

DLL Facts & Figures



Active in more than **30 countries**

North-America Latin America Europe Asia Pacific





5,300 employees from 40



nationalities

100% owned subsidiary of the Rabobank Group Portfolio of more than

€38 billion



Net Promoter Score 2020





Economic drivers and trends in the Logistics Sector

Economic drivers:



Labor shortage



Sustainability

Chip shortage



Material price increase





Trends:



Connected warehouse automation systems



Supply chain flexibility



Logistics outsourcing



Digitization



24-hour last mile delivery solutions



Increasing demand for cold storage





Convertible warehouse layouts

Our vision for smart funding solutions



Consistent global support



Close understanding of customer business strategy and future needs



Data driven repayment schemes



based on output or savings



Financing entire project costs from A-Z



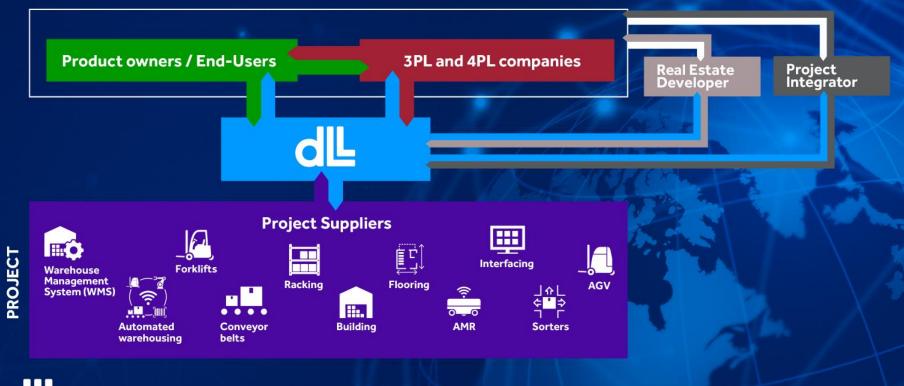
Early integration of financing into the business case



Consultative financing approach



Your partner on your journey towards automation





Financing the entire project













Consultancy

Automation Equipment Software

Progress payments
Order, Shipping,
Installation, Acceptance

Training

Aftercare

financial solutions partner

Our financial solutions

Usage driven

Ownership driven



- Loans
- Full pay-out
- Hire purchase



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

Data driven



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

Low Medium High

Flexibility

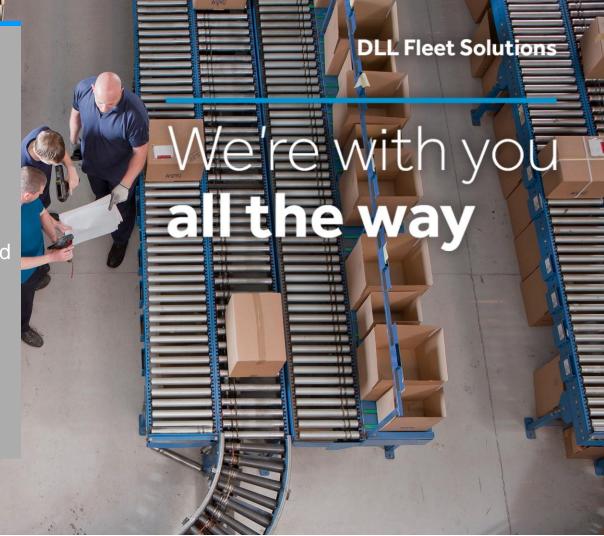


Customer benefits

- No cash out for customer through progress payment facilities
- High flexibility during and at end of term
- Reducing TCO

financial solutions

- Potential tax benefits
- Potential lower impact on balance sheet or debt position



Conclusion



Early integration of financing strategy in project to support business case



All costs to be considered, including prefunding 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



Thank you for your attention!

Want to learn more about DLL?

Meet us now or check out our webpage:









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