

OPEN
MOBILITY.
FOR ALL.



* Minority stake

EU PARLIAMENT
NOVEMBER 6TH, 2019

OUR VISION

The future needs global mobility providers, **making people's life easier.**

We will play a **leading role in the mobility new ecosystem.**

OUR MISSION

Be the preferred **“mobility service company”**

by **offering alternative attractive solutions to vehicle ownership.**

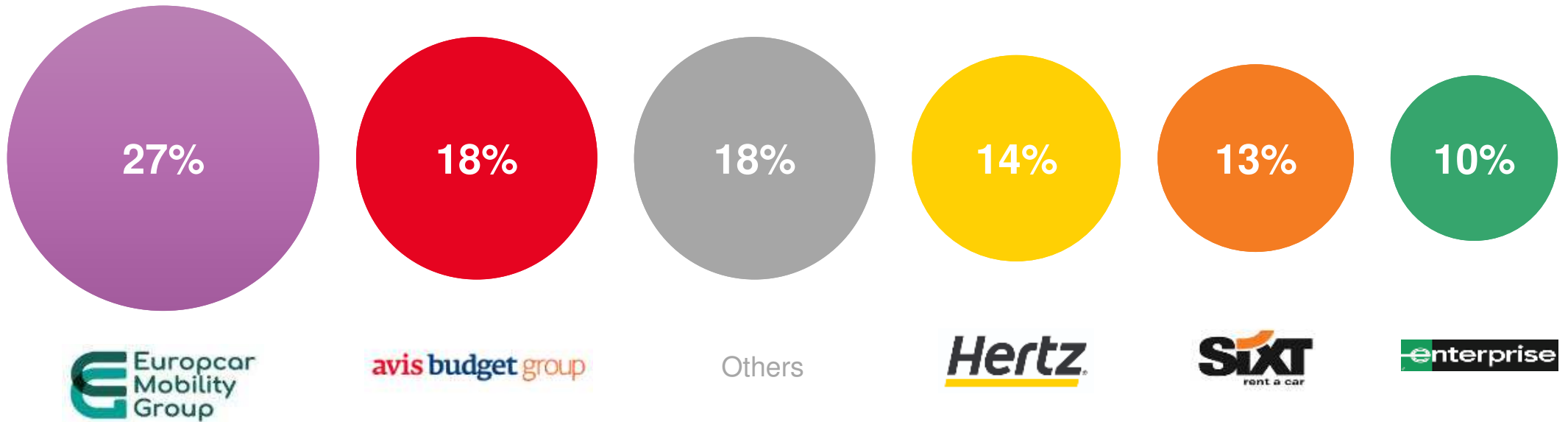
OUR PURPOSE

is to deliver **an experience of open mobility for all**, lifting all barriers, giving individuals as well as groups of people easy access to this great new world of mobility solutions, whenever and wherever they want, whatever the ride.

Accessibility is key: mobility should be inclusive, not excluding.

WITH 27% MARKET SHARES, WE ARE THE UNDISPUTED VEHICLE RENTAL LEADER IN EUROPE

Avg. Market share



1. Euromonitor data, including total revenue from franchisees and vans rental market below 1Ton
Source: Euromonitor 2018, Oliver Wyman analysis

OUR 4 CORE BRANDS



European leader of car rental and light commercial vehicle rental



Mid-tier car rental specialist (leisure-focused)



One of the European leaders of round-trip car sharing (B2B & B2C)



Low-cost car rental leader in Europe

OTHER BRANDS



One of the leading car rental operators in Germany



Electric scooter-sharing



Electric pay-per-use car club



Chauffeur services



Car-sharing leader in Ireland

MINORITY STAKES



multimodal search and comparison platform



WE BELIEVE
MOBILITY
IS ALL ABOUT
ATTRACTIVE,
ALTERNATIVE
SOLUTIONS
TO CAR OWNERSHIP,
IN A RESPONSIBLE
AND SUSTAINABLE WAY

CONSUMER PROTECTION



Satisfied customers are crucial for our business. In 2007 already, our companies, alongside other car rental firms developed the Leaseurope [Code of Best Practice](#) in cooperation with the European Commission, which remains at the heart of our businesses today. Since then, the rise of online intermediaries has transformed the booking process and a majority of our customers now buy through online brokers. Consumer protection standards must adapt to these developments, making it ever more important **to take into consideration the different stakeholders involved and ensure rules are uniformly applied and enforced across the EU.**

=> To leisure destinations , up to 75% of B2C bookings are coming from intermediaries (Brokers) , without addressing this segment we will not ensure a complete consumer protection

SINGLE MARKET



The car rental business often has a cross-border element, meaning harmonised rules across Europe are essential, both for our customers and our business. A recent challenge is the rise of low emissions zones, which vary between cities, regions and Member States. **Uniform and balanced EU policies on vehicle registration, insurance and payments are likewise crucial** for managing our fleets and servicing our customers through competitive prices. We encourage policymakers to be led by the Single Market paradigm, both in devising new legislation but also, importantly, in ensuring smooth transposition, application and enforcement.

=> We need harmonised processes across Europe to maintain operational cost as low as possible in order to maintain attractive rental prices and pursue the path on moving people from car ownership

CONNECTED CAR & ACCESS TO DATA



Digitisation holds great potential for proposing new and value-added services to our customers. The use of telematics also allows to connect fleets, improve vehicle maintenance and facilitates offers such as Mobility as a Service (MaaS) and Fleet Management as a Service (FMaaS). For this, car rental companies need direct and real-time access to in-vehicle data under fair and non-discriminatory conditions. We encourage policymakers to support a strong and competitive market by building a **European framework for data governance in connected and automated mobility**.

=> Open Source, Open data & in-vehicle data access are pre-requisite for innovation, MaaS and fair competition for the benefit of European consumers

A CONSISTENT MESSAGE....



Jehan de Thé @JehandeThe · 11 avr.

It is amazing to say that regulation is one of the strongest influence on mobility innovation ! Open Mobility and vehicle data access should be guaranteed.

#openmobility @MaaS_Alliance @TravelSpirit_io @E_MobilityGroup #Mobility #MaaS #Sustainability #LoiMobilités

Traduire le Tweet

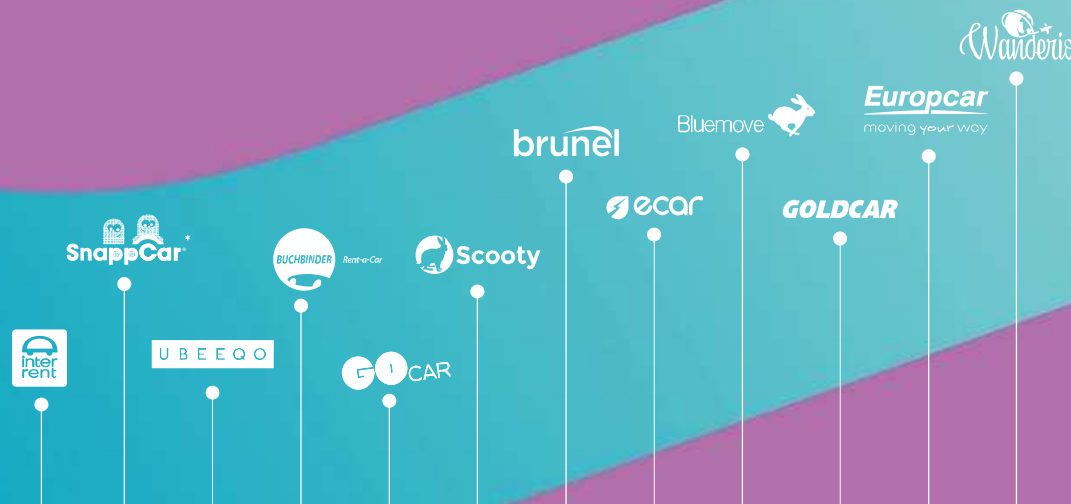
The banner features a purple and orange geometric background. At the top left is the 'travelspirit' logo. At the top right is the 'MaaS ALLIANCE' logo. The central text reads 'Presents Open Mobility Conference 2019' and 'Thursday 11th April 2019 Brussels'. Below this, a white bar lists sponsors and starring organizations with their respective logos.

Sponsors: Europcar Mobility Group, SKEDGO, BCRRE, TRANZER, MaaS ALLIANCE, MaaS ALLIANCE.

Starring: open source lab, IATA, IATA, PA, 50+ Hour Amsterdam, IIMHP, CONTRADE, GREATER LONDON AUTHORITY, AUTONOMY, ECRIC, Centre for Connected & Autonomous Vehicles, transdev.



THANK YOU



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