

Transitioning from ICE to EV



Enterprise Mobility™



What we do...



Daily Rental



Long Term Rental



Car Club



Flex-E-Rent



480+
UK & IRE
Locations



150k+
Vehicles



7k+
Employees



25
Airport Locations

Enterprise Flex-E-Rent



- UK wide fleet of 50,000+ LCV & HGV's
- 28 locations UK wide
- 85% have onsite Workshop Facilities
- Over 100 x Mobile Technicians Nationwide
- 15 workshops fitted with RBT test equipment

Transitioning to EV – Rental Solutions



Grey Fleet Replacement

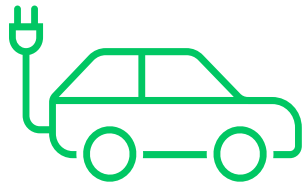


Commercial Fleet



ICE to EV: Challenges

Our goal is to guide, and support making the transition an informed decision breeding confidence



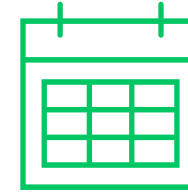
Charging Infrastructure



Cost of change



**EV / ICEV cost
differentials**



Time pressures



**Vehicle charging
& turnaround
times**



Range Anxiety



**Short – vs.
long-
distance
rentals**



Where to start!

Public Sector – Grey Fleet



Duty of Care Risk



Emissions



Cost of Travel

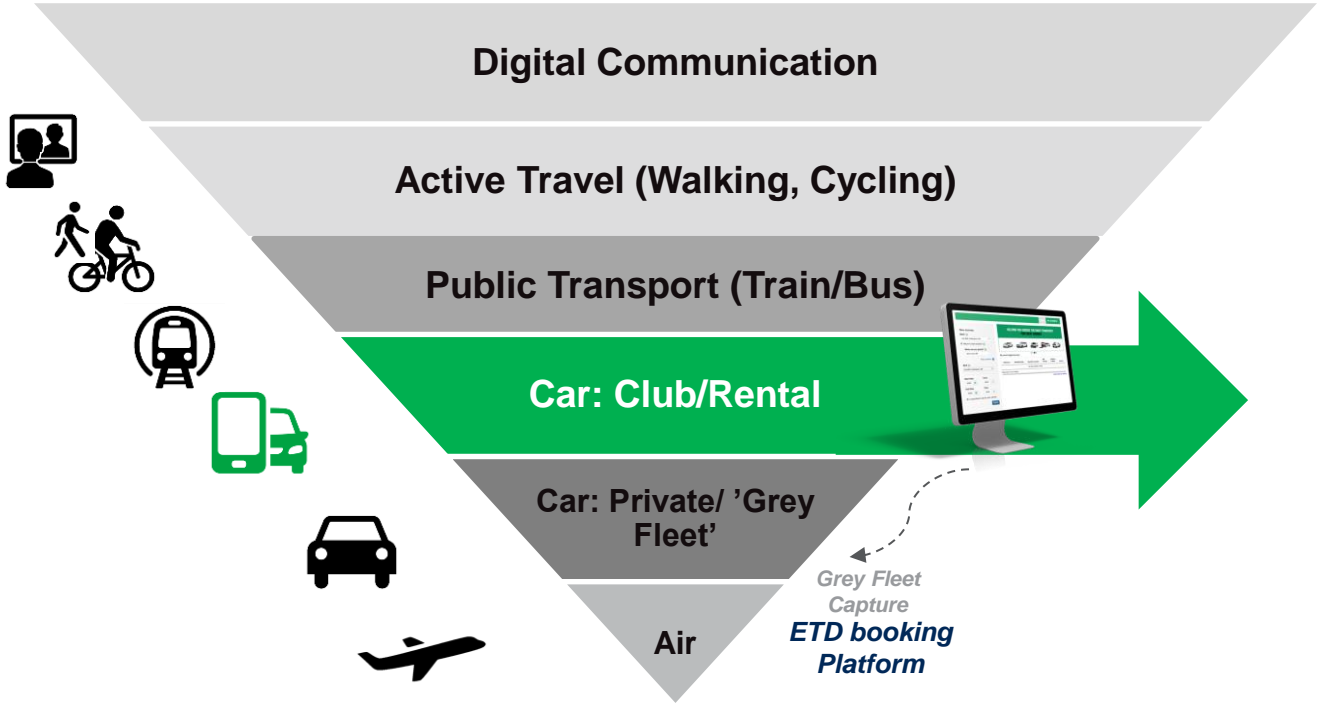


Parking Stresses/
Congestion



Employee Mobility

EV's: Grey Fleet Replacement



Virtual Car Club

Hourly shared access amongst the Car Club network across UK



Dedicated Car Club

Monthly exclusive access to dedicated vehicles for employees onsite



Daily Rental

Car rental by the day from our local branch network



Benefits of Daily Rental & Car Club

Reduce Corporate Travel Costs

- Reduce per mile reimbursement costs by >25%
- Reduce pool fleet and increase utilisation by >70%
- No insurance, fuel, breakdown cover, MOT, cleaning or servicing costs
- Reduce maintenance, repair or cleaning costs



Reduce Risk/Exposure

- Mitigate duty of care and responsibility, avoiding the possible liability of personal vehicles being used for business travel



Sustainability & Emissions



Improved Staff Mobility Options

Pool Fleet Reduction



EV: Commercial Fleet Transition Considerations



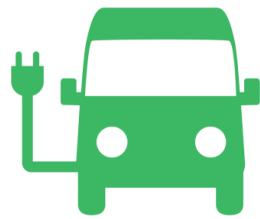
Fleet servicing,
maintenance &
repairs/downtime



Fleet accident
management/replacement
vehicle



Flexibility

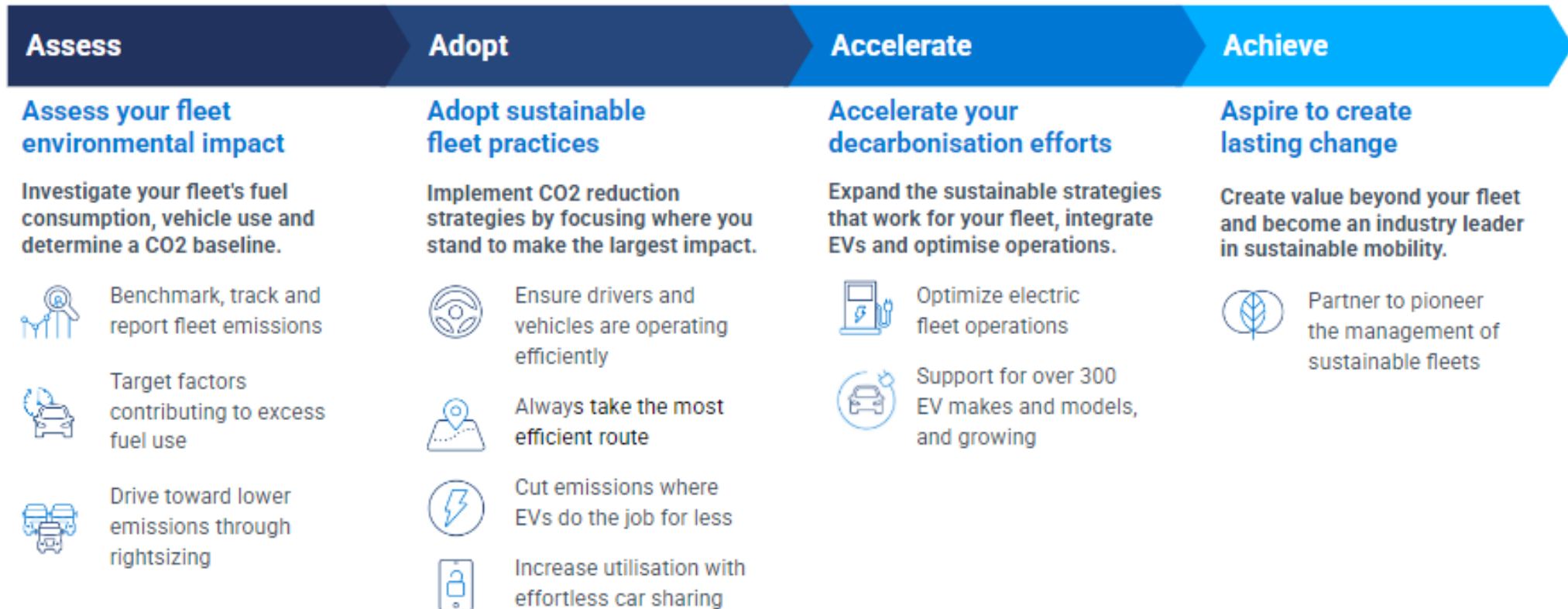


Vehicle
Suitability/Operational
Requirement



Insights to support your carbon reduction journey

Accelerate carbon reduction and use data-driven approaches to meet reporting standards and reduce costs for triple bottom line impact and strict accountability - without the greenwashing



Benefits of Commercial Vehicle Rental

- Flexible hire periods suited to our customers
- Fluidity of vehicles as and when required
- Provides a 'trial/pilot' ensuring the vehicle is right for your business needs
- Ease of change when range increases
- Customise to your own specifications
- Option to use frameworks or direct award
- No large upfront capital expenditure
- Consultative relationship with a local and accessible Account Manager