

LAS

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Services



FLEET MANAGEMENT

Fleet Analysis Meeting

*Municipality of Arran-
Elderslie*



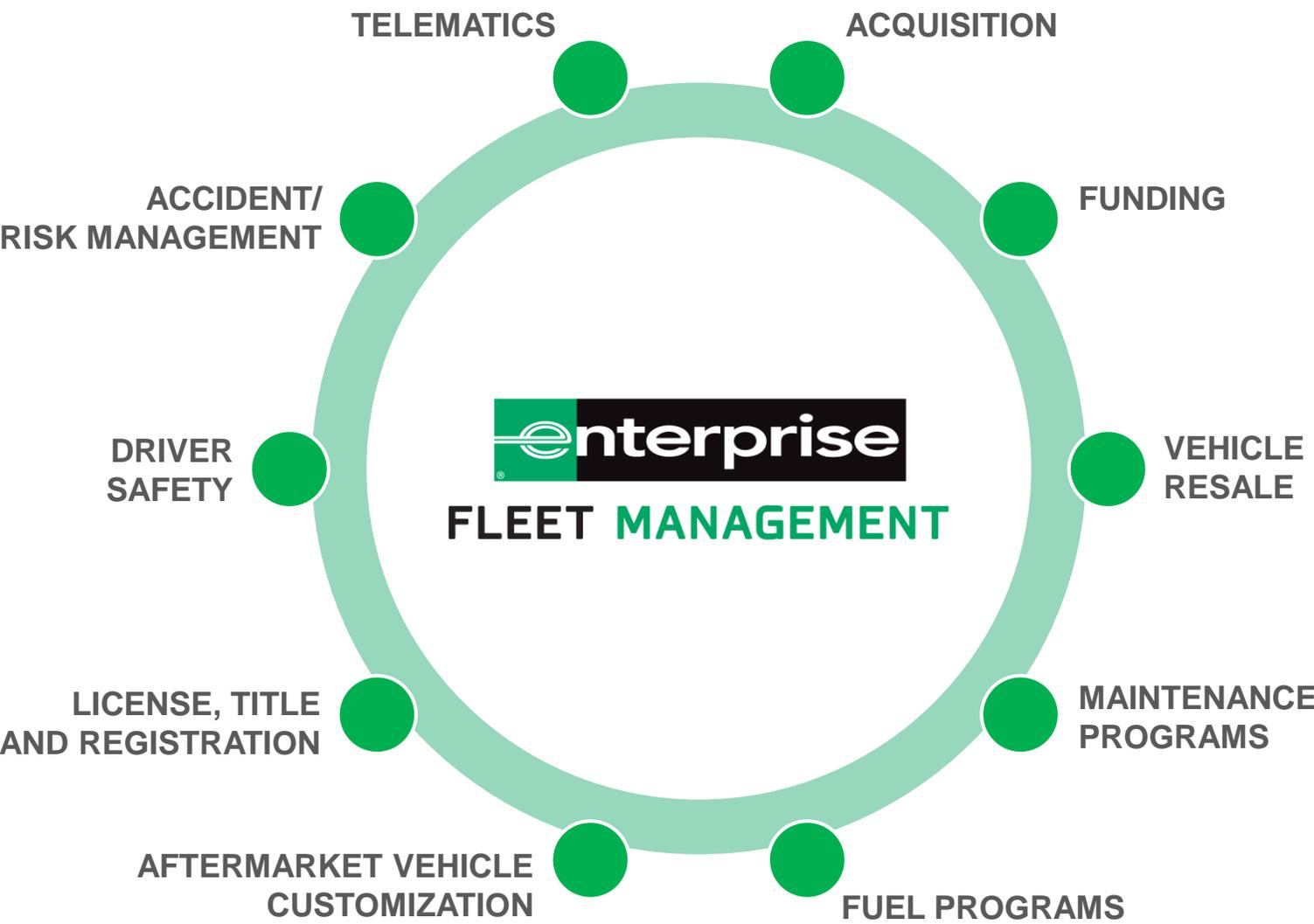
Government References



Enterprise Fleet Management is partnered with over 1,700 government organizations across North America

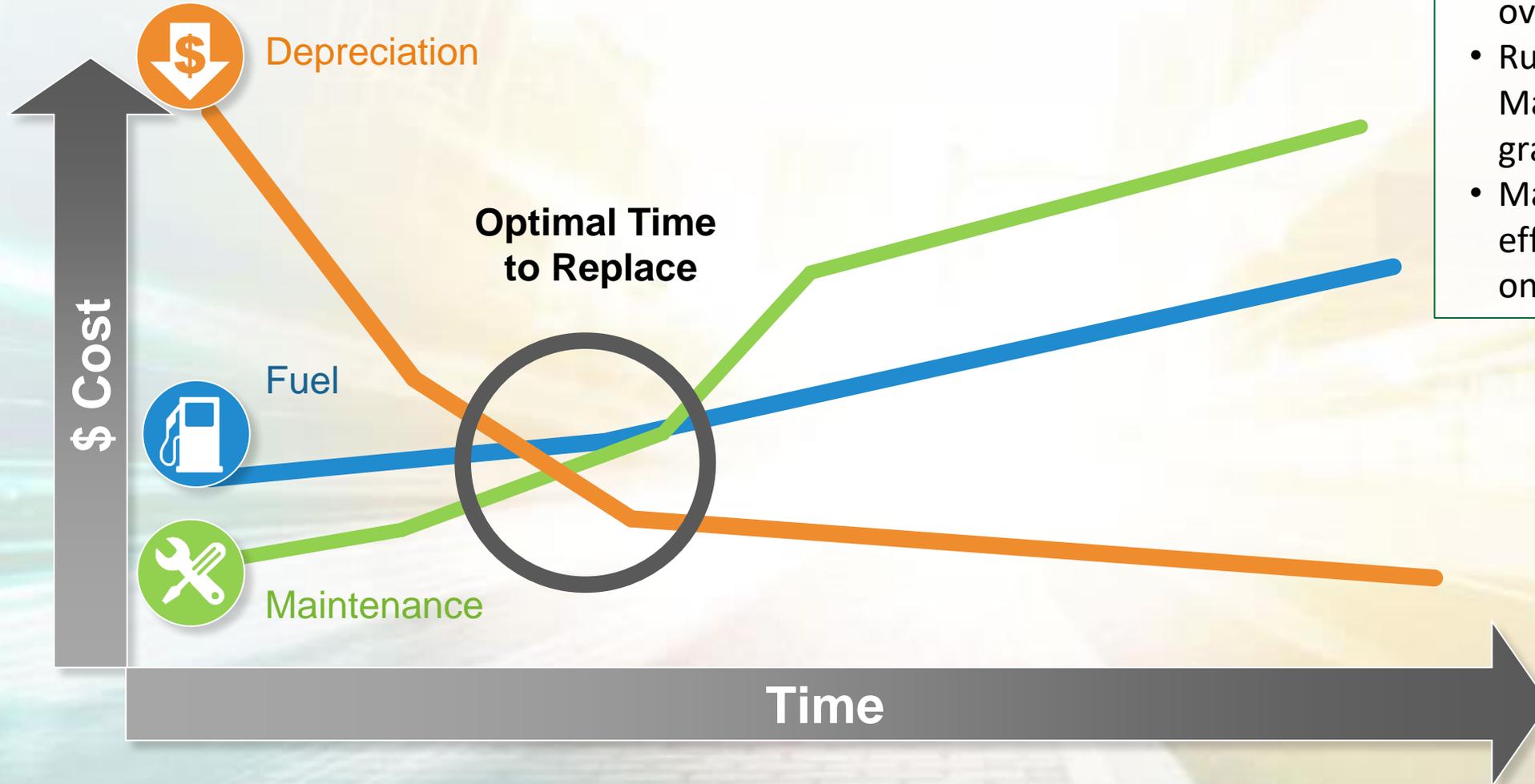
DELIVERING SOLUTIONS. DRIVING RESULTS.

ENTERPRISE HOLDINGS



2.3 Million Worldwide	101,000
VEHICLES	EMPLOYEES
\$26.4 Billion in Revenue	Ranked by Forbes
	As one of America's Largest Private Companies

EFFECTIVE VEHICLE LIFECYCLE



Key Observations

- Depreciation/year declines over time
- Running costs of Fuel and Maintenance increase gradually over time
- Mandated MPG efficiencies reward staying on technology wave

Your Current Fleet Synopsis

Customer Name	Vehicle Class	Current Odometer	Current Odometer Date	User Entered Expected Annual Mileage	Vehicle Type	Model Year	Make Description	Model Description	Expected Odometer in 12 months
The Municipality Arran-Elderslie	Unknown	5,000	12-9-2021	5,000	1/2 Ton Pickup Quad 4x4	2021	Chevrolet	Silverado 1500	10,000
The Municipality Arran-Elderslie	Unknown	5,000	12-9-2021	15,000	Unknown	2022	Chevrolet	Silverado 1500 LTD	20,000
The Municipality Arran-Elderslie	Unknown	35,378	12-9-2021	11,792	1/2 Ton Pickup Reg 4x4	2019	RAM	1500 Classic	47,170
The Municipality Arran-Elderslie	Unknown	43,742	12-9-2021	10,935	1/2 Ton Pickup Quad 4x4	2018	Chevrolet	Silverado 1500	54,677
The Municipality Arran-Elderslie	Unknown	48,422	12-9-2021	12,105	1 Ton Cab Chassis	2018	Chevrolet	Silverado 3500HD Chassis	60,527
The Municipality Arran-Elderslie	Unknown	60,395	12-9-2021	15,098	1/2 Ton Pickup Quad 4x4	2018	GMC	Sierra 1500	75,493
The Municipality Arran-Elderslie	Unknown	135,433	12-9-2021	11,286	Compact Wagon	2010	Pontiac	Vibe	146,719
The Municipality Arran-Elderslie	Unknown	137,395	12-9-2021	15,266	1/2 Ton Pickup Ext 4x4	2013	Chevrolet	Silverado 1500	152,661
The Municipality Arran-Elderslie	Unknown	150,000	12-9-2021	8,823	Med Duty Cab Chassis	2005	*Chevrolet	*C5C042	158,823
The Municipality Arran-Elderslie	Unknown	160,886	12-9-2021	5,547	3/4 Ton Pickup Reg 4x2	1993	*Chevrolet	*C2500	166,433
The Municipality Arran-Elderslie	Unknown	197,991	12-9-2021	17,999	1/2 Ton Pickup Ext 4x4	2011	GMC	Sierra 1500	215,990
The Municipality Arran-Elderslie	Unknown	212,825	12-9-2021	16,371	1 Ton Cab Chassis	2009	GMC	Sierra 3500HD Chassis	229,196
The Municipality Arran-Elderslie	Unknown	245,110	12-9-2021	18,854	1/2 Ton Pickup Reg 4x4	2009	GMC	Sierra 1500	263,964
The Municipality Arran-Elderslie	Unknown	252,577	12-9-2021	16,838	1/2 Ton Pickup Reg 4x4	2007	GMC	Sierra 1500 Classic	269,415
The Municipality Arran-Elderslie	Unknown	261,583	12-9-2021	16,348	1/2 Ton Pickup Reg 4x4	2006	GMC	Sierra 1500	277,931
The Municipality Arran-Elderslie	Unknown	264,195	12-9-2021	15,540	1/2 Ton Pickup Reg 4x4	2005	Chevrolet	Silverado 1500	279,735
The Municipality Arran-Elderslie	Unknown	293,922	12-9-2021	32,658	1/2 Ton Pickup Ext 4x4	2013	Chevrolet	Silverado 1500	326,580
The Municipality Arran-Elderslie	Unknown	316,243	12-9-2021	24,326	1/2 Ton Pickup Reg 4x4	2009	GMC	Sierra 1500	340,569
The Municipality Arran-Elderslie	Unknown	388,686	12-9-2021	19,434	1/2 Ton Pickup Reg 4x2	2002	Chevrolet	Silverado 1500	408,120

Avg Current Model Year: 2011

Average Current Odometer: 169K

10 Vehicles over 160K currently

What Should We Factory Order

Vehicle Comparison



Vehicle Type	1/2 Ton Pickup	1/2 Ton Pickup	1/2 Ton Pickup	1/2 Ton Pickup
Engine	5.0L V8	2.7L Turbo High-Output	2.7L Turbo High-Output	3.6L Pentastar VVT V6 w/eTorque
L/100 km City	15	14	14	12
L/100 km Highway	11	12	12	10
Acquisition Cost	\$55,407	\$54,951	\$56,344	\$56,460
Total Actual Depreciation	\$16,497	\$16,368	\$16,760	\$22,226
Total Fuel Cost	\$22,540	\$22,714	\$22,714	\$19,190
Total Maintenance Cost	\$3,557	\$3,557	\$3,557	\$3,557
Monthly Depreciation	\$1,108.14	\$1,099.02	\$1,126.87	\$1,129.20
Monthly Management Fee	\$55.41	\$54.95	\$56.34	\$56.46
Monthly Interest	\$218.45	\$216.68	\$222.09	\$222.54
Monthly GST/HST Tax	\$0.00	\$0.00	\$0.00	\$0.00
Monthly PST Tax	\$0.00	\$0.00	\$0.00	\$0.00
Monthly Payment with Tax	\$1,382.00	\$1,370.65	\$1,405.30	\$1,408.20
Lease Term	36 Months	36 Months	36 Months	36 Months
Holding Period	3 Years	3 Years	3 Years	3 Years
Annual Kilometers	30,000	30,000	30,000	30,000
Cost per km	\$0.61	\$0.61	\$0.62	\$0.64
RBV at Term	\$15,514	\$15,386	\$15,776	\$15,809
Expected Sales Price at Holding End	\$38,911	\$38,583	\$39,583	\$34,234
Estimated Equity at Term	\$23,397	\$23,197	\$23,807	\$18,425

Fleet Profile

Fleet Replacement Schedule

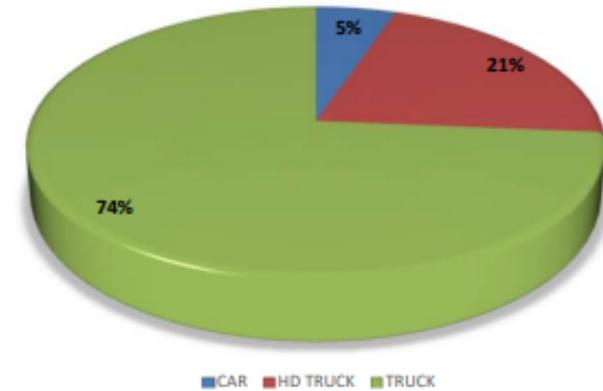
Replacement Criteria

Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage
Compact Sedan	1	11.6	10,800
1/2 Ton Pickup Reg 4x2	1	19.7	18,700
1/2 Ton Pickup Reg 4x4	6	12.4	16,400
1/2 Ton Pickup Ext 4x4	3	9.2	20,700
1/2 Ton Pickup Quad 4x4	4	2.3	13,300
3/4 Ton Pickup Reg 4x2	1	28.8	5,400
1 Ton Cab Chassis	2	8.0	13,200
Med Duty Cab Chassis	1	16.7	8,500
Totals/Averages	19	10.7	14,900

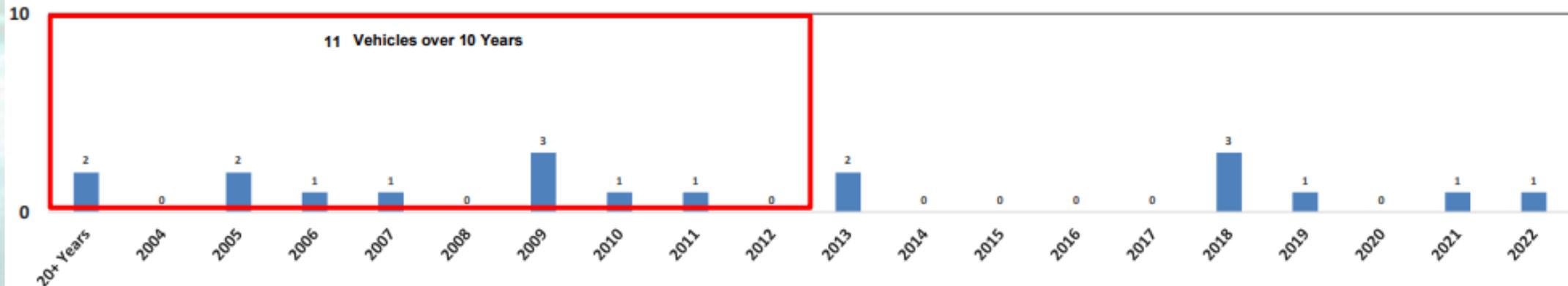
2022	2023	2024	2025	2026	Under-Utilized
1	0	0	0	0	0
1	0	0	0	0	0
5	0	0	0	1	0
2	1	0	0	0	0
0	0	0	2	2	0
1	0	0	0	0	0
1	0	0	1	0	0
1	0	0	0	0	0
12	1	0	3	3	0

- * Fiscal Year 2022 = 10 years old and older, or odometer over 160,000
- * Fiscal Year 2023 = 8 years old and older, or odometer over 130,000
- * Fiscal Year 2024 = 6 years old and older, or odometer over 100,000
- * Fiscal Year 2025 = 4 years old and older, or odometer over 70,000
- * Fiscal Year 2026 = Remaining Vehicles
- * Underutilized = Annual Mileage less than 4,000

Vehicle Types



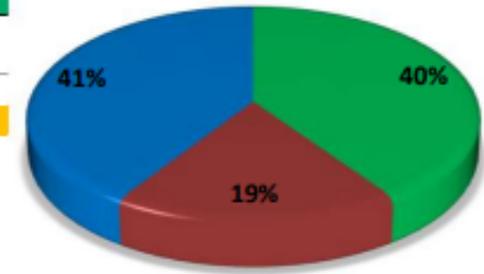
Model Year Analysis



Current Fleet	19	Fleet Growth	0.00%	Proposed Fleet	19
Current Cycle	9.50	Annual KM	14,900	Proposed Cycle	5.00
Current Maint.	\$173.83			Proposed Maint.	\$86.51
Maint. Cents Per KM	\$0.14	Current L/100KM	15	Price/Liter	\$2.00

Fleet Costs Analysis

Fiscal Year	Fleet Mix			Fleet Cost							Annual Net Cash	
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel		Fleet Budget
Average	19	2.0	19	0	85,919	0			39,634	84,930	210,483	0
'22	19	12	7	12	0	118,861	-36,000		27,059	72,552	182,472	28,011
'23	19	1	6	13	0	127,900	-5,000		26,012	71,520	220,432	-9,949
'24	19	0	6	13	0	127,900	0		26,012	71,520	225,432	-14,949
'25	19	3	3	16	0	161,615	-21,000		22,868	68,425	231,909	-21,426
'26	19	3	0	19	0	189,260	-27,000	-232,701	19,724	65,331	14,614	195,869
'27	19	12	0	19	0	189,260		-19,013	19,724	65,331	255,302	-44,819
'28	19	1	0	19	0	189,260		0	19,724	65,331	274,315	-63,832
'29	19	0	0	19	0	189,260		-68,770	19,724	65,331	205,545	4,938
'30	19	3	0	19	0	189,260		-59,486	19,724	65,331	214,829	-4,346
'31	19	3	0	19	0	189,260		-232,701	19,724	65,331	41,614	168,869



Fuel Maintenance Purchase

10 Year Savings

\$238,366

Avg. Sustainable Savings

\$12,162

Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	12	1	0	3	3	0
Est \$	\$3,000	\$5,000	\$0	\$7,000	\$9,000	\$0
TOTAL	\$36,000	\$5,000	\$0	\$21,000	\$27,000	\$0
Estimated Current Fleet Equity**					\$89,000	

* Lease Rates are conservative estimates

**Estimated Current Fleet Equity is based on the current fleet "sight unseen" and can be adjusted after physical inspection

Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

KEY OBJECTIVES

Lower average age of the fleet

58% of the current light and medium duty fleet is over 10 years old
Resale of the aging fleet is significantly reduced

Reduce operating costs

Newer vehicles have a significantly lower maintenance expense
Newer vehicles have increased fuel efficiency with new technology implementations

Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets
Currently vehicle budget is underfunded

RESOURCES

Fleet Technology



Customer Website

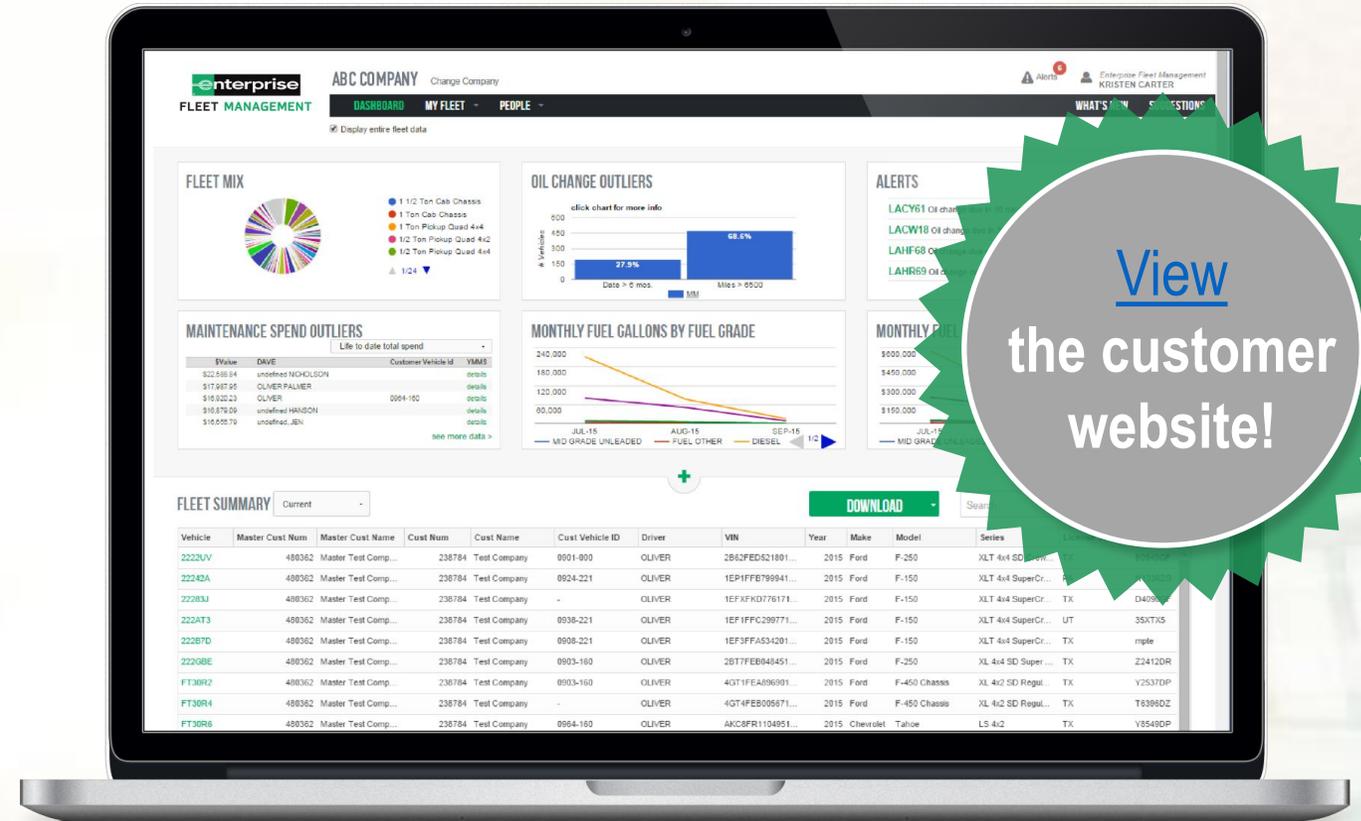
- Visibility and tracking of vehicle data
- Customized dashboards with reporting
- Real-time alerts
- Simplify accounting processes with vehicle descriptors

Fleet Planning Tool Kit

- EFM compares vehicles side-by-side
- Purchase the right vehicle at the right price
- Total cost analysis

Annual Client Review

- Web based solution to evaluate the prior year's performance
- Analyze all fleet costs
- Develop future strategies





FLEET MANAGEMENT

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