

03  
MAY  
2019

# ALD trading update on q1 2019 results

- TOTAL FLEET AT 1.68 MILLION VEHICLES
- LEASING CONTRACT AND SERVICES MARGINS UP 4.7% VS. Q1 2018
- SOLID CAR SALES RESULT AT EUR 258 PER VEHICLE, INSIDE GUIDANCE

RANGE OF EUR 100 TO EUR 300

- NET INCOME (GROUP SHARE): EUR 133.8 MILLION
- CONFIRMING FULL YEAR 2019 GUIDANCE

## FIRST QUARTER 2019 RESULTS HIGHLIGHTS

- **Total Fleet:** 1.68 million vehicles managed worldwide at end March 2019, up 1.1% vs. end December 2018 and up 9.3% vs. end March 2018
- **Leasing Contract and Services Margins** together up 4.7%
- **Car Sales Result** at EUR 19.0 million
- **Gross Operating Income:** EUR 332.3 million, up 1.1% vs. Q1 18
- **Cost-Income ratio excluding Car Sales Result**<sup>1</sup> improved to 49.6% from 51.1% a year earlier
- **Net Income (Group share):** EUR 133.8 million in Q1 19, down 2.1% vs. Q1 18

<sup>1</sup> Calculated as a 4-quarter rolling average

## KEY STRATEGIC AND COMMERCIAL INITIATIVES

- Stern Lease acquisition and partnership agreement in the Netherlands
- International framework agreement with Chargepoint
- Partnership with Belgian retail chain Hubo and Nissan

On 3 May 2019, Mike Masterson, ALD CEO, commenting on the Group Results, stated:

**“In the first quarter of 2019 ALD has continued to develop its commercial activity and made a significant bolt-on acquisition, reinforcing our leadership position. Our private lease offering is encountering success in a number of important markets thanks to our state-of-the-art digital solutions, which we continue to optimize and deploy more widely to boost growth in this segment. At the same time, in the context of a general transformation impacting the car industry, we remain focused on promoting electric and hybrid vehicles and reducing the share of diesel in our fleet. Our financial performance in Q1 is in line with our guidance for 2019, which we are confident of achieving thanks to the rigorous management of our costs and risks. ALD is determined to pursue its strategy of delivering sustainable growth, building on its constant customer focus and backed by the service excellence of its teams.”**

[Read the PR](#)

