

## **Europcar Mobility Group innovates by launching a brand new range of subscription offers for companies, allowing fully flexible vehicle rentals**

In the current volatile business environment that companies of all sizes are facing, ability to manage both peaks of activity and decreases of the demand has become critical, both from an operational and economic standpoint.

To meet this increasing **need for greater flexibility**, the Group is enhancing its solutions for all businesses: with 3 offers – “Flex”, “Superflex”, “DuoFlex”- which are **alternatives to fixed-term leasing or ownership, offering the convenience of a monthly subscription**.

Starting with a 1-month rental period<sup>1</sup>, any company can then modulate its subscription according to its needs, with no commitment, no upfront payment and no exit fees, with highly flexible terms and conditions. A customer can, for example, start a monthly rental and then change his mind: he will be billed only for effective rental days.

These offers are also based on a wide choice of vehicles and a variety of mileage options. Maintenance, insurance and tires are included in the price and the monthly price is fixed, so companies can control their expenses, with no surprises.

**Pushing innovation even further, Europcar Mobility Group has included a "disruptive" product in this range of offers: DuoFlex.** Indeed, DuoFlex allows a “mix” of different vehicles within the same subscription formula, by offering an access to another vehicle for 2 periods of 2 days every month, getting a discount for any other vehicle the customer wants to hire.

For example: driving an electric vehicle for daily moves and being able to switch to a car with an internal combustion engine for longer trips, having a van for workdays and a car during weekends, or even combining different categories of company vehicles (A, B, C, etc.) within the same subscription. This is for instance of interest for fleet managers willing to optimize their company's car policy or to introduce the use of electric vehicles in their company's mobility practices.

José Blanco, Group Sales Director, explains: *“At the origins of our Group, was the vision of its founder Raoul-Louis Mattei: “Why own a car, when you can rent one whenever you need it? Today, this vision which Europcar Mobility Group was founded upon is more relevant than ever, especially for companies. We believe that the flexibility offered by subscription is a key to success and will be a “must have” in the “new normal”.*

*With these new offers, we clearly want to provide even better support to businesses – from independent professionals and small companies to large groups - and to be at the forefront of the “mobility revolution” for our B2B customers. At the difference of fixed-term lease, our new offers give businesses the opportunity to pick-up cars or vans when they need, for as long as they want, in a fully flexible manner. And thanks to this, businesses have optimal control over their costs and can adapt quickly to new situations, increasing or downsizing their fleet based on their activity level”.*

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<sup>1</sup> SuperFlex, DuoFlex: from 1 month. Flex: from 3 months. See description of each offer on page 2.

## Key points of the offers:

- SuperFlex:
  - The most flexible subscription, from 1 month
  - No commitment
- Flex:
  - Value for money with flexibility
  - Starting at 3 months, monthly rates (degressive rates based on duration)
- DuoFlex:
  - A unique flexible subscription model (from 1 month)
  - Monthly rental + access to a 2nd vehicle every month (total of 4 days in a different category)
  - Ideal for testing new “green” mobility solutions

Flex & SuperFlex are available in Spain, the UK, Germany, Italy and in France

DuoFlex will be available in Spain, the UK, Germany, Italy from 1 April and in France from 19 April.

These offers will then be rolled out in all the countries in which the Group operates with its own subsidiaries. The price conditions as well as the rental periods offered may vary from one country to another, while remaining fully in line with the principle of flexibility.

For more information : [europcar.com](http://europcar.com) + other local websites

## Contacts

José Blanco – Group Chief Sales Officer – [jose.blanco@europcar.com](mailto:jose.blanco@europcar.com)

+ Sales Director in country

## Press relations

Valérie Sauteret – [valerie.sauteret@europcar.com](mailto:valerie.sauteret@europcar.com)

Vincent Vevaud – [vincent.vevaud@europcar.com](mailto:vincent.vevaud@europcar.com)

## Publicis Consultants

Judith Grandcoing – [judith.grandcoing@publicisconsultants.com](mailto:judith.grandcoing@publicisconsultants.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, car-sharing and van-sharing. 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).

Further details on our website: [www.europcar-mobility-group.com](http://www.europcar-mobility-group.com)