

## PRESS RELEASE

### FOR IMMEDIATE RELEASE

#### LEASEUROPE INDEX LATEST RESULTS: Q3 2012

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**Brussels, 06 December 2012** – The Leaseurope Index is a unique survey that tracks key performance indicators of a sample of 17 European lessors on a quarterly basis. This Q3 2012 is the seventh edition of the survey.

The weighted average ratios for Q3 2012 deteriorated slightly compared to the same quarter of the previous year, but improved compared to Q2 2012 (with the exception of the cost income ratio).

Total new leasing volumes reported by the sample of firms decreased by 17.5% in comparison to the same quarter a year ago and were at a similar level seen in Q1 2012 (approximately €17 billion).

#### ***Profit & profitability***

With a few firms in the sample experiencing losses in the quarter, total pre-tax profit of all the companies decreased by 17.7% for Q3 2012 in comparison to Q3 2011 (see table 1). Nevertheless, the average profitability ratio increased from 26.1% in Q2 2012 to 30.1% in Q3 2012 (see table 3), returning to a similar level as that observed in 2011 (30.2%). It is important to note that the quartile values of the profitability ratio are widely dispersed within the firm sample for the reporting period (see table 4).

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

Compared to the same period a year ago, both operating income and operating expenses experienced negative developments. This caused the cost/income ratio rise to 47.9%, the highest value in 2012 so far.

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

Loan loss provisions reached lower levels in Q3 2012 compared to the second quarter. The average annualised cost of risk decreased slightly from 0.8% in Q2 2012 to 0.7% in Q3 2012, but up from the level seen in Q3 2011 (0.6%).

#### ***RoA and RoE indicators***

RoA and RoE <sup>1</sup> improved in Q3 2012 compared with the second quarter of this year, growing from 0.8% to 0.9% and from 14.9% to 15.6%, respectively. As reported in the previous survey, these figures are however heavily influenced by small group of outlying firms. The median values of these ratios (i.e. representing the “typical” firm) were 1.1% and 20.5% for RoA and RoE respectively in Q3 2012.

Enrico Duranti, CEO of Iccrea Bancalmpresa, commented that, *“While it is encouraging to see improvements on most fronts compared to Q2 2012, the results of the Q3 Leaseurope Index obviously still reflect the impact of continued economic headwinds. In particular, EU business investment remains weak and we have seen a fall in new volumes granted this quarter. This quarter’s results also show that European lessors must keep their eyes on the ball and in particular need to pay close attention to cost/income levels.”*

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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 2012 – Q3 2012<sup>2</sup>**

Aggregated data provided by companies (all figures in millions of euro for the relevant period)	2012 Q3		2012 Q2		2012 Q1	
	Sum of values (€millions)	% change versus Q3 2011	Sum of values (€millions)	% change versus Q2 2011	Sum of values (€millions)	% change versus Q1 2011
<b>1. Operating income</b>	1,836	-1.7%	1,890	-2.1%	1,850	-1.7%
<b>2. Operating expenses</b>	903	1.9%	902	-1.9%	885	0.0%
<b>3. Loan loss provision</b>	402	20.4%	486	56.7%	356	20.5%
<b>4. Pre-Tax Profit</b>	526	-17.7%	489	-32.7%	621	-10.9%
<b>5. RWA at end of period</b>	175,474	-2.6%	175,533	-0.9%	176,825	1.6%
<b>6. Portfolio at end of period</b>	233,386	-0.2%	235,241	1.1%	235,362	2.9%
<b>7. New business volumes</b>	16,588	-17.5%	18,465	-13.0%	17,088	-6.3%

**Table 2: Aggregate Data, 2009 – 2011 Annual<sup>3</sup>**

Aggregated data provided by companies (all figures in millions of euro for the relevant period)	2011		2010		2009
	Sum of values (€millions)	% change versus 2010	Sum of values (€millions)	% change versus 2009	Sum of values (€millions)
<b>1. Operating income</b>	7,688	3.8%	7,405	3.1%	6,591
<b>2. Operating expenses</b>	3,786	7.5%	3,523	6.7%	3,301
<b>3. Loan loss provision</b>	1,528	-18.8%	1,882	-9.2%	2,074
<b>4. Pre-Tax Profit</b>	2,389	21.2%	1,970	64.6%	1,197
<b>5. RWA at end of period</b>	178,374	3.0%	173,191	n/a	n/a
<b>6. Portfolio at end of period</b>	237,147	2.7%	230,978	0.4%	230,147
<b>7. New business volumes</b>	80,391	6.1%	75,793	7.3%	70,659

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

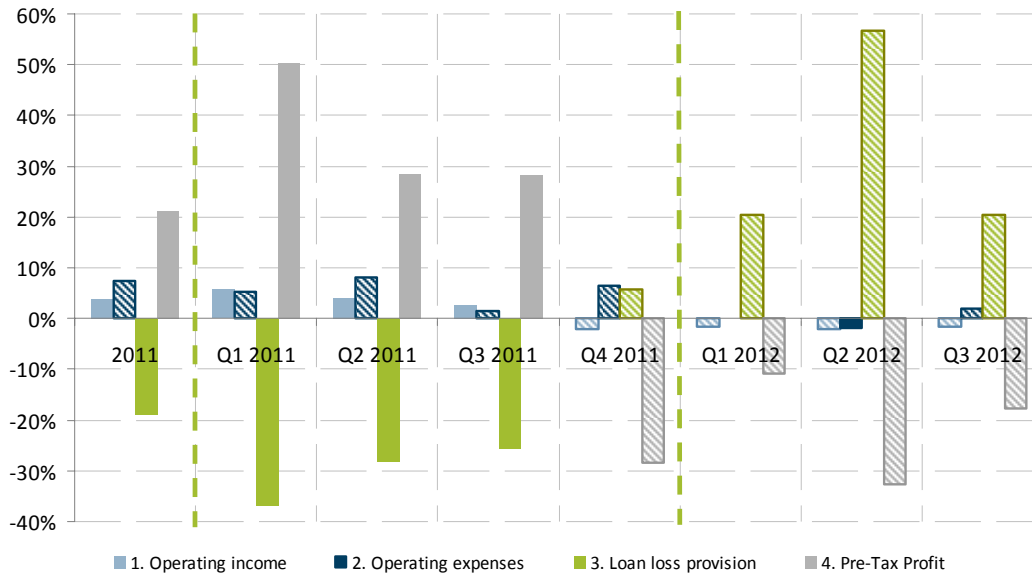
<sup>3</sup> The aggregate annual data are shown here as reported in the Q4 2011 survey.

**Table 3: Weighted Average Ratios<sup>4</sup>**

Weighted Average Ratios	2012			2011				
	Average Q3 2012	Average Q2 2012	Average Q1 2012	Average 2011 full year	Average Q4 2011	Average Q3 2011	Average Q2 2011	Average Q1 2011
<b>Profitability (%)</b> - average of all companies' pre-tax profit as a % of total operating income	30.1%	26.1%	35.3%	<b>30.2%</b>	14.9%	33.8%	37.5%	37.0%
<b>Cost/Income (%)</b> - average of all companies' operating expenses as a % of operating income	47.9%	45.4%	46.4%	<b>47.6%</b>	52.8%	45.5%	45.4%	45.3%
<b>Cost of Risk (%)*</b> - average of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.7%	0.8%	0.6%	<b>0.7%</b>	0.9%	0.6%	0.5%	0.6%
<b>Return on Assets (%)*</b> - average of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	0.9%	0.8%	1.1%	<b>1.0%</b>	0.6%	1.1%	1.3%	0.6%
<b>Return on Equity (%)*</b> - average of all companies' net profit before tax (annualised) as a percentage of 8% of total risk weighted assets over the period	15.6%	14.9%	18.3%	<b>17.1%</b>	n/a	18.4%	21.1%	20.6%

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

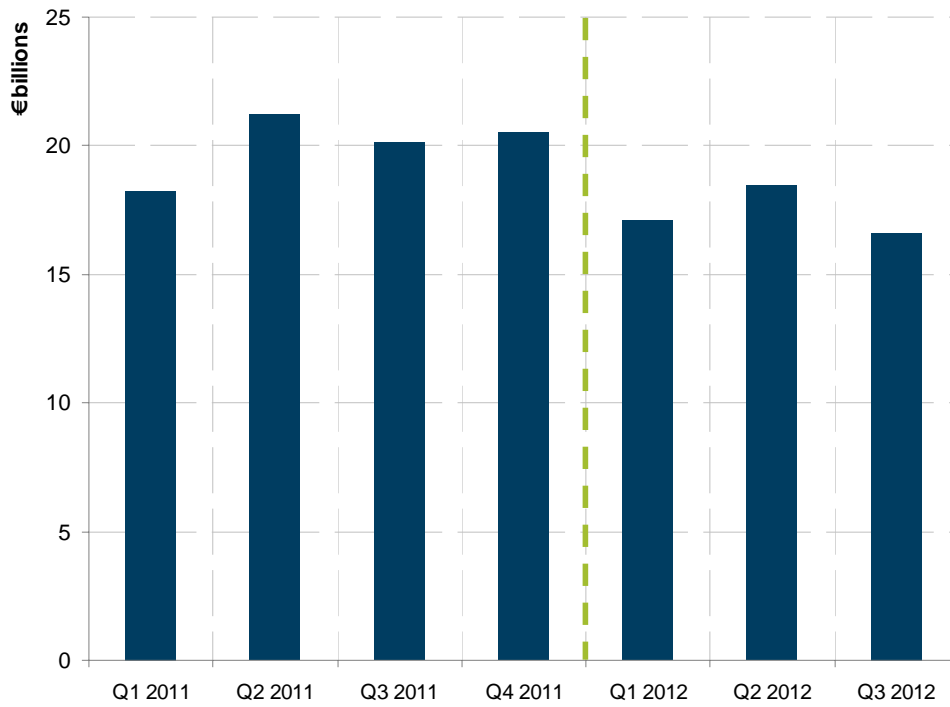
**Fig 1: Growth Rates of Financial Indicators, 2011 – Q2 2012<sup>5</sup>**



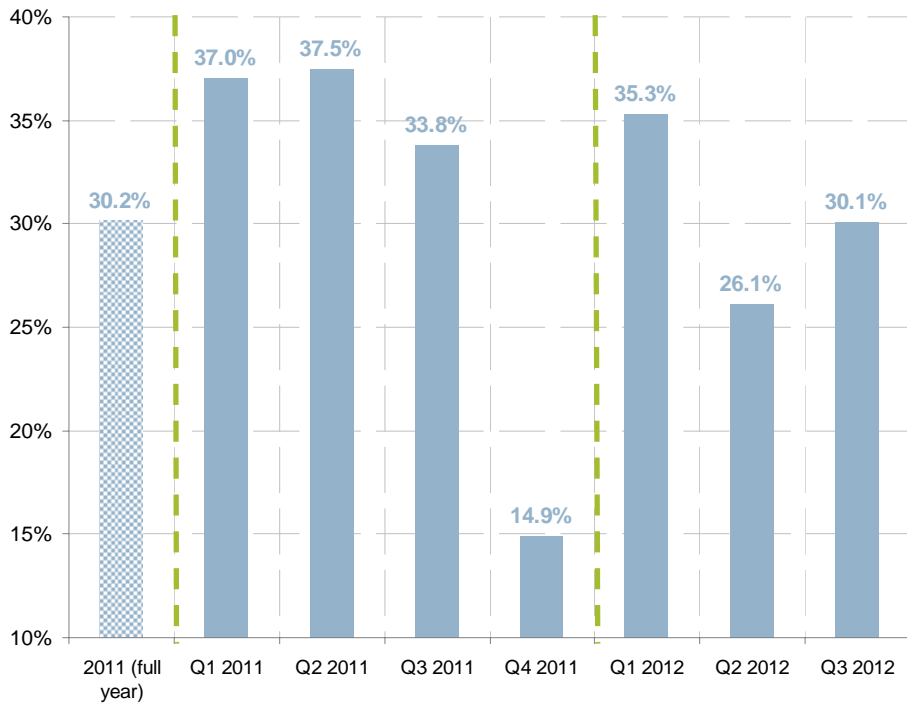
<sup>4</sup> Leaseurope calculates weighted average ratios based on the data provided by participating companies. The profitability and cost/income ratios are weighted by new business volumes over the relevant period. For example, each company's individual profitability ratio is weighted by its new business over the period Q3 2012 to arrive at the weighted average ratio of 30.1% shown in the table. The cost of risk, RoA and RoE ratios are weighted by the average portfolio over the relevant period.

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

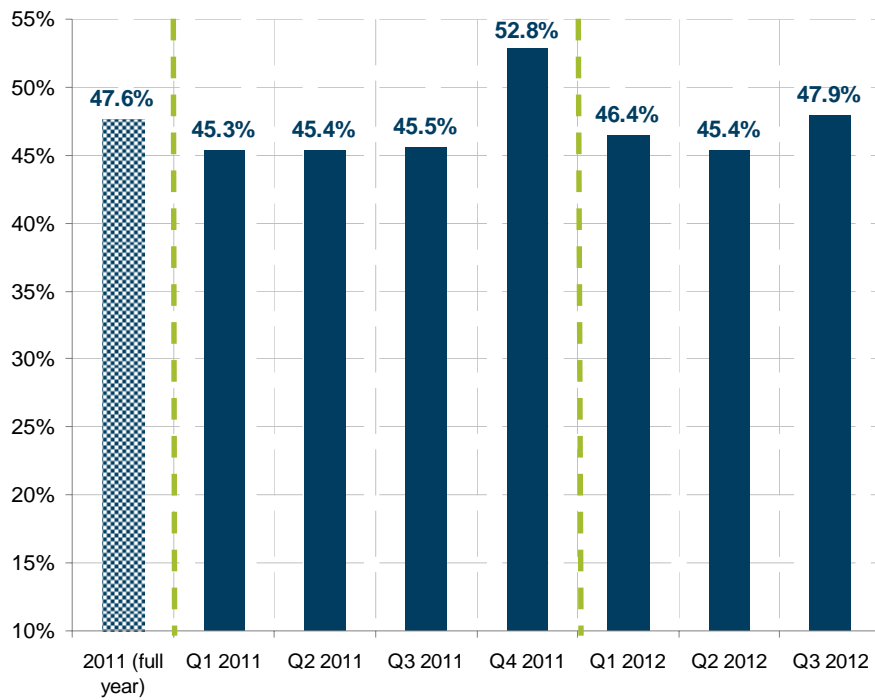
**Fig. 2: New Business Volumes, Q1 2011 – Q3 2012**



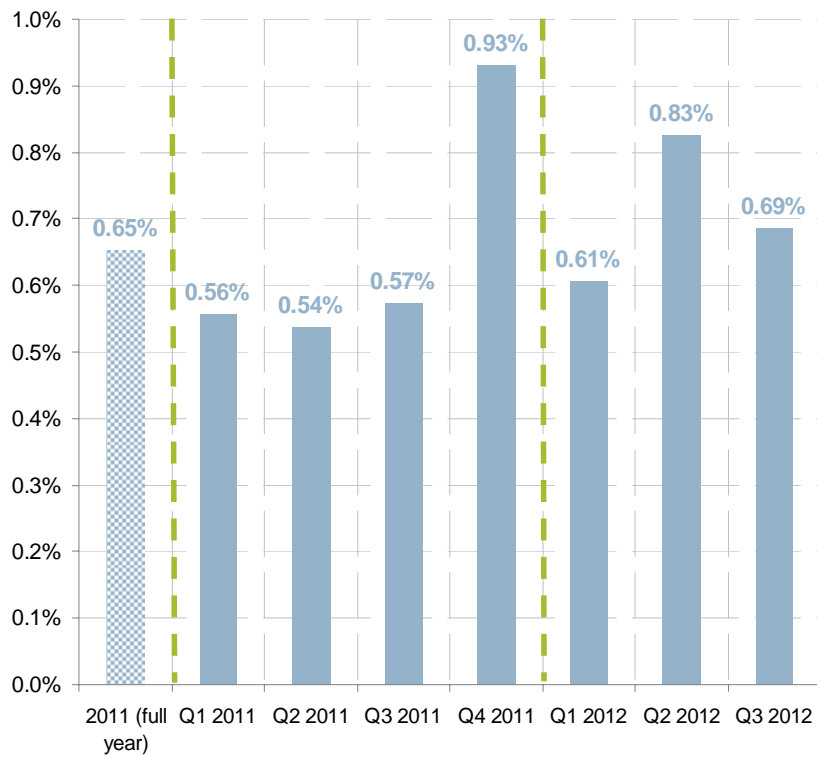
**Fig. 3: Profitability Ratio, 2011 – Q3 2012**



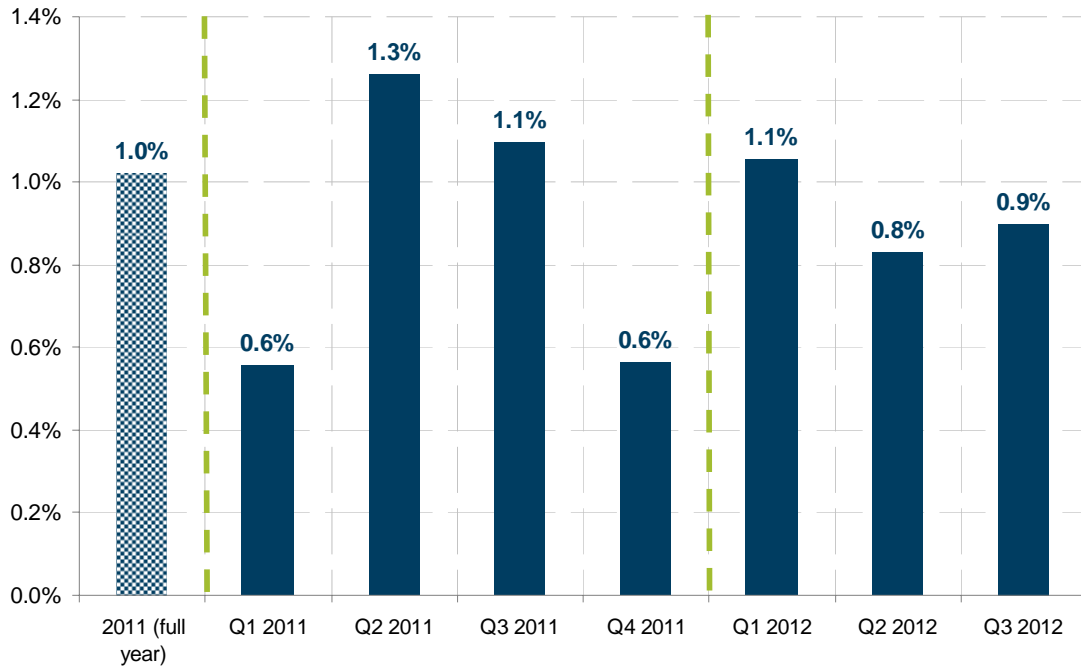
**Fig. 4: Cost / Income Ratio, 2011 – Q3 2012**



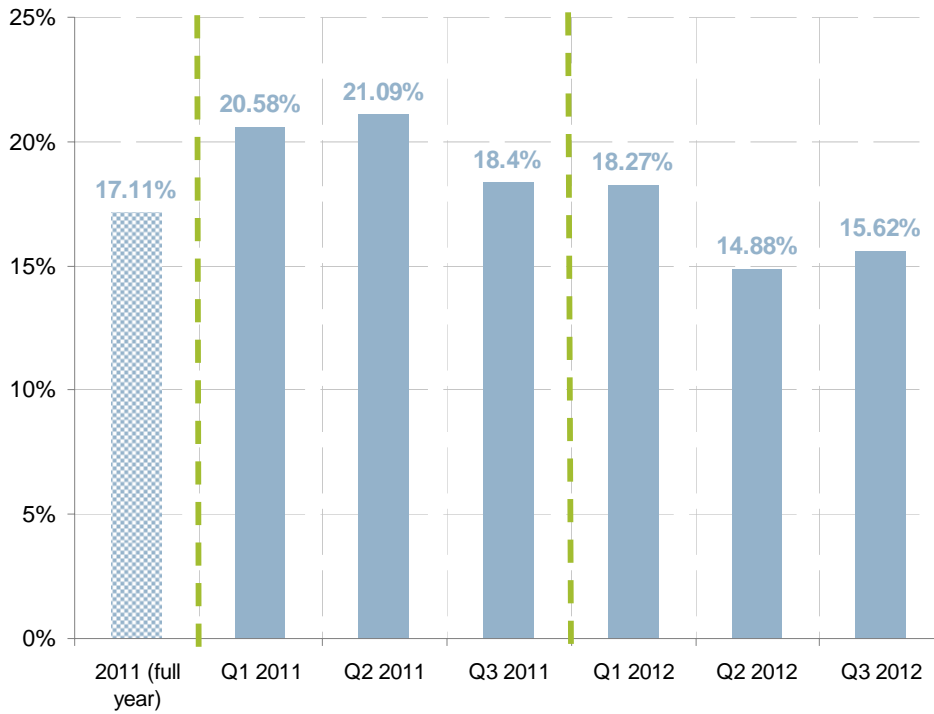
**Fig. 5: Cost of Risk Ratio, 2011 – Q3 2012**



**Figure 6: Return on Assets Ratio, 2011 – Q3 2012**



**Figure 7: Return on Equity Ratio, 2011 – Q3 2012**



**Table 4: Quartiles<sup>6</sup> for Ratios in Q3 2012**

	<b>Profitability Ratio</b>	<b>Cost / Income Ratio</b>	<b>Cost of Risk Ratio</b>	<b>RoA Ratio</b>	<b>RoE Ratio</b>
<b>Minimum</b>	-109.2%	24.0%	0.16%	-0.93%	-18.26%
<b>Quartile 1 (25%)</b>	22.8%	32.1%	0.27%	0.71%	6.56%
<b>Quartile 2 (50%) i.e. median</b>	34.3%	43.3%	0.48%	1.11%	20.52%
<b>Quartile 3 (75%)</b>	44.9%	51.6%	1.03%	1.78%	37.84%
<b>Maximum</b>	61.5%	71.8%	1.59%	3.88%	56.52%
<b>Weighted Average</b>	30.1%	47.9%	0.69%	0.90%	15.62%

**-END-**

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<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 17 observations in the data set. The median is not influenced by outliers at either end of the dataset and can therefore be a useful metric of the ratio of the “typical” company in the sample.

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## **About Leaseurope**

As a Federation, Leaseurope brings together 44 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 92% of the European leasing market.



## 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 ratio:** 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.

**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 ratio:** 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?

17 companies participate on a voluntary basis: ABN AMRO Lease, ALD Automotive, Arval, Banca Agrileasing, BNP Paribas Leasing Solutions, Caterpillar S.A.R.L., Credit Agricole Leasing & Factoring, De Lage Landen, DnB NOR Finans, ING Lease, Leaseplan, Leasint, Nordea Finance, UniCredit Leasing, Société Générale Equipment Finance, UBI 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 **2011 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 six 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.