

#PartnerOfTomorrow

Navigating Construction Challenges: How the Right Financing Partner Can Drive Success

Madrid

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Welcome



Kelly Luters

**DLL Marketing Manager,
Europe & APAC**

Construction Specialist



What we do

Asset financing

What we do...
all day, every day



What we do

50+

Years in vendor
finance

€ 44B+

Active funding
provided

25+

Countries actively
supported

Rabobank

Wholly owned
subsidiary



Market Recognitions

Best ESG/Sustainability Initiative of the Year: Enviro (2024)
Best E-Mobility Financing Programme (2024)
No. 1 Top Vendor Ranking, Monitor (2023)
Circular Economy Model Award (2023)

Net Promoter Score

+64

25% above industry average



**86K Trees
Planted in 2023****

Industries



Agriculture



Clean energy



Construction



Food



Healthcare



Industrial



Office equipment



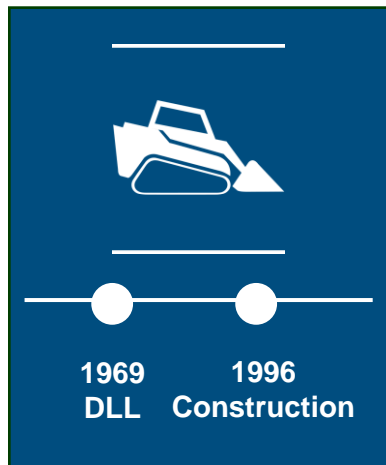
Technology



Transportation

Construction finance

Nearly 30 years
funding Construction
Equipment



6

Billion €
Portfolio in
Construction
Equipment

+400

Dedicated members

2.1

Billion € NBV
in Stock Finance



Specialized Asset
Management &
Risk Expertise

+70.000

Active contracts
(+30.000 in Europe)

1.4%

Estimated market
Share on Global Value
(Earth moving Equipment)



Today's speakers



Federico Faletti

Regional Sales Manager Europe

Stock Finance

Stock & used equipment finance



Cesar Alonso

Global Head of Strategic Impact

Construction, Transportation and Industrial

Usage driven models

Our solutions

Stock & used equipment finance

Federico Faletti
Regional Sales Manager, Europe

Stock, demo, and used equipment financing unlocks capital and optimizes operations for dealers, enabling them to stay competitive in a fast-paced market.

Past, present and future challenges



The 'perfect storm' affecting the entire distribution channel

- ☒ Production delays during the COVID-19 pandemic
- ☒ Post-pandemic production ramp-up to meet rising demand, causing elevated stock levels
- ☒ Weakening end-user demand due to economic and political uncertainties
- ☒ Pressure on liquidity and profit margins throughout the distribution and supply chain
- ☒ Increasing cost of funds
- ☒ Compliance with stricter carbon emission regulations

Past, present and future challenges



2022 vs. 2024

+ 15% average inventory
X 50% ▲ in cost of funds

=

**+57% in dealer cost
of managing inventory**

Business case: European vendor client performance



Case

Year-over-year comparison (2021-2022) of sales performance of their dealers using two financing options:

1. **Stock finance program**
2. **Open account terms**



Background

The vendor operates in a very seasonal business:

50% of sales takes place in the period March-May



Results

Overall sales increased by 4.5%

In-season:

| | |
|--------------|--------|
| Stock | +14.7% |
| Open account | - 2.6% |

Off-season:

| | |
|--------------|--------|
| Stock | +13.8% |
| Open account | + 2.9% |

Our solutions

Usage driven models

Cesar Alonso
Global Head of Strategic Impact CT&I

Statistics on traditional operating lease solutions



9/10

68% of the time customers overpaid for leases

21% of the time they did not pay enough but ended up overpaying anyway

Need for a new product which addresses all the topics below



Balancing expenses
(usage) to revenue



No overtime



Eliminate “over
estimation” quote
activity



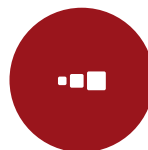
Lease term ends when
reached hours



No early termination
charges



Month to month
extension at 80% of
the normal term
payment



Eliminate dealer
maintenance overtime



Drastically reduce
overpayment as per the
traditional solutions

Lease by the hour

Lifecycle (Maximum Contract) Hours

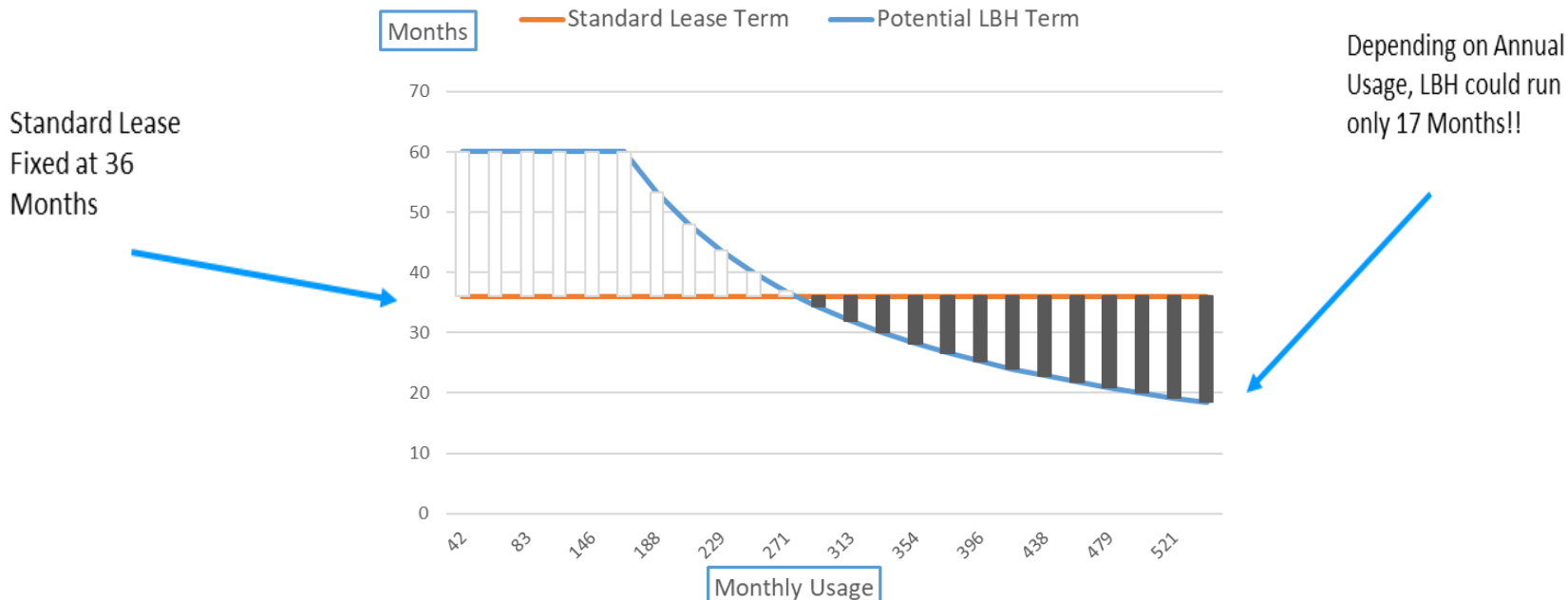
- *Fully aligned with our sustainability goals*

Maximum Term for quoting

Minimum Base Payment

- *Monthly Invoice Base Payment*
- *Usage over base allowed hours billed and put in RESERVE to buy out lease early*

Balancing payment and usage



Questions?

Scan the QR code to get in touch with us:

