

# Leaseurope



The Voice of Leasing and Automotive Rental in Europe

**Leas** LEASEUROPE  
INDEX

Survey of European leasing and rental firms

**Leaseurope Index**  
**Q2 2018**

## LEASEUROPE INDEX RESULTS: Q2 2018

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The Leaseurope Index is a unique survey that tracks key performance indicators of a sample of 23 European lessors on a quarterly basis. This Q2 2018 is the thirtieth edition of the survey.

All of the weighted average ratios improved in the second quarter of 2018 compared to the same quarter of 2017, with the exception of the return on assets (RoA) which remained stable. The trend in median ratios (i.e. for the 'typical' company in the sample) was positive across all indicators.

Total new leasing volumes reported by the sample of firms grew by 9% compared to Q2 2017, reaching €29 billion. The portfolio of outstanding contracts also grew in Q2 2018, increasing by 6%, while risk-weighted assets rose by a similar level of 5%.

### **Profit & profitability**

There was a moderate increase in pre-tax profits, which expanded by 4.6% in Q2 2018 compared to the same quarter of one year ago (see table 1). As a consequence, the average profitability ratio also increased from 47.2% in Q2 2017 to 48.5% in Q2 2018 (see table 3). Although performance by company can vary significantly, almost all saw positive profits (see table 4).

### **Income, expenses & cost/income**

Compared to the same period in 2017, operating income grew by 2.9% in Q2 2018, while operating expenses increased only marginally, by 0.4%. Due to this, the average cost/income ratio dropped substantially to 44.7% in Q2 2018, compared to 46.3% in Q2 2017.

### **Loan loss provision & cost of risk**

Loan loss provisions in Q2 2018 dropped by -2.6% compared to Q2 2017 and in so doing hit their lowest level on record for the Leaseurope Index survey. As a result, the average annualised cost of risk dropped to 0.24%, lower than last year, and significantly lower than levels seen two years ago. When excluding the impact of large outlier values, the median cost of risk for the second quarter is even lower at 0.19%.

### **RoA and RoE indicators**

RoA stayed the same in comparison to one year ago, reaching 1.9% in the second quarter of 2017. RoE<sup>1</sup> increased to its highest level since the beginning of the Leaseurope Index.

Jochen Jehmlich, CEO of Société Générale Equipment Finance, commented that, *“Despite a somewhat shaky start to 2018, the KPIs tracked by the Leaseurope Index show that the European leasing industry experienced strong performance in the second quarter. In this quarter we see the lowest loan loss provisions, and the highest RoE observed in the history of the Index, a testament to the low risk, high value nature of our business. The European Commission’s forecast for the near future predicts stable growth for the rest of the year and going into the next year as well, despite some risk of escalating trade tensions. In light of this, and the positive results shown in the Leaseurope Index for Q2 2018, we can expect a robust performance for the industry in the second half of the year.”*

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<sup>1</sup> In order to ensure a feasible and comparable data collection across our sample, 8% of total risk weighted assets has been used as a proxy for equity. Therefore, the results reported here for RoE may not be directly comparable to the way leasing firms measure RoE internally or to some other measures of RoE.

**Table 1: Aggregate Data, Q1 2017 – Q2 2018<sup>2</sup>**

Aggregated data provided by companies (all figures in millions of euro for the relevant period)	2018 Q2		2018 Q1		2017 Q4	
	Sum of values (€ millions)	% change versus Q2 2017	Sum of values (€ millions)	% change versus Q1 2017	Sum of values (€ millions)	% change versus Q4 2016
<b>1. Operating income</b>	2,647	2.9%	2,564	1.8%	2,496	-2.7%
<b>2. Operating expenses</b>	1,199	0.4%	1,240	6.1%	1,330	-2.1%
<b>3. Loan loss provision</b>	161	-2.6%	189	5.8%	215	-76.8%
<b>4. Pre-Tax Profit</b>	1,275	4.6%	1,133	-3.9%	961	237.4%
<b>5. RWA at end of period</b>	191,528	5.1%	188,938	4.0%	185,885	3.1%
<b>6. Portfolio at end of period</b>	269,365	6.0%	264,445	4.0%	260,326	2.9%
<b>7. New business volumes</b>	29,027	9.0%	24,985	4.3%	27,210	4.3%

Aggregated data provided by companies (all figures in millions of euro for the relevant period)	2017 Q3		2017 Q2		2017 Q1	
	Sum of values (€ millions)	% change versus Q3 2016	Sum of values (€ millions)	% change versus Q2 2016	Sum of values (€ millions)	% change versus Q1 2016
<b>1. Operating income</b>	2,492	-3.0%	2,572	2.0%	2,517	1.8%
<b>2. Operating expenses</b>	1,171	3.1%	1,194	4.9%	1,169	1.8%
<b>3. Loan loss provision</b>	195	-41.7%	165	-50.5%	179	-2.2%
<b>4. Pre-Tax Profit</b>	1,133	2.1%	1,219	15.1%	1,180	2.3%
<b>5. RWA at end of period</b>	185,356	3.0%	181,785	0.6%	181,624	2.2%
<b>6. Portfolio at end of period</b>	259,583	4.0%	256,149	3.1%	255,085	4.2%
<b>7. New business volumes</b>	24,320	1.9%	26,618	2.1%	23,966	10.8%

<sup>2</sup> Historical figures have been revised slightly since the results were last published due to re-statements by some reporting companies.

**Table 2: Aggregate Data, 2013 – 2017 Annual<sup>3</sup>**

Aggregated data provided by companies (all figures in millions of euro for the relevant period)	2017		2016		2015		2014		2013	
	Sum of values (€ millions)	% change versus 2016	Sum of values (€ millions)	% change versus 2015	Sum of values (€ millions)	% change versus 2014	Sum of values (€ millions)	% change versus 2013	Sum of values (€ millions)	% change versus 2012
<b>1. Operating income</b>	10,105	-0.3%	10,137	3.5%	9,795	8.3%	9,043	7.4%	8,419	2.4%
<b>2. Operating expenses</b>	4,879	1.6%	4,802	6.6%	4,506	4.2%	4,324	3.7%	4,168	-2.4%
<b>3. Loan loss provision</b>	752	-57.6%	1,775	42.4%	1,247	-30.2%	1,788	-37.8%	2,875	71.6%
<b>4. Pre-Tax Profit</b>	4,505	25.0%	3,605	-11.0%	4,050	37.2%	2,951	114.4%	1,376	-38.9%
<b>5. RWA at end of period</b>	186,860	3.6%	180,323	0.6%	179,281	3.2%	173,804	-3.0%	179,236	-4.6%
<b>6. Portfolio at end of period</b>	260,467	3.0%	253,002	2.8%	244,355	2.1%	239,337	2.3%	234,043	-3.2%
<b>7. New business volumes</b>	101,767	4.0%	97,846	7.5%	91,023	10.1%	82,707	9.0%	75,876	-8.1%

**Table 3a: Weighted Average Ratios, 2017 – Q2 2018<sup>4</sup>**

Weighted Average Ratios	2018		2017				
	Average Q2 2018	Average Q1 2018	Average 2017 Full Year	Average Q4 2017	Average Q3 2017	Average Q2 2017	Average Q1 2017
<b>Profitability Index (2011=100)</b> - Index of the weighted average of all companies' pre-tax profit as a percentage of the total operating income	161	144	<b>144</b>	116	149	156	153
<b>Cost/Income (%)</b> - average of all companies' operating expenses as a % of operating income	44.8%	49.3%	<b>48.4%</b>	55.5%	46.3%	46.6%	46.7%
<b>Cost of Risk (%)*</b> - average of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.22%	0.27%	<b>0.29%</b>	0.33%	0.30%	0.26%	0.28%
<b>Return on Assets (%)*</b> - average of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	1.9%	1.7%	<b>1.8%</b>	1.5%	1.8%	1.9%	1.9%
<b>Return on Equity (2011=100)*</b> - index of all companies' net profit before tax (annualised) as a percentage of 8% of total risk weighted assets over the period	203	165	<b>172</b>	142	170	185	175

\* denotes that the quarterly numerator (either loan loss provisions or net profit) has been annualised in order to calculate the relevant ratio for each individual quarter.

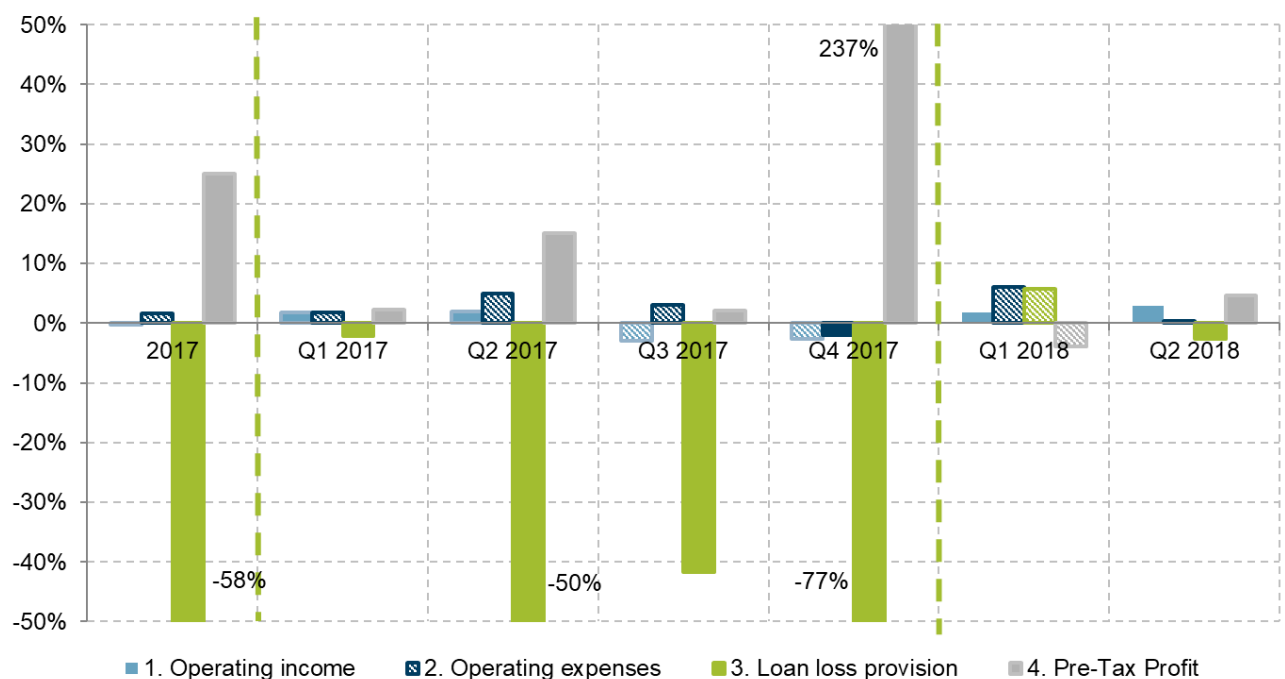
<sup>3</sup> The aggregate annual data are shown here as reported in the Q4 2017 survey.

<sup>4</sup> The profitability and cost/income ratios are weighted by new business volumes, while the cost of risk, RoA and RoE ratio are weighted by the average portfolio over the relevant period. For example, each company's individual profitability ratio is weighted by its new business over the period Q2 2018 to arrive at the weighted average ratio of 48.5% shown in the table.

**Table 3b: Median Ratios, 2017 – Q2 2018**

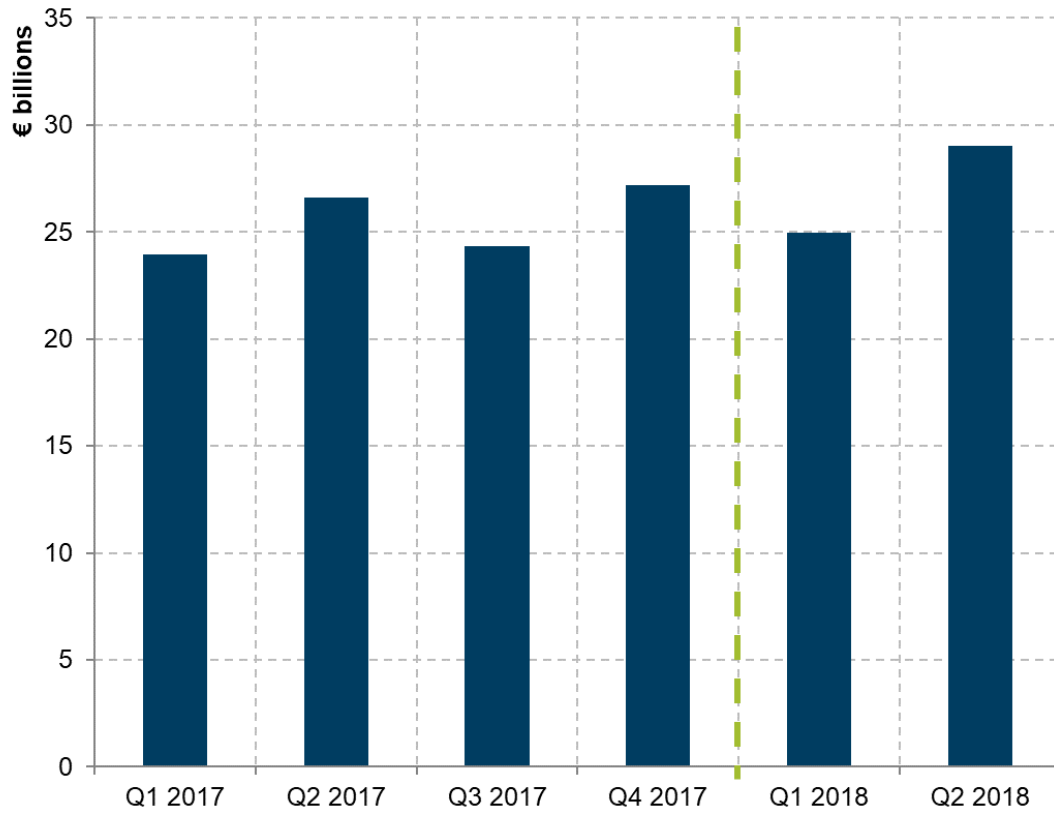
Median Ratios	2018		2017				
	Q2 2018	Q1 2018	2017 full year	Q4 2017	Q3 2017	Q2 2017	Q1 2017
<b>Profitability (2011=100)*</b> - index of all companies' pre-tax profit as a percentage of total operating income	133	124	<b>128</b>	106	112	118	124
<b>Cost/Income (%)</b> - average of all companies' operating expenses as a % of operating income	43.4%	47.4%	<b>46.9%</b>	49.9%	44.2%	45.4%	44.3%
<b>Cost of Risk (%)*</b> - average of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.19%	0.26%	<b>0.20%</b>	0.21%	0.23%	0.20%	0.17%
<b>Return on Assets (%)*</b> - average of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	2.1%	1.5%	<b>1.6%</b>	1.2%	1.5%	1.7%	1.9%
<b>Return on Equity (2011=100)*</b> - index of all companies' net profit before tax (annualised) as a percentage of 8% of total risk weighted assets over the period	134	99	<b>81</b>	116	108	131	142

**Fig 1: Growth Rates of Financial Indicators, 2017 – Q2 2018<sup>5</sup>**

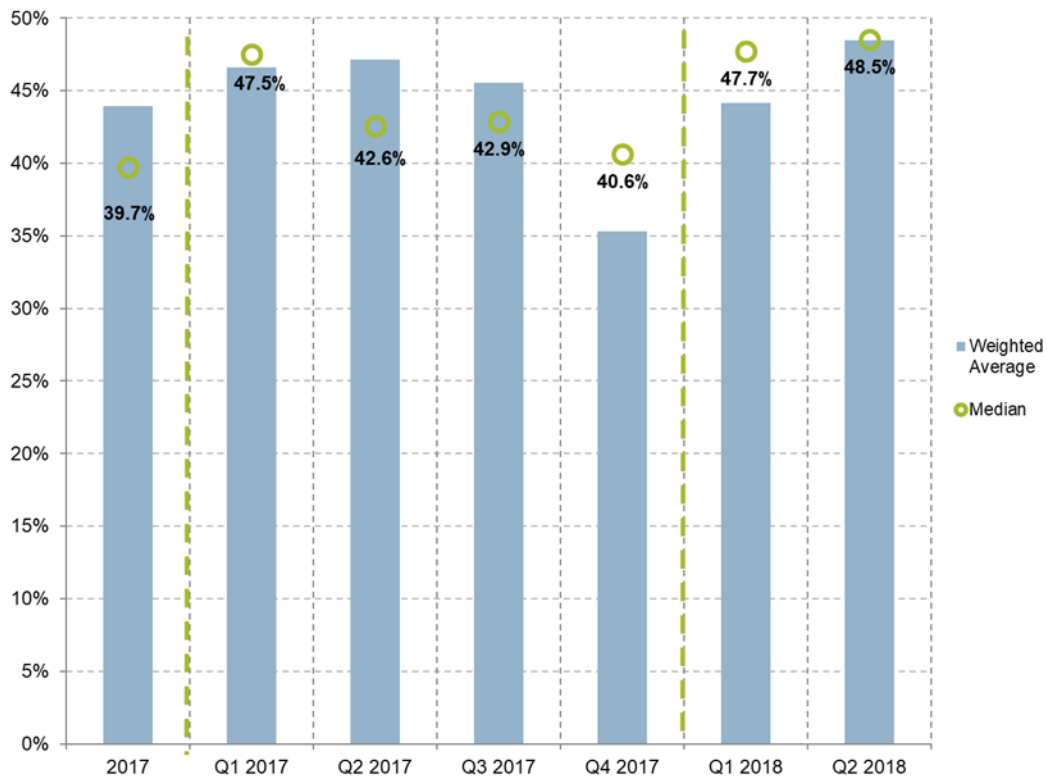


<sup>5</sup> A thick border around an individual bar in the chart is illustrative of a negative development in the indicator.

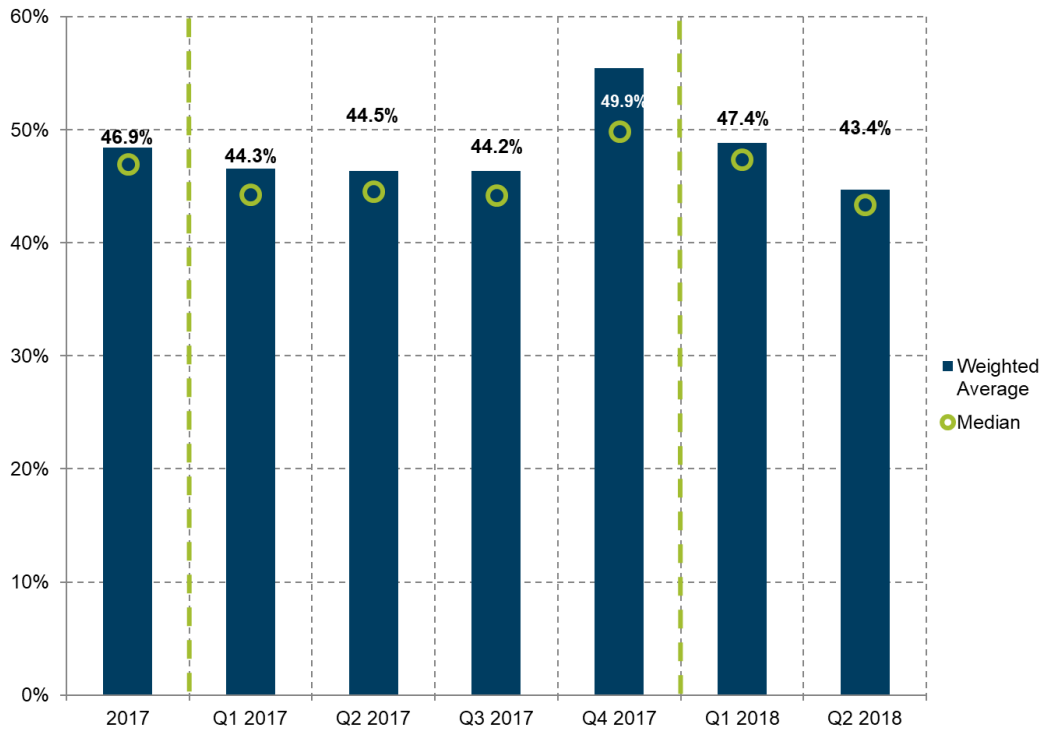
**Fig. 2: New Business Volumes, Q1 2017 – Q2 2018**



**Fig. 3: Profitability Ratio, 2017 – Q2 2018**



**Fig. 4: Cost / Income Ratio, 2017 – Q2 2018**



**Fig. 5: Cost of Risk Ratio, 2017 – Q2 2018**

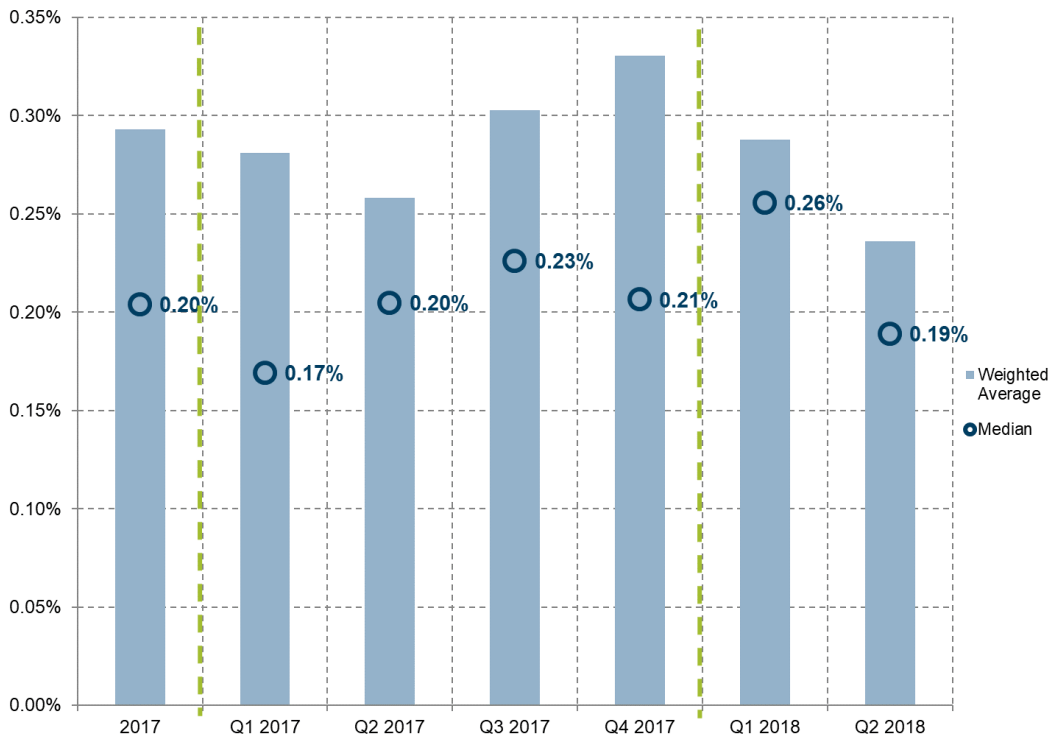


Figure 6: Return on Assets Ratio, 2017 – Q2 2018

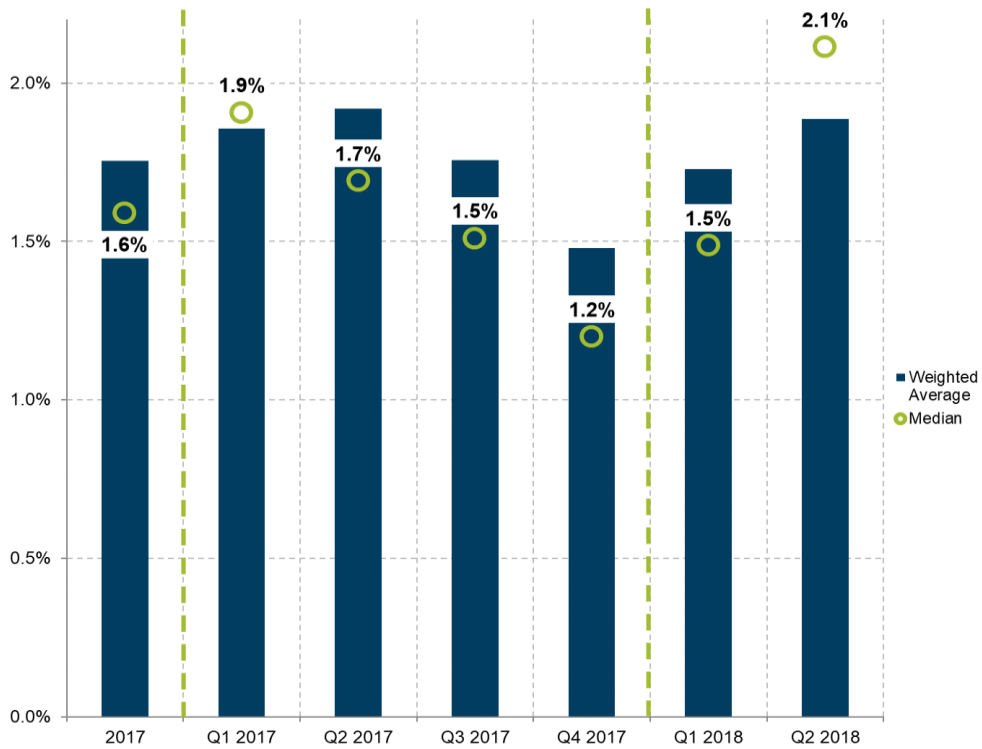
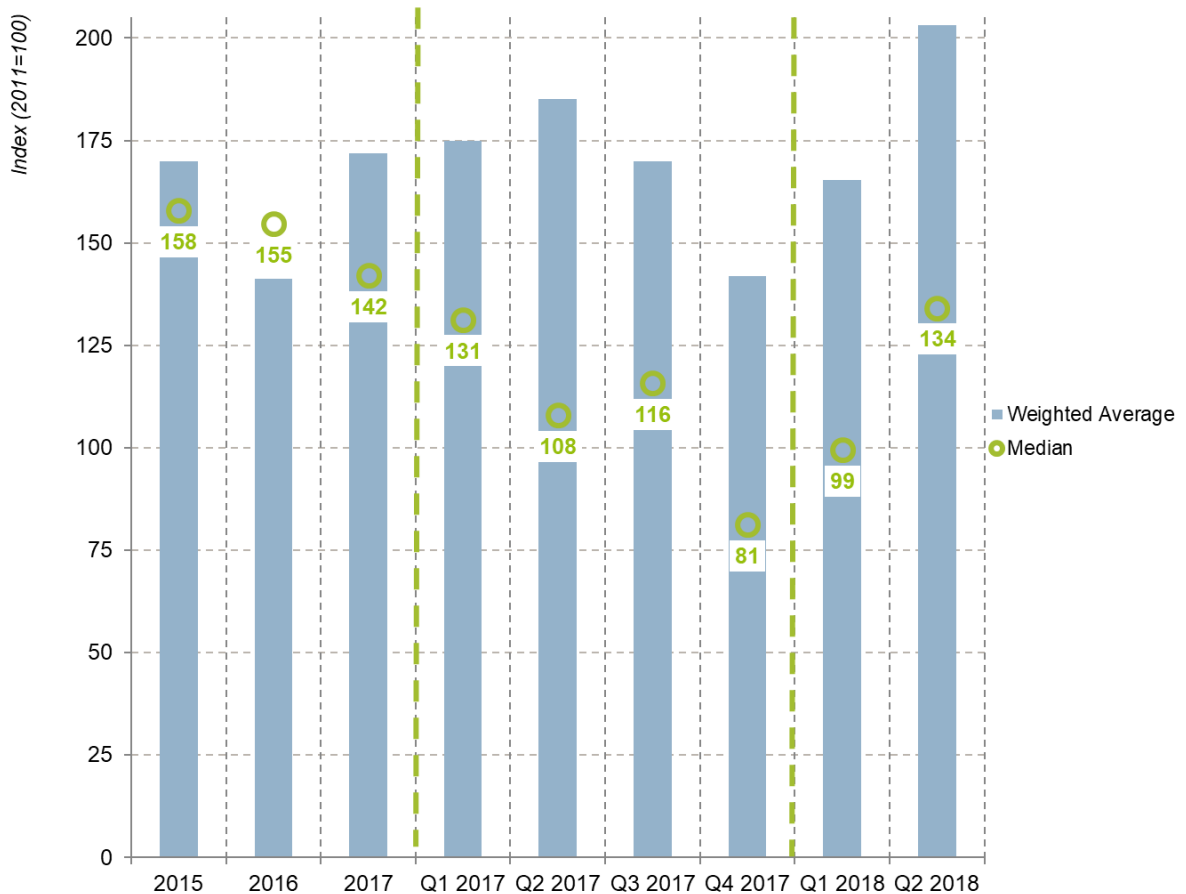


Figure 7: Return on Equity Index, 2015 – Q2 2018





**Table 4: Quartiles<sup>6</sup> for Ratios in Q2 2018**

	<b>Profitability Ratio</b>	<b>Cost / Income Ratio</b>	<b>Cost of Risk Ratio</b>	<b>RoA Ratio</b>
<b>Minimum</b>	-2.3%	15.7%	-0.74%	-0.1%
<b>Quartile 1 (25%)</b>	39.7%	33.5%	0.12%	1.1%
<b>Quartile 2 (50%) i.e. median</b>	48.5%	43.4%	0.19%	2.1%
<b>Quartile 3 (75%)</b>	54.8%	51.8%	0.39%	2.6%
<b>Maximum</b>	114.7%	61.3%	1.65%	4.9%
<b>Weighted Average</b>	48.5%	44.7%	0.24%	1.9%

<sup>6</sup> Quartiles show the value of the boundary at the 25th, 50th, or 75th percentiles of a frequency distribution divided into four parts, each containing a quarter of the values in the dataset. In the table, Quartile 3 (75<sup>th</sup> percentile or upper quartile) identifies that 3/4 of the population members have a value below this quartile figure. The median value shows the middle value of the 23 observations in the data set.

## About the Leaseurope Index

### Who conducts this survey?

Leaseurope conducts this survey. Individual companies report their figures for each indicator to Leaseurope, which aggregates the results on a confidential basis.

### What is the purpose of this survey?

The purpose of the Leaseurope Index is to provide timely and regular information on the European leasing and automotive rental market. This is the only survey to report statistics on both volume of business and value creation metrics at European level.

### What indicators are covered by the Leaseurope Index?

The survey tracks operating income, operating expenditure, loan loss provision, pre-tax profit, risk weighted assets, portfolio of leased assets and new business volumes for each quarter.

Definitions:

- 1) **Total operating income:** Net interest income + net fee and commission income + net insurance result + trading profit + other net income (including rental income net of depreciation on operating leases and profit on sales of assets linked to leasing activities)
- 2) **Total operating expenses:** includes inter alia staff costs, other administrative expenses, depreciation and amortisation
- 3) **Loan loss provision:** Net loan loss provision - write offs + recoveries over the period (including write-offs/recoveries of assets)
- 4) **Pre-tax profit:** Total operating income – costs – provisions
- 5) **Risk weighted assets at end of period:** Total risk weighted assets (RWA) as defined by currently applicable prudential requirements (under the approach used by each firm, be it standardised or IRB) at the end of each period
- 6) **Portfolio at end of period:** Total portfolio of leased assets including outstanding loans to customers and assets on operating lease at the end of each period (non-performing loans are included). The figures reflect the depreciated value of assets at the end of the period.
- 7) **New business volumes:** Total value of new contracts approved & signed by both sides (lessor and lessee) during the period during the reporting period, excluding VAT and finance charges

Based on the data provided in millions of euro by each company, Leaseurope calculates weighted average ratios, defined as follows:

**Profitability Index:** weighted average of all companies' pre-tax profit as a % of total operating income. The weight used is the new business volume for the relevant period and all numbers are indexed to 2011 (2011=100).

**Cost / Income ratio:** weighted average of all companies' operating expenses as a % of operating income. The weight used is the new business volume for the relevant period.

**Cost of risk ratio:** weighted average of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period. The weight used is the average portfolio over the period. Average portfolio is calculated as the mean of the value of the portfolio of leased assets at the beginning and end of each period.

**Return on assets ratio:** weighted average of all companies' net profit (annualised) as a percentage of average portfolio over the period. The weight used is the average portfolio

over the period. Average portfolio is calculated as the mean of the value of the portfolio of leased assets at the beginning and end of each period.

**Return on equity index:** Indexation of the weighted average of all companies' net profit (annualised) as a percentage of 8% of average risk weighted assets over the period. The weight used is the average portfolio over the period. Average portfolio is calculated as the mean of the value of the portfolio of leased assets at the beginning and end of each period.

### Which companies take part in the survey?

23 companies participate on a voluntary basis: ABN AMRO Asset Based Finance N.V., ALD Automotive, Aldermore, Alphabet, Arval, BNP Paribas Leasing Solutions, Caterpillar S.A.R.L., Credit Agricole Leasing & Factoring, De Lage Landen, DnB Finans, Hitachi Capital UK, Iccrea Bancalmpresa, ING Lease, Investec, Lombard, Leaseplan, Mediocredito Italiano, Nordea Finance, Siemens Financial Services, Société Générale Equipment Finance, UBI Leasing, UniCredit Leasing, Xerox Financial Services Europe

This sample is broadly representative of the European market in terms of geographic coverage and asset coverage. The sample represents a significant share of the total European leasing market. Please see the Leaseurope **2017 Ranking survey** for more information about European leasing companies.

### How should the survey results be interpreted?

The survey tracks trends in key performance indicators at European level. The results are only presented in aggregate and no inferences can be made about any individual company's performance based on this aggregate data.

Extreme care should be taken in comparing individual company performance with the Leaseurope Index, which spans a sample of lessors active in different market segments. For example, the sample includes general leasing companies, automotive lessors, captive equipment vendors etc. The companies in the sample are also active in different geographic markets.

For this survey, Leaseurope aggregates self-declared information. While the Leaseurope Secretariat monitors the plausibility of the data, this is not audited data. As such, the Leaseurope Index should only be used for indicative purposes and care should be taken in interpreting the results. Although the sample is broadly representative, care should be taken in making inferences about market trends for the industry as a whole.

### What is the geographic scope of this survey?

Consolidated figures are reported for the entire European activities of the participating companies. Europe is defined in the widest sense as EU27 + EFTA + other countries e.g. Turkey, Ukraine, Russia, Serbia, Croatia etc. Each company reports figures in euro regardless of which countries they operate in or which currencies they report in.

### What is meant by "leasing"?

The term "leasing" is used in its broadest sense, covering hire purchase, finance and operating leasing which includes long term rental. Leasing is defined according to International Financial Reporting Standards (IAS17).

### When will the next Leaseurope Index results be released?

The survey is conducted on a quarterly basis. For future editions of this survey, Leaseurope aims to publish the results on the **Leaseurope Index website** within eight weeks of the close of quarter.

### Disclaimer

Please note that the information contained in the Leaseurope Index is of a general nature. Nobody should act upon such information without first seeking appropriate professional advice and after a thorough examination of a particular situation. Neither Leaseurope nor participating companies can be held responsible or liable for any losses or damages of any kind arising out of or in connection with the use of the information contained in the Leaseurope Index.