

POLARGAS and AXEGAZ join forces on the Italian market



POLARGAS, part of the CPL CONCORDIA group and AXEGAZ Trading and Technologies SAS ("ATT") have entered into an agreement to add the exclusive acceptance of ATT's fuel card, the AXECARD, to POLARGAS's LNG offer for refueling stations in Italy. POLARGAS invites existing stations and stations under construction to contact us for any information.

LNG as a road fuel: economic, competitive and strategic

Natural gas is incontestably the fuel of the future for heavy goods transportation. The use of Liquid Natural Gas (LNG) growth is particularly strong as it offers the key advantage of a range of up to 1,700 km with a double tank, thus overcoming a major limitation posed by Compressed Natural Gas (CNG) at the same time maintaining a great economic and environmental advantage of natural gas over diesel:

- *20% reduction of CO2 emissions, depending on the type of vehicle and use*
- *96% reduction fine particles,*
- *70% reduction of nitrogen dioxides.*

From an economic point of view, the gas prices are stable and much lower compared to diesel, offering savings in terms of TCO (Total Cost of Operations) of above 15% , despite the higher purchase price of LNG vehicles .

Furthermore, LNG filling stations offer the same level of performance in terms of refueling time as diesel stations: less than 10 minutes to fill the tank! There is another argument in favour of gas engines over diesel: noise levels are reduced by up to 10 dB, offering a distinct advantage to operators in urban delivery sector, in particular for night deliveries.

LNG refueling solution

For the reasons mentioned above, the number of LNG trucks continues to increase on European roads, along with the network of LNG refueling stations. Growth has been particularly strong in Italy. Currently there are about 80 LNG refueling stations in Italy, out of a total of 320 in Europe.

Many road plant operators have already entrusted their supply of LNG to POLARGAS.

LNG trucks are suitable for long-haul international transport by virtue of their range. However, transporters report difficulties in refueling them on long journeys due to patchy network coverage, varying operating procedures requiring specific driver training, disparate payment methods, and opaque pricing.

Transporters, especially international ones, are increasingly using fuel cards such as AXECARD (www.axecard.eu) to ensure that their LNG trucks are refueled efficiently and economically.

AXECARD is a fuel card that focuses solely on refueling CNG and LNG, providing multiple benefits to its users:

- An organization with a long experience in LNG refueling (since 2014);
- Reactivity to satisfy customer requests;
- A network of over 80 LNG filling stations in partnership with the main operators;
- An ever expanding network, to cover all the main transport corridors in Europe;
- Payment through AXECARD, the exclusive card of the network;
- Competitive price list, known in advance;
- Additional discounts against volume commitments;
- Multilingual remote support 24 hours a day, 7 days a week;
- Mobile application to find the best refueling station and check its status in real time ;
- A single contract, a single card, and a single bill for all refuelings.

Refueling station operators enjoy the following benefits by accepting the AXECARD:

- Access to a pool of international clients who would find it expensive to recruit directly;
- A guarantee that the customer's driver is properly trained and monitored, thus reducing the chances of accidents or malfunctions on their aprons;
- Easy collection of trade receivables.

Under the agreement, the refueling stations supplied by POLARGAS obtain the exclusive offer for Italy to accept the AXECARD and thus enter an international card circuit specialized in LNG. The offer is free, optional and does not prevent POLARGAS customers from accepting other cards.

Brigitte Hallay, President of ATT, said "We would like to thank POLARGAS for the trust in our fuel card. We plan to increase our presence in Italy by a lot following this agreement" .

Carlo Porta, POLARGAS CEO, said: "We are thrilled to add to our offer a fuel card that boasts a European clientele: our customers will be able to increase their LNG sales to an international audience, which could otherwise be part of the customer base of the competitors ".

Information on ATT- www.axegaz.com

Founded by professionals from the Small Scale LNG (SSLNG) sector, AXÈGAZ Trading & Technologies (ATT), is a private company based in Levallois-Perret near Paris (France). ATT supports the development of SSLNG operations and projects by leveraging the long experience in this field of its staff. We are currently consultants and / or partners in various operations in Europe, North Africa and South Asia. Our duties include: strategy / analysis, operations management, technical consulting, and business development. Among other things, we license the "LNGBOX", a patented concept of an LNG refueling plant; and we manage the AXECARD, a fuel card dedicated to LNG, which allows transporters to refuel at many LNG stations in Europe.

About POLARGAS - <http://www.polargas.it/>

POLARGAS is the first Italian company created to supply and transport LNG to reception and storage facilities. Operating throughout the national territory, POLARGAS transports the product in cryogenic tankers guaranteeing the customer a complete assistance service. With the help of an efficient logistics network, POLARGAS distributes liquid methane extensively even in areas not reached by the pipeline, allowing to extend the methane supply and use network . POLARGAS offers its customers a complete package and tailor-made solutions , which include the design, installation, maintenance, transport and sale of LNG. The main uses of LNG can be summarized in plants for civil-industrial use and plants for automotive use. POLARGAS is 100% controlled by CPL CONCORDIA, one of the most important and long-lived Italian cooperative companies in the Energy and Services sector. POLARGAS builds turn-key LNG plants, following the customer starting from the Business Plan to the project, from the construction and commissioning to the continuous management of the plant, operating with a 24-hour service, 7 days a week.

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