
ALD's CONTRIBUTION TO SUSTAINABLE MOBILITY

STEPHANE RENIE – HEAD OF CSR – APRIL 2019

LET'S DRIVE TOGETHER



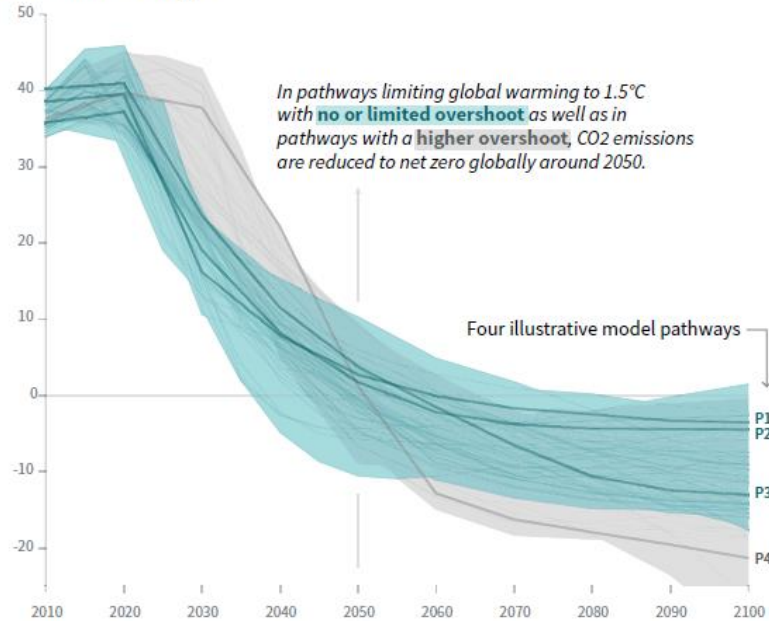
CLIMATE CHANGE: THE BIG PICTURE

CO2 EMISSIONS TO KEEP GLOBAL WARMING BELOW 1.5°C



Global total net CO₂ emissions

Billion tonnes of CO₂/yr



Source: IPCC 2019

- CO₂ emissions reduced to net zero globally around 2050
- Sharp decrease to start NOW

CSR 2020 GOALS FOR ALD

GENERAL PRINCIPLES



SHAPE THE FUTURE OF SUSTAINABLE MOBILITY

LOW EMISSION FLEET
CO2 emissions down
Powertrain shift
Leader in alternative powertrains incl. EVs

NEW TYPES OF USAGE
Sharing, MaaS, new partnerships in the mobility ecosystem

SAFETY
Driver training offers, car policy advice



HUMAN CAPITAL "THE ALD WAY"

Gender equality, diversity, people development, social commitment



RESPONSIBLE BUSINESS CULTURE & PRACTICES

Culture & Conduct, Compliance
Positive Sourcing
Customer satisfaction
Ratings & External benchmarks
Internal CSR community

TOWARDS CARBON NEUTRALITY IN OUR OPERATIONS

Reduce our own Greenhouse Gas footprint
Test and apply on ourselves, everyday



SUSTAINABLE MOBILITY IN ACTION

TWO KEY PILLARS



VEHICLES



USAGE



TRANSITION TOWARDS SUSTAINABLE FLEETS

A CHALLENGING EQUATION



**MINIMIZE (lifecycle)
IMPACT ON:**

Climate (global warming):
Less CO2 emissions

Environment (Public health):
- **Less** NOx emissions
- **Less** Particles emissions



**WHILE
REMAINING...**

Adapted to real-world usage

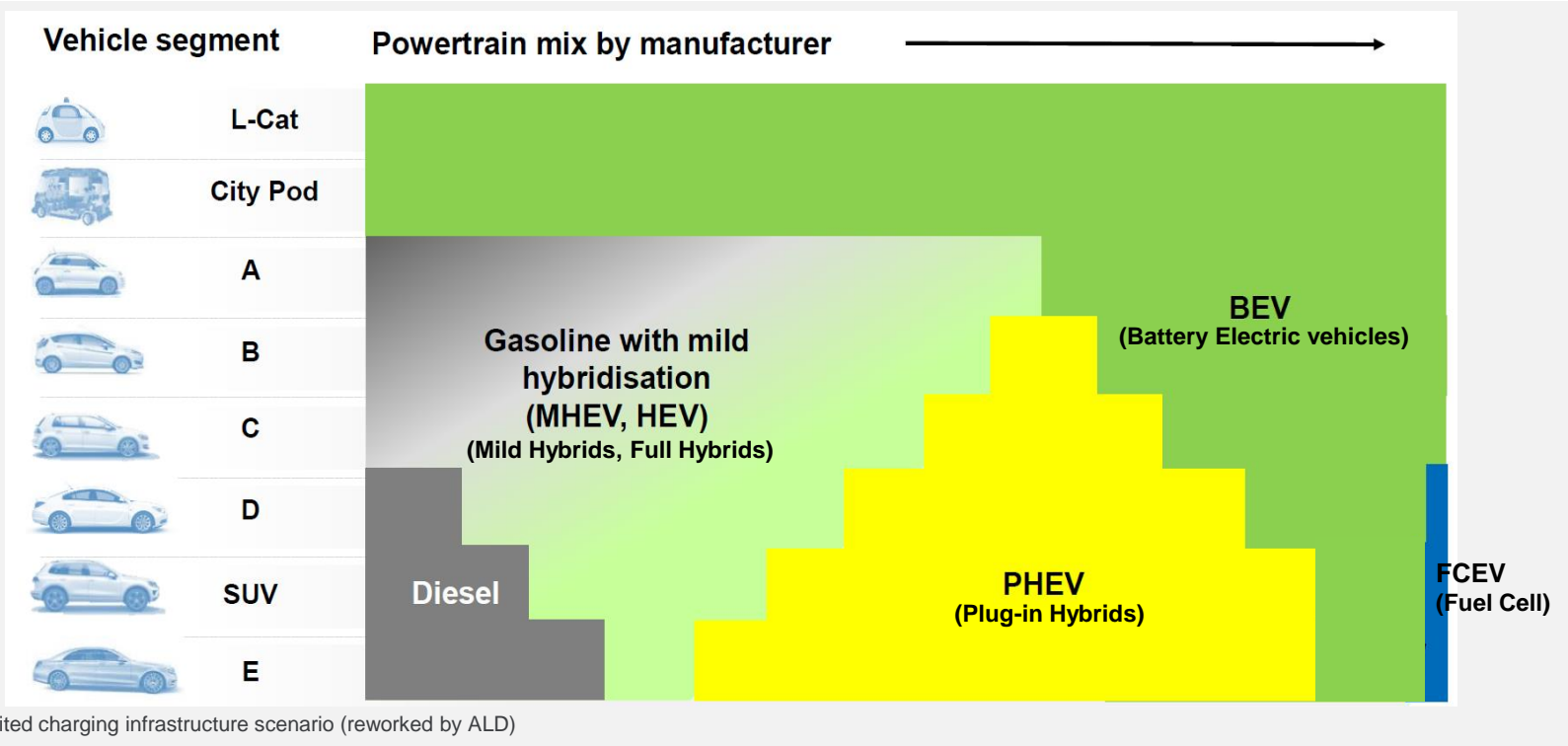
At an **Affordable** price / cost

Attractive (no compromise)

Available (volumes & delays)

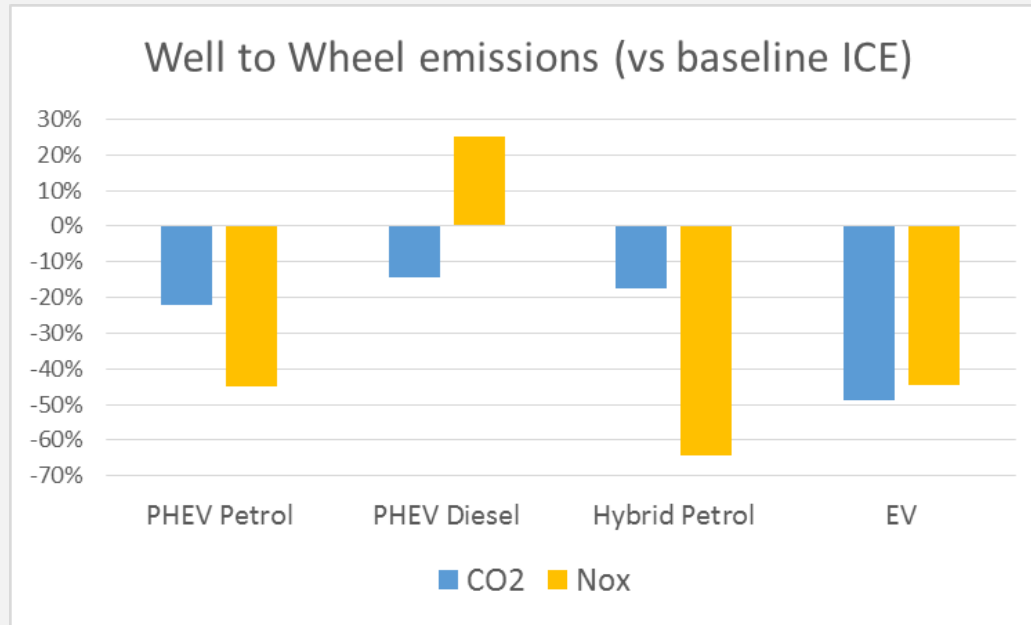
MULTIPLE TECHNOLOGICAL ANSWERS

POWERTRAIN LANDSCAPE BY CAR SEGMENT IN 2030



LIFE CYCLE EMISSIONS ASSESSMENT

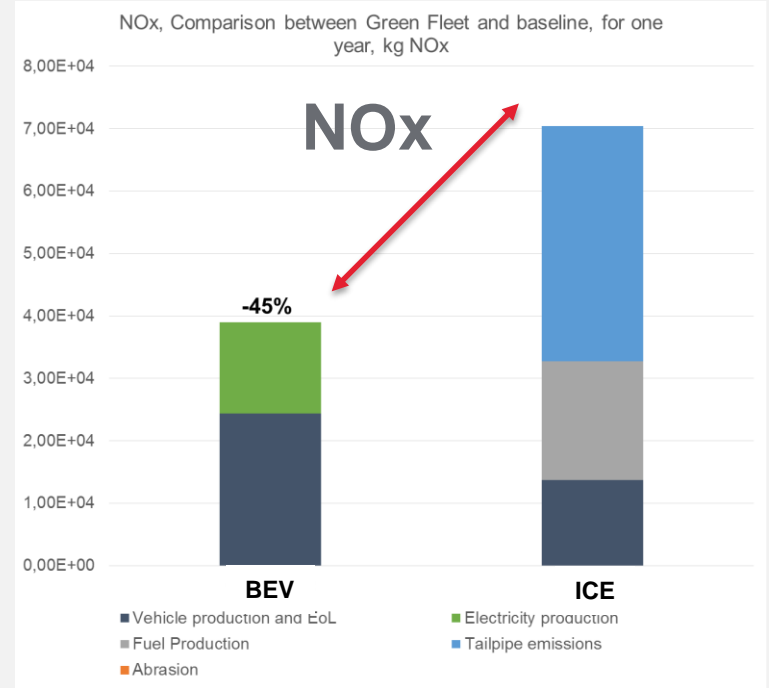
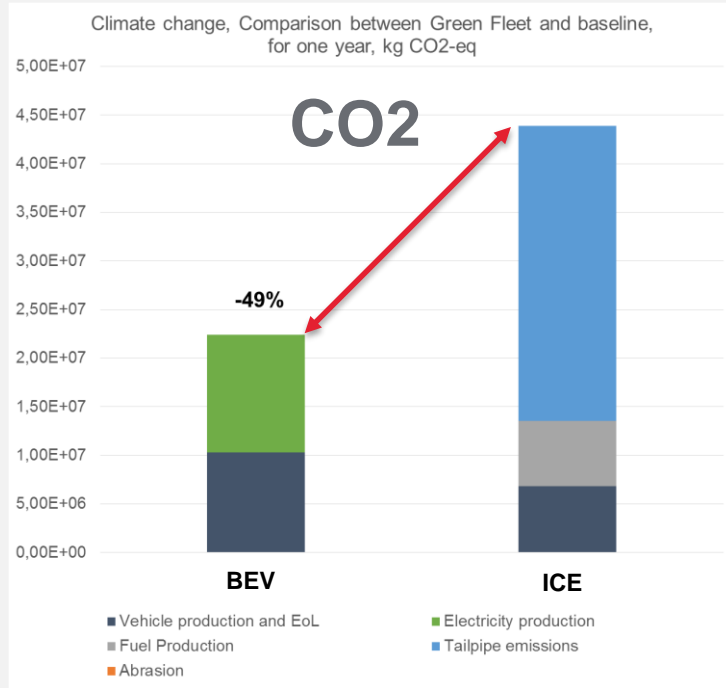
WHY ELECTRIFIED VEHICLES MAKE SENSE



Source: ALD / Quantis

LIFE CYCLE EMISSIONS ASSESSMENT

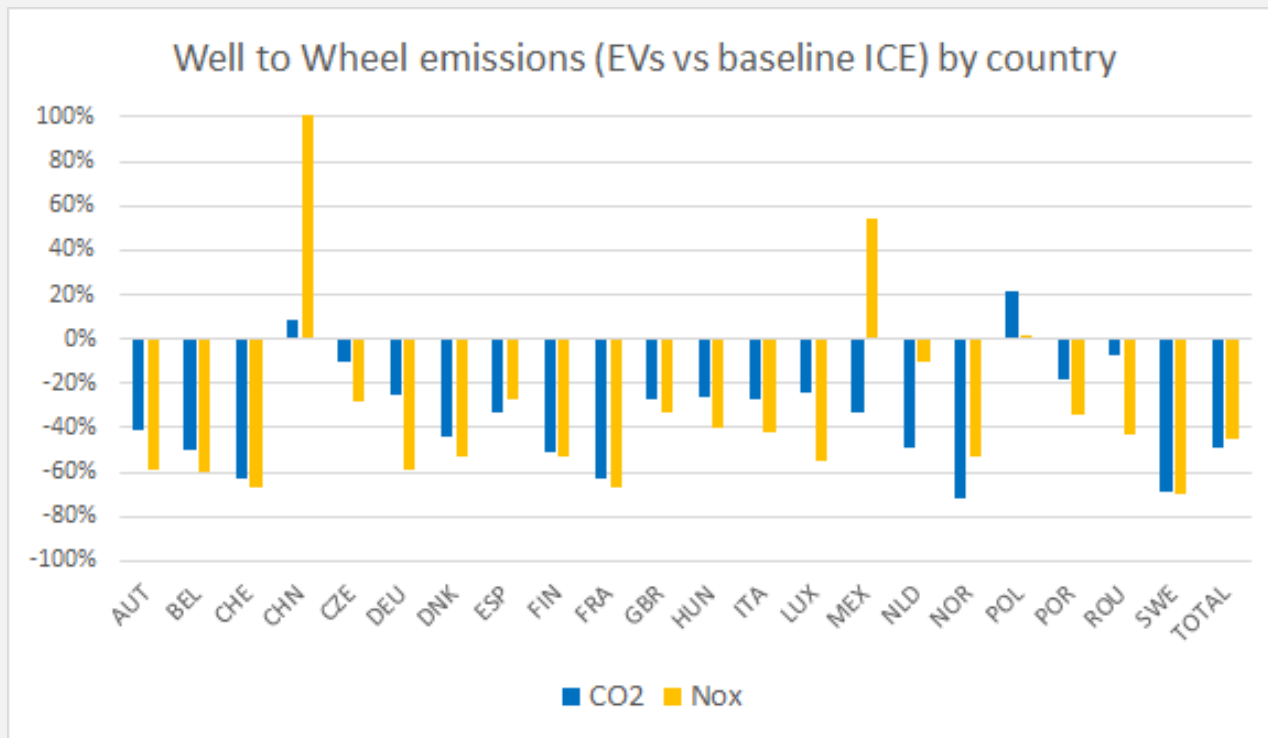
EVs: LOWER EMISSIONS, DIFFERENT SOURCES



Source: ALD / Quantis

LIFE CYCLE EMISSIONS ASSESSMENT

IMPORTANCE OF THE COUNTRY ENERGY MIX



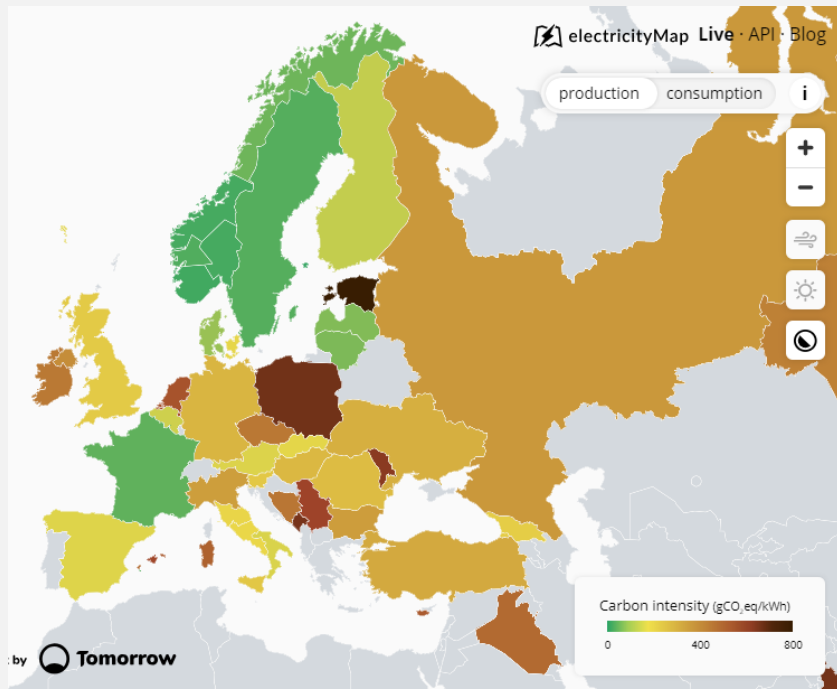
Source: ALD / Quantis

LIFE CYCLE EMISSIONS ASSESSMENT

SWEDEN: AN IDEAL PICTURE!

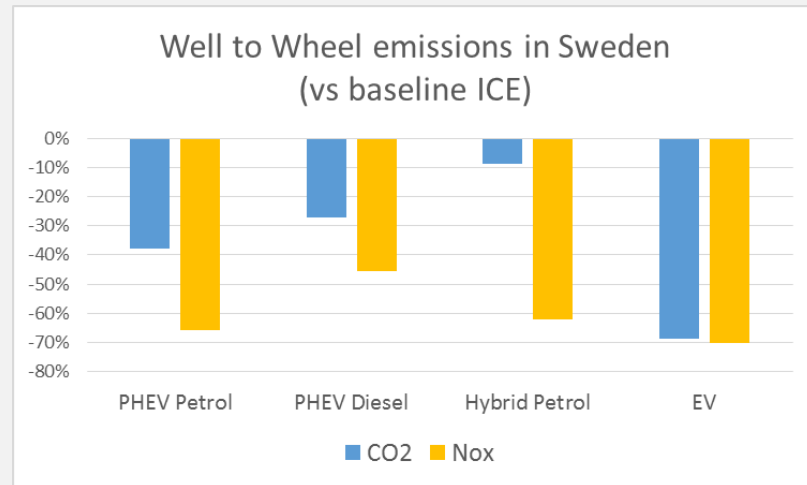


GREEN ELECTRICITY



Source: ElectricityMap

POSITIVE LIFECYCLE IMPACT



Source: ALD / Quantis

WHERE ARE WE ON EVs TODAY?

CHALLENGES TO OVERCOME



Geographical discrepancies



Residual values are only part of the equation



Sourcing is an issue



Push from clients ... and OEMs



Limited EV knowledge



TCO getting closer to ICE



“End to End” solution necessary



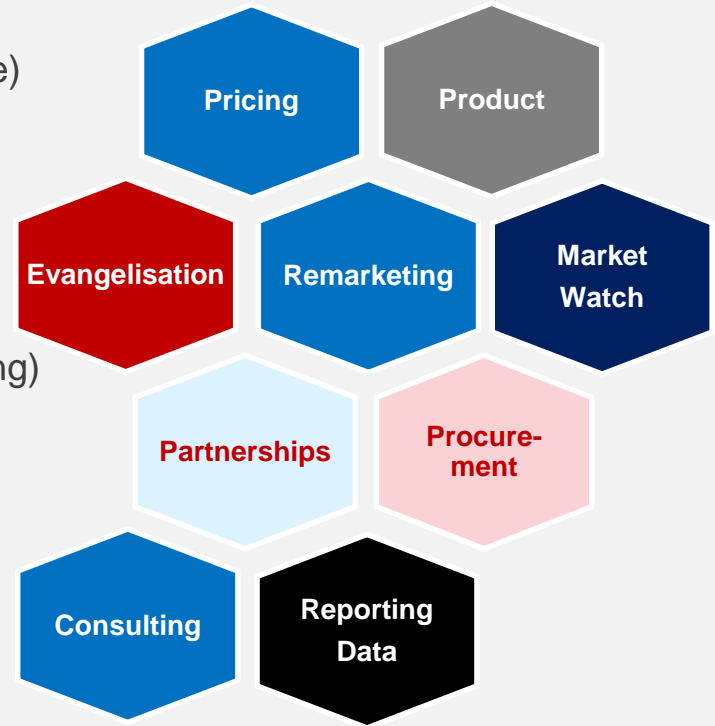
Complexity vs short term return

EVs ARE NOT BUSINESS AS USUAL

THE EV ENTERPRISE PROGRAMME: 9 WORKING STREAMS

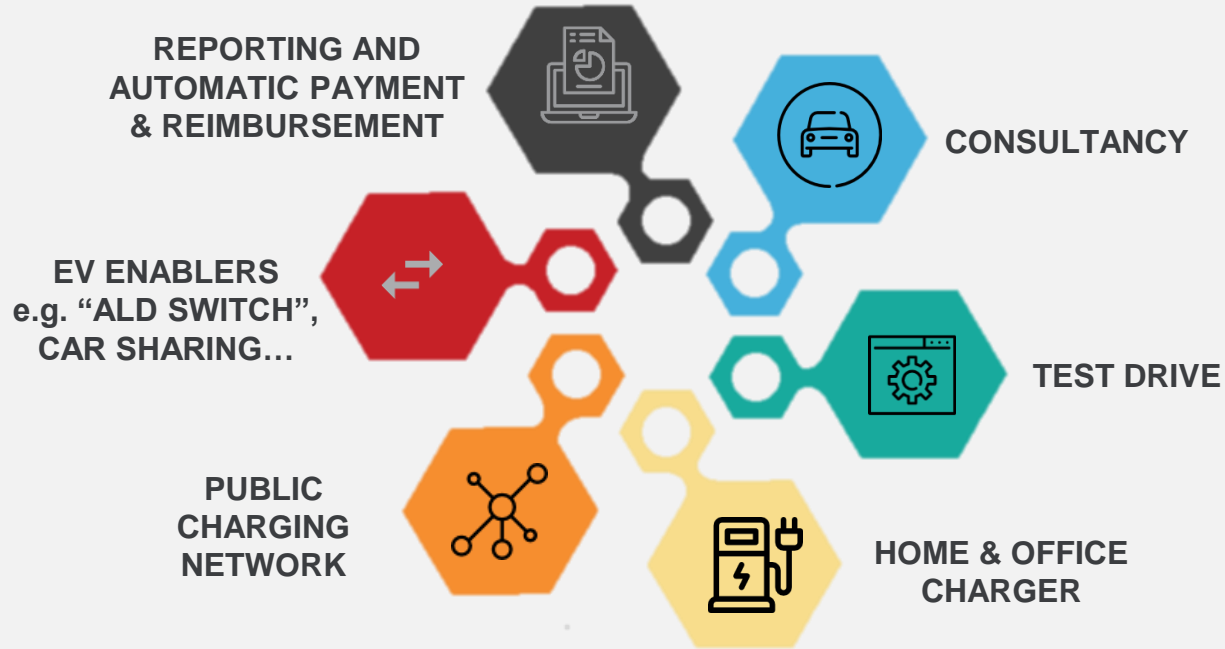


- Revisit **pricing** assumptions (residual values, maintenance)
- Accompany customers in transition (**consultancy**)
- Develop the right **products and services**
- Develop new **partnerships**, leverage on existing ones
- Adapt **procurement** (new categories & specific EV sourcing)
- Review **remarketing** of used cars
- Redesign **tools and reporting** solutions
- Spread culture, knowledge
- Stay tuned with fast moving ecosystem



THE ELECTRIC OFFER, BEYOND THE CAR

AN « AUGMENTED » SERVICE PROPOSAL

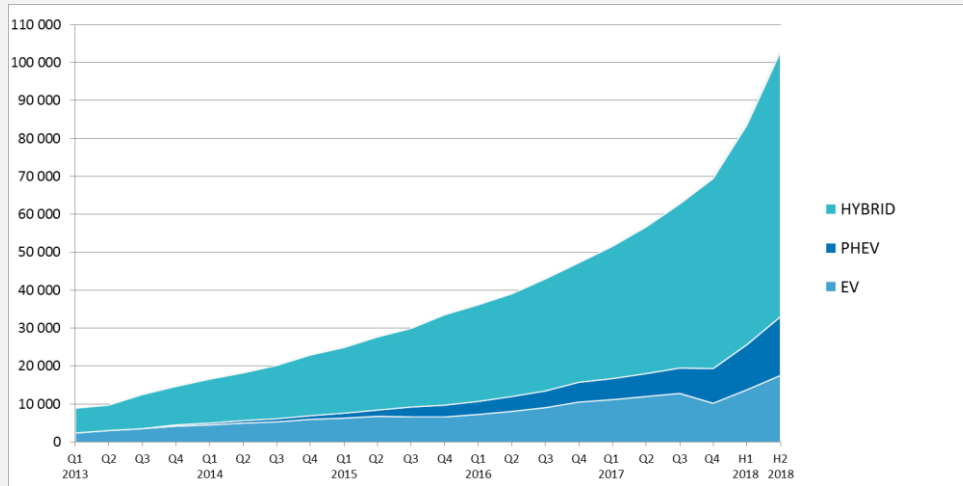


OUR AMBITION FOR ELECTRIFIED VEHICLES



ACCELERATION EXPECTED

ALD GROUP LOW EMISSION FLEET – DECEMBER 2018



- 102,000 “green” (EVs, PHEVs, hybrids) vehicles under management at end 2018
- +50% yearly growth
- >6% of ALD total fleet, 9% of new contracts in 2018

2020 target

20%
of contract production

> 200,000
low emission vehicles
under management

COME ON SWEDEN!

QUESTIONS?

LET'S DRIVE TOGETHER

