

PRESS RELEASE

FOR IMMEDIATE RELEASE

Leaseurope/Invigors European Business Confidence Survey December 2015

Leasing Industry Anticipates a Good Start to 2016

Brussels, 25 February 2016 – 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 2015.

The latest December findings highlight an overall optimistic start to 2016 for the European leasing business, with most of the survey's measures maintaining the positive sentiment identified in the previous survey conducted in June 2015.

The outlook for new business volumes in the first half of 2016 remains positive, with 85% 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 the majority of participants (64%) forecasting that bad debt will remain unchanged over the coming 6 months. However, 51% expect margins will decrease in their organisations, an increase on the previous survey, though a further 36% anticipate no change. Nonetheless, 65% of respondents anticipate that net profit in their organisations will increase over the next six months, while only 18% believe that this will fall.

Over 50% 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 four surveys. Also expectations of merger and acquisition activity remain at the level seen in the previous survey with 41% predicting this will increase in the first half of 2016, compared to the 56% who anticipate no change.

Industry expectations on a number of other key indicators covering service levels, expenditure and staffing show little change for the first six months of 2016.

Commenting on these results, Invigors EMEA Partner Richard Ryan adds, "This latest Business Confidence Survey suggests that the European leasing industry should have a good start to 2016. Growth is forecast to remain strong over the first half of the year, while the balance of opinion on many of the other KPIs is generally favourable. Nearly 45% of respondents in the December 2015 survey are more optimistic about the prospects for their business during this period, while only 11% thought that their business prospects would worsen."

- END -

Notes for Editors

Summary findings of the December 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](#).

Media Contact

For further information, please contact:

Anne Valette
Head of Communications
+32 2 778 05 65
a.valette@leaseurope.org

Jurgita Bucyte
Senior Adviser in Statistics and Economic Affairs
+32 2 2778 05 63
j.bucyte@leaseurope.org

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

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 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.