

# Oracle Financial Services Lending and Leasing for EV Battery Leasing

Electric vehicle ownership faces a key challenge in terms of the high cost of batteries which drive up costs. To address this challenge, new business opportunities are emerging where firms lease EV batteries to consumers to drive new revenue streams while lowering the cost of ownerships of an EV for consumers. Oracle Financial Lending and Leasing helps equip firms with the latest digital capabilities to roll out innovative battery leasing offerings to fuel new opportunities while ensuring profitability.

Electric Vehicle (EV) ownership is rapidly increasing across the world. However, EV ownership is fraught with its own set of challenges, a key one being the batteries that power them. Batteries are one of the most expensive components of an EV which add to their relatively higher cost of ownership. There are persistent concerns with regard to battery life and they are expensive to replace as well as drive up vehicle insurance premiums. Additionally, they take long to charge and charging infrastructure, while growing still lacks the requisite geographic penetration to offer EV owners the option of quickly charging their vehicles wherever and whenever they want to.

To address the above challenges, a new business model has emerged which offers batteries on lease. By leasing batteries, the upfront cost of an EV can be reduced thereby making them a much more affordable option. Additionally, the leasing of EV batteries offers owners and drivers several other advantages such as better maintenance, warranty backed replacements and assistance in case of a breakdown.

Oracle Financial Services Lending and Leasing empowers EV manufacturers, battery manufacturers and other firms to quickly and efficiently leverage this new business model to drive additional or new revenue streams. Oracle Financial Services Lending and Leasing is an integrated Asset Finance platform for firms to offer leasing of battery equipment. As a purpose-built lending and leasing solution covering origination and servicing through collections, it fully supports all loan and leasing product lines. With advanced workflow capabilities and easy integration by design, it can work seamlessly with another core platform and supporting applications. It enables a move towards service-based financing models with a dynamic automation engine, IOT services integration, and pay-for-use pricing models. With the solutions flexibility by design, firms can launch new battery leasing products and amend existing products rapidly, as well as make timely changes to workflows and business rules.



## Key benefits

- Support end-to-end leasing lifecycle on a single platform
- Offer usage based leasing solutions
- Leverage IoT to offer innovative leasing solutions
- Streamline equipment/asset management
- Accelerate time-to-market for new products
- Gain comprehensive customer relationship view
- Seamless transition across channels
- Paperless workflow with dynamic work queues that can be tracked, analyzed, and audited
- Quicker adaption to changing business environment

## Usage Based Leasing

Oracle Financial Services Lending and Leasing Origination equips firms to compete in a rapidly changing leasing landscape. The solution enables forms with the flexibility to adapt battery leasing products and solutions to an increasingly subscription-based economy, where consumers may prefer access over ownership. Oracle Financial Services Lending and Leasing enables the roll out of usage based leasing and facilitates the charging of an asset (battery) usage fee that can be even based on actual usage as per the defined Cycle (i.e., Daily, Weekly, Monthly, and so on). In addition, for usage based lease contracts, firms can also offer an option for customers to pay a minimum monthly lease payment coupled with a usage fee based on the actual usage. Asset usage data can be easily fed into the solution and chargeable units can be configured based on which usage charges are calculated. Asset usage data is categorized to applicable rate slabs, for tiered and not-tiered types and based on usage methods (i.e., rollover/advance) and a charge matrix, the usage fee is calculated and charged on to the account. Discounts can also be configured. In addition, the ability to support internet-of-things (IoT) functionality improves asset management with real-time data. The solution also offers powerful self-service capabilities via multiple channels, whether to support processes as simple as address changes or more complex functions, such as changing payment schedules or activating self-healing collections programs.

## Control and Monitor Assets

Once battery equipment is delivered to a customer, firms need to track the equipment through its life. Integration routes between Oracle ERP (or third party ERP platforms) and Oracle Financial Services Lending and Leasing enable all business units of the firm or manufacturer to view asset information, how long they have been in service, and the physical locations. Once a leased asset is terminated, remarketing teams can continue to track assets and sell, re-lease, or scrap the assets once they are returned.

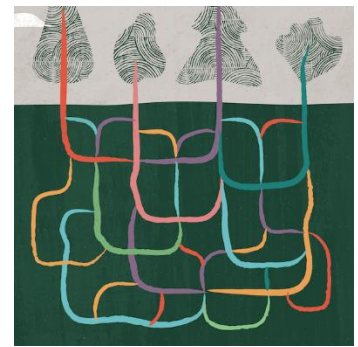
## Achieve Seamless End-to-End Lifecycle Management

Oracle Financial Services Lending and Leasing is a modern end-to-end solution—built on proven, configurable processes—which enables proactive management of the complete finance and lease lifecycle. Extensive business rules and smart workflows, built on industry best practices, increase automation—including real-time transaction processing—while facilitating compliance with regulatory requirements.

## Engage All Stakeholders on a Single Platform

Oracle Financial Services Lending and Leasing addresses the needs of all parties in the leasing lifecycle. The solution supports multiple channels to meet the demands of today's customer, while providing quick and consistent credit decisions. It improves staff productivity with superior operational controls, captures robust real-time customer and account data, and delivers efficient risk and compliance management.

## Improve Delinquency Management



### Key features

- Accelerate time-to-market for new leasing products
- Usage, rental, and subscription-based pricing
- Subsidized pricing programs
- Detailed asset tracking functionality
- Manage end-of-term options with upgrades, swaps, exchanges
- Gain comprehensive customer relationship view
- Robust and highly flexible workflows
- Multi-channel origination
- Extensive self-service options
- Advanced audit capabilities

Oracle Financial Services Lending and Leasing provides comprehensive functionality to support specialized collection-related activities, including tracking all occurrences and related histories associated with bankruptcies, repossessions, and deficiency (recovery) management. The solution also supports self-healing collections capabilities that improve outcomes, reduce risk, and strengthen customer relationships.

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