

Sebastiano Fedrigo

Leasys



21/10/21

BVRLA LEASING BROKER CONFERENCE 2021

LEASYS AT A GLANCE

Established 2001. Currently one of Europe's biggest integrated Mobility & Rental operators with circa **€3.5bn assets** and **330,000 vehicles** in fleet.



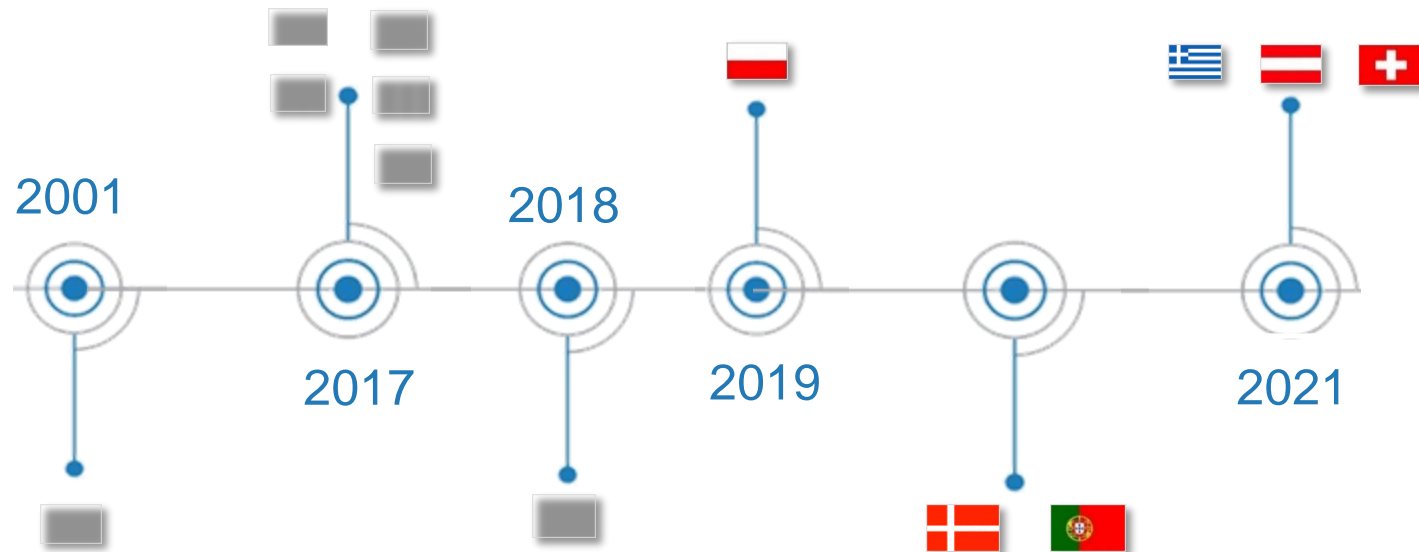
330,000 vehicles



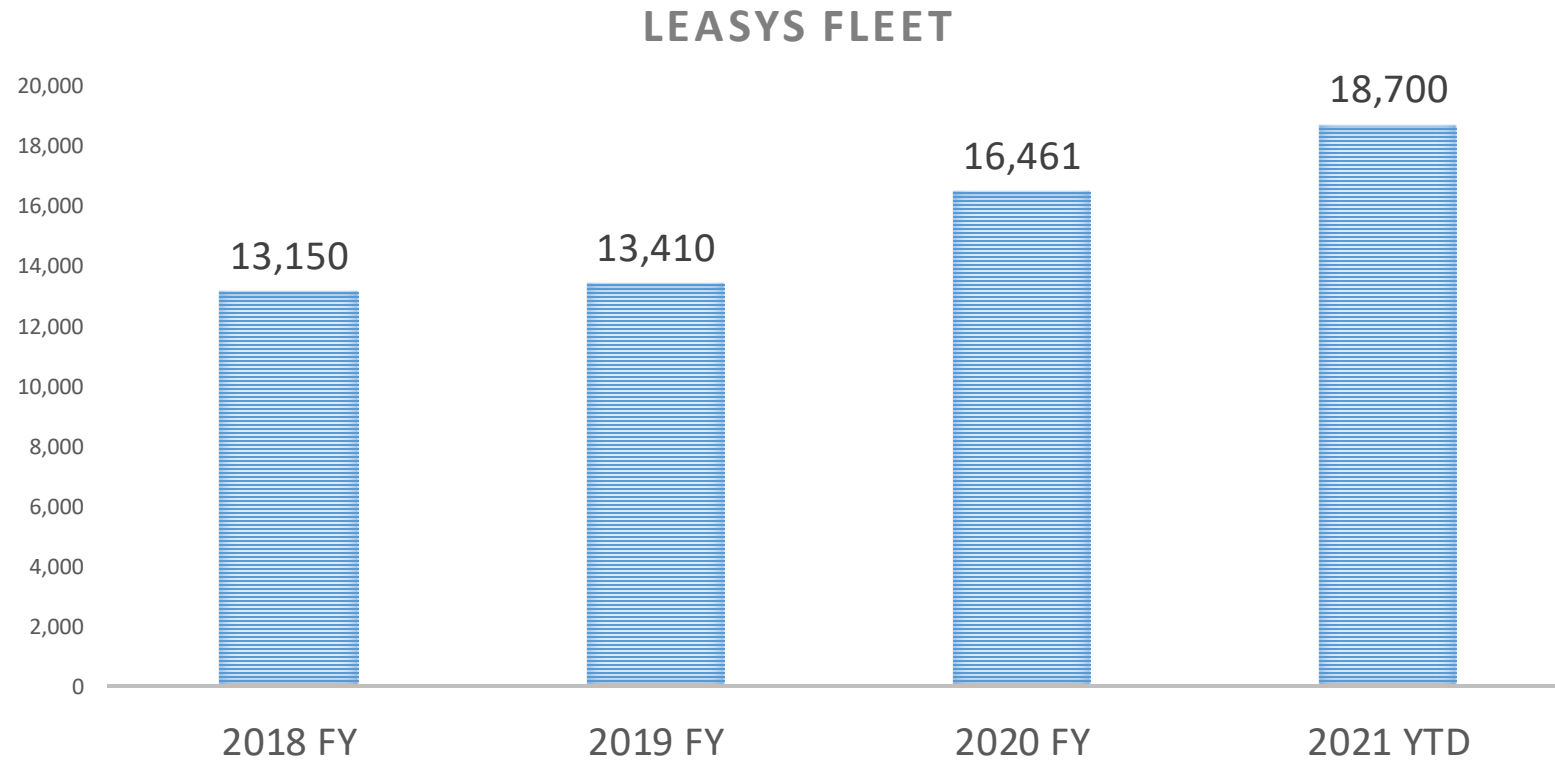
100,000 clients



Presence in 12 countries



LEASYS UK GROWTH



► Leasys UK has grown by 42% in the last **four years** rising to **16th place** in 2020 in the FN50 rankings.

INNOVATION AND EXPANSION



Stellantis Family Brands:



Non-Stellantis Family Brands:



LEASYS UK GROWTH



► On July 23rd 2021, Leasys confirmed its ambitions to operate as a 360-degree mobility pioneer as it reached a new and important milestone with the **acquisition of Easirent**.

BROKER PARTNER PORTAL

- ▶ On 26 May 2021 – Leasys launched their eagerly awaited Broker Portal.
- ▶ The portal is the **'go to'** resource for all broker partner related activities and supports our business partners in growing the broker business.
- ▶ To register your interest in joining our broker partner platform or if you are an existing Leasys broker and would like to learn more, please visit:

leasysbroker.co.uk



BROKER ONBOARDING



Broker Set-up Requirements

Dear Broker,

I am delighted to welcome you to Leasys UK. In order to ensure we can transact business with you as quickly as possible we now need to set-up your account. Please could you therefore complete all fields in the following forms and provide the additional information as detailed.

If you have any queries regarding the requirements, please do not hesitate to email us at campaigns@products.uk@leasys.com

The set-up process is simple, all you need to do is email (campaigns@products.uk@leasys.com) the required documentation detailed below using the "Requirement Checklist" as your header and we will do the rest. Thank you in anticipation of your prompt response.

We are looking forward to building a prosperous relationship with you over the coming years.

Yours sincerely,

Sebastiano Fedrigo
Managing Director
Leasys UK Ltd

- Enclaves:
1. Broker Details
2. Financial Conduct Authority (FCA) Share Document
3. Broker Bank Account Details

Leasys UK Ltd
240 Bath Road, Slough, SL1 4DX
Tel: +44 (0)344 561 4729
Registered in England & Wales
Registered Number 2385187

www.leasys.com

Calls may be monitored or recorded for security and quality purposes.
Leasys UK Ltd is authorised and regulated by the Financial Conduct Authority (FCA) 664883

3643 000 1094

Leasys UK Ltd Broker Terms & Conditions (TCV5.0)

In this Agreement:

(a) 'We', 'our' or 'us' shall mean Leasys UK Ltd, registered in England and Wales. (reg. No. 3385187) of 240 Bath Rd, Slough SL1 4DX.

(b) 'You' means the person, company or entity set out in the Offer Letter.

(c) 'CCA' means the Consumer Credit Act 1974.

(d) 'Finance Agreement' means both personal contract hire and business contract hire.

(e) 'FCA' means the Financial Conduct Authority

(f) 'BVRLA' means the British Vehicle Rental and Leasing Association.

(g) 'ICO' means the Information Commissioners Office.

(h) 'Offer Letter' shall be the most recent offer letter and/or campaign note that we agree in writing with you. The Offer Letter and these Terms and Conditions shall together be the 'Agreement'.

(i) 'Products' means any finance products, including Finance Agreements, which you may sell on our behalf to the customer.

(j) 'VRB' means Volume Related Bonus.

(k) Any reference to a 'vehicle' shall include a motor vehicle and when applicable a motor bike, caravan and motor home.

(l) Any reference to a statute or regulation shall include any amendment, modification or re-enactment and include all relevant statutory instruments.

You are authorised to sell our Products that are described in the Offer Letter in accordance with the terms of this Agreement.

1. Proposed Business

We are willing to receive, on an ongoing basis, business proposals from you for us to purchase vehicles from suppliers and for us to enter into Finance Agreements with customers in relation to those vehicles. We are under no obligation to accept any proposal submitted and enter into any Finance Agreements.

2. Commissions Commission:

Commission will be built into the customer quote produced by yourselves and will be paid to you per transaction when we have received your VAT invoice along with the correctly signed customer documentation, any requested proofs and satisfactory supplying dealer invoice and associated paperwork.

Volume Related Bonuses:

VRB shall be calculated and paid to you, in accordance to the thresholds specified within the Offer Letter.

Debit back of finance commission and VRB

We will debit back commission and VRB on any contracts in the first 12 months that are:

- (a) Early terminated directly by the customer or
- (b) Early terminated through the vehicle being written off.
- (c) Where vehicles have been repossessed following default by the customer.
- (d) Where we suffer a loss following fraud or misrepresentation by you or the customer.

The following claw back rates will apply:

- (a) Within the first 3 months – 100%
- (b) Between months 4-6 – 75%
- (c) Between months 7-9 – 50%
- (d) Between months 10-12 – 25%

All debit backs of commission and VRB to be made are repayable by you on demand.

Debit back queries

All queries with regard to debit backs of commission and VRB must be resolved within 3 months of the debit back being effected.

Periods and advance rental are variable and are dependent upon the status of the applicant. Our Products are available subject to satisfactory customer status.

3. Misselling

If there is a finding by a competent authority that you have acted in a manner contrary to the FCA principles of Treating Customers Fairly in relation to the sale of any Finance

Data Processing Conditions

Background

As we all know, GDPR comes into effect on 25 May 2018. We both process a great deal of Personal Data. We are Joint Controllers of much of the Personal Data of our Customers because together we "control" what happens to that Personal Data. These DP Conditions are being introduced because of GDPR which requires us to document what we do with our Personal Data in a written contract. These Data Processing Conditions ("DP Conditions") are the contract required under GDPR.

Please refer to Schedule 2 for the definitions and interpretation in these DP Conditions. The Broker and the Company are also each referred to as a "Party" and together as the "Parties". The provisions of Schedule 1 and Schedule 2 and any appendices to them are all part of the DP Conditions.

The Company may wish to market to our mutual Customers from time to time. As a result, you shall act as a Joint Controller for marketing purposes in the limited circumstances described below.

1. THE BROKER AS A FINANCE INTERMEDIARY

- A. We are Joint Controllers with you, usually, when you are acting (or have acted) in your capacity as a Finance Intermediary.
- B. We are also Joint Controllers for the Customer Personal Data that you process on the Company IT System, including the Personal Data of all New Customers and Existing Customers.
- C. You are solely responsible for processing Customer Personal Data, except when you process it on the Company IT System, when we share responsibility. When you process Customer Personal Data on an IT system other than a Company IT System, you are solely responsible for this. Similarly, if you store physical copies of documents containing Customer Personal Data, you are solely responsible for the Personal Data.
- D. When you first collect the Customer Personal Data and before it is transferred to us, you shall deliver and adequately explain the wording in the DPA Agreement to the Customer. If the Customer is present, you shall enable them to click "I Accept" or "I Do Not Accept". If they are not present, you undertake to ensure that all Customers have had the opportunity to review the wording in the DPA Agreement before the Customer Personal Data is sent to the Company. You shall also record their acceptance for audit purposes.
- E. When you process Customer Personal Data on the Company IT System, you shall do so securely, in accordance with DP Laws and in accordance with the Company's Information Security Policy.
- F. We are responsible for the Company IT System and we make this available to you to carry out the Business Activities. We expect you to keep the Company IT System safe and secure and you shall, in respect of the Shared Personal Data, comply with the requirements regarding security of processing set out in DP Laws (as applicable to Data Controllers) together with our Information Security Policy.
- G. If you have any software or application which integrates with the Company IT System ("Broker IT System"), you are solely responsible for any Customer Personal Data that is delivered from it to the Company IT System. Further, the Company is not responsible for the accuracy of any of the Customer Personal Data delivered from the Broker IT System.
- H. You accept that you are fully liable to the Company for any damage or loss caused (a) to the Company IT System caused by the Dealer IT System and (b) by your use of the Dealer IT System.

2. MARKETING

OUR LAWFUL BASIS OF PROCESSING CUSTOMER DATA FOR MARKETING

Existing Customers (proposed prior to 25 May)

We are relying on our 'legitimate interests' to market to our customers. We are also relying on our Customers' soft opt-in. What does this mean?

When our Customers signed their finance agreements with us, they consented to receiving marketing communications and they were given an opportunity to opt-out. We are relying on this. This option to opt-out is also known as a 'soft opt-in' (under the e-Privacy Regulations 2003).

We have updated our Customers in our new Customer Privacy Policy on how we process their Personal Data and they have been given new easy ways to opt-out of marketing. All future marketing communications by email and SMS will also give our customers the option to opt-out.



Thank you

