

LEASYS

Redefining Mobility in Europe

An interview with Leasys Group CEO Rolando D'Arco

Q1: What is Leasys's current position in the European long-term vehicle rental market?

In a dynamic automotive landscape, Leasys—a joint venture between Stellantis and Crédit Agricole Personal Finance & Mobility—has emerged as one of Europe's leading mobility providers. Offering a wide range of medium and long-term solutions, along with advanced fleet management systems, Leasys is redefining mobility through innovation and sustainability. Operating across 11 European markets—Italy, France, the United Kingdom, Germany, Spain, Portugal, Belgium, the Netherlands, Luxembourg, Austria, and Poland—we are committed to driving more accessible and sustainable mobility for private, business, and corporate customers, with a focus on consistently delivering a best-in-class experience.

Q2: What were some key achievements of Leasys in 2024?

The European automotive market is undergoing a profound transformation, and the Group continues to grow, demonstrating both resilience and adaptability. In terms of commercial performance, Leasys closed 2024 with over 243,000 contracts—an 87% year-on-year increase—driven by synergistic initiatives coordinated with its shareholders. Throughout the year, we have continued to expand our European fleet, growing from 870,000 vehicles in 2023 to 906,000 by the end of 2024, with a target of 1 million by the end of 2026.

Digitalisation was a key driver of this year's performance, acting as a critical enabler for innovation, operational efficiency, and enhanced customer experience. One major initiative was the launch of Leasys e-Store, a new e-commerce platform introduced in Italy, the UK, the Netherlands, and Spain. Designed primarily for low-emission vehicle rental offers, the platform allows customers to independently select their mobility solution through a fully digital experience.

In 2024, Leasys also focused on strengthening its competitive position in the electrified mobility segment by leveraging synergies with Stellantis brands. These efforts culminated in the launch of two new offerings dedicated to promoting the adoption of low-emission mobility: e-Move, a long-term rental solution that includes accessories for both home and public charging; and RE-USE, a cost-effective re-rental option for pre-owned fully electric and plug-in hybrid vehicles.

Q3: What are some crucial aspects of the Group's financial strategy?

From a financial perspective, we delivered strong results in 2024. Total earning assets exceeded €10.2 billion, marking a 36% increase compared to 2023, while average outstanding reached €8.6 billion, up 38% year-on-year. The gross operating margin (net banking income) rose to €388 million, reflecting 12% growth over the previous year.



Rolando D'Arco
CEO of Leasys

Backed by Crédit Agricole, Leasys continued to diversify and optimise its external funding sources. In 2024, we renewed and extended credit lines with third-party banks totalling €2.3 billion and expanded its Euro Medium Term Notes Programme from €5 billion to €8 billion.

This strategic expansion enabled us to successfully complete three public bond offerings and raise €2.7 billion through debt capital markets. These results represent a strong vote of confidence from the financial community in Leasys's stability and long-term growth strategy.

Q4: What objectives has Leasys set for 2025?

In 2025, we aim to further strengthen Leasys's market presence, guided by a clear vision and a well-defined strategic plan. Since the launch of the new Leasys in April 2023, we have consistently expressed the ambition to lead the transition toward more sustainable mobility, in alignment with the strategic direction of our shareholders. As part of this commitment, Leasys has set the goal of tripling the share of low-emission vehicles (LEVs) in its European fleet by 2026. To reinforce this ambition, we will publish our first Corporate Sustainability Report (CSR), detailing ESG-related targets, key performance metrics, and CO₂ emissions reduction goals.

Furthermore, Leasys continues its digital transformation journey by implementing advanced platforms, automation tools, and innovative technologies to enhance operational efficiency and elevate the overall customer experience. As part of this effort, we are gradually integrating artificial intelligence to deliver high-quality service—such as AI-powered chatbots that offer immediate and accurate customer support, and predictive maintenance systems that optimise fleet management by reducing downtime and preventing unexpected repairs. Through these initiatives, Leasys remains committed to setting a new standard of excellence in the industry, with the customer firmly at the centre of every decision.



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