



ESTIMATIONS BENEFIT CHALLENGE TEAM 7

TCP 2021

	1° Year	2° Year (+ 2pp)	3° Year (+ 4pp)	4° Year (+ 8pp)
	G4	G4	G4	G4
Mio	2.4 €	4.8 €	7.2 €	12.0 €
	G8	G8	G8	G8
Mio	2.6 €	5.3 €	7.9 €	13.2 €
	Benefit €	Benefit €	Benefit €	Benefit €

	TOTAL	INVESTMENT	ROI (in 4 years)	TOTAL CORP.	TOTAL RETAIL
	G4	G4	G4	G4	G4
Mio	26.3 €	80 000 €	32874%	5.6 €	20.7 €
	G8	G8	G8	G8	G8
Mio	29.1 €	160 000 €	18197%	7.6 €	21.5 €

VEHICLES 2021		T X RFO	PARAMETERS					
CHANNEL ID	NAME	RESTITUTIONS 2021 TOTAL	RESTITUTIONS 2021 (Clients < 30 vehicles)	ARPU	% retention	Assumption % vehicles for Clients < 30 vehicles	Include Channel?	pp increase renewals

FRANCE



TOTAL	599 478 €	1 198 956 €	1 798 434 €	2 997 390 €
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6 594 257 €	20 000 €	32971%
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ITALY



TOTAL	635 838 €	1 271 676 €	1 907 514 €	3 179 190 €
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6 994 218 €	20 000 €	34971%
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SPAIN



TOTAL	587 547 €	1 175 093 €	1 762 640 €	2 937 733 €
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6 463 013 €	20 000 €	32315%
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ENGLAND



TOTAL	568 000 €	1 136 000 €	1 704 001 €	2 840 001 €
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6 248 003 €	20 000 €	31240%
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NETHERLAND



TOTAL	60 428 €	120 855 €	181 283 €	302 138 €
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664 704 €	20 000 €	3324%
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BELGIUM



TOTAL	66 964 €	133 928 €	200 893 €	334 821 €
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736 606 €	20 000 €	3683%
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POLAND



TOTAL	39 448 €	78 896 €	118 345 €	197 241 €
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433 930 €	20 000 €	2170%
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GERMANY



TOTAL	89 186 €	178 372 €	267 558 €	445 931 €
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981 048 €	20 000 €	4905%
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Mio	29.1 €	160 000 €	18197%	7.6 €	21.5 €

VEHICLES 2021				T X RFO	PARAMETERS			
CHANNEL ID	NAME	RESTITUTIONS 2021 TOTAL	RESTITUTIONS 2021 (Clients < 30 vehicles)	ARPU	% retention	Assumption % vehicles for Clients < 30 vehicles	Include Channel?	pp increase renewals

FRANCE



1	Direct Pro	8700	8700	1 382 €	41%		yes	2%	240 409 €	480 817 €	721 226 €	1 202 043 €
2	Indirect Pro	7535	7535	1 128 €	29%		yes	2%	169 978 €	339 956 €	509 933 €	849 889 €
3	Direct Private	559	559	1 295 €	45%		yes	2%	14 478 €	28 957 €	43 435 €	72 392 €
4	Indirect Private	348	348	1 139 €	42%		yes	2%	7 928 €	15 855 €	23 783 €	39 638 €
5	Me	28577	7093	1 175 €	62%		yes	2%	166 686 €	333 371 €	500 057 €	833 428 €
6	IBO	20504			72%		no	2%				
7	Large	11660			72%		no	2%				
8	Public	4582			66%		no	2%				
9												
10												
TOTAL									599 478 €	1 198 956 €	1 798 434 €	2 997 390 €

	2 644 494 €
	1 869 756 €
	159 263 €
	87 203 €
	1 833 541 €
	0 €
	0 €
	0 €
	0 €
	0 €
	0 €
TOTAL	6 594 257 €
	20 000 €
	32971%

ITALY



1	Retail B2B	14207	14207	1 270 €	39%		yes	2%	360 858 €	721 716 €	1 082 573 €	1 804 289 €
2	Retail Private	2128	2128	1 537 €	39%		yes	2%	65 415 €	130 829 €	196 244 €	327 074 €
3	IBO	7 706	1143	1 204 €	68%		no	2%				
4	Large	6 662	1742	1 137 €	68%		no	2%				
5	National	13 669	7635	1 372 €	68%		yes	2%	209 565 €	419 131 €	628 696 €	1 047 827 €
6	Public	2 844	1612	1 107 €	53%		no	2%				
7	Key Clients	3 444	556	677 €	53%		no	2%				
8												
9												
10												
TOTAL									635 838 €	1 271 676 €	1 907 514 €	3 179 190 €

	3 969 436 €
	719 562 €
	0 €
	0 €
	2 305 220 €
	0 €
	0 €
	0 €
	0 €
	0 €
TOTAL	6 994 218 €
	20 000 €
	34971%

SPAIN



1	SMD	3127	3127	1 334 €	29%		yes	2%	83 436 €	166 873 €	250 309 €	417 182 €
2	Partners	4757	4757	1 069 €	29%		yes	2%	101 660 €	203 320 €	304 980 €	508 300 €
3	Caixa	14281	14281	1 056 €	29%		yes	2%	301 686 €	603 372 €	905 058 €	1 508 431 €
4	Large	4215		843 €	62%		no	2%				
5	IBO	5279		908 €	72%		no	2%				
6	Mid	5599		1 125 €	60%	80%	yes	2%	100 764 €	201 528 €	302 292 €	503 820 €
7	Public	652		737 €	43%		no	2%				
8												
9												
10												
TOTAL									587 547 €	1 175 093 €	1 762 640 €	2 937 733 €

	917 801 €
	1 118 259 €
	3 318 547 €
	0 €
	0 €
	1 108 405 €
	0 €
	0 €
	0 €
	0 €
TOTAL	6 463 013 €
	20 000 €
	32315%

ENGLAND



1	S4 Large	4291	20	978 €	46%		no	2%				
2	S5 IBO	7008	361	1 307 €	63%		no	2%				
3	S3 Mid	5660	1380	1 204 €	58%		yes	2%	33 225 €	66 451 €	99 676 €	166 127 €
4	Public sector	1113	154	783 €	62%		no	2%				
5	Retail	26474	26474	1 010 €	15%		yes	2%	534 775 €	1 069 550 €	1 604 324 €	2 673 874 €
6												
7												
8												
9												
10												
TOTAL									568 000 €	1 136 000 €	1 704 001 €	2 840 001 €

	0 €
	0 €
	365 480 €
	0 €
	5 882 523 €
	0 €
	0 €
	0 €
	0 €
	0 €
TOTAL	6 248 003 €
	20 000 €
	31240%

NETHERLAND



1	IBO	2631		1 140 €	<div style="width: 59%;"></div> 59%		no	2%						0 €		
2	Large	1001		986 €	<div style="width: 55%;"></div> 55%		no	2%						0 €		
3	Mid	3715		1 219 €	<div style="width: 69%;"></div> 69%	46%	yes	2%	41 903 €	83 806 €	125 709 €	209 514 €	460 931 €			
4	Public	93		876 €	<div style="width: 37%;"></div> 37%		no	2%					0 €			
5	Retail	758	758	1 222 €	<div style="width: 39%;"></div> 39%		yes	2%	18 525 €	37 050 €	55 574 €	92 624 €	203 773 €			
6													0 €			
7													0 €			
8													0 €			
9													0 €			
10													0 €			
TOTAL										60 428 €	120 855 €	181 283 €	302 138 €	664 704 €	20 000 €	3324%

BELGIUM



1	IBO	8216		1 140 €	<div style="width: 81%;"></div> 81%		no	2%						0 €		
2	Large	2123		986 €	<div style="width: 60%;"></div> 60%		no	2%					0 €			
3	Mid	3846		1 219 €	<div style="width: 60%;"></div> 60%	46%	yes	2%	43 380 €	86 761 €	130 141 €	216 902 €	477 185 €			
4	Public	483		876 €	<div style="width: 80%;"></div> 80%		no	2%					0 €			
5	Retail	965	965	1 222 €	<div style="width: 25%;"></div> 25%		yes	2%	23 584 €	47 167 €	70 751 €	117 919 €	259 421 €			
6													0 €			
7													0 €			
8													0 €			
9													0 €			
10													0 €			
TOTAL										66 964 €	133 928 €	200 893 €	334 821 €	736 606 €	20 000 €	3683%

POLAND



1	IBO	3529		1 140 €	<div style="width: 88%;"></div> 88%		no	2%						0 €		
2	Large	1606		986 €	<div style="width: 69%;"></div> 69%		no	2%					0 €			
3	Mid	1296		1 219 €	<div style="width: 73%;"></div> 73%	46%	yes	2%	14 618 €	29 236 €	43 854 €	73 090 €	160 799 €			
4	Public	314		876 €	<div style="width: 62%;"></div> 62%		no	2%					0 €			
5	Retail	1016	1016	1 222 €	<div style="width: 20%;"></div> 20%		yes	2%	24 830 €	49 660 €	74 490 €	124 151 €	273 131 €			
6													0 €			
7													0 €			
8													0 €			
9													0 €			
10													0 €			
TOTAL										39 448 €	78 896 €	118 345 €	197 241 €	433 930 €	20 000 €	2170%

GERMANY



1	IBO	9615		1 140 €	<div style="width: 65%;"></div> 65%		no	2%						0 €		
2	Large	3847		986 €	<div style="width: 66%;"></div> 66%		no	2%					0 €			
3	Mid	7049		1 219 €	<div style="width: 58%;"></div> 58%	46%	yes	2%	79 508 €	159 017 €	238 525 €	397 541 €	874 591 €			
4	Public	0		876 €			no	2%					0 €			
5	Retail	396	396	1 222 €	<div style="width: 25%;"></div> 25%		yes	2%	9 678 €	19 356 €	29 034 €	48 389 €	106 457 €			
6													0 €			
7													0 €			
8													0 €			
9													0 €			
10													0 €			
TOTAL										89 186 €	178 372 €	267 558 €	445 931 €	981 048 €	20 000 €	4905%

LEGEND

Vehicles	CHANNEL ID	Sequential number valid only in this template
	NAME	Name of the commercial channel
	RESTITUTIONS 2021 TOTAL	Annual forecast of total returns in the year, for the indicated channel
	RESTITUTIONS 2021 (Clients < 30 vehicles)	Annual forecast of returns in the year only for customers with less than 30 vehicles active
	ARPU	Average revenue per unit on an annual basis
T X RFO	% Retantion	F3 T x RFO
Parameters	Assumption % vehicles for Clients < 30 vehicles	In case of unavailability of the data "RESTITUTIONS 2021 (Clients <30 vehicles)", in this field it is possible to estimate a percentage of vehicles on the total
	Include Channel?	Yes = Include the channel in the benefit estimate; No = Do not include
	pp increase renewals	Estimated percentage points of renewal growth brought about by the project

Benefit €	$(\# \text{ Restitutions Clients } < 30) \times (\text{pp increase renewals}) \times \text{ARPU}$
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With the + button on the left you will discover the panel in which to enter the data

Data Source:

France	JOULLIE Mathieu (Commerce and Marketing) and Franck Peixoto (Resp Administration Ventes). Restitutions = Actu 1 2021 for Retail, F3 for Corporate. Arpu = F3 for All. T x RFO = Actu 1 for Retail, F3 for Corporate
Italy	Stefano Paoletti (Finance). Restitutions = F3 2021. Arpu = F3 2021 Giuseppe Totino (Business Trasformation). Restitutions for Corporate Clients < 30 vehicles (update 23/09/2021). Franck Peixoto (Resp Administration Ventes). T x RFO = F3 2021
Spain	Hugo Garcia (Change Management). Restitutions = F3 2021, Mid estimate % < 30 vehicles = 80%. F3 GNBI and average duration contract Giuseppe Totino (Business Trasformation). ARPU = GNBI/Avg duration*12 Franck Peixoto (Resp Administration Ventes). T x RFO = F3 2021
UK	Andre, Marie-Luce (Commercial Performance). Restitutions = F3 2021, Restitutions 2021 for Clients < 30 v, Arpu = F3 2021 (Arpu euro converters at 1.16 € at 29/09/2021). Franck Peixoto (Resp Administration Ventes). T x RFO = F3 2021
Netherland, Belgium, Poland, Germany	Franck Peixoto (Resp Administration Ventes). Restitutions = F3 2021, T x RFO = F3 2021. Giuseppe Totino (Business Trasformation). ARPU = Estimation from Avg G4. Mid estimate % < 30 vehicles = Avg G4