



Douai, 7 September 2016

## 2015-2016 turnover: €10.0 million

- 788 new charging stations delivered including 323 quick chargers (QCs)
- Order book of 535 charging stations including 185 QCs to be delivered before the end of 2016<sup>1</sup>
- Presentation of the new generation of QCs at the Paris Motor Show next October and market launch in 2017

DBT (ISIN Code: FR0013066750 – Ticker: ALDBT), the European leader in fast-charging stations for electric vehicles, has published its turnover for its 2015-2016 financial year which closed on 30 June 2016.

Hervé Borgoltz, Chairman and Chief Executive Officer of DBT, said: *"This last year has been a year of transition marked by a clear mobilization across the company to ensure the very highest performance of our fleet of close to 1,900 fast-charging stations deployed in 33 countries over the past 4 years. It has also been a year of transition for the market, where we saw a sharp downturn in activity with our major European clients in search of the technological changes needed to support the latest generation of electric cars with high-capacity batteries. Today, our strategy to deploy a new technology of fast and ultra-fast charging stations is the clear way forward, with a programme that is already extremely advanced at both a manufacturing and commercial level. The availability of these new chargers from 2017 must coincide with what will be a whole new phase in future tenders and the deployment of new charging infrastructures across Europe. We are very excited to be able to present the fruits of our work at the next Paris Motor Show where, this year more than ever, clean energy cars will take centre stage."*

In € million	2014-2015	2015-2016 <sup>2</sup>
Charging stations and associated services <sup>3</sup>	12.9	7.2
Transformers and urban systems	4.3	2.8
<b>TOTAL</b>	<b>17.2</b>	<b>10.0</b>

DBT posted turnover of €10.0 million in 2015-2016 compared with a figure of €17.2 million for the previous year.

Sales for charging stations and associated services accounted for 72% of Group activity (as against 75% one year earlier), and sales for the Group's longstanding transformers and urban systems (access

<sup>1</sup> As at 30 June 2016

<sup>2</sup> Pre-audit figures

<sup>3</sup> Including €3.8 million in 2014-2015 and €1.9 million in 2015-2016 in maintenance and upgrades costs re-invoiced to Nissan



control bollards, power distribution units) for the remaining 28% (25% in 2014-2015). Activity was doubly penalised by the drop in volumes for professional electrical transformers and the decision to focus team resources on the company's charging stations business.

## BREAKDOWN IN ACTIVITY FOR CHARGING STATIONS

DBT delivered 144 fast-charging stations over the first half of 2015-2016, and enjoyed a slight increase in the second half of the financial year with the delivery of 179 additional chargers including 42 in France, 52 in Eastern Europe, 40 in Southern Europe, 37 in the United Kingdom and 8 in Northern Europe. All told, a total of 323 QCs were delivered over the year (434 in 2014-2015), taking the company's European fleet to 1,876 stations.

Sales for standard and semi-fast chargers amounted to 465 units for the year (473 in 2014-2015), and include the new range of VDK stations to address market demand in France for standard charging stations for highways. The VDK was presented last May at the Mayors' Convention (Salon des Maires et des collectivités locales).

Today, DBT is cementing its position as one of Europe's leading players in fast-charging equipment as the market slows before the expected arrival of new fast and ultra-fast chargers, notably those deployed as part of the European TEN-T (Trans-European Transport Network) infrastructures programme.

In 2015-2016, fast-charging station sales amounted to €4.2 million (as against €8.3 million the year before), reflecting a temporary shift in the product mix towards QC chargers that offer less functions. Sales for standard and semi-fast chargers amounted to €1.1 million (vs. €0.9 million).

The company also continued to reinforce its new after-sales services team devoted to the maintenance of its fleet of chargers, resulting in the strong mobilization of DBT's teams as upgrades were made to existing fast-charging stations to ensure the high level of reliability required by customers to accommodate the increasing use of terminals. In 2015-2016, work required to upgrade the QC station fleet, which for the time being is covered by guarantee, generated €1.9 million in costs for DBT (€3.8 million in 2014-2015) that were reinvoiced to Nissan. In 2016-2017, this figure is expected to increase to several million euros.

From 2017, DBT Group anticipates new maintenance contracts that will generate regular revenues and margins.

DBT's decision to reinforce its after-sales team and develop its new QC station has seen the Group's headcount increase from 62 to 74 employees in the space of one year.



## NEW DBT STATION TO BE UNVEILED AT THE PARIS MOTOR SHOW

2016-2017 will be marked by the launch of the new generation of fast-charging stations developed by DBT's R&D centre. More powerful and with more advanced features, particularly in terms of remote management, the new line will enable the company to accommodate the next generations of electric and hybrid cars.

The new station will take centre stage at the next Paris Motor Show in October. The DBT Group stand will be in Pavilion 3, which will be largely devoted to electric vehicles with a test centre and an Avere-France<sup>4</sup> stand regrouping all of the main developers of clean vehicles.

Marketing for DBT's new range of QC stations (50 to 150 kW) will begin in the first quarter of 2017, and discussions are already underway with car manufacturers and the Group's major clients on how best to prepare for their commercial launch.

## OUTLOOK

Pending the launch of this new generation of charging stations, DBT is continuing to enrich and maintain its existing fleet. Orders to be delivered before the end of 2016 include:

- 185 QC chargers for the Electric Highways network in the United Kingdom, which is Europe's largest network of stations, for various programmes across Europe (infrastructure in Poland and Hungary, electric taxis in Barcelona and Madrid in Spain), for new installations in Nissan car dealerships, and for the solar-powered stations programme in Jordan.
- 350 VDK chargers as a result of the public tenders won in French regional departments (Aisne, Aube, Haute-Garonne and Seine-Maritime), and awarded by local authorities in the Vallée de la Chevreuse (Paris region) and Hauts-de-France (including the urban community of Arras and catchment areas of Boulonnais, Douaisis and Maubeuge-Val de Sambre).

## ABOUT DBT

Set up in 1990, DBT is an industry reference in professional electrical equipment (access control bollards, power distribution units, current transformers) and the European leader in fast-charging stations for electric vehicles.

The Group designs, manufactures and sells one of the most high-performance and comprehensive ranges of charging stations on the market, with standard (3 to 8 hours), semi-fast (1 to 3 hours) and fast-charging (20 to 30 minutes) terminals that are adapted to all types of uses and needs. At 30 June 2016, DBT's installed fleet consisted of close to 17,000 charging stations, including 1,876 fast-charging stations, for a portfolio more than 450 active clients including Auchan, Autogrill, BP, EDF, Eurotunnel, Ikea, Kiwi, McDonald's, Nissan, Sodetrel, and the Bordeaux, Paris and Neuilly-sur-Seine town councils, etc.

Awarded the label of "Innovative Company" by Bpifrance, DBT posted turnover of €10.0 million in 2015/16. Based in Douai, the Group employs 74 members of staff.

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<sup>4</sup> French association for the development of electric transportation and mobility