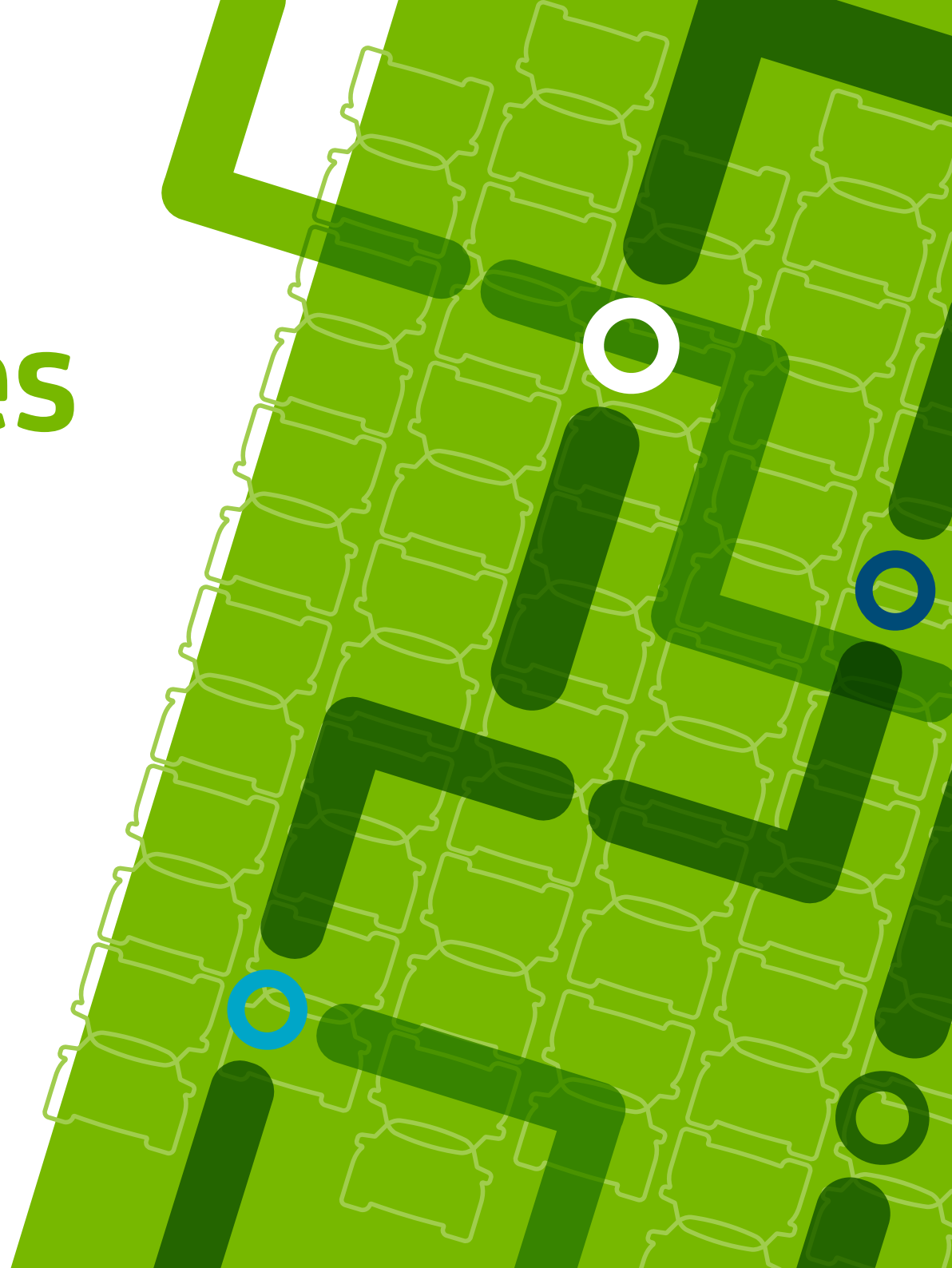


Welcome to **Car Choices** from Lex Autolease

Boost benefits for your employees.
Drive cost efficiencies across your fleet.
Support your sustainability goals.



Smarter, greener – and highly competitive too

Now available to more employees*, Car Choices transforms your car scheme into an outstanding rewards package that's better for you, your people and your business.

Bringing together **Company Car, Personal Car Leasing and Green Salary Sacrifice** into one blended solution, Car Choices could meet the mobility needs of your employees – empowering you to deliver benefits right across your business.



Smarter

Boost your employee recruitment and retention with a first-rate car benefits package.



Greener

Support your environmental goals with the latest low emission vehicles at attractive prices.



Highly competitive

Your business could benefit from tax efficiencies, while your employees could enjoy great rates and special offers.



More accessible

With three cost-effective ways to drive a new car, you could help your employees find a funding option that's tailored to their needs.

The benefits stack up quickly. That makes Car Choices great news right across your business.

The UK's number one

Why choose Lex Autolease? With the country's largest leasing company by your side, Car Choices could give you a real competitive edge.

You'll benefit from our unrivalled insights, data and expertise in government regulations, sustainability and more. Add in our innovative fleet management platform, Lex Autolease Interactive, and you're equipped with everything you need that could turn your fleet into one of your business' top-performing resources.

So, when it comes to selecting an expert to transform the way your business moves, the choice couldn't be simpler.



* Subject to business eligibility, status, terms and conditions. Employees must be aged 18 and over with a full UK driving license. Personal Car Leasing is a regulated product and additional eligibility, terms and conditions apply, see page 7.

Future-proof the mobility of your business

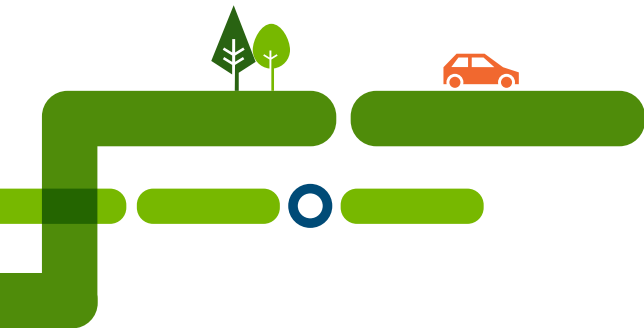
Smarter, greener and highly competitive – Car Choices offers a mobility solution that could work for your employees* today and tomorrow.

Why update your car scheme now? The fact is the way your business moves is changing. To meet the wide-ranging needs of today's employees, from commuters and grey fleet drivers to those who qualify for a Company Car – your business could offer an equally wide range of vehicles and funding options. **The solution? Car Choices.**

Move your business forward, today

Keep reading to find out more, or speak to our experts now.

0800 012 1234



An increasing number of company car drivers now opt for a cash allowance.¹ Your car scheme needs to work for them too.

68% of employees in the UK drive to work² and with more people looking to purchase a car³, this number is expected to increase. Cars are essential to the future of your business.

12 million UK drivers are considering switching to an EV by 2022.⁴ The time to go green is now.

* Subject to business eligibility, status, terms and conditions. Employees must be aged 18 and over with a full UK driving license. Personal Car Leasing is a regulated product and additional eligibility, terms and conditions apply, see page 7.

¹ <https://www.fleetnews.co.uk/fleet-management/cash-converters>

² https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/870647/tsgb-2019.pdf

³ Green Flag as quoted in Car Dealer Magazine: <https://cardealermagazine.co.uk/publish/sales-new-used-cars-get-boost-survey-reveals-two-thirds-plan-avoid-public-transport/196810>

⁴ <https://www.uswitch.com/gas-electricity/news/2020/09/07/electric-cars-and-energy-bills/>



Why Car Choices?



Company Car



Personal Car Leasing



Green Salary Sacrifice



Speak to our experts

Choose a smarter fleet with lower costs

No two businesses are the same, so we tailor our Company Car offering* to meet the needs of the one that really matters. Yours.

With our 'right fleet, right vehicle, right time' approach, you get a more holistic view of your fleet costs – all backed up by our wealth of data and expertise. So you can deliver benefits right across your business.



Lower cost

Support your financial goals with reductions in employers National Insurance Contributions (NICs), lease rental restrictions and fuel costs.



More rewards

Boost your HR strategy by preserving or enhancing driver choice to keep employees happy.



Less carbon

Be more sustainable by transitioning to a zero-carbon fleet at the right pace for your business.

Our approach, your advantage

Better results start with a better approach. And our 'right fleet, right vehicle, right time' methodology is proven to deliver a Company Car fleet that's smarter, greener and more cost effective.

Here's how it works

First, we discover – our expert analysts look at your Company Car operation to get a clear picture of what's going on and the vehicles you offer drivers.

Then we review – evaluating the fuel mix across your fleet, the type of journeys drivers make, and how it all connects to your business plan.

Finally, we adapt – tailoring our advice to suit your goals and the way your fleet moves in the real world.

We call this our 'right fleet, right vehicle, right time' approach.

Because that's exactly what you get: a mobility strategy that's just the right fit for your business.

*Terms, conditions, fees and charges apply.

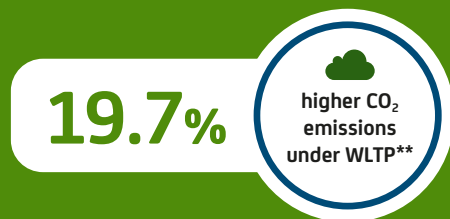




What could regulation changes mean for your drivers?*

Recent research¹ shows us that an average petrol, diesel or hybrid car will see increases under new government rules:

Zero-emission cars, meanwhile, will benefit from considerable reductions in BiK tax:³



1% in 2021-22



2% in 2022-25



Our experts will help you take full advantage of these new rules and more.

* Information accurate at the time of production, November 2020.

** Worldwide Harmonised Light Vehicle Test Procedure.

¹ Cap HPI and Fleet News: <https://www.fleetnews.co.uk/news/fleet-industry-news/2020/04/01/budget-2020-analysis-shows-true-company-car-cost>

² <https://www.cap-hpi.com/newsroom/view/new-blog-post-897>

³ HM Treasury as quoted in Fleet World: <https://fleetworld.co.uk/bik-car-tax-rates/>



Uncover savings opportunities with Whole Life Cost

Make your fleet more cost-effective by getting to know the true cost of running your Company Cars – not just the lease price.

Let's face it, operating a fleet is a major expense. In fact, there's a good chance it's among the top five items on your company's balance sheet. So, it pays to look at your cost breakdown in detail.

Lower price, higher performance

By analysing your fleet data, we can review everything that goes into keeping your Company Car fleet on the road:

- Lease costs
- Disallowed VAT
- Fuel
- Employers NICs
- Lease rental restrictions

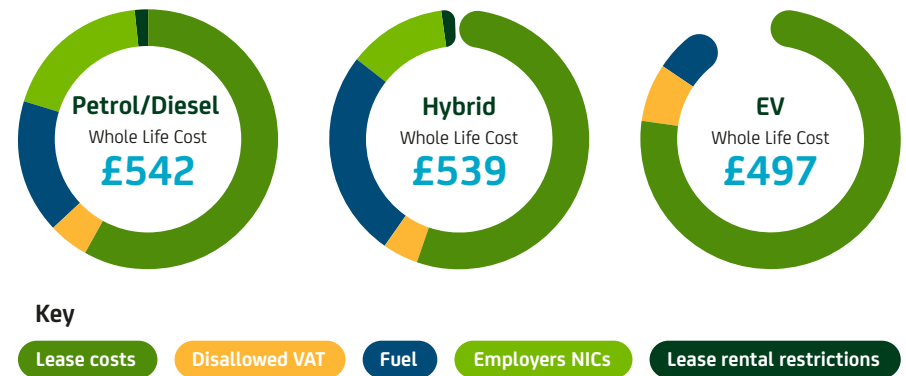


Together, these add up to what we call a vehicle's Whole Life Cost*. As you can see on the right, a Whole Life Cost policy shows you where your money is really going. So, you can make smarter choices about your fleet – and strike the perfect balance between price and performance.

And there's more. When you start accounting for fuel costs, greener cars begin to look very attractive. Which can play a major role in reaching both your sustainability goals and your financial targets. That's a real win-win.

WLC supports both your HR rewards and finance objectives and helps you transition to a greener fleet.

WLC comparison of three vehicles across Petrol/Diesel, Hybrid and EV variants**



'Whole Life Cost policy shows you where your money is really going.'

* Terms, conditions, fees and charges apply.

** Vehicles compared are: Petrol/Diesel, Nissan Qashqai 1.5 dCi 115 Acenta Premium 5dr DCT – Hybrid, Hyundai Kona Hatchback 1.6 Gdi Hybrid Se 5dr DCT – EV, Hyundai Kona Electric Hatchback 100kw Premium 39kwh 5dr Auto [10.5kw Charger]. Figures correct at time of publication, November 2020.

Boost your rewards package with employee special offers

For the commuter who wants a car with the most up-to-date technology and safety features. For the person looking for a cost-effective way to drive the latest vehicle. For the one who just wants a great-value way into a new car. Personal Car Leasing could deliver for a wide range of your permanent employees*.

With a corporate discount on top of our already great rates, your permanent employees could lease a new car from Lex Autolease at an affordable price, with a fixed monthly cost.

Quick and easy to implement, it can do a whole lot of good for your business:



Boost your rewards package

And provide permanent employees with access to a great benefit.



Shrink your carbon footprint

By helping permanent employees access upgrades to the latest cars, you could reduce your workforce's environmental impact.



No extra cost

As a consumer hire product the lease contract is held in the driver's name,* so providing access to Personal Car Leasing comes at no additional expense to your business.

More choice for more employees

Personal Car Leasing gives your permanent employees access to special offers on a wide range of makes and models, from small city cars right up to SUVs. Which means that the needs and tastes of your people are catered for.

This isn't just a neat workplace perk either. With access to new cars with the latest fuel-efficient technology, they'll have the opportunity to reduce their environmental impact. So Personal Car Leasing could benefit both your people and the planet.

Personal Car Leasing boosts your employee rewards package at no extra cost to your business.



Over 2/3 of UK employees commute by car.¹ Personal Car Leasing is a perk they'll enjoy every day.



Following COVID-19, more people plan to avoid public transport or buy a car to get around.²

* Available to permanent employees of selected companies, UK residents, 18 and over. Subject to status, application and credit acceptance. Contract hire provided by Lex Autolease Limited. No ownership option. Excess mileage and vehicle return conditions apply.

¹ https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/870647/tsgb-2019.pdf

² Green Flag as quoted in Motor1.com: <https://uk.motor1.com/news/432192/brits-consider-car-commute-coronavirus/>



Why Car Choices?



Company Car



Personal Car Leasing



Green Salary Sacrifice



Speak to our experts

No extra cost, no hassle, just a great reward

Every business runs on talent. And a rewarding car scheme that's open to permanent employees* can really make yours stand out.

Here's why your employees will love Personal Car Leasing:

- **Special offers** on selected vehicles.
- **The latest vehicles** from a range of makes and models.
- **Fixed monthly rental** so it's easier to plan ahead.
- **Flexible contract lengths and mileage** to suit their needs.
- **Peace of mind** with optional maintenance** and breakdown cover.
- **Everything in one place** so drivers can manage their vehicle online, 24/7.
- **Car delivered** via an approved local dealer, ready to drive.



It couldn't be simpler

With Personal Car Leasing, you can count the benefits without counting the costs. From the initial search, quote, credit application* and car order, to booking MOTs, drivers take care of everything themselves through our digital platform. Which makes life easy for them.

It's also worth noting that, because drivers pay all the costs themselves and hold the lease in their name, there's no extra expense to your business. So you can boost your rewards without raising your overheads.



Did you know?

An increasing number of Company Car drivers are now opting for a cash allowance. Personal Car Leasing could provide an affordable way to drive a new car.

Personal Car Leasing – brilliantly simple, brilliantly rewarding.

* Available to permanent employees of selected companies, UK residents, 18 and over. Subject to status, application and credit acceptance. Contract hire provided by Lex Autolease Limited. No ownership option. Excess mileage and vehicle return conditions apply.

** Maintenance includes routine servicing, tyres, replacement parts, and repairs due to fair wear and tear. Repairs or replacements from accidental or malicious damage and damage caused by driver misuse or abuse are excluded. The vehicle must be serviced in accordance with manufacturer's guidelines and by an approved service dealer.

Ultra low emissions, ultra low cost

Green Salary Sacrifice is quite simply one of the most cost-effective ways into a new green car.

Delivering incredible value on ultra low emission vehicles (ULEV), it's the smarter way to reward your employees* and help them go green:

Better for the planet

Reduce emissions and support your sustainability goals.

Better for your business

Attract and retain talent while saving on employers National Insurance Contributions (NICs).

Better for your drivers

Drive a new ULEV while saving money on tax, with no deposit and no credit.



Many drivers would love a greener, cleaner vehicle, but the cost and complexity can be off-putting. That's where **Green Salary Sacrifice** comes in – giving your employees a corporate discount and tax savings on brand new low-emission vehicles.

By making things more affordable, Green Salary Sacrifice can turn driving an ULEV from something they'd like to do one day, into something they can do today.

Here's how it works

First, they save – your employees pay for their car through salary sacrifice, saving money on Income Tax and NICs. Then, your business benefits from reductions in employers NICs. And here's an added bonus – the lease is held in your business' name so employees can't take the cars with them if they leave. That's extra motivation for top talent to stay.

Bigger rewards, smaller carbon footprint – that's what Green Salary Sacrifice could do for your business.

£0 is the car tax for an EV, a saving of up to £300 per year.¹



%1 is the new BiK rate for the greenest vehicles in 2021-22.² EVs are a great choice for grey fleet drivers.



Information accurate at the time of production. November 2020.

* Must be UK residents, 18 and over. Access to the scheme is at the discretion of the employer.

¹ <https://www.cap-hpi.com/newsroom/view/new-blog-post-897>

² <https://fleetworld.co.uk/bik-car-tax-rates/>



Why Car Choices?



Company Car



Personal Car Leasing



Green Salary Sacrifice



Speak to our experts

The smarter way to reward your employees

Better for your people, better for the planet – Green Salary Sacrifice delivers incredible value for employees* and boosts your benefits scheme at the same time.

Here's why your employees will love Green Salary Sacrifice:

Great value with corporate discounts and tax savings.

The latest EVs with cutting-edge design, technology and safety features.

No upfront payments or credit checks as the vehicle lease is with the employer.

Fixed monthly rental so it's easier to plan and budget ahead.

All inclusive maintenance, servicing, insurance, breakdown cover, tyres and road tax.**

Flexible contract lengths and mileage to suit your needs.

Advice and support with charging and installation.



Demand for greener cars is growing. Which means demand for a benefit like this will too, appealing to the commuter looking to reduce their fuel costs, the grey fleet driver who's after a more sustainable way to travel, and the employee who simply wants to reduce their carbon footprint.

* Must be UK residents, 18 and over. Access to the scheme is at the discretion of the employer.

** Maintenance includes routine servicing, tyres, replacement parts, and repairs due to fair wear and tear. Repairs or replacements from accidental or malicious damage and damage caused by driver misuse or abuse are excluded. The vehicle must be serviced in accordance with manufacturer's guidelines and by an approved service dealer. Lex Autolease is authorised and regulated by the Financial Conduct Authority for credit related regulated and insurance distribution activity and acts as an introducer to Lloyd Latchford Group Limited to make arrangements with you for car insurance. You may also choose to use your own cover.

¹ <https://www.gov.uk/government/news/pm-outlines-his-ten-point-plan-for-a-green-industrial-revolution-for-250000-jobs>

The complete green car package

As well as saving money, Green Salary Sacrifice can also save time for you and your employees. Each car comes with an all-inclusive package, comprising maintenance, tyres, insurance, road tax and breakdown cover. All wrapped up together into a single monthly payment.

Boost your recruitment and your retention, deliver cost savings and support your sustainability goals.

The Green Fleet Experts

We've been leading the transition to EVs since 2011 and currently supply one of the largest ultra-low emission fleets in the UK.



12 million UK drivers are considering switching to an EV by 2022.¹ Green Salary Sacrifice makes it more affordable.



2030 is the year the UK government will ban the sale of new petrol and diesel cars.¹ Now is the time to go green.

Speak to our experts



Why Car Choices?



Company Car



Personal Car Leasing



Green Salary Sacrifice



Speak to our experts

Move your business forward, today

What makes Lex Autolease the best choice for your business?



We are the UK's leading vehicle leasing company with **over 320,000 vehicles** in our fleet.¹



Our **green fleet experts** have been supporting the transition to electric vehicles since 2011.



We are committed to a **net zero fleet by 2030**.



As part of the Lloyds Banking Group, we're **on a mission to help Britain prosper**.²



Across the group, we've made a commitment to be **carbon neutral by 2030**.



Want to make your car scheme highly competitive, more sustainable and available to more employees too?

Speak to our experts about Car Choices today

 **0800 012 1234**

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Correct at time of publication, November 2020.

Taxation rates reviewed May 2021.

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¹ <https://www.fleetnews.co.uk/fleet-leasing/fn50-data/>

² <https://www.lloydsbankinggroup.com/prosperplan>