

# Smart Financing in a data driven world

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# DLL Facts & Figures

Founded in  
1969 in The  
Netherlands



1969

Active in more  
than **30 countries**

North-America  
Latin America  
Europe  
Asia Pacific



Serving **9 industries**



Agriculture



Clean technology



Construction



Food



Healthcare



Transportation



Office equipment



Software and  
technology



Industrial

5,300 employees from

**40**  
nationalities



Employees  
get **2 paid work**  
days to engage  
with their  
communities

**100%**

owned subsidiary of the  
Rabobank Group

Portfolio of more than

**€38 billion**



**Net Promoter  
Score 2020**



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# The World's Leading Intralogistics Finance Partner

# Economic drivers and trends in the Logistics Sector

## Economic drivers:



## Trends:



# Our vision for smart funding solutions



Consistent global support



Close understanding of customer business strategy and future needs



Early integration of financing into the business case



Data driven repayment schemes based on output or savings



Consultative financing approach



Financing entire project costs from A-Z

# Your partner on your journey towards automation



# Financing the **entire project**



**Consultancy**



**Automation  
Equipment**



**Software**



**Progress payments**  
Order, Shipping,  
Installation, Acceptance



**Training**



**Aftercare**

# Our financial solutions

## Ownership driven



- Loans
- Full pay-out
- Hire purchase

Low

## Usage driven



- Fair market value
- Operating lease
- Fixed price purchase option
- Rental

Medium

## Data driven



- Pay per hour
- Pay per pick
- Pay per parcel
- Pay per xxx

High

Flexibility



# Customer benefits

- No cash out for customer through progress payment facilities
- High flexibility during and at end of term
- Reducing TCO
- Potential tax benefits
- Potential lower impact on balance sheet or debt position

DLL Fleet Solutions

We're with you  
**all the way**

# Conclusion



Early integration of financing strategy in project to support business case



All costs to be considered, including pre-funding costs



Finance product selection based on required level of flexibility



Repayment schemes tailored to business case



Data availability and data integrity for PPU models

## Smart Financing Requirements

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# Thank you for your attention!

Want to learn more about DLL?

Meet us now or check out our  
webpage:



SCAN ME






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