

avis budget group

Suppliers vs Travel Agencies: Partners or Competitors.

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Commercial Senior Director

AVIS

 **Budget**[®]


zipcar[®]

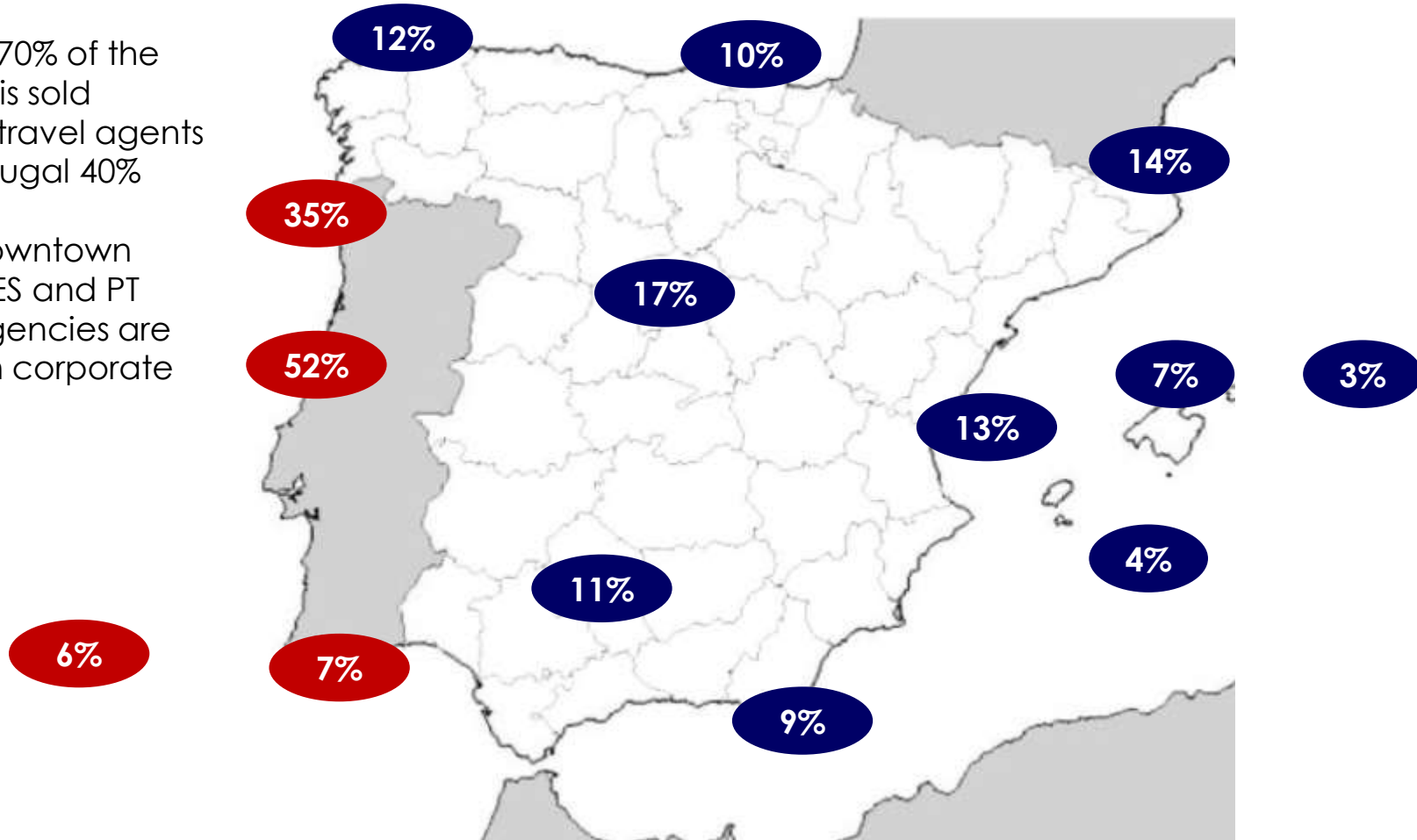
Payless[®] CAR RENTAL

 **apex** car rentals
the kiwi way

Market Landscape

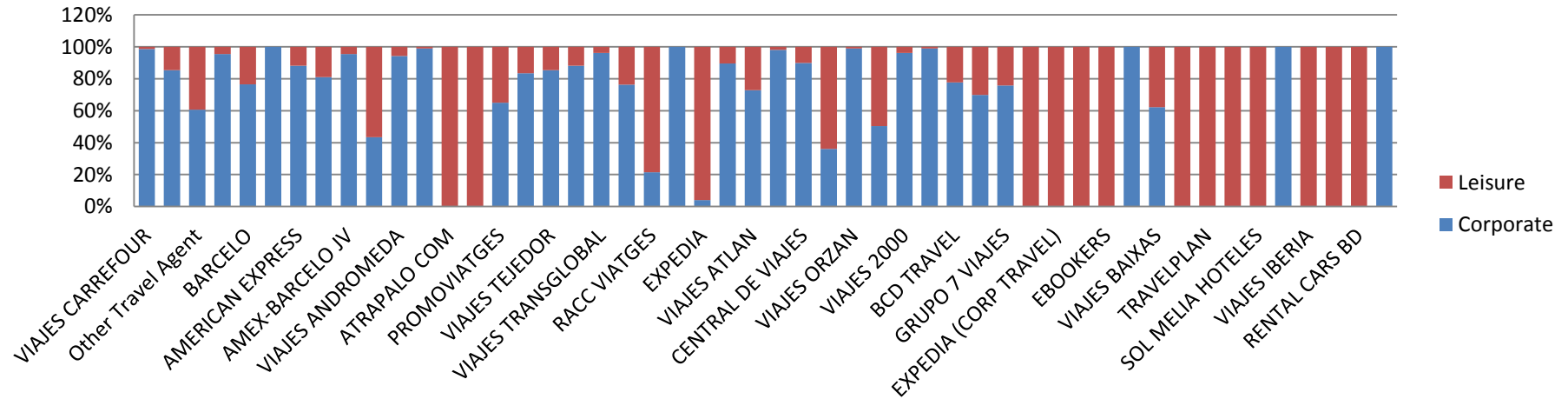
Travel Agencies are key to Iberia

- In Spain 70% of the business is sold through travel agents and Portugal 40%
- In the downtown area of ES and PT travel agencies are critical in corporate needs

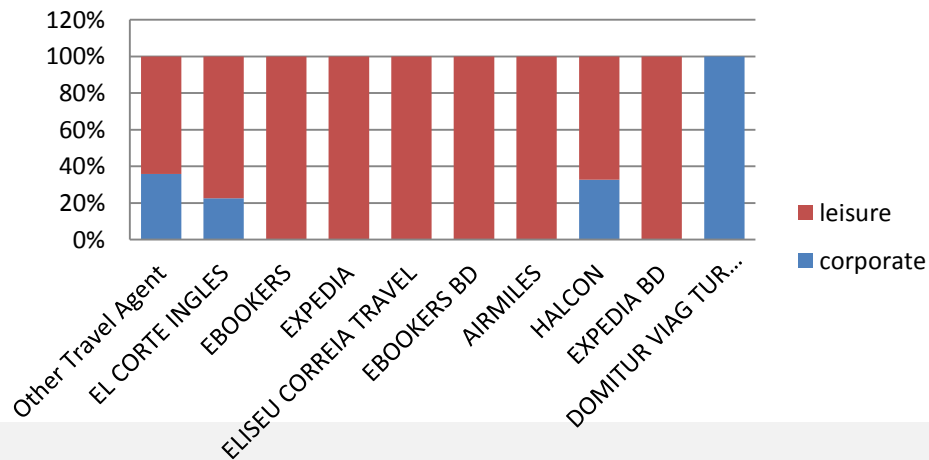


Corporate vs Leisure

Spain



Portugal



And so we offer...

Different solutions for each type of customer



World leader in mobility solutions company with a **premium** quality
Global coverage in over **175 countries**, in more than **5,450 offices** in Spain and more than **190 rental locations**
The most **extensive, new** and **diversified** fleet of rental vehicles including luxury cars.

Budget is the number one brand worldwide in the segment "value", and one of the three global brands. It is a constantly growing brand with a clear objective being, to maintain and increase its leadership in its segment.



Payless Car Rental offers quality at a discount price always, in more than 120 countries

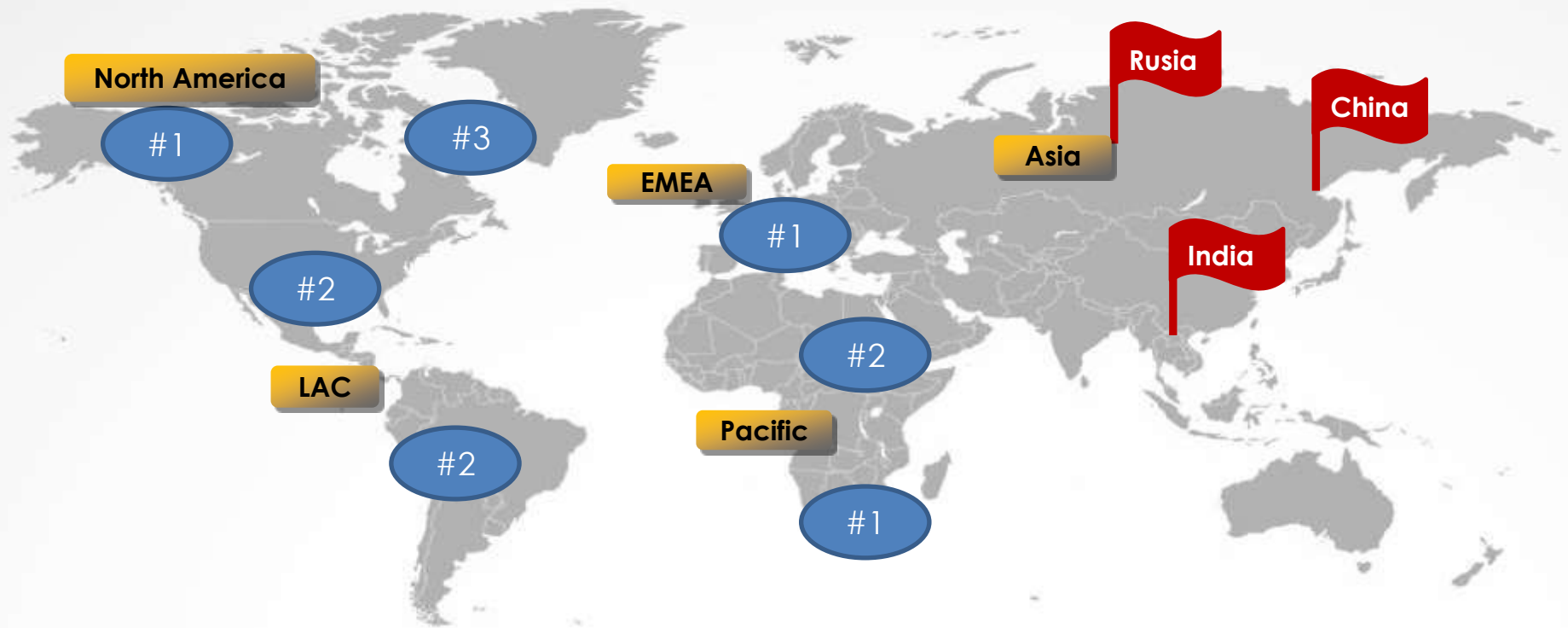


Car Sharing, rent by hours. With over 850,000 member worldwide



The largest car rental company in Australasia. All prices include VAT, insurance and unlimited mileage

International presence and global service



- More than **10,000** clients in **175** countries
- A worldwide fleet of over **520,000 vehicles**
- Top corporate presence in North America, Europe and Australia

- Presence in emerging markets, in 18 countries in Asia with **40,000 vehicles**.
- Leader in **India** and **China**
- Implementation of the branch network in **Russia** and **Brazil**

A large fleet to the customer



- We have one of the best fleet, only **first brands**
- **28.000 vehicles**, variety of models, especially in the most popular cars for corporate clients
- Cars with the latest **technology** and **equipment**: bluetooth, start-stop, 4 airbag
- Update fleet every **6 months**
- **Regular inspections** and latest in security

We care about what our customers are concerned



- Quality Certified
- Vehicles for low CO2 emissions and low fuel consumption
- Since 1997 Avis belongs to Carbon Neutral: every gram of CO2 we produce, we have to pay the equivalent of one ton of CO2 through a validated emission reduction project worldwide.

Mobility Solutions

By hour → zipcar. 

By day → AVIS Budget CAR RENTAL Payless*



→ AVIS Budget CAR RENTAL Payless*

New car / Old car → apex car rentals the kiwi way

Mobility Products



- **WiFi:** the WiFi service with 1 GB of data per day is offered, and up to 5 devices connection
- **Tour Guide:** an audio guide to explore the corners of Lisbon, Porto and Madrid. Upcoming guides in Madeira and Barcelona
- **Travel Partner:** Partner is a helpful concierge service providing assistance and inspiration throughout your trip.
- **App Mobile:**



Working model

The last decision... the car



Our strategy is to continue growing with intermediaries.

And the business model must change



% Revenue

UP TODAY



Value Added

From NOW?

Thank you

avis budget group

AVIS

 Budget®

zipcar 

Payless[®] CAR RENTAL

 apex car rentals
the kiwi way