

PRESS RELEASE

## **LeasePlan becomes preferred operational lease partner to Fiat Chrysler Automobiles in several European markets**

**Amsterdam and Turin, 11 June 2018: LeasePlan Corporation N.V., a global leader in Car-as-a-Service, and Fiat Chrysler Automobiles (FCA) today announce an operational lease partnership in several European markets.**

**Under the agreement, LeasePlan will become the preferred partner to FCA's European dealer network in the markets where FCA does not operate its own captive arm, offering LeasePlan operational lease solutions to FCA's customers. A key focus of the partnership will be on the fast growing Small and Medium Enterprise (SME) segment.**

Unlike traditional white label agreements, the LeasePlan-FCA partnership is based on a referral model via which FCA will provide the vehicles to customers, with the operational lease being directly managed by LeasePlan. This is the first partnership of its kind for LeasePlan with a major European OEM.

The partnership is designed to meet the needs of customers for flexible, cost-effective solutions delivered in a short space of time. For example, LeasePlan will offer customers pre-configured FCA vehicles, meaning they can receive their selected vehicles within two weeks.

**Berno Kleinherenbrink, LeasePlan's Senior Vice President Commercial, said:**

*"SME is LeasePlan's fastest growing segment and a crucial element in our strategy to lead the European Car-as-a-Service market. I'm therefore delighted to announce our new partnership with FCA, which gives us an additional route to serve the important SME segment. These customers want flexible, hassle-free and fast solutions – and that's exactly what we provide."*

**– ENDS –**

### **Notes to editors**

- LeasePlan defines SME customers as those with 25 or fewer vehicles in their fleet. At year-end 2017, SME's accounted for 17% of LeasePlan's serviced fleet. Key SME products include the Click & Drive and Subscribe & Drive propositions
- Full operational lease products will be offered on a preferred partner basis to FCA's SME customers in Austria, Czech Republic, Denmark, Finland, Greece, Hungary, Norway, Poland, Portugal, Slovakia, Sweden and Switzerland.
- LeasePlan will offer training and certification to FCA dealers on LeasePlan's SME products and service portfolio
- Select imagery of Berno Kleinherenbrink, LeasePlan's Senior Vice President Commercial, and Alessandro Grosso, Head of Fleet & Business Sales, FCA EMEA Region, at the contract signing can be accessed [here](#)

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**About LeasePlan**

LeasePlan is one of the world's leading Car-as-a-Service companies, with 1.8 million vehicles under management in over 30 countries. LeasePlan manages the entire vehicle life-cycle for its corporate, SME and private customers, taking care of everything from purchasing, insurance and maintenance to car resale. LeasePlan's core businesses are Car-as-a-Service, a EUR 68billion market, and CarNext.com, an independent marketplace for flexible used-car mobility solutions, serving a EUR 65billion market. With over 50 years' experience, LeasePlan's mission is to provide *what's next* in mobility via an 'any car, anytime, anywhere' service – so you can focus on *what's next* for you. Find out more at [www.leaseplan.com/corporate](http://www.leaseplan.com/corporate).

**About FCA**

Fiat Chrysler Automobiles (FCA) designs, engineers, manufactures and sells vehicles and related parts and services, components and production systems worldwide through 159 manufacturing facilities, 87 R&D centers, and dealers and distributors in more than 140 countries. Its stable of brands includes Abarth, Alfa Romeo, Chrysler, Dodge, Fiat, Fiat Professional, Jeep, Lancia, Ram, Maserati and Mopar, the parts and service brand. The Group's businesses also include Comau (production systems), Magneti Marelli (components) and Teksid (iron and castings). In addition, retail and dealer financing, leasing and rental services related to and in support of the Group's car business are provided either through subsidiaries or financial partners (such as captive companies, affiliates, joint ventures with leading banks and/or financial institutions, and specialized providers). FCA is listed on the New York Stock Exchange under the symbol "FCAU" and on the Mercato Telematico Azionario under the symbol "FCA". Find out more at [www.fcagroup.com](http://www.fcagroup.com).