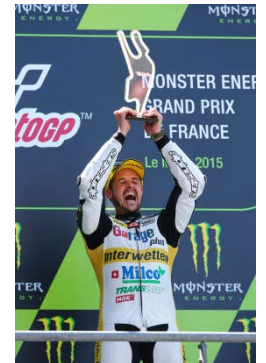


# With CarNet fleet management, you cross the line as the winner in the costs competition.



In 30 Seconds

## Reducing total cost of ownership

Via our Total Cost of Ownership (TCO), you receive all management performance indicators for procurement costs and continuous fleet usage. This is how we use our services to reduce the necessary cost drivers and eliminate hidden costs.

## Owner-managed

CarNet Management AG is the only fleet manager where you will have the CEO und COO right at the table with you.

## Engaged

We are supporting Tom Lüthi in Moto2 as sponsor. As world champion in the 125cm<sup>3</sup> class, he was elected Swiss athlete of the year and was the winner of the Swiss Award in 2005.

## Targeted fleet comparison

Through targeted comparisons (benchmarking) across several vehicle fleets, it is possible to identify on-going reference sizes that could mean performance optimisation. Best practice is to be identified, individually adapted to your situation and flexibly integrated.

## Maximum individuality

CarNet has been honouring its value proposition in fleet management with solutions that are tailored to the customer and sustainably reduce the costs of company car fleets, since 1998.

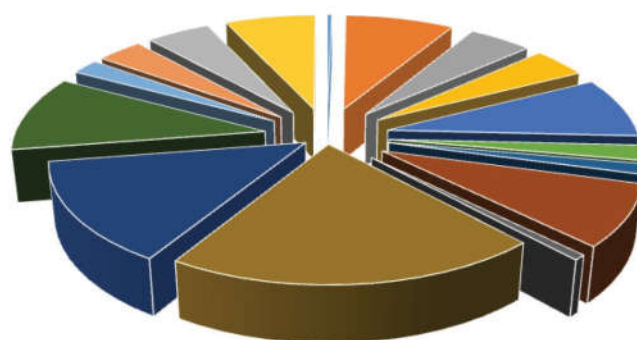
## What we have in common with Tom Lüthi

As a Swiss SME, we are also constantly working to use fair play to achieve podium positions. Like Tom, we work on excellence in every area.

## Real-life figures for optimisation results

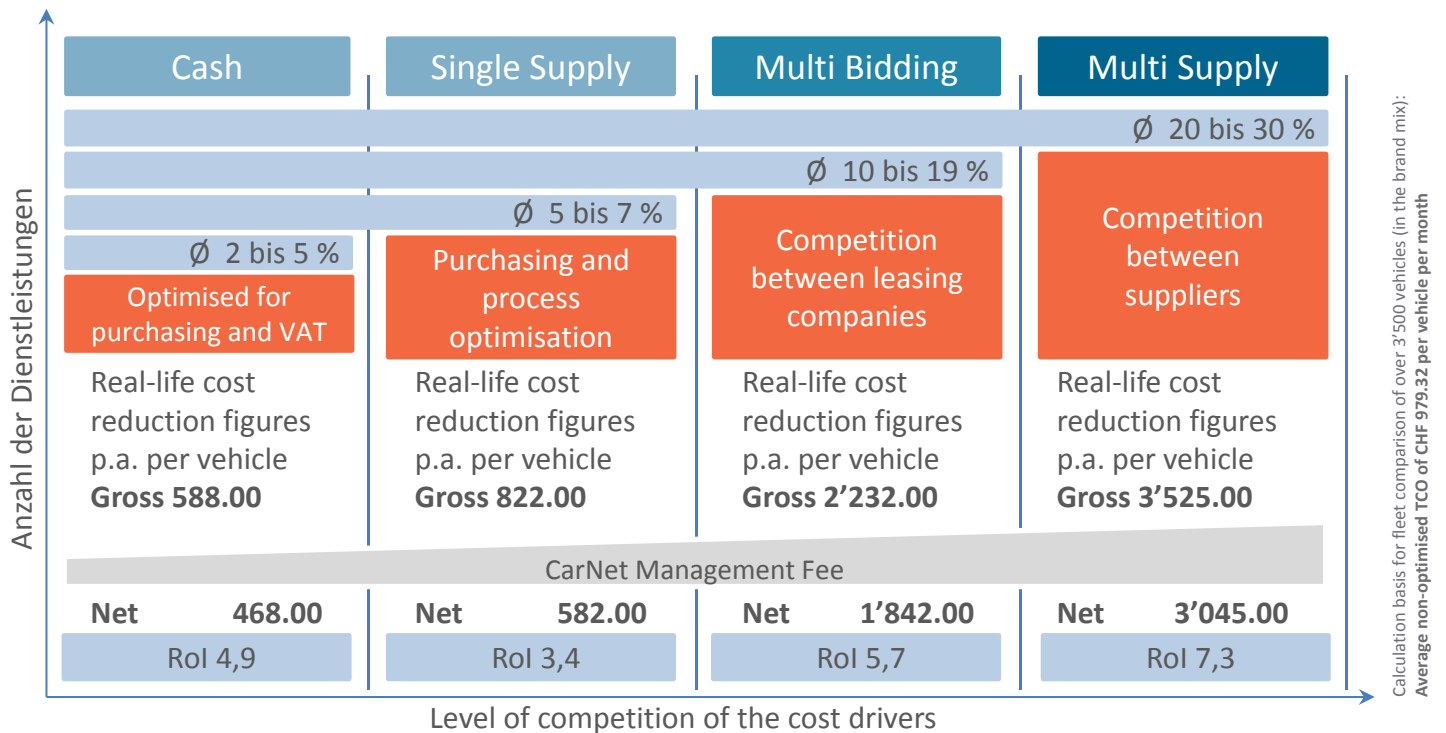
Bereiche	Potential	Reductions
Vehicle procurement	high	Ø - 18 %
Internal process optimisation	high	Ø - 24 %
Cost demarcation for workers	high	Ø - 16 %
Operating costs	medium	Ø - 8 %
Financing costs	low	Ø - 5 %
Vehicle sales	high	Ø - 29 %

## Cost drivers in fleet management:



- Incoming mail
- Accounting & payment transaction
- Maintenance
- Handling cases of damage
- Transfers
- Check of vehicle profitability
- Bill check, bill allocation
- Leasing, purchase, installations
- Fuel supply
- Vehicle procurement
- Fuel card management
- Questions
- Insurance
- Road tax
- Vehicle sales
- Tyre management

## CarNet fleet management models



## Transfer of risks and rewards



Chances of profit or risk of loss  
Everything open



Chance of profit or risk of loss

- Excess or shortfall kilometres
- Fuel billing
- All servicing costs upon return



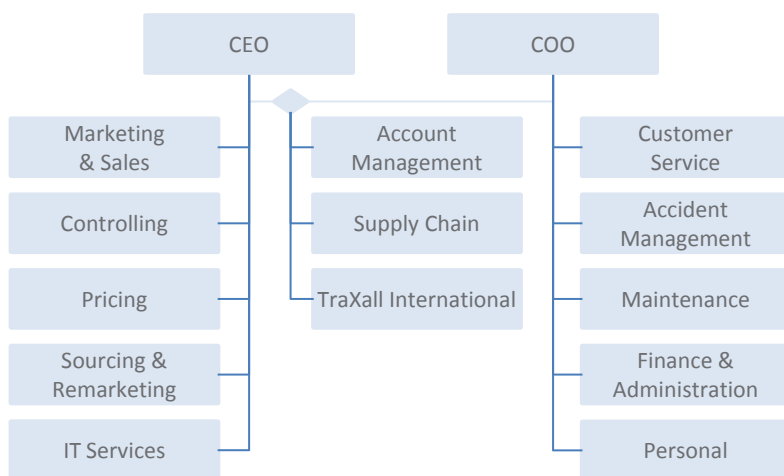
Chance of profit or risk of loss

- Vehicle tax
- Insurance bonus or penalty
- Servicing and repair
- Tyres
- Fuel billing
- Any excess or shortfall kilometres
- All servicing costs upon return

## Our CarNet team working for you

### Our passion

As a Full-Service-Company we have supported CFOs in cost competition, helped fleet managers to increase process efficiency and been straightforward assistants for the users of company cars - since 1998.



**Daniel Lanz**  
CEO



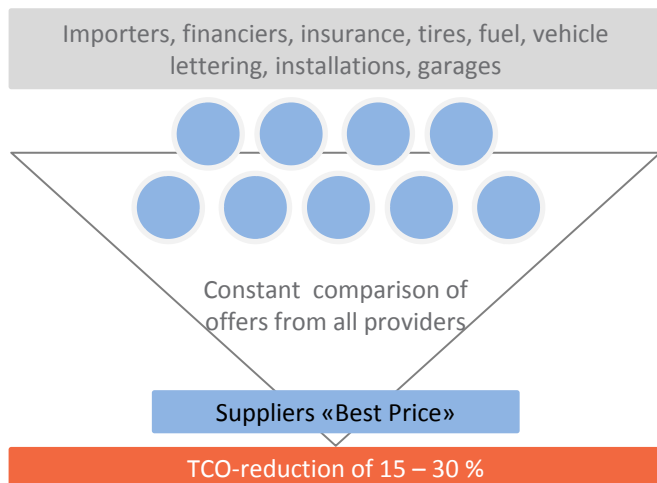
**Tania Lanz**  
COO

## Two innovation models in overview

### Multi Supply

On your behalf, we include all suppliers in the quality and cost competition.

In the tendering process, we look for the best available provider for your fleet in all disciplines.



### Multi Bidding

On your behalf, we include all leasing companies in the quality and cost competition.

In the tendering process, we seek the best-available full leaser for every vehicle in your fleet.

