



## 2Park

**2Park Technologies AS** (from now on 2Park) is a tech company with a strong parking background. Our owners have more than 70 years of experience within the parking industry and have taken an active choice to move away from barriers and penalization by creating **Autopay**; a customer friendly parking solution. No fines, no stress.

*2Park is 100% dedicated to Autopay, which is our only product.*

## Autopay

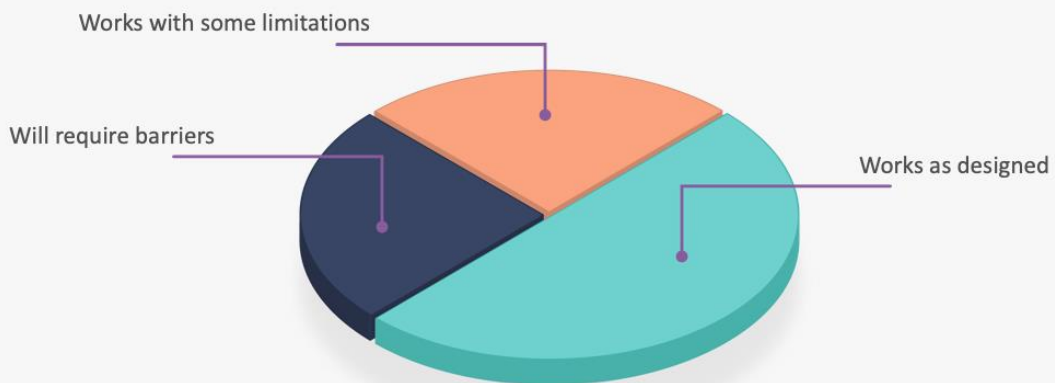
As a technology company, 2Park's sole focus is on the software and not the hardware. We continuously search through the market in order to make sure we are utilizing the best hardware at the best price. However, our strength lies in the Autopay software.

Autopay is like *Tesla*: When purchasing a Tesla vehicle all the hardware is included. However, your vehicle keeps getting improved and modified with new software updates. The Tesla you purchase today can become self-driven in the future. In the same way Autopay keeps developing with each new software update, to fit market necessities.



An Autopay introductory video can be found at:  
<https://vimeo.com/323772856>

## Markets where Autopay works as intended



As a free-flow parking solution, Autopay need to be able to look up owner information in order to collect payment from those who exit the parking-facilities without paying.

In 50% of Europe, we can get owner information through automated lookup and Autopay works perfectly as intended, without barriers.

In 25% of Europe, Autopay works with some limitations, meaning it is either very expensive, or very manual process to get the owners information.

In the remaining 25% of Europe there are no public access to owner's information. Hence barriers would be necessary in order to secure all revenue.



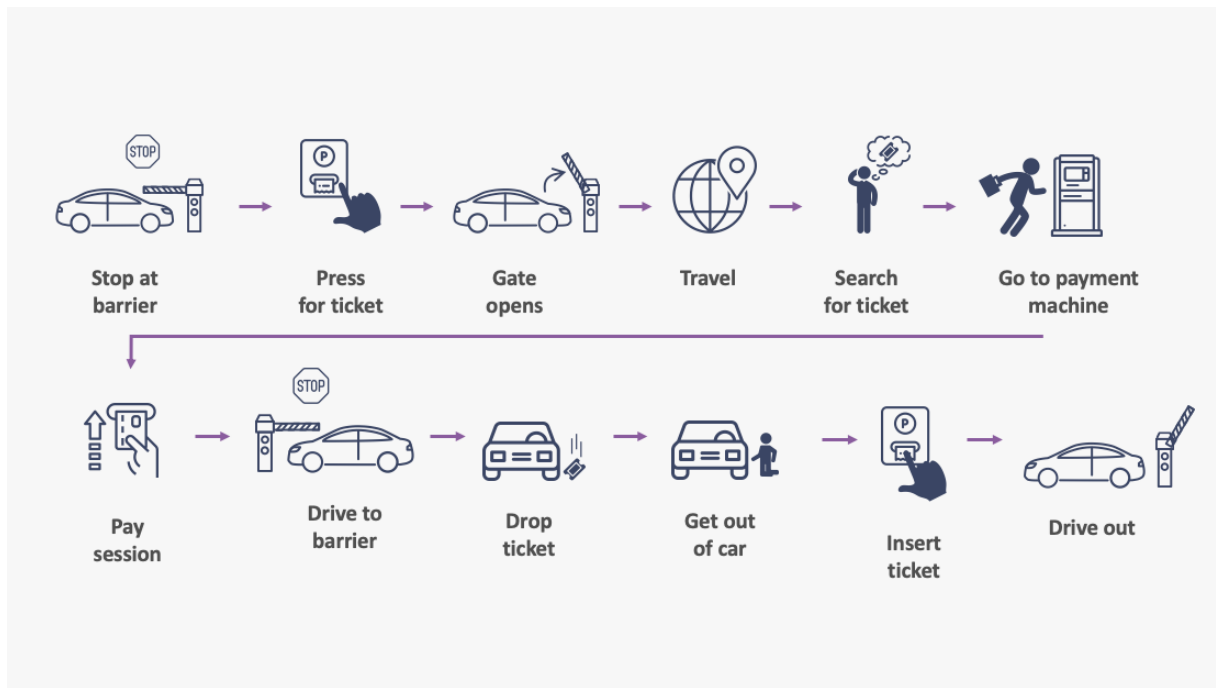
Even with barriers Autopay keeps the end-user experience seamless:

On entry, the barrier opens automatically when a license plate is identified. For booking zones, the barriers can be set to only open for those who have booked and/or those with a valid permit.

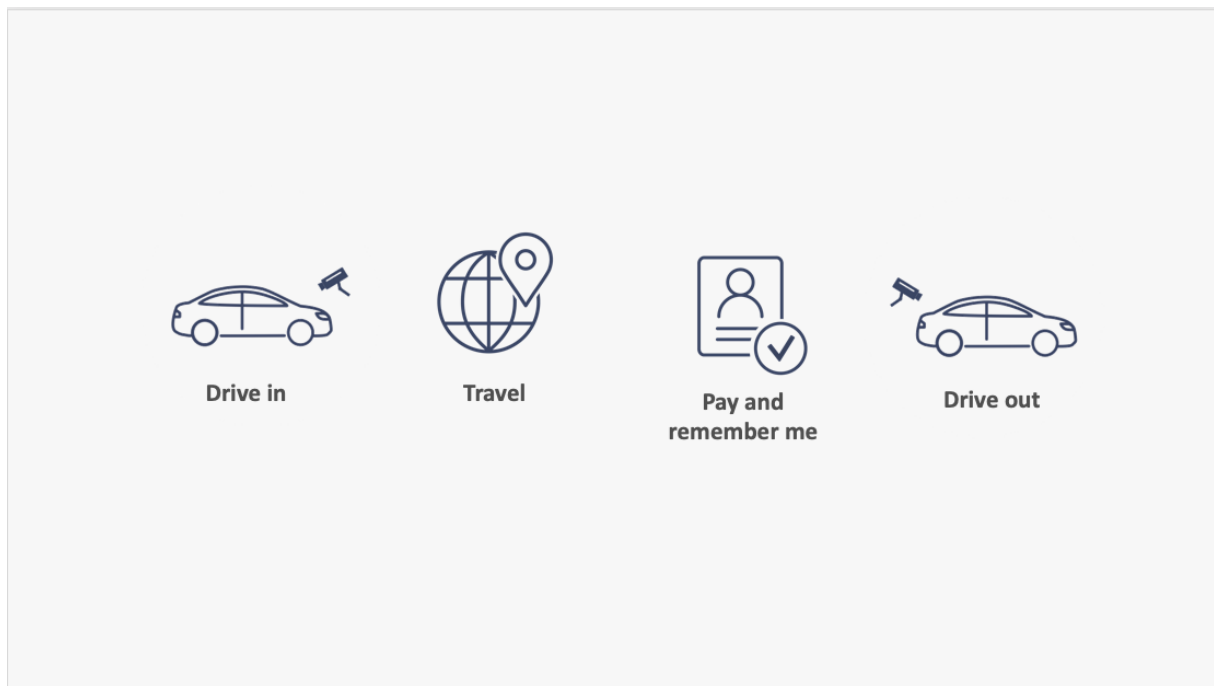
Upon exit, the barriers will only open for the customers who have paid for payable session, valid permits, etc. in order to secure revenue in markets where owner information is not available.



Autopay is 100% GDPR compliant. License plates are considered personal information and all our processes have been reviewed to assure that we are complying with regards to the processing and storing of personal data.



The tedious traditional customer experience with a barrier system.



The Autopay customer experience for a first-time customer:

#### **Drive in**

As you simply drive in, our ANPR cameras will register the license plates, front and back. There is no need for physical tickets, nor to pay upfront.

#### **Travel / Shop / Dine**

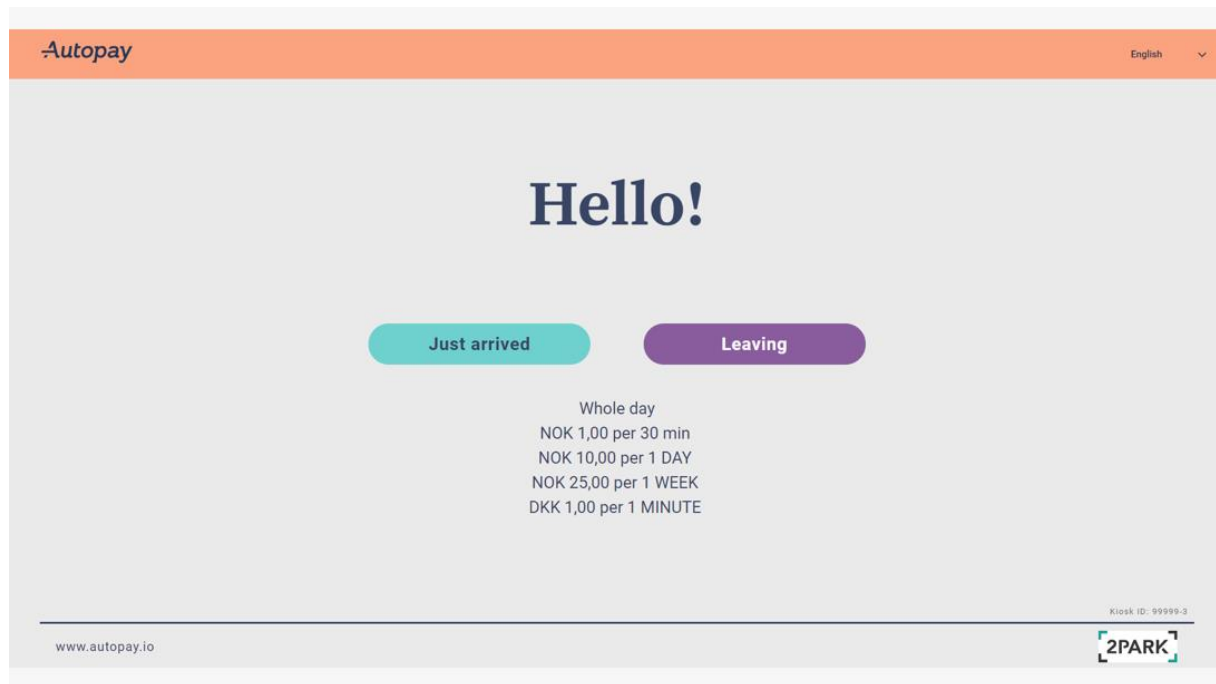
With Autopay it is impossible to get a parking fine. Take the time you need to do whatever you came to do without worrying. Your parking session will be paid upon departure and not arrival.

#### **“Pay and remember me”**

When you are finished, you go back to the payment machine, pay for your parking session, and create a profile for future automated payments.

#### **Drive out**

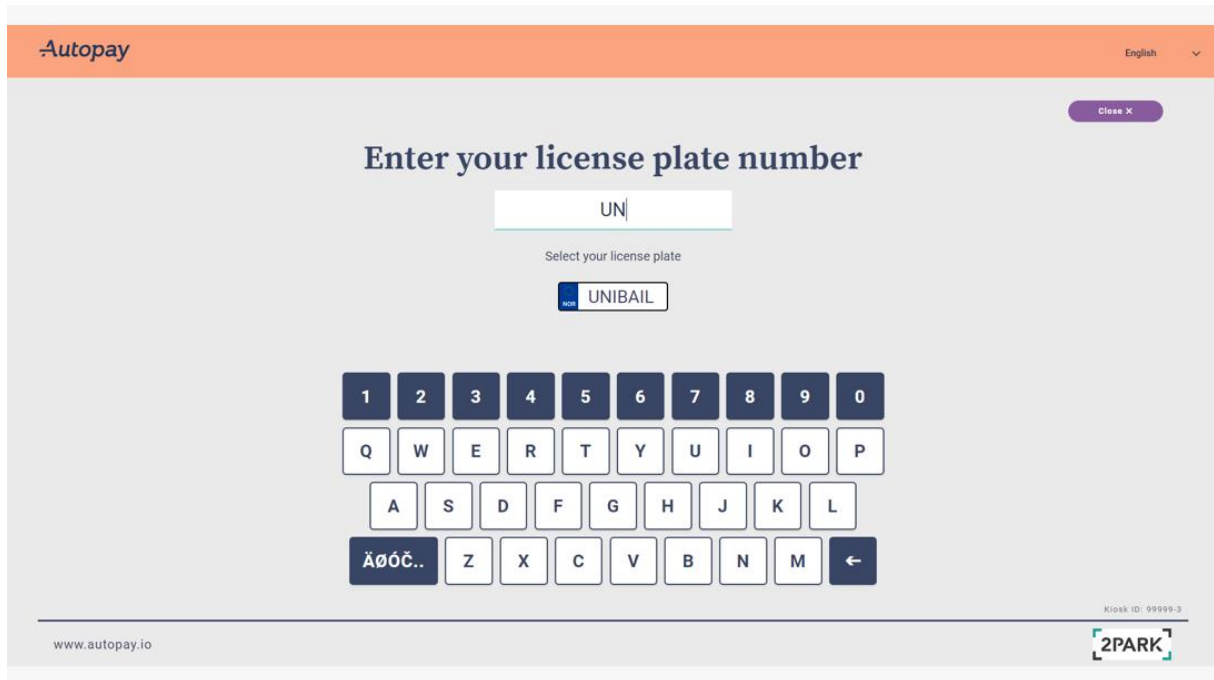
Upon exit, the ANPR cameras will register the vehicles departure.



The customer journey for registering at an Autopay payment machine (keep in mind shown images are from a touch display demo kiosk);

**Step 1:** Confirmation of your departure as payment is done upon exit. (Pressing the “just arrived” button will let you know that nothing needs to be done until departure).

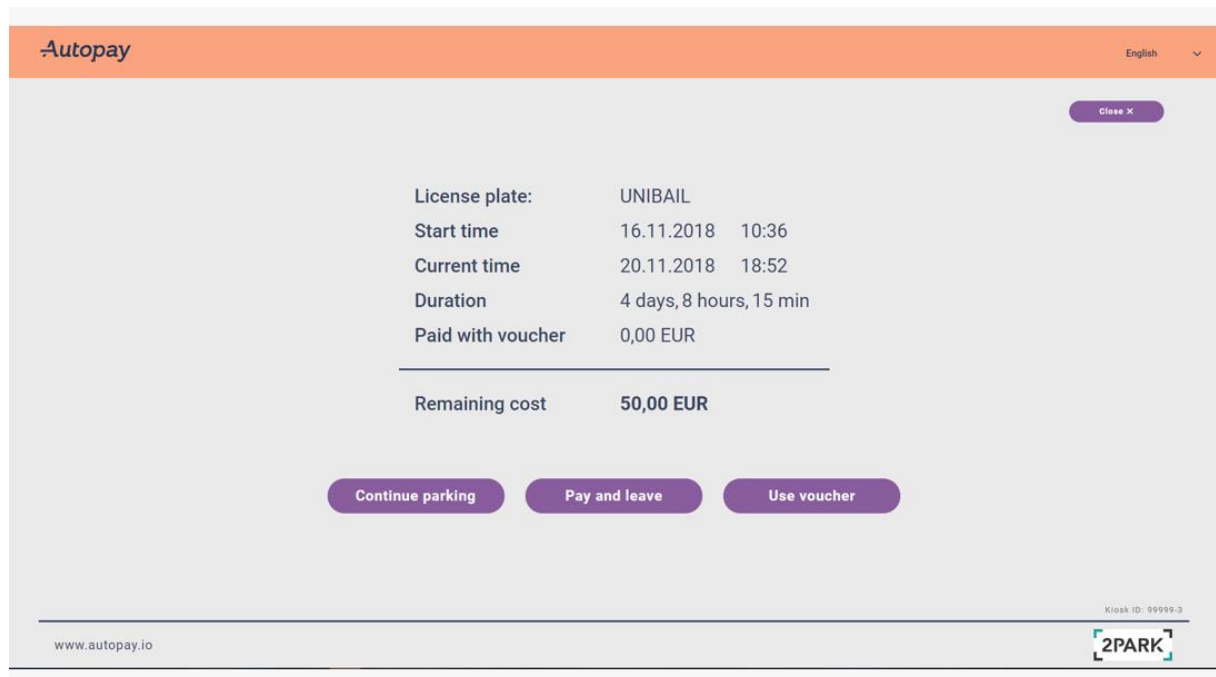




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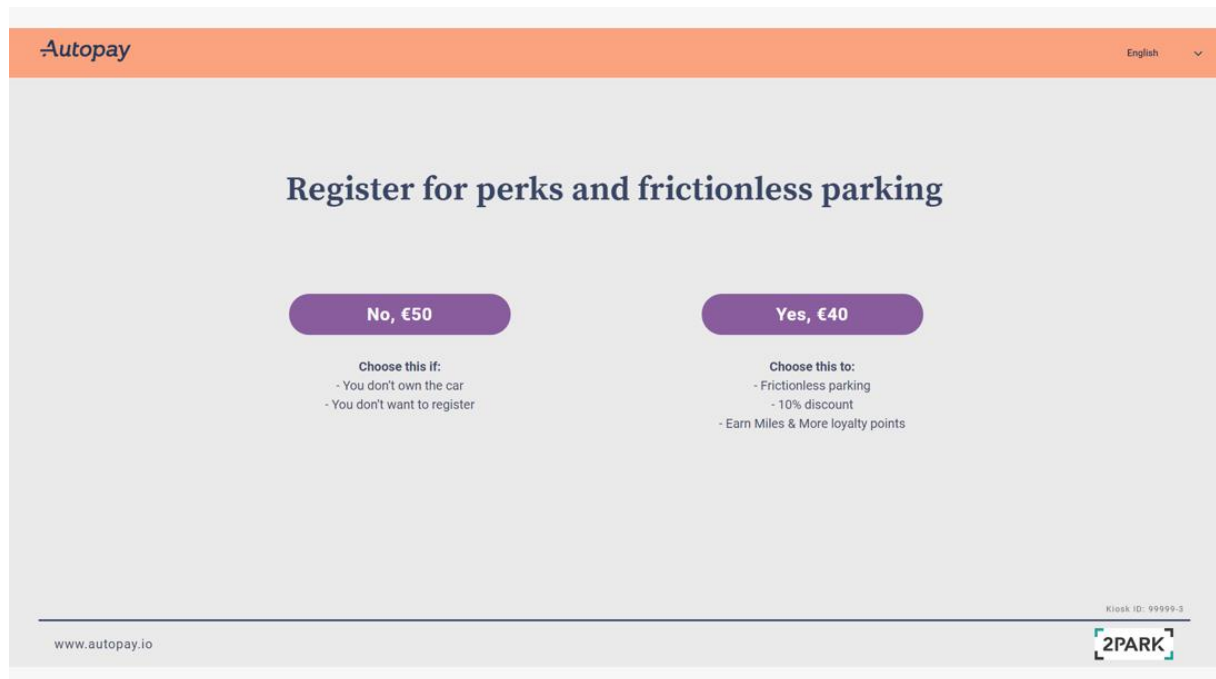


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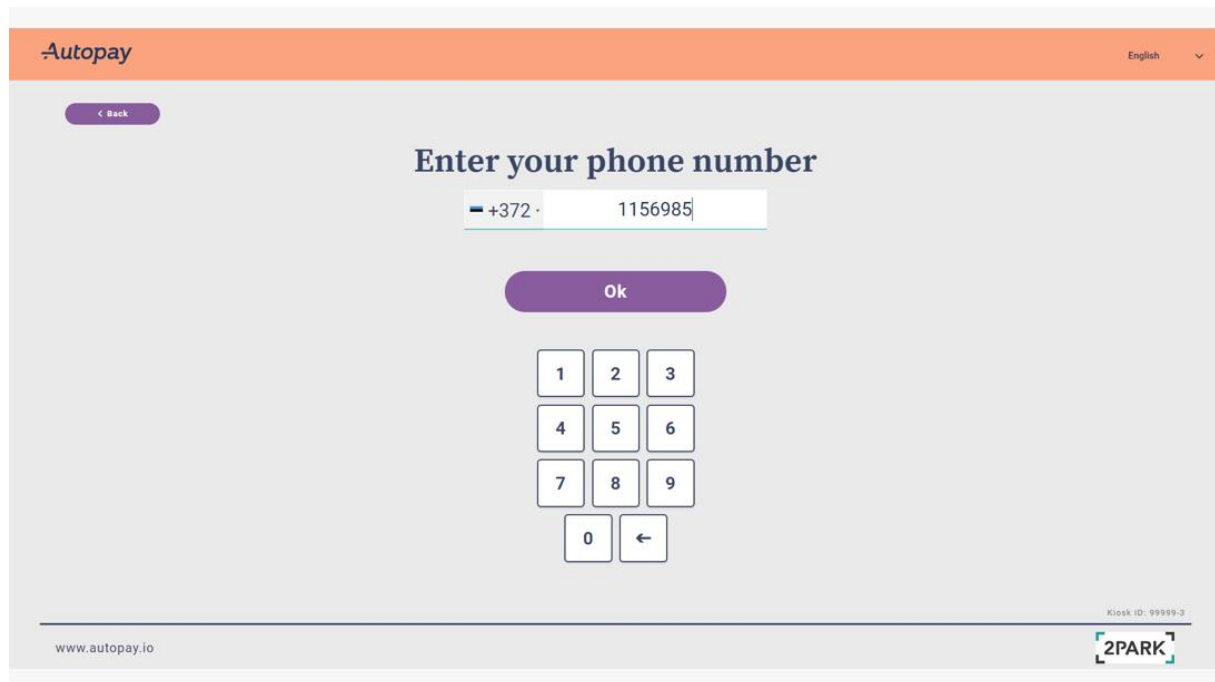
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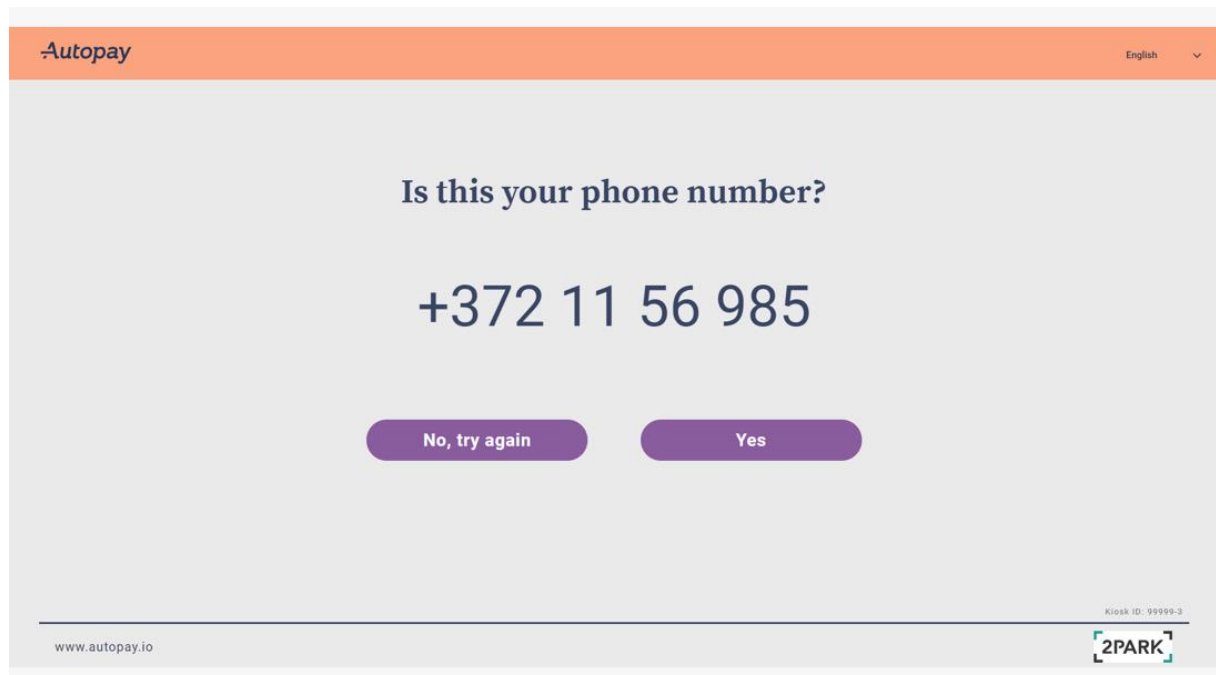
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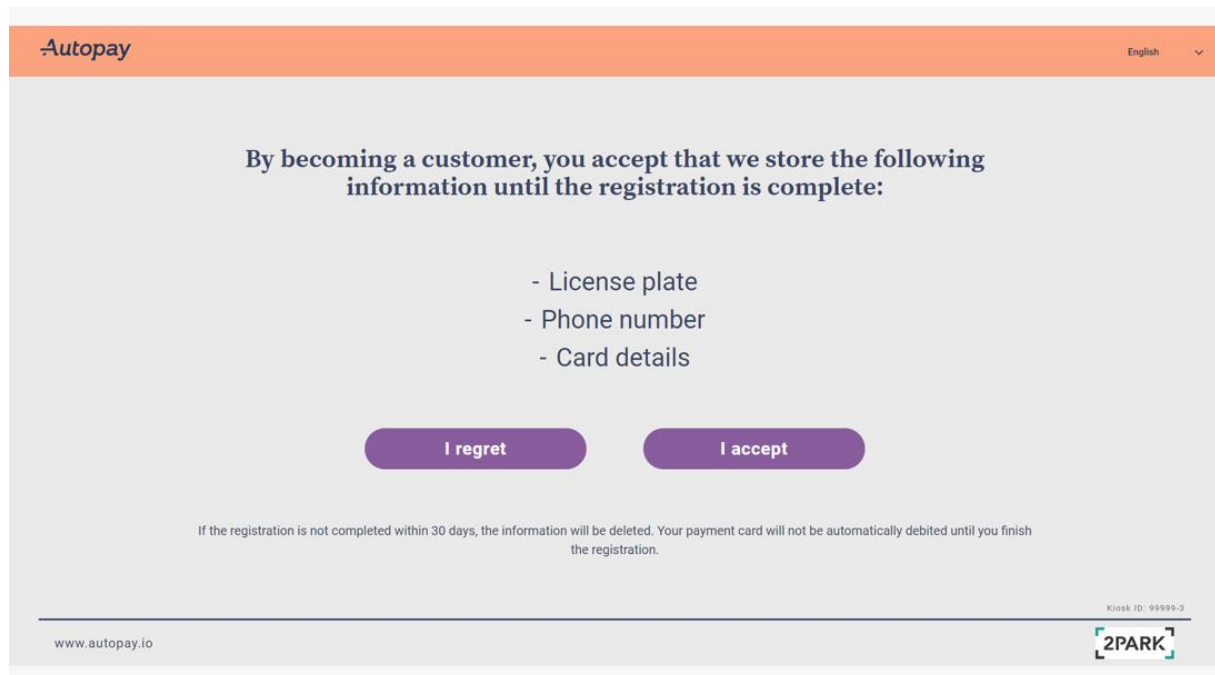
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**Step 5:** Enter phone number

**Step 6:** Confirm phone number (will be tokenized into your profile)



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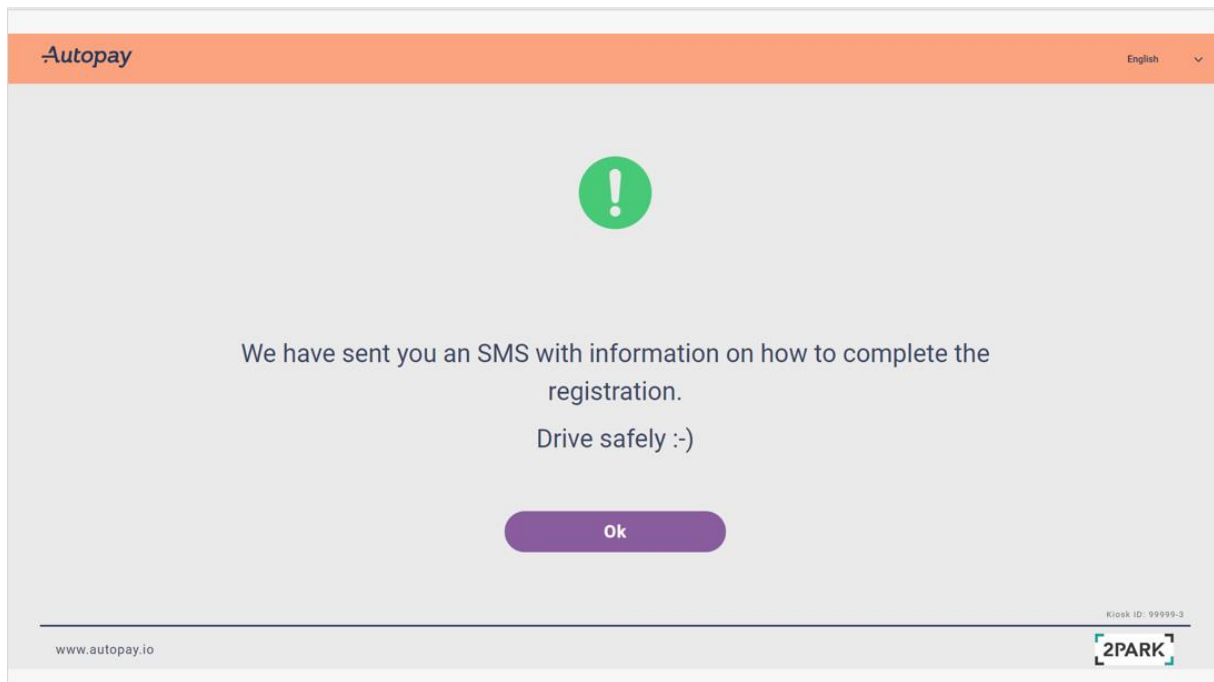
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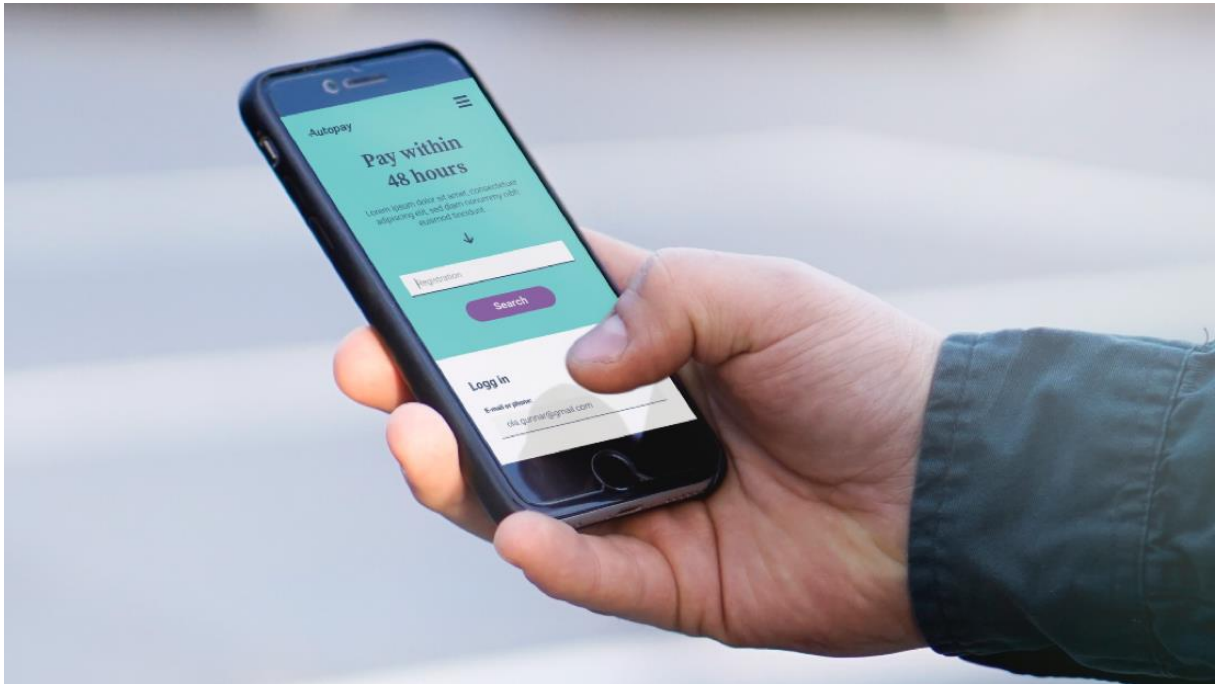
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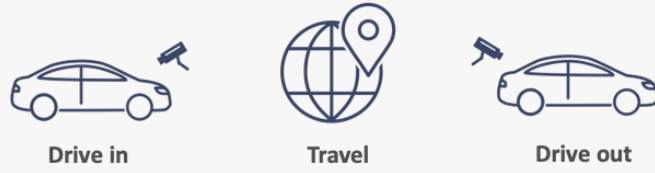
**Step 8:** Confirmation

As registration and payment is successfully completed, a text message will be sent as a confirmation. Within the text the end user will also receive a link to complete full profile (<https://autopay.io/>). Here you may edit you contact details, credit card details, add and remove vehicles, customer clubs and find receipts.

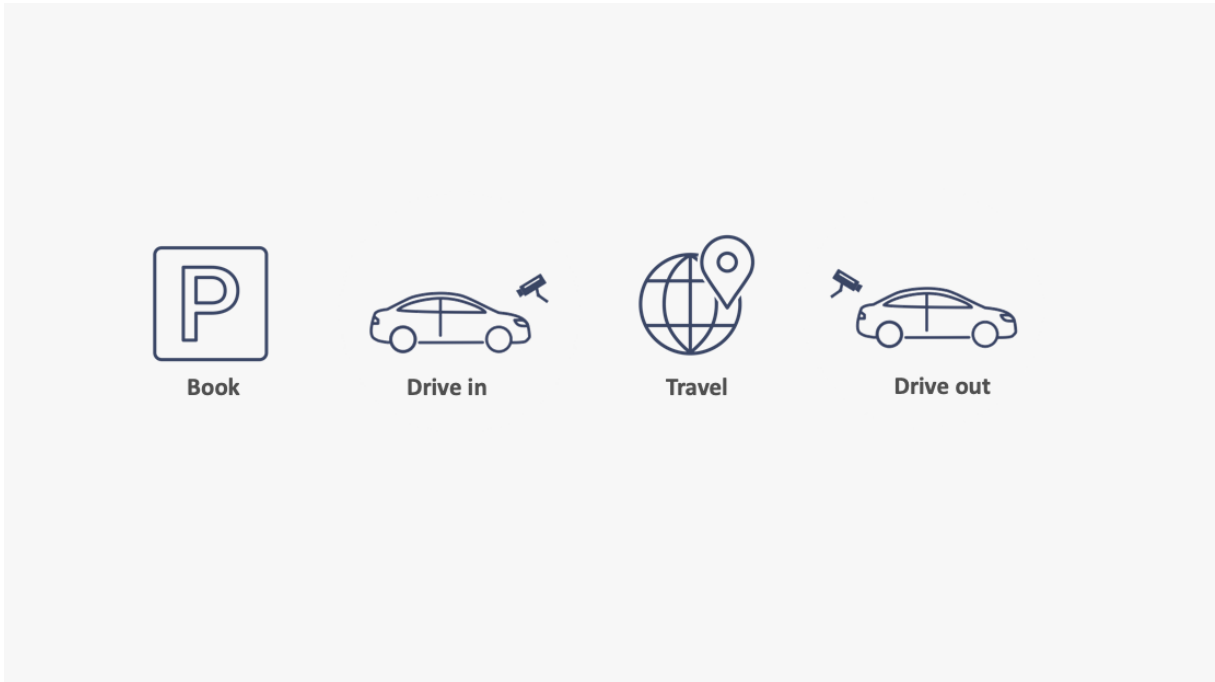


With a barrier-less solution, customers can also pay online within 48 hours, or pay by invoice based on ownership lookup in respective markets.





Registered customers do not need to interact with the system at all. Their registered credit card is automatically debited upon exit.



For booking customers, the experience remains the same, frictionless, simple and worryless.

# Autopay

	2018	2019
<u>Parkings</u>	30 000 000	60 000 000
Locations	100	180
Countries	8	11

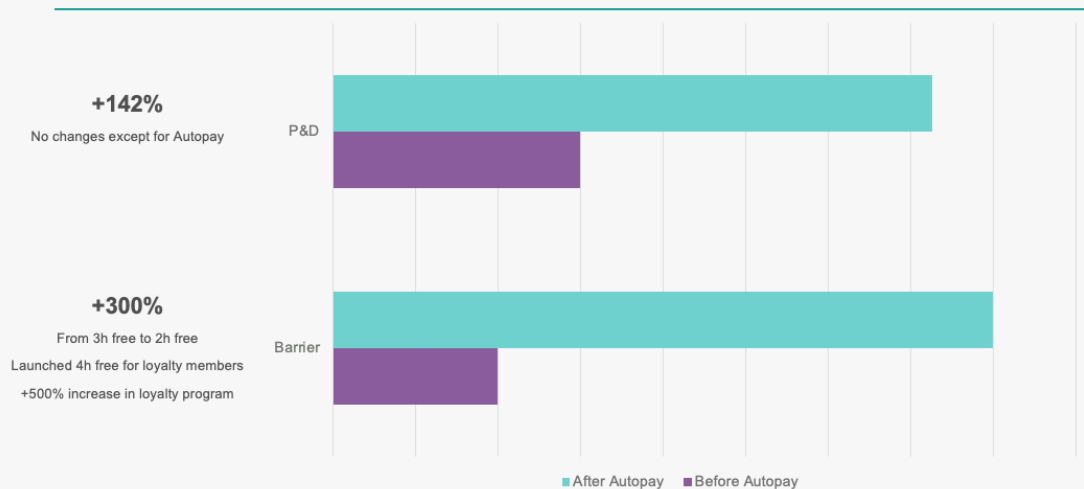


Autopay has had a tremendous growth since its creation and is continuously growing. As per today we are present at well over 100 locations worldwide scattered across nine countries, including Canada.

We have been warmly welcomed and highly successful at our locations which includes; shopping centers, airports, hotels, commercial buildings, outdoor parking areas and indoor parking facilities.

Keep in mind that acquiring 100% of all small sums of income is greater than fining 10% of those who do not pay accumulated.

## Increased parking revenue



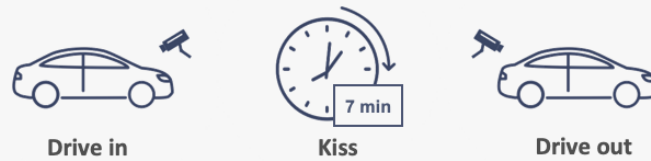
Autopay



Autopay at Oslo Airport (Gardermoen) goes live in March 2019.

- Handling NOK 600 Million in revenue
- Managing over 26.000 parking-spots across 11 P-zones indoor and outdoor.
- Over 100 ANPR cameras installed
- Booking engine integration
- Ancillary revenue enablement
- Rental car integrations
- Staff parking integration
- Kiss 'n' fly time enforcement

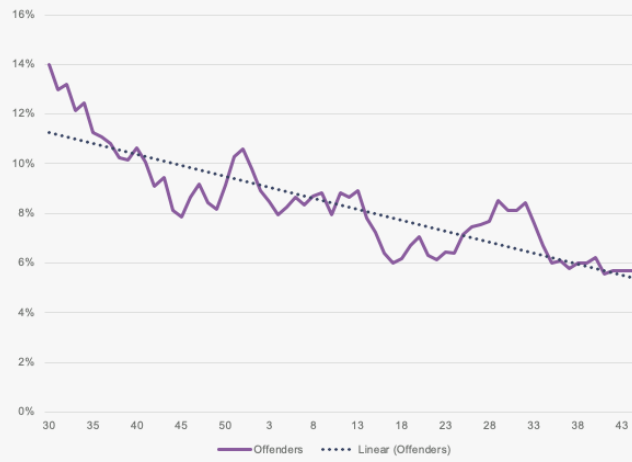
## Kiss & Fly enforcement



Oslo Airport desired to combat the misuse on their forecourt, used to drop off passengers. It was a big problem where people often overstayed and even parked for short trips, which again resulted in congestion and traffic chaos.

With Autopay installed, high payment rates started running after 7 minutes in order to discourage misuse.

## Kiss & Fly enforcement



After implementing Autopay, we have seen a significant drop of misuse. While solving the airports initial problem, Autopay has also helped Avinor generate millions of NOK in revenue for something that is supposed to be free.

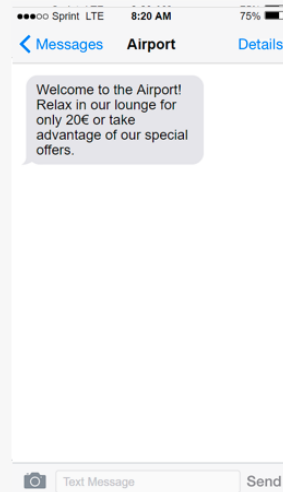
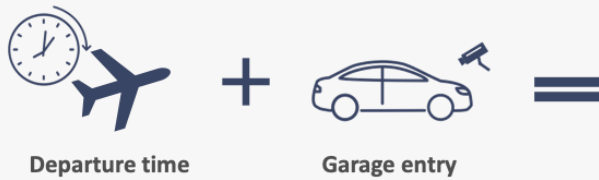


Understanding your end-users is important in order to be able to offer the right products.

At certain touchpoints during the journey you need adjust your sales tactics as well as products.

For airports, if a passenger is in a hurry, then they are in a hurry. The following slides will illustrate how parking may connect data points to help end-users.

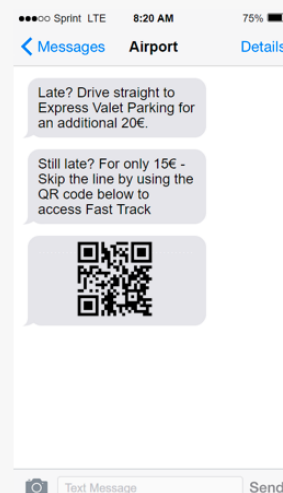
## Upselling by connecting data points



2Park

For instance, for a customer that has pre-booked a parking session, we have a lot of information. By connecting departure time of a flight and garage entry time, we can identify airport arrival time and conclude if the end user is early, or late. Then again, we may upsell relevant services accordingly.

## Upselling by connecting data points



2Park



## Dynamic prizing



Dynamic prizing is easily integrated with Autopay, both on rollup and booking.

- Price for booking in done externally
- Price for rollup is attached to session upon entry.

## Building a door to door customer experience



At 2Park we are focused on connecting data points to create a more seamless customer experience.

Our experience shows that in order to build an “eco-system” where travel is truly frictionless, good partnerships are a necessity.

The airport is an important hub and can take ownership at digitizing all aspects of the journey, creating a seamless customer experience.

Through digitizing and accumulating live data, Autopay is ready to be a part of that ecosystem.

# APIs

Autopay offers Application Programming Interface (API) integration to communicate and connect with third party systems, allowing a flexible interactive system that can be utilized for a variety of purposes. Read more at [developer.autopay.io](https://developer.autopay.io)

- ✓ **Permit API**  
Gives access to manage permits: Giving end users permits, editing an existing permit or removing permits.
- ✓ **Status API**  
Integration with Autopay to display current number of available parking spaces and parking sessions externally.
- ✓ **Vehicle API**  
Check if a parked vehicle has a valid permit for ongoing parking session in a parking zone.
- ✓ **Loyalty programs integration**  
Reward loyalty customers by integrating existing loyalty program with Autopay. Grant different tariffs or free time to your most valuable customers.
- ✓ **Statistics integration**  
Extract anonymized parking statistics to external systems. Some examples of use are adding parking statistics to business intelligence and customer relationship management tools.
- ✓ **Booking integration**  
Integrate third party booking applications with Autopay. Payment is collected outside of Autopay and customers with booking can drive in and out seamlessly during the booking period.



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**Permit API** - Gives access to manage permits: Giving end users permits, editing an existing permit or removing permits.

**Status API** - Integration with Autopay to display current number of available parking spaces and parking sessions externally.

**Vehicle API** - Check if a parked vehicle has a valid permit for ongoing parking session in a parking zone.

**Statistics integration** - Extract anonymized parking statistics to external systems. Some examples of use are adding parking statistics to business intelligence and customer relationship management tools.

**Loyalty program integrations** - Reward loyalty customers by integrating existing loyalty program with Autopay. Grant different tariffs or free time to your most valuable customers.

**Booking integration** - Integrate third party booking applications with Autopay. Payment is collected outside of Autopay and customers with booking can drive in and out seamlessly during the booking period.

# Other Autopay functionality

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- ✓ **Entry grace**  
When entering the parking facility, the system allows for a customizable grace period where the customer can exit without having to pay.
- ✓ **Whitelisting**  
Allow free access to defined plates, used for maintenance vehicles, staff and regular delivery vehicles.
- ✓ **Mercy time**  
The mercy time defines a period of time over the current tariff period that can pass without charging the customer.
- ✓ **Exit grace**  
When a customer finishes a parking session at the payment machine the customizable exit grace period defines how much time he is given to leave the parking lot before a new parking session begins.
- ✓ **Quarantine time**  
Autopay defines how many free parking sessions a user can initiate during a customizable time period, assuring that there is no abuse by customer restarting parking sessions through exit and re-entry.
- ✓ **Reporting**  
Autopay allows both manually generated reports and customized automation of reports through the use of Statistics and Accounting APIs.



Other Autopay functionalities include:

**Entry grace** - When entering the parking facility, the system allows for a customizable grace period where the customer can exit without having to pay.

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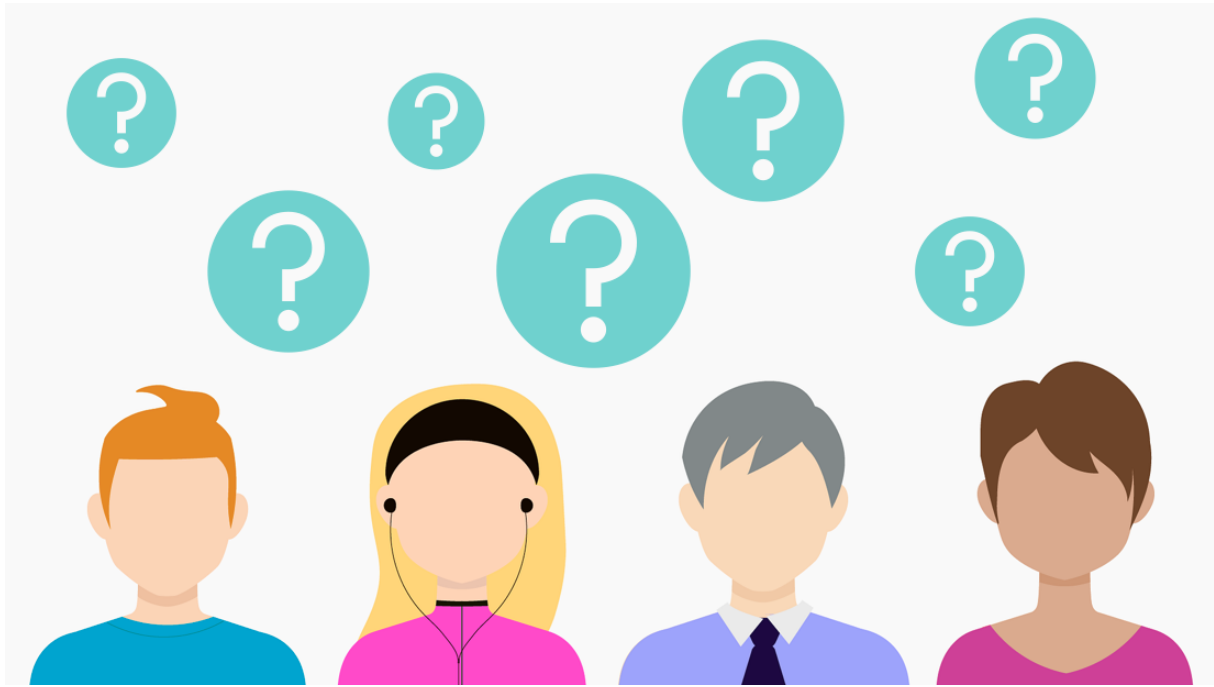
**Pay 'n' Display** – Parking validations using a tablet for those who desires to give their customers parking benefits. e.g Fitness centers, supermarkets, doctors office etc.

“Big Data is like teenage sex: everyone talks about it,  
nobody really knows how to do it,  
everyone thinks everyone else is doing it,  
so everyone claims they are doing it.”

– Dan Ariely



Debunking the myths of big data.



Customization is easily done by using data to build customer profiles. Working towards understanding individual and group needs in order to provide an omnichannel experience.

In order to reach the desired customer group, their consent is needed. This is simply done by building customer clubs, or loyalty schemes.

How can Autopay and digitize parking, support this?

- We are great at recruitment!

# Autopay

	Before Autopay	After Autopay
Regular customers	3h free	2h free
Loyalty customers	3h free	4h free

**+300% revenue increase**

**+500% loyalty member recruitment**





Pay and  
remember me

*my* PARIS AÉROPORT

Heathrow  
REWARDS

FLYINGBLUE

Miles & More



Through the payment machine registration process, Autopay can easily drive recruitment to loyalty schemes as well as customer clubs.

unibail-rodamco



SCALA<sup>®</sup>  
RETAIL PROPERTY

CITYCON

NACKA  
FORUM  
\*\*\*\*\*

KOCH

SOKOS



MALL OF  
SCANDINAVIA  
\*\*\*\*\*





Autopay resources:

- <https://autopay.io/> - website for end users
- <https://autopay.io/business/> - website for the Autopay product

Have a look at how easily you can obtain an Autopay profile:

- <https://autopay.io/signup>





# Thank you.

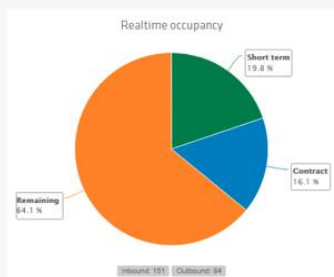
Mr. Yi Feng Lin  
Business Development Manager  
+4748111026  
[lin@autopay.io](mailto:lin@autopay.io)



Please feel free to get in touch by phone or mail at any time for more information, full presentation with end user profile, landlord profile and dashboards.

## Landlord dashboard

- Online dashboard
- Realtime data
- GDPR compliant



LIVE FEED

- KH7XXXX entered at 19:29  
Session type: Contract
- YE7XXXX entered at 19:24  
Session type: Short term
- 7XXXX entered at 19:24  
Session type: Short term
- YE7XXXX entered at 19:22  
Session type: Short term
- YE9XXXX entered at 19:18  
Session type: Short term
- YE7XXXX left at 19:18  
Session time: 3h 3m  
Session cost: 84,00 NOK
- DK5XXXX entered at 19:14  
Session type: Short term
- YE6XXXX entered at 19:14  
Session type: Short term
- YE6XXXX left at 19:11  
Session time: 2h 26m  
Session cost: contract

