

PRESS RELEASE

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Leaseurope/Invigors European Business Confidence Survey June 2015

Favourable Economic Winds Promise a Good Second Half Year for 2015

Brussels, 28th August 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 June 2015.

The latest June findings highlight an overall optimistic outlook for the European leasing business in the second half of 2015, with most of the survey's measures maintaining the positive sentiment identified in the previous survey conducted in December 2014.

The outlook for new business volumes over the second half of 2015 remains positive, with 79% of those surveyed expecting new business volumes to increase, while just 4% anticipate a decline. Expectations on the level of bad debt remain stable and in line with previous surveys, with the majority of participants (79%) forecasting that bad debt will remain unchanged over the coming 6 months. Similarly, 51% expect no change in margins, although 33% predict that margins will decrease in their organisations, slightly above the percentage recorded in the previous survey. Nonetheless, 62% of respondents anticipate that net profit in their organisation will increase over the next six months, while only 17% believe that this will fall.

Over 40% of those surveyed thought that competition from new entrants was more likely in their home market with the percentage of those perceiving new entrants as a competitive threat increasing steadily over the past three surveys. Also expectations of merger and acquisition activity are changing with 41% predicting this will increase over the rest of the year, a marked rise on the 28% recorded in the previous survey.

Industry expectations on a number of other key indicators covering service levels, expenditure and staffing show little change for the second half of 2015.

Commenting on these results, Invigors EMEA Partner Richard Ryan adds, "This latest Business Confidence Survey suggests that 2015 is likely to be another good year for the European leasing industry. Growth is forecast to continue for the remainder of the year, while the balance of opinion on other KPIs is generally favourable. Nearly 60% of respondents in the June survey are more optimistic about the prospects for their business in the second half of this year, while only 6% thought that their business prospects would worsen."

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Notes for Editors

Summary findings of the June 2015 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 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 91% 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.