



## FLEET MANAGEMENT

### WORLD HEADQUARTERS

Enterprise Holdings, Inc.  
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[www.efleets.com](http://www.efleets.com)

### EXECUTIVES

Steve Bloom  
PRESIDENT, ENTERPRISE FLEET MANAGEMENT

Tom Chelew  
SENIOR VICE PRESIDENT

Steve Usselmann  
SENIOR VICE PRESIDENT

Bob Schurwan  
VICE PRESIDENT OF FLEET OPERATIONS

### CORPORATE SUSTAINABILITY

Managing vehicle emissions can represent a key – and highly visible – component of an effective environmental stewardship effort. That’s why Enterprise Fleet Management offers a set of programs and initiatives to help customers manage the “carbon footprint” of their fleets:

- Vehicle Cycling/Fleet Optimization
- Emerging Fuel and Engine Technologies
- Offsetting Greenhouse Gas Emissions
- Fleet Emission Footprint Analysis

For more information about Enterprise Fleet Management’s environmental stewardship and long-term commitment to the sustainability of the fleet management business, visit <http://drivingfutures.com/fleetmanagement>.

Enterprise Holdings and its affiliate Enterprise Fleet Management together offer a total transportation solution. Combined, these businesses – which include extensive car rental and car sharing services, commercial truck rental, corporate fleet management, and retail car sales – accounted for \$17.8 billion in revenue and operated more than 1.5 million vehicles throughout the world in fiscal year 2014.

Enterprise Fleet Management is a privately-held, full-service fleet management business for companies, government agencies and organizations with medium-sized fleets. Owned by the Taylor family of St. Louis, Enterprise Fleet Management supplies most makes and models of cars, light- and medium-duty trucks and service vehicles across North America. The Taylor family also owns and operates, through regional subsidiaries, the extensive Enterprise Rent-A-Car network of more than 5,500 neighborhood and airport branch offices, all located within 15 miles of 90 percent of the U.S. population.

With more than 50 fully staffed offices nationwide, Enterprise operates one of the country’s fastest-growing commercial-fleet-management companies. The company also has been recognized with the Automotive Service Excellence “Blue Seal of Excellence” award for 16 consecutive years, an industry record.

### ANNUAL REVENUE

Enterprise Holdings and Enterprise Fleet Management

#### WORLDWIDE

<b>FY 2014</b>	\$17.8 billion*
<b>FY 2013</b>	\$16.4 billion*
<b>FY 2012</b>	\$15.4 billion*
<b>FY 2011</b>	\$14.1 billion
<b>FY 2010</b>	\$12.6 billion
<b>FY 2009</b>	\$12.1 billion
<b>FY 2008</b>	\$13.1 billion
<b>FY 2007</b>	\$9.5 billion
<b>FY 2006</b>	\$8.9 billion
<b>FY 2005</b>	\$8.2 billion

\*FY 2012, FY 2013 and FY 2014 revenue includes revenue from Enterprise Fleet Management, which was spun out from Enterprise Holdings on August 1, 2011.



## FLEET MANAGEMENT

### FAST FACTS

- Founded as Executive Leasing in 1957 with a fleet of seven cars
- Affiliate of Enterprise Holdings, the world's largest rental car company
- Recognized by Automotive Fleet magazine as one of the country's fastest-growing commercial-fleet-management companies
- More than 50 locations across the United States, two in Canada, each with full-service account teams
- Operates one of the nation's largest service departments (located in St. Louis, the service department comprises more than 100 ASE-certified service technicians)
- Multi-year recipient of American Business Awards for excellence in marketing, customer service and environmental responsibility
- Launched Comprehensive Environmental Platform, 2008.
- Received Silver Designation for LEED™ Certification from U.S. Green Building Council
- Enterprise's National Service Department was the first fleet management company to win the Blue Seal award and has won for 16 consecutive years

### CORPORATE CITIZENSHIP

Enterprise Fleet Management is committed to:

- Becoming an integral part of the communities in which we operate by building relationships with our business partners and customer base
- Contributing to our communities by buying goods and services locally
- Hiring men and women who reflect the diversity of the communities in which we operate
- Contributing financially to a variety of efforts and organizations each year
- Encouraging our employees to involve themselves in the communities that support our business
- Making it our business to do the right thing
- Offers customers local service delivered by full-account teams in markets across the United States

### PRIMARY ACTIVITIES

- Acquisition. Helps businesses acquire fleet vehicles in the most cost effective and efficient manner
- Funding. Offers flexible terms that can lessen the amount of debt on your company's balance sheet as compared to traditional loans
- Registration and Renewal. Handles the license and registration process across all 50 states
- Remarketing. Helps businesses sell vehicles across all available channels while ensuring the best market price
- Online Reporting. Customized reports allow clients to view their data in a way that best suits their needs
- Maintenance. Offers the industry's most extensive full-maintenance program, extending maintenance coverage to virtually all makes of cars, light duty trucks, and service vehicles, as well as many diesel engine vehicles
- Fuel Management. Offers one customized card to suit all of your fueling needs authorized for use at most fueling stations around the country
- Additional programs include: risk management, driver safety, fleet rental and more