

**Get to know
your mobility
partner.**



Hertz[®]



Who we are?

In today's fast moving business environment companies are seeking for value-added solutions in order to increase their competitiveness and to improve their core activity. This quest for continuous improvement and sustainable advantages typically requires time, funding and resources.

Hertz Lease responds to this challenge with customized business solutions, through Operating Leasing and Fleet Management Services. No matter if you are a multinational organization or smaller size company, **Hertz Lease** will provide you with the best solution. **Hertz Lease** simply meets your business requirements through our knowledge and experience.

The history of **Hertz** dates back to 1918, in America when W.L. Jacobs had the innovative idea and established the first car rental office in the world, in Chicago, in the United States of America, purchasing and repairing on his own twelve second hand Ford model T automobiles.

Since then, the Company grew and expanded rapidly, becoming the largest Car Rental in the world and remaining the leader in the car rental market for almost a century now.

Autotechnica Ltd was established in Bulgaria at the beginning of 1996 as a franchisee of **HERTZ** and within a short period of time became a senior player on the market of Car Rental and Operating Leasing – Fleet Management Services.

Business Development

The ambitious investment plan of Hertz / Autohellas ATEE is not limited to only Bulgaria and Greece.

- » In June 2005 Autohellas ATEE took over the Hertz franchisee in Cyprus, offering Rent A Car services and Operating Leasing (Long Term Rental).
- » Since 2007 Autohellas ATEE has been the owner of Autotechnica Fleet Services, operating in Romania as a national franchisee of Hertz offering short Rental services and Operating Leasing.
- » Since February 2010 Autohellas ATEE has been the national franchisee of Hertz in Serbia, offering Long Term Rental & Lease and Rent A Car Services.
- » As of December 2010 operations were established also in Montenegro in the fields of Rent A Car, Long Term Rented & Lease Services.
- » Since February 2014 Autohellas ATEE took over the Hertz franchisee in Ukraine, offering Rent A Car services and Operating Leasing (Long Term Rental).

What do we offer?

HERTZ LEASE OFFERS MUCH MORE THAN A SIMPLE LEASING SCHEME.

Services



Finance of vehicles



Buy back option at the end of lease



Car registration fees



Annual car taxation



Car insurance



Car maintenance and breakdown repairs



Tires changes. Seasonal tires included.



Car replacement in case of accident



Accident management + repairs



Road assistance for the whole lease period



Lease Plus Flexibility

Why Operating Leasing?

- » Cash flow and budget planning: No more unexpected expenses that can distort your cash flow schedule. One monthly installment same for each month.
- » Reducing time: Simplify the activity of fleet management and decrease the accountancy work volume.
- » Concentrating in core activity: Improve your capacity of financing your core activity by releasing important financial resources.
- » Residual value risk: Acquiring your fleet through operating leasing, the residual value risk is immediately transferred to the leasing company.
- » No unexpected maintenance and repairs: The leasing company covers maintenance or repair scheduled and non-scheduled.
- » Replacement car: A replacement vehicle will be available in case of an accident or breakdown.



Financial advantages

- » Total deductible rental expense;
- » No registration as a fixed asset in company's Balance sheet
- » No negative impact on company's debts ratio
- » Improves the cash flow complexity;
- » No residual risk; (provision for losses due to uncertainty of the second hand car market)
- » Stable monthly installment;
- » Reduction of administration cost

Operating Advantages

- » No vehicles immobilization;
- » Reducing the indirect costs;
- » Possibility for buy-back

Why Hertz?

- » Because of the great variety of products that fit perfectly your needs;
- » Because of the 25 years experience in Operating Leasing;
- » Because of the over 32 000 vehicles in operating leasing that we manage successfully;
- » Because of the experience in servicing customers in different countries;
- » Because:

*“Great Customers
choose Hertz Lease!”*

Fleet Management Services

We take the headache and risk of operating yourselves your own fleet. You buy your cars and we look after them for more efficient, economic and problem free fleet management. Through Fleet Management Services, Hertz Lease provides a variety of solutions specially tailored to your needs, which may include:

- » Maintenance
- » Insurance
- » Accident management
- » Road taxes
- » Replacement vehicles

Or any combination of services you may wish. We can also provide you with a consultation on reselling your old fleet as well as arranging this process.



Sale & Lease back

We buy cash your existing fleet, and re-lease it back to your Company with our Operating Lease Product. This solution allows you to release immediately important cash flow that can be used to finance your core business activity.

FlexDrive

FlexDRIVE
BULGARIA

THE FLEXIEST MONTHLY CAR RENTAL PROGRAM YOU COULD IMAGINE!

With FlexDrive it's just a walk in the park to get the car of your dreams, for as long as you need it. No complicated paperwork, no hidden fees and commitments, just a small one-time fee, fully refunded after 18 months of continuous rental.

- » **No downpayment.** Just a small, refundable subscription fee.
- » **Fixed monthly rate** all over your rental duration.
- » **Change vehicle** at any time during your rental.
- » **Make it yours.** For a special price!

All rates include:

- » Free 2000 km/month
- » Free extra driver
- » Collision Damage Waiver
- » Car maintenance & repair
- » Theft protection
- » Road Tax & Road Assistance
- » Car replacement in case of damage

Monthly Rental Offers

Looking for a car rental with duration of more than 1 month in Bulgaria? Are you planning to travel for a long period or just need a car for your everyday use? Then **Hertz Monthly Rentals** is exactly what you need!

Advantages of monthly rentals:

- » The most flexible plan, with a minimum rental period of one month.
- » It combines the advantages of RaC and Leasing.
- » Immediate vehicle pickup.
- » It always has a new vehicle from our modern fleet, which we make sure to renew once it starts to get old.
- » Without maintenance costs and other fixed costs, such as road tax, insurance.
- » A wide variety of car models and types: automatics, crossovers, SUVs, prestige, four wheel drive.
- » Vehicle replacement in case of breakdown or accident.
- » 24/7 roadside assistance.
- » Special price for the winter months.
- » Immediate delivery even on the same day from the station's fleet.



Hertz Rent a car

Hertz can cover any of your personal, family or Company mobility need on a short time basis or even a longer one.

Hertz offers:

- » Brand new car fleet, with more than 15 different car types, providing solutions for every need or "budget plan".
- » Mini and small cars
- » Medium size
- » Sedan cars
- » Family vans
- » Station Wagon /Combi cars
- » SUV
- » Automatic gear box medium and Prestige.
- » Coverage for Sofia area with 3 stations, one located at the Sofia International Airport, one down town in the city center and one in Hertz Service Station in Drujba District. Also, coverage in Varna and Bourgas.
- » Trained and bilingual speaking personnel

OUR EXPERIENCE IS YOUR GUARANTEE!

Hertz guarantees

- » New and Reliable car fleet
- » Special Discount policy for Corporate Customers
- » 24 hours / 7 days, Road Assistance in case of breakdown or accident
- » Car replacement, if needed
- » Navigation devices for GPS guidance.

Our presence
in 9 countries.



AUTOTECHNICA Ltd

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