

PRESS RELEASE

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Leaseurope/Invigors European Business Confidence Survey December 2014

European Leasing Professionals Predict a Good Start to 2015

Brussels, 16 February 2015 – 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 2014.

The December 2014 findings indicate that the optimism evident earlier in the year has continued, with many of the survey's measures showing an ongoing improvement from the previous survey conducted in June 2014.

The outlook for new business volumes over the first half of 2015 remains positive, with 84% of those surveyed expecting new business volumes to increase, while just 7% anticipate a decline. Expectations on the level of bad debt are stable at similar levels to the previous survey with the majority of participants (62%) forecasting that bad debt will remain unchanged over the coming 6 months. Similarly, 52% expect no change in margins, although 31% predict that margins will decrease in their organisations, slightly above the percentage recorded in the previous survey. However, the results for net profits show a marginal improvement, with 63% of survey respondents forecasting that net profits for their business will increase over the next six months, a small increase on that recorded last June.

Industry expectations on a number of key indicators covering service levels, expenditure and staffing show either small improvements or little change for the first half of 2015, while exactly half of respondents said that their organisations are targeting expansion. Growth was focused in particular on areas such as vendor finance as well as on asset classes such as vehicles and technology. There was also interest in geographic expansion, primarily in Europe as well as in new product areas such as invoice discounting and wholesale finance.

Commenting on these results, Invigors EMEA Partner Richard Ryan adds, "Despite some uncertainty, the outlook for the European economy remains generally positive and this is reflected in the findings of the latest survey. After a strong performance in 2014, business sentiment suggests that the industry is set for a good start to 2015. Over 60% of respondents in the December survey are more optimistic about the prospects for their business in the first half of this year. A further 27% felt that these were unchanged, while only 12% thought that their business prospects would worsen."

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Notes for Editors

Summary findings of the December 2014 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 46 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.