LeasePlan

Strategic Update and Full Year 2017 results

Financial Highlights



€532 million underlying net result





YoY increase in underlying net result







million savings delivered by our

'Power of One LeasePlan' operational excellence program





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:



Grow our Car-as-a-Service business

_aunch **CarNext.com**

Drive further operational excellence

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

Introduce LeasePlan Digital



Achieve net zero emissions by 2030

What's next?

