

**PRESS RELEASE**

**FOR IMMEDIATE RELEASE**

**Leaseurope/Invigors European Business Confidence Survey December 2017**

**Optimistic outlook anticipated for the European leasing industry for the beginning of 2018**

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**Brussels, 8 February 2018** – Leaseurope, the representative body of the European leasing and automotive rental industry, together with Invigors EMEA, the specialist international equipment leasing and asset finance consultancy, have just published the results of the Leaseurope/Invigors European Business Confidence Survey, which was conducted in December 2017.

The December findings show a positive outlook for the European leasing business for the first half of 2018, encouraged by robust growth prospects for the European economy.

The picture for new business volumes in the first half of 2018 remains positive in line with previous research, with 80% of those surveyed expecting new business volumes to increase, while just 5% anticipate a decline. Respondents' expectations on the level of bad debt are mostly stable, with over 60% of participants forecasting that bad debt will remain unchanged over the coming 6 months while 22% anticipate a decrease. In terms of competitive pressures, 29% expect margins will decrease in their organisations, the same level as in the previous survey, while over half (52%) anticipate no change. Nonetheless, 65% of respondents anticipate that net profit in their organisations will increase over the next six months, while only 17% believe that this will fall.

The latest survey suggests there is a growing balance of opinion anticipating the emergence of new competition. 41% of those surveyed thought that competition from new entrants was more likely over the next six months, up from 34% recorded last June. Also, just 39% expect merger and acquisition activity to increase in the first half of 2018, compared to the 19% recorded in the previous survey.

Industry expectations on a number of other key indicators covering service levels and staffing show little change for first six months of 2018, though there are indications that expenditure on training and systems is anticipated to increase in several organisations represented in the survey.

Commenting on these results, Invigors EMEA Partner Richard Ryan adds, "This latest Business Confidence Survey suggests that the European leasing industry should enjoy a good start to 2018. Growth in new business continues to remain strong, while expectations of most of the other KPIs support an overall positive trend. Sentiment on the outlook for the European leasing market in 2018 appears to be increasingly optimistic, driven by sustained economic growth and investment, combined with continued access to liquidity."

**- END -**

## Notes for Editors

Summary findings of the December 2017 Leaseurope/Invigors European Business Confidence Survey can be found [here](#).

For more information on the Leaseurope/Invigors European Business Confidence Survey, please consult Leaseurope's [website](#).

## Media Contact

For further information, please contact:

Anne Valette  
Head of Communications  
+32 2 778 05 65  
[a.valette@leaseurope.org](mailto:a.valette@leaseurope.org)

Jurgita Bucyte  
Senior Adviser in Statistics and Economic Affairs  
+32 2 2778 05 63  
[j.bucyte@leaseurope.org](mailto:j.bucyte@leaseurope.org)

Richard Ryan  
Partner at Invigors EMEA  
+44 (0) 845 003 1000  
[richard.ryan@invigors.com](mailto:richard.ryan@invigors.com)

## About Leaseurope

As a Federation, Leaseurope brings together 45 associations throughout Europe representing either the leasing, long term and/or short term automotive rental industries. The scope of products covered by Leaseurope's members ranges from hire purchase and finance leases to operating leases of all asset types (automotive, equipment and real estate) and also includes the rental of cars, vans and trucks. It is estimated that Leaseurope represents approximately 94% of the European leasing market.

More information on Leaseurope and its members can be found at [www.leaseurope.org](http://www.leaseurope.org)

## About Invigors EMEA

Invigors EMEA is a specialist international provider of equipment leasing and asset finance advisory services and part of The Alta Group, the industry's pre-eminent global consultancy. Together, they offer clients the unique combination of broad experience, expertise and practical counsel. Invigors EMEA's clients number many international leading lessors and asset finance companies as well as equipment manufacturers and vendors. The major practice areas include consulting; corporate restructuring; strategic marketing; research; legal support services; M&A; tax, regulatory and accounting services; business process re-engineering; sales performance management; learning and development; and vendor and captive programmes. Visit [www.invigors.com](http://www.invigors.com) for more information.