

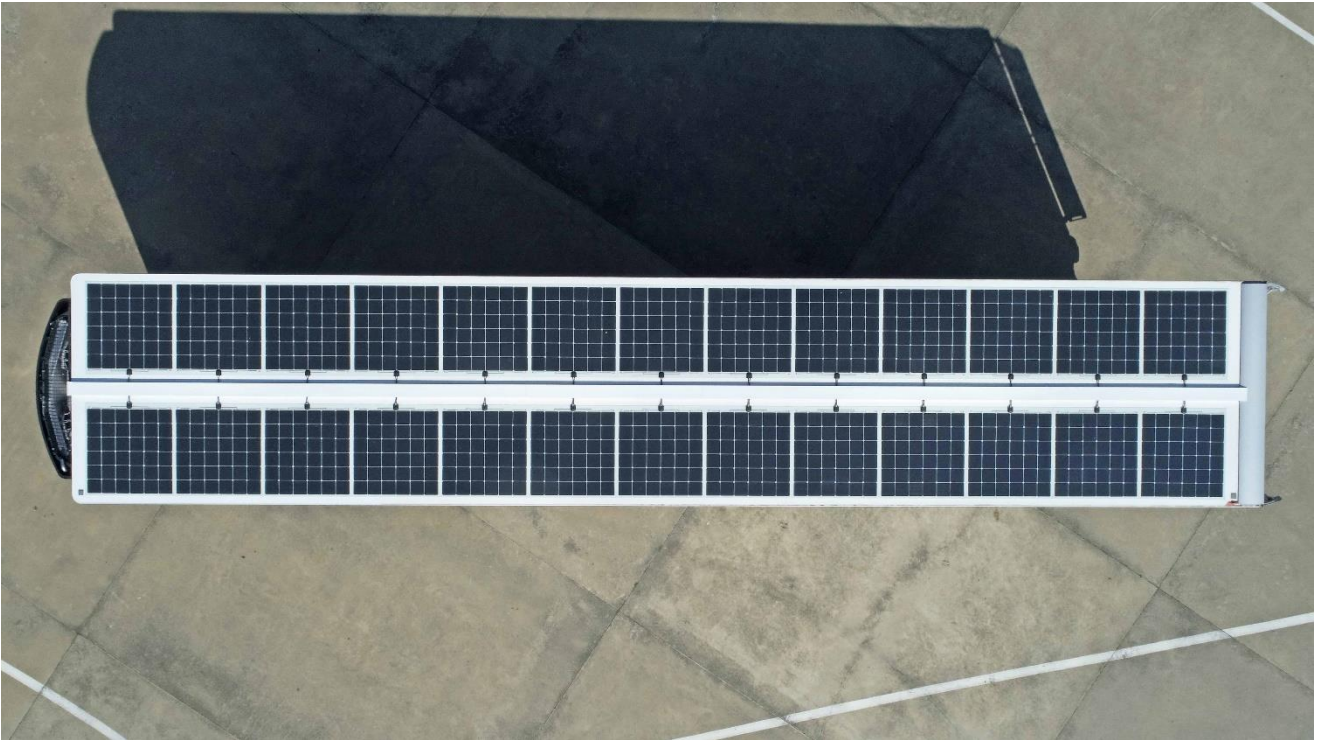


INNOVATION DRIVES YOU FORWARD

# PRESS KIT

## CHEREAU SOLUTRANS 2021: DOING ALWAYS BETTER TOGETHER

16-20 NOVEMBER 2021



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## ■ **CHEREAU SOLUTRANS 2021: DOING ALWAYS BETTER TOGETHER**

Our world is facing a necessary energy transition in order to drastically reduce global warming and its impact on the planet, but also on our daily lives and those of our children.

As some of you know, we presented our corporate values in June, and among them is that protecting the environment and preparing for the future is our choice. In practical terms, this means that we don't want to wait for the law to tell us to be better.

Thus, we are deliberately anticipating very likely legislation, so that we can offer our customers relevant energy solutions to replace diesel and bringing them to the market quickly.

In Lyon, the theme of our stand is "DOING ALWAYS BETTER TOGETHER". It is composed into four areas: better consume, better preserve, better protect and better operate.

- Better preserve: the most virtuous energy is the one we do not consume
- Better consume: new energies to preserve the environment
- Better protect: the human being at the heart of all our attentions
- Better operate: tailor-made support at your service

Discover the innovations presented in each topic in this press presentation.

Good discovery and good reading.

Damien Destremau, Chairman and CEO.



## ■ BETTER PRESERVE

### THE MOST VIRTUOUS ENERGY IS THE ONE WE DO NOT CONSUME

The energy transition is not just about replacing diesel with electric or other forms of energy, but also about designing vehicles that consume less energy.

### CHEREAU OPTIONS FOR ENERGY SAVINGS

Discover the options that allow, depending on the type of activity, to save energy related to the refrigeration unit.

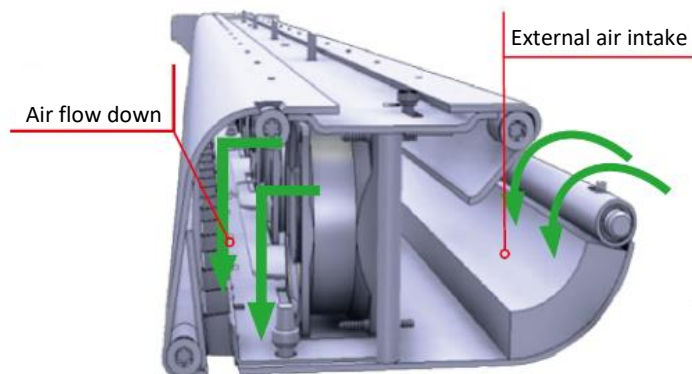
- **Automatic cut-off of the unit when the doors are opened**

Technically there is nothing extraordinary, it is simply a question of connecting the refrigeration unit to a door sensor.

However, this good practice is essential because, when the door are opened it is running, the fresh air in a trailer is very quickly replaced by outside air.

- **Intelligent air curtain that preserves the indoor temperature**

Our AirShutter-C is an excellent complement to prevent air exchange between the interior and exterior.



- **Easy-C Inner partition to reduce the cooling compartment**

It is a good practice for the distribution business to reduce the compartment to be cooled as the delivery is made.

- **Synchronizing the SmartOpen-C closure with the taillift**

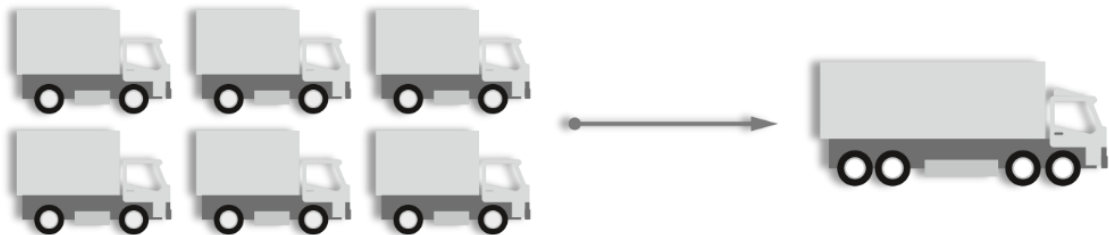
The synchronization in the case of the multiplexed CHEREAU Next range, allows the SmartOpen-C to be closed automatically when the taillift is lowered and therefore avoids cold losses from a vehicle that would remain open.

- **CHEREAU City Trailer = 6 LCVs 3T5 12m3**

A CityTrailer is a semi-trailer with a steered rear axle, which gives it excellent manoeuvrability in urban environments.

It is therefore an ideal tool for massifying logistics flows.

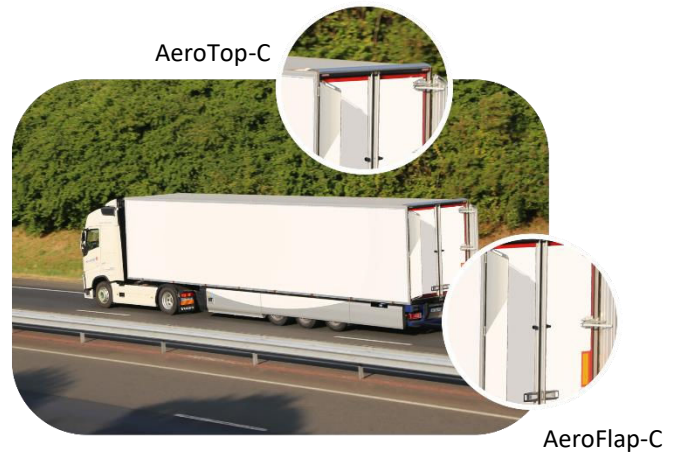
It has a useful volume approximately 6 times greater than that of a 3T5 light commercial vehicle for a pallet capacity multiplied by 8 and a payload more than 30 times greater. All this for a consumption only 2.5 times higher than that of a 3T5 light commercial vehicle.



## AERODYNAMICS

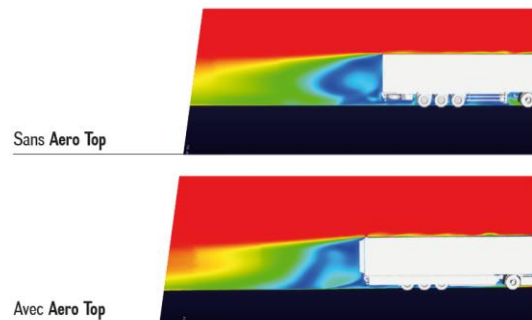
The Aero-C aerodynamic kit reduces the energy consumption of the tractor thanks to the semi-trailer.

It is made up of two different aluminium parts.



- **The AeroTop-C**

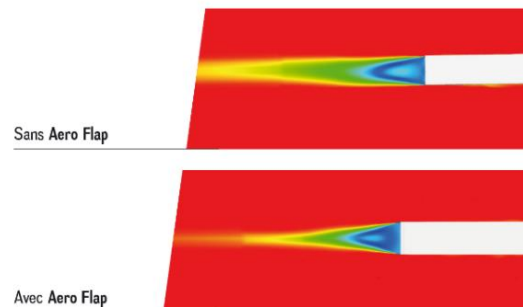
The AeroTop-C is a 50mm high roof spoiler that reduces aerodynamic drag and saves up to **0.3L/100km**.



- **The AeroFlap-C**

The AeroFlap-C is integrated into the rear door template and folds automatically when the doors are opened.

It saves up to **0.7L/100 km**.



The combination of AeroTop-C and AeroFlap-C allows a saving of up to 1.2L/100 km.

For the time being, we have postponed the development of the AeroSkirt-C because there is little demand from customers and there is already a saving of 0.5L/100 by fitting a CHEREAU pallet box.



## CHEREAU PERFORMANCE RANGE

This new range offers the highest level of performance with VIP insulation technology.

The VIP technology for "Vacuum Insulated Panel", based on vacuum (the best insulator there is), makes it possible to achieve a record level of insulation performance. Indeed, a semi-trailer equipped with a longitudinal and vertical ATD-C rail system obtains a record K coefficient of 0,27 instead of 0,53 with the classic CHEREAU range.

This range offers many advantages: up to 25% more efficient insulation with a reduction in the energy required for cold production that is exactly proportional to the increase in insulation, the capacity to maintain the temperature in the event of a problem with the unit, for example in the event of a fuel shortage, which is the primary cause of temperature disputes, and a time to recover the temperature much better as it is also proportional to the level of insulation.

For example, a cold load at +2°C with the unit switched off would take 3 hours and 20 minutes to reach +7°C in an INOGAM EVO semi-trailer, which is already a reference on the market, and 11 hours and 20 minutes in a CHEREAU Performance version, i.e. 8 additional hours of protection.

Another important point is that the unit is less stressed and the body is better insulated, which should logically increase the resale value of the vehicle.

In addition to this great k coefficient starting value, we have enough experience through previous prototypes to qualify the aging of this type of bodywork with a very limited loss of efficiency over time.

CHEREAU Performance offers a new reference in terms of sustainable performance.

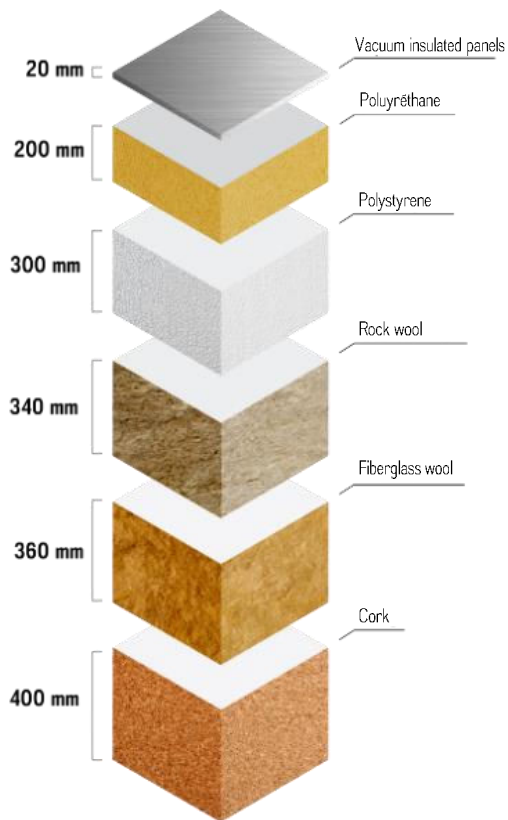


**VIP panel marking (in black) in the bodywork**



\*For a semi-trailer equipped with a recessed longitudinal and vertical rail

**Thicknesses required to obtain the same level of insulation with different materials**





## ■ BETTER CONSUME

### NEW ENERGIES TO PRESERVE THE ENVIRONMENT

The aim is to offer transporters different energy solutions to replace diesel-powered refrigerated semi-trailers with more environmentally friendly vehicles.

While the energy transition is now a matter of course, the choice of the type of solution to replace diesel is not yet obvious for a transporter.

Thus, during this 2021 edition of Solutrans, we will present different solutions which will then have to be qualified by the carriers according to their type of activity.

We do not believe that there is a single solution, but that there are different solutions for different types of use.

The solutions proposed by CHEREAU:

- Semi-trailer with electric cooling unit powered by rechargeable battery, with or without solar panels
- Semi-trailer with electric unit powered by rechargeable battery and energy recovery axle, with or without solar panels
- CHEREAU Hydrogen Power H2 semi-trailer with power cooling unit powered by rechargeable battery and hydrogen fuel cell system

To qualify the different solutions according to the type of customer activity, we have set up a fleet of demonstration vehicles.

This allows customers to test the solutions according to their different operating needs and select the optimal solution for each of their needs.



## DEPLOYMENT OF OUR SOLUTIONS FOR BETTER CONSUME

- CHEREAU Hydrogen Power H<sub>2</sub> semi-trailer
- CityTrailer E-Axle semi-trailer
- E-Axle long-distance semi-trailer + solar panels

Apart from the vehicles listed below, we are aware that for a massive and rapid adoption of these solutions, our demonstration fleet will be insufficient.

We have therefore appealed to the Ministry of Ecological Transition with a proposal to set up a fleet of about twenty vehicles, or even more, depending on the funding available.

To date, we are waiting for the return on the instruction of this file and we strongly hope that at the beginning of 2022, we will be able to meet again for a good news on this subject.

As you can see, CHEREAU is positioning itself as a real player in the energy transition.





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## CHEREAU HYDROGEN POWER H2



CHEREAU believes in hydrogen as a clean energy source for the future.

We are actively preparing the industrialization through the new CHEREAU Hydrogen Power H2 range.

Within 3 years we will launch the first 10 pre-series with the objective of increasing our production of vehicles with this technology from 20 to 25% within 10 years.

### *How does hydrogen work?*

Green or low-carbon hydrogen is made from water. Through the electrolysis process, which uses electricity, H<sub>2</sub>O water is transformed into H<sub>2</sub> and O<sub>2</sub>. The resulting dihydrogen gas is a storable energy source. It can then be used to generate electricity mix in a fuel cell. The fuel cell uses the hydrogen in the tank and the oxygen in the air to produce electricity, a little heat and releases steam.

CHEREAU Hydrogen Power H2 vehicles are equipped with hydrogen tanks, located in the chassis between the chassis rails, a fuel cell and buffer batteries. The vehicles are designed for at least two days of long-distance autonomy and one day of distribution. It takes only 10 minutes to fill up.

Some may say that this solution is ahead of its time, because it is not mature, that there is no network yet, that it is still too expensive.... That's one point of view. CHEREAU's point of view is to do everything possible to help the hydrogen industry to have tangible examples, so that this solution can be democratized as quickly as possible. To wait is to slow down the energy transition. Our role as market



leader is to maintain this pioneering attitude, by fully assuming this market transformation. The first vehicles are more expensive than the future target price; but the price of hydrogen will inevitably drop, and there will also be more refill stations. The energy transition is not an option for CHEREAU. It is a necessity, well understood by the transporters who are already asking for our pre-production vehicles.

## HYDROGEN: HOW DOES IT WORK?

### ELECTROLYZER

#### Hydrogen production from water



### FUEL CELL

#### Electricity production from hydrogen





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## CHEREAU NEW ENERGIES VEHICLE

This vehicle can be powered in three different ways: on the mains thanks to a 380 volt socket, or by a battery pack. The battery pack is recharged by an energy axle (E-Axle 24 Kw) or by the roof, which is entirely covered with solar panels (27 m<sup>2</sup>).

The body is equipped with VIP insulation (Vacuum Insulated Panels), vacuum insulation is the best insulation available and can save up to 25% of energy in the refrigeration unit.

Multiplexed, this vehicle is also equipped with the CHEREAU aerodynamic kit: the AeroTop-C which allows to save up to 0,3L/100 km and the AeroFlap-C allowing to save 0,7L/100 km or 1,1L/100 km when these two appendices are coupled.



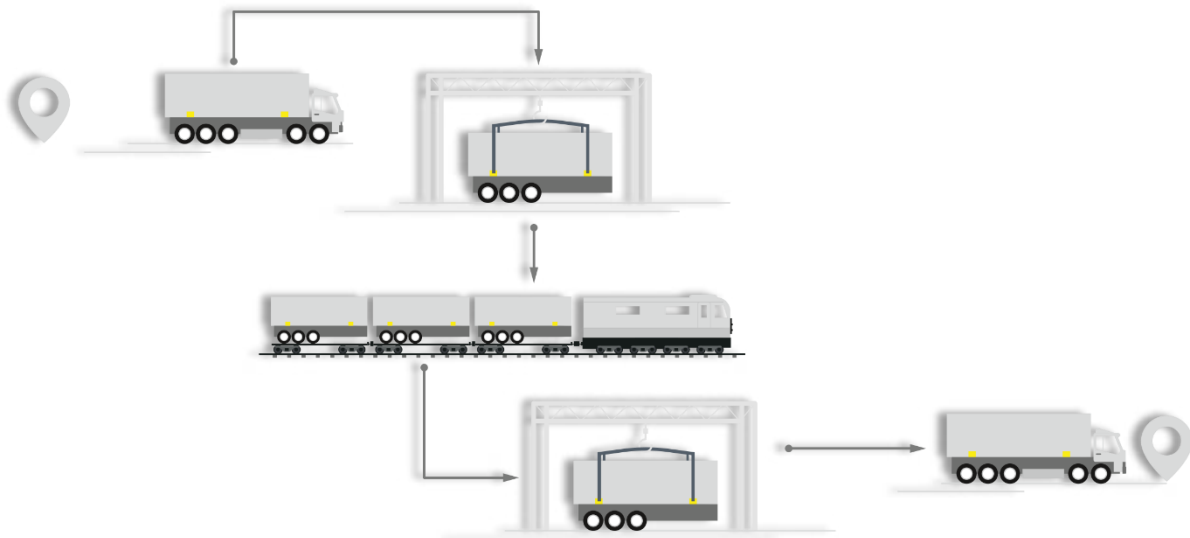
## HUCKEPACK

This rail-road transport solution, also known as piggybacking, allows the complete semi-trailer (chassis + body) to be loaded onto the train. This limits the number of vehicles on the road and this massification allows significant CO savings (up to 9 times less than by road according to GNTC).

This is a solution commonly used in some European countries, such as in Italy.

It is replacing the MobilRail-C solutions used in France, a body detached from its chassis and with the chassis remaining in place. The new solution therefore provides greater flexibility.

The HuckePack semi-trailer is specially equipped with a gripping system that allows the gantry or reach staker clamps to place it on a pocket wagon specific to this type of transport.



## ■ BETTER PROTECT

### THE HUMAN BEING AT THE HEART OF ALL OUR ATTENTIONS

We have always thought about the users when developing our products and our goal is that they really enjoy working with CHEREAU products.

This objective is all the more important today because in all European countries, carriers are suffering from a lack of drivers. We are therefore trying to provide the most appropriate solutions in order to limit the risks and constraints and to preserve the attractiveness of the profession for users.

### SAFELoading-C



SafeLoading-C is a patented system that automatically locks the vehicle's brakes at the dock when the dock door is opened.

In concrete terms, the vehicle and the platform are equipped with a communicating box.

When the dock door opens, the information is shared with the vehicle via a wireless connection.

The vehicle's brakes are automatically locked by activating the parking brake when the vehicle receives the signal.

When the vehicle is secured, a blue light, located on the right inner side or on the dock, lights up to inform the dock operator. The driver also receives the information via a light on the front of the vehicle or directly on the dashboard.

As soon as the dock door closes, the safety device is released and allows the vehicle to leave the loading dock.

This allows the dock operators to work safely.



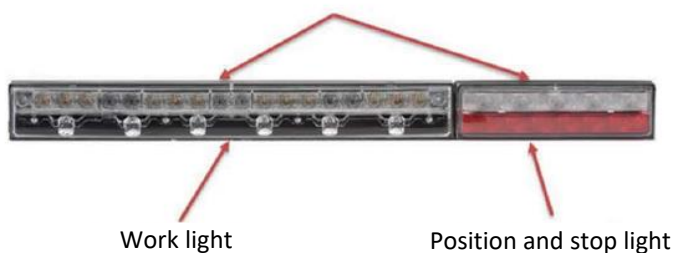
## LIGHTING SOLUTIONS

In order to ensure the safety of delivery drivers during night deliveries, CHEREAU offers various lighting solutions:

- Citylight, rear lighting
- Sidelight, side lighting
- SL60, tailgate lighting

### CITYLIGHT

The CityLight is a multi-functional lighting system that is particularly suitable for street deliveries. It combines scrolling directional and hazard lights, position and stop lights, and a powerful work light. This is automatically triggered when the tailgate is switched on.



### SIDELIGHT

The SideLight is a safety side light with six lights for trailers and four to six lights for rigid trucks. This light is operated via a switch in the cab, which is only permitted when the vehicle is stationary.

### SL60

The SL60 is a special light that illuminates the tailgate area.







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## CHEREAU NEXT



### THE INTELLIGENT AND CONNECTED SEMI-TRAILER, ALREADY PRESENTED AND AWARDED AT SOLUTRANS IN 2017!

CHEREAU NEXT is the first new generation refrigerated trailer using CAN bus technology. It fully benefits from the whole Inogam Evo program. In addition to its new coupled functions that promote performance and safety, CHEREAU Next allows key information to be sent to the dashboard of Renault, Volvo and Scania\* tractors. A new communication box also allows a complete remote diagnosis of the vehicle.

(\*Constructor's option)



## REMINDER OF CHEREAU NEXT'S INNOVATIONS

### ERGONOMICS

- **New features for the benefit of users**

By instrumenting certain elements, such as the rear doors, in such a way as to link them to the CAN network, CHEREAU has created automatic systems that promote ergonomics. For example, when the taillift is raised, the SmartOpen-C opens, the vehicle's LED interior lighting comes on, the refrigeration unit stops and the AirShutter-C air curtain is activated.

Multiplexing allows all vehicle functions to be controlled from a single point in the network and CHEREAU has developed the NextControl system, which is optionally installed inside the bodywork at the rear.

### SAFETY

- **New security features for the benefit of users**

The coupling of functions makes it possible to significantly increase the level of safety offered to drivers and road users.

- Before departure, when the vehicle is started, CHEREAU NEXT will perform an "automatic inspection". In the event of an open door, deployed tailgate or step, or unsuitable tyre pressure (depending on the options chosen), the sidemarkers lights will flash to warn the driver.
- When docked, in addition to the vehicle lockout button on the NextControl, the closing SmartOpen-C rear door will flash the interior lighting to warn anyone in the vehicle.
- In delivery, when the ignition is switched off, if the driver leaves the parking lights on, the CityLight ramp is switched on for two minutes to give the driver time to extend the tailgate safely. If the tailgate is not extended, CityLight is automatically switched off.
- In addition, five new lighting functions provide an increased level of safety for road users:
  - When the ignition is switched off: automatic activation of the CityLight flash ramp for deliveries,
  - Emergency brake warning: if the ABS is activated, the hazard warning lights come on automatically,
  - Dangerous situation alert: the hazard warning lights come on automatically if the trailer's rollover protection system level 2 is activated,
  - Sidemarkers lights flashing when changing direction.



## PERFORMANCE

- New functionalities to improve performance.

The sharing of information between the vehicle's equipment and the resulting automatic systems make it possible to significantly improve the vehicle's level of performance for optimum protection of the cold chain.

- The automatic cut-off of the refrigeration unit when the doors are open slows down the exchange of indoor/outdoor air and reduces fuel energy consumption,
- The AirShutter-C intelligent air curtain performs the same function, but only activates when necessary to minimize the strain on the batteries,
- The new "raceway full LED" interior lighting provides perfectly distributed light for greater efficiency,
- The synchronization of the taillift and SmartOpen-C makes life easier for the driver and ensures a closed door for every pallet, roll or package,
- NextControl saves the driver time by providing fingertip control of the vehicle. The driver is informed of the set temperature and the temperature readings from the sensors, and is alerted to low battery or fuel levels.

## CONNECTIVITY

- New features to be 100% connected.
  - CHEREAU NEXT is connected to its tractor: for the first time, the tractor and the trailer form a homogeneous unit. Previously, communication between these two vehicles was limited to information on braking, lighting and axle load. Thanks to multiplexing, tractors can receive key information from the semi-trailer directly on the dashboard: temperature, GNR level, open door information, tyre pressure alerts, etc.
  - The tractor connection is still being deployed: to date, CHEREAU NEXT is compatible with three brands: Renault, Scania and Volvo. The manufacturers have also created connection packs to integrate the information from CHEREAU NEXT (15-pin socket, 24V plot 9 power supply, fuel box and dashboard settings).
  - CHEREAU NEXT is equipped with a Plug & Connect diagnostic socket to identify any fault codes, facilitating maintenance as is the case on road tractors or cars.





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## CHEREAU NEXT EXTENDS TO RIGID TRUCKS

In 2020, CHEREAU Next extends to rigid trucks. After the first multiplexed body presented at Solutrans 2017 and based on our experience for three years already, we have decided to standardize the multiplexing for trucks equipped with SmartOpen-C.



## STEP WITH RAMP

To secure access to the vehicle and avoid accidents such as automatically without any additional action or effort for the driver

Two models exist:

- A narrow model for carriers
- A wide model for semi-trailers





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## SMARTOPEN-C EVO

The distribution business requires equipment adapted to its specificities. The challenge is therefore to allow longer rounds while respecting the cold chain from start to finish. It is also important to provide safe and ergonomic solutions for delivery drivers to facilitate their work while reducing noise and CO2 emissions.

SmartOpen-C Evo is a patented fast, electric rear opening system. It closes the body in less than ten seconds, protecting the goods being transported and allowing longer journeys. It benefits from a high level of insulation. Its opening, above the bodywork, allows the installation of all the interior equipment essential to urban delivery and improves hygiene. SmartOpen-C Evo is also PIEK compliant for night deliveries.

The SmartOpen-C Evo is the ideal tool for urban distribution under controlled temperatures.

### **BENEFITS:**

#### **PRACTICE**

- Free pavilion
- Optimized passage width
- Compatible with longitudinal partitions

#### **PROTECTOR**

- Enhanced hygiene
- Anti-clogging system
- Anti-pinch system
- Low-noise drive system

#### **PERFORMANT**

- Opens/closes in less than 10 seconds
- Extended distribution rounds
- Opening/closing from the platform

#### **PRODUCTIVE**

- Useful length (+50mm)
- Passage width (2400mm)
- With CHEREAU Next: Automated opening/closing with the tailgate

To learn more, find the product sheet [here](#).



## ■ BETTER OPERATE

### TAILOR-MADE SUPPORT AT YOUR SERVICE

Wherever CHEREAU equipment is used, we must support our customers so that their equipment is always operational.

### OUR NETWORK

CHEREAU wishes to have an effective technical presence with its customers to accompany them in the operation of their vehicles. CHEREAU vehicles are references and the transport customers have professional constraints, which forbid approximation.

CHEREAU has therefore chosen to pay particular attention to the density and competence of its network of Service Points.

The network of CHEREAU Service Points is growing every year. Today, there are **over 100 service points in 21 countries:**

- **44 service points in France**
- **7 service points in Germany**
- **16 service points in the UK**
- **8 service points in Spain**
- **4 service points in Poland**
- **2 service points in Sweden**
- **15 service points in other countries**





## TECHNICAL SUPPORT

For nearly 70 years, CHEREAU has been recognized for the high quality and performance of its products. However, the natural requirement of our customers sometimes leads us to improve certain solutions. A dedicated team is at the disposal of the users to collect their possible remarks and requests.

Our services accompany them on:

- Troubleshooting
- Technical information
- Technical management of after-sales training
- Technical expertise

## CHEREAU TRAINING

In order to guarantee the best level of maintenance and service for our customers' equipment, we offer various training courses to our CHEREAU Service Points and to our customers with an integrated workshop. Several programs are offered: a general training course for the maintenance and servicing of equipment, two specific training courses dedicated to SmartOpen-C and to multiplexing.



## THE ORIGINAL CHEREAU SPARE PARTS

CHEREAU offers a wide range of guaranteed original spare parts.

The CHEREAU guaranteed original parts counts more than 4 000 references with the CHEREAU quality aiming at preserving the performances and the resale value of the vehicles.

All parts for CHEREAU vehicles (including taillift, group, axles...) are available from our warehouse. They can be shipped anywhere in France and abroad.

Some parts require longer manufacturing and supply times, which is why shipping times will be evaluated on a case-by-case basis.

The CHEREAU guaranteed original parts online catalogue offers the essential spare parts with photograph, weight, price (on request), detailed assembly plan and indicative delivery time.

Go to the [EasyParts | CHEREAU](#).







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## ■ PARTNERSHIPS

### CHEREAU AND VISIBLE DIGITAL ANNOUNCE A PARTNERSHIP AGREEMENT

Operating a vehicle properly means knowing how to maintain it on time. However, in order to make the most of it, you need to be able to retrieve and use all the data from the vehicle and get the maximum benefit from it.

It is with this in mind that we are pleased to announce a partnership agreement with visible digital, which will support us in creating strong benefit based on vehicle data for our customers and our customers' customers.



Concerning the customers who are worried about yet another telematics solution can rest assured that what we are going to offer them is 100% compatible and interoperable with what they already have. But we will give them the opportunity to have more, much more.

See you in 2022 to discover the first disruptive services resulting from this partnership.





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## CHEREAU, A PIONEER IN THE HYDROGEN INDUSTRY

### NEWS FROM ENERGY OBSERVER

Our partner Energy Observer is continuing its three-year Odyssey across the world's seas to discover the ecosystems, actors and energies that make up the wealth of our planet. It took the crew 25 days to sail from Kona (Hawaii) to Noumea (New Caledonia). A navigation that was punctuated by all types of weather: tailwinds, crosswinds but also headwinds. More often in excess of energy than the opposite, the ship was able to rely on the sun and the wind. This navigation marks a milestone in the Odyssey of Energy Observer, which has officially reached 10,000 nautical miles covered in 2021, i.e. 40,000 nautical miles since its departure in 2017. A milestone achieved in record time since his 4 years of exploration!

### About Energy Observer

The Energy Observer project was born in 2013 from the commitment of Victorien Erussard, a merchant marine officer and ocean racer. Aware that it is vital to commit to the planet, he gathered around him a team of complementary professionals, sailors, scientists, engineers and reporters, in order to create the first autonomous vessel capable of drawing its energy from nature while preserving it.



The dream became reality 4 years later, when the Energy Observer vessel was launched for the first time. Developed

from a legendary racing catamaran, Energy Observer is a laboratory for ecological transition designed to push back the limits of zero-emission technologies. Hydrogen, solar, wind, tidal, all solutions are experimented, tested and optimized to make clean energy a concrete reality accessible to all.

Criss-crossing the seas to meet those who are finding sustainable solutions for the planet every day, Energy Observer has become a movement, an Odyssey around the world where each stopover is an opportunity to learn, understand and share the energies of others.

Energy Observer has received the High Patronage of Mr Emmanuel Macron, President of the French Republic. First French ambassador of the 17 UN Sustainable Development Goals, it has the official support of the Ministry of Ecological Transition, UNESCO, the European Union, Irena and Ademe.





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## KEY FIGURES FOR 2020

- Nearly **1000 employees**
- **190 million €** turnover
- **43%** of export sales
- **More than 3400** vehicles produced
- **51%** market share in France
- **15.2%** market share in Europe
- **5 M€** of investments in the production tool
- **2.6 M€** of fundamental R&D

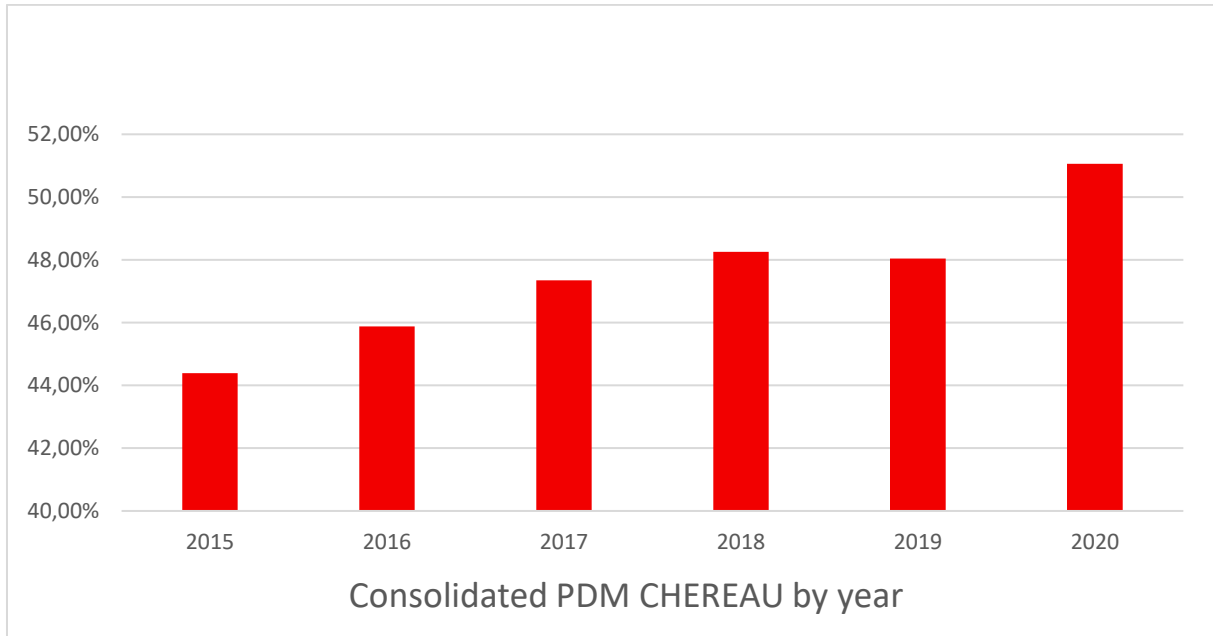




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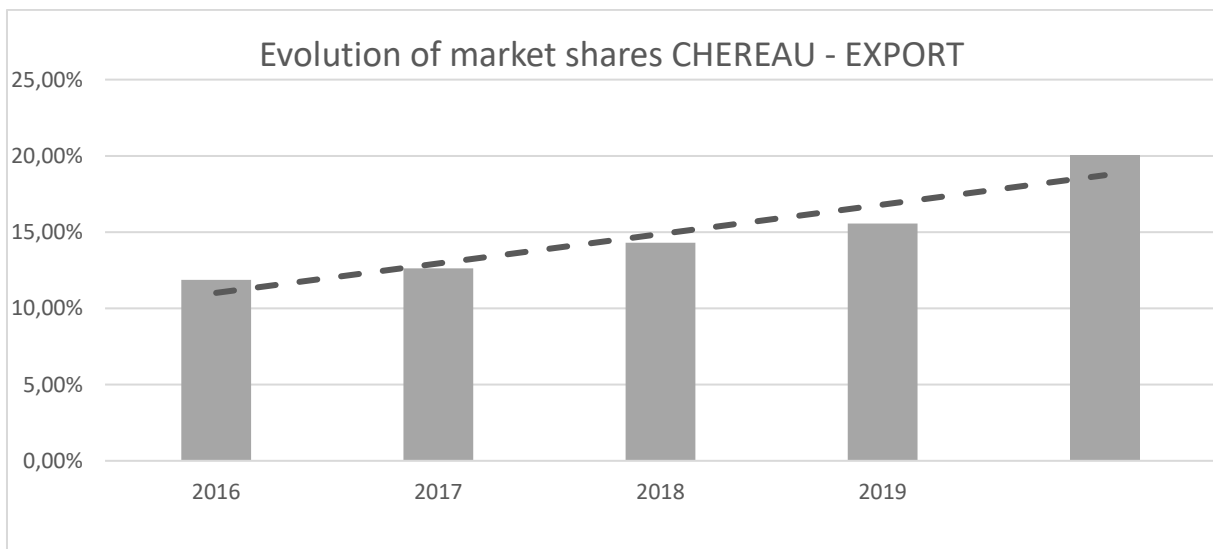
## ■ REMINDER OF MARKET SHARES

### EVOLUTION OF CHEREAU'S MARKET SHARE IN FRANCE



An undisputed leadership with more than one out of two refrigerated semi-trailers every year in France. Thank you to our customers!

### EVOLUTION OF CHEREAU'S EXPORT MARKET SHARE



2020





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## ■ CHEREAU AND THE CSR

This year we presented our first voluntary CSR report, a roadmap to help us realize our vision, beliefs and commitments as a company.

It is available in five languages in a digital version. Do not hesitate to ask us if you wish to know more about our CSR approach.

## ■ FIND US ON

**The website:** [www.chereau.com](http://www.chereau.com)

### **Social networks:**



<https://www.linkedin.com/company/ets-jean-chereau-sas/>



[https://www.instagram.com/chereau\\_sas/](https://www.instagram.com/chereau_sas/)



<https://www.youtube.com/channel/UCWGhPcuPcW4hpngHx4S1hFQ>

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