



getting you there

We'll be your
guide.

A Healthy Fleet Today & Tomorrow

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Fleet management continuity in times of Covid-19 and beyond

Dear customer,

The crisis that we are all facing today hardly needs an introduction or explanation. As businesses and as individuals we are in unprecedented times with no real understanding of when this crisis will end or what the real effects will be either in the short or long term.

We already have plenty of mileage on the clock., more than 100 years to be exact. Athlon will always remain open for business and we are here to support you through this period of uncertainty. At the same time we take measures to protect ourselves from these unquantifiable risks.

There are many questions on what that future will bring. We might not know all the answers now, but at Athlon we are doing everything we possibly can to keep 'getting you there'. Today, tomorrow and far into the future.

Your Athlon Team

Managing a fleet is never a walk in the park. On top of that, you now need to navigate your way through the short and long term effects of a worldwide pandemic.

Here are no less than **10 key tactics** that will help you optimize your fleet management in today's reality in the most efficient and effective way. Your account manager will be happy to work with you to design an approach that best fits your specific situation.

- Most importantly, let's **stay in close contact** for advice and guidance. This unprecedented Covid-19 situation is a mutual challenge.
- **Review your contract terms & mileages** and work with us to amend vehicle contracts where sensible to reflect lower usage and lower fuel costs.
- **Extend contracts** to offset longer delivery delays of new vehicles.
- Athlon is open for business. If a contract extension is not the best solution for you, we will either order **a new vehicle** or help you with an **alternative recommendation**.
- Be aware that as we come out of the crisis new vehicle production will take time to recover and there will be **potential rush on some models**. This will disrupt your planning so consider what alternative vehicles could be used to meet demand.
- To limit the risk, **opting for a stock car is a wise choice**. It will get to you in a quicker time than if it were a factory order and it's easier to plan for.
- We can support you with **short term rental vehicles or used lease vehicles** to manage your demand.
- **Keep in touch with your account manager** to understand changes to availability of key services like repair and maintenance, end-of-contract vehicle recovery and new order deliveries.
- **Reallocate end of contract vehicles** to new starters or use as pool vehicles if required.
- Do not make **impulsive decisions**, e.g. de-fleeting as you will need these vehicles to resume normal business activities.

Keeping a car in
driving shape

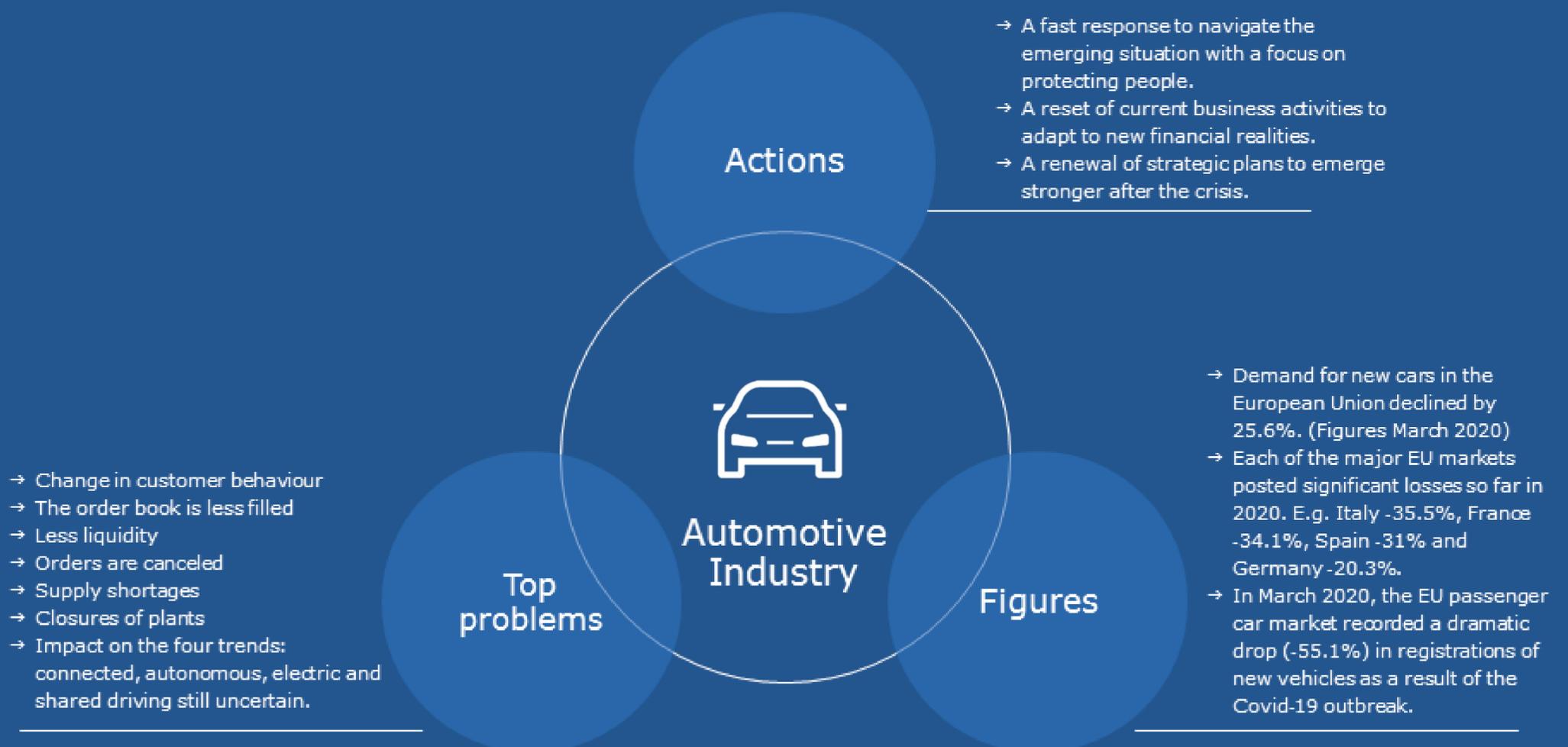
We also have some advice for your **drivers**. The longer a vehicle sits unused, the more likely it is to develop issues. By taking a few key steps, drivers can keep their vehicles running smoothly, avoiding extra costs and time constraints for you.

- **Occasionally move the vehicle** to ensure tyres do not rest in the same position for too long.
- If allowed **run or drive it for 15 to 20 minutes** to keep batteries charged.
- Ensure the vehicle is kept **clean outside** to avoid damage to paintwork from e.g. bird excrement.
- Do not leave **fuel tanks** empty/low to prevent condensation build-up.
- **Clean the inside** of the car. That will prevent any smells or mold building up.

If the vehicle has been standing for a period before use

- Gently test the brakes during first use to remove surface corrosion.
- Check tyre pressure and tyre condition.
- Check the oil level.
- Check the engine for any signs of animals nesting or damage from chewed cables etc.

Covid-19's Impact on the Automotive Industry



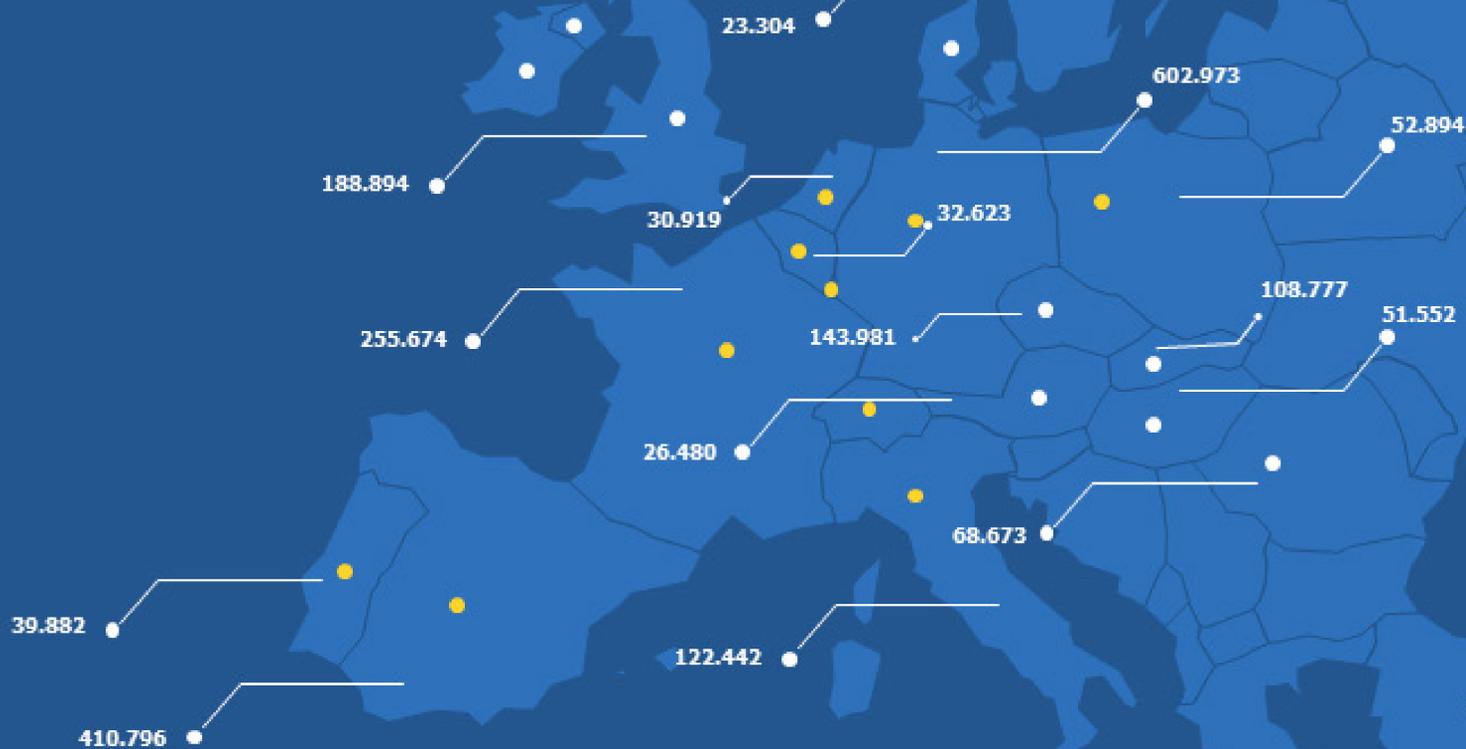
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European automobile industry

The impact of the Covid-19 crisis on the European automobile industry is severe. Both the production and sales of vehicles have come to a sudden halt in most of Europe and other regions in the world. In March alone passenger car sales fell by more than 55% across the EU. And in April the EU-wide factory shutdowns have resulted in lost production of at least 2.2 million motor vehicles. Across the European Union, vehicle manufacturers operate some 229 vehicle assembly and production plants, directly employing 2.6 million Europeans in manufacturing. The wider auto sector provides indirect and direct jobs for 13.8 million people in the EU. The automotive is a highly capital intensive sector. At EU level, the European Central Bank (ECB), the European Investment Bank (EIB), the Council of Ministers and the European Commission (EC) have already taken various measures to support affected workers and companies.

Sustainable urban mobility

Far from just impacting transportation today, the pandemic and ensuing economic fall-out could have big implications for the transit systems of tomorrow. Needless to say that Covid-19 outbreak also has its implications to sustainable urban mobility. It's early days yet for exact numbers, but the economic impact of the virus outbreak in the public transport and shared mobility sector (e.g. ride-hailing, ride-pooling, scooter-sharing) is most likely severe. Besides the loss of revenue, higher costs for frequent cleaning of vehicles and facilities or increased train frequency over a longer period of time can put additional financial burdens on public transport companies and shared mobility service providers worldwide.



Covid-19 - Production Loss Impact

Electric vehicle market

Fleet electrification has been high on the agenda from the very start for Athlon, being the first ever leasing company to put an EV under contract way back in 2008. The good news is that figures show that battery-electric car sales in Europe are holding up well. Better than regular ICE's.

EU & UK production loss impact

This map shows the impact of the Covid-19 crisis on the production of motor vehicles for each of the Athlon markets and our Partner Network.

EU-wide production losses due to factory shutdowns amount to at least 2,195,430 motor vehicles so far. This figure includes passenger cars, trucks, vans, buses and coaches.

Source

The data is aggregated by ACEA.
www.acea.be - data April 2020

For the latest data, updates and trends of the effect of Covid-19 on automotive in general and fleet management and mobility in particular Athlon advises the websites of Fleet Europe and Acea.

Fleet Europe

Fleet Europe is powered by Nexus Communication S.A. and is the leading media platform for international fleet and mobility leaders. Over the past 20 years, Fleet Europe has accompanied the internationalization of fleet management and has kept the pulse of the industry.

www.fleeteurope.com

Acea

Acea represents the 16 major Europe-based car, van, truck and bus manufacturers: BMW Group, CNH Industrial, DAF Trucks, Daimler, Ferrari, Fiat Chrysler Automobiles, Ford of Europe, Honda Motor Europe, Hyundai Motor Europe, Jaguar Land Rover, PSA Group, Renault Group, Toyota Motor Europe, Volkswagen Group, Volvo Cars, and Volvo Group.

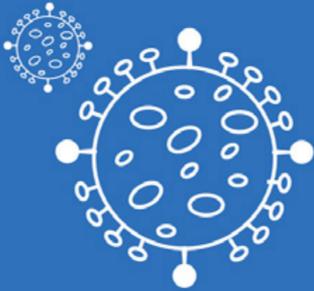
www.acea.be

Good to know

Our Athlon experts closely monitor all trends and impact of Covid-19 to best advise you. We're just a phone call, click or mail away.

The world after Covid-19

It is probable that the return to the new normal will be gradual and not a 'big bang'. OEM's, distributors, dealerships, etc will gradually resume their activities. How can you prepare for the period right after COVID-19, presuming that a lot of businesses will be looking for the same services at the same time?



Impact key service providers

Be aware that slower/missed production/ and a potential rush on some types of vehicles may disrupt your planning. Consider what alternative vehicles/makes could be used to meet demand. Take into account that missed maintenance and winter tyre changes will probably push the high season well into the summer.

Lessons learned

Look for any upsides and lessons learned from the crisis that may deliver longer term operational or financial benefits. Did the way you work during the crisis support your wider mobility strategy? Use these learnings to your advantage.

A new fleet strategy

Periodically reviewing fleet policy is always a good idea and the crisis provides a good opportunity to step back from the day to day challenges and engage with other key stakeholders to validate whether your current policy is fit for the future.

To ensure a 'crisis proof' fleet & mobility policy consider:

- Cost, but do not lose sight of employee satisfaction.
- Does your policy reflect the optimum operational parameters for your fleet e.g. term and mileage and does it provide enough flexibility for extensions or reductions?
- Including the right for the employer to extend or reduce the contract term if deemed necessary.
- Including flexible mobility options such as pool cars / short term rental cars / mobility allowance.

Consider our Athlon Solutions

Cost		Flexibility		
TCO-Simulator Is cost reduction high on your fleet agenda? With Athlon's TCO Simulator you easily compare different vehicle makes and models, fuel types and lease periods.	SecondDrive Athlon SecondDrive is a full service leasing formula of used vehicles. Advantages include a shorter lease period (from 12 months onward) and immediate availability of vehicles still in perfect condition.	Rent With Athlon Rent you're flexibly able to respond to changes in your business. We punctually deliver your vehicles in short term full service rental.	Flex With Athlon Flex your driver chooses a more economical long-term lease car, leaving a budget for a short-term rental. A different type of car whenever the needs calls for it.	MobilityBudget Your employees are given a budget for their mobility, granting access to different mobility options. Mobility options like car sharing, bike sharing and car rental.

On a positive note

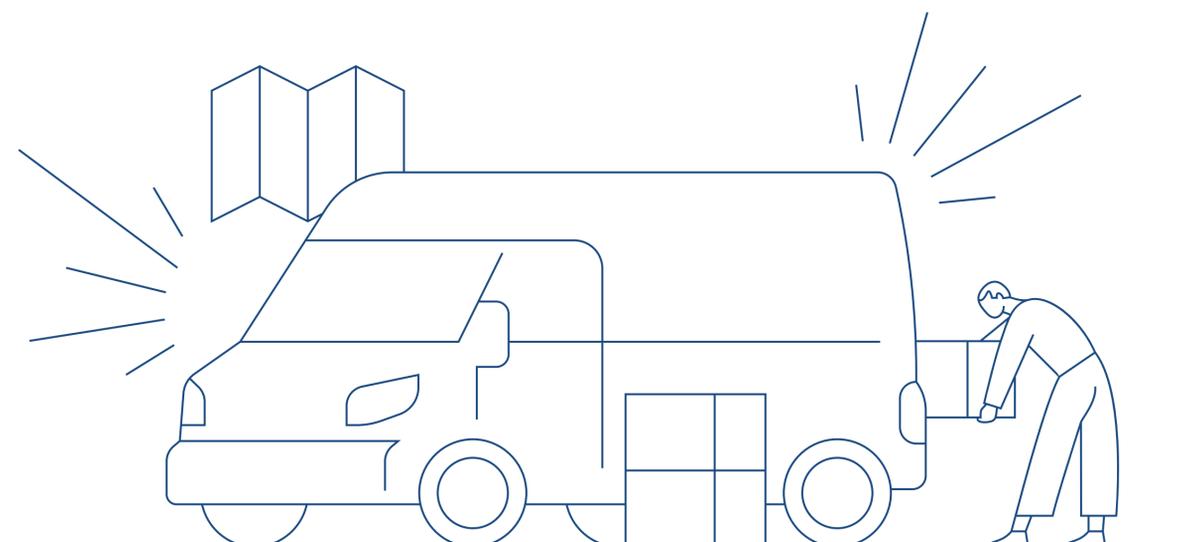
All across Europe, people are showing unprecedented solidarity in the face of Covid-19 both in words and actions since the continent became the epicentre of the pandemic.

Did you know?

In Europe, an increase in online shopping is one of the effects of the measures against Covid-19. This boost means courier and delivery companies big and small are busier than ever and many drivers are going the extra mile, literally! This has an effect on the health of drivers of the delivery vans. Athlon has advice for them: stay healthy, drive ergonomically. Check www.athlon.com for extra tips.

It's the least we can do

At Athlon we see it as our duty to support the ones who need to move. From the very start of the Covid-19 pandemic we have provided cars to healthcare workers and vans for the transport of medical equipment in numerous European countries. It's the least we can do to support, pay tribute and thank all who are tirelessly on duty. Hats off to all of them!



Let's stay in touch...

...and turn challenges into opportunities and complexities into simplicities.

There are many questions on what the future will bring and we might not know all the answers now, but at Athlon we are doing everything we possibly can to lead and support you during these uncertain times.

With our experience in international fleet management and mobility services, local presence and our partner network you are in good hands. Let us know where you want to go. We look forward to getting you there.

Athlon customer

Contact your Account Manager for guidance tailored to your needs.

New to Athlon

Contact our Global Coordination Center via e-mail on gcc@athlon.com.



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