



EUROPEAN  
RENTAL  
ASSOCIATION

# From Service to Solution

An Opportunity for Differentiation

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Zeppelin



*Please react on Twitter, @era\_rental*



# Quick Facts Zeppelin Rental



## CONSTRUCTION EQUIPMENT EU

Sales and service of construction machines



## CONSTRUCTION EQUIPMENT CIS

Sales and service of construction and agricultural machines



## RENTAL & SOLUTIONS

Rental services & solutions for building construction & industry



## POWER SYSTEMS

Propulsion & energy systems



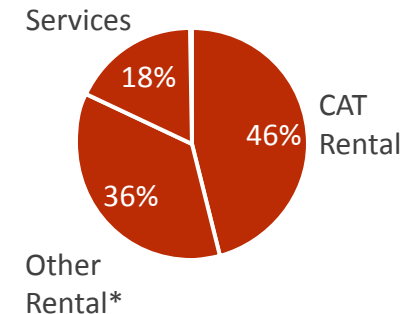
## PLANT ENGINEERING

Plant engineering



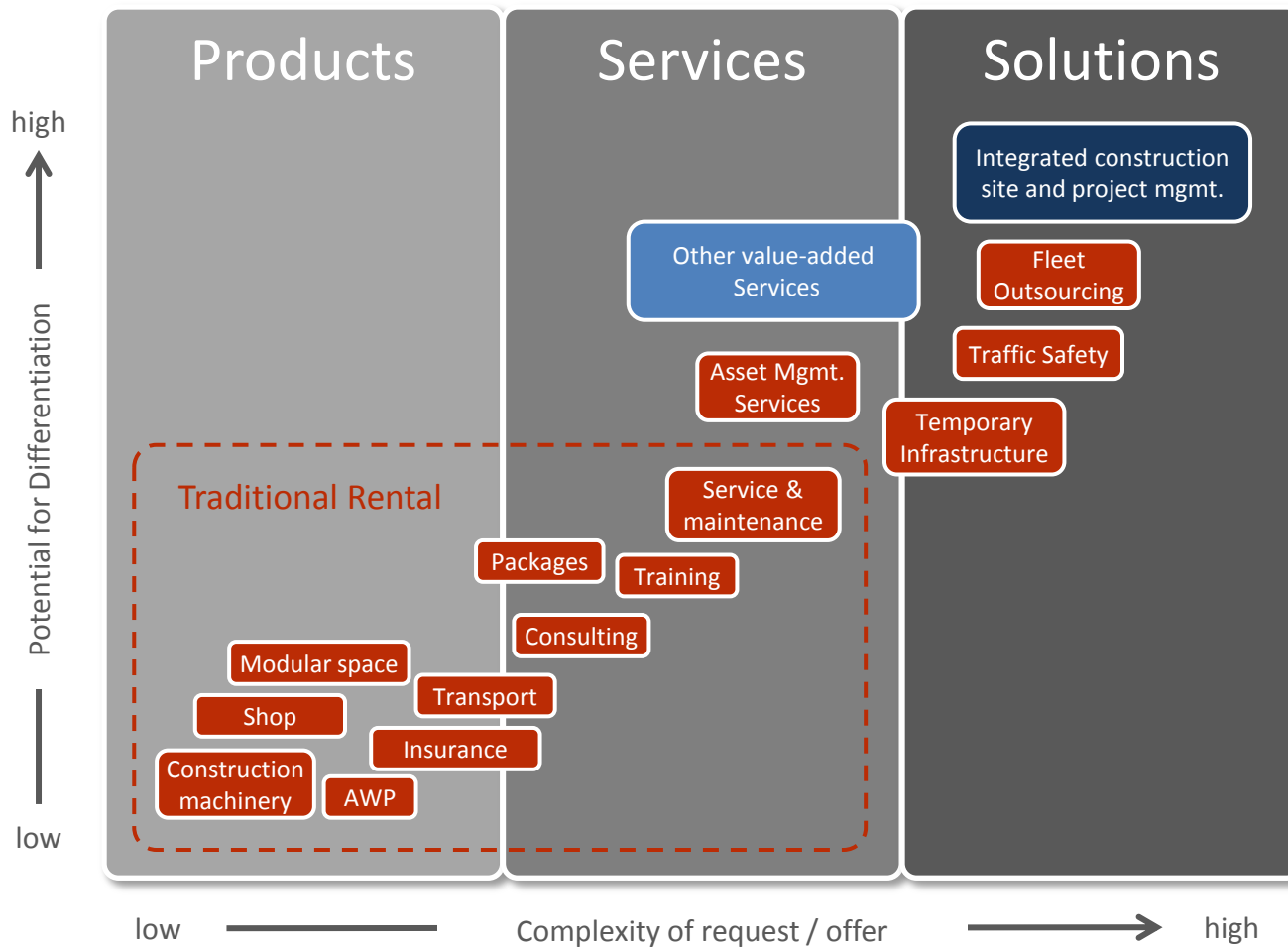
## Rental & Solutions

Revenues	€ 357m
Countries	5
Locations	140
Employees	> 1,300



\* Light Equipment, Power & Heating, AWP, Modular Space, Vehicles

# From Products to Solutions



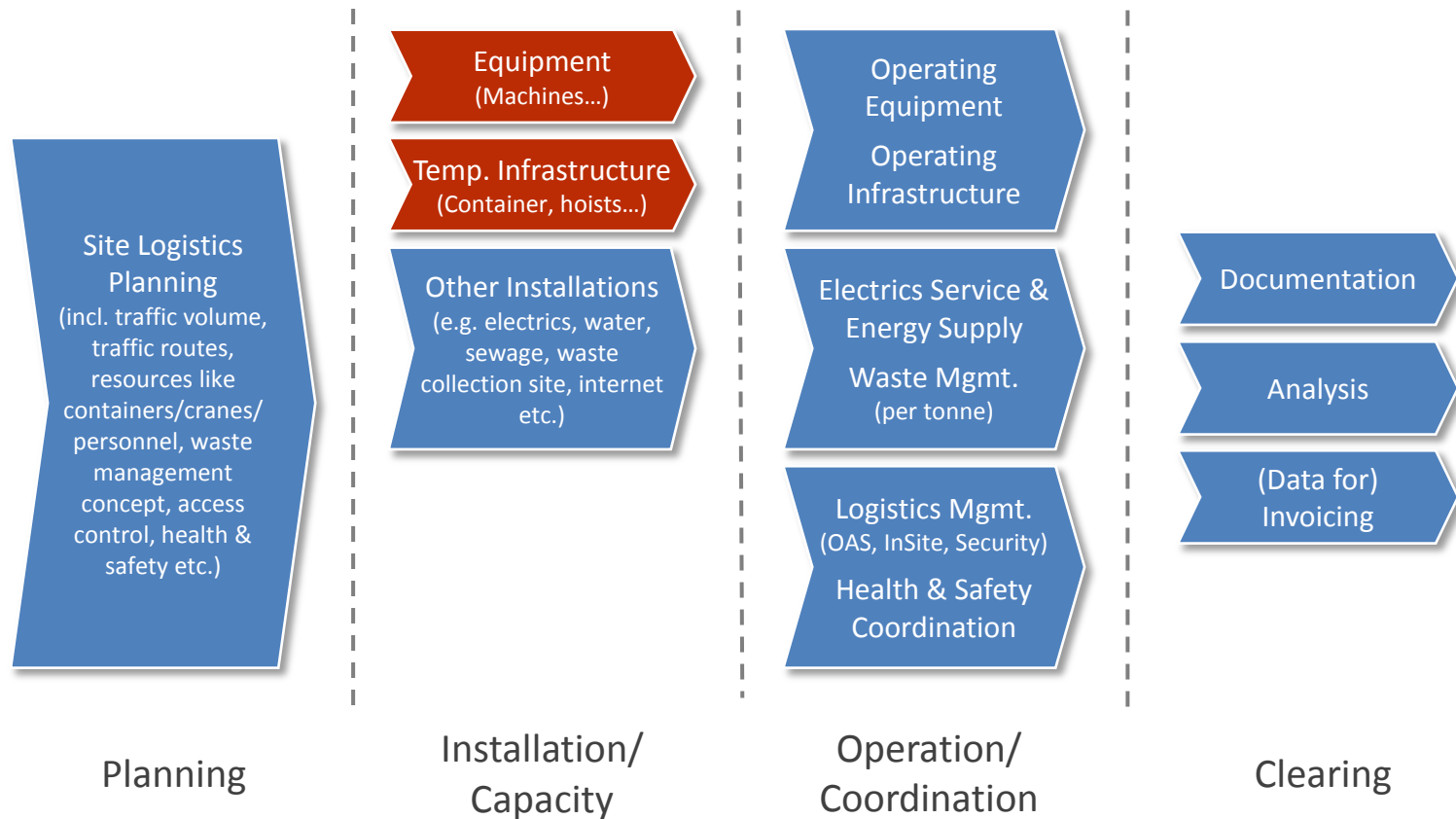
# Mission

Create an environment  
which enables safe and  
efficient work for all  
involved parties

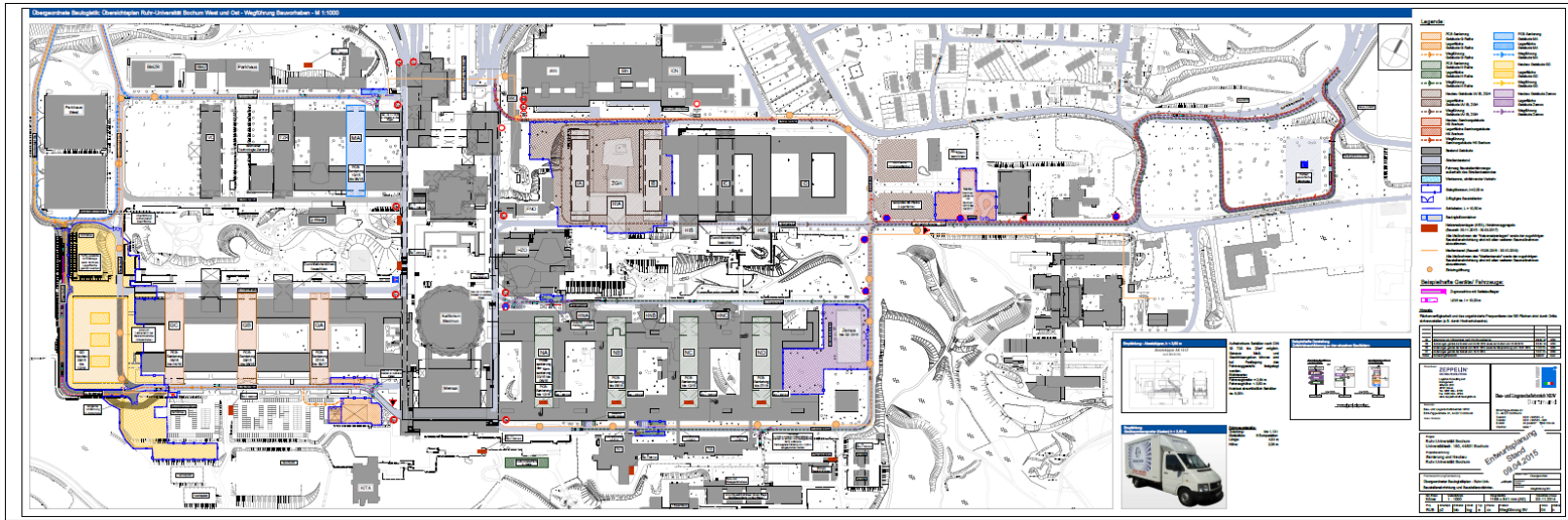




# Holistic Project View



# Prerequisites to handle Complexity



- Early Involvement
- Construction Engineering Knowhow
- Understanding of (Construction) Logistics Processes
- Experience
- On-Site Presence
- Capable Specialist Organization and reliable Sub-Contractor Network

# Zeppelin Streif Baulogistik



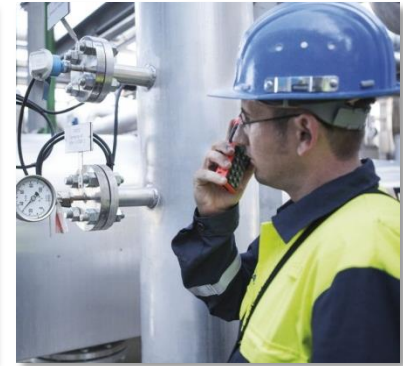
Logistics, Consulting & Management



Electrics & Energy



Modular Space\*



Industrial Services\*\*

- 100%-Subsidiary of Zeppelin Rental Germany
- Acquired from Hochtief in 2014
- (Engineering) Knowhow- and Process-based Business Model
- Very limited Stock of Equipment
- 230 Employees
- 7 Locations in Germany and Austria

*\* merged with Zeppelin Rental Modular Space Division in April 2015*

*\*\* since Merger with Zeppelin Industrial Services in November 2014*

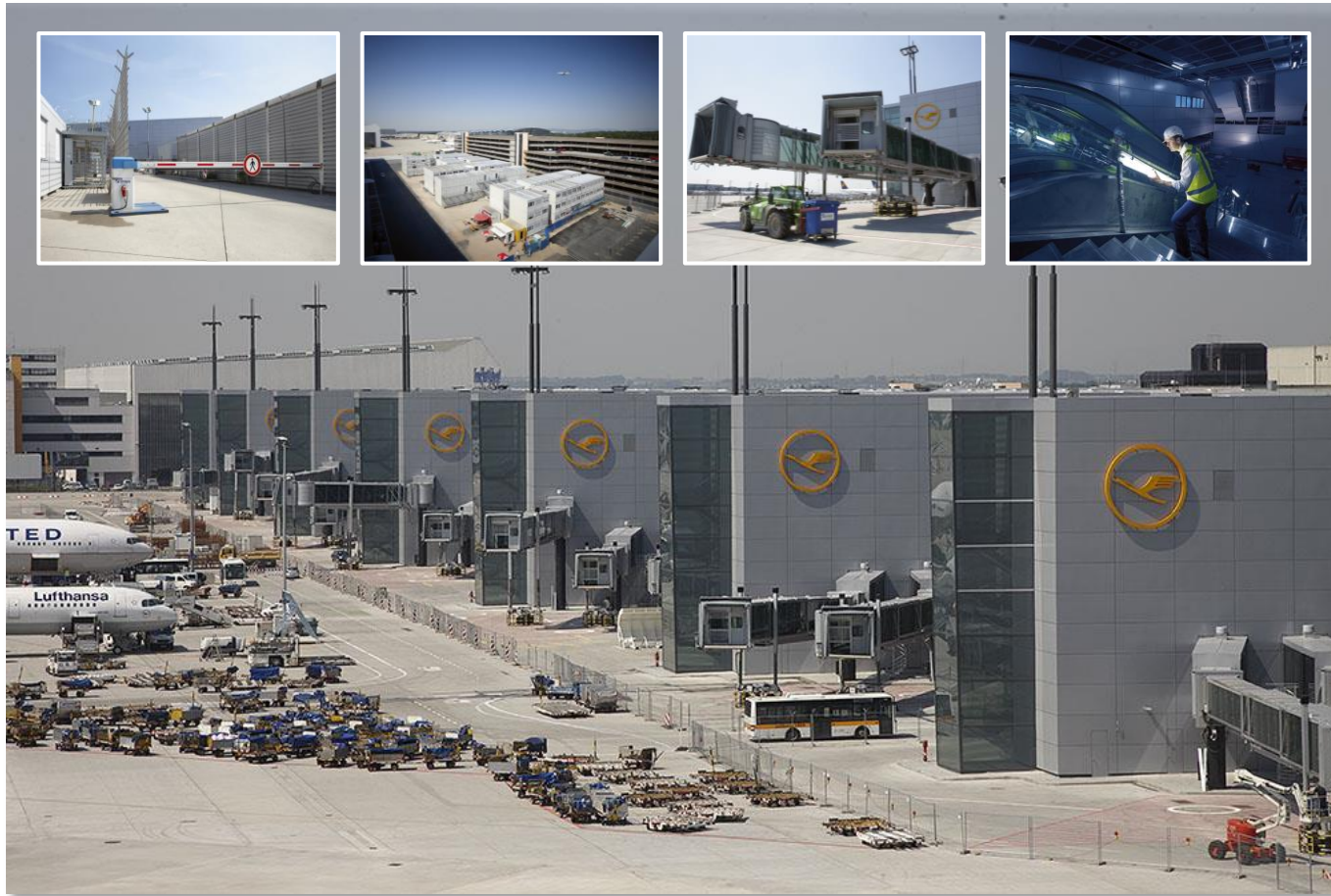


# Park Hyatt Vienna





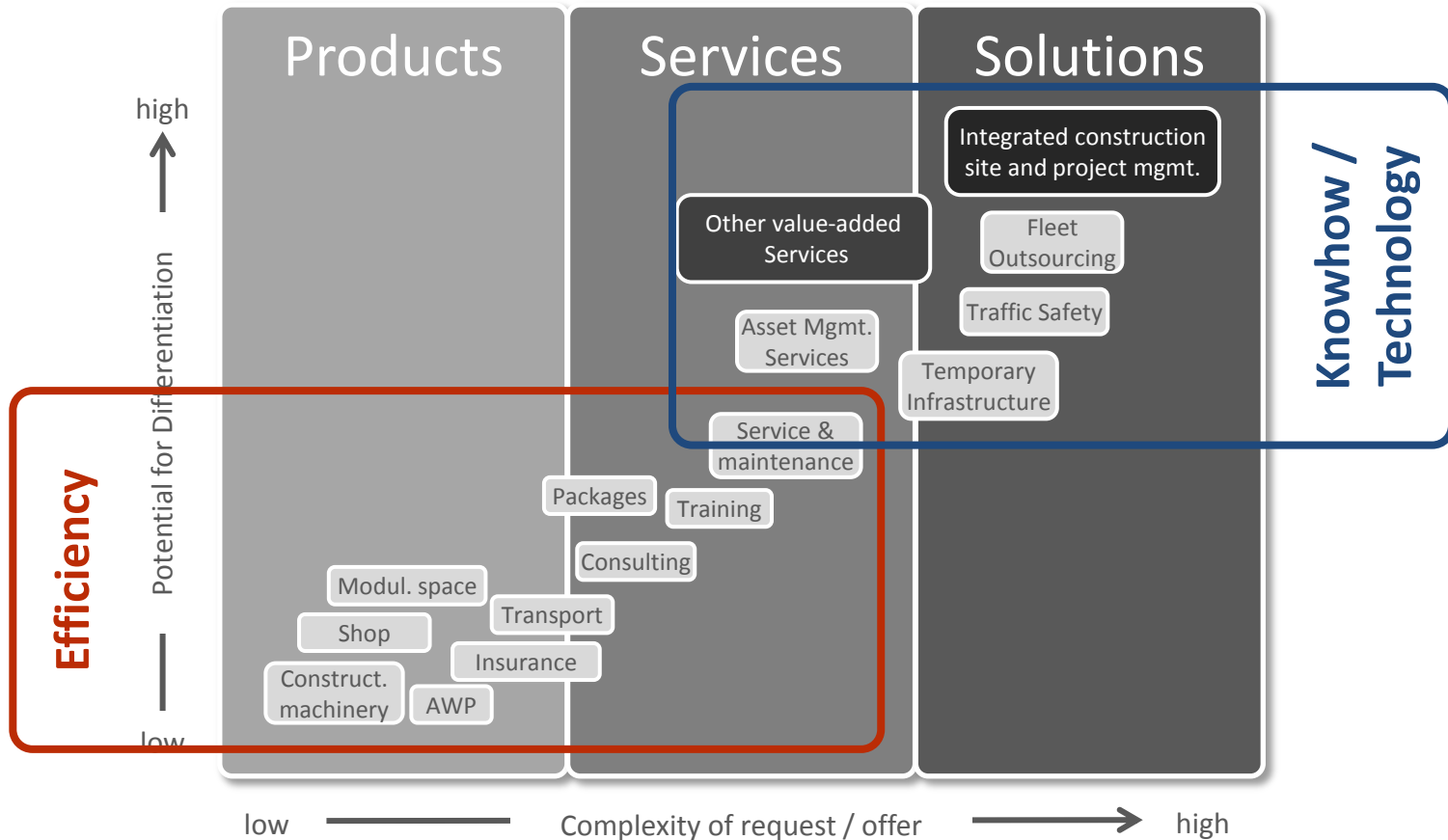
# Frankfurt Airport Terminal A-Plus



# BASF TDI (Toluylendiisocyanat) Plant



# Outlook





# Q&A

