

## Leasys reinforces its position in Portugal

- **Leasys, a leading player in the medium and long-term rental market, and a joint venture between Stellantis and Crédit Agricole Consumer Finance, unveils its forward-thinking strategy for Portugal.**
- **Following the recent acquisition of ALD Automotive, today Leasys Portugal holds the second position in the Country with a managed fleet of 31,000 vehicles and over 4,200 customers.**
- **Leasys Portugal focuses its strategy on providing the best-in-class customer experience and comprehensive electric mobility solutions.**
- **The brand-new service MY EVO, the most complete and innovative solution for electric vehicles, was officially presented today.**

Lisbon, November 20, 2023 - An important media event took place today for Leasys, the leading player in the medium and long-term rental market and a joint venture between Stellantis and Crédit Agricole Consumer Finance. In the beautiful setting of Lisbon, Leasys unveiled its forward-thinking strategy for Portugal and presented the new team in a market that represents a strategic asset for the Group.

In the media event Leasys Group was represented by **Sebastiano Fedrigo, International Markets & Business Development Director**, who commented: *“Our figures confirm our growth — and they are the result of a clear strategic plan; we are keenly attuned to the evolving dynamics of the automotive market and customer expectations. Leasys’ mission is to become the leading mobility provider in Europe that promotes innovative, flexible solutions, and we intend to do this by putting the customer at the center. The acquisition of ALD Automotive’s activities in Portugal finalized in August accelerates the development of the Company in strategic markets, in line with the ambitions of being ranked among the European leaders in automotive leasing arena. This acquisition had led Leasys one step closer to achieve its ambitious target of more than one million vehicles in fleet by 2026”.*

### **Leasys Portugal: the ambitious strategy to become a key player in the market**

Leasys is ranked second in the Portuguese market, aspiring to accelerate the development of the company focusing on customer satisfaction and leadership in electric mobility solutions.

*“All the work done until today would not have been possible without my valuable team – commented **Nuno Jacinto, Leasys Portugal Country Manager** – Leasys Portugal can count on 150 employees which provides our 4,200 customers a high-quality customer experience. This dedication to excellence is a testament to our human-centric approach, ensuring the highest standards of customer satisfaction. Our*

*numerous certifications reflect our relentless pursuit of excellence in the automotive industry, responding to the evolving needs of our customers.”*

By 2026, Leasys Portugal aspires to become a key player in the Portugal market; to achieve these goals, Leasys Portugal leverages on Stellantis dealer network, partnerships, direct sales, and digital channels to promote its products, offering customers and fleet managers autonomous control over vehicles and fleets, supporting them in the management of services connected to the rental contract thanks to its advanced development in telematics platforms.

*“Providing a range of flexible leasing and rental products and services to different customers implies following strategic pillars, including a multi-channel and multi-brand approach, a full product & service catalogue, and advanced digitalization – commented **Fernando Sousa, Leasys Sales Director** – Leasys has the right combination of products, resources and team of expert to best meet the corporate fleet needs as well as small medium enterprise requests”.*

#### ***Innovative and flexible products and services***

Leasys Portugal offers a wide range of advanced solutions for medium and long-term rental and fleet management thanks to an innovative and flexible catalogue of products and services which can satisfy the customer with tailor-made rental solutions and provide them with the greatest flexibility.

*“Our approach it’s not only related to offer traditional rental formulas but also a wide range of innovative mobility solutions that are unique in the market. Our products meet specific customer needs and are complemented by services for a truly “driving experience” - explained **Ricardo Amaro, Leasys Portugal Marketing & Communication Director**.*

This customer-centered and fail-safe approach has given life to unique products in the sector such as **Be Free**, the long-term rental solution which allows one to return the car after a year with no penalties; **AS NEW**, the Leasys used-vehicle rental that promotes the circular economy and ensures accessibility of rental offers to different target customers; and **Leasys PRO**, which offers customized commercial vehicles based on each client’s needs. Moreover, the solutions developed by Leasys ease the green transition thanks to constantly more integrated and eco-sustainable mobility solutions, as demonstrated by the **UNLIMITED** rental formula dedicated to eco-friendly products with unlimited kms. All of Leasys’ solutions can be enhanced by a set of services for driving hassle-free, like third-party, theft and accident coverage, road assistance, ordinary and extraordinary maintenance, tires service and vehicle replacement.

Leasys is also investing economical and human resources in a digitalization process, paying special attention to large companies and Fleet Managers by offering them various digital services that make fleet management more efficient. For example, **MyLeasys** digital platform allows fleet managers to remotely take a global and dynamic view of their entire fleet and the included services.

### **Leasys MY EVO**

Leasys is at the forefront of the electrification transition in the mobility market. All of Leasys' solutions dedicated to electric and electrified vehicles include benefits connected to zero-emissions rentals and can be customized by choosing from a rich series of dedicated products as well as green services.

As a market leader, Leasys is committed to driving the shift towards sustainable mobility, reflecting its core value of caring for the future.

A mission that is perfectly embodied by "My Evo", officially introduced to the Portuguese market at today's event in Lisbon. The service represents a comprehensive and innovative solution for electric vehicles, and it will be available starting from the coming days. An integrated set of services and functions that includes facilitated services for electrification such as the "E-switch" function, expert advice and support, reporting of consumption allocation to users; Wallbox for both home and business recharge, CEME charging card for both public and private network.

In a few words, My Evo is a complete charging eco-system to deliver seamless electric vehicle charging and energy management.

A launch that is perfectly in line with Leasys' ambition to provide its customers with the most comprehensive solutions for electric mobility, driving market change.

### **Leasys**

*Leasys, a joint venture between Stellantis and Crédit Agricole Consumer Finance, offers mobility solutions which range from medium-term and long-term rentals to management systems for company fleets, guaranteeing efficient, rational, safe and sustainable mobility. Created out of the merging of two leading companies in the sector, Leasys and Free2Move Lease, the new company is ranked fourth on the European market and has established itself as a pioneer of the new idea of fluid, integrated and global mobility designed for private individuals, professionals and companies of all shapes and sizes. Leasys boasts of an initial managed fleet of 850,000 vehicles which is already operational in 11 European*



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*countries: Italy, Spain, France, The UK, Germany, Belgium, The Netherlands, Portugal, Poland, Luxembourg, and Austria.*

**For further information**

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