



## Presentation of annual revenues

February 2021

# Today's Speakers

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**Etienne Hermite**

CEO

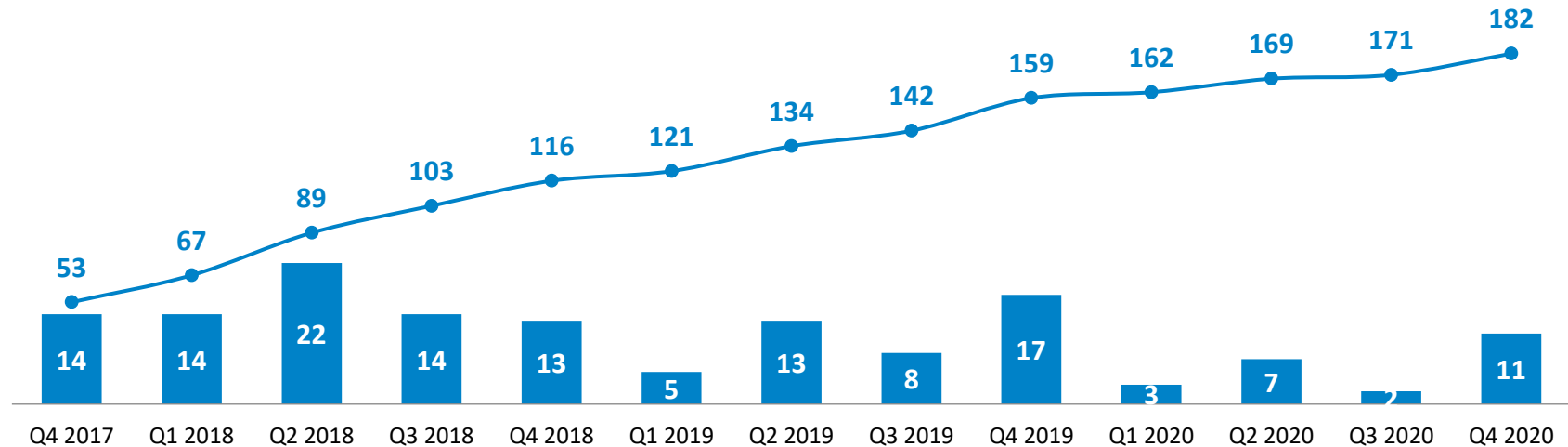


**Benoît Jacheet**

CFO

# Autonom<sup>®</sup> shuttle sales evolution


















## Constant growth of the installed base to 182 vehicles (+14%)



## 23 shuttles sold in 2020 including:

- Sale of 7 shuttles in Korea to ESMO Corporation and 5 in Japan to Macnica
- Commercialization of the 1<sup>st</sup> Autonom<sup>®</sup> Shuttle Evo at Macnica
- 3 shuttles sold in Saudi Arabia to SAPTCO

# Examples of experiments around the world in 2020

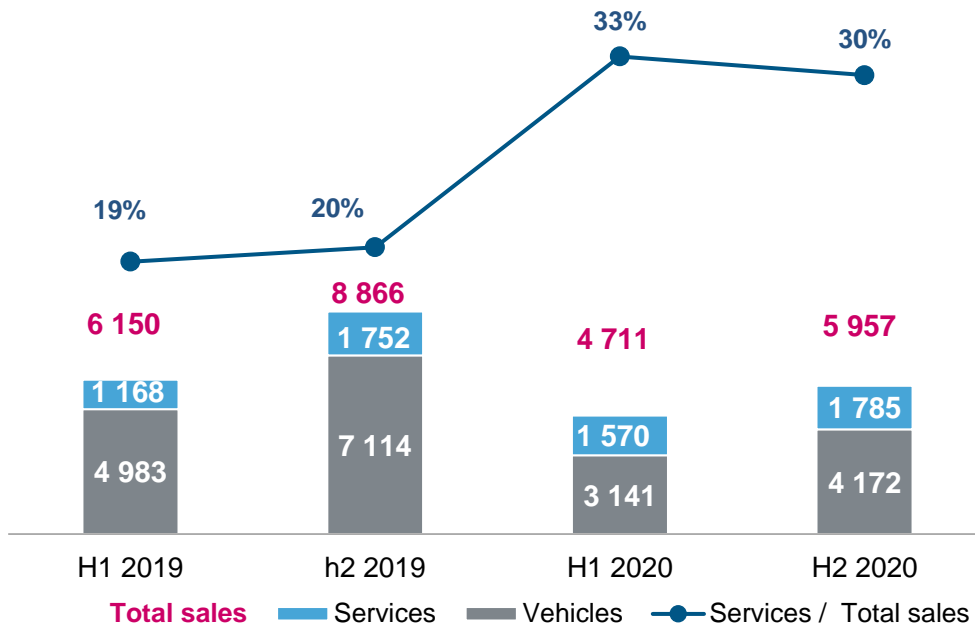
					
<b>Client</b>	Private site 	City City of Sakai Machi	City City of Aalborg	City Kolumbus (AOT).	Hospital 
<b>Operator</b>		Boldly 			
<b>Location</b>	Châteauroux - FR	Sakai Machi - JP	Aalborg - DK	Stavanger - NO	Jacksonville - FL, US
<b>Use case</b>	<p><b>Full autonomy – level 4</b></p> <p>Since June 2020, 1 Autonom® Shuttle Evo has been providing transportation for CNTS visitors. This is a 1st in Level 4 autonomous mobility, without an operator on board</p>	<p><b>Strengthening the transportation system</b></p> <p>This is the first time an autonomous shuttle service (3 shuttles) is operated on public roads in Japan. Service responding to societal challenges (aging population, shortage of bus drivers and cabs)</p>	<p><b>Increasing resident mobility</b></p> <p>Since March 2020 and for a period of 2 years, a daily autonomous shuttle service has been in place for the first time in Denmark. Operated by Holo, the shuttle travels 2.1km through the city.</p>	<p><b>Integrate a service into the existing transport network</b></p> <p>To provide a first/last mile connection between a residential area, the city center and several bus lines. 3.6 km route on open road with several technical difficulties such as a tunnel, a bridge over part of the road and multiple intersections. Duration of operation: 2 years.</p>	<p><b>Transporting COVID tests</b></p> <p>The use of technology to meet a strong need during the crisis is one of the missions of autonomous vehicles.</p>
					

More than 100 deployments carried out despite COVID in 2020 by Navya teams in 17 countries  
APAC (SN, CN, KR, JP, AU), EMEA (DE, FR, ES, CH, LU, NL, DK, NO, SE, AE, IL), NAM (US)

# Significant increase in Services revenues in 2020

## Change in annual revenue including the share of Services in total revenue

In € thousand



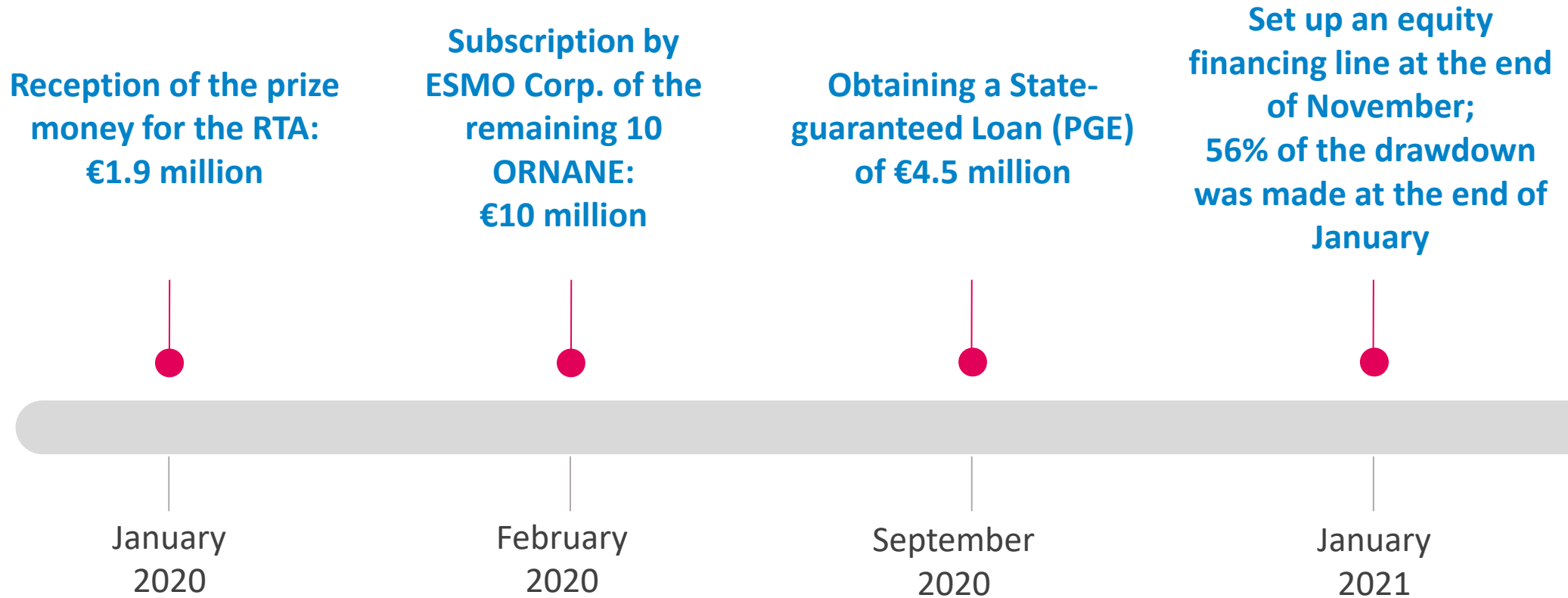
In € thousand

	2020	2019	Change	Change
<b>Vehicles</b> (one-off revenues)	7,313	12,097	(4,784)	-40%
<b>Services</b> (recurring revenues)	3,356	2,920	436	+15%
<b>Total</b>	<b>10,668</b>	<b>15,016</b>	<b>(4,348)</b>	<b>-29%</b>
<b>Share of Services in total revenue</b>	<b>31%</b>	<b>19%</b>		

- Continued momentum in the Services business (+15%), which now accounts for nearly one-third of total revenue
- Non-recurring revenues are mainly composed of vehicles as well as specific functionalities and support, deployment, and training
- Recurring revenues consist mainly of licenses, maintenance and supervision

# Strengthening of the cash position: €30.9m as of Jan. 29, 2021

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# Strategy & outlook

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1

Continued R&D investment to move from experimentation to the marketing of level 4 autonomous driving systems

2

Progressive deployment of technological advances through targeted experiments

3

Adaptation of the technology to new vehicle platforms

4

Reinforcement of the network of distribution partners to prepare for the industrialization of autonomous driving systems and their market launch



Thank you for your attention

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