OPTIMIZING Lease YOUR "Free" car after **Payments** amoritzation **FLEET'S Higher vehicle** acquisition cost **Ongoing payments** LIFECYCLE Resale More administrative attention Value Predictable costs Minimal administrative oversight Maximized driver uptime **Shorter** Extended Lifecycle Lifecycle Ever improving fuel efficiency found in new vehicles reduces fuel spend Resale **Higher gross** proceeds at sale Value Maximizing resale value takes more time and Lower sales proceeds data to manage Insulated from most short-term depreciation Ś factors Resale Value

Increased non-preventative costs

Repairs take

longer to

complete

Increased

driver

downtime

Focus on

managing

driver behaviour reduces fuel spend

VOLKSWAGEN

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FLEET SERVICES

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