

COVID-19 Catch-up

BVRLA Webinar 8 April 2020

Welcome and Agenda



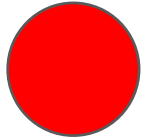
Toby Poston, Director of Corporate Affairs, BVRLA
toby@bvrla.co.uk

Competition Law: Do's and Don'ts

All BVRLA meetings and calls are subject to the application of competition law and therefore must be conducted in compliance with competition law. Attendees are reminded that failure to comply with competition law may bring with it serious consequences for them as individuals and their companies. Such consequences include heavy fines and, in certain cases, the imposition of criminal penalties and sentences.

Members must refrain from exchanging any commercially sensitive or strategic information between competitors, either directly or indirectly via a third party, can result in an anti-competitive agreement. BVRLA has developed the following guidelines to help you adhere with the competition rules. If you have any doubt, then you should seek advice – BVRLA senior staff are at hand should you have any questions.

DO NOT



- Discuss individual company prices, price changes, terms of sale and profit margins.
- Discuss information as to future plans of individual companies, production, distribution or marketing plans, including proposed new territories or customers.
- Discuss matters relating to individual suppliers or customers or any commercially sensitive information.

BE WARY

YOU MUST SEEK ADVICE IF:

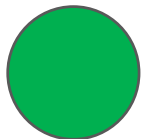
You receive information from another competitor, or are asked to provide information, that you believe is confidential or commercially sensitive.



ALWAYS:

- Ensure a detailed agenda has been circulated in advance and is followed closely and minutes of the meeting are recorded and kept.
- Begin the meeting with the reminder that the attendees should not discuss commercially sensitive information under any circumstances.
- Be prepared to halt a meeting if conversations cross into potentially unlawful territory.

NO PROBLEM



- Discussion on any matter relating to the aims and objectives of the committee – for example issues of law and policy affecting the industry.
- Discussing BVRLA policies, lobbying tactics & strategies, and other BVRLA activities.
- Discussing information about industry activities obtained from third parties or other media sources provided the availability of the information has not been arranged with a competitor.
- Discussion with other trade bodies or organisations which will be of general benefit to the industry.

Our Speakers



Amanda Brandon, Director of Fleet Services, BVRLA
amanda@bvrla.co.uk

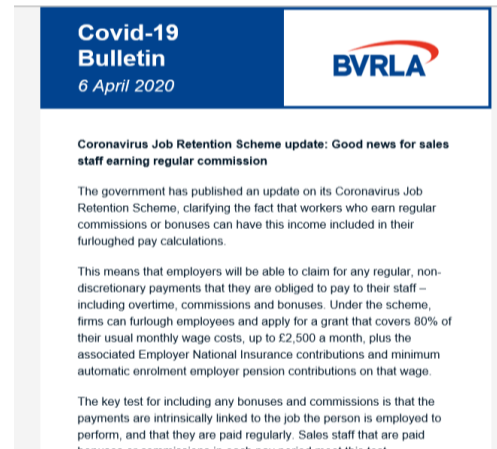
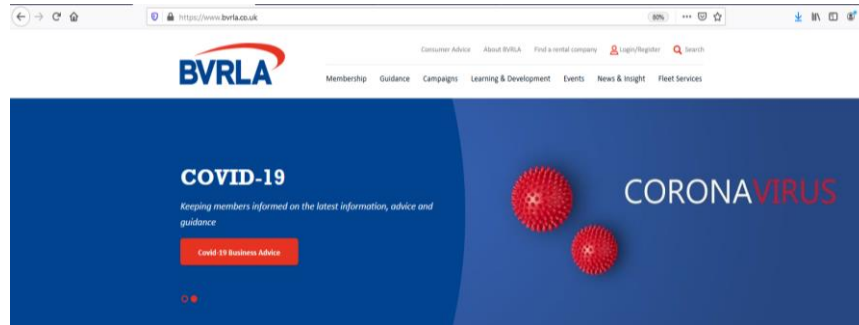
Thomas McLennan, Senior Policy Advisor, BVRLA
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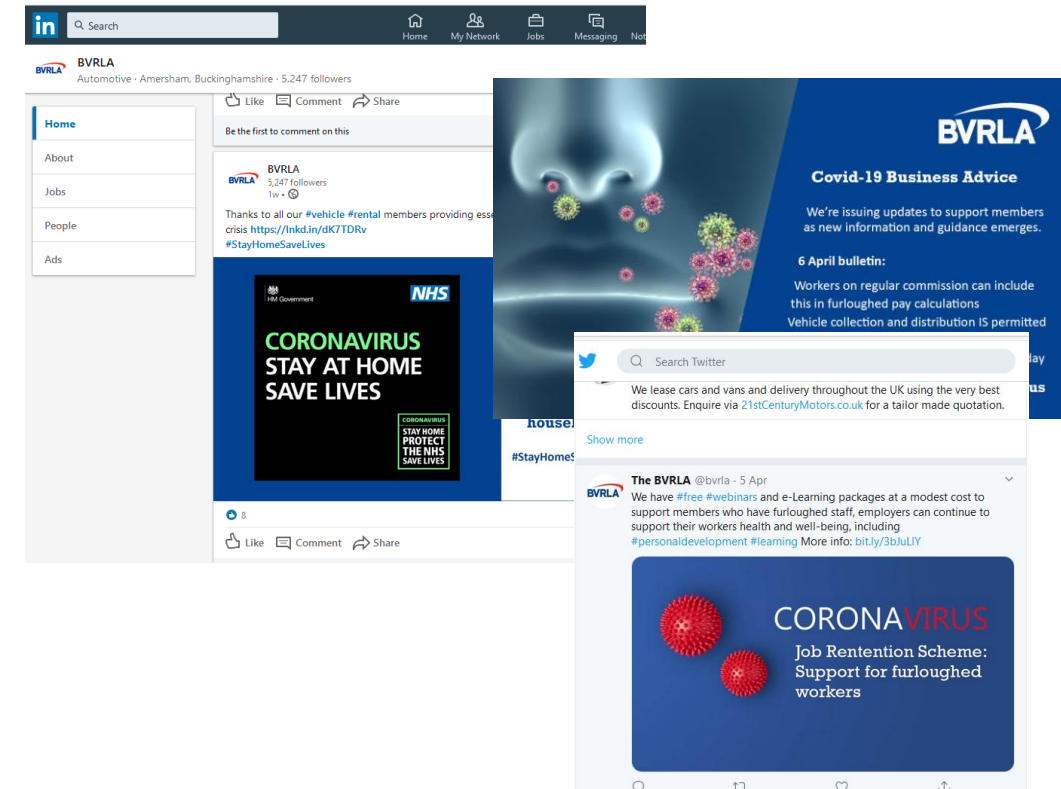
BVRLA Approach

Daily bulletin

Website



Social media



Engagement with key stakeholders



HM Treasury



HM Revenue
& Customs



Department for
Business, Energy
& Industrial Strategy



Department
for Transport



Ministry of Housing,
Communities &
Local Government





Operational Advice and Support for Members

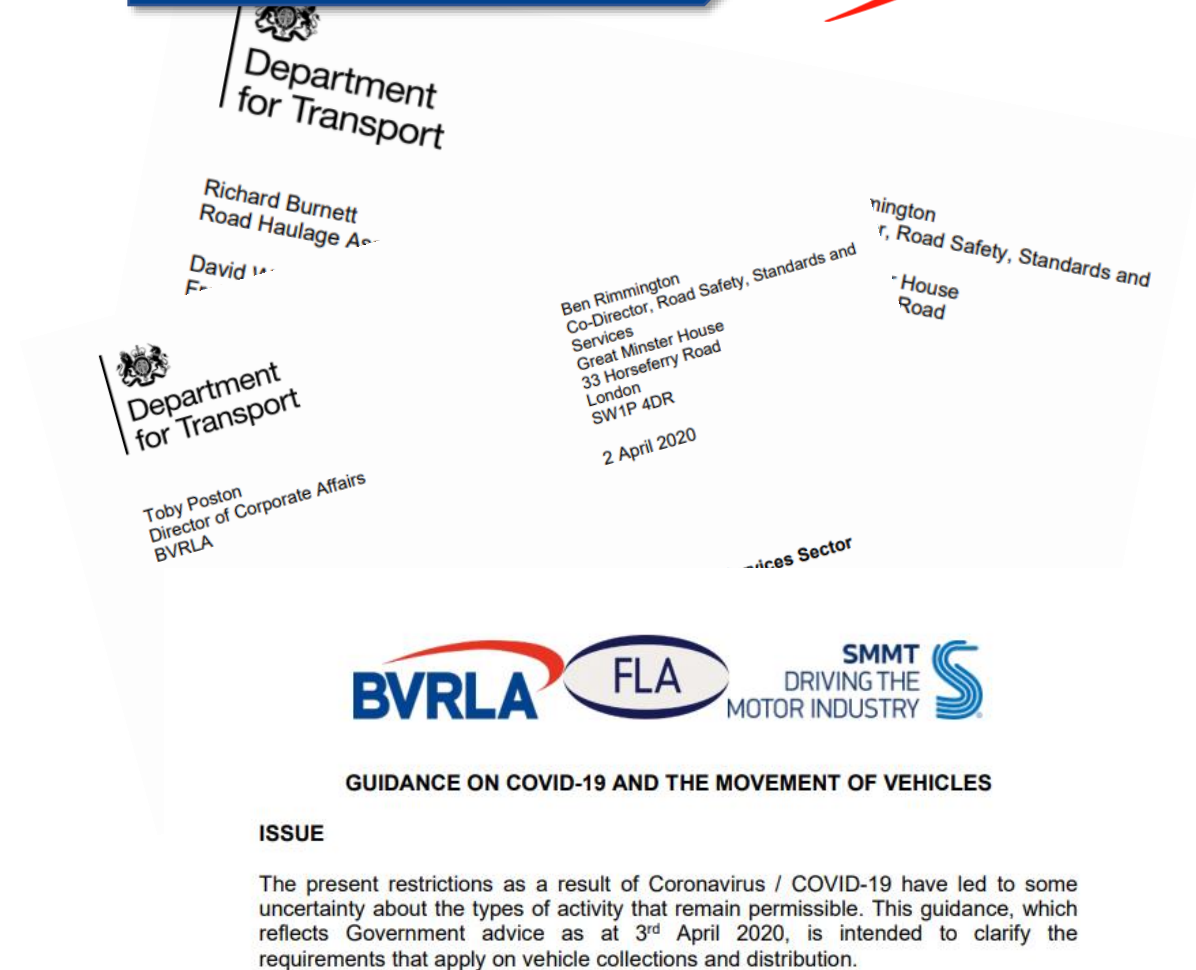
COVID-19

Movement of Vehicles

Key areas of advice

- Delivery and collecting of vehicles
- Protecting staff and customers
- Innovative solutions
- Evidence for Police
- Evidence for the supply chain

Useful Docs



Rental FAQ

Key areas of advice

- Who to rent to?
 - Key workers
 - Questions prior to rental
- Deliveries and collections
- Cancellations
- Penalty Charge Notices
- Cleaning



Leasing FAQ

Key areas of advice

- Company car tax
- FCA support
 - SM&CR
 - Complaint handling
 - Guidance on forbearance
- Price alterations (VED)



DVLA and DVSA

- MOT
- Annual test
- Vehicle tax
- Adding/removing vehicles from O-licences
- HGV maintenance inspections
- Driving tests
- Driver CPC



Outstanding Operational Asks

- Approach to SORN
- Availability of parts and repair network
- Penalty Charge Notices
- Landlord protection
- Anything else??



Financial Advice and Support for Members

COVID-19

Job Retention Scheme

- Employers can claim for 80% of furloughed employees' usual monthly wage costs, up to £2,500 a month
- **Employee whose pay varies;** if the employee has been employed for 12 months or more, you can claim the highest of either the:
 - same month's earning from the previous year
 - average monthly earnings for the 2019-2020 tax year
- You can claim for any regular payments you are obliged to pay your employees. This includes wages, past overtime, fees and compulsory commission payments.



Retail Grants and Rate relief

- Business rates holiday for retail, hospitality and leisure businesses in England for the 2020 to 2021 tax year.
 - There is no action for you.
- The Retail and Hospitality Grant Scheme provides businesses in the retail, hospitality and leisure sectors with a cash grant
 - a rateable value of up to £15,000 may be eligible for a grant of £10,000 per property.
 - a rateable value of over £15,000 and less than £51,000 may be eligible for a grant of £25,000 per property.
 - Cap of 800,000 euros per organisation
 - Eligible businesses should be contacted by their local authority, some local authorities have decided to operate an applications process.



Customer forbearance and liquidity

- Currently non-bank funders cannot access Government relief funds as easily as banks
 - They are excluded from the Term Funding Scheme and Covid Corporate Financing Facility
- Lobbying with the FLA to open up access to funds so funders are equally empowered to offer forbearance - helping the entire industry
- The CCA is overly constrictive for firms wanting to offer forbearance, working to get temporary changes



BANK OF ENGLAND

Post crisis stimulus

- Sector hit very hard by COVID-19
- Want all businesses in the sector back on track as soon as possible
- Working with other stakeholders to develop an effective stimulus ask

Current thinking

Aim: keep new sales strong and protect member businesses

Route: protect RVs of vehicles waiting to enter the used market

Suggestions Welcome



Q&A Session

Facilitated by Toby Poston, BVRLA

Please use the Q&A on your screen to ask any questions regarding the information in today's webinar, the BVRLA or other queries.



Final Thoughts

Thank you to our speakers and you for participating in today's webinar.

An email will be sent out containing the slides and a link to the recording so you can listen/watch again.

Recordings: all webinars are available on the [BVRLA Website](https://bvrla.co.uk)

Other events are on the Events Calendar on the [BVRLA Website](https://bvrla.co.uk)