

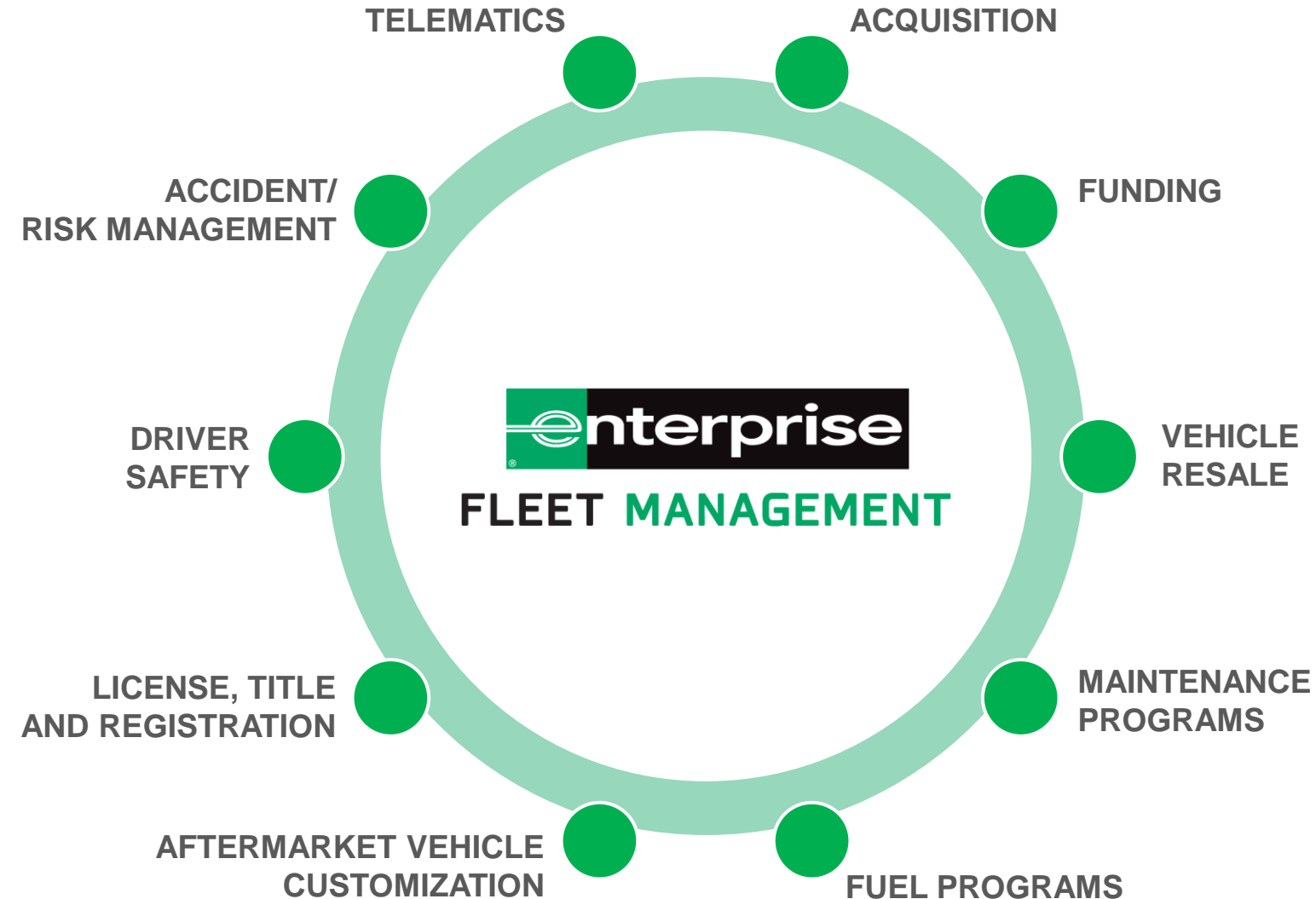
Fleet Profile and Analysis

Town of Niagara-On-The-Lake

DELIVERING SOLUTIONS. DRIVING RESULTS.

Appendix I

ENTERPRISE HOLDINGS



2.3
Million
Worldwide

VEHICLES

\$26.4
Billion in Revenue

101,000

EMPLOYEES

Ranked by

Forbes

As one of America's Largest
Private Companies

Government References



Enterprise Fleet Management is partnered with over 1,700 government organizations across North America

EFFECTIVE VEHICLE LIFECYCLE

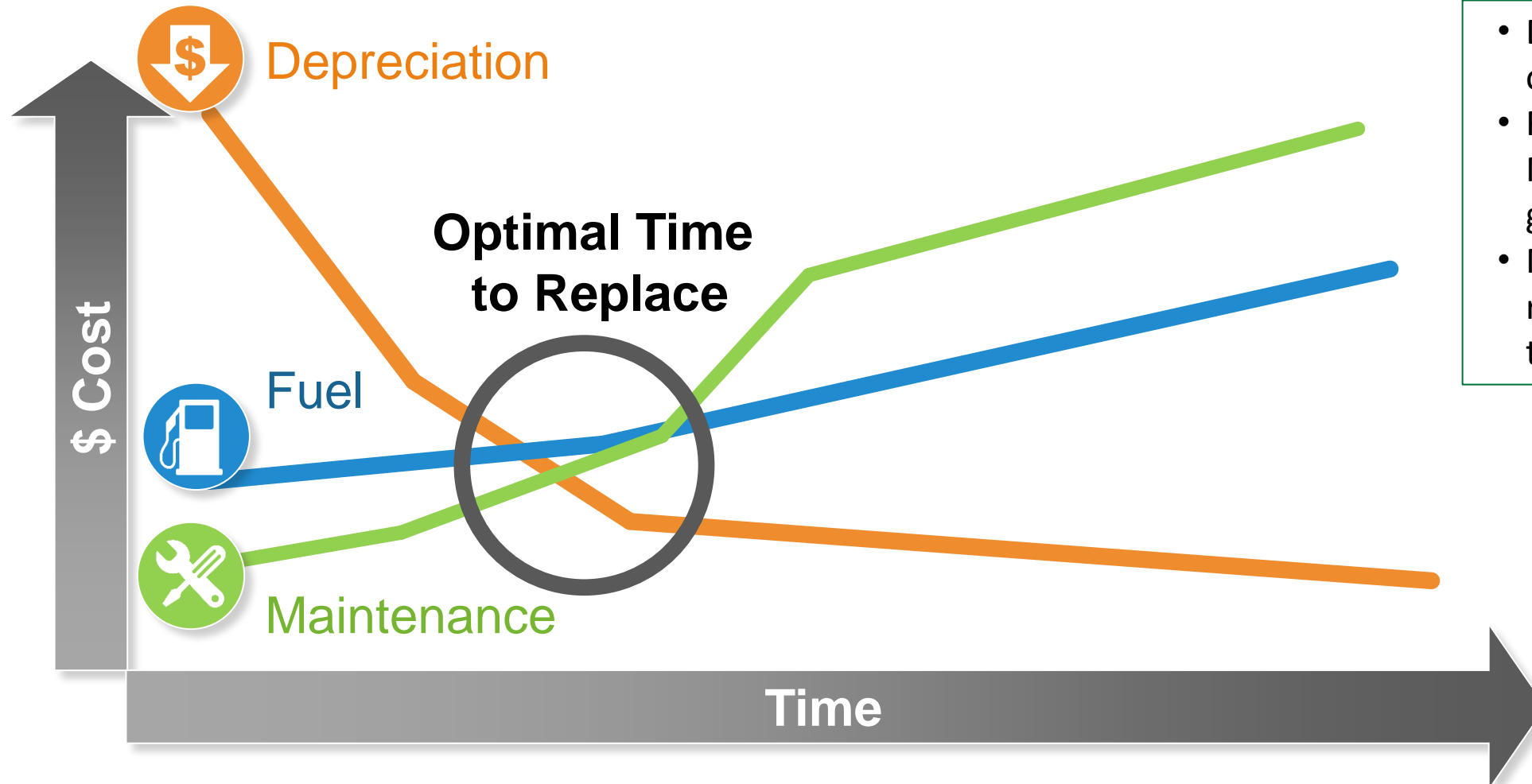
Appendix I



FLEET MANAGEMENT

Key Observations

- Depreciation/year declines over time
- Running costs of Fuel and Maintenance increase gradually over time
- Mandated fuel efficiencies reward staying on technology wave



ACQUISITION



Factory Ordering



Infrastructure On Stock



Incentive Strategy



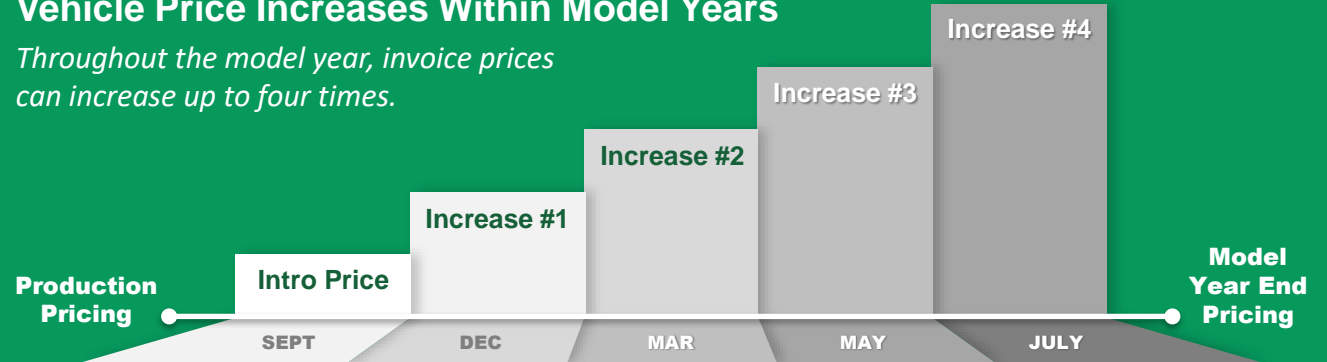
Order Timing



Aftermarket Process & Logistics

Vehicle Price Increases Within Model Years

Throughout the model year, invoice prices can increase up to four times.



LAST YEAR ALONE,
ENTERPRISE FLEET MANAGEMENT
COLLECTED

\$55 MILLION

IN MANUFACTURER
INCENTIVES FOR CLIENTS.



What Should We Factory Order – Pickup Trucks

Appendix I



FLEET MANAGEMENT



	2025 Chevrolet Silverado 1500 Work Truck 4x4 Crew Cab 6.6 ft. box 157 in. WB CK10743	2025 Ford F-150 XL 4x4 SuperCrew Cab 6.5 ft. box 157 in. WB W1L	2025 RAM 1500 Tradesman 4x4 Crew Cab 153.5 in. WB DT6L91
Vehicle Type	1/2 Ton Pickup	1/2 Ton Pickup	1/2 Ton Pickup
Engine	2.7L TurboMax	5.0L V8	3.0L I6 Hurricane SO Twin Turbo ESS
L/100 km City	14	15	14
L/100 km Highway	12	11	10
Acquisition Cost	\$44,180	\$51,398	\$61,994
Total Actual Depreciation	\$20,340	\$25,558	\$36,619
Total Fuel Cost	\$14,175	\$14,175	\$13,114
Total Maintenance Cost	\$6,098	\$6,098	\$6,098
Monthly Depreciation	\$728.97	\$848.07	\$1,022.90
Monthly Management Fee	\$66.27	\$77.10	\$92.99
Monthly Interest	\$113.34	\$131.46	\$158.07
Monthly GST/HST Tax	\$0.00	\$0.00	\$0.00
Monthly PST Tax	\$0.00	\$0.00	\$0.00
Monthly Payment with Tax	\$908.58	\$1,056.62	\$1,273.96
Lease Term	60 Months	60 Months	60 Months
Holding Period	5 Years	5 Years	5 Years
Annual Kilometers	13,500	13,500	13,500
Cost per km	\$0.77	\$0.87	\$1.06
RBV at Term	\$442	\$514	\$620
Expected Sales Price at Holding End	\$23,840	\$25,840	\$25,375
Estimated Equity at Term	\$23,398	\$25,326	\$24,755

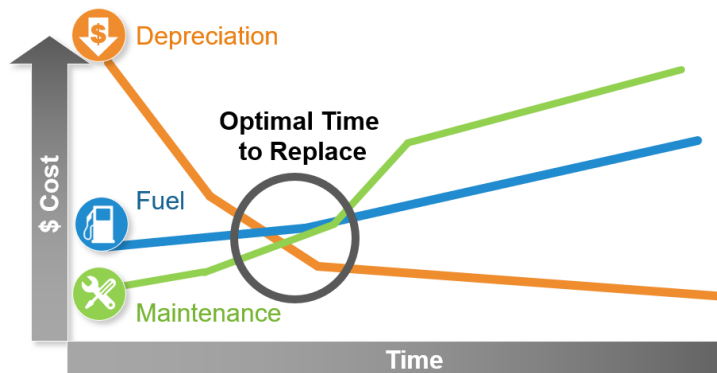
The Right Holding Period – ½ Ton

2025 Chevrolet Silverado 1500 Work Truck 4x4 Crew Cab 6.6 ft. box 157 in. WB
 13,500 KMs/Year

Vehicle Age (months)	Total KMs	Est. Market Value	Avg. Monthly Depr.	Avg. Monthly Maint.	Avg. Monthly Fuel	Avg. Monthly Downtime	Avg. Monthly Cost	Rolling Avg. Monthly Cost	Recommended Cycle Indicator
0	0	\$48,180							
12	13,500	\$35,400	\$1,065.00	\$16.33	\$224.08	\$4.42	\$1,309.83	\$1,309.83	
24	27,000	\$31,080	\$360.00	\$28.00	\$229.83	\$7.67	\$625.50	\$967.67	
36	40,500	\$27,800	\$273.33	\$75.08	\$235.67	\$20.50	\$604.58	\$846.64	
48	54,000	\$26,040	\$146.67	\$65.67	\$242.42	\$17.92	\$472.67	\$753.15	CYCLE NOW
60	67,500	\$23,840	\$183.33	\$291.50	\$249.33	\$79.50	\$803.67	\$763.25	
72	81,000	\$19,600	\$353.33	\$108.67	\$258.92	\$29.67	\$750.58	\$761.14	
84	94,500	\$15,600	\$333.33	\$105.58	\$269.00	\$28.83	\$736.75	\$757.65	
96	108,000	\$12,160	\$286.67	\$170.67	\$280.00	\$46.58	\$783.92	\$760.94	
108	121,500	\$8,800	\$280.00	\$358.92	\$292.17	\$97.92	\$1,029.00	\$790.72	
120	135,000	\$6,000	\$233.33	\$144.58	\$307.83	\$39.42	\$725.17	\$784.17	

*Purchase price includes est. \$4K in aftermarket equipment (lettering, wraps, toolbox, back rack, etc.)

*Only using 80% of resale value of Canadian Black Book index



☒ New ☐ Used
 Year: 2025
 Make: Chevrolet
 Model: Silverado 1500
 Trim: WT
 Style: Crew Cab LWB 4WD

Wholesale Retail Add/Deducts Residuals Industry

	12	24	36	48	60
Base Residual	45650	40150	35950	33650	30800
Add/Deduct(+/-)	-1400	-1300	-1200	-1100	-1000
Total Residual	44250	38850	34750	32550	29800

Region: Ontario Term: 0 Annual Kilometers: 24000 **Calculate**

FUNDING OPTIONS

\$50,000 Pickup Truck

1
Option

Pay-Cash

\$50,000 in Year 1



3 Vehicles

2
Option

Finance

\$12,000 in Each Year



12 Vehicles

3
Option

Market-Value Finance

\$8,000 in Each Year



18 Vehicles

If you had a \$150,000 annual fleet budget, how many vehicles could you acquire?

Fleet Profile

Town of Niagara-On-The-Lake Fleet Profile and Replacement Schedule

[illegible]

Replacement Criteria

* Fiscal Year 2025 = 10 years old and older, or odometer over 130,000

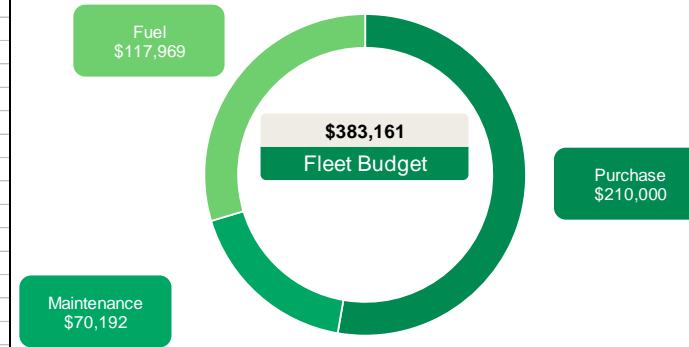
* Fiscal Year 2026 = 9 years old and older, or odometer over 150,000

* Fiscal Year 2027 = 7 years old and older, or odometer over 120,000

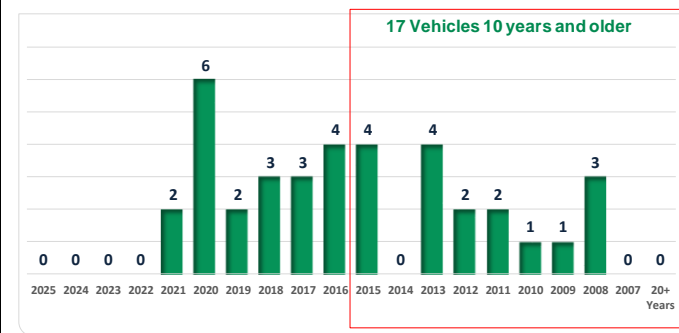
* Fiscal Year 2028 = 6 years old and older, or odometer over 100,000

* Fiscal Year 2029 = Remaining Vehicles

* Underutilized = Annual Mileage less than 1,000



MODEL YEAR ANALYSIS



Fleet Analysis

Town of Niagara-On-The-Lake Fleet Planning Analysis



Assumptions	Fleet Analyzed	37	Fleet Growth	0.00%
	Current Cycle	12.33	Annual KM	12,100
	Current Maintenance	\$158.09	Current L/100KM	17
	Maint. Cents Per KM	\$0.16	Prince/Liter	\$1.55

Proposals	Proposed Fleet	37
	Proposed Cycle	5.00
	Proposed Maintenance	\$133.95

Fiscal Year	Fleet Size	Fleet Mix			Fleet Cost						Annual	
		Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	37	3.0	37	0	210,000	0	-15,000		70,192	117,969	383,161	0
Year 1 ('25)	37	20	17	20	0	187,520	-56,958		64,398	106,716	301,676	81,485
Year 2 ('26)	37	3	14	23	0	197,411	-14,248		63,529	105,028	351,720	31,441
Year 3 ('27)	37	4	10	27	0	254,538	-17,692		62,371	102,777	401,994	-18,833
Year 4 ('28)	37	3	7	30	0	280,921	-18,769		61,502	101,089	424,742	-41,582
Year 5 ('29)	37	7	0	37	0	340,678	-50,648	-258,578	59,474	97,151	188,078	195,083
Year 6 ('30)	37	15	0	37	0	340,678		-19,346	59,474	97,151	477,957	-94,796
Year 7 ('31)	37	1	0	37	0	340,678		-78,863	59,474	97,151	418,440	-35,279
Year 8 ('32)	37	5	0	37	0	340,678		-43,345	59,474	97,151	453,958	-70,797
Year 9 ('33)	37	3	0	37	0	340,678		-86,203	59,474	97,151	411,100	-27,939
Year 10 ('34)	37	6	0	37	0	340,678		-258,578	59,474	97,151	238,725	144,435

SAVINGS

10 Year Savings*
Net Sustainable Impact*

\$539,043
\$72,648

*includes total unrealized equity of \$375,827

Projected Fleet Equity Analysis						
YEAR	2025	2026	2027	2028	2029	Under-Utilized
QTY	20	3	4	3	7	0
Est \$	\$2,848	\$4,749	\$4,423	\$6,256	\$7,235	\$0
TOTAL	\$56,958	\$14,248	\$17,692	\$18,769	\$50,648	\$0
\$158,315						
Estimated Current Fleet Equity**						

Key Objectives

Lower average age of the fleet
46% of the current light and medium duty fleet is over 10 years old
Resale of the aging fleet is significantly reduced

Reduce operating costs
Newer vehicles have a significantly lower maintenance expense
Newer vehicles have increased fuel efficiency with new technology implementations

Maintain a manageable vehicle budget
Challenged by inconsistent yearly budgets
Currently vehicle budget is underfunded

* Lease Rates are conservative estimates
**Estimated Projected Fleet Equity is based on the current fleet "sight unseen" based on replacement year
and can be adjusted after physical inspection and may change based on market factors, these are not guaranteed values
Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.