# DRIVEMYCAR SIGNS STRATEGIC AGREEMENT WITH \$1BN VEHICLE LEASING GIANT ORIX

Corporation Limited

Collabora

- + Strategic agreement signed with ORIX Australia Corporation Limited, part of the ORIX Group, the largest fleet management group in Asia Pacific
- + Significantly improves DriveMyCar's sales potential from corporate and private markets
- + Increases supply of vehicles in key locations that are especially convenient for corporate renters
- + Provides ORIX with new revenue stream and improves utilisation of vehicles.

Collaborate Corporation Limited (ASX:**CL8** or the **Company**) is pleased to announce that its DriveMyCar business has signed a strategic agreement with ORIX Australia Corporation Limited (ORIX) for ORIX vehicles to be rented through the DriveMyCar platform to private and corporate rental customers. The first vehicles will be made available in Sydney in March 2017, with launches in Melbourne and Brisbane to follow shortly afterwards.

Under the agreement, DriveMyCar will manage marketing of the vehicles, rental bookings, payments and verification checks while ORIX will handover the vehicles from their conveniently located offices around Australia. With locations in key business centres in Macquarie Park in Sydney and Eagle Farm in Brisbane, the ORIX vehicles will appeal to corporate customers seeking convenient access to reasonably priced quality rental vehicles. DriveMyCar will specifically target corporate customers with a localised marketing campaign for the ORIX vehicles.

ORIX will use the DriveMyCar inspection app to streamline vehicle handovers providing time savings for customers, DriveMyCar and ORIX.

ORIX is a part of the global ORIX Group. The ORIX Group is the largest Fleet Management group in Asia Pacific with over 1,100 offices and 800,000 assets under lease and management throughout the region.

Chris Noone, Collaborate Corporation CEO said "We are delighted to welcome ORIX as one of our key supply partners and are excited about the opportunity to target the corporate market with the range, quality and locations that match their needs".

Reggie Cabal, CEO and Managing Director of ORIX commented "Working with one of Australia's leading peer-to-peer rental businesses is a unique opportunity for us to transform the utilisation of our vehicles. We are looking forward to partnering with DriveMyCar as it will enable us to provide our superior range of fleet vehicles for private and corporate rental customers in key locations around Australia".

# Authorised by:

Chris Noone CEO and Director Collaborate Corporation Limited





#### Corporation Limited

## About Collaborate Corporation Limited

Collaborate Corporation Limited is listed on the Australian Securities Exchange (ASX:CL8). It is Australia's leading listed company focused on 'collaborative consumption', 'peer-to-peer' or 'sharing economy' businesses. Collaborate currently has two core business segments: www.DriveMyCar.com.au Australia's leading peer-to-peer car rental business and www.MyCaravan.com.au Australia's leading peer-to-peer caravan rental business and will launch www.Mobilise.com in 2017, a rental marketplace for under-utilised assets. Collaborate has a material investment in FundX, a peer-to-peer invoice discounting and SME lending platform. Through our proprietary trust and reputation platform, www.peerpass.com.au we create 'trust' between individuals and make it possible for people to safely transact with each other in the sharing economy.

## About ORIX

ORIX Australia was established in Sydney in 1986 and quickly grew to become a major commercial finance and leasing provider. With the head office located in Macquarie Park, Sydney, and offices located in major cities across Australia and New Zealand, ORIX Australia currently employs more than 250 staff and own or manage assets with a value of circa A\$1Bn. ORIX Australia specialises in the acquisition, financing and management of both motor and commercial vehicles.