

Reduce your car fleet costs

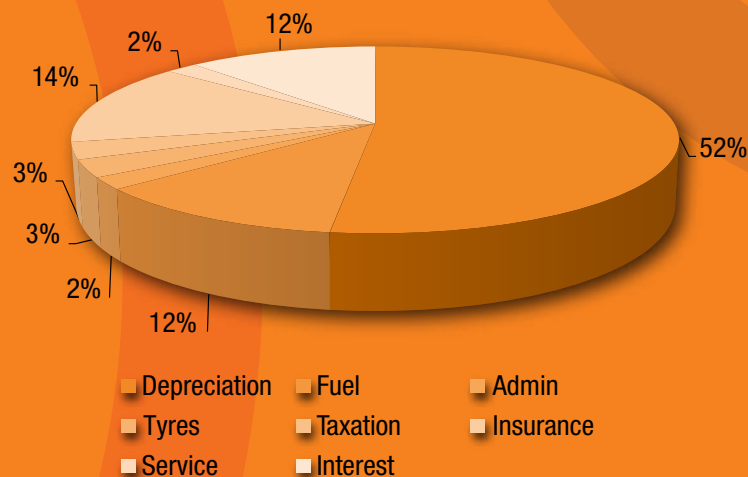


Reduce your car fleet costs

Although the company's car fleet doesn't stand as a core business area; the costs associated with it play an important role in the company's balance sheet.

An example of the car fleet costs structure can be found below though proportions may vary depending on the auto fleet policy of each and every organization.

What is Total Cost of Ownership?
Example of Toyota Avensis



Methods to reduce your costs

- By reviewing the car fleet funding policy
- By outsourcing the car fleet management to a specialized company
- By trade in and lease back of your car fleet
- By risk management
- By preventive car maintenance

Sixt New Kopel can offer your company all these services and customize them to your needs.

The car fleet costs reduction can thus be operated:

- By changing the fleet funding method
- By outsourcing the car fleet management to a specialized company
- By trading in and lease back of your car fleet
- By implementing a risk management policy
- By a preventive car maintenance program

In this sense any strategy aiming at the car fleet cost optimization will have to take in to consideration the following options:

1. Operational leasing contract versus vehicle acquisitions through financial leasing, credit or cash
2. Fleet management outsourcing versus in house management

Operational Leasing

As opposed to the financial leasing contracts, case where the user becomes from the fiscal point of view the owner of the vehicle, in the case of the operational lease contract the vehicle belongs to the leasing company.

Thus, the depreciation costs will be integrated in the user's balance sheet in the first case and in the leasing company's in the second one.

Due to this major aspect, the **Operational Leasing** has become the perfect solution for small to large companies looking to reduce the amount of financial resources allocated to their car fleet and giving them the possibility to focus on their core business.

Thanks to the operational leasing the company becomes the acquirer of the vehicle for a period between 12 and 54 months and for a fix number of kilometers. The monthly fee remains unchanged and includes:

- Full maintenance
- RCA and CASCO
- Vehicle registration tax, Pollution tax, Road tax
- ITP
- Road assistance

The main advantage of the operational leasing resides in the total deductibility of the monthly installments and in eliminating the resale value risk.

Risk Management - Eliminate the resale value risk

With the help of the operational leasing services offered by **Sixt New Kopel** your company will mitigate the resale value risk associated with your car fleet.

By deciding to acquire your auto fleet through operational leasing, the residual value is transferred to the lessor company and you avoid any unplanned expenses along the leasing period.

**Flat monthly fee during the entire contract period
and 100% deductible**

To whom it addresses to

- Companies with a competitive, well trained and growth oriented management aiming at focusing on the core business
- Companies of any size
- Companies from Romania or any othe EU member state

The object of the contract

- Vehicles
- Commercial vehicles (3,5 tones maximum)

Vip Service

This service is being offered along with the Modular Leasing **Premium package** and includes:

- Pick –up system: taking over the car direct from the client by a Sixt New Kopel representative
- Necessary interventions (revisions, repairs, tires replacement, ITP)
- Returning of the car to the user after the interventions

Financial Advantages

- Deductible taxes
- The fleet is included in the Lessor's Balance Sheet
- Simplified and predictable cash flow (one monthly invoice)
- Other related expenses (insurance, taxes, car repairs) are included in the monthly fee
- The residual value risk, car maintenance and repairs are taken over by the Lessor
- Immediate capitalization in the Trade In case
- Reduced indirect costs

Operational Advantages

- Insurance, taxes and car repair management is taken over by the operational leasing company
- Full support for the drivers through a dedicated assistance centre
- Reduced time of vehicle amortization and of the costs associated with it
- Certitude that the vehicle maintenance – revisions and repairs- are performed correctly and in time
- Simplified Balance Sheet thanks to the one single invoice system
- Taxes payment becomes the responsibility of the Lessor
- Reporting and statistics customized to the client's needs

Fleet Management Outsourcing

The outsourcing of the car fleet management represents the first step towards the cost reduction and an increased flexibility in the car fleet administration.

The fleet management service is the solution you need when you wish to optimize the costs associated with your car fleet costs while maintaining it in your propriety.

The main advantages you get if opting for this service refer to the cost optimization due to the preventive car maintenance and to the personnel cost reductions.

Fleet Management services include:

- Management of maintenance and auto repair
- Tires Management
- Management of legal taxes and insurances
- Road assistance
- Specialized consultancy

The Fleet Management solution proposed by **Sixt New Kopel** offers the clients a range of customized services such as: car maintenance, insurance and legal taxes management, accidents management, tires management or any other combination of services that our client can pick.

Reduce the maintenance and auto repair expenses:

Sixt New Kopel will cover all the cost associated with the maintenance expenses – revisions according to the producer's indications and the service manual
The interventions performed in Bucharest and Ilfov will be undertaken in the 2 Sixt New Kopel workshops:

- ☛ **Union Motors – Opel Dealership and authorized Opel, Dacia & Renault service**
- ☛ **Union Motors – SsangYong Dealership and authorized SsangYong & multibrand service**

For the interventions scheduled in other cities we put at your disposal a national network of workshops.

Appointments can be scheduled through our **Call Center: 021 9400.**

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UNLIMITED Replacement Car

- Providing **unlimited replacement vehicle** in case the cars are repaired within our workshops network, the cost being included in the administration fee.
- **Replacement vehicle** is granted within 3 days after the car enters the workshop for repairs; exception: in case the vehicle is not repaired at one of our workshops, the replacement car will be invoiced according to the model, at a convenient cost.

The benefits of outsourcing the car fleet management to SIXT New Kopel:

- **Time:** reducing time related to the vehicles immobilization; issuing one single invoice for all services offered by SIXT New Kopel; personnel assigned to operational actions.
- **Costs:** cost optimization through the preventive maintenance system; reducing staff costs.
- **Efficiency:** increase productivity by focusing on the company's core activity; delegation of tasks or objectives to a company with expertise in the field.
- **Control:** successful application of preventive maintenance system; detailed reports related to cost center.
- **Permanent mobility:** we provide unlimited replacement car within 24 hours from the moment your vehicle is immobilized;
- **Human Resources:** qualified and specialized personnel, the ability of having a dedicated fleet manager to the client's headquarter;
- **Support:** Call Center 24/7, dedicated to each activity.
- **Increased car park quality:** extension of vehicles life, resale value increase due to the preventive and correct maintenance system.

Trade IN & lease back

In times of economic turmoil such as the current ones the liquidity of a company has become an important indicator of its financial health.

In this context, the Trade In and Lease Back supposes selling the car fleet to a financing company followed by an operating lease back. The lease back will allow you to benefit from a capital inflow obtained from the sale of the auto fleet while continuing to use your car park as usual.

Trade In

Our company can buy you fleet and/or can offer you assistance in selling them by relying on the expertise of **AAA New Kopel** – the second hand cars division, part of the **New Kopel Group**

Thus, apart from reducing the auto fleet related costs, this option has also proved very efficient in the case of the firms in need of a rapid capital inflow in order to finance their core activity.

With the **Sale & Lease Back** offered by **Sixt New Kopel** you will be able to benefit from:

- Improved liquidity, working capital ratios, return on capital, and return on assets;
- No resale Value Risk;
- Taxation benefits based on each country's legislation.

About Sixt New Kopel

New Kopel Group developed through its business divisions from the Romanian market a unique concept:

- **Sixt Rent A Car**
- **Sixt New Kopel Operational Leasing & Fleet Management**
- **AAA New Kopel (second-hand cars sales)**
- **Union Motors (Opel dealership, Ssang Yong auto import and authorized Opel & SsangYong service)**

The combination of expertise and professionalism of New Kopel and Sixt offers its clients high standard services at competitive market prices. Today, Sixt New Kopel is the Romanian operational leasing and fleet management market leader offering over 8.500 vehicles. Sixt Rent A Car holds in Romania over 600 cards and 9 offices, with new locations to be opened in the following period all over the country.

Contract Options:

- 1) **Modular Operational Leasing**
- 2) **Trade In + Operational Leasing**
- 3) **Fleet Management**
- 4) **Financial Leasing + Fleet Management**

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operational leasing

