



ALD International

# ALD AUTOMOTIVE

## NEW BUSINESS MODELS FOR THE LEASING INDUSTRY



Tim Albertsen, Group Deputy CEO

LET'S DRIVE TOGETHER



# ALD AUTOMOTIVE AT A GLANCE



1<sup>st</sup>

Worldwide  
coverage



5,000

people

100,000 +  
customers

Part of



SOCIÉTÉ  
GÉNÉRALE



Direct presence in

41

countries

1<sup>st</sup>

European  
Leasing  
company



Managing over

1.3 M

vehicles (+ 7% / year)

Rated BBB by S&P

€6.1 billion

turnover in 2015



Innovative  
solutions



ALDNews



ALD  
Automotive

# MEGATRENDS IMPACTING THE CAR & FLEET INDUSTRY, GLOBALLY



## DEMOGRAPHY

**Urbanization**  
World urban population

50%

2010

60%

2025

**Ageing**



Y Generation > 65 years



## TECHNOLOGY

**Connectivity equipment**  
(Smartphones, cars)

**Open Data**



## TRANSPORTS

**New transport alternatives**

**Collaborative economy**

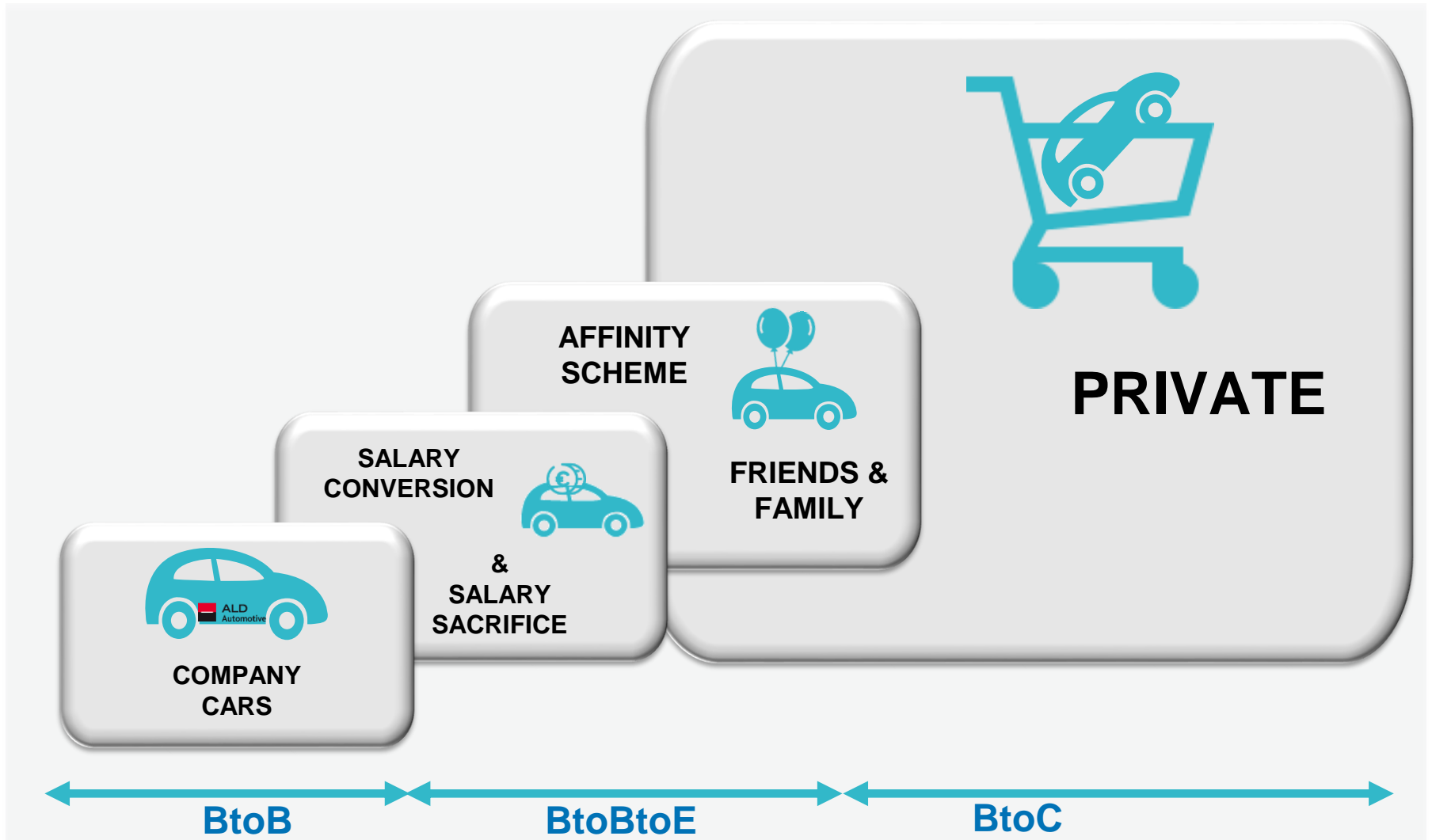


## REGULATION

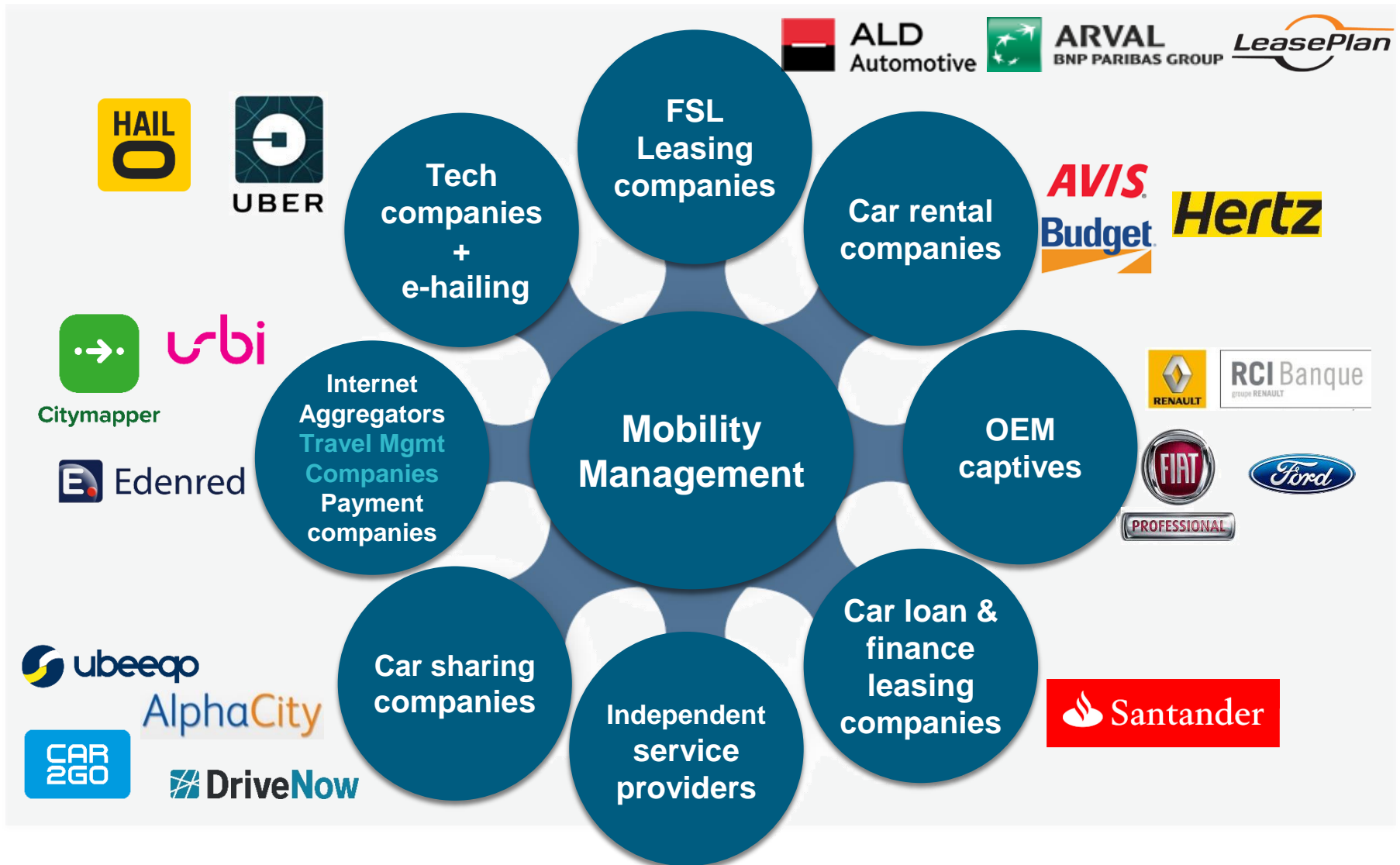
**Regulator**  
(top - down)

**Mindset**  
(bottom - up)

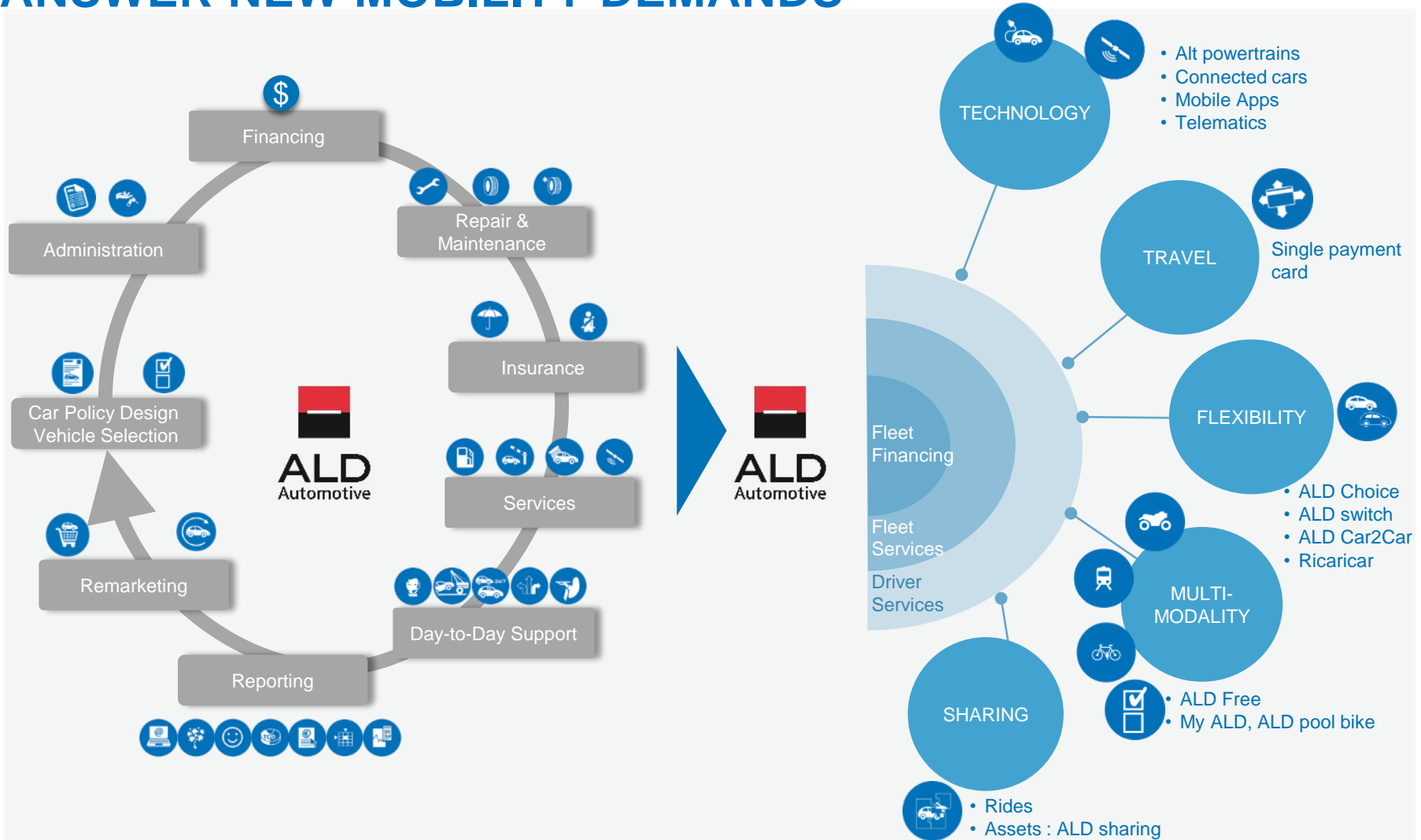
# A BROADER TARGET AUDIENCE



# A CONVERGING COMPETITIVE ENVIRONMENT



# BUSINESS MODEL IS EVOLVING TO ANSWER NEW MOBILITY DEMANDS

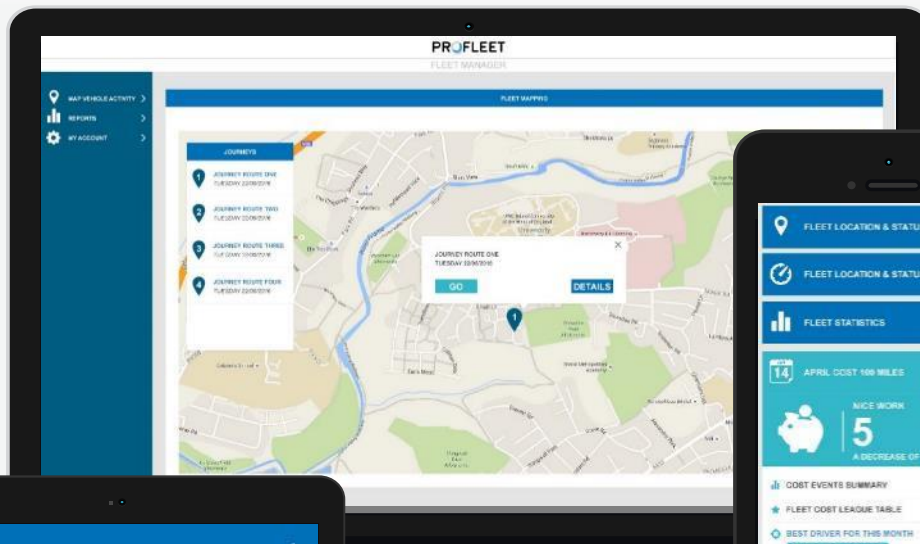




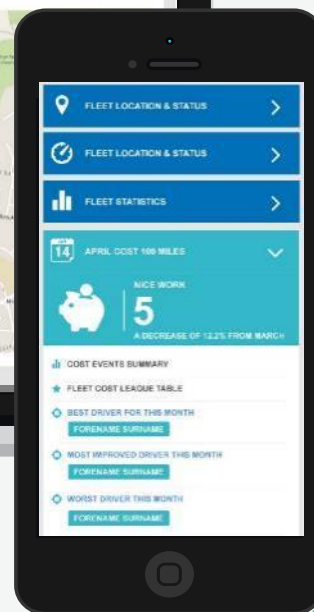
# TELEMATICS: AWARD WINNING TECHNOLOGY



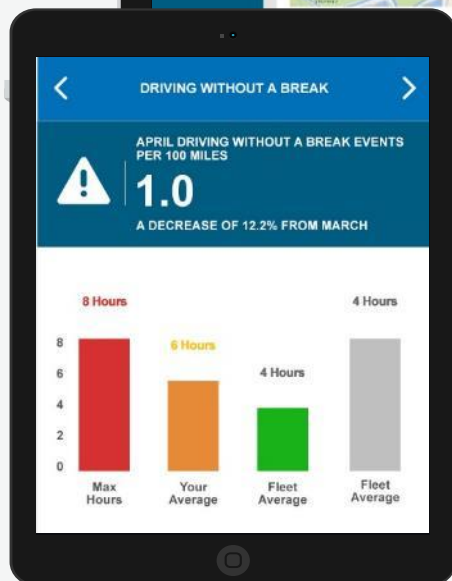
**“Report & monitor** business mileage, excessive private mileage, where your vehicles are 24/7, fuel usage



**“Benchmark & reward** smarter, safer driving, vehicles and drivers.



**“Identify & reduce** costly or risky driving behavior, risk of recharges, unauthorized driving



**“Manage & measure** fleet utilization and CO2, success of eco-driver training and overtime claims

**BUT ALSO...** recover stolen vehicles, provide auditable health and safety records, comply with duty of care legislation, ensure your vehicles are serviced on time

# TELEMATICS FOR DRIVERS



## SIMPLIFYING TASKS RELATED TO THE VEHICLE

- Separate business and private mileage at the click of a mouse
- Paperless fuel expense claims
- High risks journey alerts
- Driver consent controls
- Automated journey records for expenses

## AND EVEN...

- Pro-active vehicle servicing and MOT's
- Stolen vehicle location facility



# ALD FREE

A DEMAND DRIVEN MODEL



## QUOTE YOUR CAR

## QUOTE YOUR MOBILITY CARD

## QUOTE YOUR E-BIKE

## MONITOR YOUR TRAVEL!

MUN AUTO OFFERTES AFSpraakplanner HELP MI EEN AUTO KIEZEN

### MIJN REISHISTORIE

Soort reis:  
☐ Alle reizen  
☐ Alleen zakelijk  
☐ Alleen privé

Datum:  
Van: DD-MM-YYYY  
Tot: DD-MM-YYYY

Type vervoer:  
Alle

ZOEKEN

**JULI 2015**  
Totaal: € 66,69  
Zakelijk: € 58,59 | Privé: € 10,10

di 21	07:43 Utrecht Centraal	08:12 Schiphol	€ 21,59
	07:43 Utrecht Centraal	08:12 Schiphol	€ 21,59
	07:43 Utrecht Centraal	08:12 Schiphol	€ 21,59

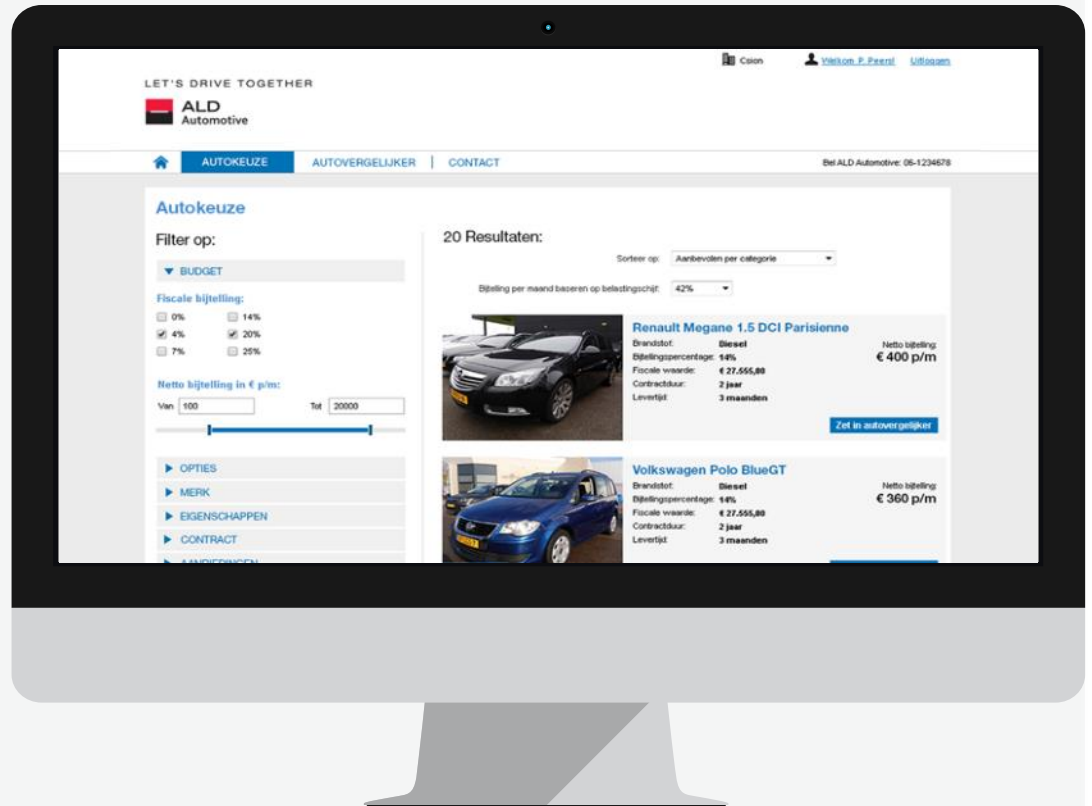


No lease fees

A predefined offer per individual employee, continuously refreshed

New and second hand vehicles

Minimum contract duration as low as 3 months!



# FLEXIBLE PRODUCT MINDED FOR BtoC



## PAY PER USE

**RICARICA**  
**300**

36 Months  
**300Km** | **169€/month\***

**RICARICA**  
**500**

36 Months  
**500Km** | **209€/month\***

**RICARICA**  
**800**

36 Months  
**800Km** | **269€/month\***



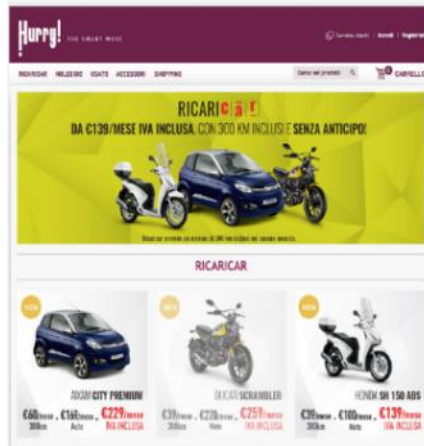
**VAT INCLUDED**  
**NO ADVANCE PAYMENT**  
**NO BALLOON PAYMENT**

\* Citroen C1

Exceeding KM at the end of the month, with no recharge will be invoiced at the following cost: 0.50€/Km



**BUY CHARGE CARDS ON THE-HURRY.COM**

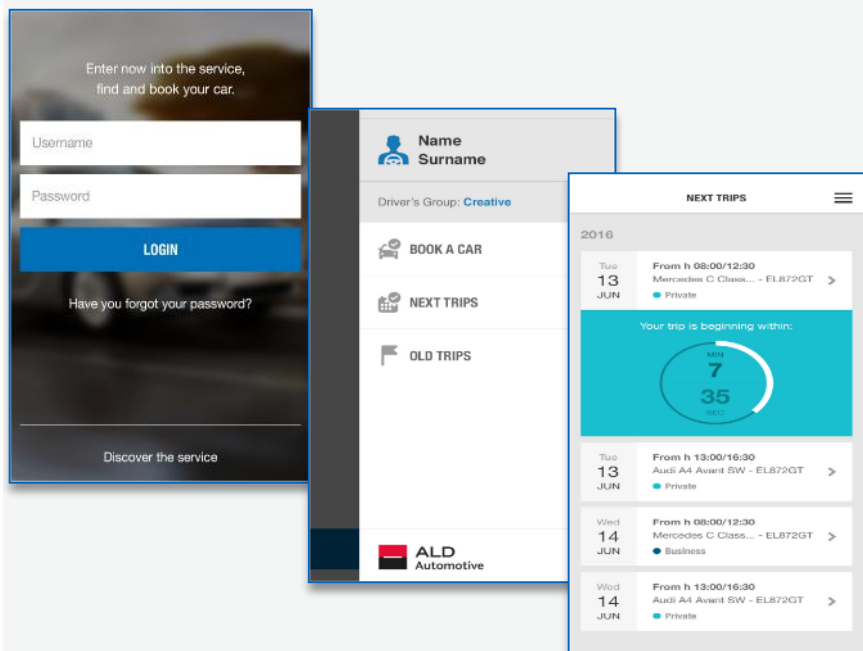




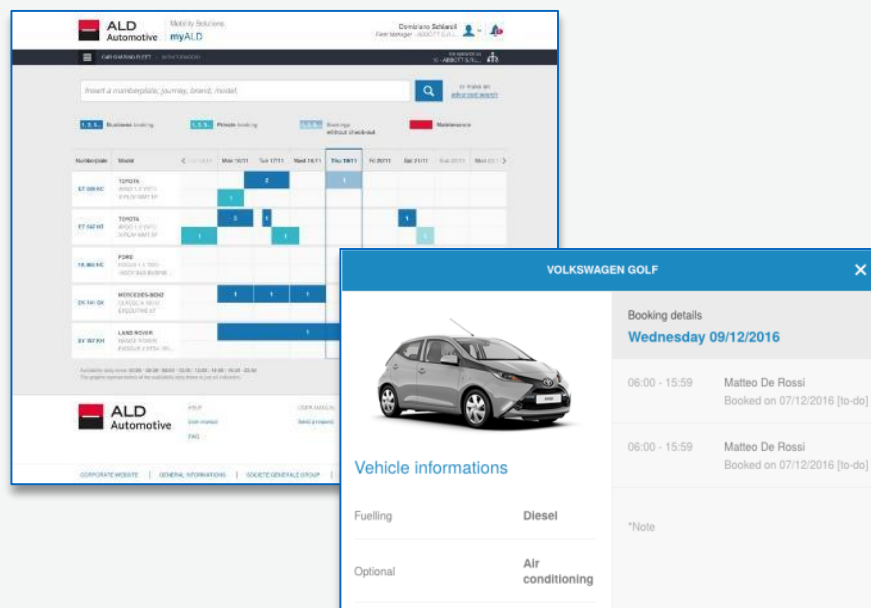
## CUSTOMER JOURNEY



### Driver manages the booking via the app

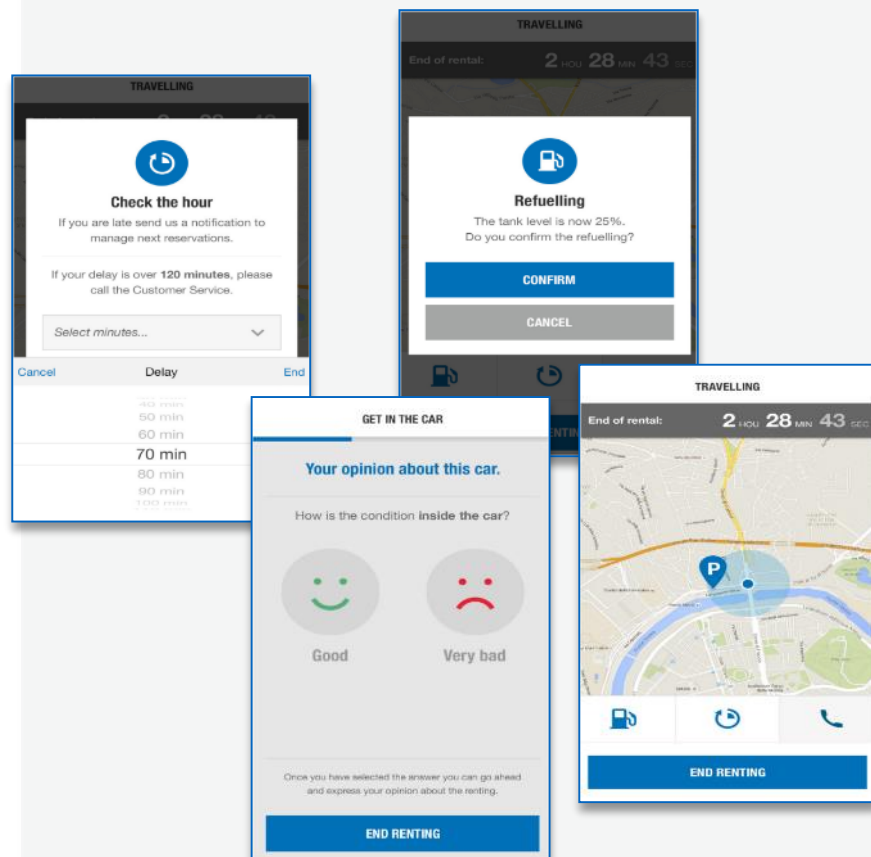


### Booking system allows the Fleet Manager to monitor which car is booked.

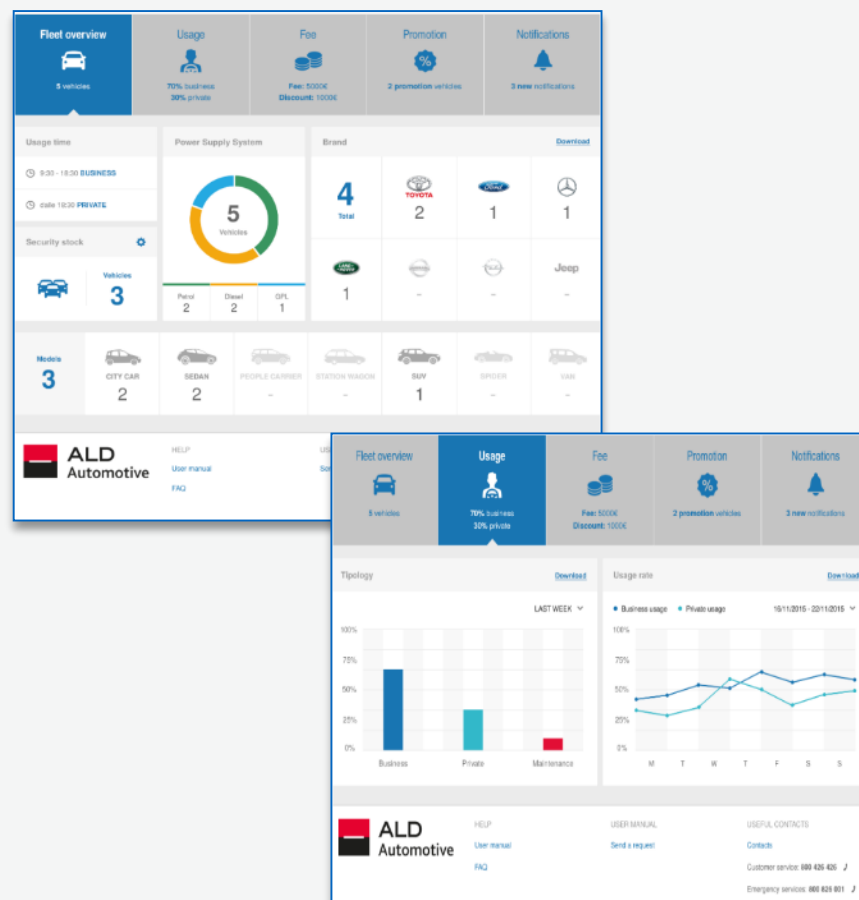




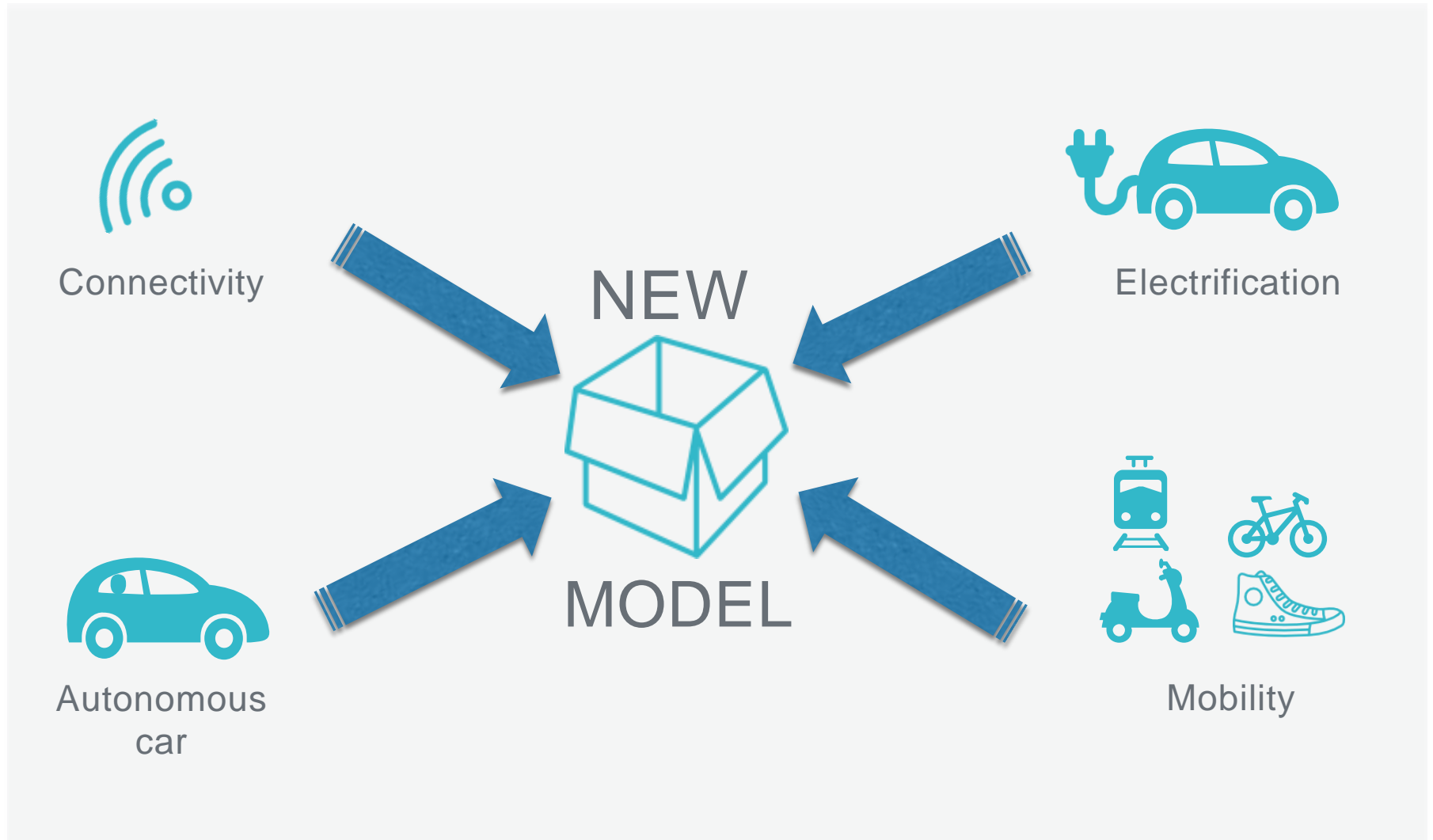
The app allows the driver to access a range of services (delay reporting, refueling, maps, feedback about the service...)



Through the Dashboard, Fleet Manager can analyze the booking trend (both for business and private use)



# TODAY's CONCLUSION





THANK YOU