

# Putting together your perfect fleet.

Your guide to our products and services.



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We are proud to be the UK's leading vehicle management company, part of Lloyds Banking Group plc. With access to unrivalled resources and talented people, you'll find you're in excellent company.

# The start of something wonderful.

Whether you have a few vehicles or thousands, we're here to help you put together your perfect fleet.

For the challenges of managing company vehicles, it's reassuring to have the right partner at your side – someone who can support you day-to-day, as well as advising you on what's around the next corner.

That partner is Lex Autolease. Our first step is to understand your individual objectives as well as your wider business goals.

Our consultative approach delivers far-reaching business benefits by balancing the three essential factors for all fleets; cost, choice of vehicles and responsibility to drivers and the environment.

Read on to see how our pioneering products and services can be built around your business.



“Throughout our ten-year working relationship, it has been the excellent customer service that has been so beneficial. The ability to work in partnership with us, aligning our operational systems and providing guidance has been extremely useful.”

Linda Blackwell,  
Personnel Services Manager at Kerry Foods.

Our strategy for success.

# The benefits of a balanced approach.

We have a unique approach that weighs up the three critical factors for all fleets: cost, choice and responsibility. By finding the right balance, you'll experience far-reaching business benefits.

### Managing your fleet, reducing your costs.

For many organisations, the vehicle fleet is the next largest cost after payroll. But it's not easy to calculate. Fuel, tax, insurance, servicing, administration and depreciation all have an impact on the bottom line. Then there's the intangible effects: the influence on staff morale and motivation.

We start with a thorough review of your current fleet arrangements, analysing your costs and the structure and strategic direction of your business. The goal is always the same – to tailor a solution that will deliver long-term, sustainable cost reductions while fully meeting the needs of your workforce.

### Making the right choices.

Because our customers range from sole traders and SMEs through to the very largest public and private sector organisations, we know that no two businesses are ever entirely alike.

So we take the time to really understand the dynamics of your business – and your workforce – so that we can identify the exact mix of vehicles and funding options that works best for you. By making the right vehicle choices, you'll help to motivate, reward and retain your employees.

### Taking care of your responsibilities.

We can do much more than manage your fleet. Along with best practice advice, we can help you with a wide range of issues including Duty of Care and other legal responsibilities, creating a greener fleet and improving fuel economy.

### Strategic Fleet Consultancy.

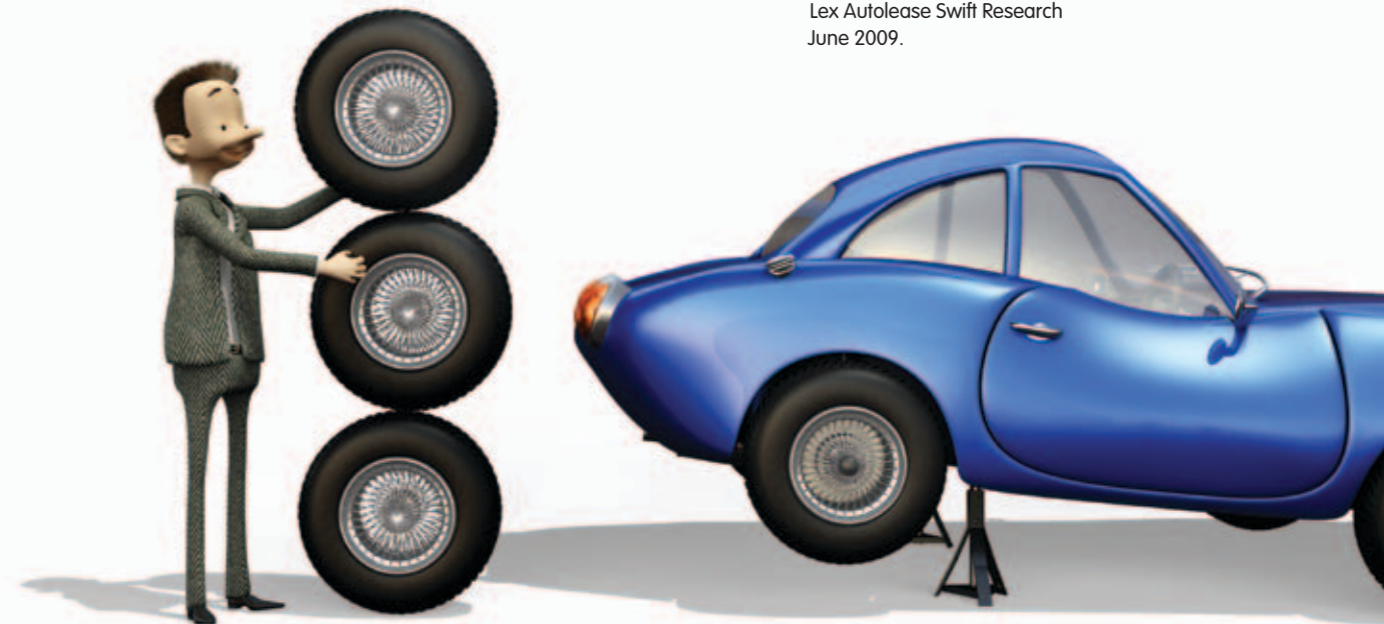
Our dedicated Strategic Fleet Consultancy team focuses on financial, fleet and commercial vehicle advice and guidance. They can help you with policy setting, financial and tax implications and general fleet best practice.

## How our unique approach can help you.

- We typically help our customers identify average savings of between 5% and 15% of their total fleet costs.
- We structure our teams for all kinds of organisation; private and public sector, large or small fleets plus specialist commercial vehicle operators.
- You and your drivers will have access to a huge range of additional online services such as quoting and reporting. These are specifically designed to reduce the burden of administration and keep costs down.
- You can benefit from several different funding models to create the most appropriate mix of solutions for different parts of your business.
- Our experienced consultants can give you impartial advice that will help you create a fleet that not only meets your needs today but also supports your future business development.
- Your employees will be able to make informed choices from a wider range of vehicles chosen to meet the objectives of your business.

64% of fleet operators agree that cost is top of their priority list.

Lex Autolease Swift Research  
June 2009.

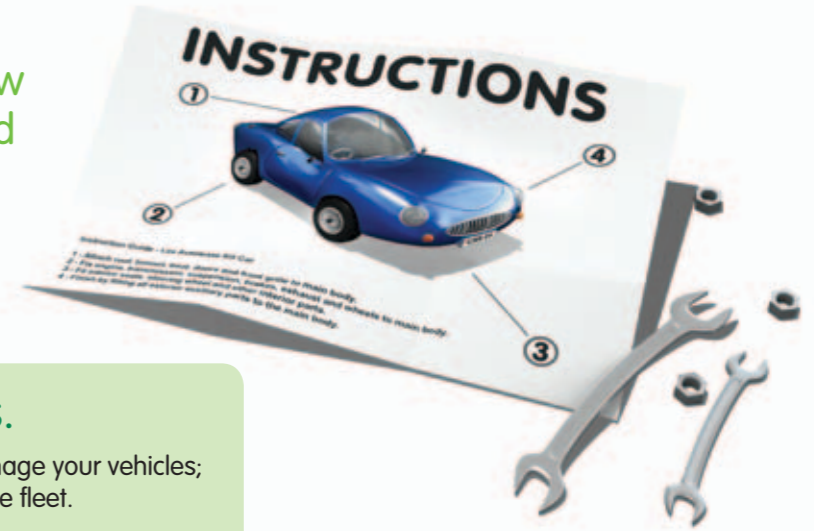


Our products and services.

# Our blueprint for your future.

We know that one size never fits all. That's why our unrivalled suite of products and services can be fully tailored to deliver one thing for you – your perfect fleet.

We'll help you choose the best solution for your fleet. And we're constantly refining and developing new products to keep you ahead in an ever-changing world.



"We receive all manner of innovations that really add value. The Fuel Strategy White Paper, for example, has been a real eye-opener. Quite simply, Lex Autolease's service is unrivalled."

Tom Fitchew,  
Commercial Fleet Manager, May Gurney.

Funding options.

# Choosing the right funding options for your fleet.

When it comes to finding the right funding model, it makes sense to consider a range of different options.

Sometimes there are advantages to the vehicles being on our balance sheet rather than yours. And vice versa.

The adjacent panel outlines the different funding methods available. 'Off balance sheet' solutions, such as Contract Hire, mean you have no risk of depreciation and a reduced tax liability, as the vehicles don't appear as an asset. These funding methods would suit your business if you want to run company vehicles but don't wish to own them.

Alternatively, 'on balance sheet' solutions will increase your asset value. These options would be appropriate if your business would benefit from the cash advantages of leasing but is 'asset light'.

Some businesses need flexible leases with no mileage restrictions. Others may need the option to extend the contract and mileage allowance mid-term.

You may be looking for ways to release capital or reduce your tax liability. Whatever your situation, we can advise on the best solution. And we can back it up with significant financial resources and expertise.

“As the first company to introduce contract hire to the UK (in 1959), we have always understood the value of choosing the right funding options.”

Nigel Stead  
Managing Director, Lex Autolease.

## Off balance sheet.

### Contract Hire.

We buy the vehicles that you want and rent them to you for a fixed monthly payment. At the end of the agreement, we take the vehicle back and you can choose the next one.

Contract Hire is an easy, flexible and cost effective way to fund any number of vehicles.

### Employee Car Ownership Scheme (ECOS).

Ideal for larger fleets (300+), an ECOS gives an employee legal ownership of the car in return for a monthly payment over a fixed term. At the end of the contract the car is returned and the title is passed back to us or it can be purchased by the driver.

The employee avoids Benefit in Kind tax and the employer doesn't pay National Insurance on the car benefit.

## On balance sheet.

### Flexible Lease.

This is where the total price of the vehicle, which we buy for you at a discounted rate, is charged back to you in monthly payments. At the end of the contract, we sell the vehicle and pass the proceeds (minus fees) back to you.

### Finance Lease.

We buy the vehicle, estimate its end-of-contract resale value, and you pay the difference (less an amount we set aside to make the payments lower) in the form of monthly payments.

At the end of the contract, we sell the vehicle to settle the amount that was set aside.

### Contract Purchase.

This is a conditional sale agreement, where you buy the vehicle at the end of the contract for a final additional 'balloon' payment. Alternatively, we can buy the vehicle back at the balloon value and remove any risk on the residual value.

## Managed.

### Fleet Management.

Even if we don't fund or own your fleet, we can make life a lot easier (and cheaper) by managing it on your behalf.

Management information, cost analysis and planning all become easier and all of your vehicle servicing, repair management, breakdown recovery and driver support are handled by a single team of experts. We can even advise you on Health and Safety, Duty of Care and environmental issues.

### Sale and Leaseback.

If you currently own your fleet our Sale and Leaseback solution could give you a useful cash injection.

We'll buy your vehicles from you then lease them back to you through any of our funding models, freeing you from the risk of depreciation and interest rate changes.

Fleet manager services.

# Flexible, forward-thinking methods for managing your vehicles.

Our fleet manager products and services give you all the tools, resources and information you need to reduce the hassle of administration and make your fleet safer, greener and more cost effective.

Easy online quoting.

Getting quotes is quick and easy online. Simply log in to your personal account to choose from a huge range of makes, models and options, then specify the mileage and contract term for an instant quote.

Online information.

Your drivers will appreciate our links to various travel information and route planning services, as well as a number of sites offering independent reviews, safety ratings and motoring information.

Extensive reporting.

Create your own summarised and detailed online reports on your fleet, including all operational and financial details, available when you need them.

Redefining whole life costs.

Our new whole life cost model is the most advanced in the industry. It factors in all the tax and insurance variables along with tailored fuel costs to give you a truly complete picture. But, even better is the fact that it is available on all our quotes. So, you can reduce costs, improve choice or both.

Efficient fleet administration.

Our team can reduce your administration costs by managing replacement tyres and glass, as well as arranging servicing, Road Fund Licences and MOTs.

Commercial vehicle expertise.

If you have a van fleet, our Specialist Commercial Vehicle team can help specify and supply the vehicles that exactly meet your business needs. We then manage your vans, minimising downtime, and arrange for replacement and disposal at the end of their operational life.

### Safer Fleet.

Our accident management service can reduce the impact of accidents on your business. And our range of Duty of Care products can support your legal responsibilities and help make your drivers safer on the road.

### Greener fleet.

We'll give you the latest thinking on going green – helping you reduce emissions and costs through pioneering services including our Green Fleet Programme, as well as fuel strategy and vehicle policy advice.

### Cost effective fleet.

Reducing your costs is always a priority for us. Through services like efficient fleet administration, contract maintenance, consolidated billing and fuel cards we can help you run a more cost effective fleet.

“Lex Autolease has been our fleet partner for 20 years. We fully outsource our fleet management to them and have found that their expertise and exceptional customer service has had a positive influence on our drivers and our fleet. Lex Autolease gives us full visibility of fleet costs and is helping Otis reduce its carbon footprint.”

Robert Pearson, Group Supply Chain Manager, Otis Ltd.



Driver services.

# Everything you need to keep your drivers on the move.

Of course, the primary purpose of a fleet is getting people, goods and services from A to B. But it's also about more than just efficient transport. Company cars affect morale and motivation, recruitment and retention. Our driver services take away the hassle of administration and give drivers, as well as fleet managers, a positive, rewarding experience.

Online services for your drivers.

We'll give each of your drivers a personal account on our online platform, from which they can access a whole range of useful tools such as quote comparisons. They can get a quote for their new car, for instance, within the restrictions of your company car policy. They can work out their tax liability and view vehicle emissions, fuel economy, safety ratings and more. And they can do all of this without ever using any of your fleet management resources.

By building a shortlist of models your drivers can make easy side-by-side comparisons. Once they have chosen a vehicle they simply click to place an order and we'll call them back to confirm the final details. With the order finalised they can track its progress against a projected delivery date.

Drivers can also use the site for booking rental vehicles, servicing and repairs and arranging tyre replacements – either at a local workshop or at their place of work for minimum disruption. They can also report minor damage to vehicles, track accident claims, calculate tax liabilities, investigate lead times, and follow links to Euro NCAP safety ratings, Fleet News, WhatCar? and the British Vehicle Rental and Leasing Association (BVRLA).

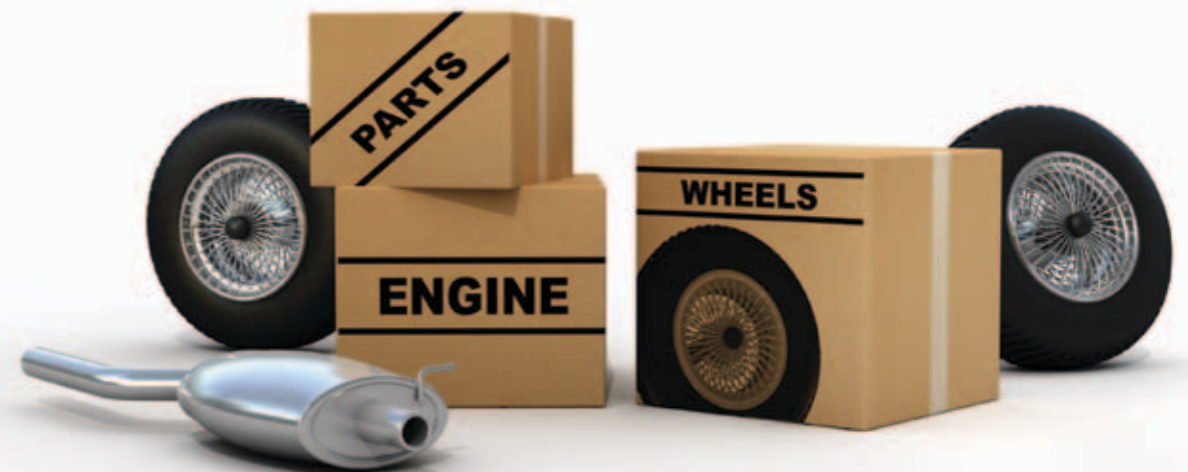
Online European travel documents.

Our simple online facility enables your drivers to request all the documents they'll need if they want to take a vehicle abroad, whether it's for business or pleasure.

## Benefits for you and your drivers.

- Get instant online quotes for any car within your company car policy.
- Discover how much they will pay in Benefit in Kind tax.
- Track order progress online.
- View and compare important information such as fuel economy, safety ratings and emissions.
- Book services, repairs and tyre replacements online with approved local suppliers.
- Find convenient links to online route planners, travel information, car reviews and motoring features.
- Get European travel documents and motoring advice online.

We're committed to supporting the needs of your drivers. And we are proud to have been voted Service Supplier of the Year and Fleet Leasing and Management Company by drivers in the Business Car Awards 2010.



A progressive partnership.

## We're looking forwards.

No one can tell what the future holds. But by choosing Lex Autolease as your partner you'll know that your fleet will always meet the needs of your business. That's because we're here for the long-term, working with you side-by-side to solve whatever challenges are on the horizon.

An award-winning service.

Part of Lloyds Banking Group, our experience and commitment to excellence are widely recognised. In fact, we've won more than 20 major independent awards for the breadth of our services and the depth of our customers' satisfaction in the last 10 years. That's a reputation we're determined to continue.

"Most of all, we trust Lex Autolease and our Relationship Manager implicitly because they've taken the time to understand the organisation and be interested in what we do. It's a true partnership, and it works."

Wendy Turner, Fleet Manager,  
The National Autistic Society (NAS).

### Going forwards with Lex Autolease.

If you'd like to learn more about putting together your perfect fleet, please give us a call to arrange a no obligation consultation.

Call: 0800 085 4128

Email: [marketing@lexautolease.co.uk](mailto:marketing@lexautolease.co.uk)

Visit: [lexautolease.co.uk](http://lexautolease.co.uk)

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