



# AVIA

**AVIA petrol stations  
as an answer to new challenges of mobility**

**Business for Smart Cities  
Expocongress**

**January 29-31, 2019**

**Adam Sikorski**  
- president of UNIMOT Group / AVIA Poland





**AVIA**

# SWISS brand since 1927



**AVIA**

## AVIA - A brand with history 90 years of experience

1927



*Avia*

In 1927 several independent oil importers in Switzerland joined forces under the name AVIA. Following the principle: „**Together we are stronger**“ they have started an incredible history of entrepreneurship.

1960



**AVIA**

Soon, many companies adopted the AVIA philosophy as their own. Therefore, in the 1950s, partners from other European countries gradually joined us. And so AVIA INTERNATIONAL was founded in 1960.

NOW



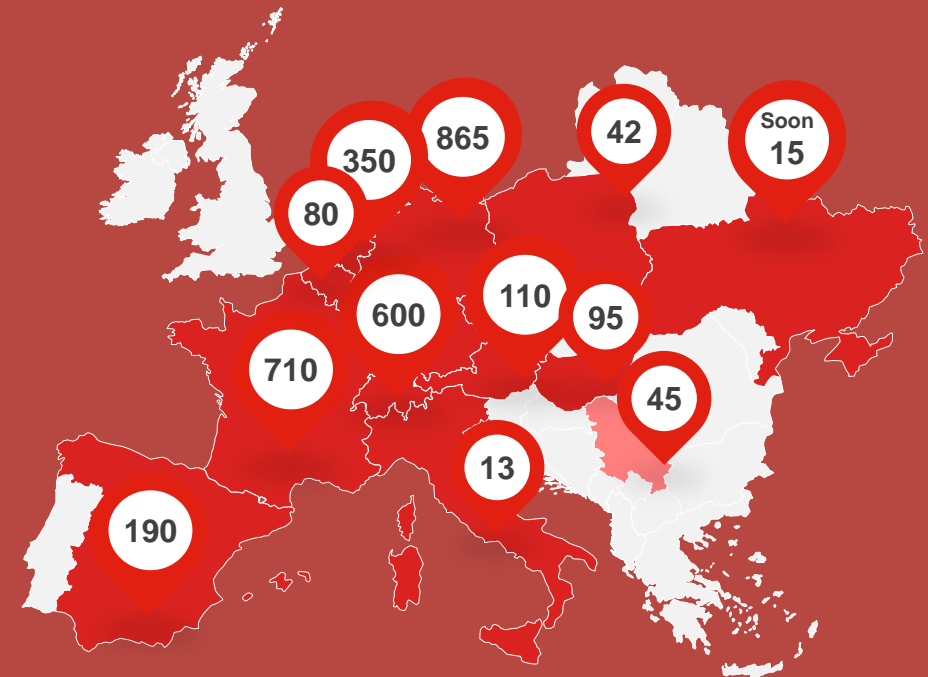
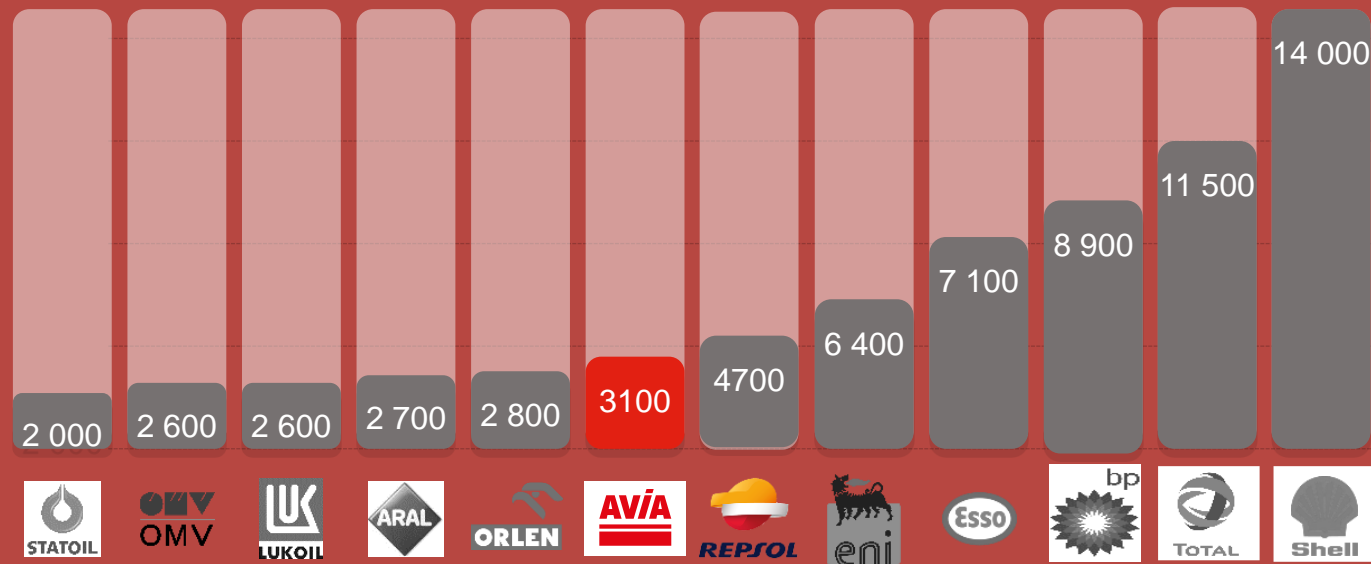
**AVIA**

Today, the AVIA brand is present in more than 50 countries worldwide with our distribution partner network, which is expanding steadily.



# One of the strongest networks in Europe

## AVIA - fuel brand no 7 in Europe



Over 3100 patrol station in Europe





# Photos of AVIA petrol station from Poland







# AVIA stands not only for fuel stations

**AVIA goes also for:**

- Wholesale of fuels
- Heating oil and pellets
- Electric energy
- Engine oils

AVIA is also a serious player on the wholesale fuel market and the seller of, among others: electricity, oils and lubricants for the automotive industry and heating oil. AVIA also invests in so-called green energy (solar and wind farms) and develops charging stations for electric vehicles. In Poland, under the AVIA brand, we will soon want to sell electricity and natural gas to a retail customer and we hope that these products will be just as well accepted as petrol stations.





# From CHALLENGES to LEADERSHIP

VS

During the last years, there is a need for population in the world to go to a cleaner mobility. The collective consciousness, the health and economic issues of pollution are at the center of public attention. We know the solution should be a mix of different alternatives that are existing.



# AVIA FRANCE – focus on NATURAL GAS



- LPG
  - Hybrid vehicle
  - Electric vehicle
  - B30
  - Bio Fuel
  - Hydrogen vehicles
- CNG & LNG

Terrestrial gas mobility tends to occupy today one of the most significant positions on the sustainable transport market. And that's the one AVIA choose to focus on at the first place, because not every energy could be developed at the same time.





# AVIA FRANCE – focus on NATURAL GAS



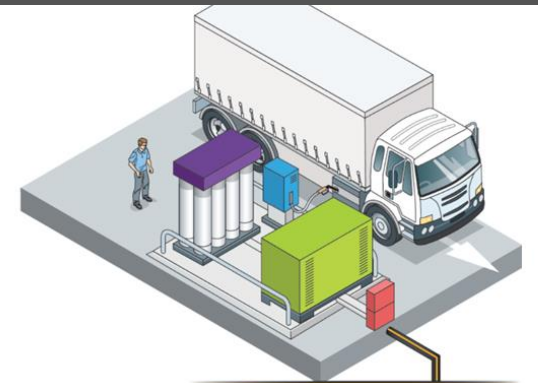
- the fuel is supplied by the distribution network of gas
- the fuel is compressed (250 bar)
- It can be stored in a buffer tank
- Fuel is distributed as vehicles arrive on runways
- the station can deliver GNC or BioGNC
- Filling time equivalent to traditional fuels ("fast" station)
- Ease of use



▶ QUICK  
CHARGING  
STATIONS



▶ SLOW  
CHARGING  
STATIONS







# AVIA SWITZERLAND – focus on HYDROGEN



Seven Swiss companies (including AVIA Organisation) have formed an association with the goal to jointly develop nationwide network of hydrogen refuelling stations in Switzerland.

Jointly they operate more than 1'500 traditional refuelling stations and over 1'700 heavy duty vehicles → an ideal constellation to establish a nationwide H2 infrastructure. Completion set for 2023.

Together they are able to solve the chicken/egg dilemma on their own. In addition, they have established a policy to use green H2 only – H2 exclusively produced via electrolysis with renewable energy.



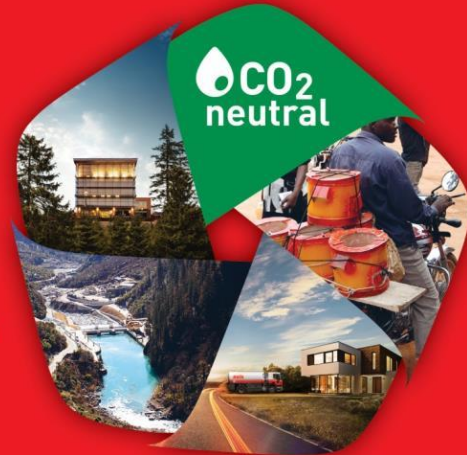


# AVIA GERMANY – HEATING OIL and reducing the CO2 emission



## NEU[tral] HEIZEN

Mit der ersten CO<sub>2</sub>-neutralen Heizöl-Produktlinie von AVIA fördern Sie gemeinsam mit uns Projekte zur Minderung klimaschädlicher Emissionen – Ohne Aufpreis. **Das ist die neue Art zu heizen.**



[avia.de/klimaneutral](https://avia.de/klimaneutral)

In Germany AVIA offers a range of “CO2 neutral” heating oils. “CO2 neutral” means that AVIA compensates for the emissions caused by the burning of the heating oil in the households or industry through effective climate protection projects. There is no charge for the customer.





# AVIA EUROPE – heading for ELECTROMOBILITY



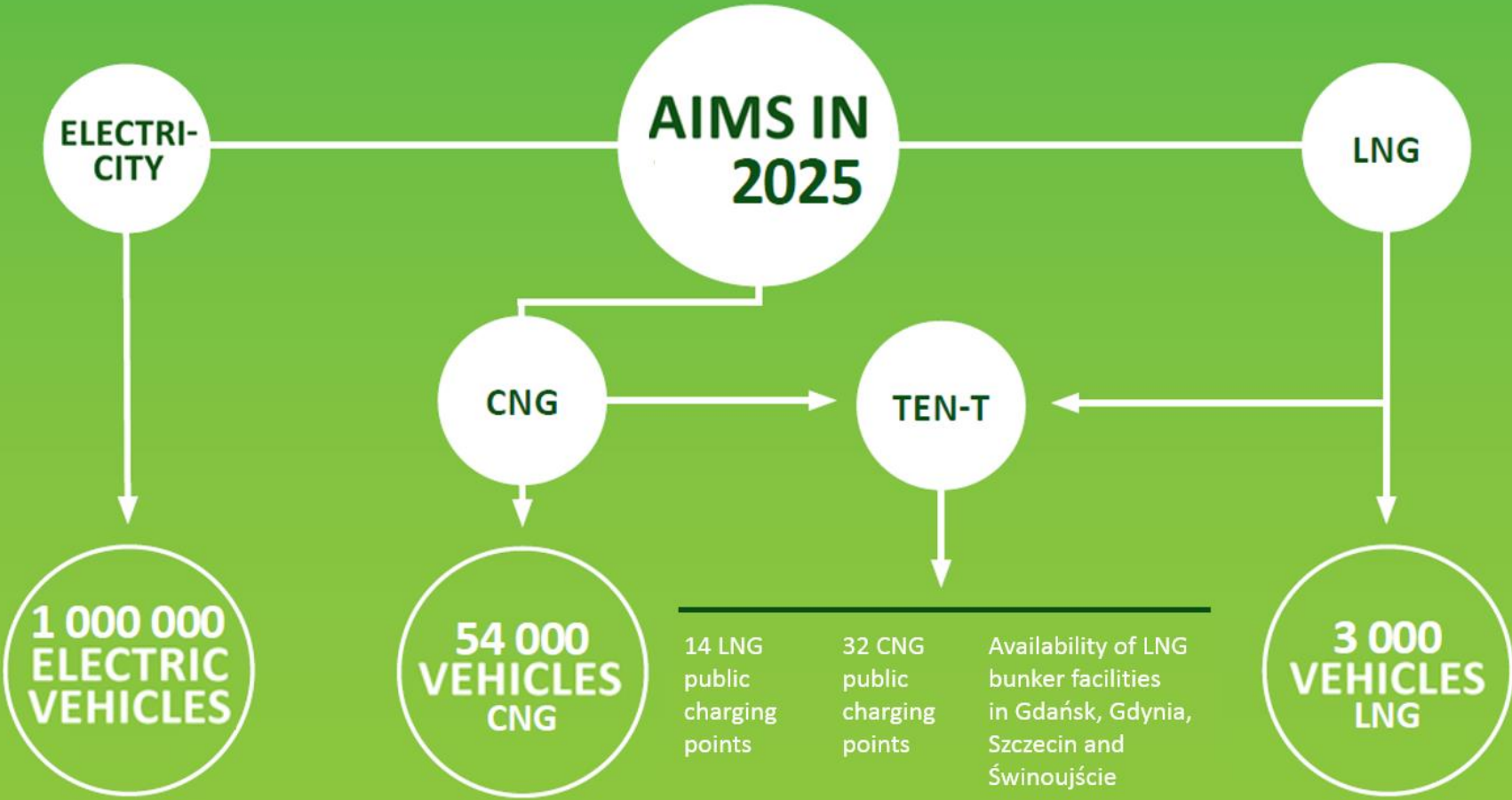




# POLAND – Strategy for development of ELECTROMOBILITY

## TARGETS

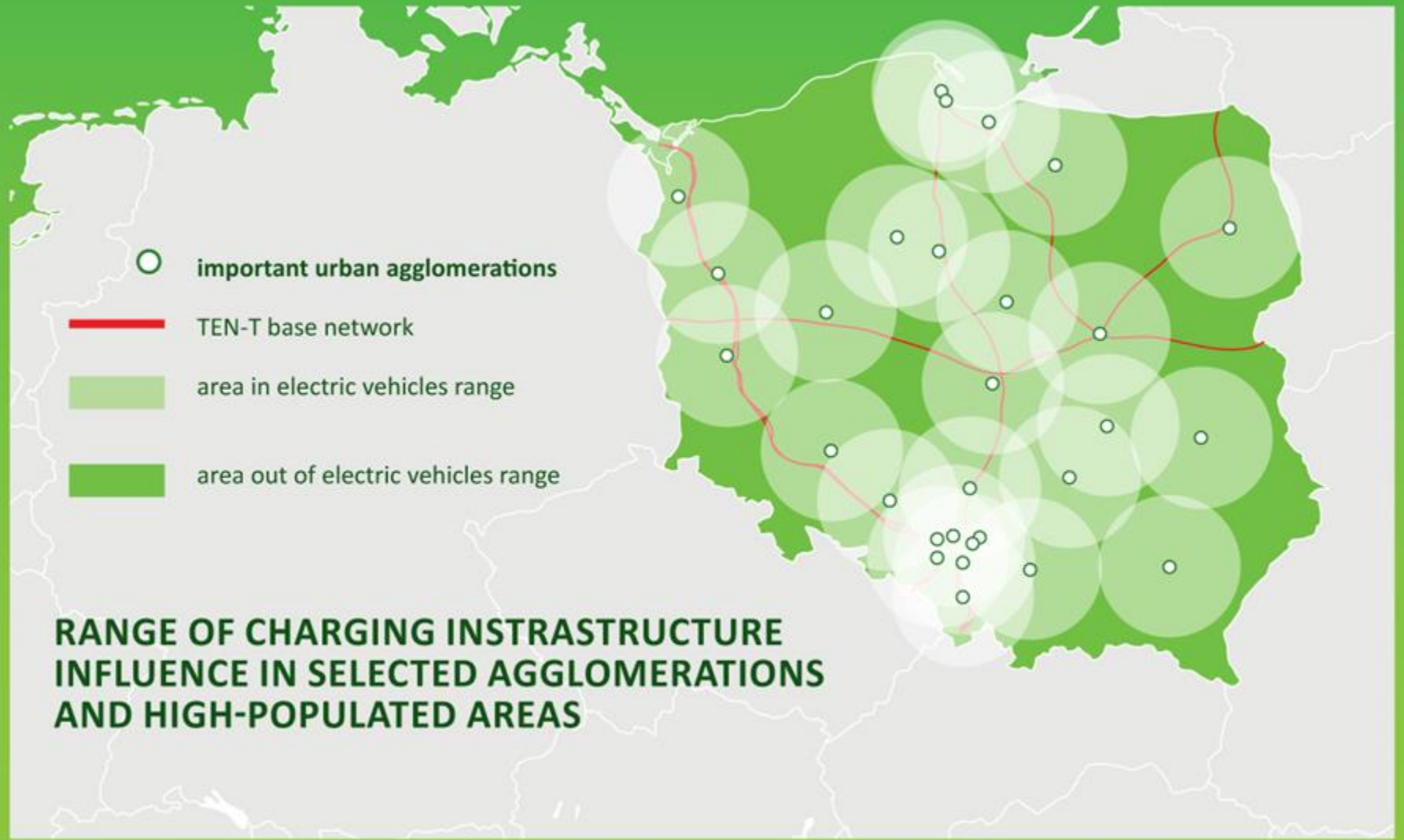
## AIMS TO ACHIEVE







# POLAND – Strategy for development of ELECTROMOBILITY







# AVIA plan for UKRAINE – in 2019







# The first AVIA stations in the city of Kiev



Partnership with the WEXLER Group - 2 test stations



**WEXLER  
GROUP**





A scenic view of a multi-lane highway winding through a lush green landscape under a dramatic, cloudy sky. Several trucks and cars are visible on the road. Overlaid on the scene is the word "AVIA" in large, bold, red, 3D-style letters with a slight glow.

# AVIA

**THANK YOU**

**Adam Sikorski**

- President of UNIMOT Group, PL