

# Leasys S.p.A.

## Key Rating Drivers

**Stellantis' Captive Fleet Lessor:** Fitch Ratings placed Leasys S.p.A.'s Issuer Default Rating (IDR) on Rating Watch Positive (RWP) in January 2022 in view of the reorganisation of Stellantis N.V.'s (BBB-/Positive) captive finance providers. Leasys will be spun off from FCA Bank S.p.A. (BBB+/RWP) and combined with Free2Move Lease, the long-term rental business of the former PSA group. Credit Agricole S.A. (CA; A+/Stable) and Stellantis will each own a 50% stake in the resulting entity, with over 800,000 vehicles in its combined fleet at end-2021.

**Support Drives IDRs:** Leasys's IDR is based on the availability of potential support from its ultimate parent, CA, as part of FCA Bank (its direct 100% shareholder and a 50/50 joint venture (JV) between CA and Stellantis) and as CA's competence centre for long-term car rental. The RWP reflects that Leasys' Long-Term IDR will be upgraded to the lower end of the 'A' category upon completion of the transaction, due to the materially broader franchise of the resulting entity and because CA will be able to support it directly and independently from FCA Bank.

**Post-Reorganisation Shape Still Unclear:** The magnitude of the upgrade will depend on Leasys' organisational structure, JV agreements, assessed role within and integration with CA, among other factors, once the corporate reorganisation is completed.

**IDR Aligned with FCA Bank:** Fitch Ratings equalises Leasys' and FCA Bank's IDRs to reflect that, in its view, any extraordinary support from CA to Leasys would be part of, and would not be over and above, that provided by CA to the FCA Bank as a whole, until the completion of the reorganisation. This considers Leasys' high operational integration into FCA Bank as well as cross-default clauses, Leasys' explicit inclusion in the JV agreements and Leasys' strategic role.

**Rating Above the Sovereign:** Leasys' ratings are not constrained at the level of Italy's sovereign rating (BBB/Stable), because Leasys is not a regulated financial institution and sits outside FCA Bank's regulatory perimeter and also because it has no direct exposure to Italian sovereign risk. However, Leasys's rating is currently equalised with that of FCA Bank, which Fitch caps at two notches above the sovereign rating, because it is an integrated subsidiary.

**CA's Fleet Lessor:** Leasys is the rental and mobility services provider of the FCA Bank Group. It is Italy's leader in long-term car rental and is present in 12 other European markets, with a fleet of about 390,000 vehicles at end-2021. Following the completion of the reorganisation, Leasys will have a pan-European presence and plans to grow, supported by the long-term market trend from direct car ownership towards leasing and rental alternatives.

**Leverage, Funding Constrain Standalone Profile:** Fitch believes that Leasys' standalone profile is constrained by its high leverage (with a gross debt-to-tangible equity of 19x at end-2021). This means that Leasys' independent funding access would not be on terms as competitive as those it has as part of CA. Leasys' sound profitability, moderate credit risk and medium-term growth prospects make it an important contributor to CA's performance, underpinning our assessment of the support willingness following the reorganisation.

## Rating Sensitivities

**Completion of the Reorganisation:** Fitch will upgrade Leasys' Long-Term IDR and Shareholder Support Rating (SSR) to the lower end of the 'A' and 'a' categories after the completion of the reorganisation. Fitch could resolve the Rating Watch affirming the ratings at their current level, if the reorganisation of Stellantis' captive finance providers is not implemented. Fitch would review the ratings if the reorganisation changes materially from what has been communicated.

**Change in FCA Bank's IDR:** Until the transaction's completion, Leasys' Long-Term IDR is equalised with that of FCA Bank. Fitch would upgrade Leasys if FCA Bank was upgraded.

## Ratings

### Foreign Currency

Long-Term IDR	BBB+
Short-Term IDR	F1
Shareholder Support Rating	bbb+

### Sovereign Risk

Long-Term	BBB
Foreign-Currency IDR	
Long-Term Local-Currency IDR	BBB
Country Ceiling	AA

### Outlooks and Watches

Long-Term Foreign-Currency IDR	Watch Positive
Shareholder Support Rating	Watch Positive
Sovereign Long-Term Foreign-Currency IDR	Stable
Sovereign Long-Term Local-Currency IDR	Stable

## Applicable Criteria

Non-Bank Financial Institutions Rating Criteria (January 2022)

## Related Research

[Fitch Maintains Leasys' 'BBB+' IDR on Watch Positive \(April 2022\)](#)

[Fleet Leasing Bolsters French Banks' Profits Amid Low Rates \(February 2022\)](#)

[Fitch Places Leasys' 'BBB+' IDR on Watch Positive \(January 2022\)](#)

[Fitch Upgrades Italy to 'BBB'; Outlook Stable \(December 2021\)](#)

[Fitch Revises Leasys' Outlook to Stable on Similar Action to Parent \(November 2021\)](#)

[Fitch Revises Credit Agricole's Outlook to Stable; Affirms at 'A+' \(October 2021\)](#)

## Analysts

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### Ratings Navigator

Institutional Support		Value		
Parent IDR		A+		
Total Adjustments (notches)		-3		
<b>Institutional Support:</b>		<b>BBB+</b>		
Support Factors (negative)	Equalised	1 Notch	2+ Notches	
<b>Parent ability to support and subsidiary ability to use support</b>				
Parent/group regulation		✓		
Relative size	✓			
Country risks		✓		
<b>Parent Propensity to Support</b>				
Role in group		✓		
Potential for disposal		✓		
Implication of subsidiary default		✓		
Integration		✓		
Size of ownership stake				✓
Support track record		✓		
Subsidiary performance and prospects	✓			
Branding				✓
Legal commitments		✓		
Cross-default clauses				✓

Bar Chart Legend	
Tick Colours - Influence on final VR	
■	Higher influence
■	Moderate influence
■	Lower influence

### Significant Changes

#### Reorganisation of Stellantis' Captive Finance Providers

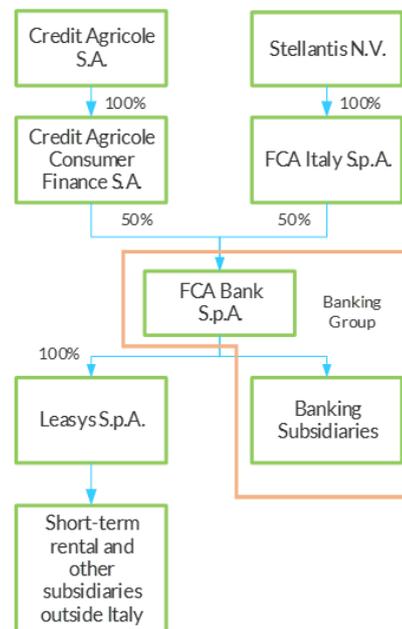
Stellantis announced on 17 December 2021 a reorganisation of its captive finance JVs with CA, BNP Paribas S.A. (A+/Stable) and Santander Consumer Finance S.A. (A-/Stable). The relevant agreements were signed in April 2022 and the reorganisation should be completed during 1H23 once the required authorisations have been obtained.

As part of the reorganisation, Leasys will spin off Leasys Rent (27,000 cars at end-2021) and its short-term rental and new mobility services (e.g. car-sharing) to FCA Bank. The spin-off should also include Leasys' Mobility Stores and charging points for electric cars. Leasys will then be spun off from FCA Bank and its shares will be held directly by its existing ultimate shareholders, CA and Stellantis. Leasys will also be combined with Free2Move Lease, which comprises the rental assets of the former PSA group spread across various legal entities (mostly in France).

The resulting entity will likely retain Leasys' existing management team, but its future name and legal domicile are still uncertain. It will focus on 10 markets in Western Europe out of Leasys' 12 existing markets, because fleet leasing in Greece and Denmark will remain with FCA Bank (1.5% of Leasys' total assets at end-2021). The size of the balance sheet and the leverage of the entity following the transaction have not been disclosed yet, but we expect that matching funding lines will also be provided alongside the assets of Free2MoveLease.

In Fitch's view, CA's propensity to support Leasys will increase after the reorganisation, due to Leasys' materially broader and strong growth prospects in the car-finance segment franchise (i.e. plans to reach one million cars in the fleet within three years), whose strategic importance for CA is increasing. Fleet lessors have become an increasingly relevant growth driver for large French banks (i.e. ALD S.A. for Societe Generale S.A. and Arval Service lease S.A. for BNP Paribas S.A.), supporting their revenue diversification into higher-yielding segments with manageable downside risks from residual value risk and increasing reliance on wholesale funding. CA's fleet leasing business operated on a smaller scale than its main domestic competitors until this reorganisation (ALD will have over three million vehicles after the acquisition of LeasePlan Corporation N.V., while Arval had about 1.5 million vehicles at end-1H21).

#### Company Structure at End-1Q22



Source: Fitch Ratings

**Italy Upgraded on Improved Economic Performance and Prospects**

In December 2021, Fitch upgraded Italy’s Long-Term IDR by one notch to ‘BBB’ with a Stable Outlook. Fitch expects Italy’s GDP to grow by 2.7%, despite the economic impact of the Russian-Ukrainian war, and reach pre-pandemic levels in 3Q22. High vaccination rates, high levels of private sector savings and the use of EU funds should support growth dynamics. However, disruption in the form of higher energy costs, supply-chain disruption, and the suspension of some Russian activities due to sanctions and the war in Ukraine, is likely to subdue Italian business activity for the months ahead.

**Production Bottlenecks Reduce New Lease Origination, but Keep Prices High**

Supply constraints due to microchip shortages affected car production in 2021, but resulted in tight inventory in major markets as demand remained robust, supporting strong pricing and improved profitability. Financed volumes of fleet lessors remained thus stable despite fewer car deliveries, while gains on disposal increased materially owing to higher prices for used cars.

We expect that the global demand for cars will continue to recover in 2022, although remaining below its 2019 levels. Production disruptions from microchip shortages will likely persist and, together with inflationary pressure from commodity prices, could further increase car prices.

**Shareholder Support Rating**

**Subsidiary Performance Balances JV Structure**

Sound profitability, moderate credit risk and medium-term growth prospects have enabled Leasys to contribute strongly to CA’s performance in recent years and already underpin Fitch’s assessment of support propensity. In Fitch’s view, this will mitigate the JV structure with significant influence from the other shareholder, Stellantis. However, the extent of the notching down from CA’s Long-Term IDR, including its potential narrowing to one notch, will depend on Leasys’ performance after the reorganisation and may be gradual.

**Role within FCA Bank Underpins Support from CA Before Reorganisation**

CA’s willingness to support Leasys is due to FCA Bank’s strategic importance for CA. The implications of a default by Leasys would include high reputational risk for FCA Bank and cross-default clauses on its third-party debt. A default would also be detrimental due to Leasys’ role as FCA Bank’s key growth driver.

**Brief Company Summary**

**FCA’s Captive, but Not Exclusive, Car Lessor**

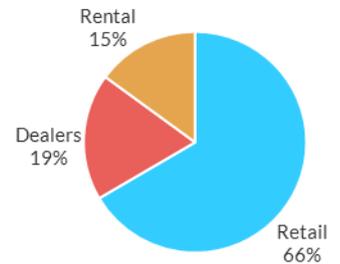
Leasys is Stellantis’ captive long-term car lessor in western Europe for its former Fiat Chrysler Automotive (FCA) brands (about 75% of its fleet). Fleet management solutions for SMEs have been offered by Stellantis (then FIAT) since 1995, but the current organisational structure was put in place between 2010 and 2013. Leasys’ business origination still leverages on FCA’s dealers and FCA Bank, but it is increasing its autonomous outreach, including non-FCA brands (Peugeot and non-Stellantis brands account for about a quarter of its fleet). Following the corporate reorganisation, Leasys will cater to all of Stellantis’ brands.

**Multi-Channel, Multi-Product Offer**

Leasys offers different mobility solutions and related products. Leasys’ core offer is traditional long-term leasing (93% of the fleet by vehicles) to corporate and individual clients (evenly split). Different products are independently branded depending on the target (ie corporate or retail) and on the format (eg immediate delivery, fleet-wide management systems). Clients are mainly corporates or self-employed professionals, but the individual retail segment is growing quickly.

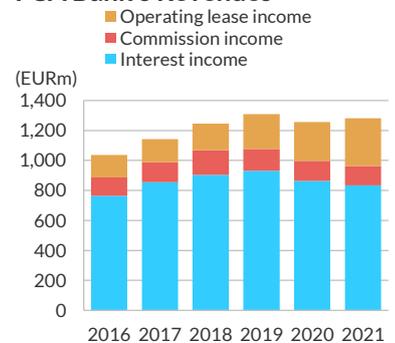
Leasys offers also short-term rental at airports and other short-term products (e.g. car-sharing and car subscriptions), which will be spun off under Leasys Rent and will remain with FCA Bank. Subscription services allow clients access to vehicles in multiple locations for a fixed monthly rent, with different car types, availability and usage (exclusive up to 90 days or for a few hours).

**FCA Bank's Business Lines by Portfolio at End-2021**



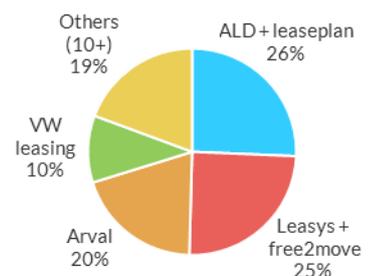
Source: Fitch Ratings, FCA Bank

**FCA Bank's Revenues**



Note: Operating Lease Income is net of operating costs and depreciation charges  
Source: Fitch Ratings, FCA Bank

**Market Share in Italy**



Data: Market share by cumulative new leased cars between 2018 and 2021. Companies in others have each less than 5% market share  
Source: Fitch Ratings

**Market Leader in Italy, Growing International Profile**

Leasys is the market-leading car lessor in Italy (22% share by new cars leased between 2018 and 2021, 25% including Free2Move Lease), in line with the combined share of ALD and LeasePlan. This partly reflects Stellantis’ franchise in Italy, but also strong growth and investments in long-term leasing in recent years.

Since 2017, Leasys has been expanding outside Italy, exploiting the presence of FCA Bank. Leasys is now present in 11 foreign markets in western Europe, accounting for about 30% of its fleet. However, it does not have a leading position abroad yet.

**Qualitative Assessment Factors**

**Operating Environment**

**Growing Adoption of Operational Leasing**

European companies are increasingly adopting operational leasing (i.e. long-term rental) to manage their car fleets as this allows the externalisation of non-core costs and of risks stemming from the companies’ fleets. Retail clients are also shifting to long-term rental for similar reasons and also due to a diminishing need for direct car ownership in large urban areas. We expect that the adoption of long-term rental by retail clients will increase after the crisis as more clients will shift from asset ownership to mobility services with a lower initial monetary commitment. The post-pandemic decrease in large urban areas could threaten this trend, but we believe that such a decrease may happen only over a much longer horizon, if at all.

**Unregulated Business**

Leasys is neither prudentially regulated nor included in FCA Bank’s banking perimeter, although it is included in the consolidated financial statements. FCA Bank’s regulatory requirements are linked to the “related party” nature of Leasys (eg FCA Bank’s risk-weighted assets include the book value of Leasys’ equity) and mainly affect the extent of FCA Bank’s exposure to Leasys (the sum of equity and non-equity funding from FCA Bank to Leasys is capped at 15% of FCA Bank’s capital). Leasys’ is subject to regulation mostly over client data protection and car maintenance.

**Management & Strategy**

**Close Integration with FCA Bank**

Leasys’ management, including its new CEO Rolando D’Arco and CFO Nikos Chamodrakas, has a good degree of depth, experience and credibility. Strategy has been mainly defined at FCA Bank’s level until now, but this will change due to Leasys’ spin-off. CA and Stellantis are directly involved with one representative each on the four-person board of Leasys (the other two are Leasys’ and FCA Bank’s chief executives); Leasys’ finance and risk functions are closely supervised by FCA Bank, where CA appoints the chief financial officer and the head of credit.

**Risk Appetite**

**FCA Bank and CA Lead Risk Management Framework**

Leasys’ risk management function is highly integrated into that of FCA Bank, which is monitored at the level of CA. FCA Bank’s risk appetite framework mirrors that of CA’s. Leasys’ policies and scorecards are decided centrally by FCA Bank. Leasys’ risk controls focus on operational and credit risk, in line with its less complex business model. Residual-value risk is assessed quarterly against the evolution of the market for used cars, ensuring that FCA Bank can resell them on the secondary market. Low specific provisions for residual-value risk reflect a consistent record of positive re-valuation gains from the sale of used cars (there was a 69% gain on disposals in 2021).

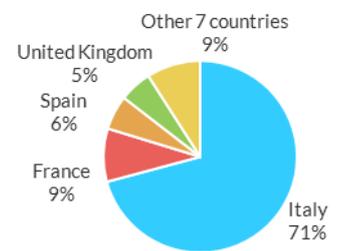
**Financial Metrics**

**Asset Quality**

**Moderate Impact from Coronavirus-Induced Crisis**

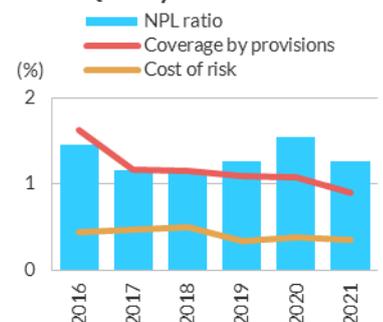
Impaired leases were 1.3% of the total at end-2021 and should stay at this level in the medium term. Leasys’ portfolio is by its nature backed by hard collateral, ensuring swift repossession when borrowers default (with a cost of risk of 0.4% on average between 2016 and 2021).

**Geographic Presence**



Data: Country exposure by outstanding portfolio at end-2021  
Source: Fitch Ratings

**Asset Quality**



Data: NPL ratio and Coverage by Provisions based on end-period outstanding, while Cost of Risk on average outstanding during period  
Source: Fitch Ratings

Coverage of problem leases by reserves is high (71% at end-2021), which is adequate given the presence of marketable collateral (i.e. vehicles). The portfolio is sufficiently granular, but growth in recent years has been concentrated (largest exposure was 9.2% of total fleet at end-2021, from 4.3% at end-1H20). There is limited visibility on the asset quality of Free2Move Lease.

**Adequate Management of Residual-Value Risk**

Leasys uses conservative impairment policies, which consistently result in gains on disposal of used cars (EUR39 million in 2021). The portfolio exposed to residual value risk amounts to EUR2.8 billion, of which 84% is directly borne by Leasys and the rest by the car manufacturers. Impairments cover 1% of residual-value risk at end-2021, which is appropriate, in Fitch’s view, as conservative impairment policies reduce the impact of fluctuations in used cars sale prices.

**Earnings & Profitability**

**Modest Profitability, but Low Risks**

Leasys’ modest profitability reflects the low credit risk of its portfolio and its role in promoting Stellantis’ car sales. Portfolio yield, net of depreciation, remains high (6% in 2021) and we do not expect material pressure despite modestly increasing competition in the sector. The access to Stellantis’ networks keeps operating costs low, while the provision of leasing-as-a-service to CA in France and Italy will increase fee income in the medium term. There is limited visibility in the profitability of Free2Move Lease, but we do not expect a significant discrepancy.

**Capitalisation & Leverage**

**Capital Optimisation and Regulation Lead to High Leverage**

Leasys’ high balance-sheet leverage (gross debt/tangible equity of 19x at end-2021, from 54x at end-2020) reflects FCA Bank’s centralised capital management, which optimises its capital allocation in favour of the regulated banking group. Cash-flow leverage is materially lower (5.6x at end-2021), but is a complementary metric (not core) under Fitch’s rating criteria for fleet lessors.

Leasys’ equity base is currently limited by regulation from the Central Bank of Italy in terms of related-parties exposures, as Leasys is outside the regulatory perimeter of FCA Bank. This means that the equity base of Leasys, plus any direct non-equity funding from FCA Bank, cannot exceed 15% of FCA Bank’s capital. FCA Bank has refrained from excessive capital distributions, in Fitch’s view, and Leasys’ dividends were aimed mainly at avoiding a possible breach of the related-party regulation, by limiting the size of Leasys’ equity base.

Neither Leasys nor FCA Bank are expected to pay dividends before the completion of the reorganisation in 1H23, at which point the capital structure and leverage of Leasys will become clear. Fitch expects that leverage will remain high, but decrease significantly in line with other bank-owned fleet lessors.

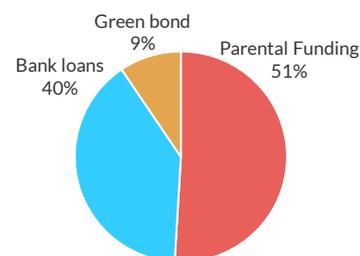
**Funding & Liquidity**

**CA Underpins Funding, but Promotes Diversification**

Leasys sources about 50% of its total non-equity funding from CA (EUR2.7 billion out of total EUR5.3 billion at end-2021), but plans to diversify in line with CA’s group-wide strategy for its subsidiaries. Leasys issued its EUR500 million debut bond in July 2021.

At the same time, Fitch believes funding support from CA, if needed, would be timely and adequate, since Leasys is explicitly mentioned in FCA Bank’s funding agreement (part of the JV agreements) as an eligible party to draw up to 60% of the total CA’s funding available for the FCA Bank group. The funding agreement states that CA’s funding will be constant and available, priced at market terms and sized to fill the needs of Leasys even in the most stressful scenarios. It will remain valid until the completion of the reorganisation, when it will be likely replaced by a similar JV agreement.

**Funding Sources at end-2021**



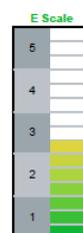
Source: Fitch Ratings, Leasys

Environmental, Social and Governance Considerations

Credit-Relevant ESG Derivation			Overall ESG Scale		
Leasys S.p.A. has 6 ESG potential rating drivers			key driver	0 issues	5
<ul style="list-style-type: none"> <li>Leasys S.p.A. has exposure to regulatory risks, emissions fines or compliance costs related to owned equipment, which could impact asset demand, profitability, etc. but this has very low impact on the rating.</li> <li>Leasys S.p.A. has exposure to fair lending practices; pricing transparency; repossession/foreclosure/collection practices; consumer data protection; legal/regulatory fines stemming from any of the above but this has very low impact on the rating.</li> <li>Governance is minimally relevant to the rating and is not currently a driver.</li> </ul>			driver	0 issues	4
			potential driver	6 issues	3
			not a rating driver	5 issues	2
				3 issues	1

Environmental (E)

General Issues	E Score	Sector-Specific Issues	Reference
GHG Emissions & Air Quality	3	Regulatory risks, emissions fines or compliance costs related to owned equipment, which could impact asset demand, profitability, etc.	Operating Environment
Energy Management	2	Investments in or ownership of assets with below-average energy/fuel efficiency which could impact future valuation of these assets	Risk Profile
Water & Wastewater Management	1	n.a.	n.a.
Waste & Hazardous Materials Management; Ecological Impacts	1	n.a.	n.a.
Exposure to Environmental Impacts	2	Impact of extreme weather events on assets and/or operations and corresponding risk profile & management; catastrophe risk; credit concentrations	Business Profile; Asset Quality



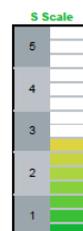
How to Read This Page

ESG scores range from 1 to 5 based on a 15-level color gradation. Red (5) is most relevant and green (1) is least relevant.

The Environmental (E), Social (S) and Governance (G) tables break out the individual components of the scale. The right-hand box shows the aggregate E, S, or G score. General Issues are relevant across all markets with Sector-Specific Issues unique to a particular industry group. Scores are assigned to each sector-specific issue. These scores signify the credit-relevance of the sector-specific issues to the issuing entity's overall credit rating. The Reference box highlights the factor(s) within which the corresponding ESG issues are captured in Fitch's credit analysis.

Social (S)

General Issues	S Score	Sector-Specific Issues	Reference
Human Rights, Community Relations, Access & Affordability	2	n.a.	n.a.
Customer Welfare - Fair Messaging, Privacy & Data Security	3	Fair lending practices; pricing transparency; repossession/foreclosure/collection practices; consumer data protection; legal/regulatory fines stemming from any of the above	Operating Environment; Risk Profile; Asset Quality
Labor Relations & Practices	2	Impact of labor negotiations, including board/employee compensation and composition	Business Profile; Management & Strategy; Earnings & Profitability, Capitalization & Leverage; Funding, Liquidity & Coverage
Employee Wellbeing	1	n.a.	n.a.
Exposure to Social Impacts	2	Shift in social or consumer preferences as a result of an institution's social positions, or social and/or political disapproval of core activities	Business Profile; Earnings & Profitability



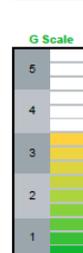
The Credit-Relevant ESG Derivation table shows the overall ESG score. This score signifies the credit relevance of combined E, S and G issues to the entity's credit rating. The three columns to the left of the overall ESG score summarize the issuing entity's sub-component ESG scores. The box on the far left identifies some of the main ESG issues that are drivers or potential drivers of the issuing entity's credit rating (corresponding with scores of 3, 4 or 5) and provides a brief explanation for the score.

Classification of ESG issues has been developed from Fitch's sector ratings criteria. The General Issues and Sector-Specific Issues draw on the classification standards published by the United Nations Principles for Responsible Investing (PRI) and the Sustainability Accounting Standards Board (SASB).

Sector references in the scale definitions below refer to Sector as displayed in the Sector Details box on page 1 of the navigator.

Governance (G)

General Issues	G Score	Sector-Specific Issues	Reference
Management Strategy	3	Operational implementation of strategy	Management & Strategy
Governance Structure	3	Board independence and effectiveness; ownership concentration; protection of creditor/stakeholder rights; legal/compliance risks; business continuity; key person risk; related party transactions	Management & Strategy
Group Structure	3	Organizational structure; appropriateness relative to business model; opacity; intra-group dynamics; ownership	Business Profile
Financial Transparency	3	Quality and timing of financial reporting and auditing processes	Management & Strategy



CREDIT-RELEVANT ESG SCALE	
How relevant are E, S and G issues to the overall credit rating?	
5	Highly relevant, a key rating driver that has a significant impact on the rating on an individual basis. Equivalent to "higher" relative importance within Navigator.
4	Relevant to rating, not a key rating driver but has an impact on the rating in combination with other factors. Equivalent to "moderate" relative importance within Navigator.
3	Minimally relevant to rating, either very low impact or actively managed in a way that results in no impact on the entity rating. Equivalent to "lower" relative importance within Navigator.
2	Irrelevant to the entity rating but relevant to the sector.
1	Irrelevant to the entity rating and irrelevant to the sector.

Unless otherwise disclosed in this section, the highest level of ESG credit relevance is a score of '3'. ESG issues are credit-neutral or have only a minimal credit impact on Leasys, either due to their nature or the way in which they are being managed. For more information on Fitch's ESG Relevance Scores, visit [www.fitchratings.com/esg](http://www.fitchratings.com/esg).

As support-driven issuers have strong linkages to their support providers, the ESG Credit-Relevance Scores assigned to the 'supported' subsidiaries often mirror those of their corporate and financial institution parents. This reflects our opinion that many of the ESG elements at the parent level are credit relevant for the subsidiary.

Thus, Leasys' scores mirror those of FCA Bank, which in turn are mostly aligned with those of CA. Both Leasys and FCA Bank differ from CA with scores for "GHG Emissions" at '3' and "Energy Management" at '2', reflecting their focus on the automotive industry.

## Income Statement

(EURm)	2021	2020	2019	2018	2017	2016
Leasing contract revenues	834	703	629	396	335	300
Leasing contract depreciation	-607	-524	-484	-303	-272	-236
Leasing contract costs - financing	-12	-27	-26	-14	-13	-17
<b>Leasing contract margin</b>	<b>216</b>	<b>151</b>	<b>120</b>	<b>79</b>	<b>49</b>	<b>46</b>
Services revenues	484	413	385	336	287	260
Cost of services revenues	-465	-378	-337	-231	-206	-212
<b>Services margin</b>	<b>19</b>	<b>34</b>	<b>47</b>	<b>106</b>	<b>81</b>	<b>48</b>
Proceeds of cars sold	95	61	59	30	40	85
Cost of cars sold	-56	-56	-49	-46	-35	-81
<b>Car sales result</b>	<b>39</b>	<b>5</b>	<b>10</b>	<b>-16</b>	<b>4</b>	<b>3</b>
<b>Gross operating income</b>	<b>274</b>	<b>191</b>	<b>177</b>	<b>168</b>	<b>135</b>	<b>98</b>
Personnel expenses	-64	-52	-49	-28	-24	-24
Other operating costs	-20	-20	-18	-36	-29	-12
Depreciation, amortization, and impairment losses	-14	-13	-10	-18	-11	-19
<b>Total operating expenses</b>	<b>-98</b>	<b>-84</b>	<b>-77</b>	<b>-81</b>	<b>-64</b>	<b>-55</b>
Impairment charges on receivables	-15	-13	-10	-13	-7	-5
Non-recurring income (expenses)	0	0	0			
<b>Result before income tax</b>	<b>161</b>	<b>93</b>	<b>90</b>	<b>73</b>	<b>64</b>	<b>37</b>
Income tax	-38	-7	1	11	-2	-4
<b>Result for the year</b>	<b>123</b>	<b>87</b>	<b>91</b>	<b>85</b>	<b>62</b>	<b>34</b>
<b>EBITDA</b>	<b>808</b>	<b>671</b>	<b>619</b>	<b>427</b>	<b>372</b>	<b>329</b>
Adj. EBITDA	187	134	125	106	88	73

Source: Fitch Ratings, Leasys S.p.A.

Leasys has published audited consolidated financial statements according to IFRS covering the fiscal years 2021, 2020 and 2019. Leasys also prepares IFRS-compliant consolidated financial data, which are used as an input in FCA Bank's audited financial statements (published on a semi-annual basis and covering also prior fiscal years).

It also publishes annually its audited standalone financial statements under Italian local GAAP, which are the source for the periods before 2019 in these tables. These statements consolidate about 86% of total group assets at end-2019 and represent the main operating entity (Italy plus Spain, Germany, Denmark and Belgium). Some subsidiaries outside of Italy are instead captured only through the book values of their equity.

## Balance Sheet

(EURm)	2021	2020	2019	2018	2017	2016
Cash & equivalents	683	132	161	15	5	4
Net rental fleet	4,072	3,322	3,039	2,085	1,520	1,136
Trade receivables	891	832	618	472	435	413
Other receivables	603	380	379	333	251	23
Financial assets	5	0	2	9	16	15
Equity participations	0	0	0	86	70	0
Fixed assets	41	48	41	7	66	0
Intangible assets	143	128	102	20	19	17
Tax assets	93	131	83	52	51	20
Other assets	51	26	31	n.a.	n.a.	n.a.
<b>Total assets</b>	<b>6,583</b>	<b>5,000</b>	<b>4,456</b>	<b>3,079</b>	<b>2,435</b>	<b>1,628</b>
Borrowings	5,306	3,931	3,416	2,464	1,902	1,160
Lease liabilities	35	41	39	n.a.	n.a.	n.a.
Trade payables	607	561	545	354	294	294
Derivative financial instruments	5	13	12	n.a.	n.a.	n.a.
Provisions	12	18	20	12	8	17
Pension liabilities	7	7	7	3	3	3
Tax liabilities	65	78	35	4	3	5
Other liabilities	158	100	65	48	40	31
<b>Total liabilities</b>	<b>6,195</b>	<b>4,749</b>	<b>4,139</b>	<b>2,884</b>	<b>2,251</b>	<b>1,509</b>
<b>Equity</b>	<b>388</b>	<b>251</b>	<b>317</b>	<b>195</b>	<b>184</b>	<b>119</b>

Source: Fitch Ratings, Leasys S.p.A.

## Summary Analytics

(%)	2021	2020	2019	2018	2017	2016
<b>Asset quality metrics</b>						
Impaired leases/gross leases	1.3	1.6	1.3	1.1	1.2	1.5
Loans loss allowances/impaired loans	70.8	69.3	86.0	100.0	100.0	112.0
Loans impairment charges/average gross loans	0.4	0.4	0.3	0.5	0.5	0.4
<b>Earnings and profitability metrics</b>						
Pre-tax income/average assets	2.8	2.0	2.2	2.7	3.1	2.5
Pre-tax income/average equity	50.4	32.9	34.7	44.5	40.9	32.1
Operating expenses/net revenues	35.8	44.2	43.6	46.4	45.7	52.9
Depreciation expenses/total revenues	5.2	6.9	5.7	11.4	13.3	13.5
Interest income/average gross leases	6.2	5.6	9.2	10.8	10.5	10.9
Interest expense/average debt	0.3	0.7	0.7	0.8	0.9	1.6
<b>Capitalization and leverage metrics</b>						
Gross debt/tangible equity (x)	19.1	53.8	20.3	17.7	13.5	14.3
Debt/equity (x)	13.7	15.7	10.8	12.6	10.5	9.8
Tangible equity/tangible assets	4.3	1.5	4.0	4.6	6.0	5.1
Gross debt/EBITDA (x)	5.6	6.0	5.7	6.0	5.4	3.8
<b>Funding and liquidity metrics</b>						
Unsecured debt/total debt	100.0	92.1	88.6	84.6	76.2	85.7
ST debt/total debt	38.0	47.2	84.1	52.7	46.0	20.9
Parental funding/total debt	50.9	65.8	60.0	57.7	47.6	42.9

Source: Fitch Ratings, Leasys S.p.A.

Asset quality and funding ratios are based on Leasys' consolidated management accounts. The ratios for 2018 and prior periods are based on Leasys' audited standalone financial statements under Italian local GAAP, while those for 2021, 2020 and most of those for 2019 are based on Leasys' audited consolidated financial statements according to IFRS. Pre-tax income/average assets, pre-tax income/average equity, interest income/average gross leases and interest expense/average debt for 2019 are based on Leasys' audited standalone financial statements under Italian local GAAP.

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