

Strategic agreement

## SEAT and Snam sign a partnership to promote natural and renewable gas as vehicle fuel in Europe

- / The strategic agreement aims at supporting the implementation of CNG and bio-CNG infrastructure and research and development projects
- / SEAT is the brand with the most comprehensive CNG vehicle lineup in Europe
- / Snam is a European leader in gas infrastructure and is developing new refuelling stations

**Milan, 26/11/2018.** - SEAT President Luca de Meo and Snam CEO Marco Alverà today signed a strategic agreement in Milan to promote the use of compressed natural gas (CNG) and renewable gas (biomethane) for sustainable mobility, as well as joint research and development projects in this scope. SEAT and Snam share strategic markets such as Italy, France and Austria, which will enable the creation of synergies to boost CNG and bio-CNG as a clean and competitive alternative to traditional fuels.

Concluded within the framework of Snam's Partners' Day, the agreement provides that both companies explore business and commercial development opportunities aimed at corporate customers, dealers and consumers to promote the network of gas stations, as well as identify technological projects.

In addition, SEAT and Snam will collaborate in developing mobility services and creating new products, with the goal of offering added value to users of these kinds of vehicles. The strategic agreement, which could extend to other Volkswagen Group brands, also includes the technological development of biomethane, a renewable energy that helps reduce emissions even more.

SEAT President Luca de Meo highlighted that **"the agreement with Snam enables us to take steps to democratising CNG. Italy is the leading market in the use of this energy and represents 55% of the sale of vehicles powered with this fuel in Europe this year. For SEAT, one out of every five vehicles sold in Italy uses CNG. With this agreement we aim to further enhance the development of compressed natural gas in Italy and export this success case to other countries."**

Snam CEO Marco Alverà, said: **"this partnership will strengthen the development of natural gas and biomethane-powered sustainable mobility, both in Italy and across Europe, combining Snam's innovative infrastructure development, and SEAT's expertise in rolling out new sustainable models. We believe that natural gas is the most immediate solution to improving air quality in our cities, in addition to having environmental sustainability, performance and economic advantages. The rapid spread of renewable gas has highlighted**

**this. Sustainable mobility is one of the key areas of focus for our 200 million euro investment plan in energy transition businesses”.**

### **CNG, a sustainable alternative**

There is an upward trend in the use of compressed natural gas cars in Europe. Italy is the main market with a fleet of approximately 1 million vehicles and 1,300 refuelling stations. SEAT is committed to CNG as an efficient, profitable alternative. The brand currently offers compressed natural gas and petrol hybrid technology with the Mii, the Ibiza, the Leon and the Arona, the only CNG SUV in the world.

Snam has recently inaugurated its first L-CNG filling station in Pesaro, it has about 50 natural gas and biomethane refuelling plants currently in implementation and a pluriennial development plan of approximately 300 new distributors.

Driving with CNG emits 75% less nitrogen oxide compared to a diesel vehicle and 25% less CO<sub>2</sub> than one that runs on petrol, and it does away with practically all particulate matter. Mobility with vehicular natural gas is considered environmentally friendly by the European Union, so the benefit of this kind of fuel includes the possibility of accessing European cities when there are traffic restrictions due to pollution. Besides contributing to the fight against climate change, natural gas also ensures significant economic advantages to consumers, as it enables savings of over 30% per kilometre compared to diesel and over 55% in the case of petrol.

**SEAT** is the only company that designs, develops, manufactures and markets cars in Spain. A member of the Volkswagen Group, the multinational has its headquarters in Martorell (Barcelona), exporting 80% of its vehicles, and is present in over 80 countries on all five continents. In 2017, SEAT obtained an after tax profit of 281 million euros, sold close to 470,000 cars and achieved a record turnover of more than 9.5 billion euros.

The SEAT Group employs more than 15,000 professionals and has three production centres – Barcelona, El Prat de Llobregat and Martorell, where it manufactures the highly successful Ibiza, Arona and Leon. Additionally, the company produces the Ateca and the Toledo in the Czech Republic, the Tarraco in Germany, the Alhambra in Portugal and the Mii in Slovakia.

The multinational has a Technical Centre, which operates as a knowledge hub that brings together 1,000 engineers who are focussed on developing innovation for Spain’s largest industrial investor in R&D. SEAT already features the latest connectivity technology in its vehicle range and is currently engaged in the company’s global digitalisation process to promote the mobility of the future.

**Snam** is Europe’s leading gas utility. Founded in 1941 as “Società Nazionale Metanodotti”, it has been building and managing sustainable and technologically advanced infrastructure guaranteeing energy security for over 75 years. Snam operates in Italy and, through subsidiaries, Austria (TAG and GCA), France (Teréga) and the United Kingdom (Interconnector UK). It is one of the main shareholders of TAP (Trans Adriatic Pipeline) and is the company most involved in projects for the creation of the Energy Union.

First in Europe by transport network size (over 32,500 km in Italy, about 40,000 with international subsidiaries) and natural gas storage capacity (16.7 billion cubic meters in Italy, about 20 billion with international



subsidiaries), Snam manages the first liquefied natural gas (LNG) plant built in Italy and is a shareholder of the country's main terminal.

Snam's business model is based on sustainable growth, transparency, nurturing talent, and development of local areas by dialoguing with communities. It fosters sustainable mobility, expands into energy efficiency, and invests in biomethane and innovative technologies to increase the use of renewable gas, a key resource of the green economy.

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