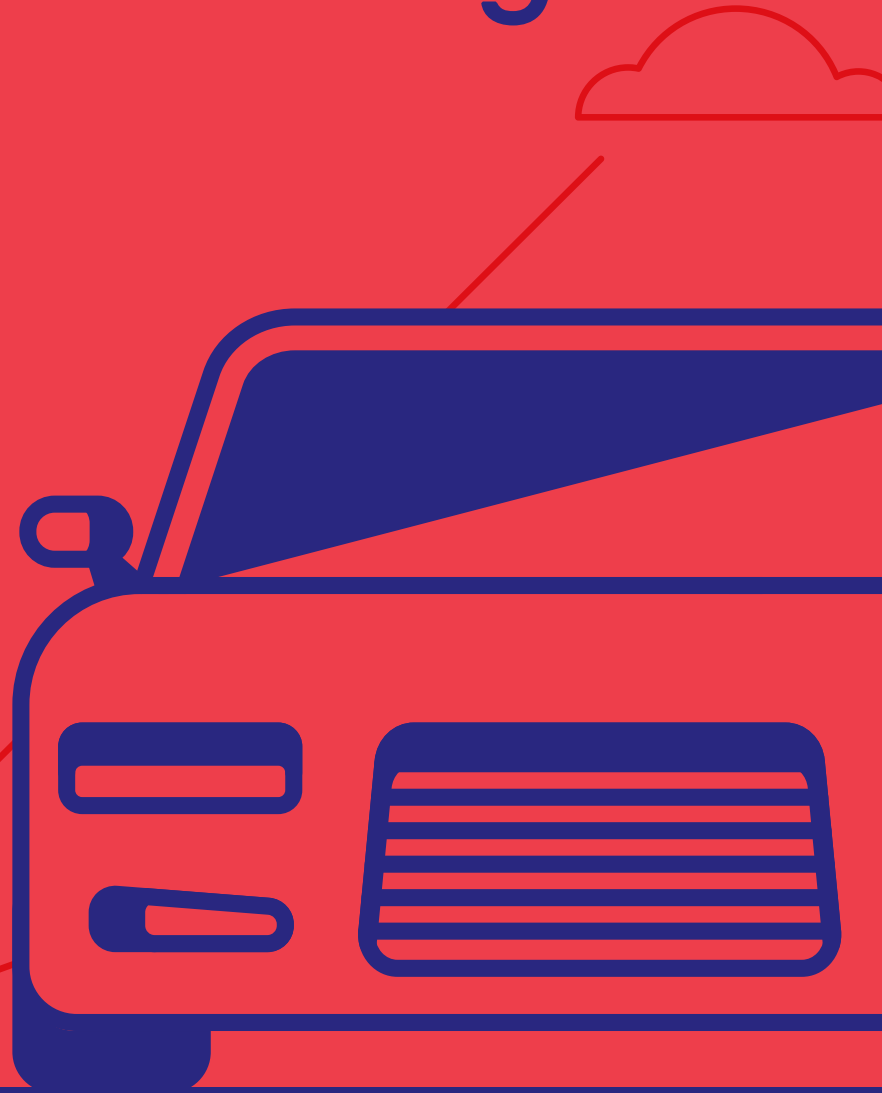


Business Leasing



easi.

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Operating Lease

An Easi Operating Lease makes vehicle management, planning, reporting and administration simple.

Your Operating Lease is a three party agreement between the business and the financier along with Easi as the managed package facilitator.

Easi guide and assist the client to apply, establish and maintain the overarching facility agreement with the financier to fund fleet requirements.

As your relationship manager, Easi are the original point of contact to manage the process of sourcing, procuring, financing and provisioning the per vehicle flexible running package.

Under an operating lease, the financier is purchasing the vehicle from the supplier and forming a legal agreement to lease it to the business. Essentially the business is agreeing to pay a monthly rate for a defined term and kilometers (borrowing the asset from the financier).

Throughout the lease, the business must maintain finance repayments, registration and insurance at a minimum - all of which Easi consolidated and manage with you in our fleet management package.

How do you save ?

Easi source Nationally from Dealerships and Wholesalers daily. Coupled with our Novated purchasing, our sales teams source local and arrange vehicle specs and quotations.

Easi discuss and provision the per vehicle budgets and allowances for each contract requirement.

Easi can semi-automate the administrative functions of fleet management and renewals freeing your staff to focus on more business critical functions.

We pass everything to you at cost.

Easi Operating Leases offer the most flexible solutions in the market

Management Packages

Unlike other fleet managers and financier programs, Easi has the ability to offer highly customisable fleet management options. We do this in consultation with you and allow ongoing updates throughout the life of your lease.

Easi Management Package Types include:

- MOL - Fully Managed Lease by Easi
- MOFL - Finance Only Lease
- NMOL - Sourced by Easi / Managed by Financier
- MDSF - You Own Vehicle / Easi Fleet Managed

What is Fixed in the package:

- Finance (if applicable)
- Easi Monthly Management Fee

What is Optional / Customisable within the package:

- Service & Maintenance (suggest 6M / 10 to 15000 km)
- Tyres (suggest 1 set per 40000 km)
- Registration (suggest 12 month renewals)
- Fuel (Motorpass Card) - billed at cost as incurred
- Roadside, Towing & Breakdown (National cover)

No matter what the requirement is, each vehicle has its own profile and can be either a monthly accrued amount, recharged at cost as incurred and a mix of managed by you or us.

Budgets, Accruals and Recharges

An Easi Operating Lease can be styled in many ways to facilitate what is required for the business, projects, funding, and cost allocation on a per vehicle basis.

How does the quoted BUDGET work ?

Every vehicle has a pre-defined common utilisation profile for Metro, Country and High Use within the Easi fleet management system.

Easi use a comparison between the profile and the annual kms estimated by you to guide a forecast of anticipated costs to propose a budget for you to agree.

Items included in the budget are invoiced and accrued monthly in a pool to fund ongoing finance and packaged costs.

Changes are made during the quote process until an initial budget is agreed, signed and accepted - this triggers ordering of the vehicle.

What if i Haven't Accrued Enough at the time?

On accepting an Easi quotation you are agreeing to repay any costs incurred by us on your behalf. Based on this we work to ensure all expenses are approved and paid as incurred for your fleet managed vehicles.

If sufficient funds are not accrued, we will enter the cost(s) in excess of the contract pool as a recharge to be invoiced in the next months run for you to pay and to maintain a healthy lease.

What is a Recharge?

A recharge is when Easi pass any cost incurred (outside a budget) within a contract via an invoice directly to your account for payment.

As part of the vehicle contract, Easi pay suppliers directly where agreed. If insufficient accrued funds exist or the business opts to run the contract as a recharge only, they are invoiced in arrears at cost.

Contract & Budget Changes

Can i make a Change to the Contract ?

Always discuss the requirement with the Easi Operating Fleet Team and we will try and work with you to achieve the best outcome.

Typically a change to the contract is an adjustment of the Term, anticipated Total Kilometers or an Early Termination from a vehicle Return or Payout to Purchase.

Finance is the main fixed budget item (by the financier) for the term of the contract. The amount may change if the term or kilometers are requested to be changed. It also can change if a contract goes into inertia or is re-contracted.

Can i make a Change to the Budget ?

The short answer is YES however always discuss the requirement with the Easi Operating Fleet Team the change is effected properly and to enable us to work with you to achieve the best outcome.

Typically a change to the budget is an adjustment, inclusion or exclusion of those services and allowances agreed in the initial quote (and as amended from time to time).

Changing a budget item will be reflected in the monthly invoice and may also mean you transfer management of the function for that vehicle.

Regardless, our goal is to have the fleet managed the way that suits you and business the best and our role is to facilitate wherever possible for you when Easi manage the fleet vehicle.

How much is Easi Fleet Management?

Easi charge a fixed monthly fee for all included services depending on the contract type and fleet size:

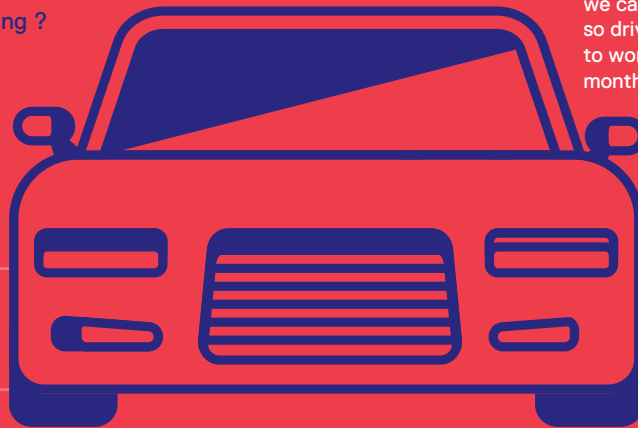
- \$25 (ex gst) - Less than 100 vehicles
- \$15 (ex gst) - 100 < 1000 vehicles
- \$10 (ex gst) - more than 1000 vehicles

Quick Guide

Easi Managed Operating Lease Benefits

1. Vehicle Sourcing with Accessories, Fit-outs & Signage
2. Vehicle Procurement with Finance Sourced for above
3. Fixed Monthly Management Fee for Easi support
4. Flexible Budget Accrual, Recharge or Mixed package
5. Can include owned vehicles with a Management Pack
6. 24/7 Customer Online Fleet Reporting Portal
7. Consolidated Monthly Invoicing (PDF & CSV)
8. Dedicated Fleet Management & Analysis Team
9. Easi manage as much or as little as you want
10. Driver can be allocations per vehicle
11. Vehicle Fuel Card controls and limits programable per card
12. Grouping by Divisions and Cost Centres possible
13. Expenses passed directly at cost
14. National coverage

Do we really need to keep going ?



Central Management of expenses

Before quoting, the Easi Operating Fleet Team reach out to discuss the Vehicle of choice, any Extras, wherer it is going to be located, who and what it is intend for.

We can include wholesale buy backs, trading and swap-overs and once we have all the right information we start working finding and getting the best deal for you.



Running expense inclusions are agreed along with any controls, reporting or special requirments so they are include in the quote and passed through to the vehicle contracts.

Own some vehicles ... no problem, we can include a managed pack for them so drivers have one common system to work with and accounts have one monthly bill for entering and payment.

Could it be any Easier ?

Let Easi Help You to Save Money, Time and Effort by Freeing Staff and Resources



FINANCE

How Finance Works

Finance is included within the monthly invoice if you are leasing the vehicle and have it Fully Managed by Easi or it is a Finance Only lease.

If you own the vehicle and just have a Easi Management package applied then Finance will not be included in the lease rental figure.

The finance amount is agreed with the Financier and why the separate Finance Lease Schedule is required to be signed along with the Easi quotation.

Finance is invoiced immediately at contract start to accrue funds and or to be included in the next Easi monthly invoice run.

Finance is payable up until the vehicle is returned into the financiers inspection team (not the freighter or dealership).

What is Inertia and how does it affect my Lease ?

Because you are borrowing the vehicle from the Financier they expect to be paid (pro-rata) for all the time the vehicle is in your custody.

Sometimes you may want to retain the vehicle after the lease term has expired (on a month-to-month basis) ... this is called running in inertia and it's allowed.

What to Consider

A lease term of 3 years or above is recommended to make the Finance cost effective - Easi suggest 5 years to start.

Provided all months (or part thereof) have been paid for the charges stops on return, exchange or purchase of the vehicle.

If in inertia you are still responsible for the vehicle and the normal monthly rental rate will apply. If you exceed the contracted kms then a penalty charge from the financier applies for every km over the limit until its return.

What Happens at the End of the Lease

You have a few option with an Operating Lease:

- Re-contract for an additional term and total kms
- Run in Inertia
- Quote to Purchase
- Exchange / Upgrade to a New Vehicle
- Return for Final Inspection

What you need to do to Arrange a Return

99% of the time you will simply inform Easi and request collection or return the vehicle yourself to the Financier's closest Inspection Yard.

Easi have put a guide together to assist in pre-return preparation to try and limit the potential for any end of lease Fair Wear & Tear charges.

Some of the basics are:

- Remove any personal accessories or fittings
- Get any Paint, Damage and Tyres fixed
- Wash & Clean the vehicle
- Vehicle Manuals are included
- Vehicle Spare Keys are included
- Jack and Tools are included
- Record the final odometer and take your own pictures

What to Consider

If requesting collection, Easi pass this to the financier and delays may occur - allow 3 days Metro and up to 2 weeks for Country. The Financier will continue to charge the Finance until it is at their Inspection Depot.

Any repair identified by the Inspection team will be reported, quoted and an passed to the business for payment. You have 2 business days to query and reply else an invoice is issued for immediate payment to release liability.

Operating Lease package



Online Fleet Portal and Reporting

The Easi Operating Client Portal can be provisioned for multiple users and is locked down using unique Customer Codes.

Users can be set as Fleet Managers or with Read Only access to view data.



Fuel

Enjoy saving at the fuel pump with your Easi WEX motorpass fuel card. Accepted nationally and linked to the vehicle Registration, driver have the flexibility to fill up anytime anywhere.

Download the free and easy to use site locator app to find your nearest location. A PIN is optional per card and limits and controls can be set individually.



Servicing and Maintenance

Easi allows hassle free servicing and maintenance at fleet discounted prices using your choice of local service agents. Simply mention Easi manage the vehicle and have them call us for an authorisation.

The bill is sent direct to Easi to pay on your behalf and either funded from the contract pool or recharged in the next monthly invoice run.



Tyres

Discounted tyres are typically built into the package according to vehicle type and the number of kilometres driven. When having them repaired or replaced treat it just like a Service & Maintenance request.



Registration

Annual registration of the vehicle is automatically paid by Easi on behalf of the business unless you opt to manage this in house.

Easi will automatically renew registration we manage for 12 months at a time and reach out to the customer near end of lease to confirm if the renewal period is appropriate.

At end of lease, if returned or purchased Easi will assist co-ordinating the Transfer of Ownership with the Financier.



Roadside Assistance

Easi's roadside assistance package covers unlimited call-outs, free towing within 20 kilometers of town limits, free fuel delivery, free flat battery call-out, free flat tyre change, free immobiliser deactivation service, transportation where possible and necessary in the event of an accident, and a free vehicle key lock-out service.



Insurance

It is a requirement by the Financier that you Must maintain Insurance for the vehicle at all time while in your custody because the vehicle is not registered to an individual, it is registered to the business.

Other Services

Additional Services by the Easi Group Include:

- Novated Leasing
- Salary Packaging for Novated Leases
- Entertainment & Uber Expense Cards

What to Know More ?

The Easi Operating Fleet Team are ready to answer your questions and helping you manage your vehicle fleet.

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easi.