



## PRESS RELEASE

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### **End of the deployment of the OPT LAFON APL3 over the entire TOTAL fleet**

**TOTAL recently announced the completion of its OPT deployment project 6 months ahead of schedule. A major project involving its entire fleet of service stations in France and Germany to which LAFON has proudly contributed.**

In January 2017, TOTAL began the campaign to replace its previous Outdoor Payment Terminal (OPT), which are present on the distribution tracks of its service station networks in France and Germany. Previously spread over 3 years, the TOTAL deployment was completed in June 2019, so six months ahead of schedule. A successful national campaign that will remain a reference project for TOTAL with the implementation of more than 5 600 faces on 1 600 different sites. Yohann Galap, TOTAL IPT deployment project manager explains: *"This success is mainly due to the availability of equipment, a production that has been run by our suppliers, efficient logistics and 19 teams of general contractors dedicated to the project"*. Among which the company LAFON, which produced and shipped the APL3s, José Taledo, Global Key Account Manager, reports: *"The challenge was to produce and deliver several hundred monthly units for three years for this project only, without disrupting production for other customers. The key to success was the willingness to work together with our employees and partners in the same direction to meet deadlines and quality expectations. It is with great pride that we have won this real business challenge."*

The APL3 is one of LAFON's innovations: a payment terminal that is highly praised for its high level of security that meets the latest developments in international banking standards PCI (Payment Card Industry) and for its ergonomics adapted to the new features that TOTAL will soon offer its customers.

#### **About LAFON**

Created in 1959 and belonging to MADIC group for nearly 15 years, LAFON offers solutions for energy storage, distribution and management. LAFON has been able to combine a strategy of constant innovation with its French know-how. LAFON is now an expert in the fields of energy & automotive environment and unattended electronic payment solutions. <https://www.lafon.fr/>

#### **About MADIC group**

Founded in 1971 in Nantes, France, the MADIC family group innovates in Energy & Automotive Environment, Unattended Payment, Customer Track Datalisation and associated services. With 1 300 employees at 32 sites (industrial and service) in Europe, Africa, USA and Americas, MADIC group designs and develops intelligent, reliable and secure solutions that enable its partners to improve their customer relations and promote their products under optimal conditions. The group's growth is based on a sustainable development strategy that respects people, business and the planet. <http://www.groupe.madic.com/>

## About Total

Total is a major energy player, producing and marketing fuels, natural gas and low-carbon electricity. Our 100,000 employees are committed to better, safer, more affordable, cleaner and accessible energy for the greatest number of people. Present in more than 130 countries, our ambition is to become the leading provider of responsible energy. <https://www.total.fr/>

## About LAFON's Payment Terminal

The APL3 is one of LAFON's innovations. Its latest version brings new features, optimized integration and a rethought design to make payment even more secure and simplified for users. It offers to customers a simple, pleasant and quick way to refuel. It provides the merchant with uninterrupted operation and allows technical teams to be easily installed and maintained.



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