

# IDENTIC AB

## Innovative Refilling Solutions



## Company Profile

IDENTIC supplies products for professional handling of fuels and chemicals as well as system solutions for day-to-day service and management of vehicles and vehicle depots.



- Focus on Innovation – Design – System Integration.
- Portfolio of proprietary products and system solutions within its two main areas of expertise: Spill-free Vehicle Refilling (SVR) and Intelligent Depot Systems (IDS).
- More than 25 years of experience.
- More than 200 depots and 50 000 vehicles equipped.
- Strong brand within its niche market.

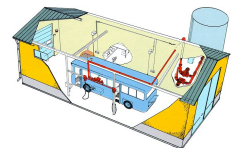
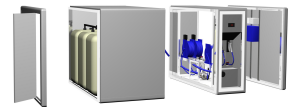
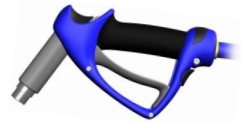


**for Professionals by Professionals**

# Products and System Solutions

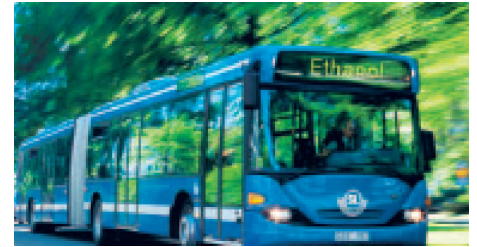
IDENTIC develops and supplies the following products and system solutions:

- **SVR Vehicle Kits:** include the male spill-free coupling, the level sensing device, the vehicle control module and fixing assemblies (inlet adaptor).
- **SVR Nozzles:** include the female spill-free coupling, ergonomically designed nozzle and flow control trigger and a hose attachment fitting.
- **Refilling Systems:** include the hoses, valves, meter, pumping unit and storage system.
- **Depot Management Systems:** include vehicle identification systems, authorisation and control terminals and management software.



## Established and Respected Partner

- IDENTIC supplies products and system solutions to a wide range of transportation companies, including bus and truck operators, specialist vehicle operators, trains and ferry boat operators.
- 75% of the buses used for scheduled services in Sweden are fitted with the IDENTIC AT-1 SVR system for Diesel. IDENTIC's customers within this market segment include Connex, BussLink, Concordia, Arriva and other Pan-European bus fleet operators.
- IDENTIC has large market shares in the Scandinavian countries and in the Netherlands as well as a rapidly growing market share in Great Britain.
- IDENTIC is now expanding its networks in Europe and on other continents.



# Spill-Free Vehicle Refilling (SVR)



## Spill-Free Vehicle Refilling (SVR)

IDENTIC was asked to solve major fuel and service efficiency problems as well as environmental concerns at depots for heavy duty vehicles.

Spill-Free Vehicle Refilling (SVR) was the answer.



### SVR Spill-Free Vehicle Refilling

replaces this



with this



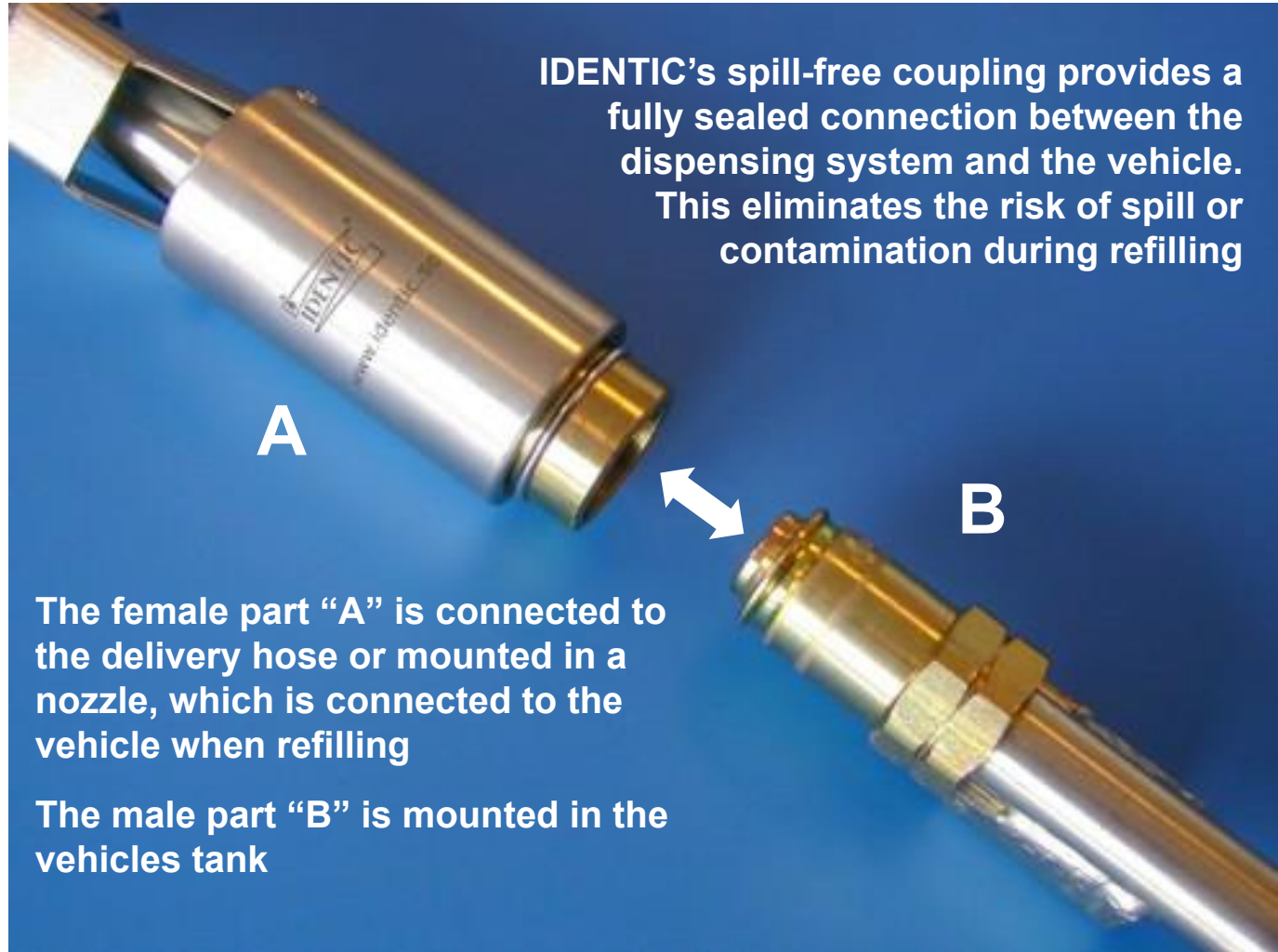
Conventional refilling methods carries inherent risks for:

- loss of fuel - due to spill, foaming and over-filling - causing unnecessary cost and pollution.
- unauthorized refilling.

IDENTIC SVR ensures:

- clean working area and no environmental pollution
- protection against un-authorized refilling
- increased service efficiency and more reliable vehicle utilisation

# IDENTIC SVR Technology



IDENTIC's spill-free coupling provides a fully sealed connection between the dispensing system and the vehicle. This eliminates the risk of spill or contamination during refilling

A

B

The female part "A" is connected to the delivery hose or mounted in a nozzle, which is connected to the vehicle when refilling

The male part "B" is mounted in the vehicles tank



(This illustration shows IDENTIC's spill-free coupling for diesel)

# Working with Different Fuels and Chemicals

IDENTIC supplies SVR products for a range of fuels and chemicals and offers solutions to suit each product and customer demand.

Diesel (Commercial)



Diesel/RME (Retail)



Ethanol



Methanol



AdBlue





# SVR Applications – Examples



## SVR for Diesel – Continuously Growing Market



- IDENTIC has been a supplier of SVR solutions for Diesel since 1979.
- IDENTIC's SVR solution for Diesel has actually become an industry standard for refilling buses in Scandinavia.
- SVR for Diesel was originally developed by IDENTIC on request by vehicle fleet operators experiencing problems due to extensive loss of fuel - due to spill, over-filling and unauthorized refilling - causing unnecessary cost and pollution.
- With the immediate benefits from an improved refilling process, fuel cost savings and cleaner working environment, IDENTIC's SVR system offers the vehicle fleet operators a quick return on investment – so quick that they refuse IDENTIC the opportunity to supply the equipment on a success fee basis!



## SVR for AdBlue – Already an Industry Standard



- Selective Catalytic Reduction (SCR) and AdBlue (urea solution) has been selected by the European Vehicle Manufacturers Association (ACEA) as the main solution to reduce emissions from Diesel engines.
- ACEA invited IDENTIC to investigate and develop a refilling system for AdBlue.
- The properties of AdBlue presented challenges which required a unique solution.
- IDENTIC developed a SVR system specifically for use with AdBlue and was subsequently also asked to draft the industry standard for the interface between the filling station and the AdBlue tank on the vehicle.
- IDENTIC's AdBlue SVR system protects the vehicle, the working area and the environment from the risk of crystallisation and corrosion due to spill of AdBlue.



## SVR for Ethanol – Rapidly Emerging Market



- The use of Ethanol as fuel for HDV's as well as for SUV's and other vehicles is projected to increase dramatically world-wide in the next few years.
- IDENTIC has long and extensive experience from developing and supplying refilling solutions for Ethanol.
- Our company has built a large number of Ethanol refilling stations - both for public service and private use.
- We have recently been awarded several Turn-Key Contracts in Sweden for building new Ethanol refilling stations equipped with IDENTIC SVR solution.



# SVR for Methanol – Facilitates Intro of New Fuels

To facilitate the introduction of Methanol as a widely used fuel, IDENTIC has developed a SVR system for Methanol in co-operation with the Methanol Fuel Cell Alliance – here installed in DaimlerChrysler Nekar 5 Fuel Cell Vehicle.



DAIMLERCHRYSLER

**XCELLSIS**  
The Fuel Cell Engine Company

**BASF**

**METHANEX**  
A Responsible Care® Company



**STATOIL**



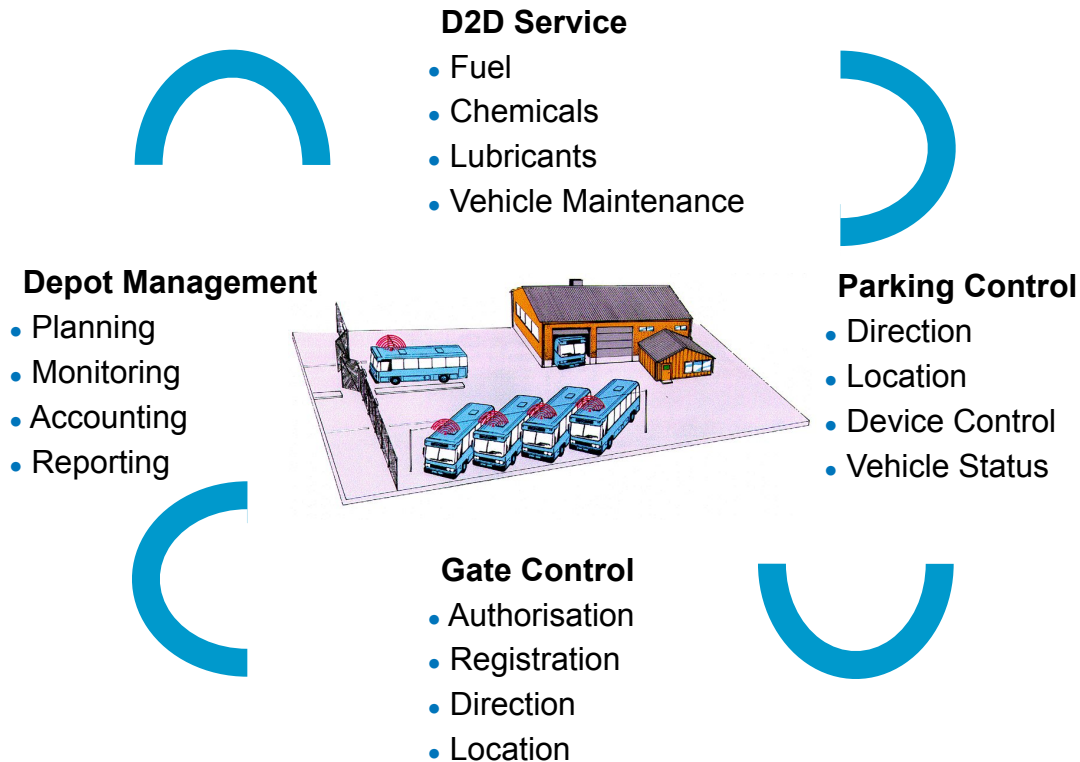
# Intelligent Depot System - IDS



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The IDENTIC Intelligent Depot System is the integration of key functions within a depot to provide the vehicle operator with a powerful tool to increase fleet utilisation and reduce costs.



## IDENTIC IDS Provides...



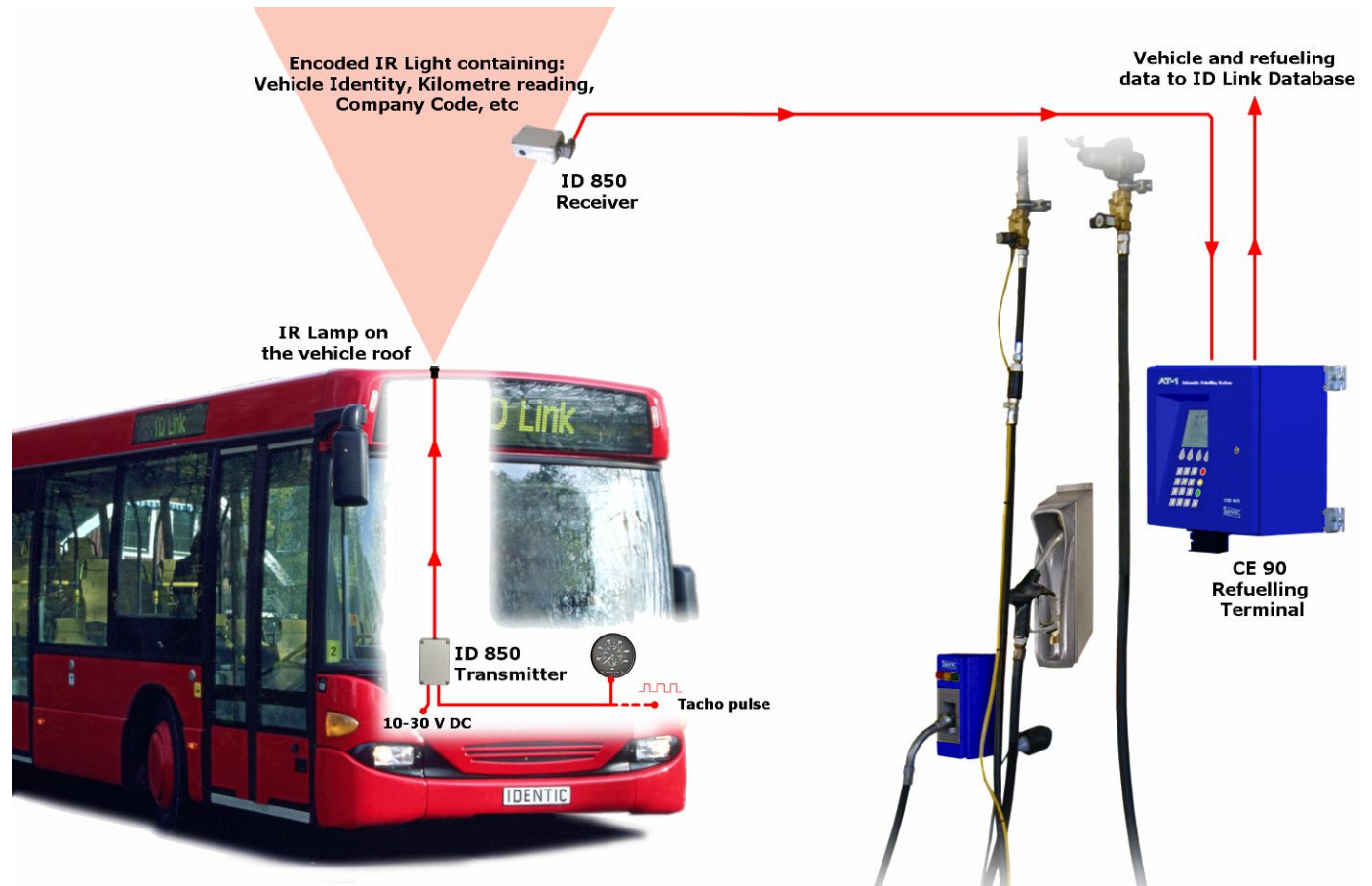
- **Automatic Vehicle Identification**
  - refilling information is linked to the correct vehicle
  - enables gate and parking control functions
- **Central, High-speed Pumping Equipment**
  - fast and efficient fuel supply to each refuelling point
- **Spill-Free Refilling**
  - protects the environment and saves money
- **Registration of all Products**
  - fuel, engine oil and other chemicals are dispensed and recorded automatically
- **Management Software**
  - provides up-to-date vehicle information, reporting and data export

**...a Complete Solution**

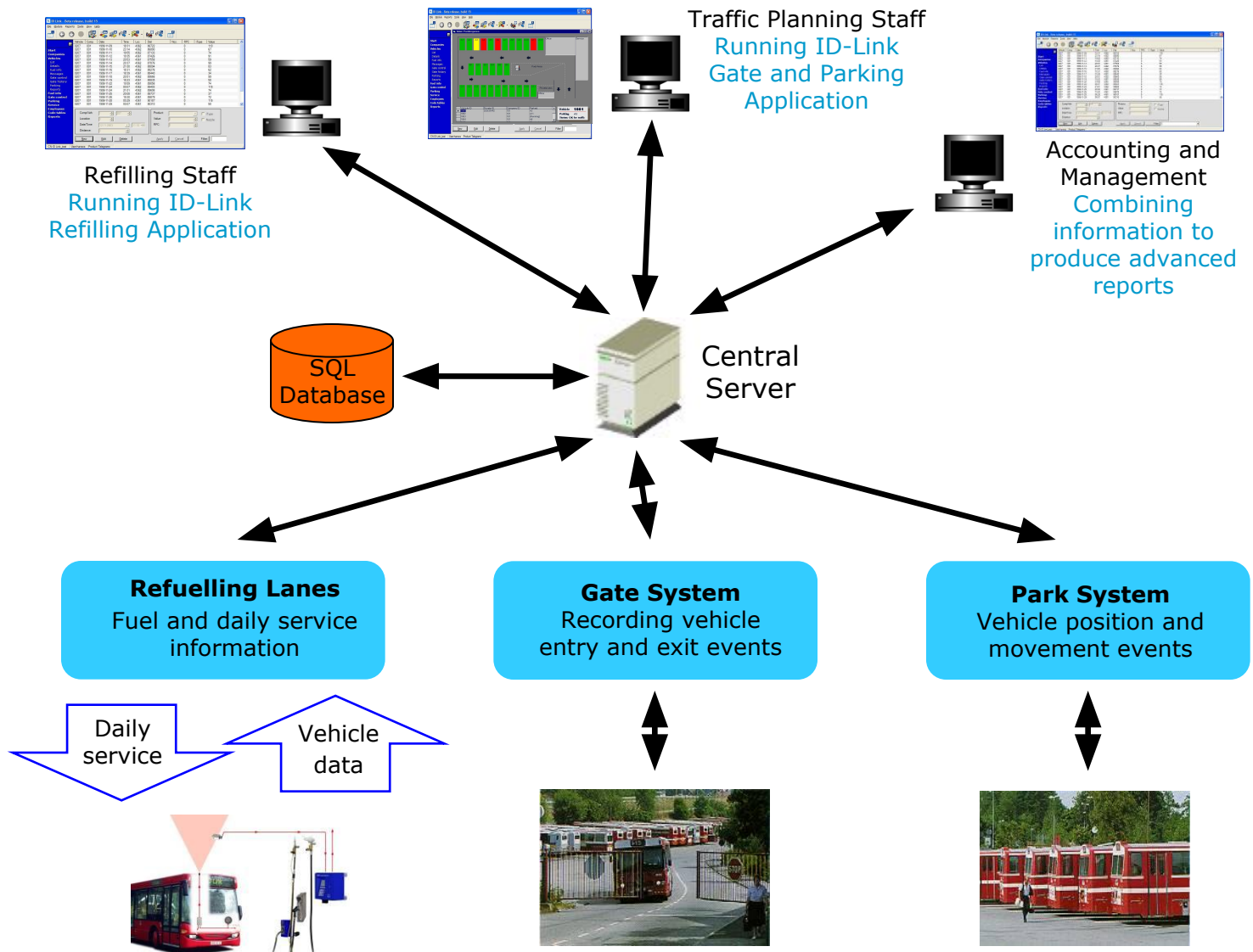


# Refuelling Lane Equipment (for Heavy-duty Vehicles)

Vehicle is automatically identified when entering the refilling lane.  
Fuel, engine oil and other chemicals are automatically recorded.  
The event data is automatically sent to a central database.



# ID-Link - Integrated Management Software

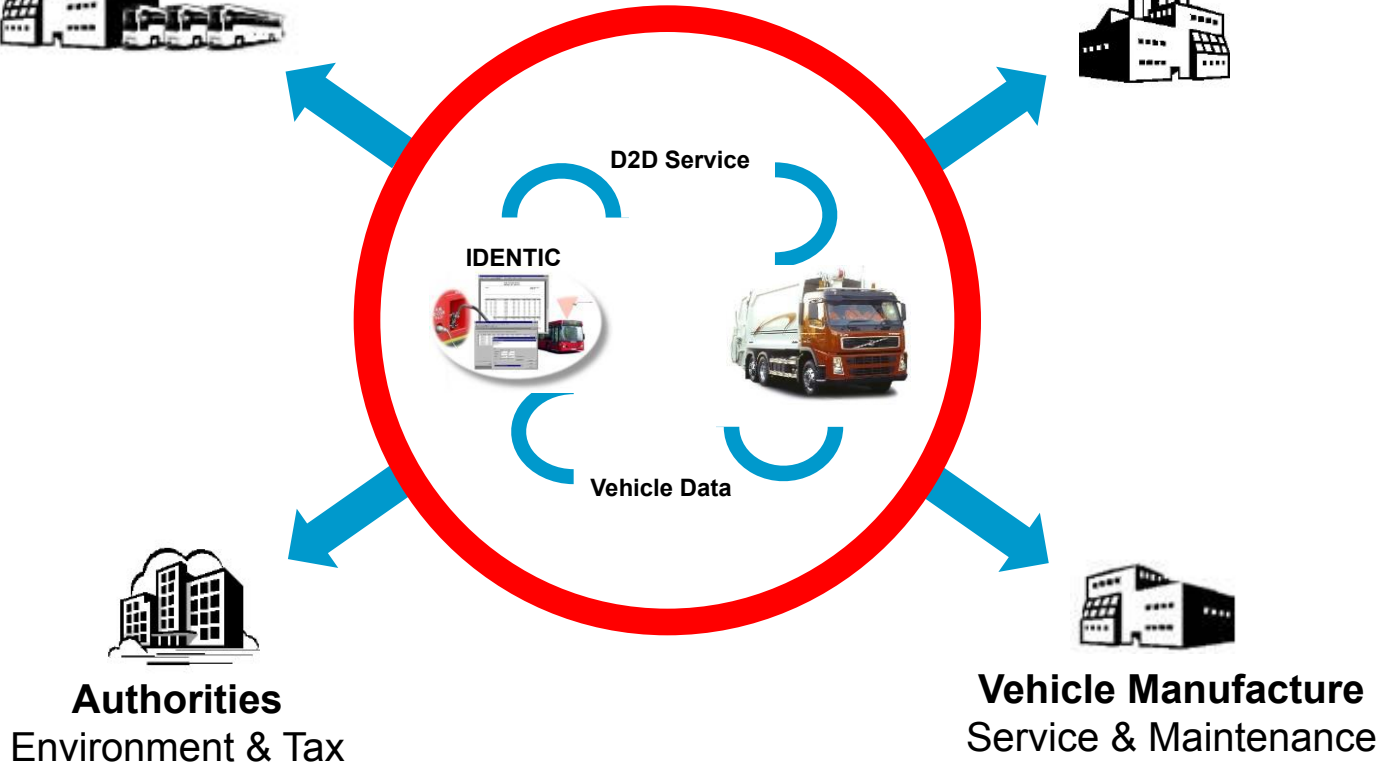


# Who Needs the Information?

**Vehicle Operator**  
Fleet Management



**AdBlue & Fuel Suppliers**  
Supply & Distribution



## To Summarise

- IDENTIC has a proven track record in developing and supplying Spill-Free Vehicle Refilling Systems (SVR) for a variety of fuels and chemicals.
- IDENTIC Spill-Free Vehicle Refilling Systems (SVR) and Intelligent Depot Systems (IDS) are providing vehicle operators with a significant increase in vehicle fleet utilisation, significant savings in fuel and manpower related costs while protecting the environment.
- Proven Spill-Free Systems for handling Diesel and Ethanol and new systems for handling products such as AdBlue and Methanol will provide the opportunity for rapid expansion over the coming years, both in Europe, America and ROW.
- IDENTIC will increase sales by expanding its distributor network and via international co-operation agreements.

## Innovative Refilling Solutions



For more information please contact:

**IDENTIC AB**

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