

- Expansion of its hydrogen refueling station range, including the launch of new products: the station co-developed with HYVIA (branded as Hywell®) and the high-capacity Evolutives stations (up to 2T/day);
- Structuring and expansion of the company's workforce with the recruitment of 45 employees, bringing the total to 100;
- Transformation of its business model to deploy a complete range of hydrogen mobility solutions:
 - Investment in the deployment of a network of hydrogen refueling infrastructures, with an initial investment in the “Arv'hy” hydrogen production and distribution project, for which Ataway will supply, operate, and maintain the station;
 - Partnership with Hyvia, which provides an as-a-service offer for LCVs and hydrogen refueling solutions;
 - Launch of a station operation business with recurring revenues to complement the existing maintenance offering.

Outlook for 2024: Ataway among the leaders in hydrogen mobility

Following strong growth in 2023, the company is maintaining its momentum in 2024, aiming for revenue of €22 million, a further 2.6-fold increase on the previous year. To date, 75% of this target has already been achieved thanks to a significant number of new orders, testifying to the current dynamism of the hydrogen mobility market. Confirmation of this momentum is reflected in the entry into production of these new orders, which will enable the company to continue improving its profitability, and is also reflected in the company's sales pipeline, which should enable it to achieve the same rate of growth in 2025 and 2026. Finally, the prospect of Ataway - currently in exclusive negotiations to acquire McPhy's stations business - having installed 75 stations by the end of 2024, will position it as the company with the largest network of installed hydrogen refueling stations in Europe.

These successes confirm the company's strategy of answering as closely as possible to the needs of infrastructure project developers, where mobility needs - both heavy and intensive - converge, and where the use of hydrogen is most relevant.

“The market for intensive hydrogen mobility is booming, and we have maintained our commercial and technological lead by consolidating our expertise and launching our first high-capacity hydrogen refueling stations. Thanks to our strategic decisions and the commitment of our teams, we are now in a position to offer our customers high-performance, customizable equipment coupled with a range of services precisely tailored to their needs, thus contributing to low-carbon mobility.

For the years 2024 and 2025, we remain resolutely focused on our strategy of integrating the best modular and efficient technologies into our stations. Our partners and customers are delighted with this approach, some of whom have renewed their confidence by placing new orders. Our plan to acquire McPhy's hydrogen refueling station business, with its industrial facilities and fully operational teams, confirms our ambition to become a leader in hydrogen mobility in Europe,” says Jean-Michel Amaré, co-founder, and Chairman of Ataway.

Sustainable extra-financial performance

In parallel with the growth of its business, Atawey has continued to implement a number of initiatives to promote a sustainable, inclusive, and environmentally-friendly corporate policy.

The company is now “eligible” and “aligned” with articles 8 and 9 of the Sustainable Finance Disclosure Regulation (SFDR), the most demanding and stringent regulation governing sustainable investment funds in the European Union. This compliance of its entire activity, OPEX and CAPEX, represents a significant milestone.

By becoming eligible for sustainable funds, Atawey confirms its commitment to first-rate extra-financial performance, reinforcing its reputation with investors concerned about the environmental, social, and governance impact of the companies in which they invest.

“A commitment to ecological transition has been rooted in the very foundations of Atawey since its inception, shaping the essence of our mission: to accelerate decarbonized mobility. The challenges associated with Corporate Social Responsibility (CSR) are central to Atawey's development strategy, and we are committed to fostering sustainable growth while meeting the imperatives of creating local and lasting value,” concludes Pierre-Jean Bonnefond, co-founder, and CEO of Atawey.

*Supported by 5 players (LSBN - a family-owned holding company made up of service companies; Atawey - designer, manufacturer, and distributor of hydrogen refueling stations; Axpo - producer and supplier of renewable energy; Crédit Agricole des Savoie and Jean Lain Mobilités - a major player in automotive distribution and new forms of mobility in the Alps), all grouped together in the “Arve Hydrogène Mobilité” SPV, the Arv'Hy project aims to contribute to the decarbonization of the Arve Valley. Scheduled to go into service in Vougy in the first quarter of 2025, the project includes the design of a multi-energy station (thermal, electric, hydrogen, and LPG) and a multi-service hub (self-service retail outlet, vehicle maintenance station, Drive lockers, parcel relay, wi-fi, etc.). Each partner will bring its own unique expertise to this initiative, with complementary skills ranging from the design of hydrogen charging stations to renewable energy supply, mobility, and the development of local service offerings.

ABOUT ATAWEY

To contribute to Europe's energy transition and the decarbonization of energy use, Atawey, a leading player in hydrogen stations, collaborates with project developers aiming to accelerate hydrogen mobility. Thanks to our technological expertise, industrial know-how, and the commitment of our teams, we offer customized solutions, including:

- Services and support tailored to the specific needs of our customers.
- One of the broadest ranges of high-performance, modular hydrogen stations available on the European market.

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