

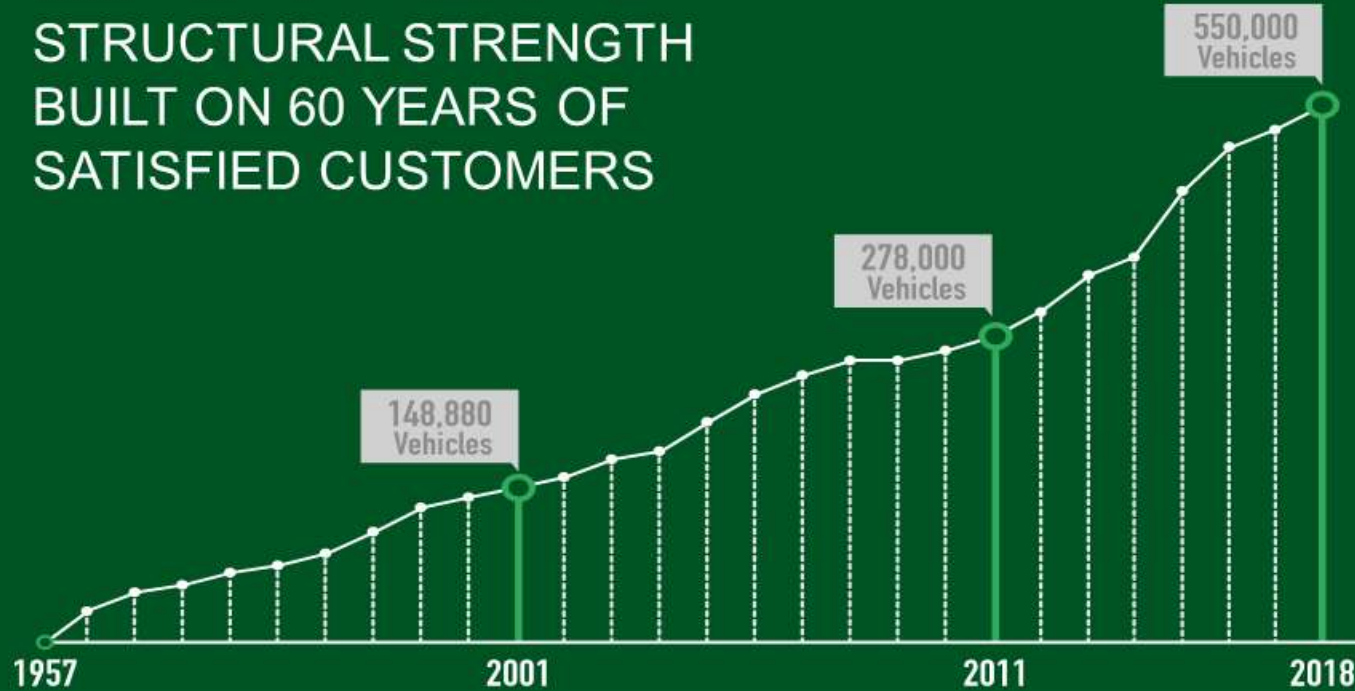


FLEET MANAGEMENT

# City of Lake City

# ENTERPRISE FLEET MANAGEMENT

STRUCTURAL STRENGTH  
BUILT ON 60 YEARS OF  
SATISFIED CUSTOMERS



2,200

EMPLOYEES

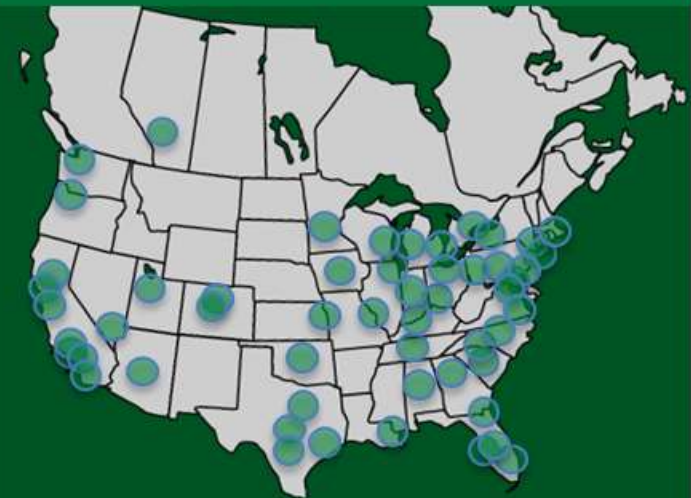
550,000+

FLEET MANAGED

54

LOCAL OFFICES

LOCATIONS



# REFERENCES



# INDUSTRY UPDATE: TOTAL COST TRENDS

4



## ACQUISITION

**13% ↑** NEW VEHICLE PRICES

- Challenges in the supply chain and pent-up demand continue to impact availability



## FUEL

**38% ↑** PRICE PER GALLON

- Gallons pumped increased by 12%
- Aging vehicles impact total cost through lower MPG



## LEAD TIME

**6-9 ↑** MONTHS

- Rates rising from historic lows but remain below pre-Covid rates
- Federal Reserve has indicated as many as six increases in 2022



## INSURANCE

**9% ↑** PREMIUMS

- Increase in severity of claims
- 11% increase in annual miles driven



## MAINTENANCE

**17% ↑** REPAIRS

- Shortages of techs lead to longer downtimes
- Raw materials increasing 10-15%, are creating an increase in parts costs



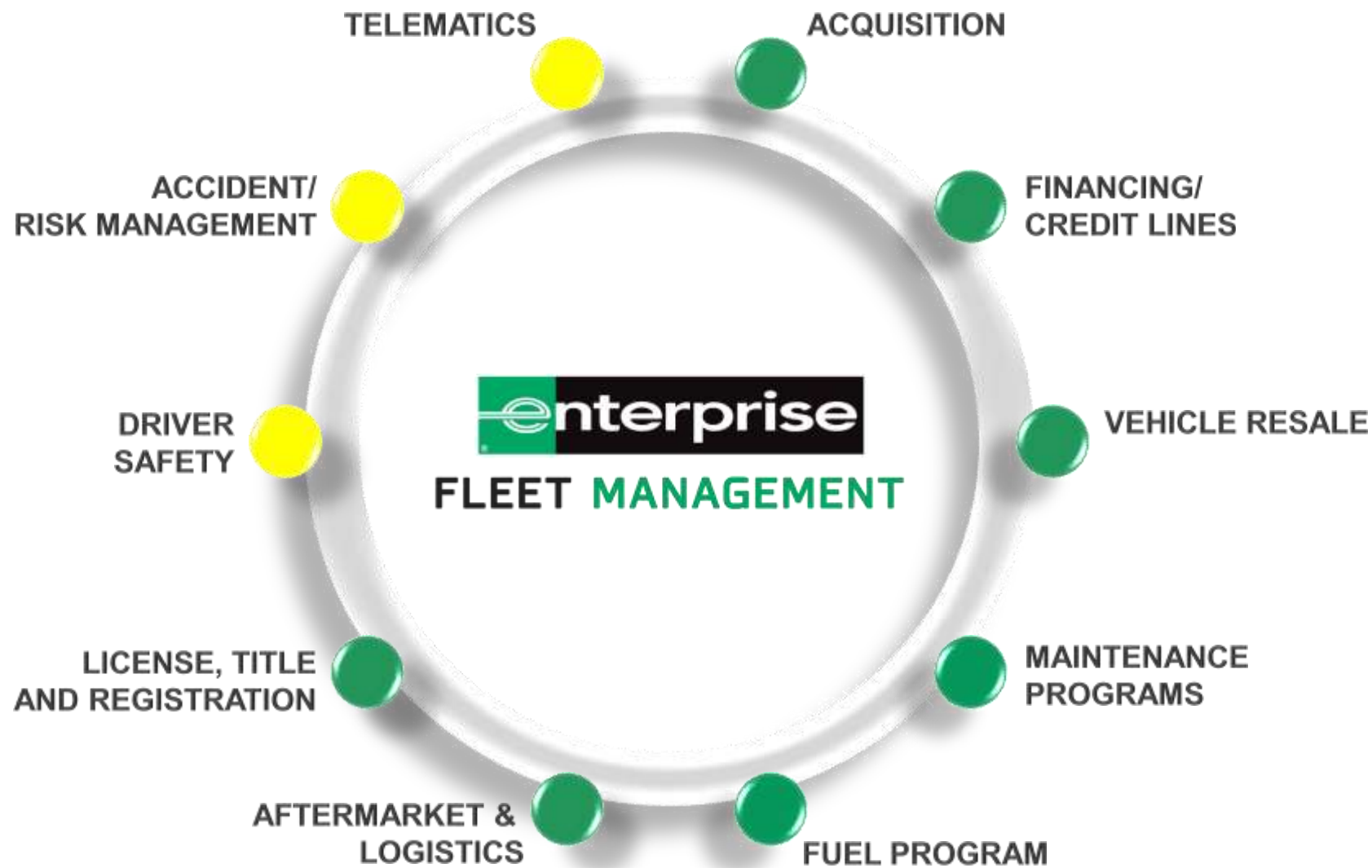
## REMARKETING

**41% ↑** RESALE VALUE

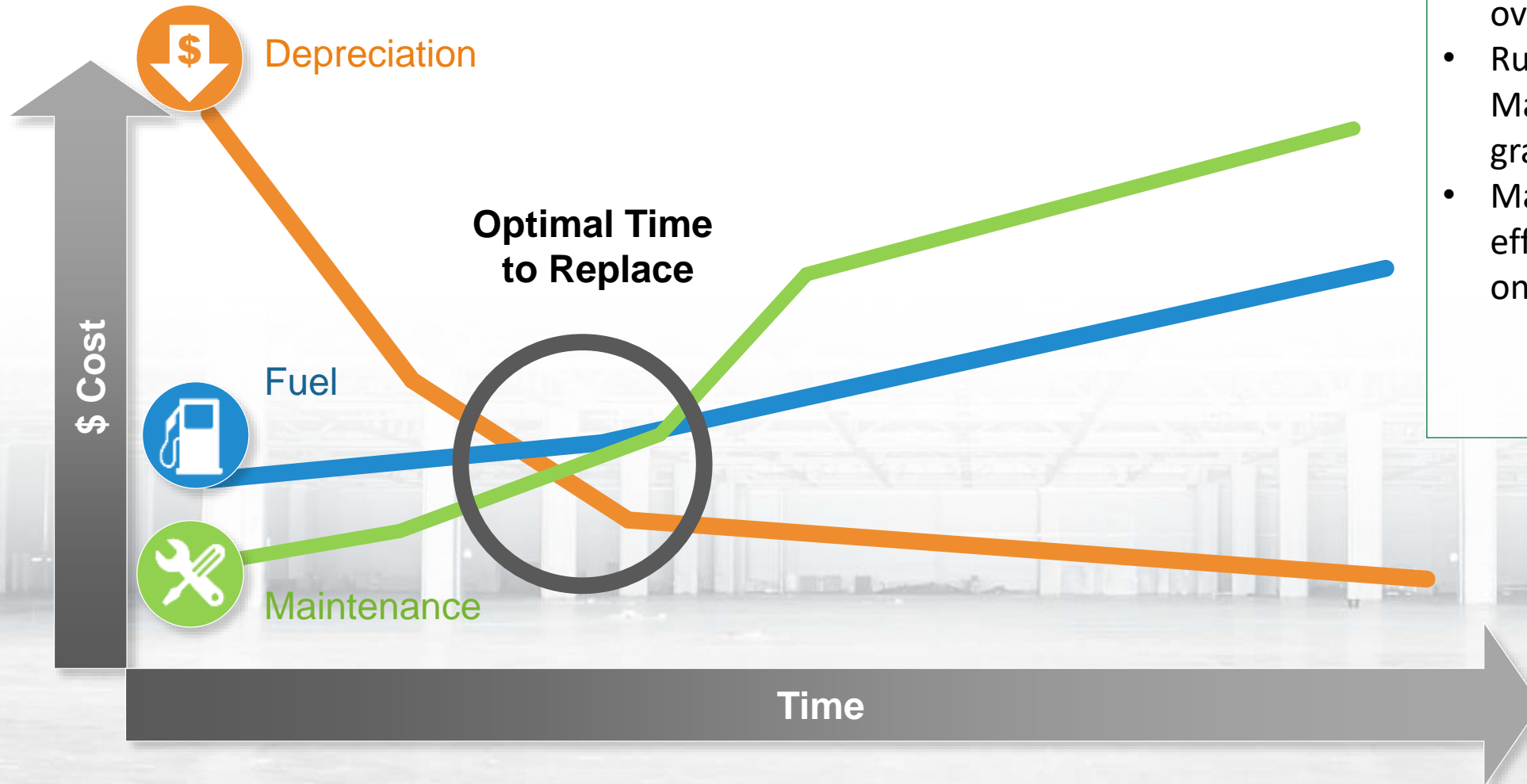
- Lack of new vehicle availability is driving used vehicle prices to record levels



# DELIVERING SOLUTIONS. DRIVING RESULTS.



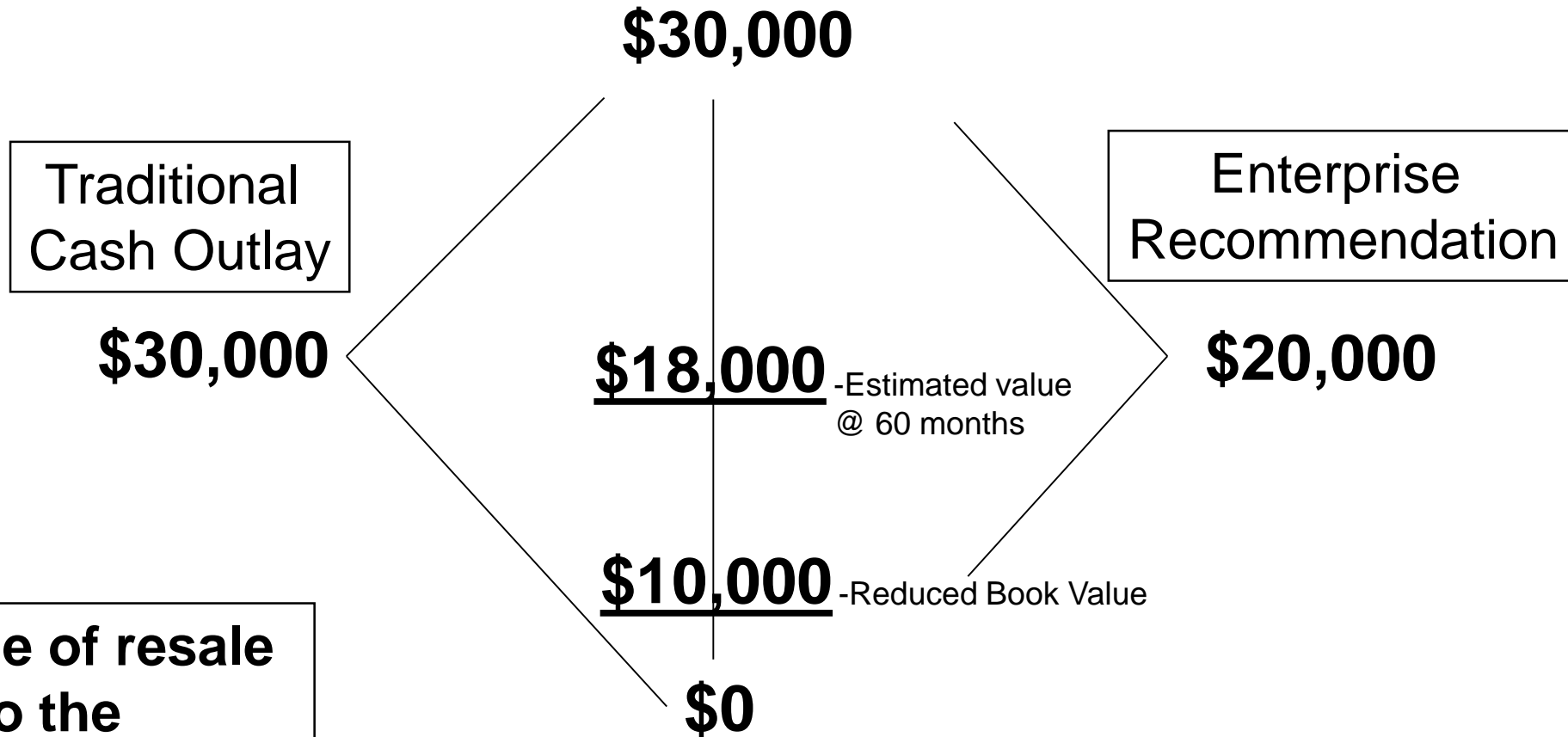
# EFFECTIVE VEHICLE LIFECYCLE



## 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

# Open-Ended Municipal Leasing Model



**Equity at time of resale is returned to the Government Entity or rolled into replacement vehicle, reducing ongoing costs**

# OPERATING EXPENSES

## Maintenance



### Full Maintenance

- Fixed monthly rate
- Simple process for all parties
- Includes: 24/7 Roadside, all major and minor repairs

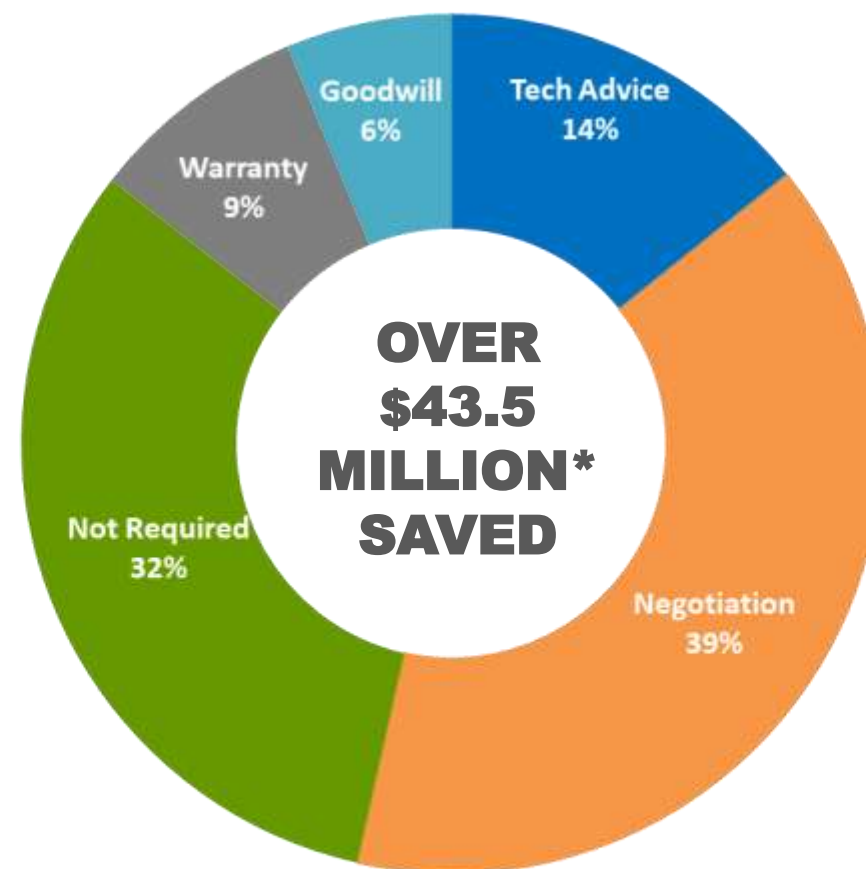
### Maintenance Management

- “Bridge” program for Emergency Response Vehicles and currently owned fleet vehicles
- Seamless experience for field drivers

### Enterprise National Service Department

*The first fleet management company to be awarded the Automotive Service Excellence “Blue Seal of Excellence” in 1997 and has received this recognition each year since then, an industry record.*

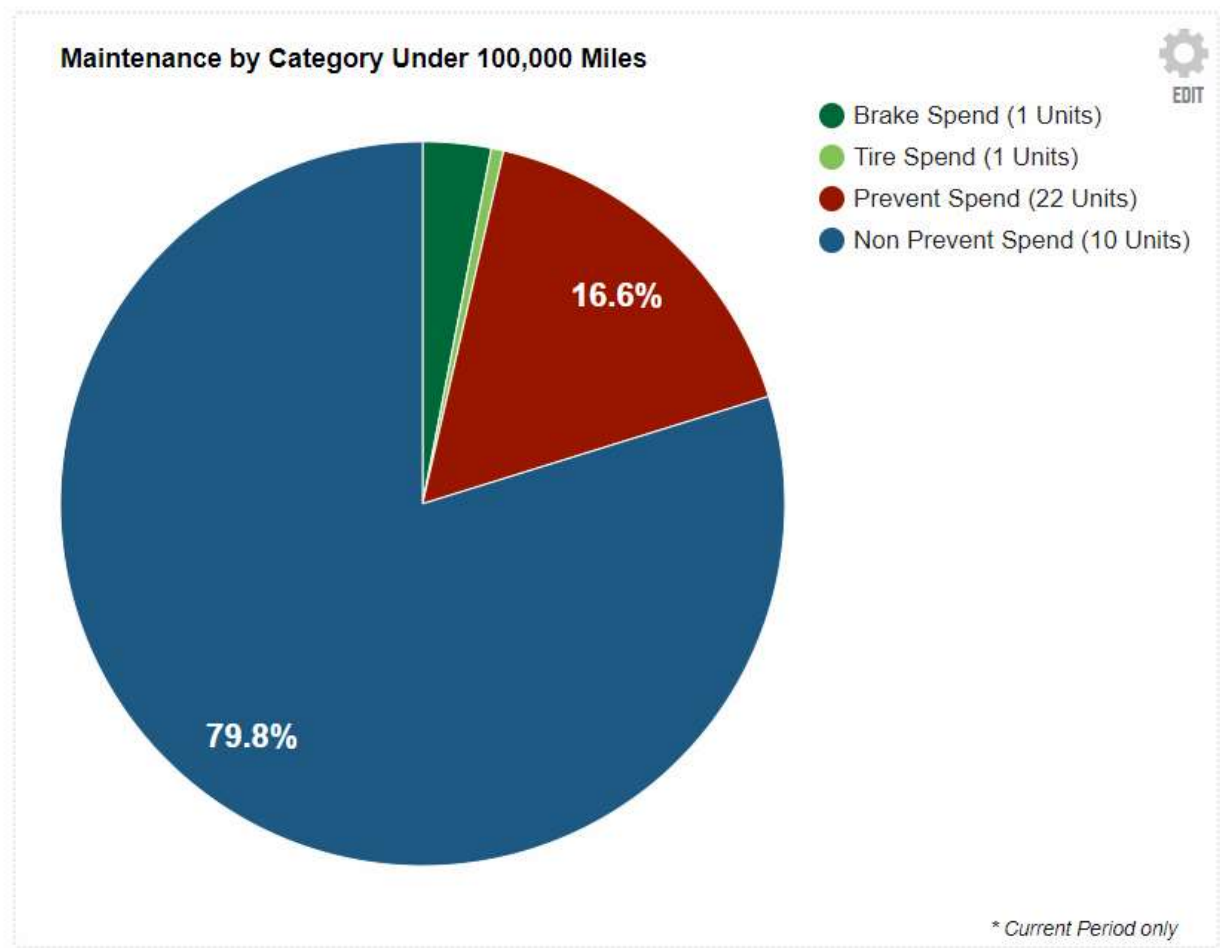
- We manage more than 500,000 vehicles and saved our clients a total of \$44 million\* in 2021.
- \$2.7 million in post warranty/goodwill was refunded to our clients in 2021.



\*Based on data of labor and parts savings as determined by Enterprise Fleet Management in its sole discretion.



# Maintenance by Category



Category	Maintenance Cost
Brake Spend (1 Units)	\$619.86
Tire Spend (1 Units)	\$112.62
Prevent Spend (22 Units)	\$3,383.11
Non Prevent Spend (10 Units)	\$16,251.94
<b>Total Spend (41 Units)</b>	<b>\$20,367.53</b>

# REMARKETING TEAM

**800** DEDICATED  
REMARKETING EMPLOYEES



**150** REMARKETING  
LOTS IN NORTH AMERICA

IN 2019, ENTERPRISE  
**SOLD OVER**  
**1,200,000**  
VEHICLES.



■ AUCTION **15%**  
■ DIRECT TO  
DEALER **85%**

**19,000+**  
UNIQUE BUYERS



COMMERCIAL SALES  
EXCEEDED AT AN  
AVERAGE OF  
**110.4%**  
of  
**BLACK BOOK (CVI).**

# Vehicle Resale Overview

	Current Period	Prior Period	% Change
Number of Vehicles Sold	14	19	26.32% ↓
Average Sale Price	\$31,078.57	\$19,497.37	59.40% ↑
Total Gain/Loss	\$398,713.31	\$328,838.85	21.25% ↑
Average Gain/Loss	\$28,479.52	\$17,307.31	64.55% ↑
% of Industry Benchmark	110.93%	112.46%	1.36% ↓

— Purchase Option and Total Loss units are not included.