

Corporate Overview

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Who is FleetPartners?





FleetPartners is one of Australasia's leading fleet leasing businesses that manage over 50,000 motor vehicles ranging from passenger cars through to heavy commercial vehicles.

FleetPartners New Zealand was established through the amalgamation of Avis Lease and Truck Leasing Limited in 1998. In 2008 FleetPartners was purchased by a private equity group (GIC SI and Ironbridge Capital), led by former Managing Director, Nick Johnson.

GIC SI is the private equity arm of the Government of Singapore Investment Corporation (GIC). Today, GIC manages more than US\$100 billion, and is among the world's largest fund management companies. Ironbridge Capital is an Australian equity firm which provides equity for Australian and New Zealand businesses. Ironbridge's investment advisory strategy focuses on investing in businesses that are or have the potential to be market leaders.

This transaction marked an important milestone for FleetPartners. Broadening of the shareholder base will provide a strong platform for growth and ensures FleetPartners are well placed to provide cost effective outsourced fleet solutions and additional funding.

What we do

We offer a **wide range of products** and services that can be combined to ensure a **hassle-free out-sourced fleet solution.**



Fully Maintained Operating Lease

A complete outsourced solution whereby FleetPartners purchases the vehicle and manages it on your behalf. Everything from relicensing through to maintenance. At the end of the lease term you simply hand the vehicle back.

Non Maintained Operating Lease

Similar to a fully maintained operating lease except you take care of the maintenance. End of lease options include handing the vehicle back, upgrading, purchasing or continuing the lease if the term and kilometres allow.

Sale and Leaseback

If you are currently running a fleet of vehicles, FleetPartners Sale & Leaseback can provide an immediate cash injection as well as saving time and resources not to mention FBT savings. After assessing your fleet, FleetPartners purchases your vehicle/s at an agreed value then leases them back to you for a monthly fee.

Econolease

Rather than leasing a new vehicle, Econolease utilises pre-leased vehicles. It incorporates all the benefits of a Fully Maintained Operating Lease, with the potential savings in lease rental and FBT value. Lease terms range from 12 months to the maximum term allowed.

Finance Lease

Providing you with an additional funding line. FleetPartners takes ownership of the vehicles for a specified period. At the end of the lease the lessee secures ownership upon making the final payment. The lessee is responsible for vehicle maintenance, insurance and registration.

FleetPartners Value-add Services

- Vehicle Procurement
- Fuel Card Management
- Accident Management
- Breakdown Assistance
- FleetPartners Rental
- Driver Training
- Infringement Management
- Online Fleet Management Tool
- Fair Wear and Tear
- Fleet Consultancy
- Reporting
- Telematics



Specialised fleet management services

Whether you retain ownership of your vehicles, or use a FleetPartners lease option, our experienced teams will provide guidance to identify the most effective fleet management services to suit your individual company vehicle policy.

Strategic Fleet Management Solutions

Timely and accurate information is critical to the successful outsourcing of fleet management. The lack of visibility and understanding over fleet operational data, compounded by using multiple vehicle suppliers and service providers, creates a difficult working environment for the typical fleet operation.

By consolidating and focusing these disparate and non-integrated processes via a fleet management supplier, customers leverage fleet best practices and extensive industry knowledge.

- Managed maintenance fixed authorisation levels, controlled costs
- Accident Management
- Relief vehicle facility
- Proactive Registration, Road User Charges, WOF, Servicing texting reminders to drivers
- Visual and detailed reporting on fleet spends, savings, trends
- Infringement management
- Fuel Management (from discounted fuel card supply to exception reporting, i.e. usage vs tank size, etc.)
- Quarterly/Annual account reviews
- Partner link (web based log in system, view full fleet details at your fingertips)

Additional to this, our regular reports are tailored to your needs, including details of fuel, FBT, imminent expiries, kilometre management and client vehicle listing to give you accurate and clear knowledge of your fleet operation.



Specialised Account Management

FleetPartners clients have access to a dedicated Business Development Manager, backed by a team of highly trained professional services personnel. This team oversees your account and provides a consistent point of contact to answer queries and provide advice. As partners in your business, they continually monitor and advise you on your options.

FleetPartners Consultancy

FleetPartners Fleet Consultancy Programme utilises experience gained from over 30 years in the fleet management industry to assist fleet owning organisations to optimise efficiencies within their own vehicle fleets. The Fleet Consultancy Programme considers all stakeholders, procedures, processes and costs associated with the running of the fleet so as to document the current fleet management system.

FleetPartners Integration and Transition Program (FIT)

FleetPartners recognise one of the greatest challenges when changing fleet providers is to ensure an efficient transition plan is in place. To ensure a hassle-free experience, FleetPartners have developed our own methodology for the integration of our systems and transition from your existing suppliers. FleetPartners FIT Program is designed to ensure that all necessary elements are clearly identified and addressed.



Sustainability statement

FleetPartners acknowledge that we have an impact on the environment in which we operate and believe we must take responsibility for managing this.



Embedded in the FleetPartners strategy is a commitment to:

- Meet our obligations under all relevant environmental regulations and legislation
- Understand and quantify the extent of our environment impact
- Reduce our impact by implementing environmental initiatives, monitoring progress and continually exploring ways of improving our position
- In the community to explore further collective improvements

In achieving these goals our aim is to ensure that we preserve and reduce our environmental footprint, whilst maintaining our organisation's long term viability into the future.

Why choose FleetPartners?

More than 50 000 drivers in
New Zealand and Australia drive
vehicles supplied by FleetPartners
because of one word.

Trust!

Our points of difference:

- Evolved Fleet Strategy Framework that ensures we perform a complete and accurate assessment of where your current fleet is, where you need it to be to meet your objectives and what it will take to achieve this
- FleetPartners Integration & Transition Program (FIT) processes aligned to your ideal fleet management solution
- Partnerlink - fleet management tool providing you with the simplest most efficient way to view your fleet online
- Financial Independence – safe, secure, stable
- The latest fleet specific IT infrastructure to ensure you have access to the best fleet analysis tools available today
- Sourced management and vehicle asset specialist expertise, designed to benefit both your company and your employees
- Trans-Tasman fleet management organisation with the ability to quickly develop and deploy fleet management solutions in line with changing customer needs.
- Strategically positioned to lead industry change and innovation through partnerships and system improvements ie. Tax, Legal and Economic advisors, Telematics (asset reporting and satellite feeds), Driver training etc
- A range of pre-leased vehicles are available for re-leasing at a lower monthly rental and FBT rates
- FleetPartners is a 'one stop shop'. One contact for ALL your vehicle needs.
- The ability to lease second hand vehicles from dealership stock if you can't find what you are looking for in a new vehicle. AutoSelect, FleetPartners used car sales division, provides high quality, ex-lease vehicles at discounted rates to friends and family

Innovation, Partnership, Service.
These principles drive everything we do.

Our people

Our strength is in our people.

Our promise to you is total
fleet partnership





Dennis Kelly – Managing Director FleetPartners New Zealand

Dennis is well known in both the finance and leasing industries in New Zealand and brings a wealth of experience and knowledge with him from over 30 years in the local market. With extensive experience in the vehicle leasing industry, Dennis previously spent 10 years as a senior executive then Managing Director of Hertz Fleetlease Limited. Prior to joining FleetPartners New, Dennis was CEO of Geneva Finance.



Barry Nicholson – Director, Sales and Marketing

Barry has 17 years commercial finance experience and 14 years leasing experience with an emphasis on sales and relationship management in both passenger and heavy commercial vehicles. Prior to the acquisition of Hertz Fleetlease, Barry worked as Head of Heavy Commercial Vehicles before moving into the position of New Zealand Manager - Sales and Marketing for the new entity. Barry joined FleetPartners in June 2007 after 6 years at Custom Fleet where he had held the positions of New Zealand Manager - Sales & Marketing and prior to that as New Zealand Sales Manager - Commercial Division.



Kelvin James - Operations Officer FleetPartners New Zealand

Kelvin began his career in Commerce and Industry after completing Accountancy training at Chartered Accountants Price Waterhouse Coopers. During his career, Kelvin has held senior regional financial positions at Hoechst and Johnson & Johnson, culminating in the role of Finance Director (UK and emerging markets) for microstrategy, a Nasdaq-quoted Company. In 2006, Kelvin joined FleetPartners Australia after moving from Europe and has most recently accepted a senior operational role in New Zealand. Kelvin is focused on aligning his strategy and vision to improve process efficiency and compliance. It is his belief this can be done through better understanding of customer needs and supplier networks.



Stuart Bindon – Group Business Technology Manager

Stuart joined FleetPartners as a contractor in January 2004 after spending nine years as IT Manager at Hertz Fleetlease, responsible for the installation and set up of their leasing system. In October 2004 Stuart was made a full-time employee and in 2007 was appointed the Group Business Technology Manager for both Australia and New Zealand. Before joining Hertz Fleetlease Stuart spent 11 years at Tip Top Ice Cream New Zealand and was responsible for implementing the manufacturing and financial systems. Stuart holds a Diploma in Business majoring in Information Systems.

Our Values

Our Values were created as a set of guidelines for the business by people within the business.

Learn for the future.



CREATIVITY



Our Vision

We strive to be the world's best provider of automotive-related mobility solutions by relentlessly challenging the status quo to continuously improve the customer experience.

Accountability

Be empowered, take ownership and commit to the outcome.

Teamwork

Make it easier for each other, so that together we succeed.

Integrity

Be honest, fair and do what you say you will do.

Creativity

Imagine possibilities and make the possible happen.

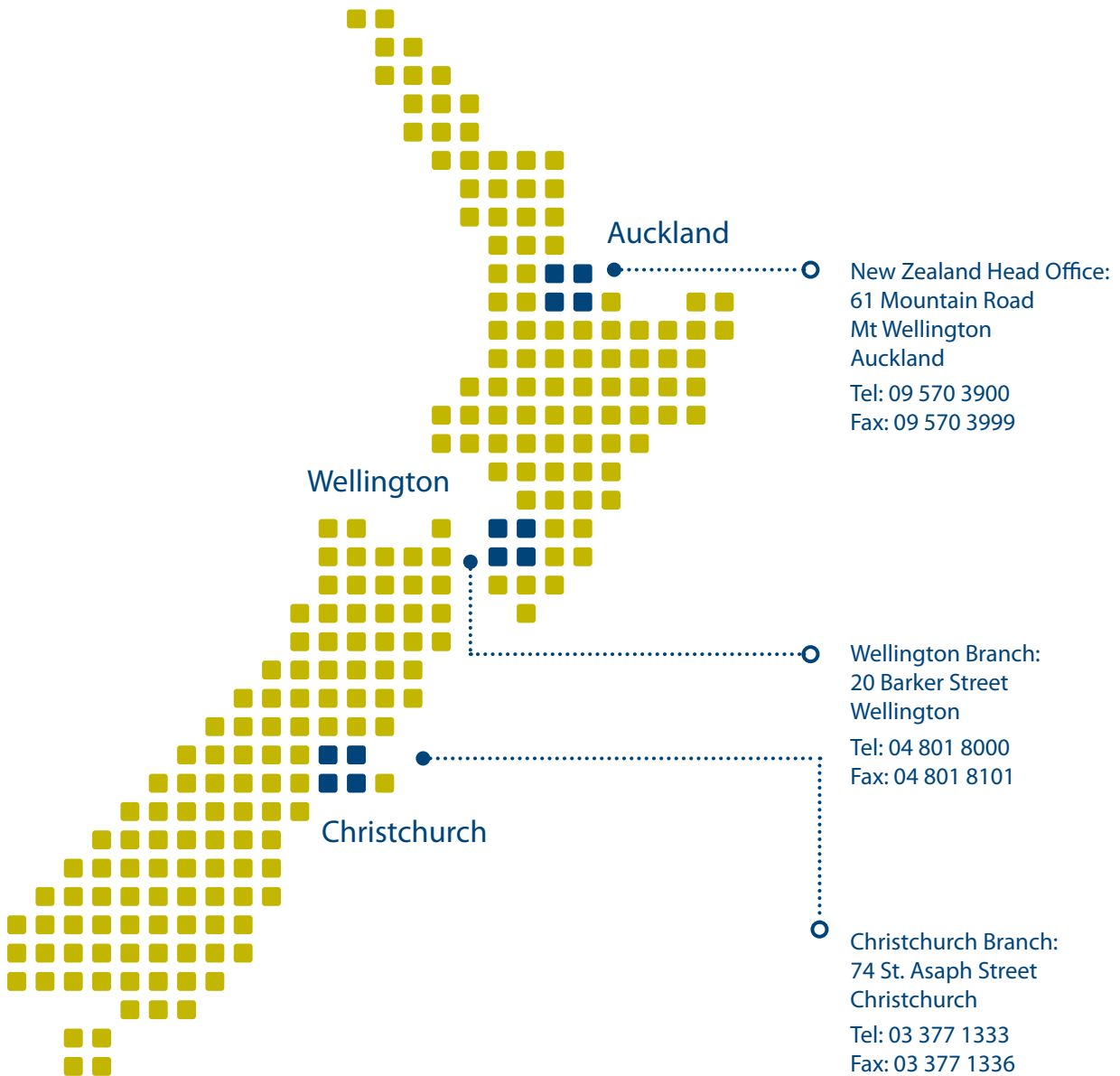
Ambition

Set ambitious goals and deliver them with passion, intellect and determination.



Location

FleetPartners New Zealand employ 115 with offices in Auckland (Head Office), Wellington and Christchurch. Additional to this we have regional representatives in Hamilton and Palmerston North.



0800 372 632
www.fleetpartnersnz.co.nz

Regional representatives
Hamilton
Palmerston North

Hours of operation

Office hours in Auckland, Christchurch and Wellington are:

Monday – Friday, 8:30am – 5:00pm

After hours coverage is provided by "First Assist".

All FleetPartners frontline sales personnel are provided with mobile phones for ease of contact.

Our "One Call" Accident Management service operates 24 hours, 7 days per week. This is administered by our partners "SurePlan".

FleetPartners provide a 24 hour Roadside Assistance.

