



Douai, 14<sup>th</sup> September 2017

## Consolidated Turnover for Financial Year 2016-2017: €9M

DBT, the European leader in fast charging terminals, announced a turnover of €9 million for the year ended 30<sup>th</sup> June 2017 in the environment of a rapidly evolving Electric Vehicle (EV) market.

- Double-digit turnover growth in electric Vehicle Charging Stations, Power Distribution and Access Control
- One-off delay in Services activity and structural decline in Transformer sales
- New rapid charger 150 kW: 1<sup>st</sup> installation in October, as per development plan
- Very positive outlook for 2017-2018: order book of 546 chargers including 200 rapid chargers and a strong rebound in the Services activity expected to reach €4M.

### Consolidated turnover evolution 2016-2017

| In million € - Unaudited figures                         | 2015-2016   | 2016-2017  | Change        |
|--|-------------|------------|---------------|
| <b>Charging stations and associated services</b>         | <b>7.2</b>  | <b>6.7</b> | <b>- 8.5%</b> |
| including Charging stations                              | 5.3         | 5.9        | +11%          |
| including Services activity                              | 1.9         | 0.8        | -60%          |
| <b>Transformers et urban furniture</b>                   | <b>2.8</b>  | <b>2.3</b> | <b>-19.6%</b> |
| including power distribution and access control stations | 0.7         | 0.8        | +8%           |
| including transformers                                   | 2.1         | 1.5        | -30%          |
| <b>TOTAL</b>   | <b>10.0</b> | <b>9.0</b> | <b>-9%</b>    |

### A PIVOTAL YEAR

● DBT's "Charging stations and associated Services" recorded a €6.7M turnover, down 8.5%, due to a one-off delay in the Services activity. DBT coped with a few months delay for the renewal of a contract with Nissan (*the leading Electric Vehicle manufacturer in the world*) an historic partner of the group. Signed in June (see press release of 16/16/2017), this contract now contributes to the current financial year's turnover, as do several other contracts signed over the summer.

**Electric vehicles charging stations sales are growing by 11%.** DBT has delivered 879 new chargers (*including 285 fast chargers*) mainly in England, Spain, France, Hungary, Ireland, Italy and Poland.

Driven by the very promising Electric Vehicles market, the "Charging stations and associated Services" activity accounts for 75% of the group's annual turnover.



● **The historical “Transformers and urban furniture” activity**, which accounts for 25% of annual turnover, declined by 19.6%. Power distribution and access control sales are growing at 8%, partially offsetting the forecasted decline in Transformer volumes despite the renewal of the three-year contract with Enedis (*EDF Group*).

## **CONFIRMATION OF DBT’S TECHNOLOGICAL LEADERSHIP WITHIN THE ELECTRIC VEHICLE CHARGER MARKET**

**DBT** is a pioneer in the Electric Vehicle charging market and is now a confirmed leader thanks to its technology and operational experience.

**DBT is the first actor to launch the new super-fast charger QCNG150 on the market which offers three times more charging power compared to current fast chargers (3x 50 kW or 150 kW capacity, only new generation charger capable of simultaneously recharging 3 vehicles of any make in 15 minutes).** The **QCNG150** perfectly matches the expectations of European charging station networks as it anticipates the arrival of new generation E.V. with battery range of over 500km.

**The first installation of the QCNG150 will be made in Spain in October as per the company’s development plan.**

**DBT** has anticipated the extremely rapid growth of the E.V. charging stations market which creates new jobs and demand for new skills. **DBT** has recently founded a licensed organisation specialising in the training of engineers and technicians dedicated to E.V.C.I (*Electric Vehicle Charging Infrastructure*). **This is a strategic step, complementing and augmenting existing maintenance activities.**

**DBT** also carries out numerous strategic R&D developments on crucial issues:

- A 350 KW heavy vehicle charger;
- A "Batteries Buffer" project (stationary energy storage to avoid the risks of electricity networks over-use) in Austria with an Israeli partner;
- Solar charging (Jordan, Abu Dhabi); and
- Induction charging.



## A STRONG ORDER BOOK FOR CHARGING STATIONS AND A SIGNIFICANT REBOUND EXPECTED IN SERVICES

DBT forecasts strong consolidated turnover growth for its fiscal year that started on July 2017 driven by:

- The **commercial potential of the new fast charger QCNG150**;
- A **totally renewed range of products** (individual boxes, 7/22 KW semi-fast chargers, tri-standard 43/50 KW fast chargers ...);
- **Confirmed client trust** convinced by the products' operating reliability. The client portfolio has grown 28% from 450 to 575.
- **Gearing up of Services activity which will generate turnover of over €4M in 2017-2018.** Different additional contracts are also being negotiated in several European countries.

**Hervé Borgoltz, DBT Chief Executive Officer, said:**

*"DBT is ready to totally benefit from the strong growth of Electric Vehicle charging market. Thanks to the successful financial restructuring plan in spring, the company has the resources to cope with the increased volumes. We are continuing the deployment of our fast charging stations in Europe, boosted by very good reception of the new QCNG150. We also anticipate strong growth in our Services activity which will benefit from an innovative tele-diagnostic tool. The year-end dynamism strengthens our belief in achieving our growth targets and we are now very confident about our ability to make the most of the exponential market development".*

## ABOUT DBT

Set up in 1990, DBT is an industry reference in professional electrical equipment (access control stations, power distribution units, current transformers) and the European leader in high-speed 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 of 31<sup>st</sup> December 2016, DBT had a network of 17, 899 charging stations, 2,212 of which are high-speed stations. DBT serves more than 575 active clients such as Auchan, Autogrill, BP, EDF, Eurotunnel, Ikea, McDonald's, Nissan, Sodetrel, and the cities of Bordeaux, Paris, Neuilly-sur-Seine, etc.

Awarded the label of "Innovative Company" by Bpifrance, DBT posted turnover of €9 million in 2015/16.

Based in Douai, the Group employed 70 staff at 31 January 2017.

More information at : [www.dbt-bourse.com](http://www.dbt-bourse.com)

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