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Flexible rental: the answer for CHOs/Bodysshops feeling the pinch

As UK businesses report losses on average of over £11,000 as a result of COVID-19, Europcar Flex and Flex+ provide ideal solutions for courtesy vehicles

According to a recent study, the impact of the COVID-19 lockdown has been considerable, costing each business on average just over £11,700ⁱ in lost work, loan repayments and lost earnings. And bodyshops and garages supporting the insurance sector have had their agility and ingenuity tested to their limits. Data from automotive industry professional body, the IMI, recently reported that 73% of businesses in the sector said their operating costs have increased; 9% said that these costs had significantly increased. However, demonstrating resilience and flexibility, 13% of automotive businesses stated that they have diversified to provide new goods or services as a result of COVID-19. Now, as the economy moves into a 'new normal' those businesses face a new challenge – to stay on the road without tying up cash – and the provision of courtesy vehicles for customers while insurance repairs are being completed is one challenge.

In response, Europcar, a brand of Europcar Mobility Group UK, is offering a solution to take the pressure off cash-flow with a range of vehicle solutions designed to help bodyshops and garages move forward to a 'new normal' and a more efficient way of keeping business on the road. And this is particularly relevant for CHOs and bodyshops as roads get busier, accident levels increase and, therefore so does the need for repairs.

James Roberts, Business Development Director – Insurance, Europcar Mobility Group UK commented: “For the majority of CHOs and bodyshops the last few months have been extremely challenging – whether they have been working at full pelt supporting essential services, or stood down during the lockdown. Now what is needed is as much flexibility as possible to adapt to an unknown future.

“We have, therefore focused on developing a range of ‘on demand’ long term flexible rental products covering both cars and vans which can help companies respond quickly to changing demands in an efficient and ‘cash friendly’ way. Our vehicles, which are generally brand new, can be delivered or picked up from our branches or van supersites nationwide. And in the wake of the pandemic we have added extra hygiene measures to keep everyone as safe as possible.”

Instead of being committed to a fixed-term lease or an outright purchase for courtesy vehicles, Europcar’s B2B Flex and Flex+ packages offer companies the opportunity to pick-up vehicles when they need them. And they can be returned after as little as 3 months – with no upfront deposit or early termination fees beyond the initial 3 months.



With a wide choice of cars and vans available, a variety of mileage options, 24 hour roadside assistanceⁱⁱ and competitive rates, fixed for 12 months, flexible vehicle rental allows businesses to stay on top of their finances and adapt quickly to new situations – be that another wave of COVID-19 or an unexpected job that requires additional man and vehicle power.

“Small and medium sized businesses are clearly the backbone of the UK economy and helping them to adapt and thrive benefits us all. The CHOs and bodyshops are a key component of that sector that keeps industry moving and they need as much flexibility as other businesses.” concluded James Roberts.

For more information on how Europcar can support CHOs and bodyshops with its range of flexible vehicle solutions visit www.europcar.co.uk/business, call Charles Crosby on 07969 090622 or email Charles.crosby@europcar.com

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Contacts

For further press information please contact the Europcar Mobility Group UK Press Office:

Jane Lewis or Wendy Harrison

020 8977 9132

europcarmobilitygroupUK_PR@harrisonsadler.com

About Europcar Mobility Group

Europcar Mobility Group is a major player in mobility markets and listed on Euronext Paris. The mission of Europcar Mobility Group is to be the preferred “Mobility Service Company” by offering attractive alternatives to vehicle ownership, with a wide range of mobility-related services and solutions: car rental and light commercial vehicle rental, chauffeur services, car-sharing, scooter-sharing and private hire vehicle (PHV – rental to “Uber like” chauffeurs).

Customers’ satisfaction is at the heart of the Group’s mission and all of its employees and this commitment fuels the continuous development of new services. Europcar Mobility Group operates through a diversified portfolio of brands meeting every customer specific needs and use cases, be it for 1 hour, 1 day, 1 week or longer ; its 4 major brands being: Europcar® - the European leader of car rental and light commercial vehicle rental, Goldcar® - the low-cost car-rental Leader in Europe, InterRent® – ‘mid-tier’ car rental and Ubeeqo® – one of the European leaders of round-trip car-sharing (BtoB, BtoC).

Europcar Mobility Group delivers its mobility solutions worldwide solutions through an extensive network in over 140 countries (including wholly owned subsidiaries – 18 in Europe, 1 in the USA, 2 in Australia and New Zealand – completed by franchises and partners).

Released on 3rd May 2020:

The €307m additional financing facilities has been secured via:

- € 220m new term loan, 90% guaranteed by the French State.
- € 67m new financing facilities, 70% guaranteed by the Spanish State;
- € 20m Incremental RCF, guaranteed by Eurazeo through a risk sub-participation.

Further details available at: www.europcar-mobility-group.com



ⁱ <https://www.bmmagazine.co.uk/news/over-10000-sme-owners-apply-for-recovery-grant-as-coronavirus-takes-its-toll/>

ⁱⁱ Terms & conditions apply