

PRESS RELEASE

FOR IMMEDIATE RELEASE

Leaseurope/Invigors European Business Confidence Survey June 2017

Optimism prevails in the European leasing industry for the second half of 2017

Brussels, 16 August 2017 – 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 2017.

The June findings show a continuing positive outlook for the European leasing business during the second half of 2017, encouraged by improving growth prospects for the European economy.

The outlook for new business volumes in the second half of 2017 remains positive in line with previous research, with 78% 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 nearly three-quarters of participants (74%) forecasting that bad debt will remain unchanged over the coming 6 months. In terms of competitive pressures, 29% expect margins will decrease in their organisations, around the same level as in the previous survey (27%), while over half (53%) anticipate no change. Nonetheless, 57% of respondents anticipate that net profit in their organisations will increase over the next six months, while only 14% believe that this will fall.

The latest survey suggests that concerns about new competition remain at a similar level to those in the previous study. Of those surveyed, 34% thought that competition from new entrants was more likely in their home market, similar to the 36% recorded last December. Also, just 19% expect merger and acquisition activity to increase in the second half of 2017, compared to the 79% who anticipate no change.

Industry expectations on a number of other key indicators covering service levels and staffing show little change for last six months of 2017, though there are indications that operating expenses and expenditure on marketing and systems is anticipated to increase in several organisations represented in the survey.

Commenting on these results, Invigors EMEA Partner Richard Ryan adds, "This latest Business Confidence Survey suggests that the European leasing industry should enjoy another good year in 2017. Growth in new business is predicted to remain strong for the remainder of the year, while expectations on the other KPIs support a generally improving trend. Recent elections across Europe do not appear to have dented sentiment in the European leasing market, which is driven by increasing economic growth and continued access to liquidity. This seems likely to continue for the immediate future as economic growth in most European countries is forecast to further strengthen."

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Notes for Editors

Summary findings of the June 2017 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 94% 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.