

Note: This press release contains unaudited consolidated financial figures established under IFRS by Europcar Groupe's Management Board and reviewed by the Supervisory Board on November 4, 2015.

Europcar Groupe: Third Quarter Results for 2015

- Strong Q3 results in line with Europcar expectations with a rental revenue¹ growth of 6.1% at constant exchange rate.
- Group southern countries took advantage of the leisure growth momentum for Europcar brand, accelerated by the successful deployment of InterRent.
- Continued Growth of Adjusted Corporate EBITDA² up 9.5%³ vs. Q3 2014 at €154.2 million.
- 2015 outlook upgrade with FY 2015 Adjusted Corporate EBITDA expected to be slightly above €250 million (versus around €245 million previously).
- Acceleration of Europcar customer strategy with the appointment of Jan Löning, as Chief Customer Journey Officer.

Saint-Quentin-en-Yvelines, November 5, 2015 - Europcar (Euronext Paris: EUCAR) publishes today its third quarter results for 2015.

Philippe Germond, Chairman of the Management Board of Europcar Groupe commented:

"Europcar has achieved a strong third quarter, with a solid organic total revenues growth of 4.2% compared to Q3 2014 and a high EBITDA margin, in line with our commitment to generate a steady and profitable growth. The performance achieved in Q3 combined with the acceleration of our Transformation Plan, Fast Lane, enables us to upgrade the guidance we have committed to previously. Thanks to the success of the IPO, we have now the capability to accelerate our strategy deployment on the fast-growing mobility market while focusing on top line growth and offer differentiation. In this framework, the appointment of a Chief Customer Journey Officer is a key step in our customer strategy."

All data in €m	Q3 2015	Q3 2014	Change	Change at constant currency ⁴
Rental Days volume (in million)	17.8	16.5	7.6%	
Average fleet size ('000 vehicles)	242.8	225.4	7.7%	
Revenues	692.6	646.2	7.2%	5.2%
Adjusted Corporate EBITDA	154.2	138.6	11.3%	9.5%
Adjusted Corporate EBITDA Margin	22.3%	21.4%	+0.9 pt	
Last Twelve Months Adjusted Corporate EBITDA	247.1	197.0	25.5%	
LTM Adjusted Corporate EBITDA Margin	11.7%	10.1%	+1.6 pt	
Net Income IFRS	99.4	45.1	120.7%	
Corporate Net Debt at the end of the period	152.0			

¹ Rental revenue corresponds to income from vehicle rentals net of discounts and rebates. The total revenue includes in addition to rental revenue, other revenue associated with car rental (such as petrol), and royalties received from Europcar franchisees.

² Adjusted Corporate EBITDA is defined as Recurring Operating Income before depreciation and amortization not related to the fleet, and after deduction of the interest expense on certain liabilities related to rental fleet financing. This indicator includes in particular all the costs associated with the fleet.

³ At constant Exchange rate.

⁴ UK pound and Australian dollar.

Highlights

In addition of its solid financial results, Europcar pursues the deployment of its transformation program, Fast Lane. In this framework, leaning on the capillarity of its network and operational excellence, Europcar strengthened its position in the urban mobility through initiatives, emblematic of Europcar development strategy:

- Reshaping of AutoLiberté, an urban mobility solution based on a subscription model developed on the French market. It represents a real option to a car ownership allowing customers to have a vehicle that meets their needs whenever they want, with specific rates. Enhancing AutoLiberté customers journey, a partnership has been signed with Mobypark, a car park booking platform.
- Integration of electric vehicles in Europcar fleet to provide its customers with greener mobility solutions, especially in urban area. Some examples of recent initiatives: integration of Bluecars in Paris, Nissan LEAF cars in Birmingham and the development of a new electric car sharing in Malaga (Spain).

Furthermore, in order to strengthen and accelerate its Customer Journey strategy, Europcar has decided to appoint Jan Lönning, as Chief Customer Journey Officer. Jan has a solid experience particularly in digital and retail companies like Avis or Fnac.com. He will notably dedicate his skills to enhance and differentiate the customer experience to strengthen the loyalty of Europcar customers and expand the customer portfolio.

Q3 performance review

Revenues

Total revenues are at €692.6 million in Q3 2015, up 4.2%⁵ compared to Q3 2014 on an organic basis while rental revenue is up 6.1% at constant exchange rate, mainly supported by the increase in the number of Rental Days.

The Number of Rental Days reached 17.8 million in Q3 2015, representing an increase of 7.6% compared to Q3 2014, all countries increasing. It reflects a strong demand on the leisure segments for Europcar brand on all distribution channels and by the accelerated deployment of InterRent, Europcar low cost brand. The business segment enjoyed in the meantime an increase in volumes, in particular for SME and vehicle replacement, in line with our profitable sales growth strategy.

Nominal RPD is slightly declining reflecting the diversified business mix sales strategy notably InterRent deployment. In Q3 2015, it decreased by 1.4% at constant exchange rates, as compared to Q3 2014.

Adjusted Corporate EBITDA

Adjusted Corporate EBITDA for Q3 2015 has strongly improved at €154.2 million, compared to €138.6 million in Q3 2014, up 9.5% at constant exchange rates.

This increase mainly reflects Europcar good operational leverage, cost management and fleet financing positive evolution. In particular, Europcar pursued the improvement of its fleet costs per unit and semi fixed costs with efficiency gained on the network while pursuing investment in sales & marketing to sustain profitable growth.

Last twelve month Adjusted Corporate EBITDA reached €247.1 million representing a margin of 11.7% showing a steady improvement quarter after quarter.

Net Profit & Loss

The net income amounted to €99.4 million in Q3 2015 compared with €45.1 million in Q3 2014. This increase reflects the growth of the Adjusted Corporate EBITDA and the improvement of the financing conditions following the reshape of the capital structure. In Q3 2014, the net income was also impacted by non-recurring costs associated with Fast Lane program and fleet refinancing.

Debt management

Corporate net debt decreases to €152 million as of September 30, 2015 (vs. €581 million as of December 31, 2014) as a result of the reshape of the capital structure following the IPO. The fleet debt was €3,613 million as of September 30, 2015 vs. €3,274 million in September 30, 2014. This increase reflects the higher fleet volume to sustain the growth of the operation and the evolution of the mix of the vehicles.

⁵ At constant exchange rate and excluding EuropHall, one of our French franchisee, acquired in Q4 2014. As a result, this company has been fully consolidated only for two months in 2014. On a standalone basis, EuropHall revenue amounted to c. €23 million for the full year 2014.

Annexe 6: Capital structure evolution

All data in €m		Sept. 30, 2015	Dec. 31, 2014	
Corporate IN BS	Gross Corporate debt *	384	773	Corporate net debt
	Cash & short term investments	-232	-192	
	Total Corporate net debt	152	581	
Fleet IN BS	Gross financial fleet debt	2,029	1,396	Asset backed financing secured by vehicles
	Fleet cash & cash equivalents and other	-123	-113	
	Fleet net debt	1,906	1,283	
Lease OFF BS	Debt equivalent of fleet operating leases	1,707	1,284	
Conso.	Total fleet net debt (incl. op leases)	3,613	2,567	
	Total consolidated net debt	3,765	3,148	
average	Average Fleet net debt for Q3 YTD			
	In balance sheet	1,561		
	Off Balance Sheet	1,583		
LTV	Total Fleet net debt	3,144		
	Indebtedness at the testing date	1,228		
	Total value of the net assets	1,298		
	Loan to value ratio	94.6%		