

4 Strategy in action

Minimising holding costs utilising our retail disposal networks

Van Monster and Northgate Occasion

Van Monster and Northgate Occasion, our sales outlets for used LCVs in the UK & Ireland and Spain, respectively, are growing sustainably to become **leading** retailers of used commercial vehicles. Building on a strong customer demand for good quality vehicles, Van Monster and Northgate Occasion have sites offering easy access for customers across the UK & Ireland and Spain.

Based principally on former Northgate rental vehicles, our market-leading offering includes vehicles of varying ages and mileages for all budgets and from all leading LCV manufacturers, offering huge flexibility in providing the right van for each customers' need.

Excellent levels of service mean a customer can go from purchase decision to vehicle delivery in 24 hours. We also benefit from Northgate's territory-wide network of workshops, offering competitive service plans, extended warranty and breakdown cover.

Leadership

Our strong leadership teams in each business will ensure we can achieve our strategic opportunities. Our leadership drives cultural change and will therefore help us to achieve growth.

32,600

Vehicles sold

This year we have sold **32,600** vehicles across the Group, ensuring that we optimise the disposal channel and minimise holding costs.

