



Navigating the path to net zero: WLTP

Customer webinar, July 2020

Introductions

01

Your hosts



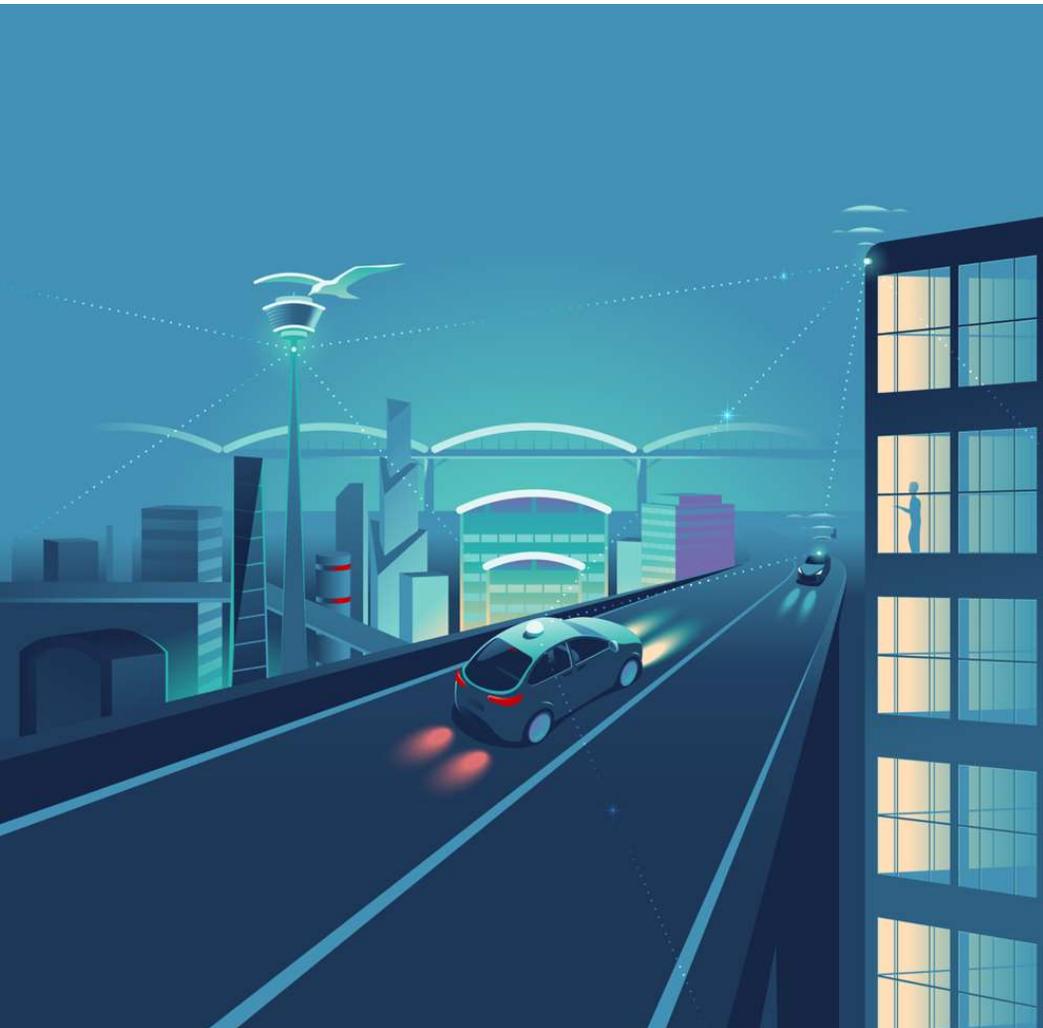
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WLTP: an overview

02



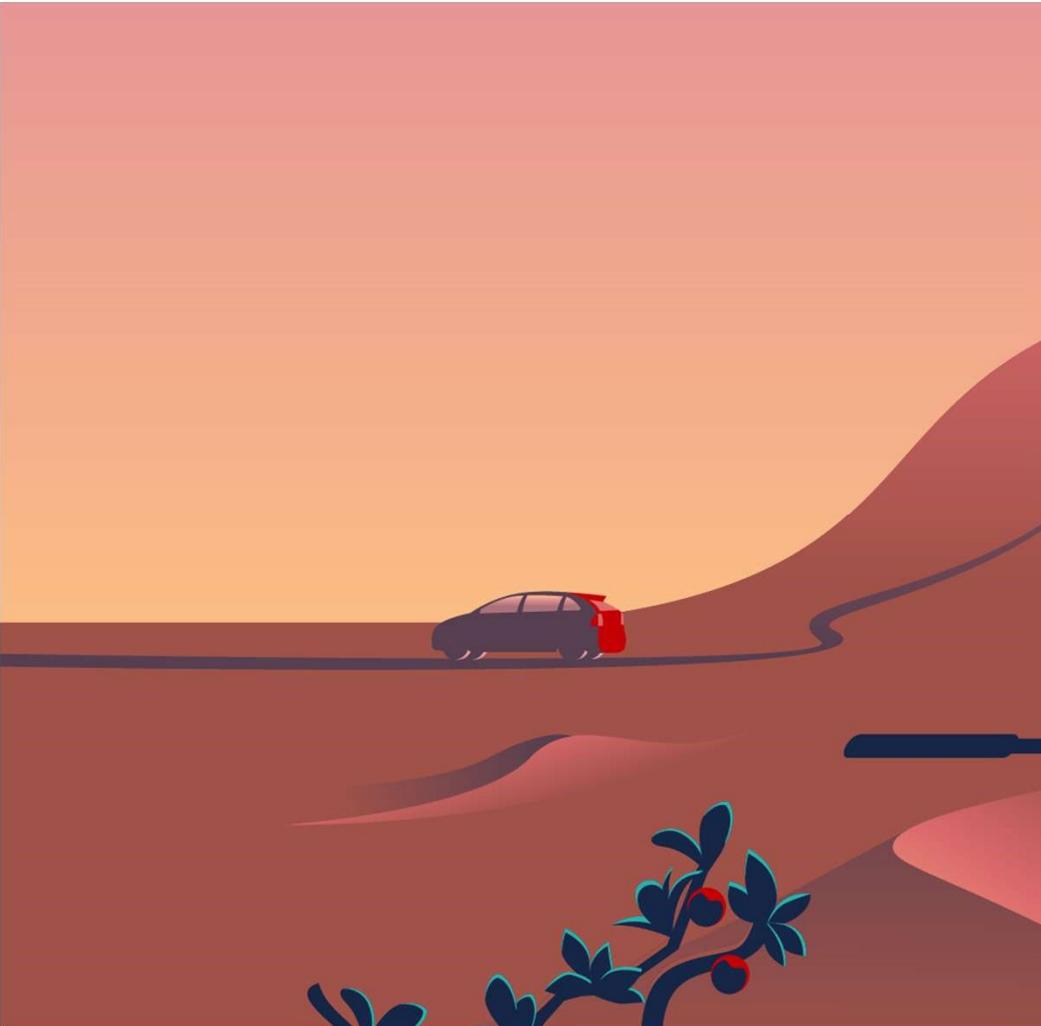
WLTP is coming

The Worldwide Harmonised Light Vehicle Test Procedure (WLTP) is an improved EU regime for testing vehicle emissions, with vehicle testing starting in 2017 - 2018 and taxation coming as the final step in 2020-2021.

Despite positive ambitions, there are significant complexities facing the implementation of WLTP and how to consistently calculate emission values across Europe.

12%

Of the EU's carbon dioxide emissions come from cars



The transition

As large segments of the automotive industry have some way to go in meeting targets, we can help remove the uncertainty around WLTP.

Our service takes the complexity out of WLTP by giving you one trusted point of reference for all the data you need. Our research, gathered daily, direct from automotive dealers and authorised organisations across 23 countries, means we are an accessible and unparalleled source for WLTP data.

The WLTP complexities

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Market differences

All European markets determine their own taxation policies and their own timings.

The industry is facing huge challenges when it comes to adopting and rolling out a European solution, with different policies – whether based on weight, CO2 or a combination – at different times. Some countries haven't even announced when they are going live, meaning a lot of guesswork for the industry.

3 times Finland adjusted its taxation policies – implementing this in 2018 and adjusting in 2019 and 2020

It's not all about legislation

Legislation is not the only driver – being compliant with corporate car policies is critical for leasing

1. If LSPs can't supply actual WLTP values, they won't be invited for tenders
2. If they estimate the values too high, the driver could have added extra options
3. If they estimate the values too low and go over the limit, they risk a penalty or losing a customer in a highly competitive market

The data maze



Immediacy



Lack of a pan-European approach



Confidentiality



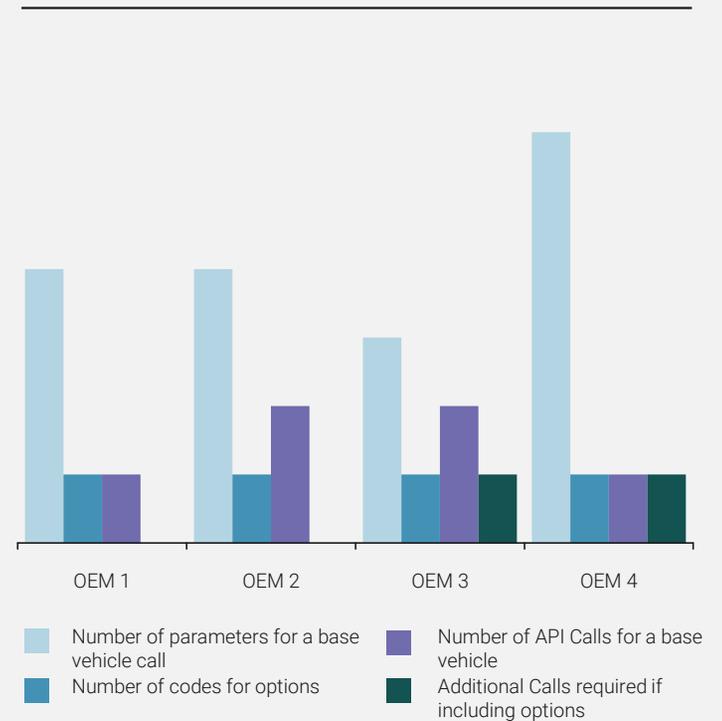
The need for accuracy

The admin burden

The data required for WLTP is not just complex – it's a huge admin burden.

- Data and process complexity (see graph)
- Building and maintaining a WLTP solution requires significant resource
- For leasing – getting access to the right people with the right data at every OEM in every market

Data complexity by OEM



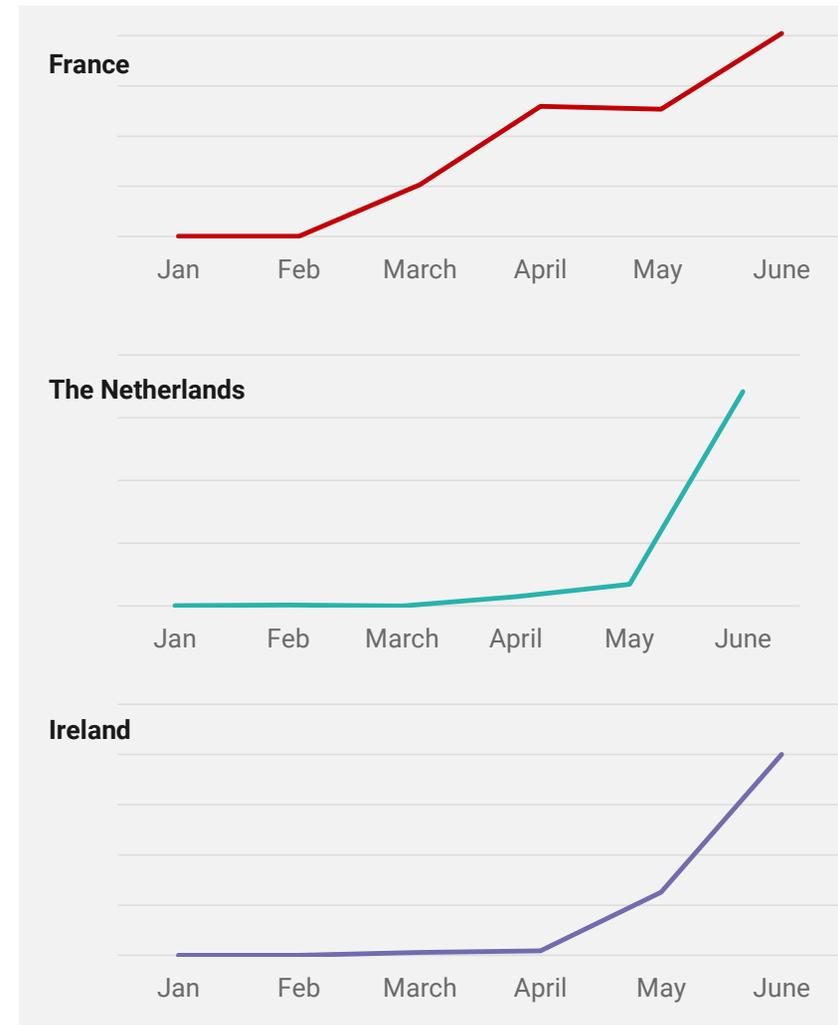
Embracing WLTP

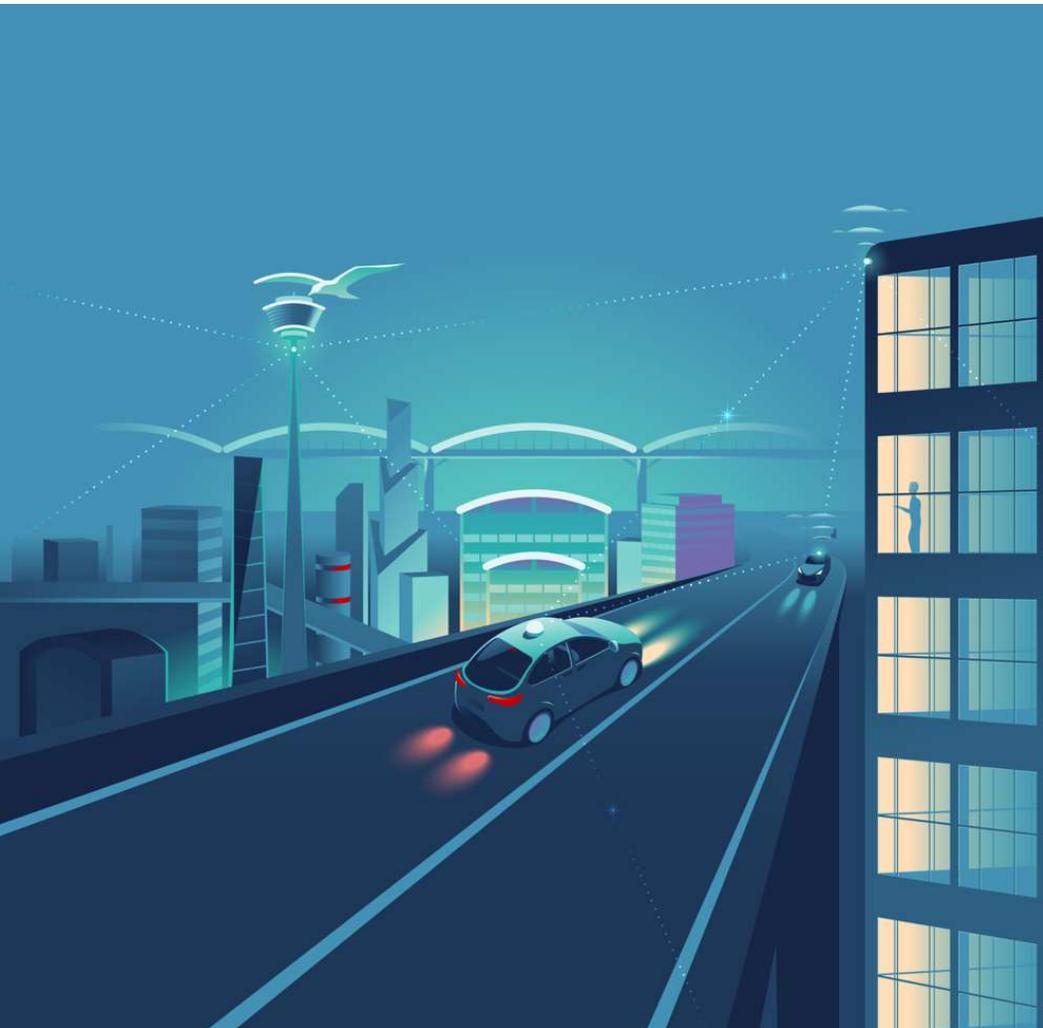
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WLTP is here to stay

Now is the time to embrace it. Preparation is key. And we're all on the WLTP learning journey together.

The graphs on the right show call JATO volume increases in three markets in H1 2020.





A pan-European approach

A pan-European, collaborative approach and a central system is key for successfully navigating WLTP. But this requires a big shift for the entire automotive industry.

Time to digitise

WLTP is pushing the automotive industry to digitise its offerings and processes and move towards more self-service. Despite the historic desire of customers to physically see the vehicles and speak to the dealer to find out the information they require, we're now seeing a shift towards a digital automotive industry.

- Shifting power to the consumer, with more information available digitally
- COVID-19 accelerating digitisation for both OEMs – with more transactions online – and leasing – looking at new digital ways to interact with customers

Summary

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Summary

01

WLTP is coming.
Preparation is key,
starting now.

The countdown is on.

02

There are huge
complexities when it
comes to data and
consistency across
Europe

03

Pan-European and
data-centric
approaches are key
to navigating WLTP

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Partnering with
JATO can help you
navigate WLTP

Questions?

Thank you

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