



LeasePlan

What's next?

Fleet fundamentals

National Public Sector Fleet Managers' Conference 2019

Ashley Morris

LeasePlan globally

Founded

1963

World leader in
Car-as-a-Service

Fleet size

1.8m vehicles

European reseller

#1

CaaS market

€75bn

Key business segments

- International / Corporate
- SME
- Private individuals
- Mobility providers

Employees

7,000+

Countries present

32

We take care of the entire vehicle lifecycle

Vehicle selection



Purchase & financing



Insurance and accident management



Maintenance management services



Fuel management



Fleet management services (systems, data, consultancy)



LeasePlan Services

Changes in fleet

- **Fleet Manager role squeeze**
Procurement and Finance involvement
- **Vehicle technology advancement**
Electric vehicle adoption
- **Regulations tightening**
Chain of Responsibility
- **Big data**
Security and availability





Fleet fundamentals

1

Fit-for-Purpose

2

Utilisation

3

Maintenance management

4

Driver management

1

Fit-for-Purpose

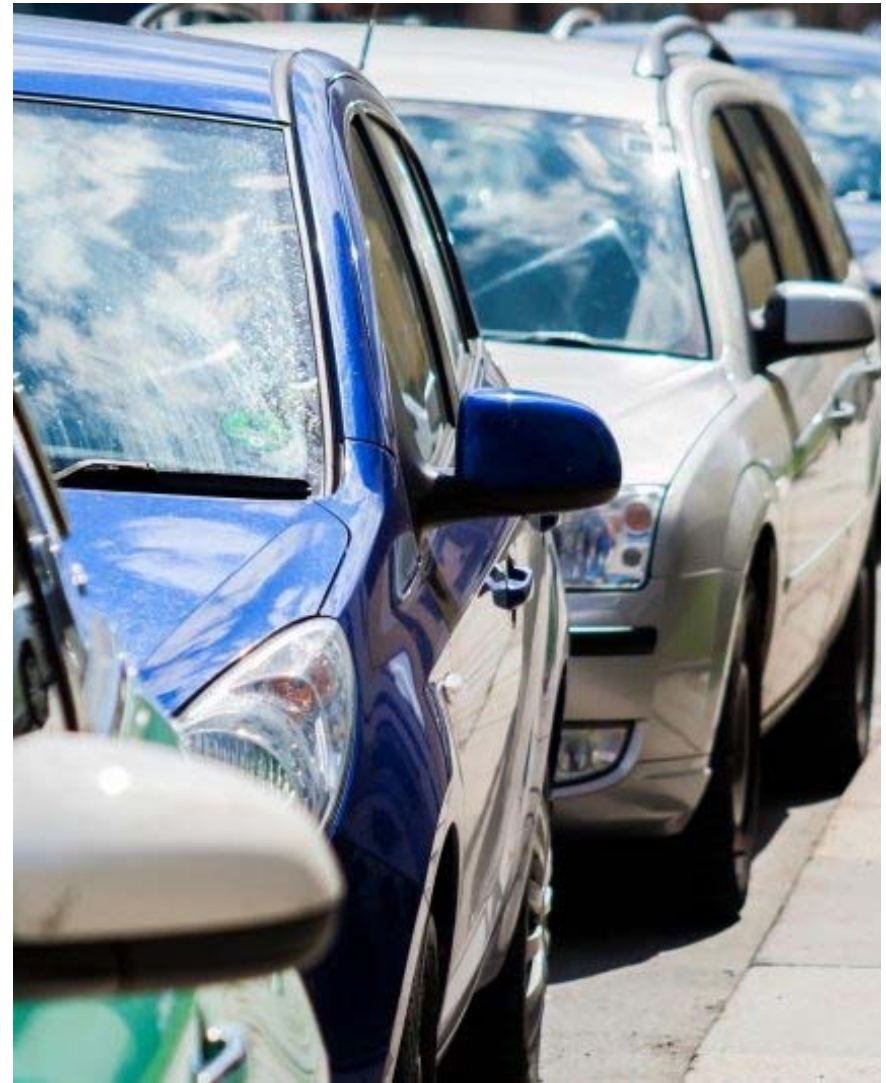
- One size does not fit all
- How well do you know a vehicle's operating requirements?
- Are you always reviewing?



2

Utilisation

- How do you monitor vehicle use?
- What does over or under utilisation mean?



3

Maintenance management

- Do your service schedules match each vehicle and its use?
- Can you monitor adherence?



4

Driver management

- How strong are your policies?
- How prepared are your drivers?



Sustainability commitment

Educate

Our customers on what's next in low-emission vehicles

Lead by example

LeasePlan's own fleet fully electric by 2021

Advocate

Zero emission mobility
(founding partner of EV100)

Facilitate

Customers to make the switch via electric vehicle proposition



World Business Council for Sustainable Development



TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES



Alliance of CEO Climate Leaders sector champion

LeasePlan

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