

2 Strategy in action

Minimum term as the mainstay of our integrated service proposition

Elecnor

Elecnor has become one of Spain's leading business groups and a model of outsourcing project development, construction and operations to the utilities infrastructure, renewable energy, and telecoms and technology sectors. They are Northgate's biggest customer in Spain.

They are known for their quick response and overall integrated service provision to these industries. Exactly the same as we provide for them when it comes to their LCV fleet. Based on a core fleet of 500 vehicles on our minimum-term proposition, we also supply more than 1,300 vehicles on Flexible rental arrangements. For Elecnor, this **scale** is vital, as our nationwide branch coverage provides the geographical presence they need.

Northgate's wide variety of vehicle types and the storage space they offer, all supplied in company livery, is also key. In a very competitive market, they also depend on our efficient workshop services to allow them to offer their customers the best availability. We also supply Telematic solutions to 200 of their vehicles, enhancing their fleet management and employee scheduling.

Scale

Northgate has a vast service offering and, combined with a large geographical presence, this ensures we are well placed to achieve growth. We can leverage our scale to achieve our growth strategy.

500

Vehicles on minimum term hire

We supply **Elecnor** with more than 500 vehicles on minimum term hire as part of its core fleet and support them through changes in demand with flexible rental.

