

LeasePlan

We are what's next

World leader in fleet management and driver mobility

Founded

1963

Present in

32

countries

#1

EU reseller

LP Group B.V.
Investor consortium
Shareholder

Size of fleet

1.7

million

6,600+

Employees

HQ
Amsterdam

175,000+

Worldwide customers



LeasePlan is focused on leading the megatrend **from ownership to usership** in both the new and high-quality used car markets.

Strategic focus on **two** large and growing markets:

Car-as-a-Service

'Car-as-a-Service' market for leasing new cars, a growing **€68 billion market**

CarNext.com

High-quality 3-4-year-old used car market, a growing **€65 billion market**



1

Grow our Car-as-a-Service business

2

Launch CarNext.com

3

Drive further operational excellence

4

Introduce LeasePlan Digital

5

Achieve net zero emissions by 2030

Strategic Highlights

We take care of the entire vehicle lifecycle



Purchase



Financing



Insurance



Maintenance Management



Fuel Management



Accident Management



Rental Management



High-quality used car resale & leasing

Key figures

532m

Underlying netresult (EUR)

16.7%

Underlying return on equity

5.5%

Growth in number of vehicles

130m

EUR savings from
'Power of One LeasePlan'

Diversified and resilient model

Funding mix (%)



Debt capital markets	42
Retail deposits	32
Secured funding	8
Bank lines / other	18

Brand mix (%)



Volkswagen	13,5
Ford	12,1
BMW	8,9
Audi	8,6
Mercedes Benz	7,8
Renault	6,6
Peugeot	4,8
Skoda	4,5
Opel	4,4
Volvo	3,7
Toyota	3,6
Nissan	2,8
Others	18,7

* Based on the funded book value per Dec 2017

Key megatrends are changing the mobility landscape

From ownership
to subscription

Sustainability

Digitisation

LeasePlan sustainability

Objective

Achieve net zero emissions from our total fleet by 2030

- **Educate** our customers on what's next in low-emission vehicles
- **Facilitate** customers to make the switch via electric vehicle proposition
- **Lead** by example (LeasePlan own fleet fully electric by 2021)
- **Advocate** zero emission mobility (e.g., as founding partner of EV100)

Our interests

Sustainable Fleet Management

• • •

Tech disruption of high-quality 3-4-year-old used car market

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Autonomous vehicle fleets and deep learning

Contact us



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