

Objectives



- Need to increase the footprint of fleet leasing operations through developing and strengthening Fleet Leasing capabilities in own subsidiaries by implementing harmonized products, processes and IT-Systems
- Accelerate the roll out through prioritizing markets and preparation of IT-Systems
- Elaborate a business case (50 Mio. € cost frame)
- 18 countries in scope

Project Scope



- Quantify the size of markets and competitors
- Identify the impact of the fleet leasing systems implementation in terms of additional volume and cost
- Quantify the impact of the new fleet systems on additional volumes
- Integration of additional volumes and cost impacts in the actual business planning
- Extract and display the impact of the additional volumes and cost

Industry



- Automotive Finance
- Full Service Leasing
- International Captive

Planning International Fleet Programm	Market				
	2014	2015	2016	2017	2018
New Business and Portfolio (Mio. Units)					
New Contracts (unit)	0.0	0.0	0.0	0.0	0.0
Contract Portfolio (unit)	0.0	0.0	0.0	0.0	0.0
Investment (Millio. Local Currency)					
New Business Margin (%)					
Profit & Loss and Total Assets (Millio. Local Currency)					
Interest surplus assets (calculatory)	0.0	0.0	0.0	0.0	0.0
Interest surplus assets (calculatory) after risk	0.0	0.0	0.0	0.0	0.0
Interest surplus deposits (calculatory)	0.0	0.0	0.0	0.0	0.0
Income from Vehicle Services (unit)	0.0	0.0	0.0	0.0	0.0
Other Commission (unit)	0.0	0.0	0.0	0.0	0.0
Other Income (unit)	0.0	0.0	0.0	0.0	0.0
Profit contribution	0.0	0.0	0.0	0.0	0.0
Overheads (Euro)	0.0	0.0	0.0	0.0	0.0
Market Performance	0.0	0.0	0.0	0.0	0.0
Other Income and expenses					
Operating Income I	0.0	0.0	0.0	0.0	0.0
Interest Income (Subsidiary from Equity)	0.0	0.0	0.0	0.0	0.0
Operating Income II	0.0	0.0	0.0	0.0	0.0
Operating Income III	0.0	0.0	0.0	0.0	0.0
Profit before tax	0.0	0.0	0.0	0.0	0.0

Outcome / Benefit



- Size of markets and competitors quantified
- Impact of the systems implementation in terms of additional volume and cost identified and quantified per market
- Additional cost integrated in actual business plan
- Detailed documentation as basis for the rollout planning elaborated