
Sustainable Returns

How Servitization will drive more Circular Business models

Egbert de Jong

Leasing Life Conference, Paris, November 24, 2016

Awards lead to expectations

2014



Frits Engelaer and Dirk Hoffman receiving Leasing Life Awards 2014

2015



The Green Finance Transaction of the Year award was presented to Jean Pierre Vissers on December 3, 2015 at the Leasing Life Conference & Awards Dinner.

2016





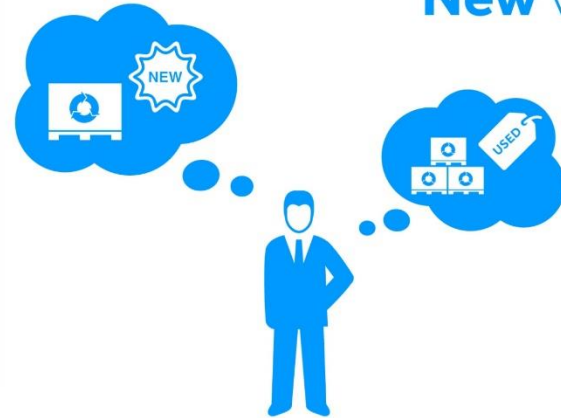


Two market trends

Ownership vs usage

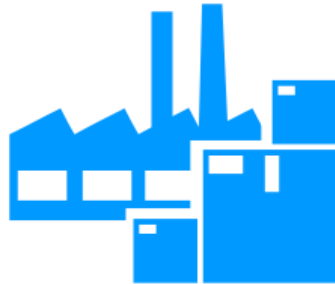


New vs used



Customer behavior is changing: Outsourcing

Acquire assets to own



Purchase services to use



Pushing manufacturers to “Servitize”



We sell Assets



We provide Services

Servitization from a customer perspective

Product oriented

I buy a truck

With a service contract



Use oriented

I specify a truck

I buy 8.000 hours of hassle free usage



Result oriented

I dont specify an asset

I contract 5 years of hassle free usage of state of the art trucks



We have to evolve our financial products



Inclusion of services:

(extended) warranty



Installation (labor)



Cloud Storage



Repair/ maintenance



Wear parts



(Paid) Advisory



Uptime guarantee



Damage Insurance



Fleet Management



24H Support



Upgrades



Software



Track & Trace
Telematics



Recycling
EOL service



Performance
guarantee



Which exposes our industry to new risks





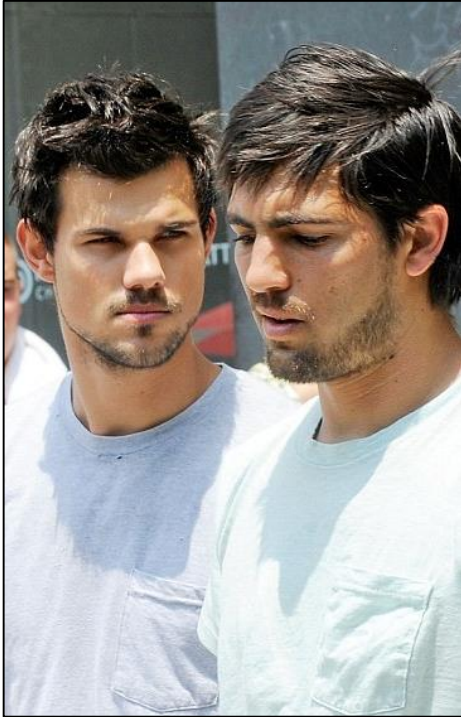
New Risk Management Strategies



vs



Backup scenario



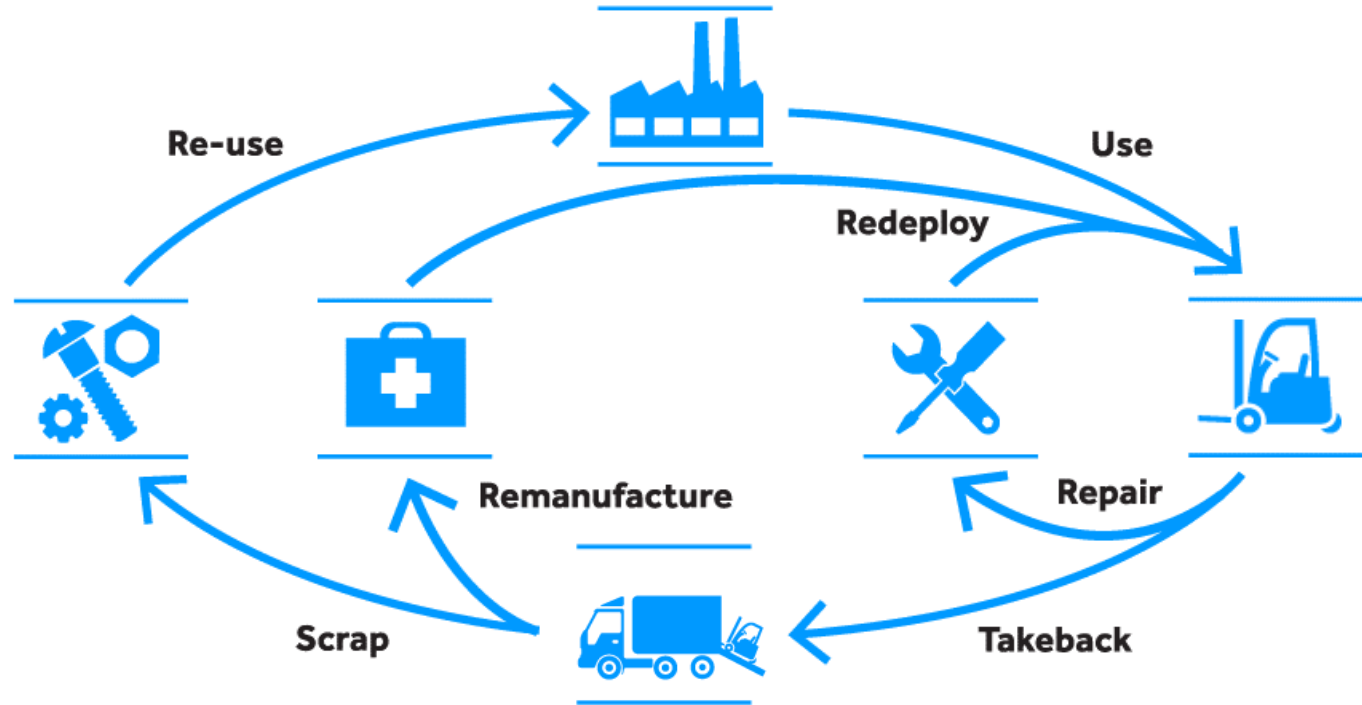
EBNE

Edward de Bono

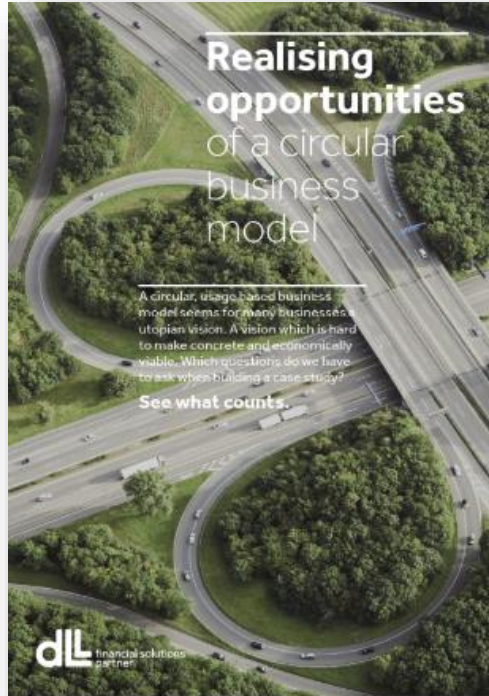
How to deal with flexibility



Life Cycle Management



Publications



Exposure

WORLD ECONOMIC FORUM
Agenda Initiatives Reports Events About
Top link login 中文 Español Q

Global Agenda > Circular Economy > Climate Change > Economy

Why the circular economy makes business sense



Written by
Bill Stephenson
CEO and Chairman of the Executive Board, DLL
(De Lage Landen)

We are at a fork in the road in terms of the same linear "take, make and waste" model. Revolution. The other points towards a more circular economy.

assetfinance INTERNATIONAL

Global Americas Asia Countries Equipment Auto Legal Lease accounting

Username or email ***** Login Forgot login? | F

DLL's Bill Stephenson introduces lessors to the "circular economy"

in share
Written by Bill Stephenson
Published: 21 January 2015
Created: 21 January 2015

Twitter +1 Facebook Share



Necessity is the mother of innovation.

And we need a new circular economy model to build a truly sustainable business - as recognised by the world's business leaders gathering at the World Economic Forum in Davos this year.

There, we are delighted to see that the circular economy is high on the agenda, including the vital question as to how to develop the new value chains that will underpin this. In our business, we are engaged in regular discussions with our partners, shaping new circular approaches such as second life markets, where goods are refurbished and marketed to new customers, extending the life of the product and building new revenue

dll logo

As featured in
The CFO Magazine
For more info visit
theexecutiveboard.com

Future of Asset Finance

DLL, a global provider of asset-based financial solutions, is active in more than 35 countries and plays an influential role in guiding the equipment leasing industry towards future relevance by investing in the circular economy.
Image courtesy of DLL

LEADER Environmental & Energy Management News
Columns News Videos Jobs Research Webinars Conference 2017
LFA AWA

POPULAR ENERGY EFFICIENCY EMISSIONS CARBON FINANCE FACILITIES SUPPLY CHAIN SUSTAINABILITY



Columnists: Rob van den Heuvel [View All](#)

Rob van den Heuvel is the senior vice president of global asset management at DLL. He started his career in several roles within risk management at DLL before he joined the strategic planning department and moved to the US in 2005. After this international assignment, he was named global CFO of the construction, transportation and industrial and food and agriculture business units (GBUs) and managed both GBUs successfully during the credit crunch. In 2013, he was appointed senior vice president of asset management and insurance. Rob holds a master's degree in econometrics, and finished his executive MBA at TIAS/Nimbas in the Netherlands.

Radical Rethink: The Birth of Circular Manufacturing

Capitalizing on the significant new business opportunities offered by circular economics can be best realized by developing three key approaches: shifting from asset owning models to service ...

How to build partnership?



1. Cut around dotted line
2. Turn upside down

See what counts.