



## Fastned results Q4 2016

In a Year on Year (YoY) comparison with Q4 of 2015, Fastned's volume, revenue and number of customers showed strong growth in Q4 of 2016:

- **Volume: 168,381 kWh (+209%)**
- **Revenue: € 81,382 (+174%)**
- **Customers: 3,177 (+92%)**

### Other highlights of Q4 2016:

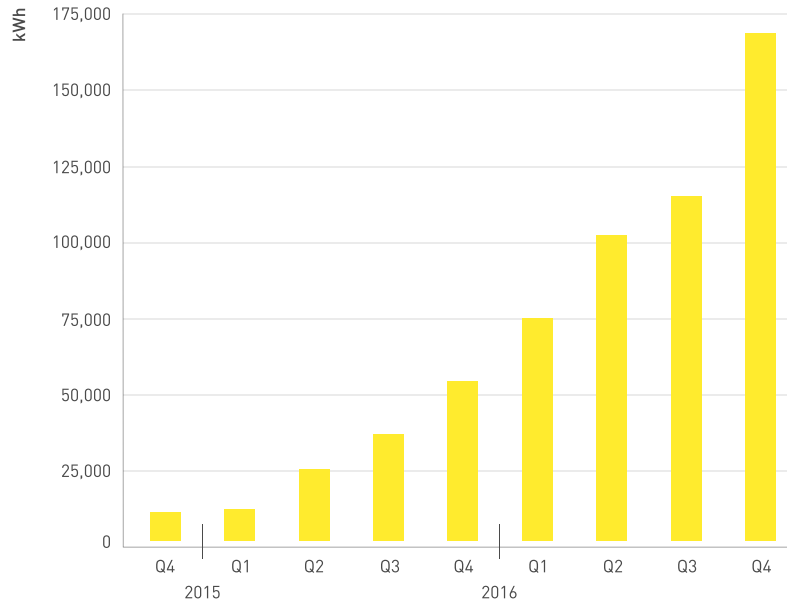
- Fastned completed six new stations; five along the highway and one urban station in the Hague
- In November, Fastned introduced a very well received Routeplanner tool which allows our customers to plan a journey using Fastned stations
- Early December, Fastned raised € 2.5 million through an issue of bonds
- Late December, Fastned lowered the prices of "per kWh" charging from 79ct to 59ct, and the monthly subscription fee for "Standard" from € 12 to € 9.99; Fastned raised the monthly subscription fee for "Power" from € 24 to € 29.99 (all prices including VAT).

End of 2016, almost 13,000 full electric vehicles were on the road in the Netherlands, a growth of around 38% compared to the end of 2015.

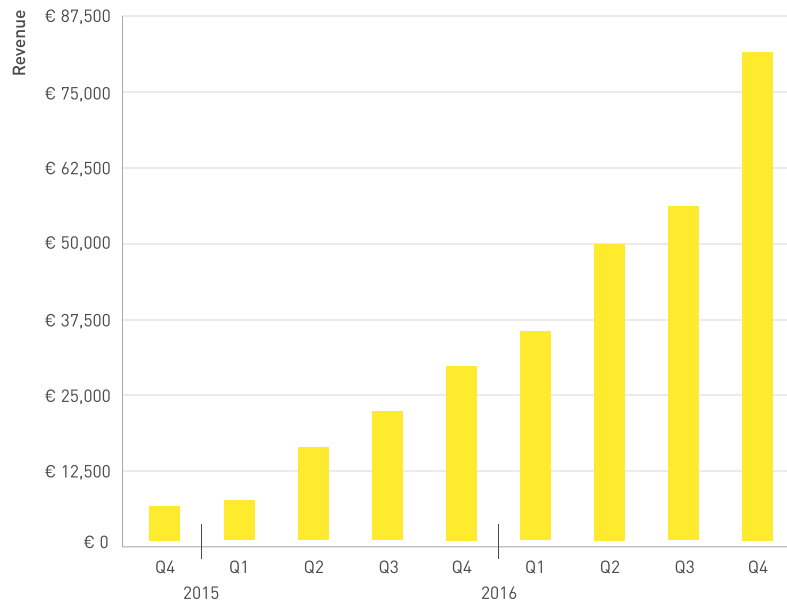
In Q4 2016, Fastned continued to grow rapidly, outpacing the growth of the electric vehicle market. The number of active customers (defined as individual customer that charged at least once in this particular quarter) grew to 3,177. Revenue grew with 174% to EUR 81,382 while volume grew with 209% to 168,381 kWh delivered. This growth in revenue and volume was achieved by adding new stations as well as a higher utilisation per station compared to Q4 2015.

Fastned is confident that in 2017 improved tax incentives and the introduction of EVs with more range will further improve market conditions in the months ahead. January 1, 2017, the tax regime for full electric vehicles improved dramatically relative to cars with combustion engines (including PHEVs). Also, in the first half of 2017 we expect to see the start of deliveries of the new Renault ZOE, VW Golf and Opel Ampera-E.

## kWh delivered per quarter



## Revenue per quarter



## Active customers per quarter

