

YOUR FLEET LEASING SOLUTION



Agnew Leasing
Leasing for Everyone

5 REASONS TO CHOOSE AGNEW LEASING

I **PROFESSIONAL** service tailored to your business requirements

II Reduce your fleet costs with our **COMPETITIVE** funding solutions

III **EFFICIENT** processes to ensure quick turnaround on issues or queries

IV Exclusive access to our award-winning **INNOVATIVE** fleet management system

V **BESPOKE** fleet management tailored to your own needs.



OUR MISSION

Quality Service for your Fleet Needs

Agnew Leasing is a leading Contract Hire & Leasing Company operating across the whole of the UK and features highly in the FN50. With over 30 years of industry experience and part of the UK's largest motor retailer the Sytner Group, which also incorporates the Agnew Group in NI.

We can source any make and model of vehicle, both passenger cars and light commercials. Whether you are a private individual, a small/medium size enterprise, or a global organisation, we have numerous vehicle/funding options available to you. At Agnew Leasing, we believe in a professional automotive leasing experience for our customers, ensuring a tailored service and an expert approach to fleet management.

Our customers each have a dedicated Account Manager who assists them in selecting the most efficient and reliable vehicle at a competitive price. We will do everything possible to ensure that our customers' expectations are not only met but exceeded.

We will do everything possible to ensure that our customers' expectations are not only met but exceeded.

We offer all our business customers exclusive access to our advanced, Fleet Management system, AFM. This online system allows our customers to have full visibility of their fleets' operations, covering key aspects such as orders, maintenance, MOTs, renewals, invoicing and fines.

Our Agnew Leasing Driver App provides immediate solutions to a whole host of regular driver queries, such as what to do and who to call in the event of a breakdown or accident and where to go for replacement tyres or glass. You can even book your vehicle in for a routine service and tyres via the app.

Our latest survey identified 95% of our customers agreed that AFM is a central to their business operations. AFM is designed and developed to be completely engaging whilst ensuring an effortless fleet management experience.

We can also offer additional services such as Whole Life Cost analysis, using state-of-the-art Deloitte software. We will continue to invest heavily into technological advances and creative solutions to ensure your business has the most modern and practical automotive capability.

Professional competitive, efficient, innovative, and bespoke. It's what we do best.

FINANCE OPTIONS

Meeting each client's unique needs

Whether you are a private individual or a business customer seeking to obtain finance for a vehicle(s), we have several finance options available to you.

CONTRACT HIRE:

Contract Hire is a form of vehicle leasing used by a business over a set period, normally 2 to 4 years, with a fixed monthly rental. Our preferred method of funding, Contract Hire is extremely cost effective, particularly when operating a fleet of vehicles. It provides customers with a single monthly outlay which can include full maintenance/service costs, replacement tyres, road fund licence and, during major repairs, an alternative vehicle will be made available.

HIRE PURCHASE:

Hire Purchase is the traditional method of financing a vehicle, with the vehicle becoming the property of the customer at the end of the period. The monthly payment is determined by the size of deposit, the period of the contract, and the sale price of the vehicle.

OUTRIGHT PURCHASE:

Outright Purchase is a full upfront payment for a vehicle. Responsibility for Fleet Management can be controlled internally, or, for a small monthly fee, Agnew Leasing can ensure that all maintenance work is completed.

FINANCE LEASE:

As a part of finance lease agreement, you can choose to pay the entire cost of the vehicle, including interest charges, over an agreed period. Alternatively, you can opt to pay lower monthly payment based on the anticipated resale value of the vehicle (otherwise known as the 'balloon payment'). Throughout the agreement, the vehicle remains the property of Agnew Leasing.

PERSONAL CONTRACT HIRE:

Personal Contract Hire is a cost-effective means for a private individual to fund and maintain the vehicle of their choice. It consists of an upfront payment followed by regular monthly payments over a fixed period of time.

SALE AND LEASEBACK:

Agnew Leasing will buy your existing vehicle(s) at market price and lease them back to you at a fixed monthly payment. There are numerous advantages to this including improved cashflow, accurate budgeting, reduced administration, and tackling depreciation.

Choosing the best funding method can sometimes be challenging. At Agnew Leasing, we offer a full consultation with each client, reviewing their individual requirements to create bespoke reports based on Whole Life Cost analysis to ensure all calculations are cost-effective, obtainable, and beneficial.

For more information on Finance Options
call us on **028 9038 6600**



SALARY SACRIFICE

Make your salary go further.

Are you looking for a way to save money on taxes and drive a brand new car?

Consider Salary Sacrifice! This arrangement allows you to give up some of your gross salary in exchange for a non-cash benefit like a company car. Not only do you get tax and pension contribution savings, but you also get access to fleet discounts for a fully maintained and insured vehicle. Say goodbye to expensive private leases and hello to more savings with Salary Sacrifice!

TAX SAVINGS

You can avoid paying a significant amount of tax and National Insurance. This depends on how much you earn, with higher earners saving the most – especially if the reduction in salary means you move down from the higher rate of tax bracket.

LOWER MONTHLY PAYMENTS

You can lease a car for less than if you took out a personal lease. This is because there are potential VAT and NIC savings available through salary sacrifice.

NO DEPOSIT REQUIRED

Most car salary sacrifice schemes allow you to lease a car without having to put down a deposit. As well as saving you a sizeable chunk of cash up front, this also means monthly payments are higher than if you put in a deposit. This in turn maximises your savings from the scheme.

Save money while enjoying the benefits of driving a new car with Salary Sacrifice from Agnew Leasing.

Some key factors to consider are:

- Enjoy the new car feel
- Lower monthly payments
- Tax Savings
- Reduced fuel costs
- Wider choice of vehicles

REDUCED FUEL COSTS

Simply EVs can be cheaper to run than petrol and diesel cars - especially if you can charge at home with a professionally installed home charger. This could allow you to make savings on your daily running costs.

ACCESS TO WIDER CHOICE OF ELECTRIC VEHICLES

It may be the case that you can choose from a wider range of cars through a salary sacrifice scheme. Lower monthly payments could open up more luxurious vehicles to your budget, while you may also benefit from fleet discounts if you work for a large company.

To find out more about Agnew Leasing's Salary Sacrifice contact our Team on **028 9009 7282**

FLEET MANAGEMENT

Your fleet in our hands

For those customers who do not require a funding solution, you could still benefit from our Fleet Management services.

At Agnew Leasing, we understand that some companies choose to fund their fleet using outright purchase. Purchasing your fleet outright may be a viable option, however, operating a large fleet can still be difficult. Managing your fleet to ensure all vehicles are legally roadworthy can be time consuming and costly, and often paper documentation can get lost or forgotten.

We'll manage your fleet, while you manage your business.

With Agnew Leasing Fleet Management services, we can handle all your tedious, daily tasks, so you can focus on your business. Taking the hassle out of managing your fleet, we will take care of parking fines and MOT arrangements, as well as providing 24hr accident and breakdown services.

For a small monthly fee, you will receive full support from our dedicated fleet coordinators, providing a cost-effective method to ensure your fleet meets all regulatory standards.

"We have used Agnew Leasing for our Fleet Management for a number of years and have benefited from an excellent service level. We have found their staff and technology to be efficient and this in turn has led to cost savings for our business. We would be happy to recommend Agnew Leasing to any other business."

Christine Chitty – Finance & Administration
Director at Geberit Sales Ltd.

Fleet Management Benefits:

- Reduced administration duties
- 24hr Driver Helpline
- Parking Fine and Fixed Penalty Administration
- MOT/PSV Arrangements
- Vehicle Taxing administration
- Discounted prices on servicing, parts, and tyres
- 30 days credit
- 24hr Breakdown service
- 24hr Accident Management
- Rental Vehicle (if necessary)
- Management of Service Work spent
- Monthly Invoicing
- 1link is recognised at all certified dealerships
- Online maintenance booking available
- All 1link maintenance jobs are invoiced directly to Agnew Leasing

For more information on
Fleet Management call us
on **028 9038 6600**

24HR DRIVER HELPLINE*

On hand at every moment

SUPPORT WHEN YOU NEED IT MOST

In the unfortunate event of a mechanical breakdown, please call our 24hr Driver Helpline. A fully trained member of our service team will be on hand to advise you on the best procedure to get you back on the road as quickly as possible.

DOWNTIME MANAGEMENT

To ensure you're getting the best possible service, a dedicated member of the team will track the progress of your vehicle, this includes the following:

- a patrol attending at the roadside
- recovery to the workshop
- onward travel
- updates on repairs
- opening technical cases with the manufacturer
- tracking parts on back order until your vehicle is back on the road again.

VISIBILITY

Fleet Managers have the visibility to view the vehicles that have been marked off the road using a bespoke report within our Agnew Fleet Manager software.

*Only applicable for Full Maintenance and Fleet Management contracts

For more information on 24hr Accident Management call us on **028 9038 6600**

EV CONSULTANCY

Electrifying your fleet

For many fleet managers and businesses, the thought is how rather than when to transition their internal combustion engine fleet to an electric vehicle fleet. There are many reasons to convert to EVs, most notably saving money, decreasing your carbon footprint, and attracting and retaining employees.

Agnew Leasing have the tools and experience to help you find EVs that suit your business

Whether you are planning to electrify some of or all your fleet, Agnew Leasing have the tools and experience to help you find EVs that suit your business and create a model that shows accurate Whole Life Costs to support your business in managing this process and helping to achieve your sustainability objectives.

Some key factors to consider are;

- While EV's may have increased monthly costs they can have significantly lower whole life costs when corporation tax offset and Class 1A NIC savings are accounted for.
- Clearly Driver Benefit in Kind (BIK) costs are significantly lower with EV's so including these can be a recruitment, retention, and reward tool for your business.
- New model EV battery ranges are improving meaning they may now become more suitable for your fleet compared to previous models.
- How your employees are reimbursed for business mileage can have a significant impact on your true costs.
- Offering a properly costed EV car scheme can be more cost effective for both company and employee compared to a cash allowance solution in some cases.

For more information on how Agnew Leasing can help your business please contact David McEwen our Head of Business Development on **028 9038 6600** or email david.mcewen@agnews.co.uk



WHOLE LIFE COSTS

A true understanding of fleet costs

CHOOSING YOUR FLEET

Many companies use either purchase price or monthly rental cost as the central criteria when acquiring vehicles. However, when considering the other costs of running a fleet such as servicing, maintenance, fuel spend, etc., the monthly costs may not fully reflect the true costs over the lifetime of the vehicle.

STATE-OF-THE-ART FLEET ANALYSIS SOFTWARE

We utilise market leading fleet analysis software from Deloitte. This software treats companies and employees as individual entities to provide the optimum solution every time, whatever the situation. The software facilitates the ability to utilise a financial model known as Whole Life Cost (WLC). WLC is the term given to the overall cost for your fleet vehicles over the term of leasing or ownership.

BUILDING YOUR IDEAL FLEET

Using information specific to your company, Agnew Leasing will build a model showing accurate WLC's. This software will then illustrate a graphical output and report summary showing the optimum vehicle selection for your company. Agnew Leasing will then draw up recommendations for tackling your existing vehicle costs, improving efficiency, and achieving green objectives.

The importance of Whole Life Cost analysis:

- A true indication of fleet costs: WLC can be used to determine the most cost effective vehicle(s) and appropriate funding methods.
- Control of your bottom-line spending allows for better forecasts and budgeting.
- Economical fleet of vehicles: CO₂ emission values are highlighted, with values over 50g/km considerably affecting costs. This influences decision makers to select vehicles which have lower CO₂ emissions.
- Increased staff motivation: enhanced banding of vehicles without additional costs.
- Consistent approach: vehicle choice lists are easy to maintain.

Whole Life Cost takes into consideration:

- Monthly rental and CO₂ emissions
- Funding costs
- Running costs
- Maintenance
- Insurance
- Corporation tax rate
- Residual value
- WACC rate (Weighted Average Cost of Capital)
- Employer's National Insurance (NI)
- VAT
- Fuel reimbursement
- Private and business mileage split
- Depreciation over the term

AGNEW FLEET MANAGER

Investing in technology has kept us ahead of the competition. With an ever-growing emphasis on digital progression, our fully integrated fleet software solution allows our customers to control their fleet more effectively and simplifies the fleet management experience.

DASHBOARD

Agnew Fleet Manager is designed around a Dashboard homepage. Dashboard exception reporting means you're immediately alerted to what needs actioned instantly and easily.

FLEET LIST

Your Total Fleet displays the full fleet listing, with vehicle details, drivers, co2, P11d values, rental and maintenance costs and much, much more. All records can be easily viewed, filtered and exported to give you greater control.

ORDERS

Our traffic light system shows all Orders In Progress with ETA's and is fully integrated with Leaselink giving accurate and up-to-date build information from the dealer. Delivery Complete includes all the relevant information including P11d data so that you can add to your insurance and internal HR systems.

INVOICING

Our traffic light system shows all recently paid, due and outstanding invoices. It also has the functionality to view all the details on the invoice and print a copy on headed paper.

MOTs

Our MOT reports give you full visibility of vehicles that are due or overdue Mot. For all Full Maintenance and Fleet Management customers, our maintenance team will liaise directly with the drivers to make the necessary arrangements.

RENEWALS

Our renewals section follows a traffic light process alerting you to vehicles that are coming to the end of their current contract. Amber alerts you to vehicles that are due to come off contract in the next six months and red in the next four months.

FINES

Complete visibility of all fines received YTD including a brief description, date received and what action we took to resolve.

REPORTS

AFM provides you with a suite of reports covering all aspects of your fleet. These can easily be run on demand or scheduled to be provided monthly by email. There are reports available covering costs, vehicles off the road status, pending orders, deliveries, renewals and full vehicle and driver allocation visibility.

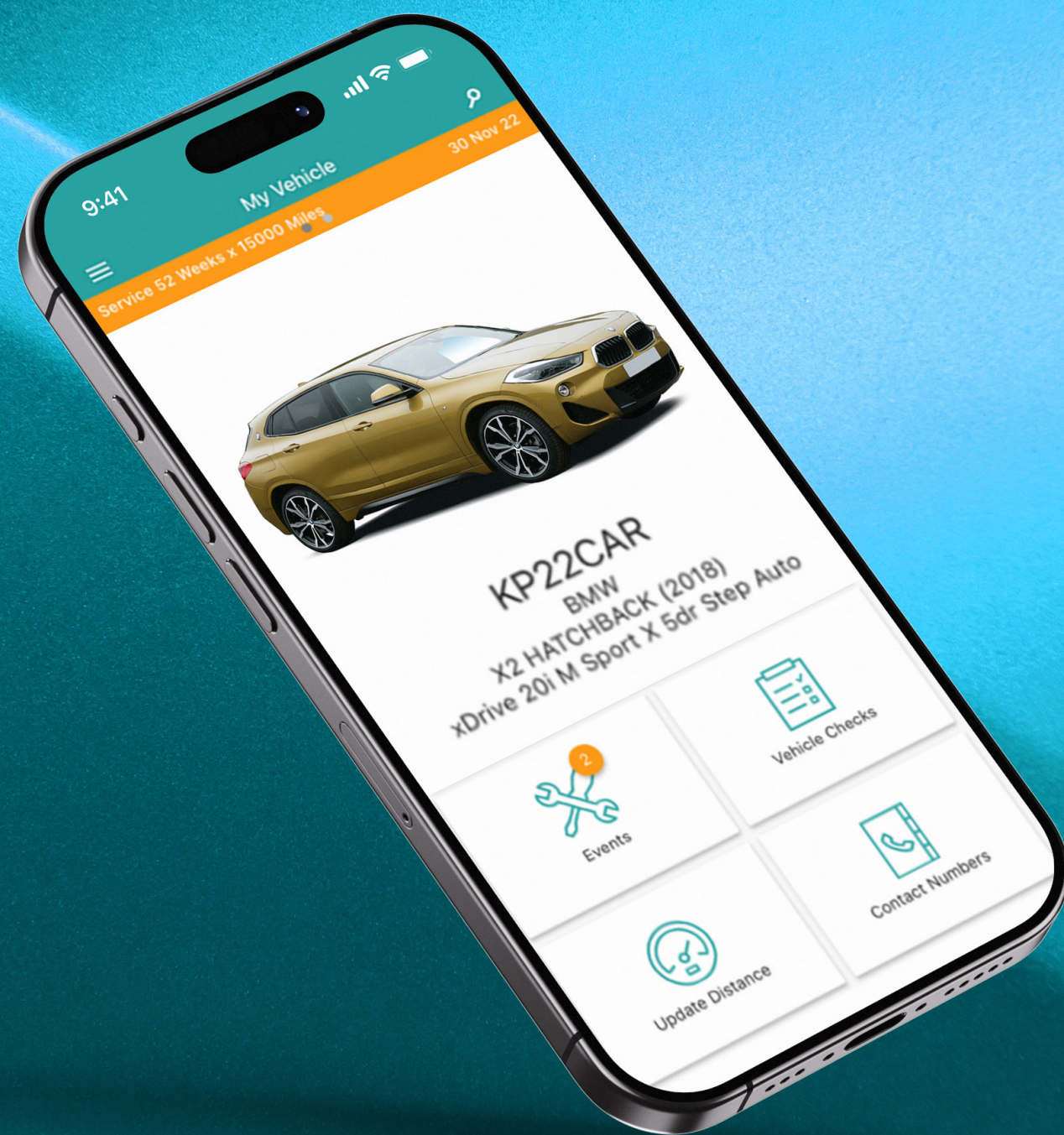
USERS

AFM can have multiple users with bespoke restricted level access if required. Enabling multiple departments to have varied access to what's important to them.

A dedicated system specialist is on-hand to provide you with expert advice and to take you through the process of the initial setup, right through to the aftercare and maintenance of AFM.

For a live demonstration of AFM please call us on **028 9038 6600** or email david.mcewen@agnews.co.uk





DRIVER APP

Our Agnew Leasing Driver App enables drivers to access information specifically related to their company and vehicle when they need it the most.

It provides immediate solutions to a whole host of regular driver queries, such as what to do and who to call in the event of a breakdown or accident and where to go for replacement tyres or glass. You can even book your vehicle in for a routine service and tyres via the app.

Drivers can update their mileage and perform checks via the app, ensuring Fleet Managers receive the information they need.

Features include:

- Company fleet policy and insurance details
- Contact information for breakdown assistance, glass and tyre replacement
- Dial our 24hr Driver Helpline directly from the app
- Fully Integrated with our internal system
- Conduct paperless vehicle checks
- Vehicle Going Abroad Request
- Service and tyre booking
- Full vehicle data
- Widgets bespoke to your company

**Only applicable for Full Maintenance and Fleet Management contracts*

For more information on 24hr Accident Management call us on **028 9038 6600**

WHAT OUR CUSTOMERS SAY ABOUT US

23

'We have been using Agnew Leasing for over 12 years where they have continued to offer us an excellent service for both our Car and LCV fleets. They have always provided us with competitive contract hire rentals and our drivers find their staff a pleasure to deal with'

Stephen McConnell
Operations & HR Director
Atlas World

'We have dealt with Agnew Leasing for several years, and they continue to manage our fleet successfully. We have developed a great working partnership with all the Agnew Leasing staff involved in managing our fleet. They have a good understanding of our requirements, fantastic attention to detail and respond to any queries in a timely manner.'

Noel McQuaid
Regional Managing Director
Kingspan Water & Energy

'We have partnered with Agnew Leasing as our fleet provider for many years and have consistently benefited from their professional and reliable service. Most recently, their expertise has been instrumental in helping us transition to Battery Electric Vehicles (BEVs), providing accurate Whole Life Cost analysis that supports both our business objectives and the needs of our drivers.'

Christine Morris
Finance & Administration Director
Geberit Sales Ltd.

'Agnew Leasing have been our sole fleet provider for several years and in that time have successfully assisted us with managing our fleet operations and helped us to manage our costs. We have also been able to introduce alternative fuel types and give drivers suitable choices.'

Bernie Orr
Chief Operating & Financial Officer
SHS Group

'Agnew Leasing have introduced us to the principle of properly calculated whole life costs which have in turn allowed us to have a consistent approach to our vehicle procurement. It also facilitated the integration of Electric Vehicles into our fleet which is a key element in our overall group sustainability agenda.'

Jonathan Hall
Group COO
Graham Group



Agnew Leasing

Leasing for Everyone

028 9038 6600 agnewleasing.com