

PRESS RELEASE

FOR IMMEDIATE RELEASE

Leaseurope/Invigors European Business Confidence Survey December 2013

European Leasing Professionals Bullish for the First Half of 2014

Brussels, 31st January 2014 – 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 2013.

The December 2013 findings indicate that respondents are notably more optimistic about the next six months, with many of the survey's measures showing a significant improvement from the previous survey conducted in June 2013.

The outlook for new business volumes over the coming six months is particularly positive, with 74% of those surveyed expecting new business volumes to increase, while just 10% anticipate a decline. Expectations on the level of bad debt have also improved on the previous survey with the majority of participants (59%) forecasting that bad debt will remain unchanged over the coming 6 months. Similarly, 54% expect no change in margins, although 29% now predict that margins will decrease in their organisations, up from 23% in the previous survey. The results also show over 60% of survey respondents forecast that net profits for their business will increase over the same period, an improvement from the 55% recorded last June.

Industry expectations on a number of key indicators covering service levels, expenditure and staffing also indicate improvements for the first half of 2014, and nearly half of respondents (49%) said that their organisations are targeting expansion. Growth was focused on asset classes such as vehicles, agriculture and technology as well as geographic expansion within and outside of Europe.

Commenting on these results, Invigors EMEA Partner Richard Ryan adds, "Business sentiment in the European asset finance industry is markedly more positive as the outlook for growth in many European economies continues to improve. Over 60% of respondents in the December survey are more optimistic about the prospects for their business in 2014, up from just 36% the previous June. A further 25% felt that these were unchanged, while only 13% thought that their business prospects would worsen."

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Notes for Editors

Summary findings of the December 2013 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](#).

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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. More information on Leaseurope and its members can be found at 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 for more information.