

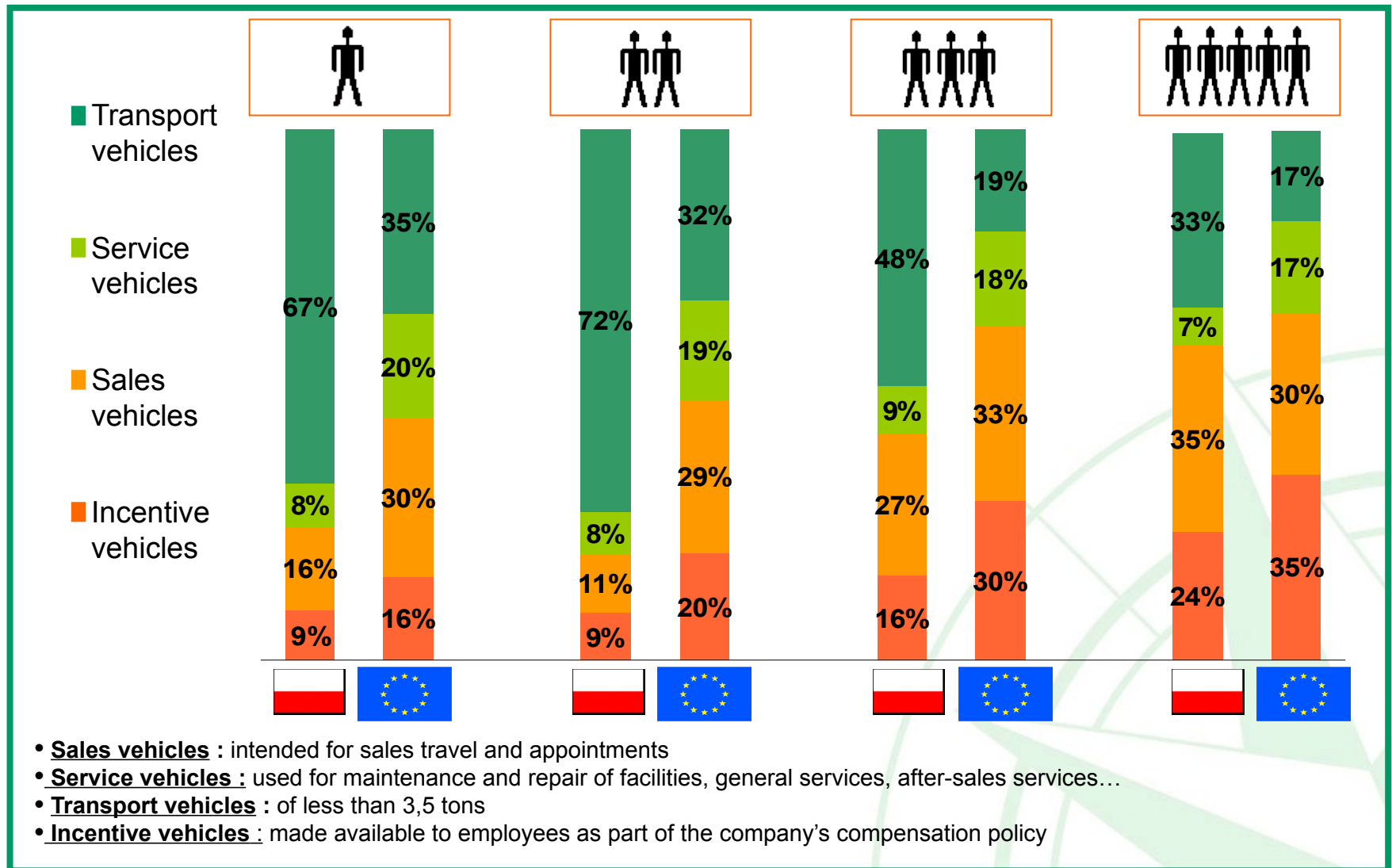
Part 1.

Characteristics of companies

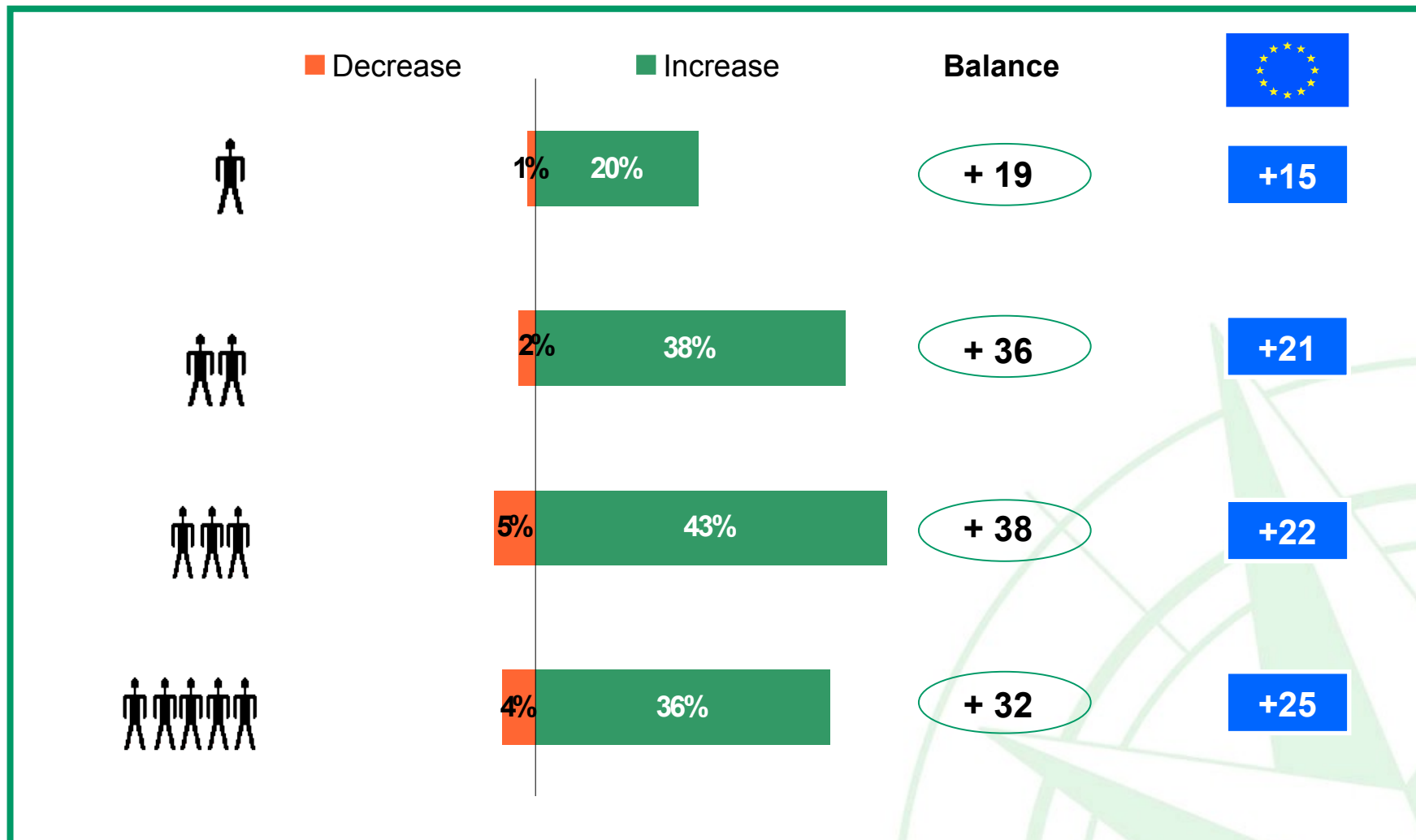
How many vehicles in the fleets?
For which usage?



Comparison with



In 2008



Base: companies with corporate vehicles = 100%

Part 2.

Financing

What financing methods used today?

What development projected?

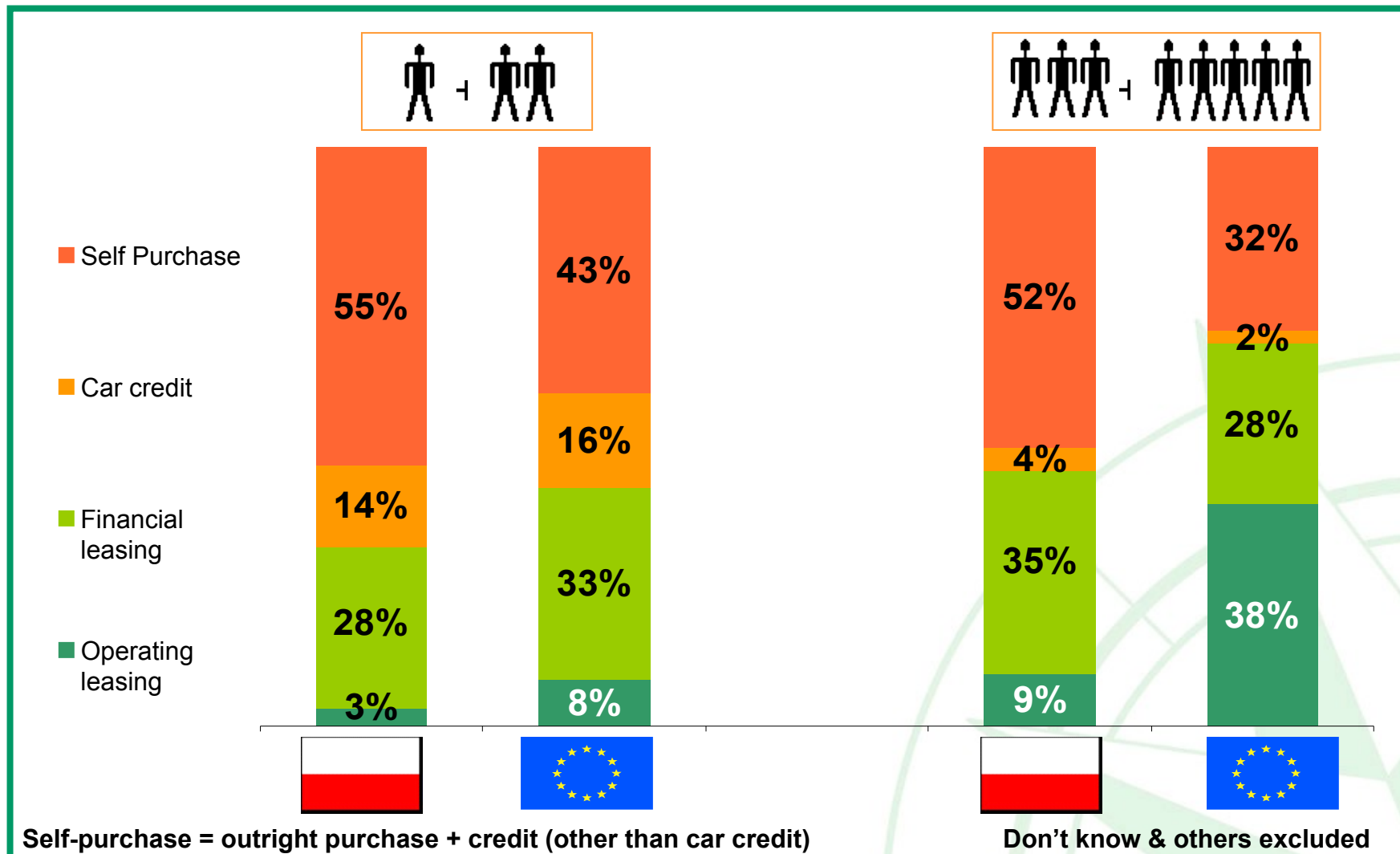
What knowledge of leasing?

How much interest in services?



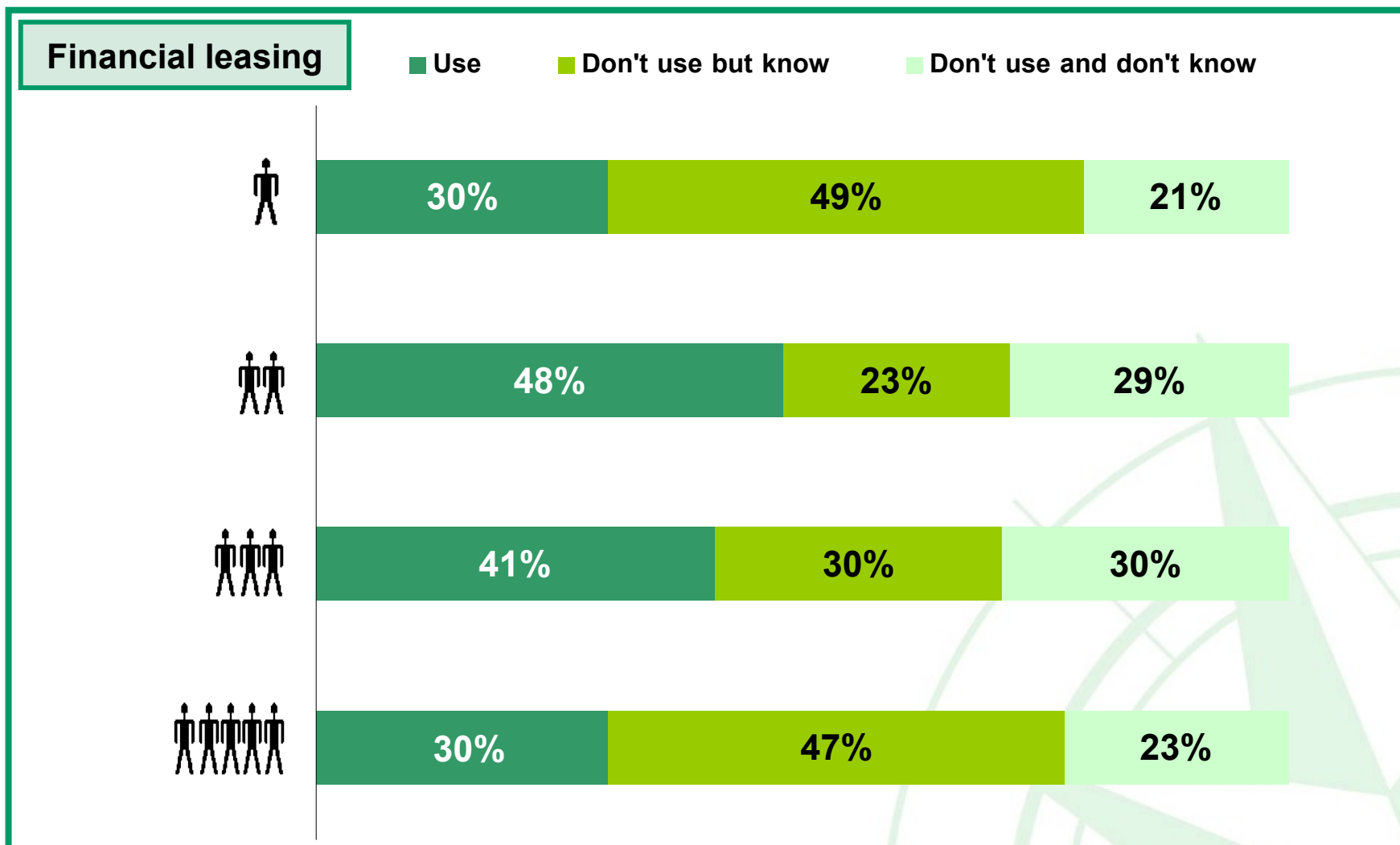
Consolidated results

Comparison with



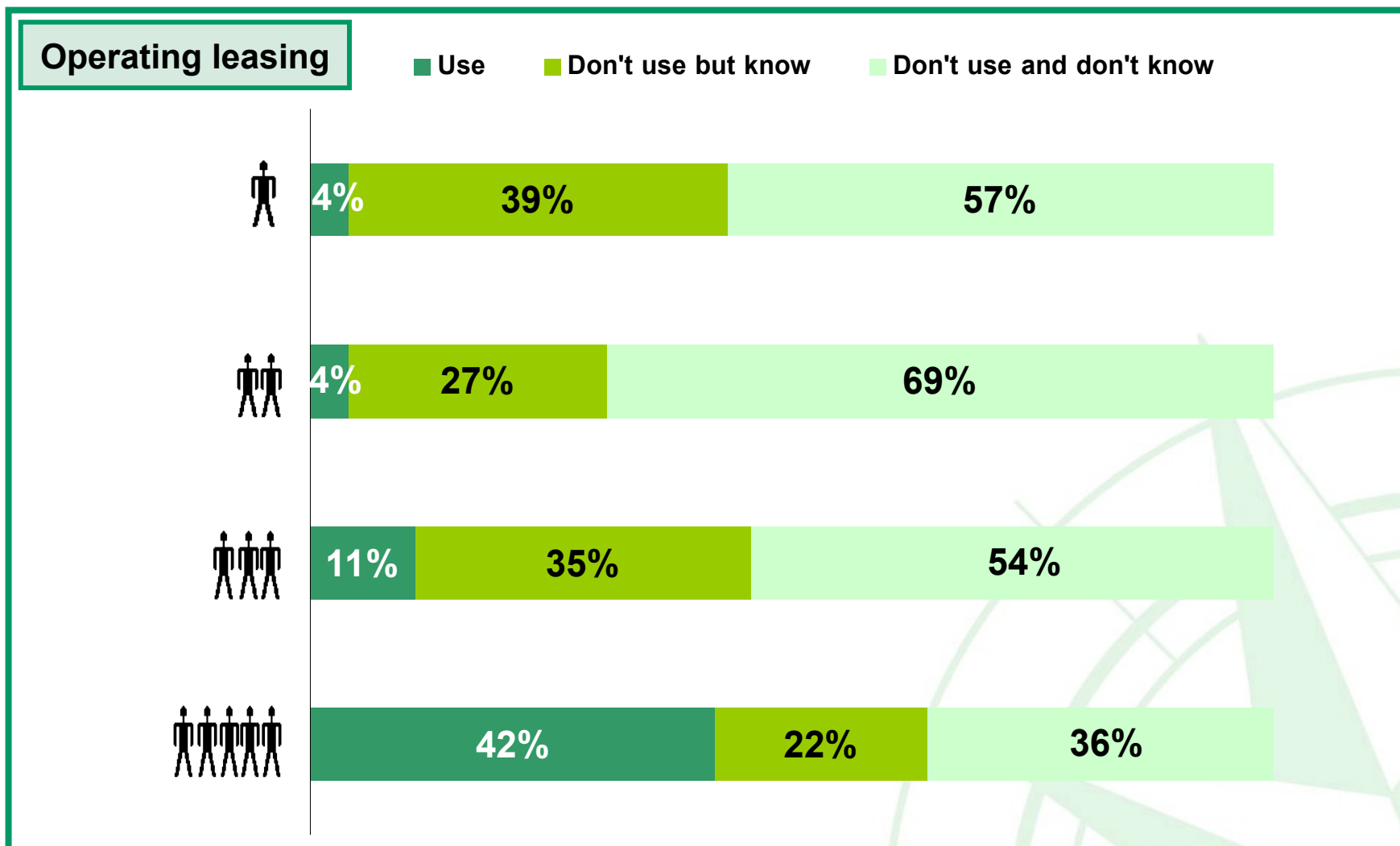
Base: companies with corporate vehicles = 100%

In 2008



Base : companies with corporate vehicles = 100%

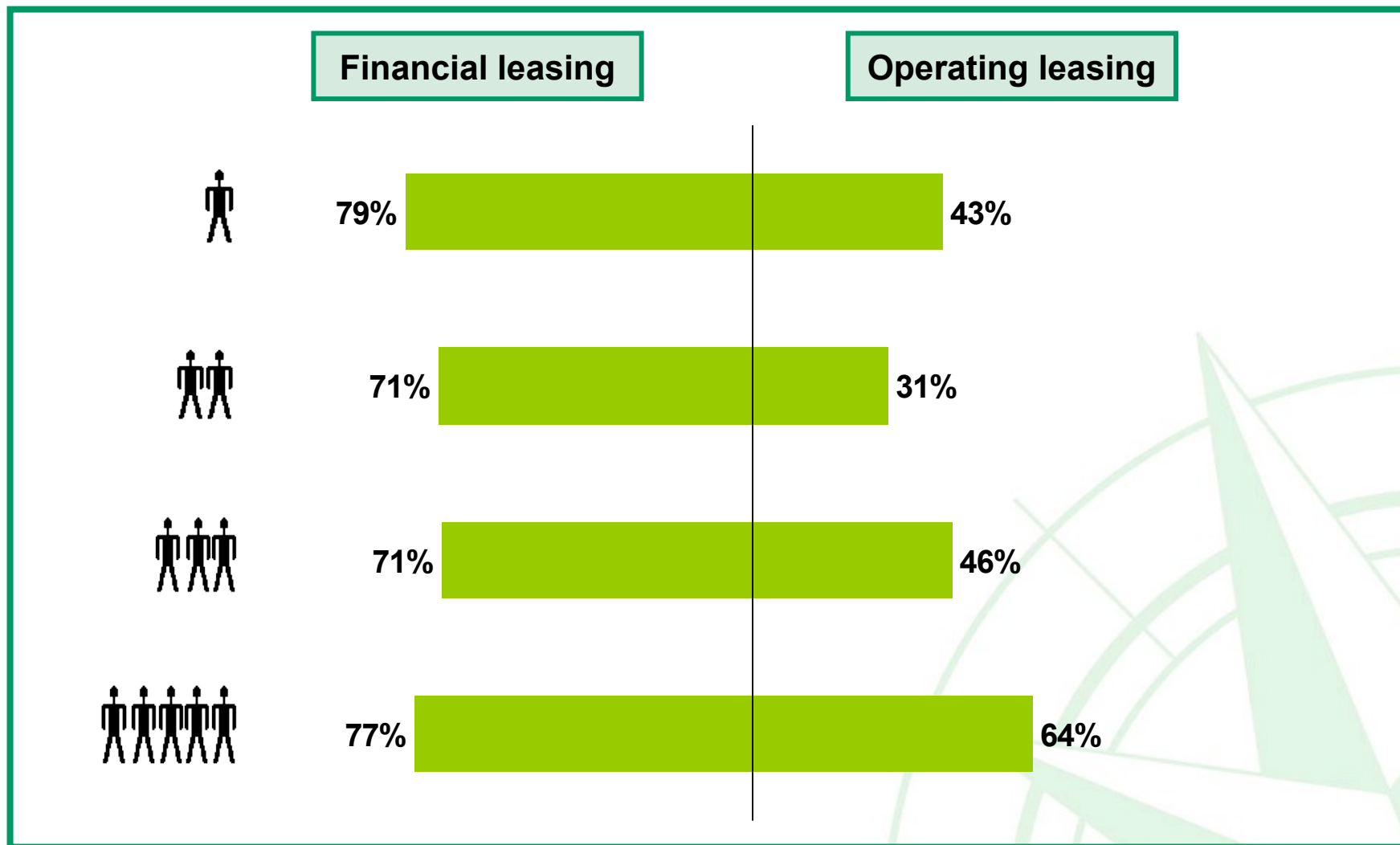
In 2008



Base : companies with corporate vehicles = 100%

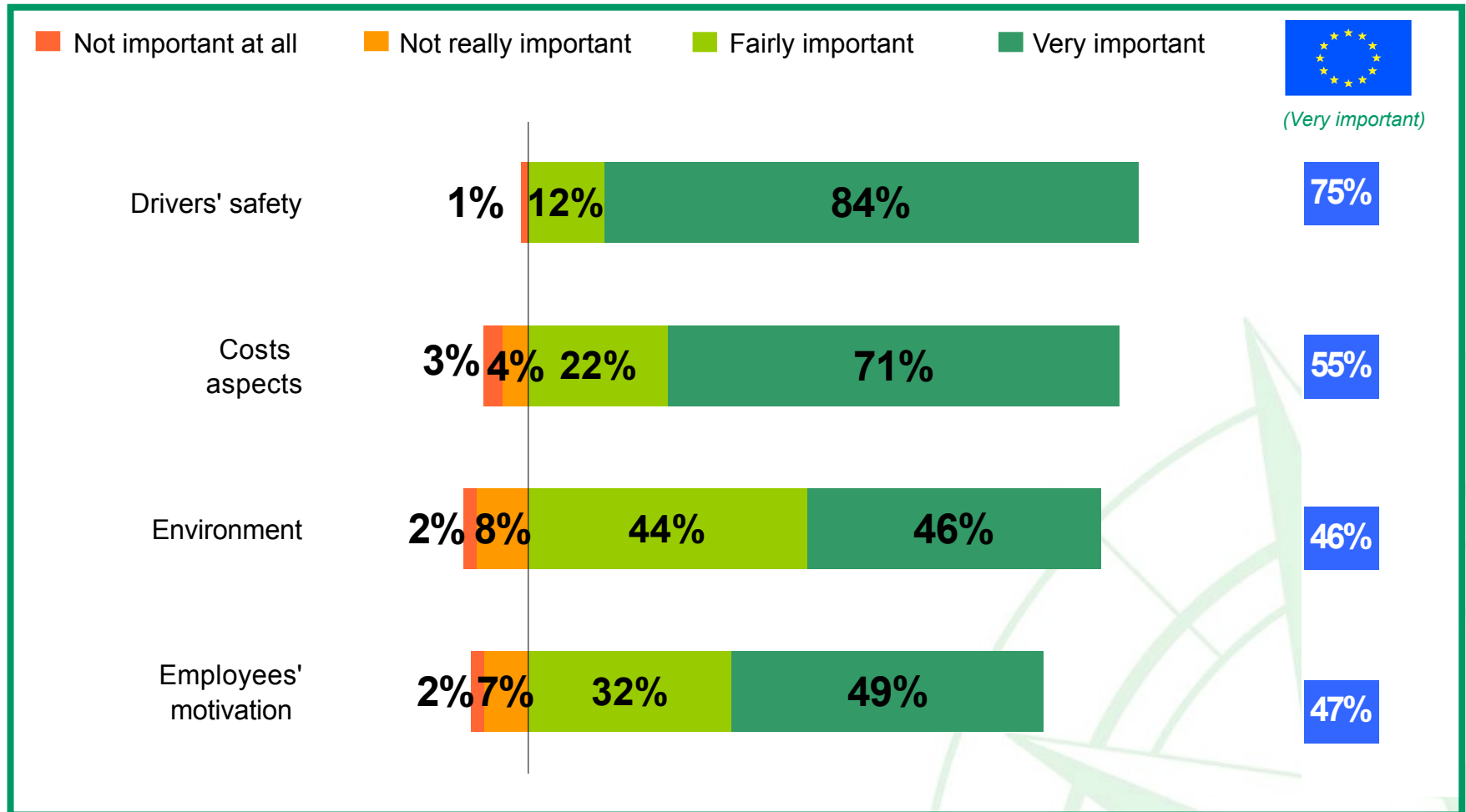
Comparison

■ Total Use + Don't use but know



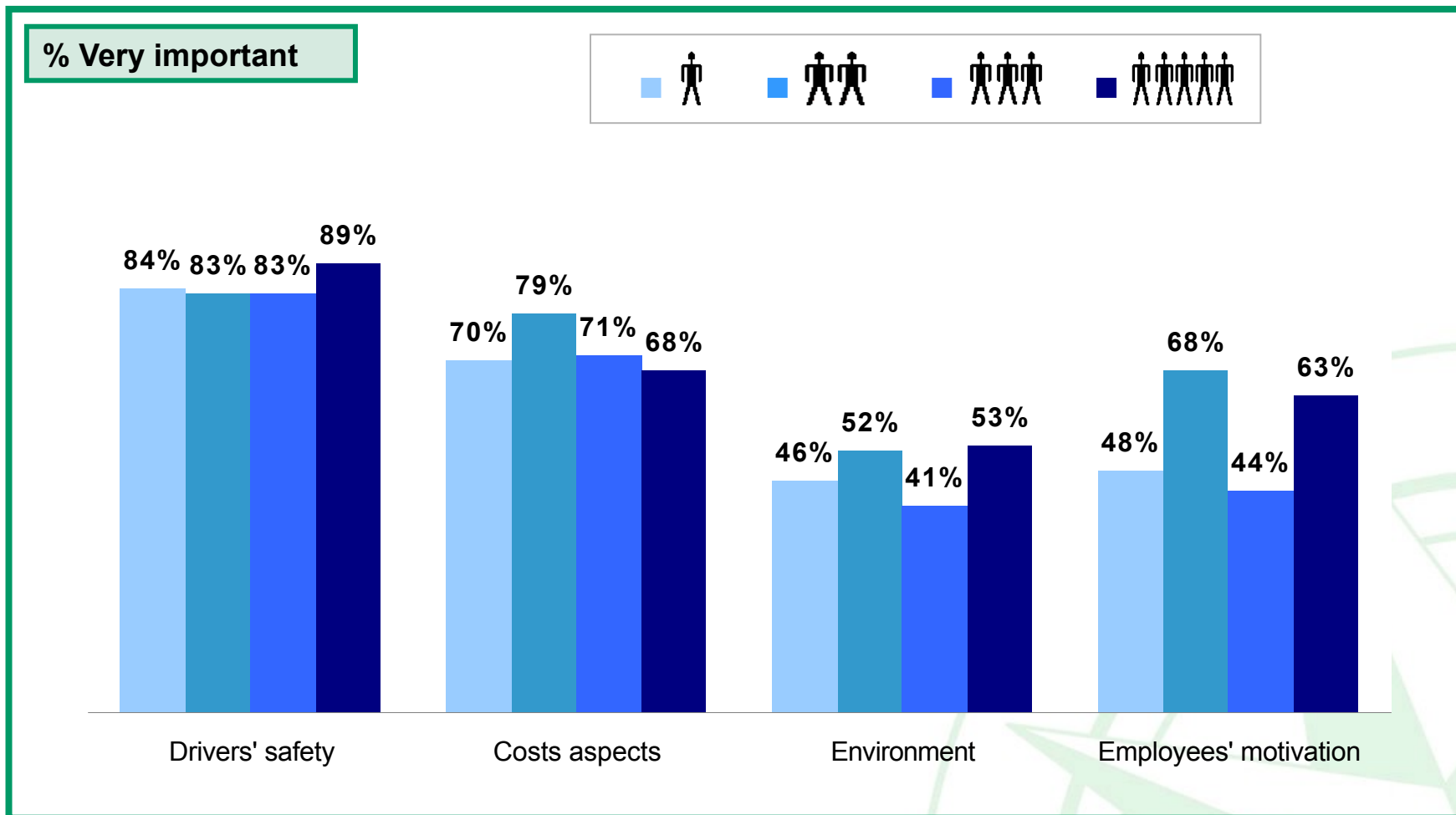
Base : companies that use operating leasing or don't use but know operating leasing

In 2008

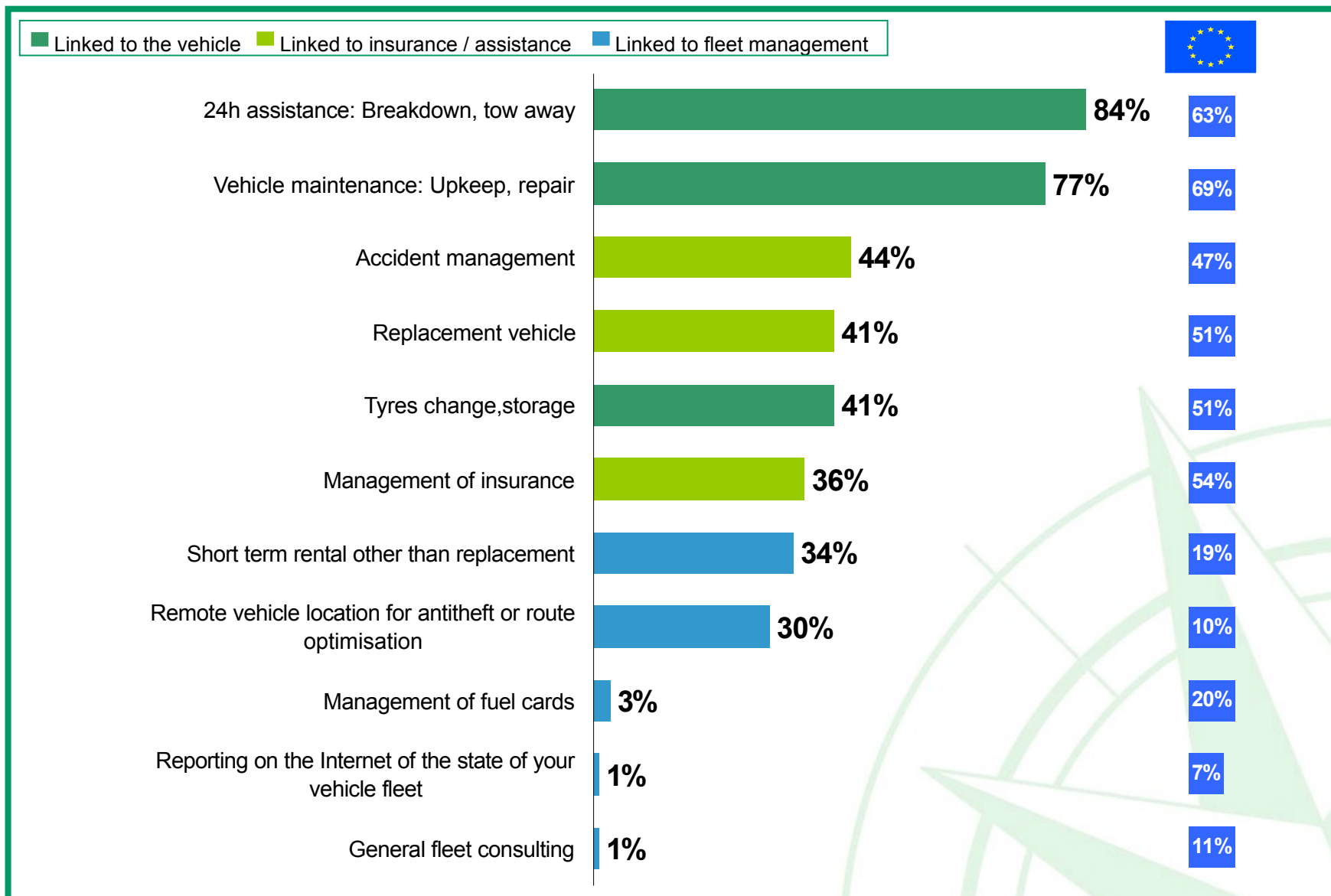


Base: companies with corporate vehicles = 100%

By company size



Base: companies with corporate vehicles = 100%



Part 3.

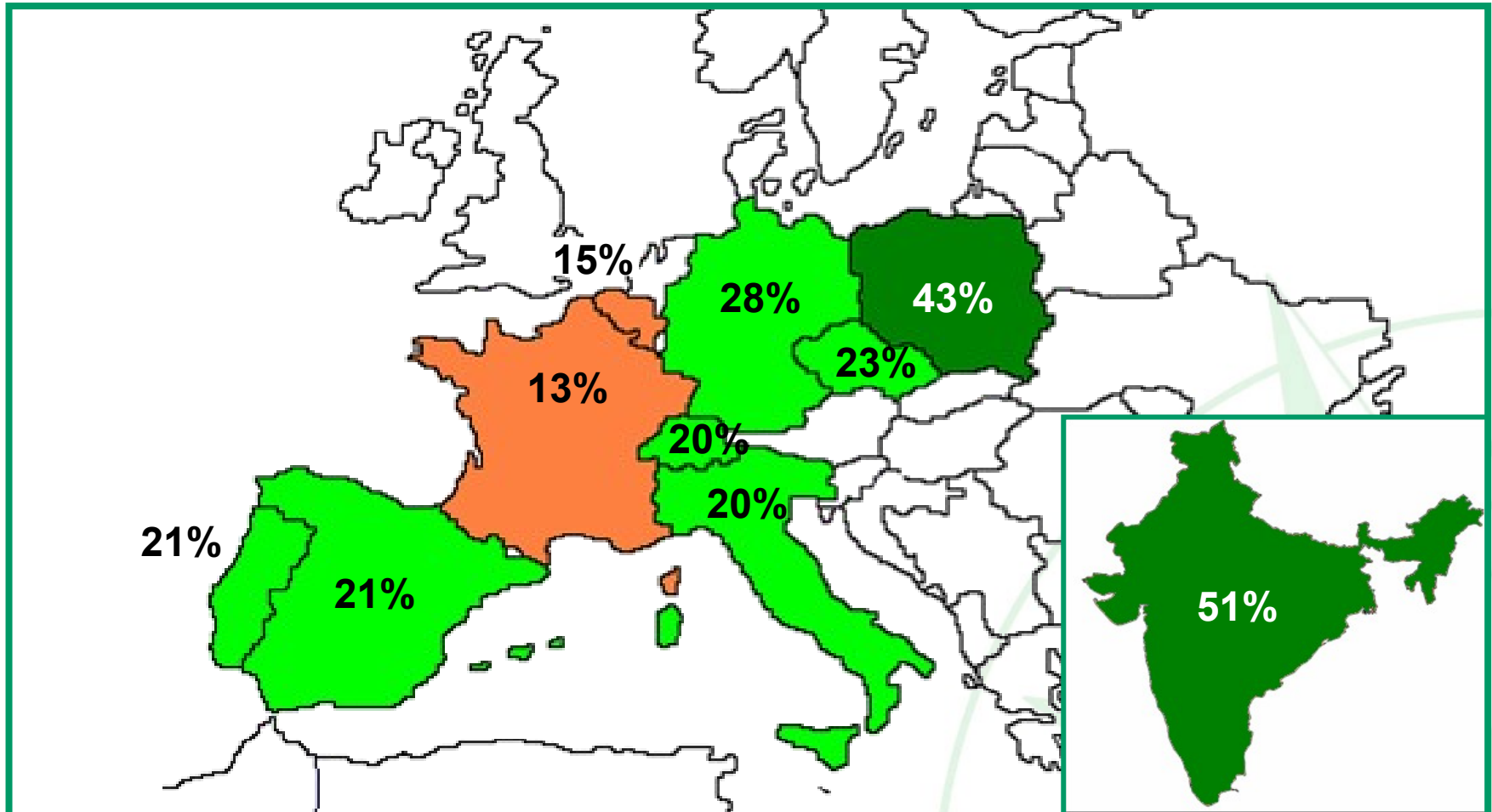
Environment

*How important for companies ?
Which influence on fleets in the next 2
years?*



Use of green vehicles

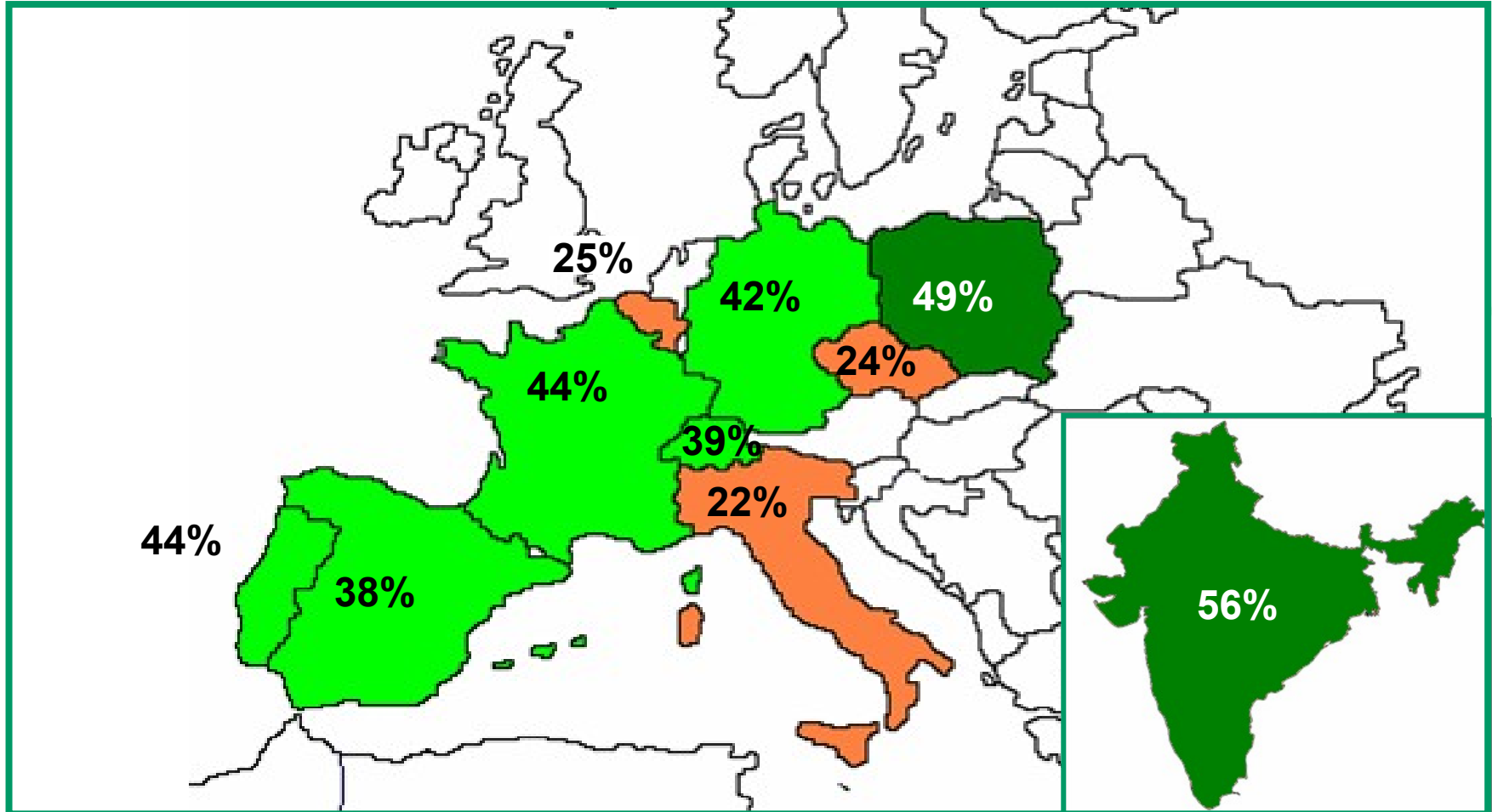
% of companies using green vehicles



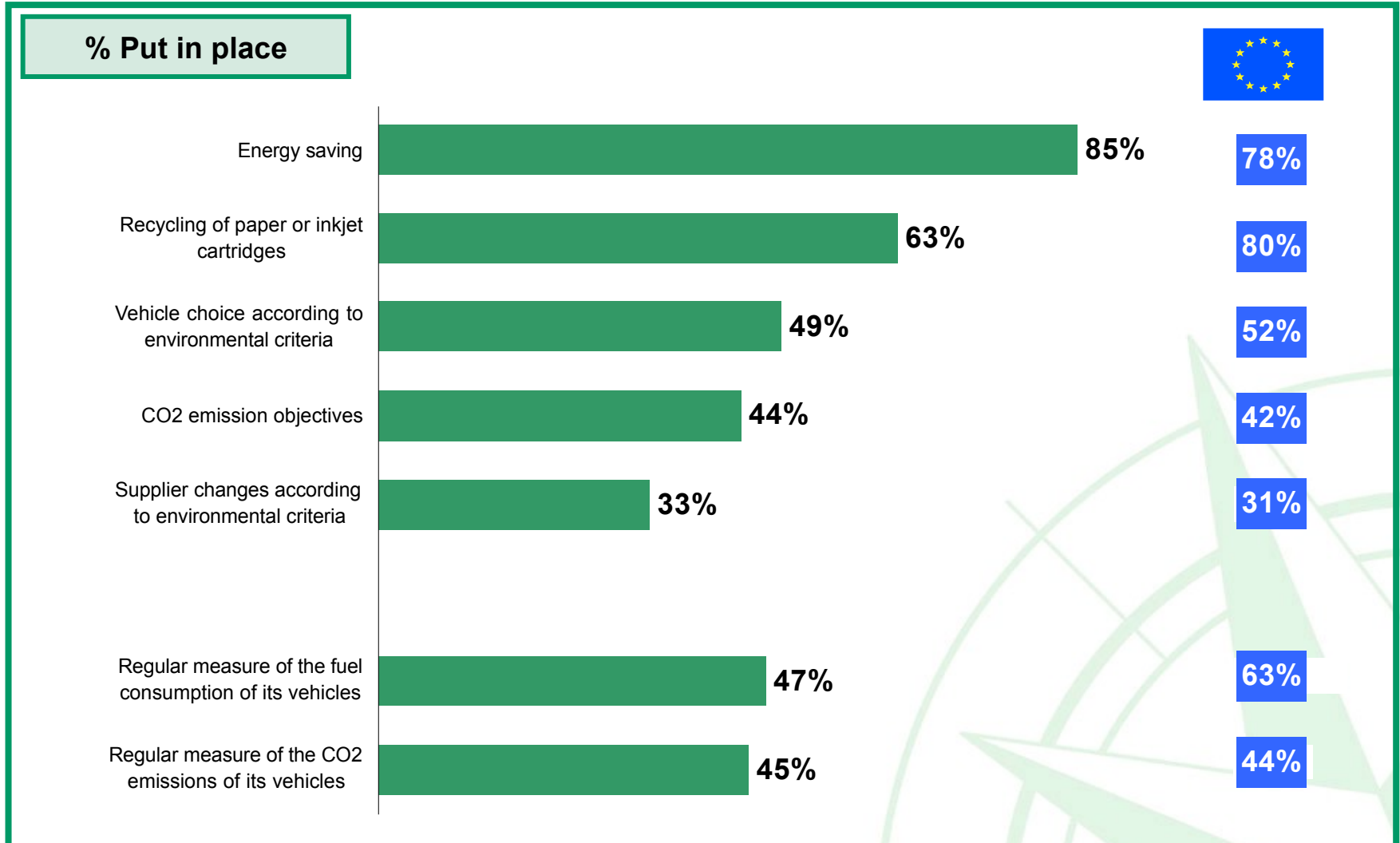
Base: companies with corporate vehicles = 100%

Use of green vehicles

% of companies using green vehicles

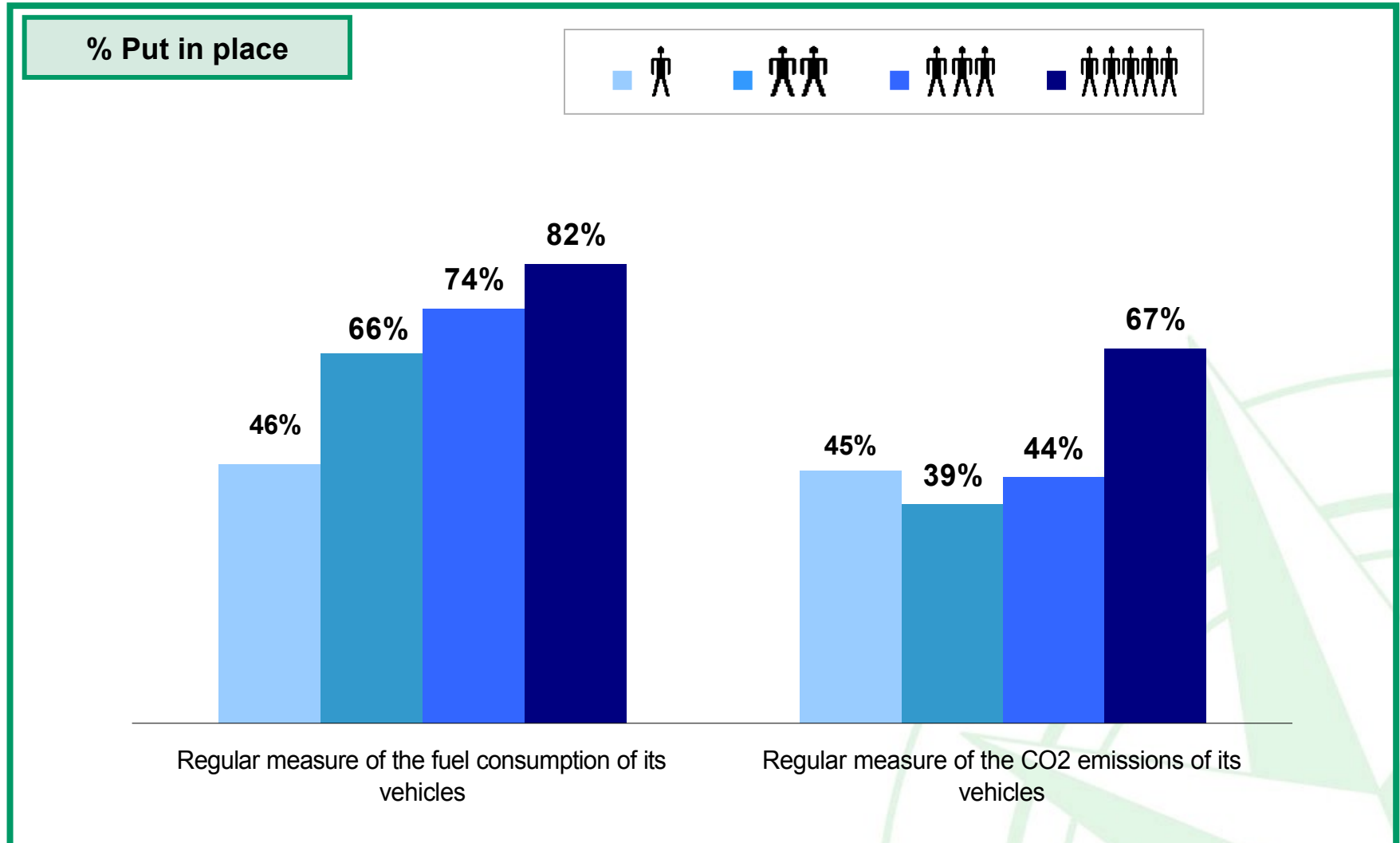


In 2008



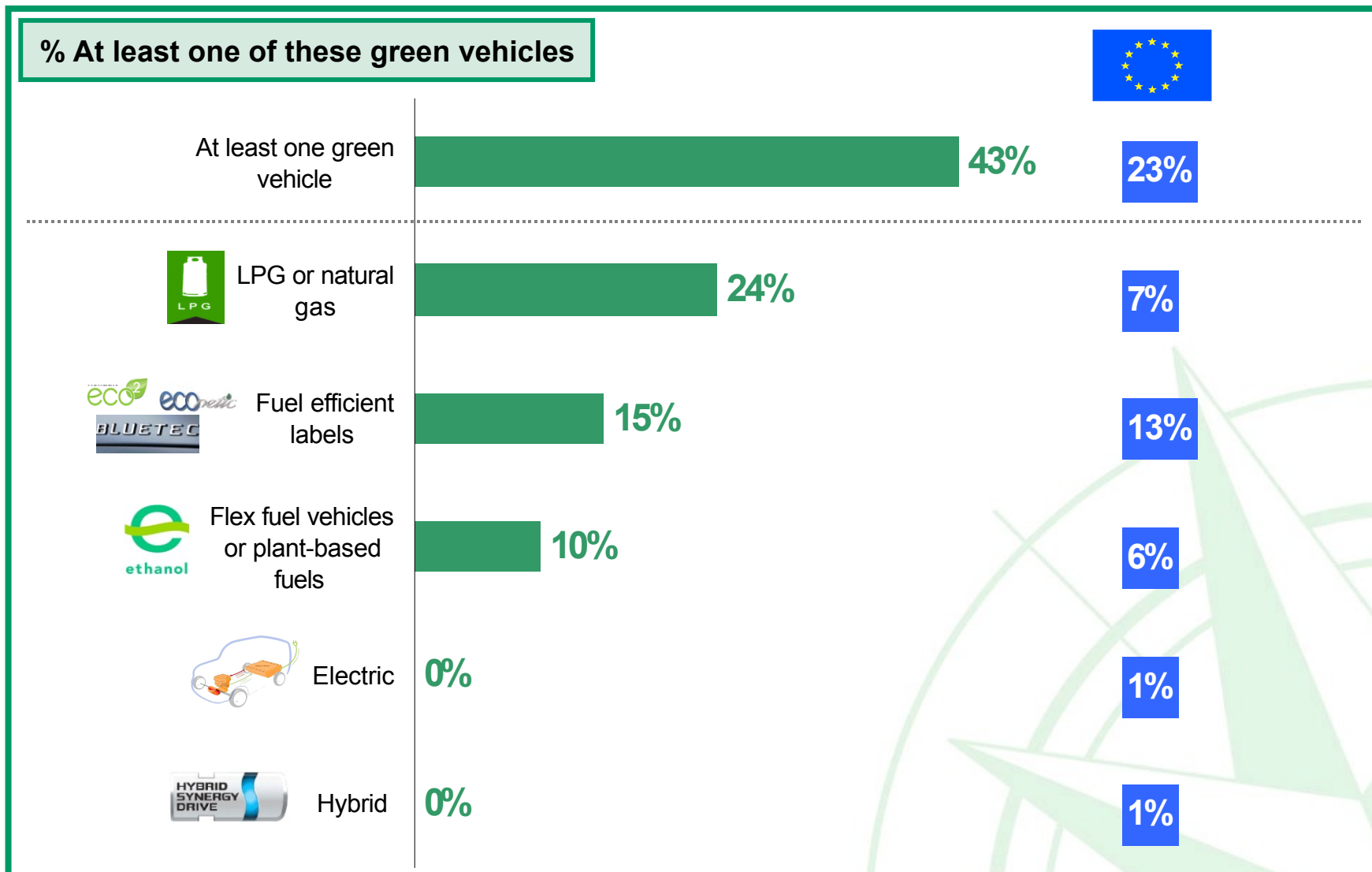
Base: companies with corporate vehicles = 100%

By company size (2/2)



Base: companies with corporate vehicles = 100%

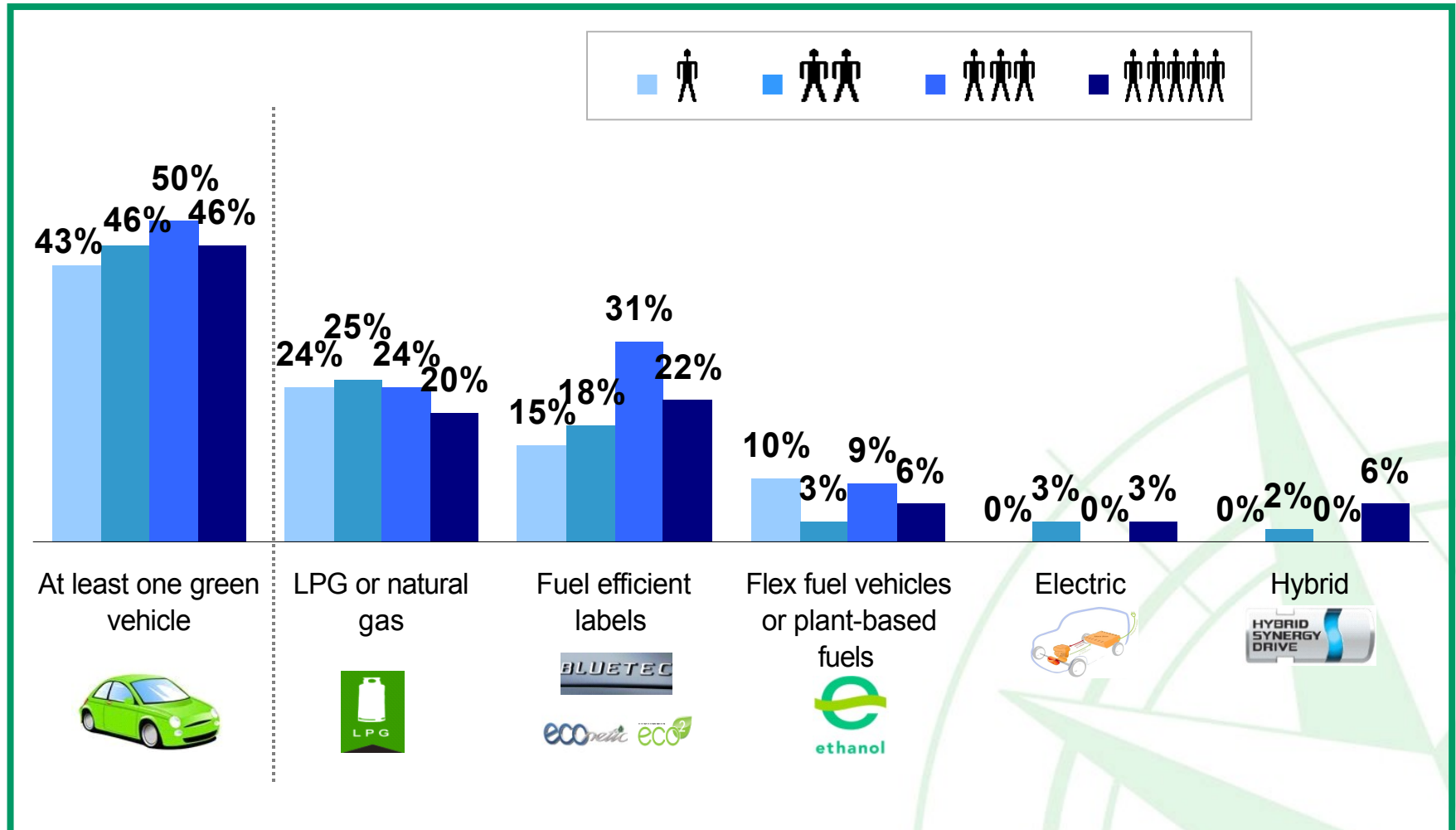
In 2008



Base: companies with corporate vehicles = 100%

By company size

% At least one of these green vehicles

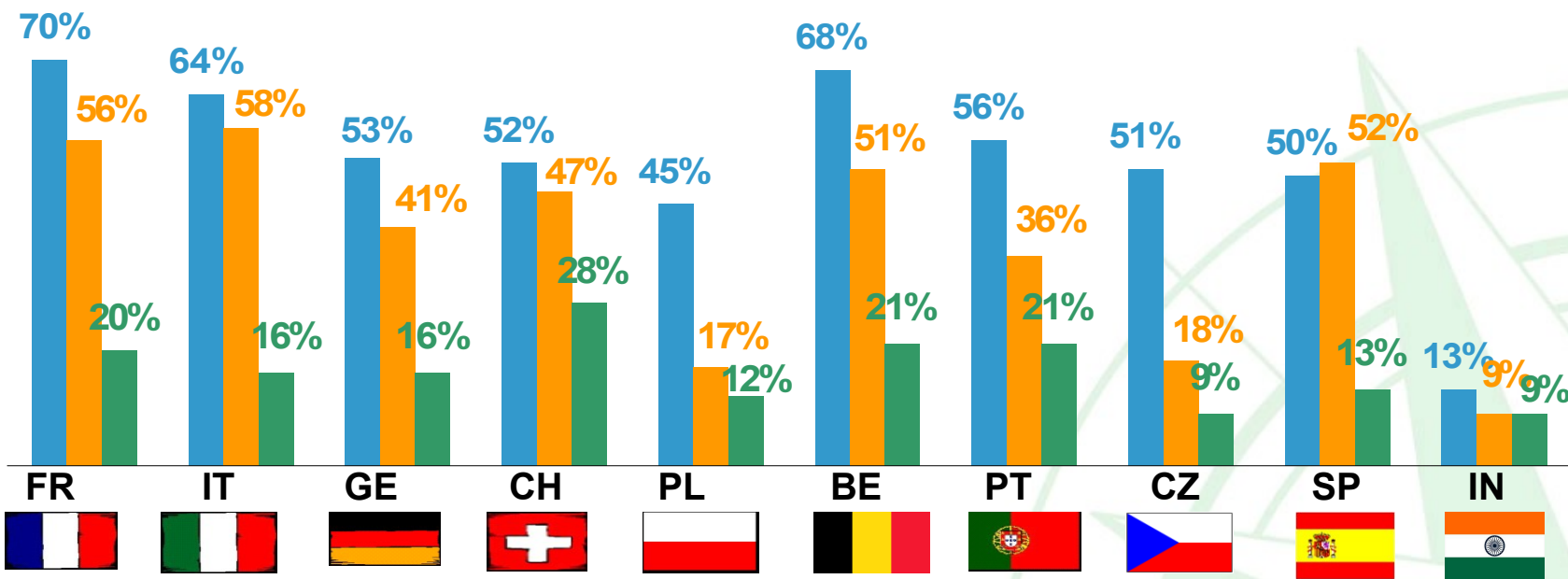


Planned actions to reduce the company vehicles impact on environment

% Planned to be encouraged in the next 2 years

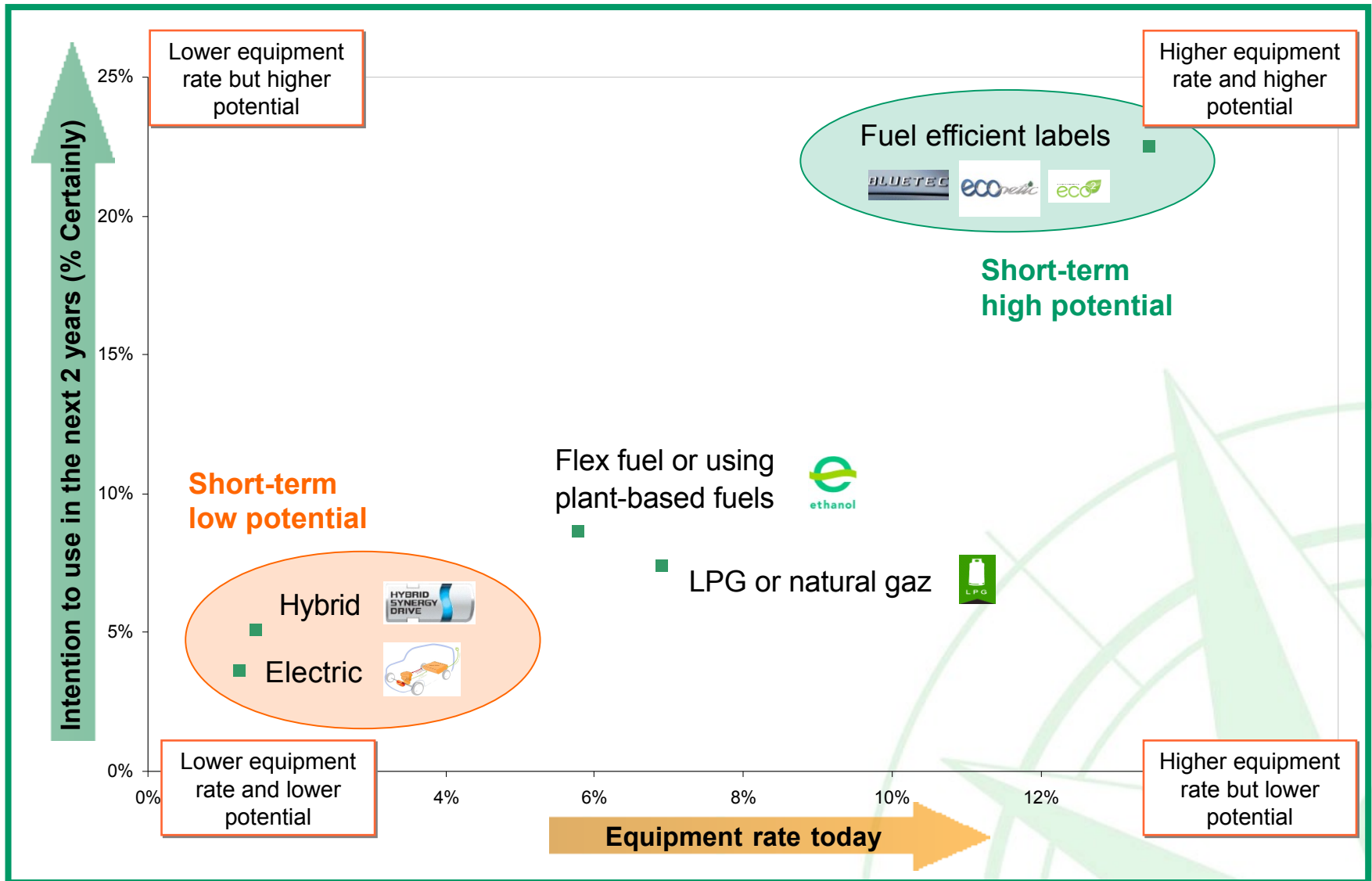
Focus on vehicle shifting

■ Shift to vehicles with the efficient labels ■ Shift to other green vehicles ■ Shift to smaller vehicles



Base: companies with corporate vehicles = 100%

Potential for green vehicles



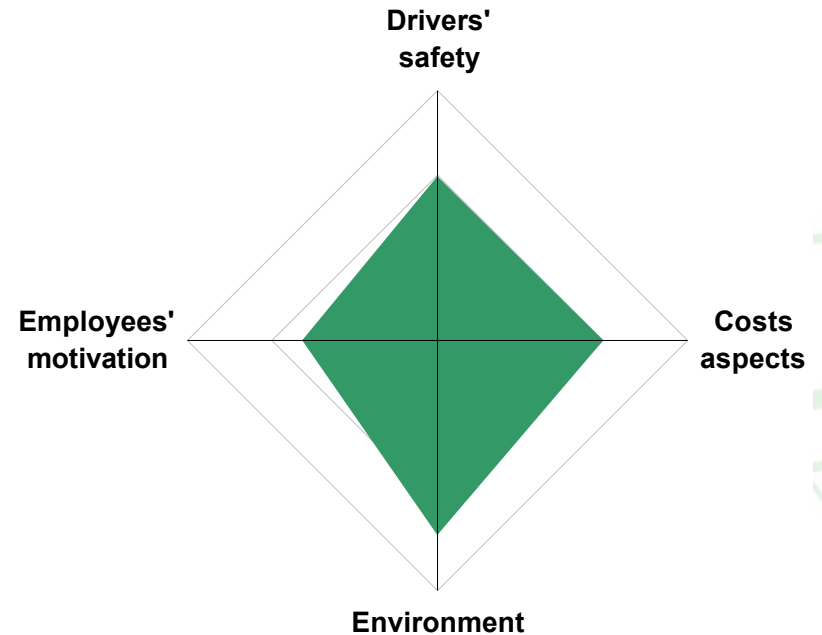
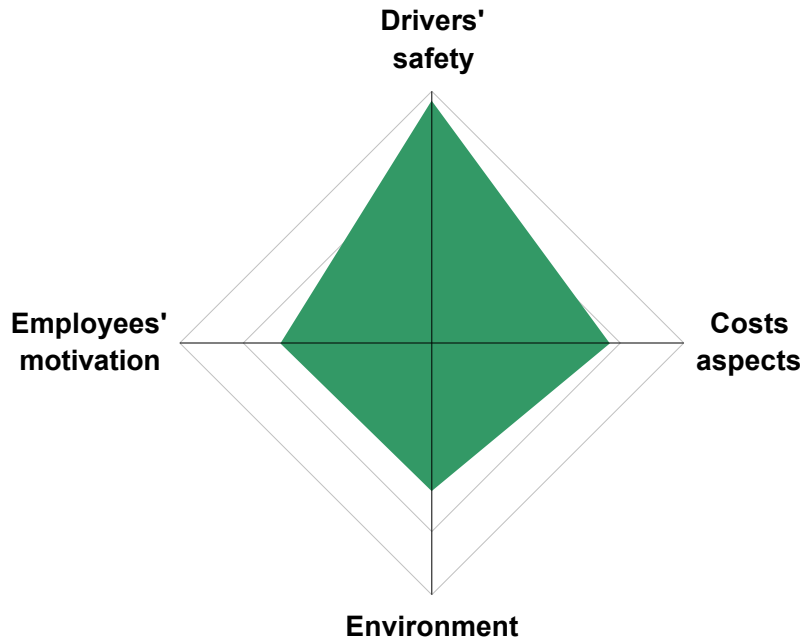
Base: companies with corporate vehicles = 100%

more important in the next

2 years

% Very important today

% More important in the next 2 years



Reading : Today, driver's safety is the most important aspect in car policy. In the next 2 years, environment would take more importance than other aspects.