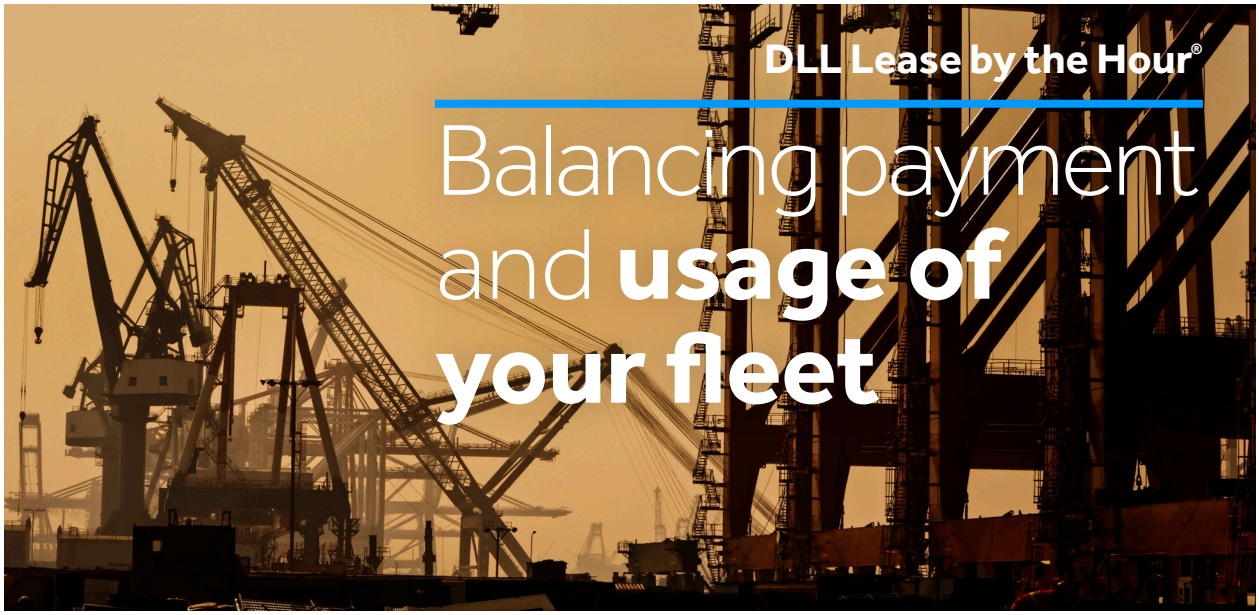
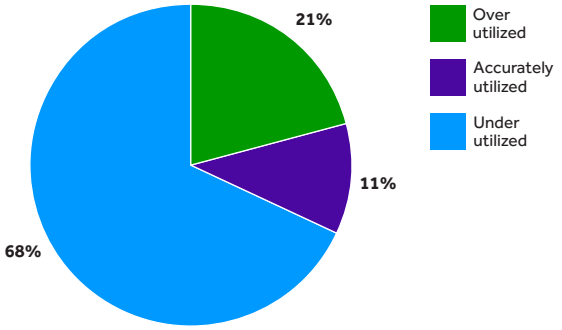


DLL Lease by the Hour®

Balancing payment and **usage of your fleet**

DLL understands it's hard to estimate utilization of assets over the term of a lease.

Actual vs. contract usage



A recent DLL utilization survey on thousands of assets sold at the end of their lease confirmed that usage is overestimated 68% of the time, and underestimated 21% of the time. Why? Businesses don't like surprise overtime at the end of a contract.

Both scenarios have downsides for you as a fleet manager; under-utilization results in overpayment; over-utilization results in overtime.

Why Lease by the Hour?

DLL will help you structure a lease using a combination of your historical usage, the minimum amount of hours expected, and a longer lease term. When usage increases over the minimum, we shorten the term. You pay for high usage when production and revenues are high, and less when production and revenues normalize.

What are the benefits?

Our Lease by the Hour program provides lease term flexibility based on equipment usage:

Features	Benefits
Flexibility	Pay more when you are using your equipment more, and less when you are using it less. When usage is high the contract will end early, eliminating overtime and enhancing the sales cycle.
Extended lease terms	Lower monthly payments
Contracts based on minimum hours	Drastically reduces overpayment
Discounts in extension	In either scenario (high or low utilization), month to month extension discount of 20% is applied and runs until service expenses signify replacement.*

*Supplied by your maintenance provider.

How do I find out if Lease by the Hour is right for my business?

Do you have:

- Familiarity with FMV leasing?
- Usage that fluctuates over time?
- Issues with rotating equipment to match contract allowances?
- Faced overtime charges in the past?

If so, contact your DLL Account Representative for more information on Lease by the Hour.

At DLL, it is our passion to find original, integrated solutions that help to resolve real-world challenges. We constantly think about how we can be a financial solutions partner every step along the way for the businesses we work with. This solution has been designed to collaborate with our customers and rethink how to get most out of our assets together.

Contact

For more information on Lease by the Hour, contact your DLL Account Executive or visit www.dllgroup.com/leasebythehour

De Lage Landen Financial Services, Inc.
1111 Old Eagle School Road
Wayne, PA 19087
www.dllgroup.com

These materials are for informational purposes only. Actual financing terms and conditions are subject to credit review and approval by De Lage Landen International B.V. ("DLL") and will be based on DLL's review of the creditworthiness of the customer, prevailing interest rates and other factors. All financing is in DLL's sole discretion. Nothing herein constitutes tax advice, and customers are advised to consult with their tax advisors prior to electing specific rates or options and for complete details specific to their situation.

© DLL - De Lage Landen International B.V. DLL®, DLL Financial Solutions Partner℠, See what counts℠, and DLL Lease by the Hour® are registered marks of De Lage Landen International B.V. 1/18