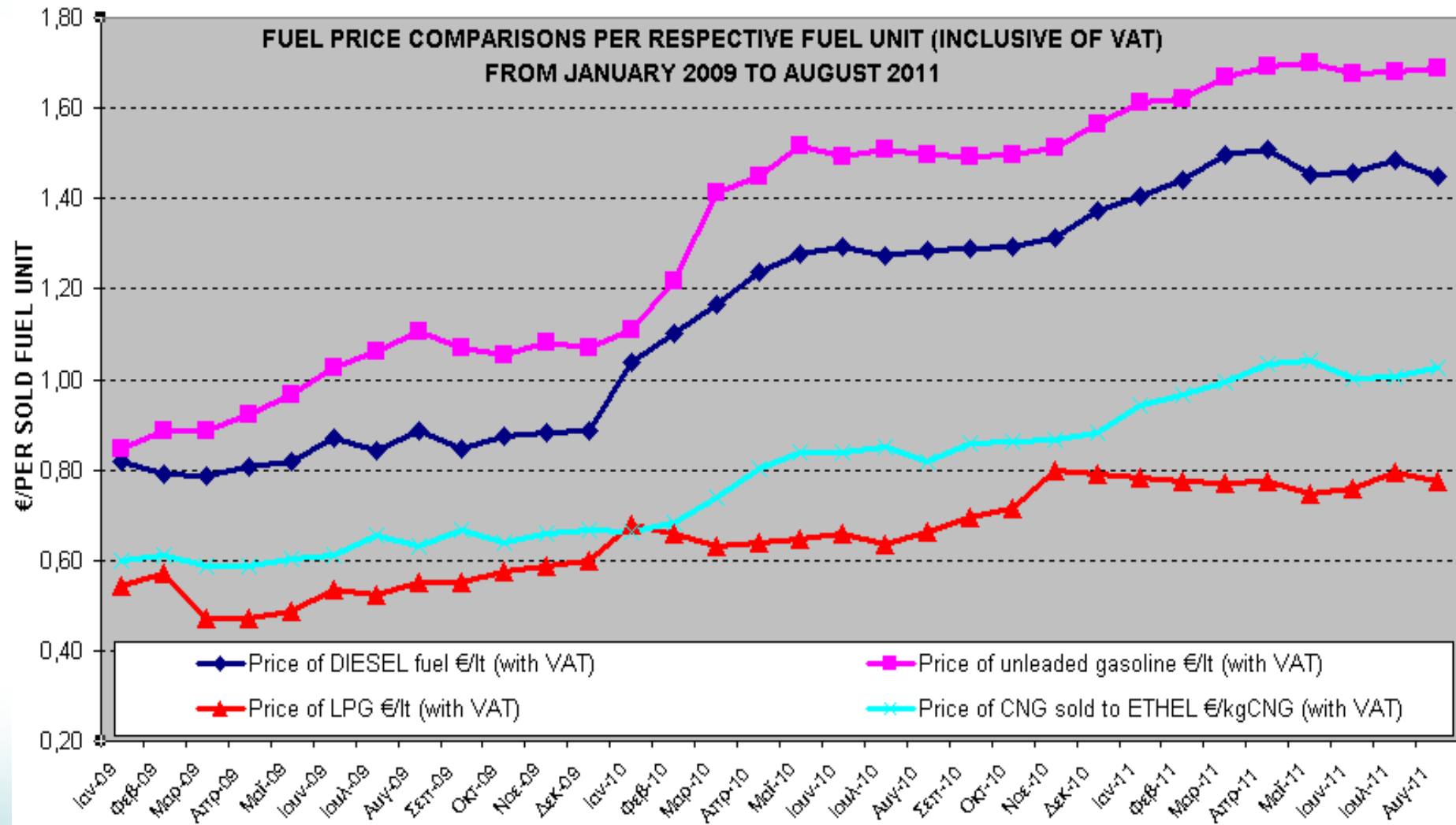
For a time horizon of 10 years and 2,5% market penetration:

- **32 % CO₂ emission reduction in comparison with gasoline**
- **3 million Euro reduction in CO₂ emission costs**
- **190.000 tones less CO₂ /year**
- **36.000 kg less CO / year**
- **2.250 kg less NO_x / year**

CNG PRICING



Pricing in comparison with other fuels



CNG ECONOMIES



FIAT PANDA EXAMPLE IN GERMANY

Munich to Berlin (590 km)

- **Gasoline: 46 €**
 - **Diesel: 35 €**
 - **LPG: 29 €**
 - **CNG: 23 €**
- 50% compared to gasoline**
-34% compared to diesel
-20% compared to LPG

CNG ECONOMIES



VW PASSAT EXAMPLE IN GREECE

Athens to Katerini (440 km)

- **Gasoline: 43,56 €**
 - **CNG: 20,8 €**
- 53% compared to gasoline**

(Assumptions: Price per litre of gasoline 1,65 € and consumption of 6 litres per 100 kms.
Price per kilo of CNG 1,1 € and consumption of 4,3 kilos per 100 kms).

DEPA's BUSINESS CONCEPT



2012: Development of Refilling Station Infrastructure

- Thessaloniki: 3-4 stations
- Larisa: 1 Station
- Volos: 1 Station
- Athens: 6 -7 Stations



DEPA's BUSINESS CONCEPT



- **Improvement of the legislative framework and establishment of CNG standards**
- **Training of Technicians (for converting of vehicles)**
- **Cooperation with the whole chain of the fuel sector in Greece for promoting CNG**
(Government / Vehicle Importers / Vehicle Service Stations / Existing Fuel Station Grids)

DEPA's BUSINESS CONCEPT



Development of NGV Fleets for city logistics

- **Market: 1,3 million commercial vehicles in Greece**
- **At least 5% penetration in 10 years**
- **Penetration through dedicated promotional programs in OEM Vehicles (new vehicles) and conversion of vans and light duty trucks in bi-fuel vehicles (existing fleets)**
- **Competitive pricing of CNG**

Examples of Vehicles (VW, OPEL)



Opel Combo 1.6 CNG ecoFLEX (bi-fuel)



VW Caddy EcoFuel (bi-fuel)



VW Caddy Maxi Ecofuel (bi-fuel)



Volkswagen T5 2.0 BiFuel (bi-fuel)



Examples of Vehicles (Mercedes, Ford, Renault, IVECO)



Mercedes-Benz Sprinter NGT (bi-fuel)



IVECO Daily CNG (bi-fuel)



Renault Kangoo CNG



Ford Transit CNG 2.3



Examples of Vehicles (Fiat)



Fiat Ducato140 Natural Power (bi-fuel)



Fiat Doblo 1.6 Natural Power (bi-fuel)



Fiat Fiorino Natural Power (bi-fuel)





**THANK YOU FOR YOUR
ATTENTION**

