



Leasing Company Perspective

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BNP PARIBAS GROUP

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■ Role of the Leasing and Fleet Management Company

- Help our customers meet their business objectives
- Through the development and application of a cost effective and well implemented fleet policy.
 - Meet the requirements of key stakeholder groups
 - Fit for purpose now and in the future



■ The Drive to Cut Carbon

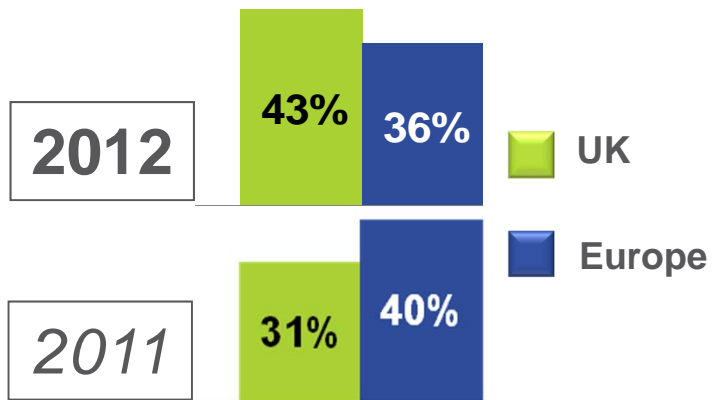
1. Companies want to lower their fleet costs
2. Companies have and want to continue to cut their fleet carbon emissions
3. The business fleet has and will continue to respond to Government policy intervention



■ Early Adopters?

■ Will fleets become a major early adopter of ultra-low carbon vehicles?

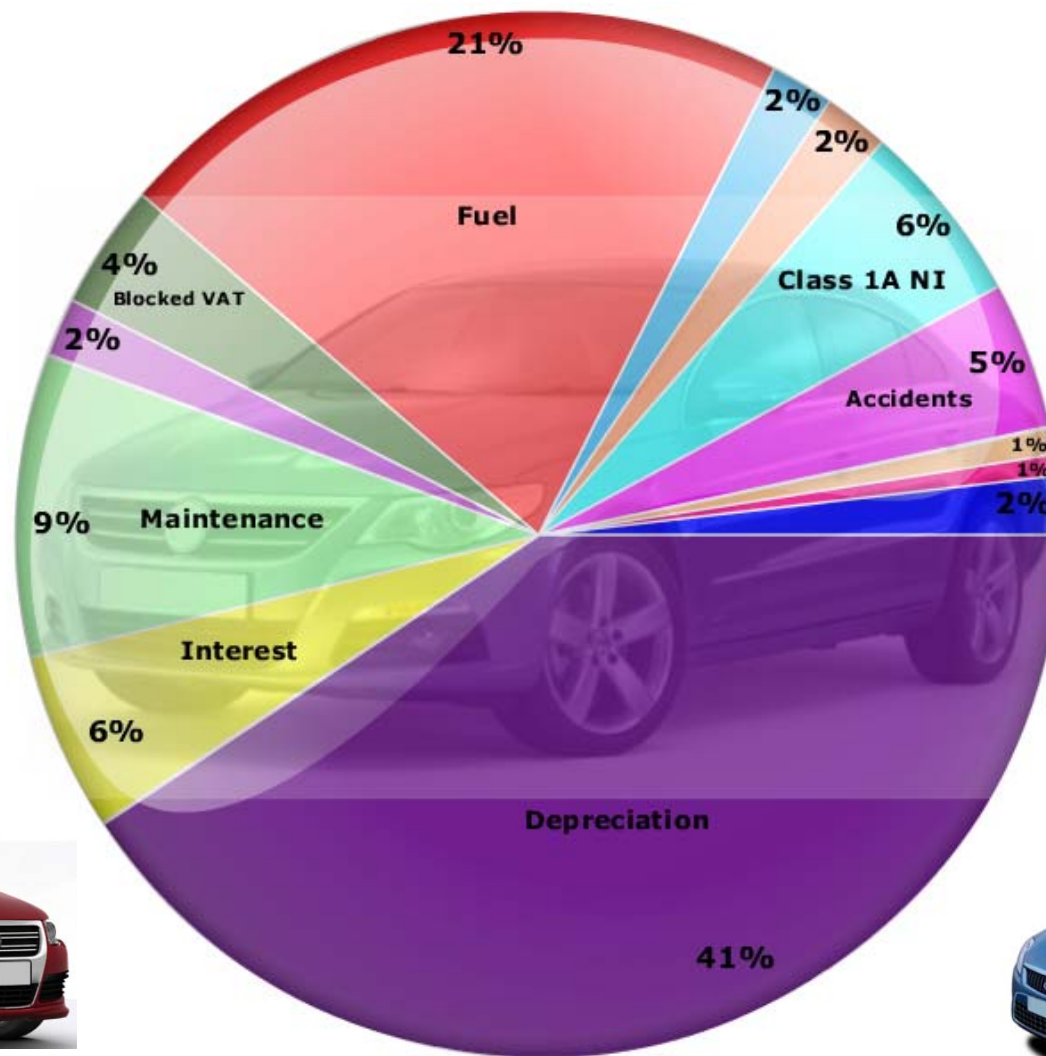
■ Corporate Vehicle Observatory identified demand potential



% who identified areas where Electric Vehicles could be suitable



True Cost of Operation



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