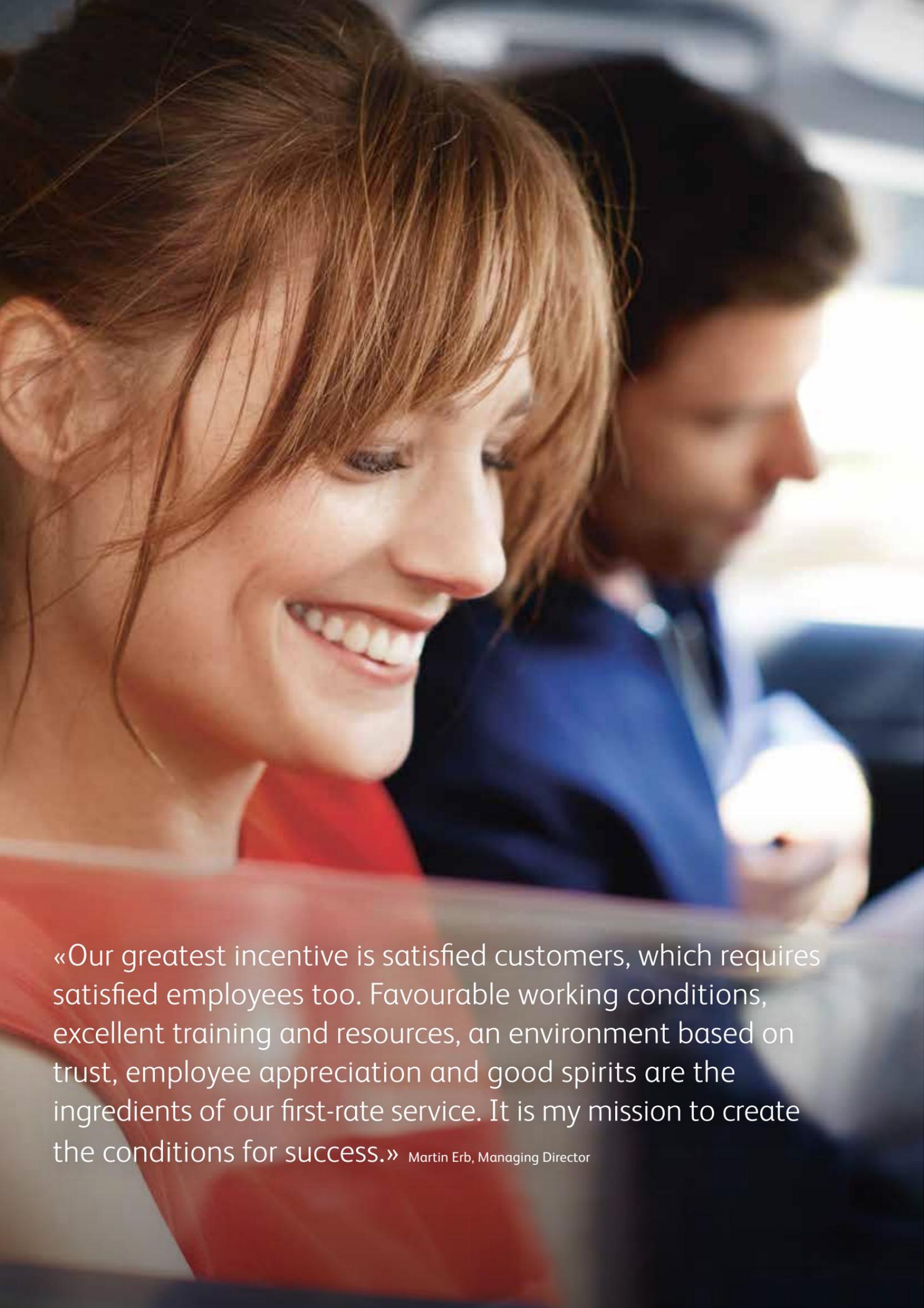


Alphabet – your partner  
for tailor made business  
mobility solutions



«Our greatest incentive is satisfied customers, which requires satisfied employees too. Favourable working conditions, excellent training and resources, an environment based on trust, employee appreciation and good spirits are the ingredients of our first-rate service. It is my mission to create the conditions for success.» Martin Erb, Managing Director

Alphabet is a global provider of business mobility solutions for company cars of all brands. The company was established in the UK in 1997, and has been operating in Switzerland since 1999.

We work relentlessly to provide your company with innovative and individual mobility solutions. Well-developed financing and fleet management products are supplemented by forward-looking business mobility solutions. Many years of experience enable us to optimise the costs of your fleet, handle residual value and operational risks and create maximum cost transparency and security for you.

Our products are designed for both local small and medium-sized companies as well as large international corporations, and are tailored to your individual needs. For companies with fewer than 10 vehicles, we offer attractive and transparent standard products that enable you to benefit from carefree and time-saving management of your company fleet.

## Our products – tailored to your needs

We propose tailored financing for your fleet, take on the task of fleet management and offer innovative car sharing, eMobility solutions and much more.

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#### Financing

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- Finance Lease
- Sale and Leaseback

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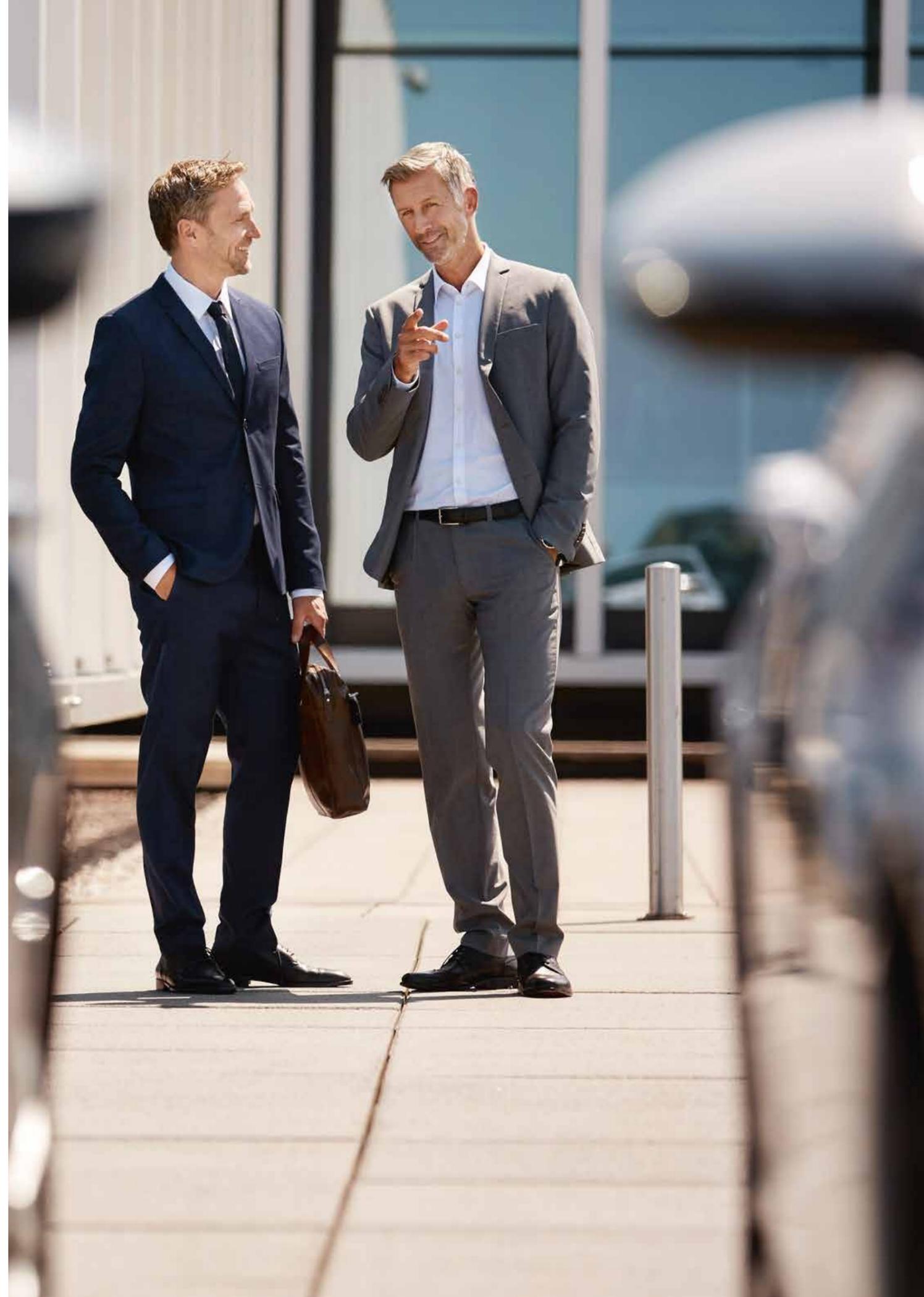
#### Fleet Management

- Maintenance and Repair
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# Financing



Operating  
Lease



Finance  
Lease



Sale and  
Leaseback

## Choose the right financing for your fleet

Purchasing a fleet requires you to invest your own capital, which is then no longer available for other activities. Besides this, a fleet is expensive to run and maintain. As regularly used operating assets, expenses are not accounted for on an accrual basis in the income statement for straight-line depreciation.

With full-service leasing, you benefit from financial flexibility and monthly costs can be accounted for on an accrual basis in the income statement. In addition, you substantially lower your risks and keep internal day-to-day administrative work for your fleet to a minimum. Alternatively, we also offer finance leasing or the option for you to sell your vehicle fleet through sale and leaseback.

## Operating Lease



Operating leasing allows you to create your own modular service package. We then use this as the basis to calculate the total cost of the vehicle over the lease period and define the contractual lease fee. The fixed monthly amount simplifies your budget planning, helping you to save valuable time and reduce your risk. With a closed-end lease, the monthly amount covers all your costs.

- ✓ Leasing model with no hidden costs
- ✓ No residual value risk
- ✓ Closed-end lease for servicing, repair, tyres and insurance
- ✓ Leasing costs are operating costs and therefore tax deductible\*
- ✓ No impact on equity ratio\*
- ✓ Fixed monthly amount simplifies budget planning

\*This can vary depending on the form of accounting you use.



## Finance Lease



With finance leasing, we take responsibility for raising capital and acquiring passenger or light commercial vehicles on your behalf. The services you need are already included in the monthly lease fee payments. As with operating leasing, Alphabet allows for finance leasing with a closed-end lease. This means that the costs of maintaining your fleet are included, together with the costs for tyres and insurance, and you will not be required to provide capital for any unforeseen additional costs.

- ✓ No need to raise capital, no credit risk
- ✓ Closed-end lease for servicing, repair, tyres and insurance
- ✓ Residual value guaranteed by a third party
- ✓ More time and peace of mind thanks to resale arrangements
- ✓ Leasing costs are operating costs and therefore tax deductible\*
- ✓ Purchase option at end of agreement

\*This can vary depending on the form of accounting you use.

## Sale and Leaseback



With sale and leaseback, you sell your existing fleet to Alphabet, but retain rights of use via a lease agreement. This arrangement enables you to benefit from the advantages of leasing straight away. It provides you with more financial freedom for your core business, offers tax benefits, enables you to save time, reduces risk and eases the burden on your balance sheet, an attractive feature for potential investors.

- ✓ Release of capital
- ✓ Lease costs are tax deductible
- ✓ No impact on equity ratio\*
- ✓ Fixed monthly amount simplifies budget planning
- ✓ Faster modernisation of fleet
- ✓ Save time by concentrating on your core business
- ✓ No residual value risk

\*This can vary depending on the form of accounting you use.

# Fleet management



Our fleet management – convenient, simple and efficient

Did you know that in the case of most contracts with a residual value risk there is more risk than residual value at the end?

Thanks to our many years of experience, we find the best solution for guaranteed cost-effectiveness. Using stringent cost control mechanisms, we optimise your internal costs over the long run and ensure trouble-free operation of your vehicle fleet with our comprehensive expertise, customer-oriented processes and advanced services.

Since our range of services is modular, you can combine individual service components for an optimal cost-benefit ratio.





## Maintenance and Repair



Our specialists keep the big picture in mind and check service and repair enquiries for your vehicle fleet. With our partner network, we guarantee services of the highest quality as well as quick, hassle-free processing.

- ✓ Handling of cost control for all maintenance and repair work
- ✓ Choice between closed-end and open-end leases
- ✓ First-class quality for a fixed price
- ✓ Cost guarantee enables reliable budgeting
- ✓ Top-quality work thanks to a selected partner network
- ✓ Quickly locate partner garages thanks to the service partner search feature in the AlphaGuide app

## Tyres



Alphabet tyre management takes care of changing tyres once a certain mileage has been reached. In addition, our partners professionally change your summer and winter tyres, guaranteeing safe driving conditions no matter what the season.

- ✓ Verified tyre replacement suitable to type of use
- ✓ Choice between closed-end and open-end leases
- ✓ Optional professional tyre storage
- ✓ Optimal cost-effectiveness thanks to framework agreements with service partners
- ✓ Cashless payment of tyre changes thanks to the Alphabet Service Card
- ✓ Tyres from premium manufacturers
- ✓ Quickly locate the right tyre partner thanks to the service partner search feature in the AlphaGuide app

## Fuel



The use of our fuel management service allows drivers to easily refuel vehicles using a personal fuel card – no cash required. We also reduce your administrative work by taking care of payments and sending you a continuously consolidated monthly invoice of all fuel purchases.

- ✓ Cashless processing and less administrative work
- ✓ Large network of petrol stations with various domestic and international partners
- ✓ Reporting of fuel consumption
- ✓ Continuous monitoring of mileage
- ✓ Optional purchase of vehicle-related products such as motor oil, screenwash and deicing fluid, as well as the motorway vignette
- ✓ Quickly locate the right fuel partner thanks to the service partner search feature in the AlphaGuide app

## Insurance



Alphabet provides an individual cost analysis for all relevant insurance products (liability, third-party or fully comprehensive cover, parking damage, passengers) and negotiates the best terms and conditions on your behalf. The premiums for your fleet insurance apply for the entire leasing period, and are included in your monthly lease fee payments – it doesn't get any simpler or more convenient than that.

- ✓ Comprehensive, independent and expert advice
- ✓ Fleet policy with pre-negotiated tariffs
- ✓ Negotiation of individual policy based on specific needs

## Online Services



As fleet manager, you want to manage your company fleet in an efficient and cost-effective way. To do so, you need to be thoroughly informed about your fleet at all times. Alphabet offers a large selection of intelligent online tools and detailed reports to keep you up to date. At the same time, your drivers benefit from helpful and practical online functions such as claims re-reporting, fuel card blocking and replacement, reimbursement forms, FAQs, and also various downloads.

- ✓ Time savings: generate reports about costs or contract-related conditions in real time with just one click
- ✓ Regular updates and 24-hour online access
- ✓ Aggregated information processing
- ✓ Processing of enquiries and requests 24 hours a day, seven days a week

## Claims



Our claims management service offers you comprehensive accident management. In addition to the services provided by Alphabet Assistance, which also includes driver assistance, the claims management service will coordinate the towing service for you. It also takes care of providing a courtesy vehicle, agreeing on repairs with garages and negotiating with insurance companies.

- ✓ Provision, organisation and outlay for rental cars, towing service, assessors and garage
- ✓ Pre-financing for damage caused by an accident
- ✓ Reduction in time off the road, processing times and repair times

## Breakdown Service



Alphabet Assistance offers your drivers a free 24-hour helpline. In the event of a breakdown, you only need to phone the helpline to use a wide range of services in Switzerland and throughout Europe. This includes coordinating the towing service, providing a courtesy vehicle and much more.

- ✓ 24-hour helpline, seven days a week
- ✓ Assistance in Switzerland and abroad
- ✓ Guaranteed mobility

## Rental Service



Alphabet's rental car service ensures you remain mobile at all times. This also includes times when you need a vehicle on short notice for a new employee or when you require courtesy vehicles for interim use because there are no fleet vehicles available. Our international partner network guarantees delivery of courtesy vehicles within a short period of time at the desired location.

- ✓ Guaranteed mobility
- ✓ 24-hour rental car hotline
- ✓ Customer service includes international partner network



# Mobility Solutions



## Mobility made easy

The world is in a state of change. New values, changing mobility patterns and increasing urbanisation call into question conventional drive concepts and pose entirely new challenges to mobility. Developments in society demand not just new concepts of mobility, but a holistic un-derstanding of what mobility is.

Discover the benefits of intelligent mobility management and let Alphabet help you handle the complexity of fleet management. When it comes to mobility, we are ahead of the curve and offer economically and ecologically opti-mised, innovative mobility solutions.

## AlphaGuide



The service app from Alphabet offers intelligent solutions for every driver – from comprehensive accident reporting in the event of a claim to cash expense claims, a search feature for fuel and service partners, a 24-hour service hotline with expert representatives and much more.

- ✓ Overview of the most important contract information
- ✓ Damage claims
- ✓ Cash expense claims
- ✓ Search feature and GPS navigation to garage, petrol station and tyre partners
- ✓ Click-to-call feature for round-the-clock assistance in the event of an accident or breakdown
- ✓ Free download in the iTunes App Store and Google Play Store

## AlphaDrive



Your employees are your top priority, which is why they should be offered a convenient, affordable and safe mobility solution, not only at work but also for private use. AlphaDrive gives your employees, including those without company car authorisation, the opportunity to privately lease a vehicle from Alphabet with special leasing conditions.

- ✓ Package for employees without company car authorisation
- ✓ Transparent leasing models with no hidden costs
- ✓ Special conditions
- ✓ Enhance your company's attractiveness as an employer

## AlphaElectric



With AlphaElectric, we assist you from day one in all eMobility matters and offer you a 360-degree eMobility solution. Our comprehensive advising approach and flexible full-service offer ensure smooth integration of eMobility into your existing fleet.

- ✓ NElectrification potential analysis of current fleet
- ✓ Long-term business mobility solutions
- ✓ Cost savings and tax benefits

## Light Commercial Vehicles



Compact dimensions, large storage capacity and dynamic acceleration – in terms of versatility and flexibility, light-duty vehicles are in a league of their own. Since vans weighing up to 3.5 tonnes only require a category B driving licence, this type of vehicle is especially beloved in logistics.

As one of the leading leasing and full-service specialists, we offer innovative solutions for all vehicle makes and models, including environmentally friendly and cost-effective electric vehicles. The combination of Alphabet's individual advising, first-rate leasing conditions and professional allround service creates a package that offers added value and a range of benefits.

- ✓ Livery
- ✓ Installation costs included in lease fee
- ✓ Handling of installation logistics and complete, direct delivery by the manufacturer/garage
- ✓ Inspection and processing of service invoices
- ✓ Detailed van damage catalogue

