

greensharecar[®]
when you need to drive



**GreenShareCar
Fleet Solutions**

Introduction

GreenShareCar (“GSC”) is an emerging car sharing operator that was established to fill the growing global niche of car sharing, specifically in the Australian market. GreenShareCar has developed ExclusiveFleet, QuickFleet and StrataFleet. Our solutions profoundly change the way corporate fleets run their vehicles in the future. They enable corporate/government/not-for-profit entities to replace their company fleets with car sharing fleets. This allows them to reduce their fleet costs compared to a normal fleet leasing arrangement, and potentially lower or eliminate Fringe Benefits Tax (FBT).

Achieving greater fleet efficiency

It all begins with a great partnership

Successful businesses are built on successful partnerships. We at GreenShareCar aim to become an integral part of your business by understanding your unique needs and goals. So whatever the size of your vehicle requirements, you will benefit from a partner you value and trust to provide unparalleled capability in vehicle management. GreenShareCar products and services are leading the way. Our state-of-the-art car share technology is both innovative and sustainable, making sure that all your transport needs are well covered.

Enjoy improved efficiency with our expertise

We understand that your fleet is one of your most significant assets. Our staff are experts in all aspects of fleet management. That way, you benefit from specialist industry knowledge and a direct relationship with someone who truly understands your business objectives. We are dedicated to proactively monitoring your fleet to help you reduce costs, save time and ultimately make your job easier.



Get the GreenShareCar advantage

Managing the outsourcing and funding of a company fleet can have its risks. With us, you’re in safe hands. Dynamic, reliable and here to stay, we are backed by the strength of the Roscon Group of Companies that was established in 1987. GreenShareCar’s expertise and level of innovation in delivering a comprehensive suite of corporate car share products remains unparalleled. Our ExclusiveFleet, QuickFleet and StrataFleet products remain the benchmark when it comes to corporate car share solutions. We back our products with

ongoing support from our skilled team. We constantly seek to improve our service and efficiency. That way you know your business will always get the care and attention it deserves. When you partner with us, you will be joining one of Australia's fastest growing fully managed fleet management organisations. Traditional fleet management organisations still use outdated methods and technologies that were already used 30 years ago.

We have strong relationships with most manufacturers. Leveraging off of our already substantial fleet of vehicles, we are able to purchase vehicles at wholesale or even below wholesale, directly from the vehicle manufacturers or importers. Toyota, Hyundai and Jeep are some of the manufacturers we have excellent relationships with, just to name a few. We are determined to help you build the most efficient fleet possible.

Running your corporate vehicles can have a big impact on the profitability of your company. Our products are designed to eliminate all of your administrative tasks related to managing your vehicles and your fleet. Vehicles supplied by us can include all operating expenses with one simple payment per month.

Each vehicle includes

- ✓ Cost of the actual vehicle chosen by the customer.
- ✓ Comprehensive Motor Vehicle Insurance which covers all approved corporate account drivers.
- ✓ Infringement management with 100% guaranteed accuracy, no more hefty fines for not being able to nominate a driver in your organisation.
- ✓ Toll management with costs reconciled to each driver – additional charge to the customer each month depending on usage.
- ✓ Manufacturer scheduled servicing.

Flexible options

Our customers tell us what other additional services they require and we deliver. Listed below are some other services we can include with each vehicle.

- ✓ Fuel purchased via our co-branded GreenShareCar / Motorpass Fuel Card that is accepted by 90% of fuel outlets throughout Australia.
- ✓ Vehicle detailing, weekly, fortnightly or monthly.
- ✓ Employee use of vehicles outside business hours, overnight and weekends generating income which reduces your monthly fleet costs.
- ✓ Possibility to design your vehicles with your company branding, company logo and colours.
- ✓ Replacement tyres
- ✓ Accident management with vehicle replacement, in most cases on the same day (additional costs apply for temporary loan of vehicles).



Our on street vehicles compliment our ExclusiveFleet customers if they require additional vehicles on short notice

Vehicle signage

Advertising your business on company vehicles is a proven yet inexpensive way to build brand awareness. Professional designs help you sell and promote your business 24/7 a day 365 days of the year. The equivalent advertising can cost more than your monthly GreenShareCar payment. Therefore, it makes business sense to use your corporate vehicles as brand ambassadors.



Let your company logo and message do the talking as you move through the city, 1,000's of people will see your brand. GreenShareCar can arrange professional designs, which include your company logo, message and colours. The designs are creatively tailored to your requirements in order to optimally transport your corporate identity and your message. Your vehicle signage can be as loud and brash or as understated and elegant as you like. Our professional designers will complement your product or service (and suit your budget) while getting your message out to your target market. You approve the design; we arrange the installation and include all signage costs in your monthly payment. This is an example of just another service we offer our clients, so you don't stress and do what you do best. Run your business.

Our vehicles cut your costs

This is why we have a range of advisory services that can help you save money and ensure greater efficiencies within your fleet. Depending on your current circumstances and requirements, you can add some of our value-added services during your contract term.

Monthly investment analysis

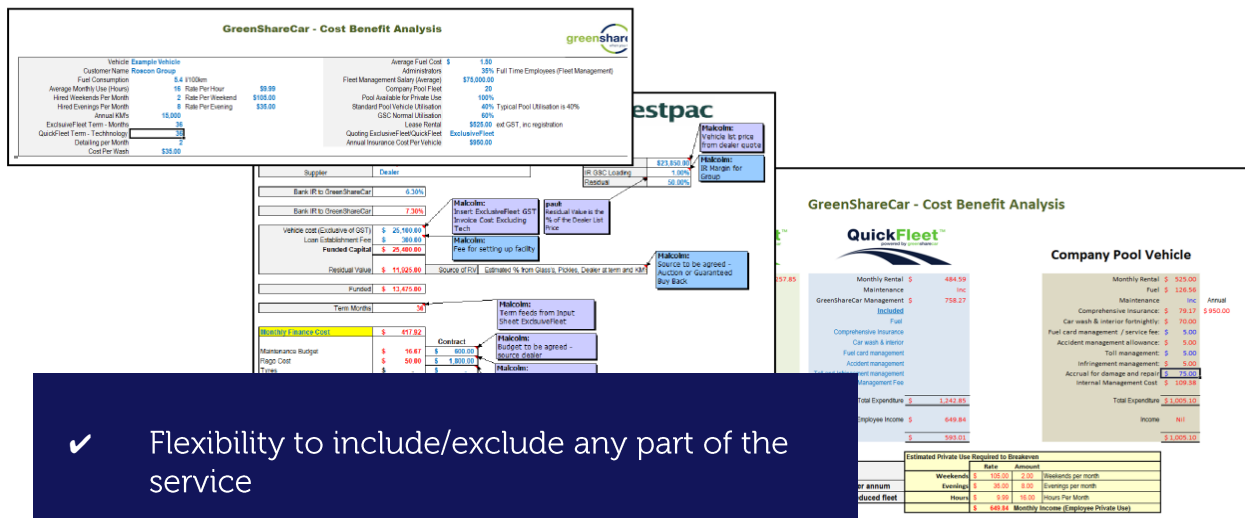
Our vehicles are hired on an exclusive arrangement, which eliminates all funding requirements on your part. Therefore vehicles do not appear in your balance sheet, cutting down on internal administrative staff costs and external accounting costs. In most cases, this eliminates all Fringe Benefits Tax (FBT) returns altogether. Do you want to continue to use the vehicles at the end of the contract period? Our term analysis calculators can assist you with your options on how long you wish to retain vehicles. Our calculator can quickly estimate monthly payments based on your anticipated kilometres and other services required, such as fuel, regular car wash and detailing, regular manufacturer servicing, tyres, reduced insurance accident excess, etc. Our powerful algorithm can take between 3 to 20 variables into account to help you with your decision.

Comparison calculator

When you select the type of vehicle most suited to your business, we calculate the monthly payment, which includes all or some of our services. Most importantly, we show you the direct comparison between using GreenShareCar and running your own fleet of vehicles. Thereby, we take administrative costs you would normally pay to keep those vehicles running, replaced, sold, etc. into consideration. All our vehicles include comprehensive insurance, registration and maintenance. Optional extras include fuel, tyres, regular car wash and detailing. Our ExclusiveFleet and QuickFleet solutions can eliminate Fringe Benefits Tax (FBT) all together. We give you transparency regarding the true costs of the vehicle throughout its lifetime. That way, we help you make the best-informed decisions for your business. At the end of your term agreement simply hand the vehicle back and replace it with whatever your requirements are at that time. Ordering new vehicles is as easy as sending us an email or giving us a phone call, with minimal paper work thanks to our master member user agreement. We always provide you with an updated quote on new vehicle replacements; upon your approval we order your vehicle as per your requirements. No more wasted time shopping around for best prices on vehicles, negotiating with dealers, arranging insurance, renewing registrations, taking care of vehicle payments, damage claims, and vehicle cleaning, or even nominating drivers with infringement notices and arranging vehicle finance.



Calculator in-house company fleets V's ExclusiveFleet



- ✓ Flexibility to include/exclude any part of the service
- ✓ Tolls, cleaning, fuel, KM annually, etc. are all adjustable
- ✓ Our calculator shows the value of all our solutions, highlighting the hidden costs of pool vehicles

Fleet rationalisation

If you reduce your company's vehicle choice to one or two manufacturers, you could enjoy additional discounts. This could also assist in reducing accidents, as your drivers are more likely to be familiar with the vehicle. It's just another way we can help to reduce costs and improve OH&S.



The definition of 'fringe benefit' in subsection 136(1) is dependent on the benefit being 'in respect of the employment of the employee'. As a result, the benefit being the availability or use of a ***Charter Drive** car by an individual ***Charter Drive** member who is an employee is not a 'fringe benefit'. GreenShareCar acquired Charter Drive in 2010.

Flexible contract variation

It is inevitable that some vehicles' usage will vary considerably from their contracted kilometre allowance. Regardless what Km or other services you adopt at the beginning, we can add additional services to reflect your activities. It's all about giving you more flexibility and value.

Cost down recommendations

We look at the big picture to assess what is best for you. By getting to know your business needs and your objectives, we can work out your total operating costs. From here, we use our industry knowledge and experience to continually find ways to keep your costs as low as possible.



- ✓ A partnership with GreenShareCar will be mutually beneficial
- ✓ GreenShareCar has created unique products that will change the way fleets are managed
- ✓ At your option you can select access to our entire fleet in peak busy times or need a special vehicle like a 12 seat mini bus
- ✓ Traditional fleet management companies, are still offering the same products that they had 30 years ago

Motorpass fuel card

We have formed a partnership with Australia's most accepted fuel card Motorpass. Our fuel cards are co-branded "GreenShareCar" and "Motorpass". This allows our customers to access fuel right across Australia, regardless of fuel outlet brand. Our fuel cards are accepted at more than 6,000 service stations in the Motorpass network, representing 90% of service stations in Australia. Fuel cost savings are passed on to our customers. They are reflected in monthly payments. The Motorpass fuel card undoubtedly is one of the best fuel cards in Australia. Self-managed fleets would need to pay a monthly fee to Motorpass for this service.

Specialist capability

We have experience and knowledgeable staff across our business, but some products require specialists. Whether it is determining the best specification for a van or truck or explaining Fringe Benefits Tax (FBT), our specialist departments are on hand to help. We have the expertise in-house to assist. Our business teams offer unrivalled service and the most efficient solutions for your fleet. It's just another way we strive to become your fleet management partner.

Small business assistance

GreenShareCar supports Small Enterprises (SEs) with fleets of up to 10 vehicles. With our team of specialist consultants, we ensure SEs receive the best fleet management recommendations for their business. From vehicle selection, rental terms and kilometres through to eliminating your Fringe Benefits Tax (FBT) our solutions can actually reduce your overall fleet costs by allowing your employees to utilise company vehicles overnight and on weekends at rates set by you. The overnight and weekend employee use will be paid by the employee's private GreenShareCar account, 80% of this income is rebated back to you, reducing your monthly payments to us. GreenShareCar is the #1 solution for vehicle management in Australia. When you partner with us, you will be joining the only car share organisation in Australia that is 100% Australian operated and owned, with the world's leading car share technology. We're dedicated to building long-lasting relationships with our customers.

Other benefits

- ✓ Access to all vehicle types at manufacturers' wholesale prices
- ✓ Range of options available to suit all businesses types, car detaining, fuel, and more
- ✓ One fuel card
- ✓ Reduced administration time and costs
- ✓ One legal contract
- ✓ One streamlined negotiation
- ✓ Access to the group's experience and expertise
- ✓ Continuous, solid relationships
- ✓ 24/7 call centre answered by experienced GreenShareCar technical staff.



Fleet management support

Fleet management is so much easier with GreenShareCar: Our online solutions are super-efficient. We really perform in the offline world as well. After your fleet is in place and you're all set up, we don't lose touch. We created the best possible online systems for our customers. They allow you to view your account 24/7, so you can see all staff future and past reservations, how many Km each staff has travelled, how long the reservation lasted, and the of each trip, if you need to on charge your clients for travel time, etc. You'll benefit from our market leading online capabilities; all this is always accessible by your account managers to better manage your transportation needs. Our efficient customer portal combines a state-of-the-art software platform with GreenShareCar's innovative fleet solutions.



Leading fleet solutions

Our ExclusiveFleet, QuickFleet and StrataFleet are world leading transportation solutions that are both innovative and sustainable.



ExclusiveFleet

ExclusiveFleet® provides fully supplied vehicles to member corporations or other entities using GreenShareCar's proprietary car sharing technology. ExclusiveFleet® permits employee use of vehicles overnight and on weekends and eliminates your Fridge Benefits Tax (FBT).

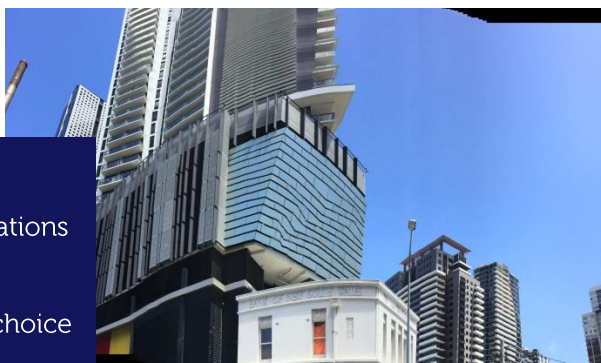
QuickFleet

QuickFleet® provides managed services to vehicles belonging to member corporations or other entities using GreenShareCar's proprietary car sharing technology.

StrataFleet

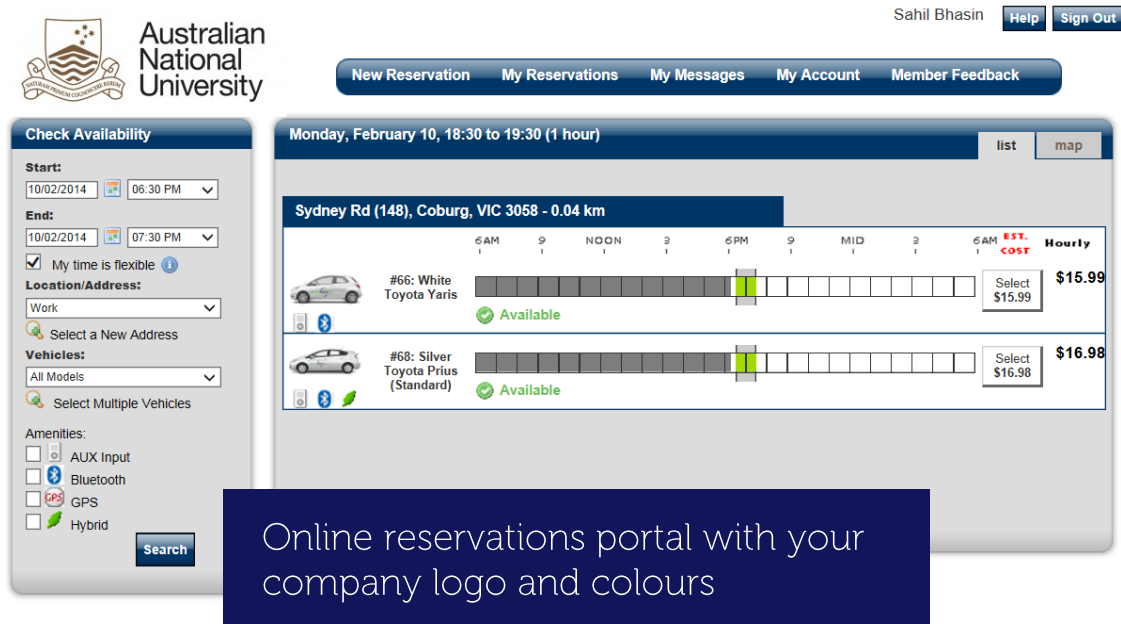
GreenShareCar has developed dynamic, strategic solutions designed to provide sustainable car sharing facilities for property developers. Our unique model meets and exceeds all planning requirements. More importantly, it also guarantees that the car sharing facility remains active for the life of the building so that future generations may benefit.

- ✓ Strata solutions that guarantee continuity to residents for generations to come.
- ✓ GreenShareCar is Australia's #1 choice in property developments.



Online reservations

Save time with our online portal: no more looking for keys, lost keys or time consuming key returns after reservations. Managing a fleet can be very demanding. Take control with our dedicated customer support portal. It provides real-time access to booking reservations that is available 24/7. Authorised account managers can view your company account status at any time. The support portal lets you tap into a wide pool of information, such as km travelled for each trip, cost of each trip, or trip duration for example. Costs related to the trip could be passed on to your customers if appropriate. With ExclusiveFleet and QuickFleet online you'll not only save time on administration, but also enjoy quick and easy access to a comprehensive suite of data files and reports.



A greener fleet

Hybrid vehicles are becoming increasingly affordable and fun to drive! Their popularity is growing because society is placing more emphasis on lowering CO₂ emissions. It makes economic sense to consider a more eco-conscious approach to fleet management. Work together with us to find more efficient vehicles that allow you to reduce your company's carbon footprint. We are the ideal partner to help you make the transition to a greener fleet. You can select from a large range of hybrid-powered vehicles. Determine how switching to more fuel-efficient vehicles serves your company's sustainability strategy and leave the rest to us! We will submit a list of vehicles that meet your requirements. All our recommended hybrid vehicles will deliver pure driving pleasure, outstanding fuel economy and low emissions.



Master member user agreement



We work hard to become your preferred fleet management partner. Only one agreement is required. It will make your life easy. Our master user agreement requires only minimal paperwork when ordering vehicles.

GreenShareCar V's cabs and staff vehicle allowances

The table below is based on the following assumption - A typical enterprise that is operating from 333 Collins Street Melbourne in the centre of Melbourne's CBD. The company employs 50 staff. Some staff need transportation to get to their customers throughout Victoria. The tables and examples below assume that two employees per day will need to use a vehicle. Each trip is 23 Km from their office, i.e., a return trip equals 46 Km.

The GreenShareCar used in this example has a monthly cost of \$1,350 per month. The chosen vehicle is an i30 Hyundai. The \$1,350 payment includes the cost of the vehicle for a 4-year contract, fuel, insurance, car detailing, 1 wash per month, and regular maintenance as scheduled by the manufacturer. Employee use of vehicles for private use assumes income based on rates set by the employer at \$38.50 overnight and \$115.50 per weekend.

The rates set by the employer include all fuel and insurance. We assume that the vehicle is fully branded with the company's corporate identity and messaging. If similar branding was contracted to a third party provider, we estimate that the cost would be around \$300 per week. This would include that the vehicle is being driven or parked in busy streets for a minimum of 6 hours a day. Staff vehicle reimbursements vary between .75c to \$1.25 per Km depending on the type of vehicle the employee drives. We have allowed an average cost of \$1.00 per Km.



Table A – This is why GreenShareCar’s ExclusiveFleet is the clear winner in the Km stakes

Transport Mode	Return Trip Distance Km	Trip cost 1	Trip cost 2	Daily Cost	Annual Cost	Availability Days Per Year	Cost Per Km
Taxi	46	\$ 165.56	\$ 165.56	\$ 331.12	\$ 72,846.40	220	\$ 3.60
Vehicle Allowance	46	\$ 46.00	\$ 46.00	\$ 92.00	\$ 20,240.00	220	\$ 1.00
GreenShareCar	46	\$ 44.38	\$ -	\$ 44.38	\$ 16,200.00	365	\$ 0.96

Example 1

Assumes an employee will take the company vehicle home at least one night Monday to Friday, with an overnight charge to the employee \$38.50 and other employees will utilise the vehicle at least every second weekend, the weekend charge is \$115.50 weekend rental starts from 6 PM Friday to 8 AM Monday

Employee with GreenShareCar Private Membership	Overnight Rental Per Annum	Company Income	Weekend Rental Per Annum	Company Income	Possible Income from Employees use of Company Vehicles	Overnight Availability Days	Weekend Availability Weekends
GreenShareCar	52	\$ 2,002.00	26	\$ 3,003.00	\$ 5,005.00	365	52

Example 2

Assumes an employee will take the company vehicle home at least twice during the week Monday to Friday. The overnight charge to the employee is \$38.50. Other employees will utilise the vehicle at least every weekend. The weekend charge is \$115.50. Weekend rental starts from 6 PM Friday to 8 AM Monday

Employee with GreenShareCar Private Membership	Overnight Rental Per Annum	Company Income	Weekend Rental Per Annum	Company Income	Possible Income from Employees use of Company Vehicles	Overnight Availability Days	Weekend Availability Weekends
GreenShareCar	104	\$ 4,004.00	52	\$ 6,006.00	\$ 10,010.00	365	52

Table B - You end up in a surplus position after allowing for employee income to reduce your fleet operational costs and factoring in the value of a fully branded vehicle!

Examples	Standard Monthly Payment to GreenShareCar	Vehicle Cost to Employer Per Annum	Employee Income Per Annum	Annual vehicle cost to Employer after considering 80% of generated employee income	Monthly vehicle cost to Employer after considering 80% of generated employee income	Employer’s monthly savings generated through Employee’s private vehicle use	Value of Signage on Vehicle Per Annum - Advertising	Real Cost to Employer Per annum (Profit)
1	\$ 1,350.00	\$ 16,200.00	\$ 5,005.00	\$ 12,196.00	\$ 1,016.33	\$ 333.67	\$ 15,600.00	-\$ 3,404.00
2	\$ 1,350.00	\$ 16,200.00	\$ 10,010.00	\$ 8,192.00	\$ 682.67	\$ 667.33	\$ 15,600.00	-\$ 7,408.00

The future in fleet management



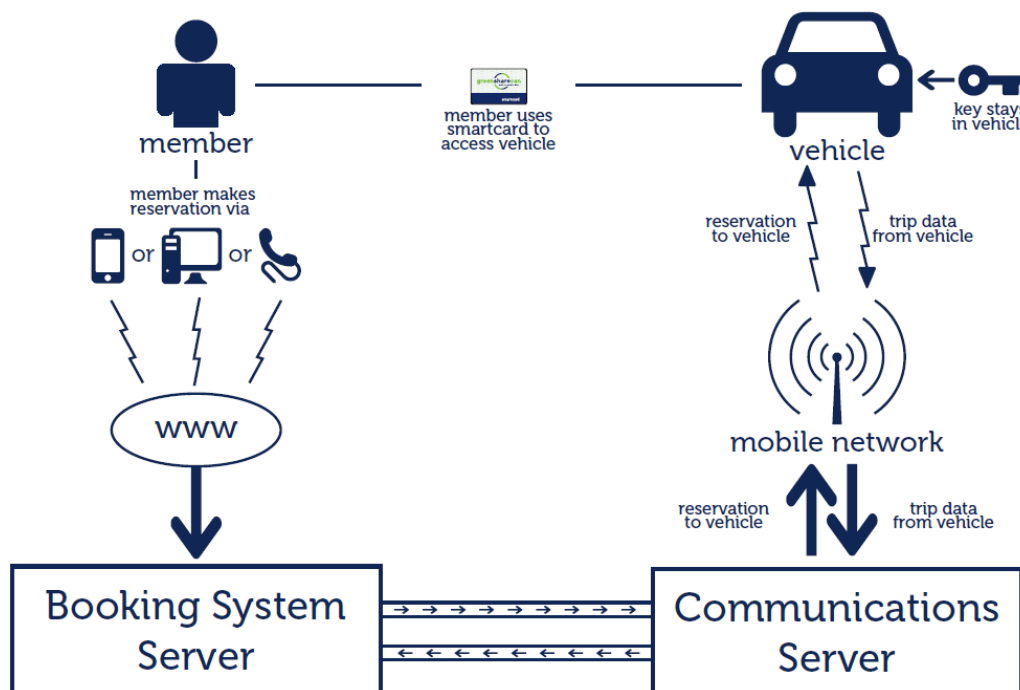
Government & corporate fleets are ready, are you?

Thousands of companies around the world are adopting exclusive car share vehicles in their organisations.

The NSW State Government recently announced a car-sharing trial for staff to save millions of dollars in underutilised Government vehicles.

System overview – how it works

All corporate drivers invited by the company complete an online application to join the company's GreenShareCar corporate account. Once the application is approved, each driver is issued with his or her own smartcard. Every time a he or she wants to reserve a vehicle, the individual driver uses his or her own ID to book it. The personal smartcard is then also used to access the vehicle, i.e., for unlocking and locking. Corporate drivers' smartcards can be programmed to only use your company's ExclusiveFleet vehicles. Alternatively, your drivers can also be authorised to use other GreenShareCar vehicles around Australia. The employer may also restrict drivers to only use the vehicles during the working day. You tell us your requirements, and we make sure that we customise our car share technology accordingly.



Employee's private use

Our corporate clients can let their employees use the company vehicles outside business hours. Using the employee's private GreenShareCar account, private employee use of the company vehicles is charged directly to the employee's credit or debit cards. Each month, GreenShareCar reconciles all employee rentals. 80% of the income is then credited to the customer's corporate account, thus reducing the monthly payment due to GreenShareCar. The company is able to set their own rates for employee private use.



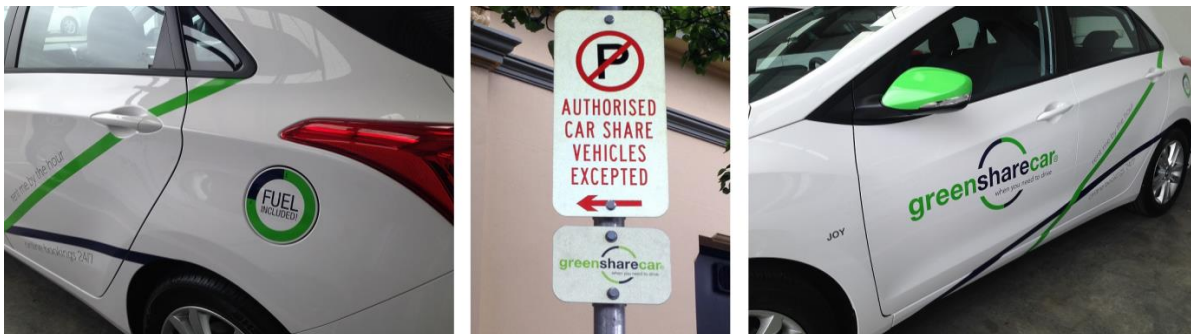
Changing is difficult Not changing is fatal

Some organisations resist change so successfully (if you can call it that), that by the time they act, the ship has left the harbor.

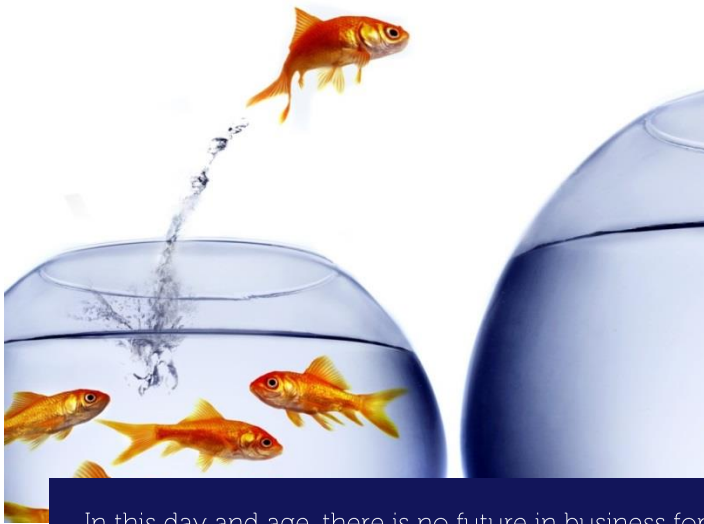
Kodak refused to change with the advent of digital cameras. By the time they did, they were way behind the competition.

Blockbuster ignored the popularity of streaming video until they were forced to close hundreds of their stores to stay alive. Now they're playing catch-up, working hard to find their corner in the internet, on-demand movie market.

Nokia failed to realise the importance of the smartphone and quickly fell behind in a very competitive market.



Don't resist change



Innovation distinguishes between leaders and followers.

In this day and age, there is no future in business for those who resist change! The most successful organisations of the future will be the ones that successfully change and adapt to the fast pace of modern technology. ExclusiveFleet, QuickFleet and StrataFleet by GreenShareCar is the future in Fleet Management.

The future



Generation Z Born: 1995-2015 Coming of Age: 2015-2035

While we don't know much about Gen Z yet...we know they are using our vehicles today. They want to know a lot about the environment they are growing up in. Gen Y and Z are high users of GreenShareCar. Our future leaders are using our cars today. They are growing up in the sharing economy and are really familiar with collaborative consumption. Gen Z kids are raised in a highly sophisticated media and computer environment. They will be even more Internet savvy and experimental than their Gen Y forerunners.

Move forward with us! With our expert advice, continuous improvement and commitment to a partnership built on trust, we are driven to make your fleet the best it can be. To experience the GreenShareCar difference and make us your vehicle management partner, please contact us on 1300 575 878 or visit us at greensharecar.com.au for more information.

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Innovative and Sustainable Transport

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