

Strategic Update and Full Year 2017 results

Financial Highlights





17%
YoY increase in underlying net result



5.5% serviced fleet growth



€130 million savings delivered by our 'Power of One LeasePlan' operational excellence program



Strategic focus on Car-as-a-Service CarNext.com two large and 'Car-as-a-Service' market High-quality 3-4-year-old used car market, a growing for leasing new cars, a growing growing markets: €65 billion market €68 billion market Strategic **Grow our** Highlights Car-as-a-Service business Introduce LeasePlan Digital CarNext.com **Drive further** Achieve net zero operational excellence emissions by 2030

