




Ready for the future?
Hectronic's digital platform grows
dynamically based on your requirements

Nils Rhode
CTO Cloud Systems

17th of May 2022 @ Uniti expo

www.hectronic.com





„The world is not investing enough to meet its future energy needs, and uncertainties over policies and demand trajectories create a strong risk of a volatile period ahead for energy markets.“

(World Energy Outlook 2021, International Energy Agency)



Cars and heavy trucks use the largest volume of oil
of any sector today and in 2020 they consumed around 30 mb/d

(World Energy Outlook 2021, International Energy Agency)



Hectronic GmbH
Bonndorf

Hectronic India Pvt. Ltd.
Bangalore

Hectronic VSG GmbH
Oberhausen, Bremen, Berlin,
Leipzig & Einbeck

Hectronic Schweiz AG
Brugg

Hectronic Austria GmbH
Pucking

Hectronic France Sarl
Saint Maur des Fossés

Hectronic Polska Sp. z o.o.
Czestochowa



That's Us!



Filling Station Management Almost by Itself

We are your partner for optimizing your 24h filling station and for the management of fuelling processes.

Hectronic

Mobile Payment Platform and Autorization System easy2fuel



Easy & fast refuelling!
easy2fuel offers extensive functions
With the **ConSy** Management Tool
all transactions, overviews and ev

The Modules & Functions can be individually co

- Custom Design
- Connection to 3rd-Party Systems
- Mobile Payment
- Check

Take Off with alternative fuels

- We provide the basis for the **Filling Station Management** of the future
- HecVision Eco** contains proven technology supplemented by state-of-the-art fu
- Designed for filling stations with al

✓ Ethanol ✓ Electricity

Ready for E-Mobility

With our solutions, your entry into e-mobility is a success.
Already compliant with the charging station ordinance (LSV).

MANAGE

The platform-independent and web-based back-office solution is your control centre.

INTEGRATE

With **eReady**, electricity becomes a further fuel that you can offer at your filling station. In mixed operation, of course!

eReady

AUTHORIZE

The **Eco Terminals** HecFleet Eco, Hecconomy Eco and HecVision Eco are ready for e-mobility and other alternative fuels

PAY

Hello future! Here comes the new, completely cashless **payment terminal HecPay Eco**. With great flexibility and functionality, it facilitates your entry into e-mobility

Filling Station Management Almost by Itself

We are your partner for optimizing your 24h filling station and for the management of fuelling processes.

MANAGE

The platform-independent and web-based **Management Software HecPoll** is your control centre.

With the **PetroLine Monitoring Software and App**, you have all your terminals and devices under control.

MEASURE

Reliable measurement of tank contents, exact data registration and flexible

PAY / AUTHORISE

Online Authorisation Solution and Fleet Card Acceptance **FleetNet**

Digitize your fuel card with the **easy2fuel Authorization System**.

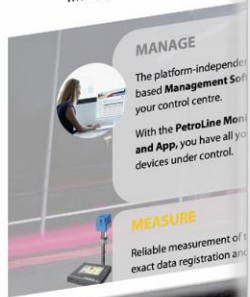
The **HecStar Fuel Terminal** is the tailor-made solution for public filling stations. Also available as terminal for car wash facilities.

Automatic Vehicle and Driver Recognition **PetroPoint**

that you can offer as your
operation, of course!

Filling Station Management Almost by Itself

We are your partner for optimal management of fuelling processes



Mobile Payment Platform and Autorization System easy2fuel

Hectronic



Easy & fast refuelling!
easy2fuel offers extensive functionality on a modular basis.

With the **ConSy** Management Tool for user and rights management, you have all transactions, overviews and evaluations in view 24/7.

The **Modules & Functions** can be individually combined at any time:



Custom Design



Connection to 3rd-Party Systems



AVR



Alternative Fuels



Mobile Payment



Check



Fuel Card & Multiple Cards



eReady



FleetNet

The secure processing of fleet cards

Online authorisation of fleet cards at the terminal. The cards are centrally checked & authorized on the server.

FleetNet Routing for station operators & **FleetNet Host** for card issuers

Filling Station Management

We are your partner for the management of fuelling

Mobile Payment



The Module

Custom

Mobile Payment

Take Off with alternative fuels

- We provide the basis for the **Filling Station Management** of the future
- **HecVision Eco** contains proven technology supplemented by state-of-the-art functions
- Designed for filling stations with **alternative fuels**



✓ Ethanol ✓ Electricity ✓ eFuels ✓ Hydrogen ✓ LNG ✓ CNG

that you can offer in your operation, of course!

Hectronic

Hectronic



PRIZE

Terminals HecFleet Eco, Hecconomy Eco and Hecvision Eco are ready for e-mobility and alternative fuels

The new, completely digital HecPay Eco terminal offers all the functionality, it needs for e-mobility

Filling Station Management

We are your partner for optimal management of fuelling process

Mobile Payment



Easy
easy
With
all t

The Modules & Functions

Custom Design

Mobile Payment

Ready for E-Mobility

With our solutions, your entry into e-mobility is a success.
Already compliant with the charging station ordinance (LSV).



MANAGE

The platform-independent and web-based **back-office solution** is your control centre.

INTEGRATE



With **eReady**, electricity becomes a further fuel that you can offer at your filling station. In mixed operation, of course!



AUTHORIZE

The **Eco Terminals** HecFleet Eco, Heconomy Eco and HecVision Eco are ready for e-mobility and other alternative fuels

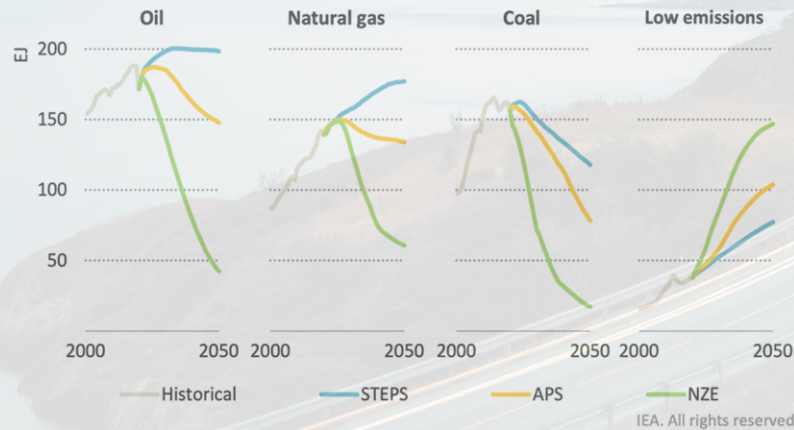
PAY

Hello future! Here comes the new, completely cashless **payment terminal HecPay Eco**. With great flexibility and functionality, it facilitates your entry into e-mobility



We are in a disruptive change...

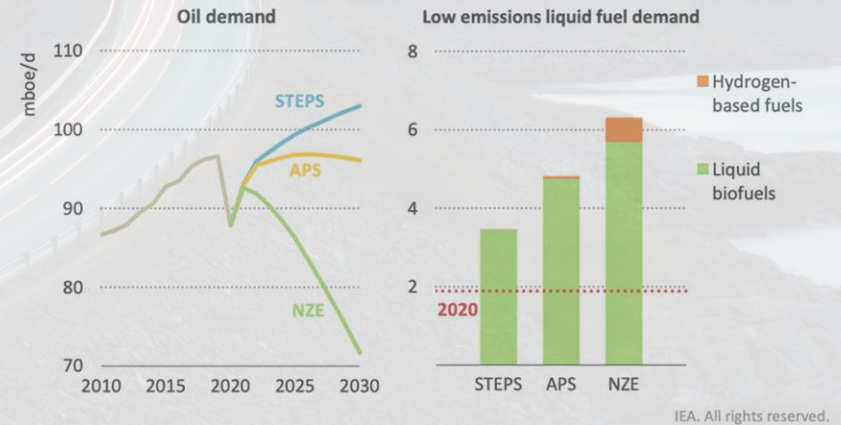
Figure 5.1 ▶ Oil, natural gas, coal and low emissions fuel use to 2050



Fuels are an integral part of the energy system in each scenario, but reaching net zero requires a transformation in their production, use and supply chain emissions

Note: Low emissions fuels include low-carbon hydrogen, hydrogen-based fuels and modern bioenergy.

Figure 5.3 ▶ Oil demand over time and low emissions fuel demand in 2030



A 31 mboe/d difference in oil demand emerges between the STEPS and NZE by 2030. Biofuels remain the largest low emissions fuel but hydrogen-based fuels increase in the NZE

Note: mboe/d = million barrels of oil equivalent per day.

We are in a disruptive change...

No new cars with
internal combustion
engines sold
(by 2035 – committed by many countries)

~25% of the heavy
trucks are electric or
fuel cell vehicles
(by 2050)

~50% of the cars on
the road are electric
(by 2050)

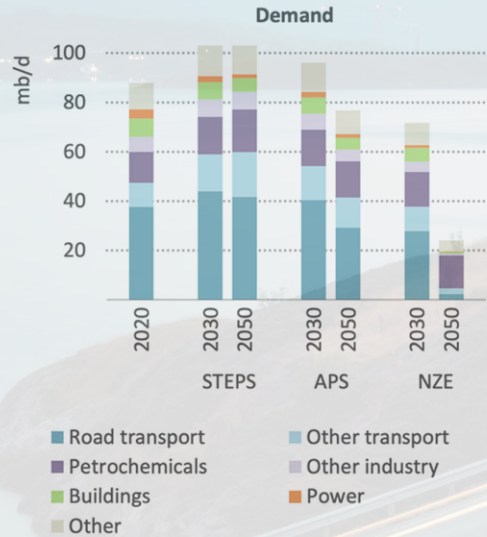
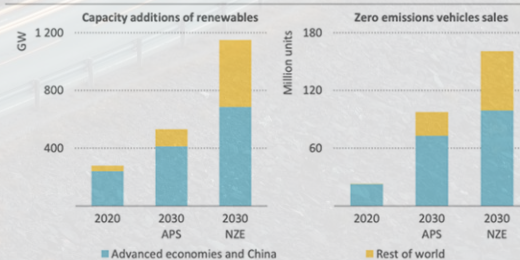


Figure 1.8 ▶ Selected indicators of clean electrification in the Announced Pledges and Net Zero Emissions by 2050 scenarios

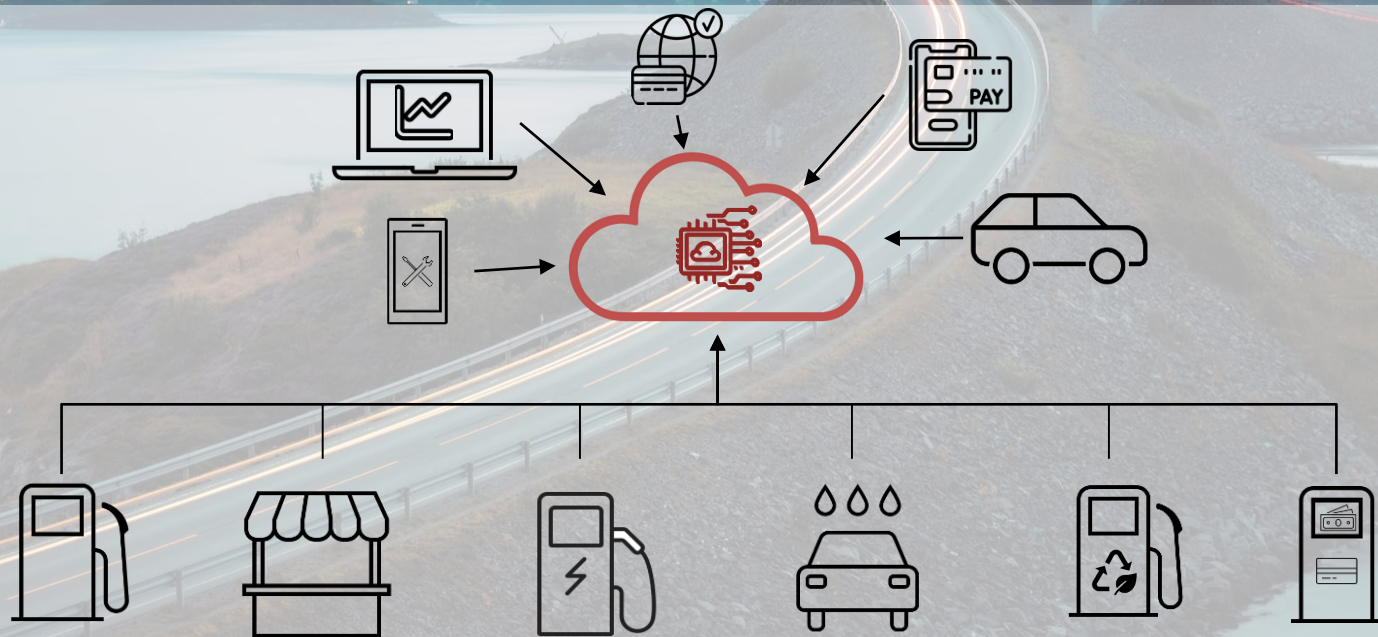


IEA. All rights reserved.

To close the gap between announced pledges and a net zero pathway, all countries need to do more, with the largest increases in emerging market and developing economies

Notes: Zero emissions vehicles (ZEVs) include battery electric vehicles, plug-in hybrid electric vehicles and fuel cell electric vehicles. This figure shows ZEVs sales of all vehicle types including passenger vehicles, trucks, buses and two/three-wheelers.

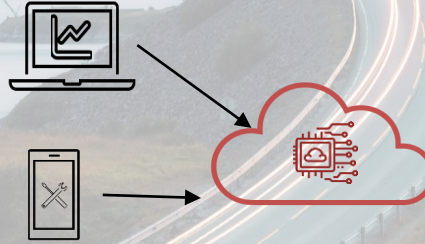
Opportunities through digitization...



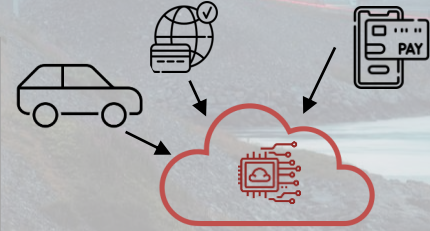
Opportunities through digitization...



More connectivity between
forecourt, cars through
“over-the-air”
communication

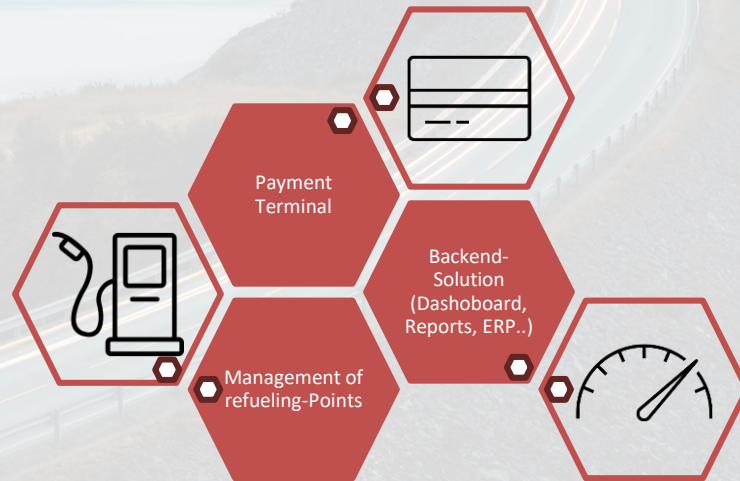


More insights for better
decision-making &
“predictive refueling”

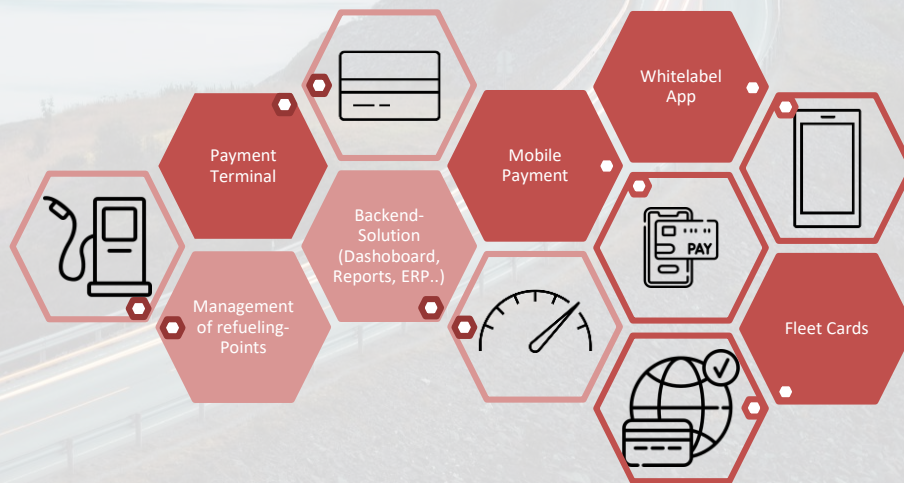


Advanced user-
experience through
Omnichannel

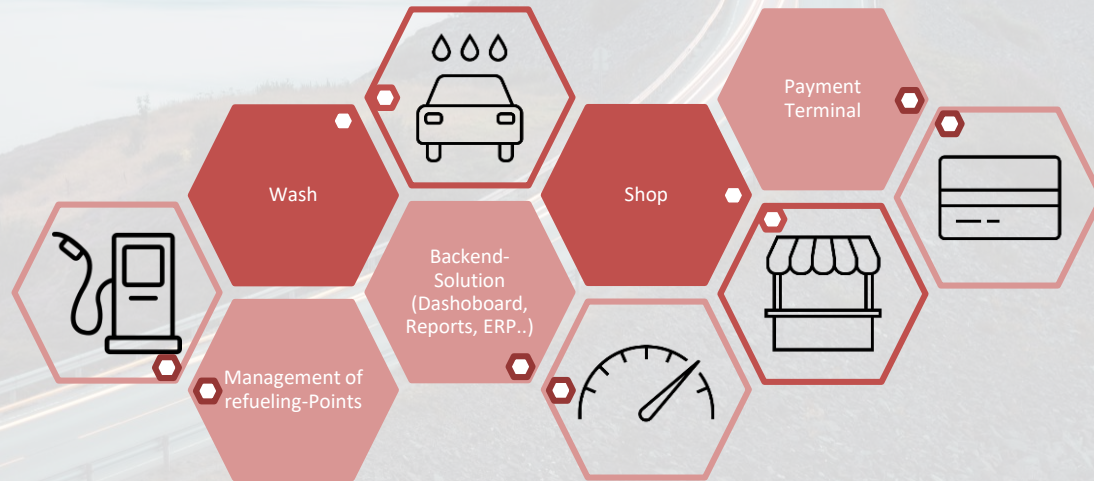
The core solution...



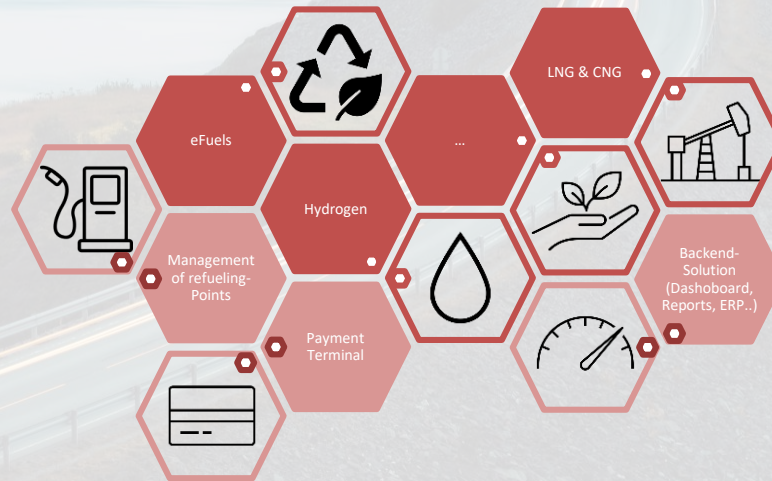
... focused on better user experience by providing various payment solutions



... focused on additional sales channels by providing washing & shop



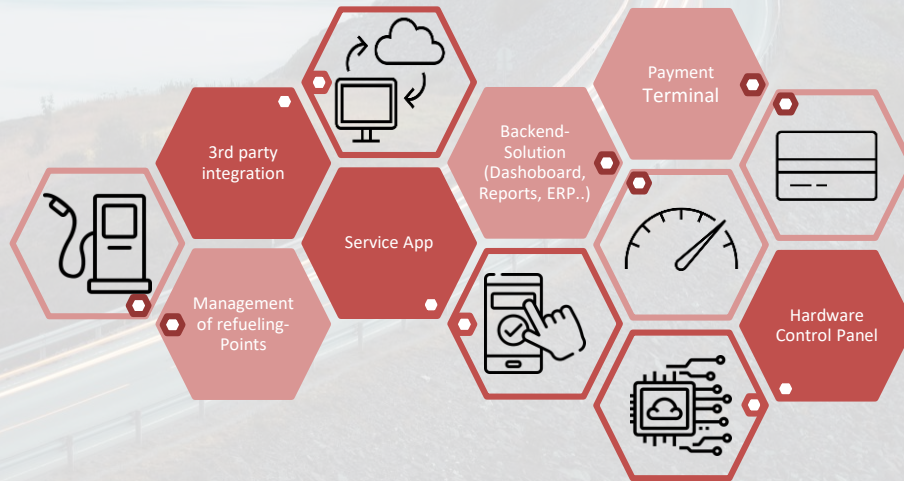
... focused on differentiated products like alternative fuels



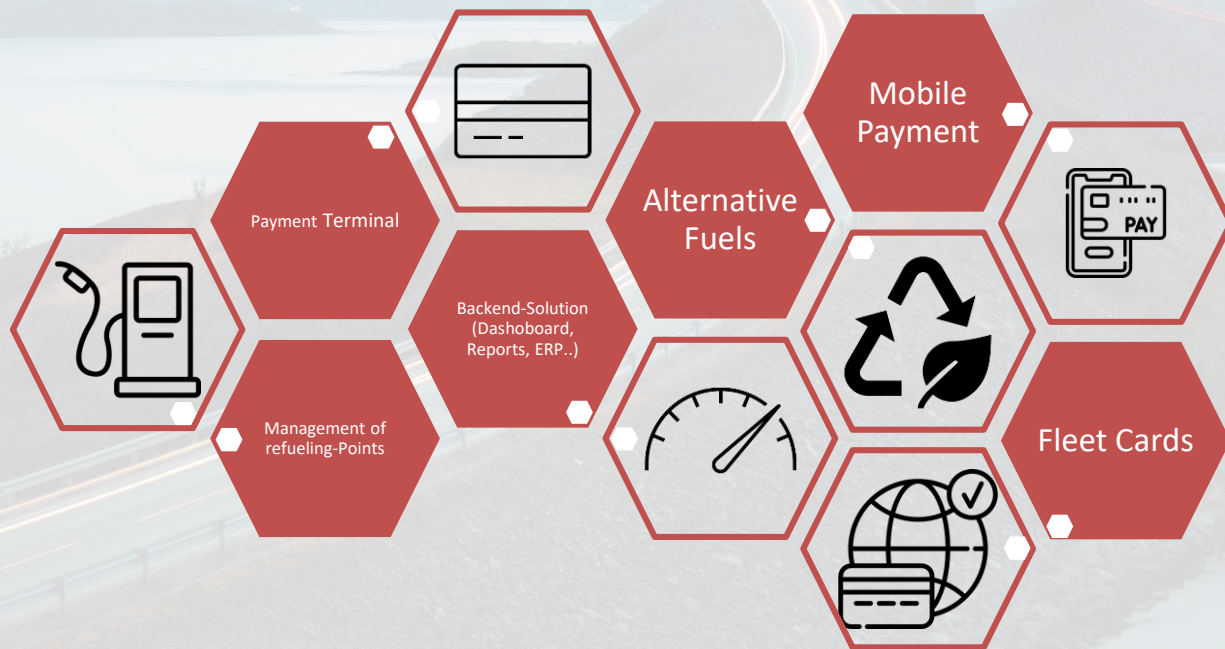
... focused on differentiated products like eMobility



... focused on better services and operations by Interoperability



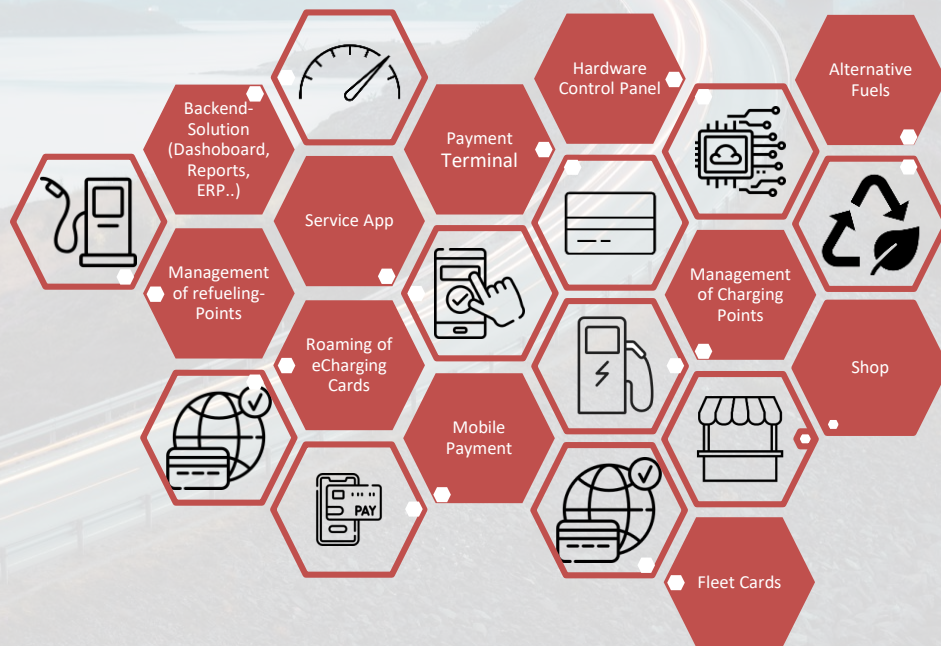
One solution that fit's to various opportunities



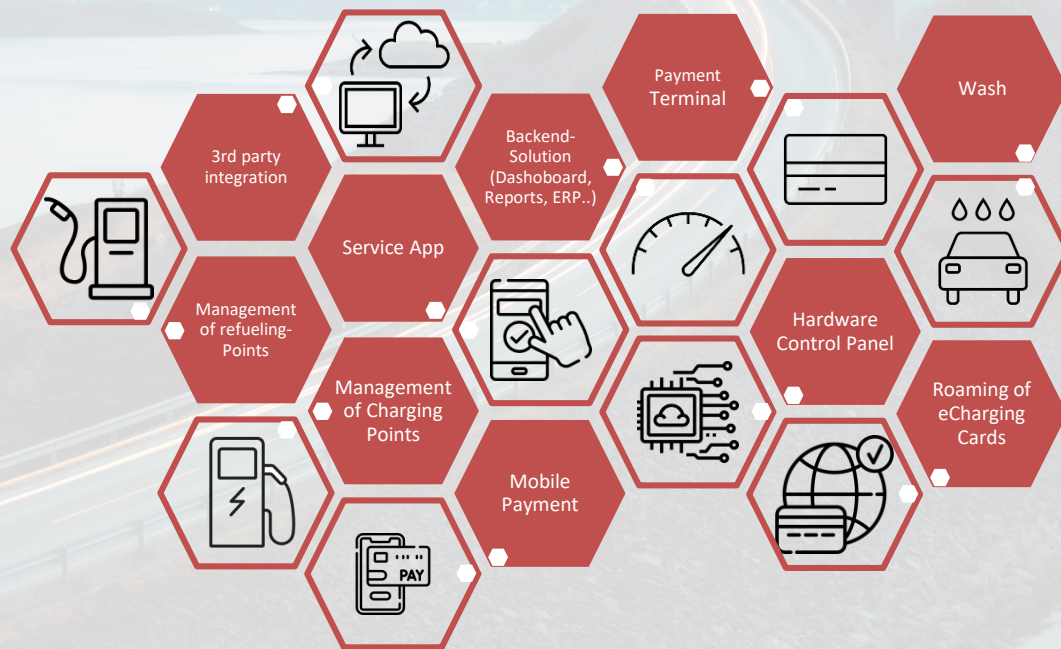
One solution that fit's to various opportunities



One solution that fit's to various opportunities



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One solution that fit's to various opportunities



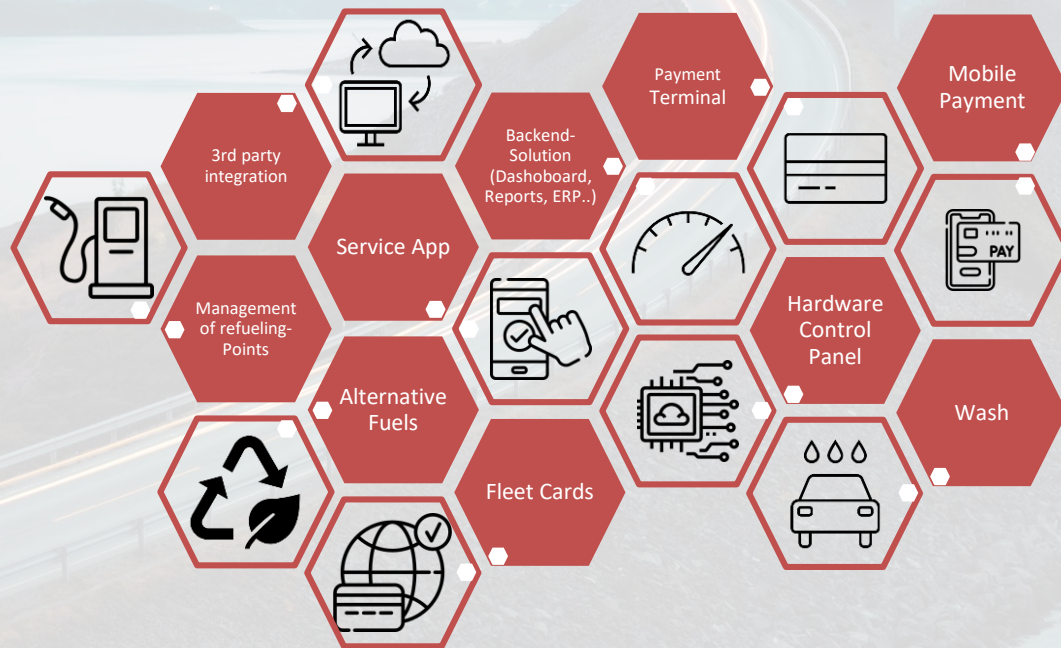
One solution that fit's to various opportunities



One solution that fit's to various opportunities



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One solution that fit's to various opportunities



One solution that fit's to various opportunities



One solution that fit's to various opportunities



One solution that fit's to various opportunities



My 5 Take-aways



We are in a disruptive change with many opportunities and more to come



The more you can see – the better you can decide and adjust



Flexibility and speed of adoption as key of success



**The needs of the customer will differ based on many factors
(like location, customer segment)**



The digitalization is a key factor as forecourt connectivity will increase

Are you ready to shape the future?



Hectronic's cloud platform is designed to grow with the future and constantly adopt to new needs. This allows our customer to shape the transformation.

Let's talk!
You can find us on the UNITI expo in following places:
5 / 5A14 & 1 / 1E60



Thank you for your attention!



linkedin.com/in/nils-rhode/



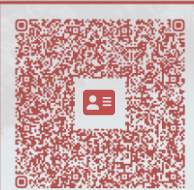
rhode@hectronic.com



Meet me at the UNITI expo...



Connect



vCard

A grayscale background image showing two men in business suits running on a track. The man in the foreground is crossing a finish line, with his arms raised in a celebratory gesture. The man in the background is also running towards the finish line.

"Being successful requires two things.
Clear goals and a burning desire to achieve them!"

- Johann Wolfgang von Goethe -