

LONG-TERM LEASING OF VEHICLES

1 THE BASICS OF LONG-TERM LEASING

A STRAIGHTFORW ARD OPERATION

Long-term leasing is a mobility solution that allows you to provide your company with one or more vehicles for a predetermined period of time and mileage, without any purchase option at the end of the contract. It allows you to benefit from services designed to simplify the management of your fleet of vehicles from day to day. It involves:

- > **A customer (the lessee)** who freely selects the vehicle(s) of their choosing and determines their preferred leasing term and mileage. During the leasing term set out in the contract, the lessee pays a monthly leasing fee that includes high value-added services: assistance, maintenance, insurance, tires, fuel, and more. The leasing fee may be revised during the term of the contract according to the vehicle's actual mileage. At the end of the leasing contract, the customer returns the vehicle to the lessor.
- > **A lessor** who takes care of purchasing the vehicle(s) and places it/them at the disposal of the customer according to the terms of the leasing contract, in return for a monthly leasing fee.

A FLEXIBLE AND ADJUSTABLE SOLUTION

- > **Choice of vehicle:** make, model, passenger or commercial vehicle, etc.
- > **Leasing term** between **12 and 60 months**
- > **Annual mileage** up to 160,000 km (99,420 miles) for a gasoline model, 180,000 km (111,847 miles) for a diesel, and 80,000 km (49,710 miles) for an electric vehicle
- > Option of making a **higher first leasing fee payment, up to 15% of the discounted net price of the vehicle, in order to reduce the cost of the subsequent leasing fees**

Long-Term Leasing is a solution **designed for any company, intermediate-sized enterprise, or SME-SMI, whatever its size and sector of activity.**

It enables them to finance **new vehicles on a professional basis:**

- > **Private vehicles** or passenger vehicles, i.e. a passenger transport vehicle, which can be used for professional or private purposes.
- > **Company cars, without authorization for personal use.** These are provided to an employee by their employer for exclusively professional use. Typically, this type of vehicle has no passenger seats in the rear.
- > **Commercial vehicle: these are intended for commercial or industrial use.** The rear of the vehicle is designed to be loaded with goods and usually has a large storage capacity. This category of vehicle includes vans, pickups, small trucks, etc. with a total permissible laden weight less than 3.5 metric tons.

Some vehicles or professions corresponding to specific uses are excluded from the offer: driving schools, equipped ambulances (except light medical vehicles), movers, taxis, funeral homes, short-term rental companies.

2 A FINANCING SOLUTION SPECIALLY CUSTOMIZED FOR YOU IF YOU WISH:

- > Benefit from a **turnkey service** and outsource your fleet management
- > Drive **recent and well-maintained vehicles**
- > **Spread your car expenses** over the year and know your budget in advance
- > **Enjoy the** option of revising your contract at any time based on your actual use of the vehicle

3 THE ADVANTAGES

/// OF MANAGED COSTS

- > Optimized leasing fees **thanks to discounts negotiated with manufacturers**
- > You pay a **fixed monthly leasing fee**, known in advance, which also covers your optional services (maintenance, assistance, etc.)
- > The end of your contract is scheduled in advance. You **avoid the financial risks** associated with **resale**

/// A LIGHTENED BALANCE SHEET

- > **No locked-up capital**
- > You **protect your capacity to borrow** funds to grow your business

/// TAX BENEFITS

- > Leasing fees are recorded as **operating expenses** and are therefore deductible from your taxable income, depending on the tax regime in force.
- > **No advance VAT** on the total purchase price of the vehicle. VAT is only applied to the amount of the monthly leasing fee for the vehicle.

4 HOW IT WORKS

1. **You are free to choose your vehicle(s)**: make, model, and options, the duration of your lease (adjustable if necessary throughout the contract) and your total mileage
2. **You add the services** you wish to benefit from. Maintenance, 24/7 roadside assistance, and the financial loss option are already included in your contract.
3. **BPCE Car Lease takes care of ordering the vehicle** and any administrative formalities. You pay an overall leasing fee that covers all your vehicle costs. So, you stay in control of your spending.
4. At any time, the BPCE Car Lease teams are on hand to answer any questions you may have about your contract: accident claims, endorsements, optional services, and so on.
5. **At the end of the contract, you return the vehicle: a specialist helps you prepare for the return and the renewal of your contract**

5 ADDITIONAL SERVICES OFFERED



ASSISTANCE

24/7 coverage in the event of total immobilization of the vehicle (replacement vehicle, accommodation costs, continuation of the trip)⁽¹⁾



MAINTENANCE

Covers the mechanical, electronic and hydraulic repairs needed for the vehicle's proper functioning, and everyday maintenance operations recommended by manufacturers



FINANCIAL LOSS

In the event of the vehicle's theft or complete destruction, this policy fully covers the difference between the vehicle's financial value and its "expert's estimated value"



SECURITY PLUS

Third-party liability insurance; driver's coverage legal protection⁽²⁾; Topaze damage, theft, and fire insurance



FUEL CARD

Gives you access to the certified network of filling stations to pay for your fuel or car wash expenses



LIBER-T TOLL PASS

An electronic pass that lets you save time and centralize your toll expenditure



TIRES

Replacement of tires in accordance with the quota provided for in the contract



REPLACEMENT VEHICLE

Lets you get a replacement vehicle if yours is immobilized, in an accident, or stolen



MOBILITY SERVICE

Short term rental of a vehicle for a specific need



PREMIUM ASSISTANCE

Offers enhanced coverage conditions, concierge services and the provision of a replacement driver for all vehicle-related operations⁽¹⁾



ECO-FRIENDLY DRIVER TRAINING

Training to help drivers adopt a style of driving that is more economical, better for the environment, and safer to prevent road risks

TO TAKE OUT A POLICY

Contact a branch of the BPCE banking group

(1) The 24/7 driver assistance offered by BPCE Car Lease is a contract taken out with Opteven Assurances, a company governed by the French insurance code and subject to the control of the ACPR. 35-37 rue Louis GUERIN - 69100 Villeurbanne - RCS: 379 954 886. - (2) Civil liability, driver's guarantee, and legal protection insurance underwritten by BPCE Car Lease, an insurance intermediary agent, registered with ORIAS under no. 09 046 805, with AXA Assurances and supplemented by Topaze damage, theft, and fire insurance