

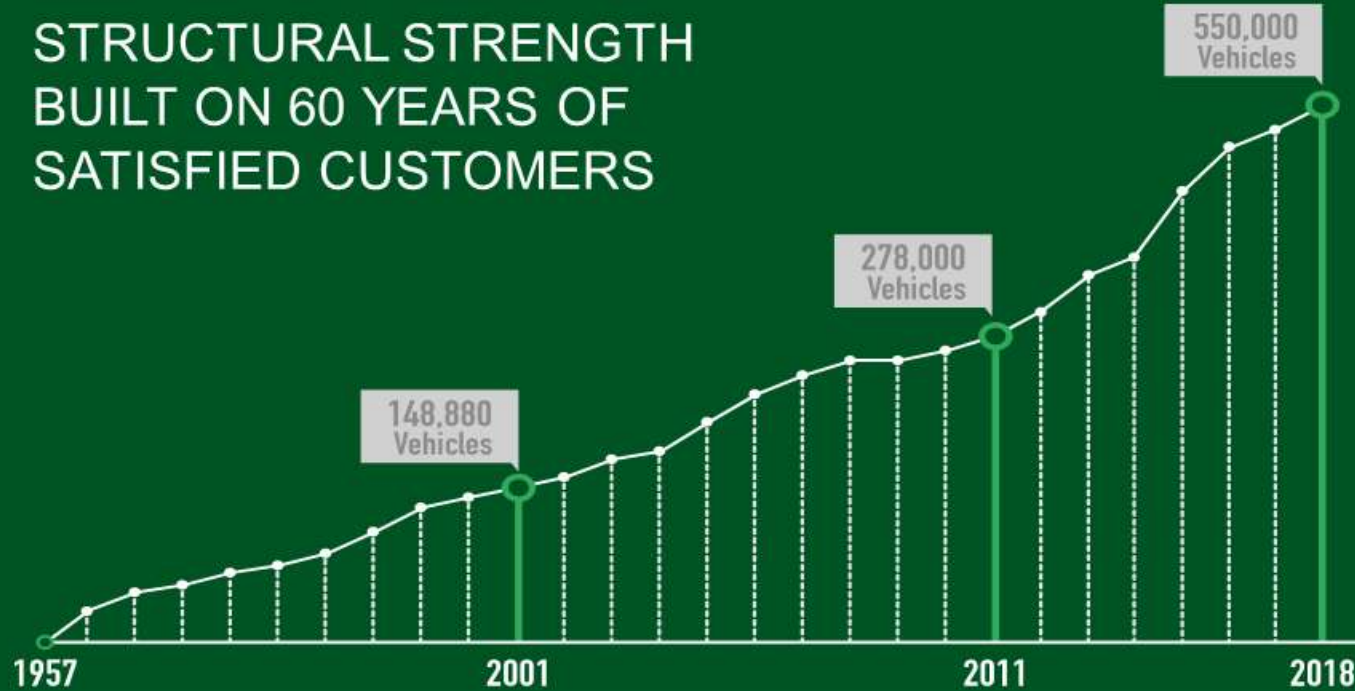


FLEET MANAGEMENT

City of Lake City

ENTERPRISE FLEET MANAGEMENT

STRUCTURAL STRENGTH
BUILT ON 60 YEARS OF
SATISFIED CUSTOMERS



2,200

EMPLOYEES

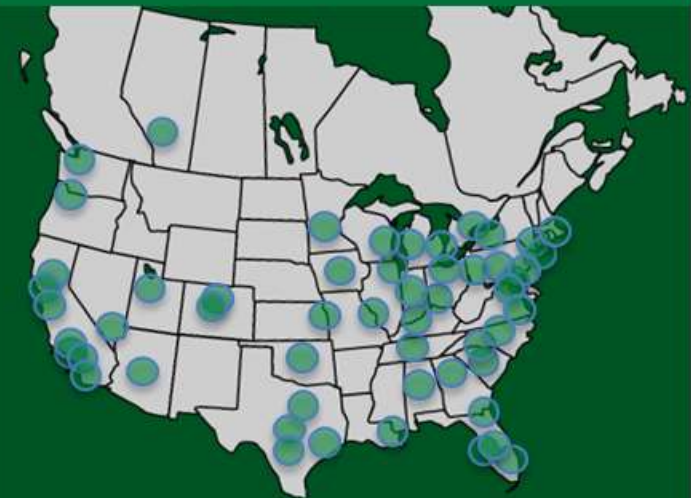
550,000+

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

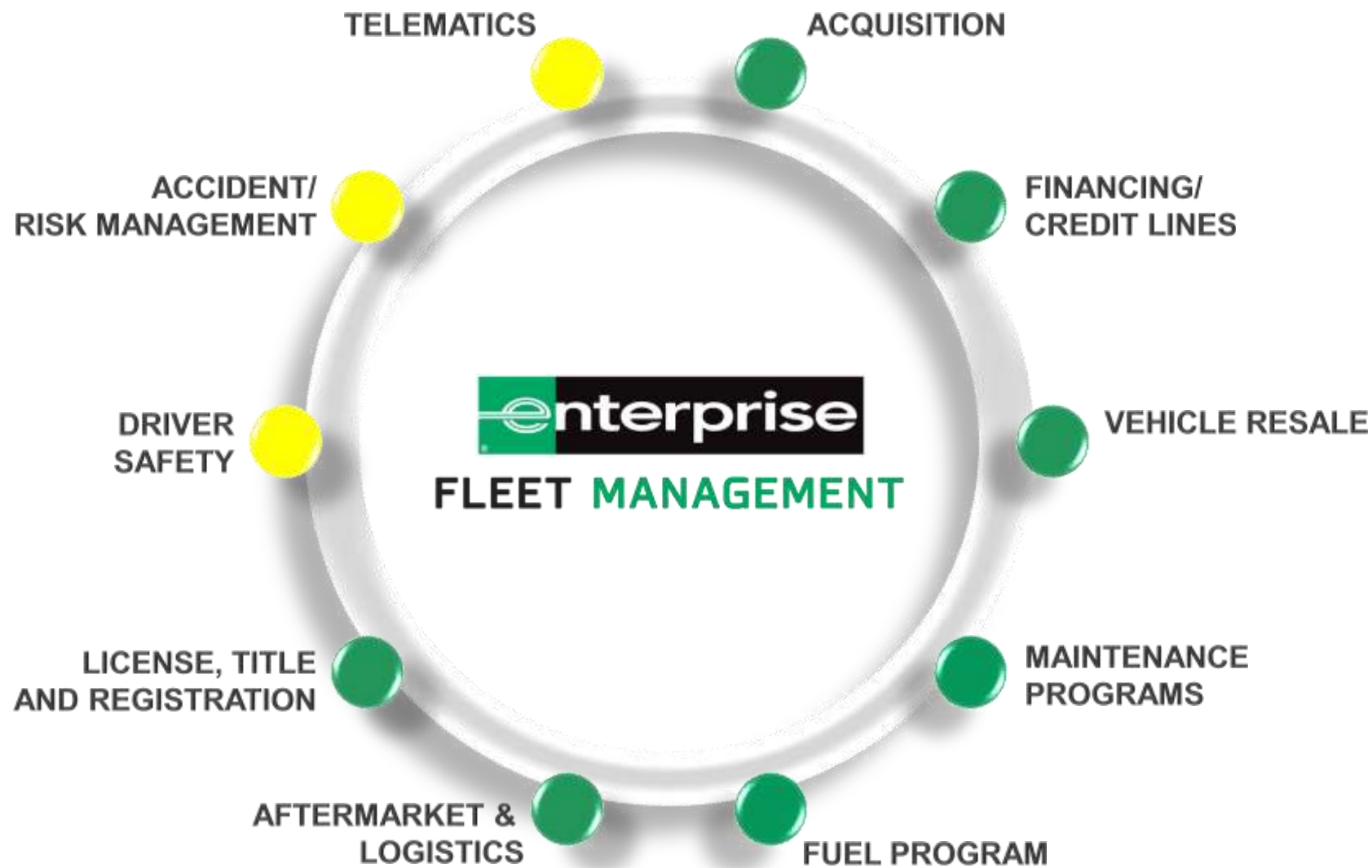


REMARKETING

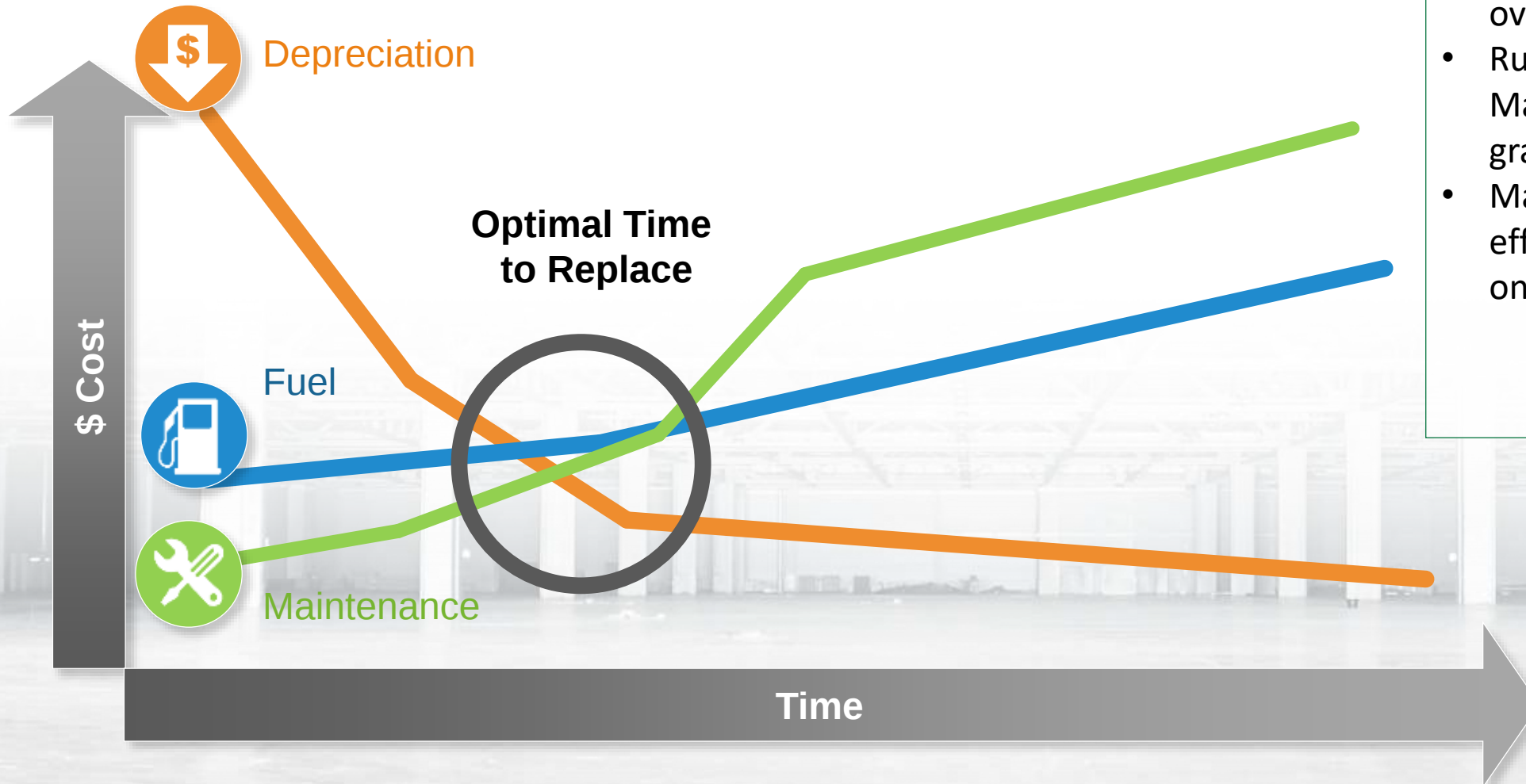
41% ↑ RESALE VALUE

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

DELIVERING SOLUTIONS. DRIVING RESULTS.



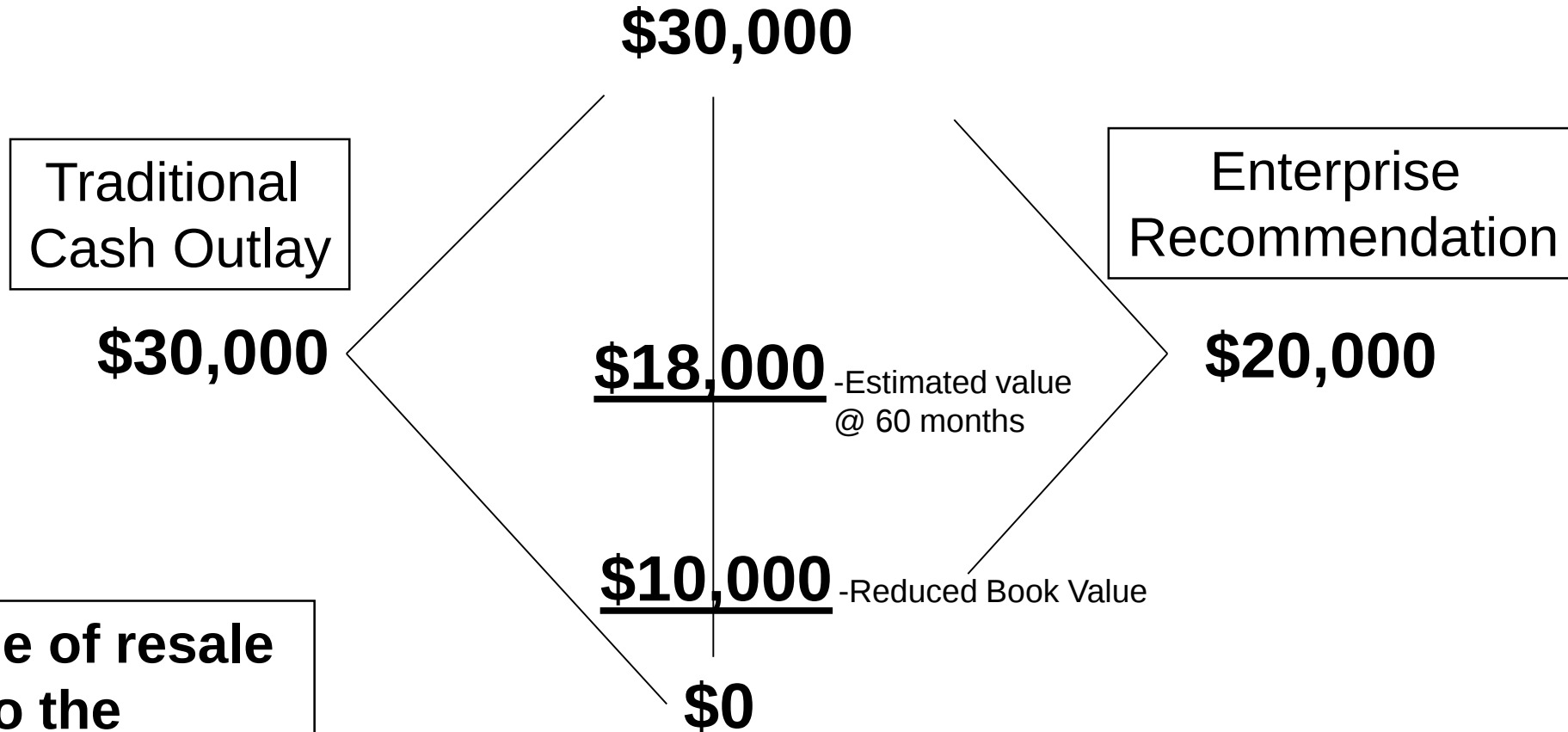
EFFECTIVE VEHICLE LIFECYCLE



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

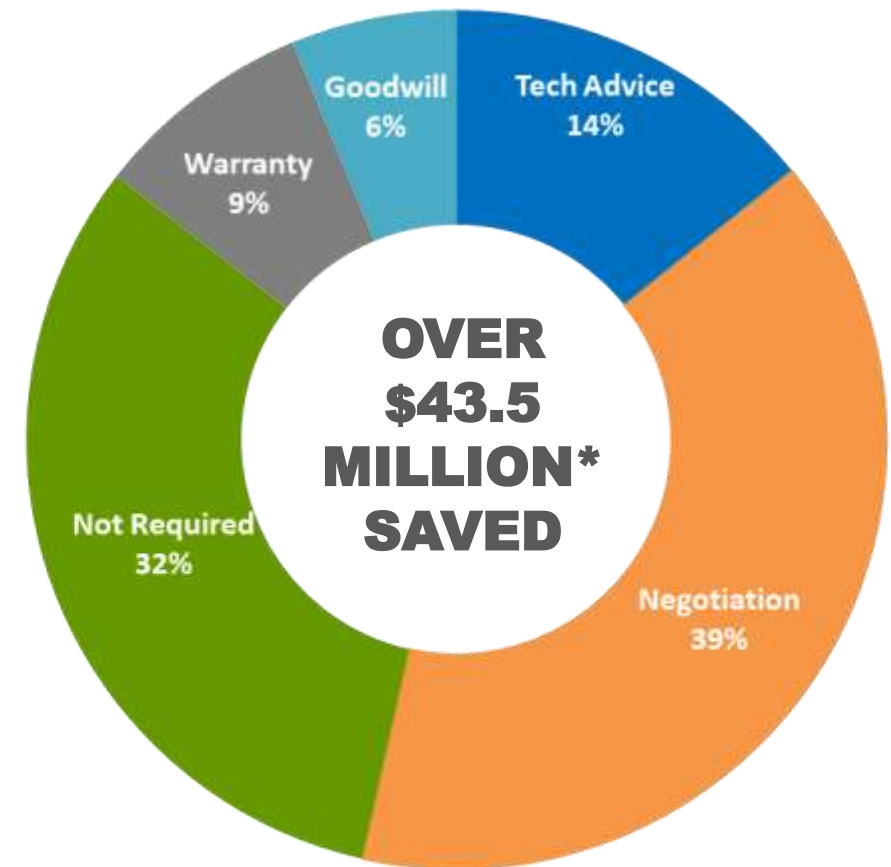
Maintenance Management

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

Enterprise National Service Department

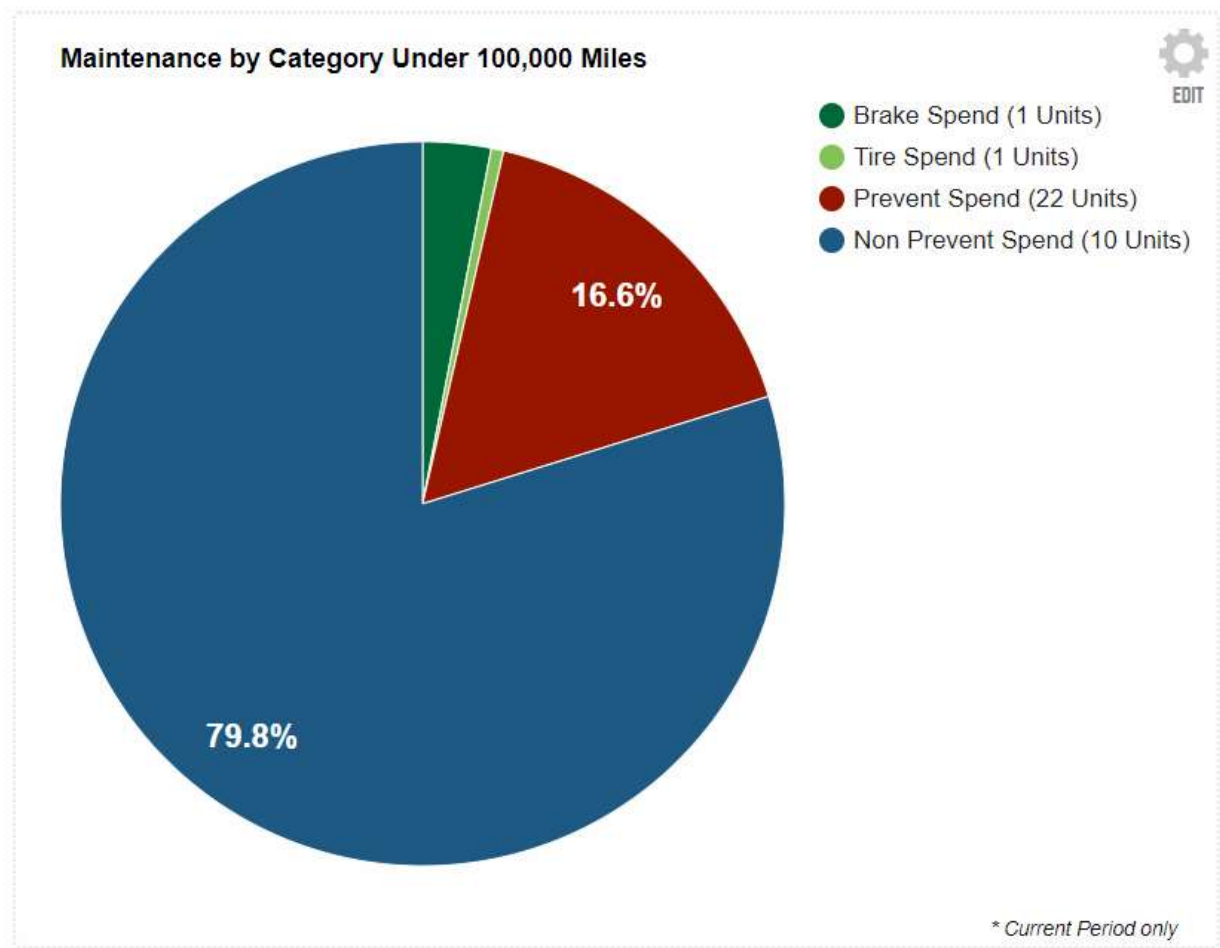
The first fleet management company to be awarded the Automotive Service Excellence “Blue Seal of Excellence” in 1997 and has received this recognition each year since then, an industry record.

- 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
Total Spend (41 Units)	\$20,367.53

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.