



The Voice of Leasing and Automotive Rental in Europe

Olivier Jankovec  
Director General, ACI

Brussels, 30 March 2020

**RE: European Car Rental Support for a European Aviation Relief Programme**

Dear Mr. Jankovec,

I am writing to you on behalf of Leaseurope, the trade federation representing automotive leasing and rental at European level. Leaseurope represents over 90% of all short-term rental operators in Europe, conducting over 55 million rental transactions annually.

All across Europe, the rental industry is an integral part of the airport eco-system, providing millions of European business and leisure travellers with transit to and from airports, onward to their home cities, places of business and, of course, as a preferred means for tourists to explore major sites of interest and whole countries. As such, we are an important stakeholder and commercial partner within airport strategic planning, investment and, ultimately, its consumer offering.

As air traffic has come to near-stand-still across most of Europe, the rental industry, like the airport operators and other service providers, are facing serious issues of operational and business continuity. These operational and business continuity issues become more acute by the day. Many rental operators are reporting never seen before declines in booking numbers and surges in cancellations. Some smaller national operators have simply shut-down operations. Beyond the widespread financial and employment damage to our members, this unprecedented situation presents significant operational challenges as our cars idle and require parking solutions. We are happy to report that in several instances ACI Europe member airports have helped find practical and equitable solutions to these problems.

However, meeting annual guarantee and rental payment payments at their regular levels is not sustainable for rental companies and greatly adds to the financial stress they are enduring. Again, we have seen instances of constructive dialogue with some airport operators to find sensible solutions for temporary financial relief and to explore pragmatic passenger number-based solutions for the recovery phase to progressively adapt charges to the levels of returning traffic. It goes without saying, we like you hope to see as expeditious recovery of passenger traffic and a return to normal business conditions when the WHO and national Governments are safely able to begin relaxing restrictions on the free movement of people. We need to be in a position to support that recovery and work closely with airport operators to put in place effective operational and financial plans to appropriately scale operations and customer service back up.

We are under no illusions that the economic recovery will take a significant period of time from a low-point that may exceed that which we saw in the Global Financial Crisis. Leaseurope therefore endorse ACI Europe's call for a comprehensive, holistic and robustly financed European Aviation Relief Programme. We also support the principle that in addition to their comprehensive supporting measures to airlines, Member States also implement comprehensive, inclusive and non-discriminatory support to the entire aviation eco-system, which includes car rental. Supporting measures should indeed be provided for all affected actors and no measure should benefit one actor at the expense of another one from airlines through to the airports and the full range of economic actors within the airport eco-system, including car rental operators. This "pass-through" principle is essential to ensure that all actors benefit from what is likely to be unprecedented government support at both the Member State and EU levels in the coming months. We recognise that by economic weight airlines and airports will rightly attract the greatest levels of support. However, all air travel stakeholders must be able to access this support to aid recovery and to ensure that

the whole airport eco-system returns to levels of economically self-sustaining operation as rapidly as possible and to ensure that the full consumer experience is restored.

We all share the same objectives for our businesses, employees and customers to address the accelerating operational & business continuity risks and to ensure that we are all sufficiently ready to be able to contribute to the recovery of air travel and its fundamental role in the overall European economy. Leaseurope stands ready to work with ACI Europe and other airport stakeholders to support your efforts in securing a well-designed and financed European Aviation Relief Programme. We would welcome a meeting with you to determine how we can best support this effort.

Yours Sincerely,



Richard Knubben  
Leaseurope Deputy Director-General

### **About us**

Leaseurope brings together 45 member associations representing the leasing, long term and/or short term automotive rental industries in the 32 European countries in which they are present. The scope of products covered by Leaseurope members' ranges from hire purchase and finance leases to operating leases of all asset categories (automotive, equipment, machinery, ICT and real estate). It also includes the short-term rental of cars, vans and trucks. Leaseurope represents around 1,700 leasing companies across Europe, with over 70,000 employees and represents approximately 91% of the European leasing market.

**Leaseurope is entered into the European Transparency Register of Interest Representatives with ID n° 430010622057-05**