

# Leaseurope



The Voice of Leasing and Automotive Rental in Europe



**Annual Survey  
2011**

## 1a. Total Leaseurope Leasing Market 2011

	New Production (Mio€)				Outstandings (Mio€)			
	Mio €		% change		Mio €		% change	
	2011	2010	not adjusted <sup>1</sup>	adjusted <sup>2</sup>	2011	2010	not adjusted <sup>1</sup>	adjusted <sup>2</sup>
AT Verband Österreichischer Leasing-Gesellschaften - VÖL	6,550.08	6,139.90	6.68%	6.68%	24,792.08	24,485.42	1.25%	1.25%
BE Association Belge des Entreprises de Leasing	4,437.40	4,005.50	10.78%	10.78%	12,816.80	11,958.10	7.18%	7.18%
BE Fédération Belge des Loueurs de Véhicules - RENTA	2,633.75	2,286.62	15.18%	15.18%	4,676.43	4,861.05	-3.80%	-3.80%
BG Bulgarian Association for Leasing - BAL	594.85	458.24	29.81%	29.81%	1,814.86	2,058.84	-11.85%	-11.85%
CH Schweizerischer Leasingverband - SLV	8,360.98	7,126.48	17.32%	4.77%	18,408.32	15,525.31	18.57%	5.88%
CY Cyprus Finance and Leasing Association - CFLA	232.50	325.00	-28.46%	-28.46%				
CZ Czech Leasing and Finance Association - CLFA	3,153.80	2,967.53	6.28%	3.36%	8,509.35	8,270.69	2.89%	0.06%
DE Bundesverband Deutscher Leasing-Unternehmen e.V. - BDL	47,636.00	43,800.00	8.76%	8.76%	134,400.00	133,500.00	0.67%	0.67%
DK Finans og Leasing	5,600.09	4,523.52	23.80%	23.85%	12,423.16	12,830.02	-3.17%	-3.13%
EE Estonian Leasing Association	744.00	444.00	67.57%	67.57%	1,692.00	1,758.00	-3.75%	-3.75%
ES Asociación Española de Leasing y Renting - AELR	6,573.52	8,835.78	-25.60%	-25.60%	29,587.34	34,293.22	-13.72%	-13.72%
ES Associazione Italiana Leasing - ASSILEA and ANIASA	2,223.97	2,160.15	2.95%	2.95%	7,461.15	8,172.65	-8.71%	-8.71%
FI Federation of Finnish Financial Services - FKL	3,613.00	3,096.00	16.70%	16.70%	8,191.00	8,028.00	2.03%	2.03%
FR Association française des Sociétés Financières - ASF	30,923.00	29,024.00	6.54%	6.54%	84,727.00	82,850.00	2.27%	2.27%
FR Fédération Nationale des Loueurs de Véhicules - FNLV	8,700.00	7,391.00	17.71%	17.71%				
GR Association of Greek Leasing Companies	473.15	1,188.96	-60.20%	-60.20%	7,953.92			
IT Associazione Italiana Leasing - ASSILEA and ANIASA	27,409.00	29,801.00	-8.03%	-8.03%	118,427.00	127,778.00	-7.32%	-7.32%
LU Fédération Luxembourgeoise des Loueurs de Véhicules	294.00	233.00	26.18%	26.18%	549.00	504.00	8.93%	8.93%
LV Latvian Lessors Association	520.44	272.33	91.11%	90.46%	1,198.92	1,337.25	-10.34%	-10.65%
NL Nederlandse Vereniging van Leasemaatschappijen - NVL	4,065.00	3,764.40	7.99%	7.99%	8,677.00	9,000.00	-3.59%	-3.59%
NL Vereniging van Nederlandse Autoleasemaatschappijen	4,433.72	3,366.00	31.72%	31.72%				
NO Finansieringsselskapenes Forening	4,791.23	3,930.14	21.91%	18.70%	11,545.15	8,463.33	36.41%	32.82%
PL Polish Leasing Association	7,557.69	6,832.18	10.62%	14.10%	16,123.43	13,855.86	16.37%	20.03%
PT Associação Portuguesa de Leasing, Factoring e Renting - ALF	3,010.00	4,858.00	-38.04%	-38.04%	15,027.00	17,589.00	-14.57%	-14.57%
RO Romanian Leasing and Non Banking Financial Services Association	1,241.98	1,012.87	22.62%	22.62%	2,297.29	3,074.05	-25.27%	-25.27%
RU United Leasing Association - ULA	18,124.18	11,176.54	62.16%	64.67%	45,493.90	29,307.38	55.23%	57.63%
SE Finansbolagens Forening	10,265.57	9,710.71	5.71%	0.09%	26,501.69	24,881.05	6.51%	0.85%
SI Leasing Committee of the Banking Association of Slovenia	983.48	1,034.48	-4.93%	-4.93%	3,366.98	3,605.52	-6.62%	-6.62%
SK Association of Leasing Companies of the Slovak Republic	1,847.00	1,614.00	14.44%	14.44%	3,232.00	3,295.00	-1.91%	-1.91%
TR Auto Leasing and Rental Companies Association - Tokkder	834.12				1,850.89			
UA Ukrainian Union of Lessors - UUL	635.07	177.18	258.43%	277.45%	1,208.48	1,240.11	-2.55%	2.62%
UK Finance and Leasing Association - FLA	38,143.52	35,933.27	6.15%	7.39%	99,306.36	101,027.00	-1.70%	-0.56%
<b>TOTAL</b>	<b>256,606.07</b>	<b>237,488.77</b>			<b>712,258.50</b>	<b>693,548.84</b>		
<b>% (based on homogenous sample)</b>			<b>7.70%</b>	<b>7.42%</b>			<b>1.28%</b>	<b>1.07%</b>

1) not adjusted for exchange rate fluctuations 2) adjusted for exchange rate fluctuations

### General Notes

Data shown here are those contributed to Leaseurope by its Member Associations in the context of the 2011 Annual Survey. Data can include estimates provided by Member Associations. Data represents the share of the total national market represented by each association unless otherwise specified.

Data were provided in local currency. The exchange rates used are yearly average rates taken from Eurostat and can be found in table 5.

The data for 2010 shown here are those provided by Leaseurope's Member Associations in the 2010 Annual Survey except when changes in membership or major data modifications warranted the restating of figures for 2010.

Growth rates shown are calculated based on a homogenous sample of members reporting in both the 2010 and 2011 Annual Statistical Enquiries.

Leasing figures include data for long term rental/operating leasing. For definitions please refer to Methodological Notes and Glossary. Leasing and short term rental data are provided separately (see table 20a and 20b for short term rental figures).

Leaseurope members not reporting in this enquiry:

Denmark: DANSKE BILUDLEJERE; Germany: Bundesverband der Autovermieter Deutschlands; Greece: Greek Car Rental Companies Association; Malta: Rent A Car Association Malta; Norway: Norges Bilutleierforbund; Morocco: Association Professionnelle des Sociétés de Financement; Serbia & Montenegro: Association of Leasing Companies in Serbia; Tunisia: Association Professionnelle Tunisienne des Banques et des Etablissements Financiers

### Other Notes

Figures for Germany are not final figures and may be subject to change

Outstanding figures for Portugal relate only to finance leasing

Figures for Russia and Poland are estimates of the entire leasing markets in these countries (this refers to all tables in the 2011 Annual Survey). Our Russian member, the United Leasing Association represents about 90% of the Russian market and our Polish member, the Polish Leasing Association represents about 93.7% of the Polish market.

## 2a. Leasing Market 2011

	New Production						Outstandings				
	Mio€		% change		Number of Contracts			Mio€		% change	
	2011	2010	not adjusted <sup>1</sup>	adjusted <sup>2</sup>	2011	2010	%	2011	2010	not adjusted <sup>1</sup>	adjusted <sup>2</sup>
<b>AT</b> Verband Österreichischer Leasing-Gesellschaften - VÖL	6,074.91	5,628.91	7.92%	7.92%	185,187	174,098	6.37%	23,332.76	22,955.34	1.64%	1.64%
<b>BE</b> Association Belge des Entreprises de Leasing	4,437.40	4,005.50	10.78%	10.78%	83,250	82,013	1.51%	12,816.80	11,958.10	7.18%	7.18%
<b>BE</b> Fédération Belge des Loueurs de Véhicules - RENTA	2,633.75	2,286.62	15.18%	15.18%				4,676.43	4,861.05	-3.80%	-3.80%
<b>BG</b> Bulgarian Association for Leasing - BAL	594.85	458.24	29.81%	29.81%				1,814.86	2,058.84	-11.85%	-11.85%
<b>CH</b> Schweizerischer Leasingverband - SLV	8,360.98	7,126.48	17.32%	4.77%	232,997	216,620	7.56%	18,408.32	15,525.31	18.57%	5.88%
<b>CY</b> Cyprus Finance and Leasing Association - CFLA	232.50	325.00	-28.46%	-28.46%							
<b>CZ</b> Czech Leasing and Finance Association - CLFA	1,993.66	1,943.13	2.60%	-0.22%	53,280	49,041	8.64%	6,345.87	6,353.19	-0.12%	-2.86%
<b>DE</b> Bundesverband Deutscher Leasing-Unternehmen e.V. - BDL	42,006.00	39,340.00	6.78%	6.78%	1,350,205	1,285,160	5.06%	125,000.00	125,000.00		
<b>DK</b> Finans og Leasing	4,031.35	3,168.13	27.25%	27.30%				9,325.96	10,164.76	-8.25%	-8.21%
<b>EE</b> Estonian Leasing Association	744.00	444.00	67.57%	67.57%	35,000	20,000	75.00%	1,677.00	1,739.00	-3.57%	-3.57%
<b>ES</b> Asociación Española de Leasing y Renting - AELR	6,573.52	8,835.78	-25.60%	-25.60%	149,073	171,306	-12.98%	29,587.34	34,293.22	-13.72%	-13.72%
<b>ES</b> Asociación Española de Renting de Vehículos - AER	2,223.97	2,160.15	2.95%	2.95%				7,461.15	8,172.65	-8.71%	-8.71%
<b>FI</b> Federation of Finnish Financial Services - FKL	1,612.00	1,439.00	12.02%	12.02%	92,455	82,821	11.63%	4,588.00	4,565.00	0.50%	0.50%
<b>FR</b> Association française des Sociétés Financières - ASF	30,923.00	29,024.00	6.54%	6.54%	993,288	965,336	2.90%	84,727.00	82,850.00	2.27%	2.27%
<b>FR</b> Fédération Nationale des Loueurs de Véhicules - FNLV	8,700.00	7,391.00	17.71%	17.71%	454,174	394,476	15.13%				
<b>GR</b> Association of Greek Leasing Companies	473.15	1,188.96	-60.20%	-60.20%	3,281			7,953.92			
<b>IT</b> Associazione Italiana Leasing - ASSILEA and ANIASA	27,409.00	29,801.00	-8.03%	-8.03%	454,137	420,969	7.88%	118,427.00	127,778.00	-7.32%	-7.32%
<b>LU</b> Fédération Luxembourgeoise des Loueurs de Véhicules	294.00	233.00	26.18%	26.18%				549.00	504.00	8.93%	8.93%
<b>LV</b> Latvian Lessors Association	520.44	272.33	91.11%	90.46%				1,198.92	1,337.25	-10.34%	-10.65%
<b>NL</b> Nederlandse Vereniging van Leasemaatschappijen - NVL	4,065.00	3,764.40	7.99%	7.99%	42,006			8,677.00	9,000.00	-3.59%	-3.59%
<b>NL</b> Vereniging van Nederlandse Autoleasemaatschappijen	4,433.72	3,366.00	31.72%	31.72%	167,020	165,600	0.86%				
<b>NO</b> Finansieringsselskapenes Forening	4,791.23	3,930.14	21.91%	18.70%	36,830	31,890	15.49%	11,545.15	8,463.33	36.41%	32.82%
<b>PL</b> Polish Leasing Association	7,557.69	6,832.18	10.62%	14.10%	231,287	214,956	7.60%	16,123.43	13,855.86	16.37%	20.03%
<b>PT</b> Associação Portuguesa de Leasing, Factoring e Renting - ALF	3,010.00	4,858.00	-38.04%	-38.04%	74,982	106,618	-29.67%	15,027.00	17,589.00	-14.57%	-14.57%
<b>RO</b> Romanian Leasing and Non Banking Financial Services Association	1,241.98	1,012.87	22.62%	22.62%	38,375	30,592	25.44%	2,297.29	3,074.05	-25.27%	-25.27%
<b>RU</b> United Leasing Association - ULA	18,124.18	11,176.54	62.16%	64.67%		62,500	-100.00%	45,493.90	29,307.38	55.23%	57.63%
<b>SE</b> Finansbolagens Forening	5,712.64	5,443.36	4.95%	-0.64%	291,428	303,680	-4.03%	17,514.23	16,582.26	5.62%	0.00%
<b>SI</b> Leasing Committee of the Banking Association of Slovenia	983.48	1,034.48	-4.93%	-4.93%	42,014	40,029	4.96%	3,366.98	3,605.52	-6.62%	-6.62%
<b>SK</b> Association of Leasing Companies of the Slovak Republic	1,230.00	1,036.00	18.73%	18.73%	30,705	32,271	-4.85%	2,352.00	2,438.00	-3.53%	-3.53%
<b>TR</b> Auto Leasing and Rental Companies Association - Tokkder	834.12							1,850.89			
<b>UA</b> Ukrainian Union of Lessors - UUL	635.07	177.18	258.43%	277.45%	8,772	3,507	150.13%	1,208.48	1,240.11	-2.55%	2.62%
<b>UK</b> Finance and Leasing Association - FLA	11,038.39	10,048.49	9.85%	11.13%				41,304.10	43,505.78	-5.06%	-3.95%
<b>TOTAL</b>	<b>213,495.97</b>	<b>197,750.86</b>			<b>5,049,746</b>	<b>4,853,483</b>		<b>624,650.78</b>	<b>608,777</b>		
<b>% (based on homogenous sample)</b>			<b>7.54%</b>	<b>7.19%</b>			<b>4.46%</b>			<b>1.00%</b>	<b>0.73%</b>

1) not adjusted for exchange rate fluctuations 2) adjusted for exchange rate fluctuations

### Notes

Growth rates shown are calculated based on a homogenous sample of members reporting in both the 2010 and 2011 Annual Statistical Enquiries

Outstanding figures for Portugal relate only to finance leasing

## 2b. Hire Purchase 2011

	New Production							Outstandings (Mio€)			
	Mio€		% changes		Number of Contracts			Mio€		% changes	
	2011	2010	not adjusted <sup>1</sup>	adjusted <sup>2</sup>	2011	2010	%	2011	2010	not adjusted <sup>1</sup>	adjusted <sup>2</sup>
AT Verband Österreichischer Leasing-Gesellschaften - VÖL	475.16	510.99	-7.01%	-7.01%	11,263	8,578	31.30%	1,459.32	1,530.08	-4.62%	-4.62%
BE Association Belge des Entreprises de Leasing											
BE Fédération Belge des Loueurs de Véhicules - RENTA											
BG Bulgarian Association for Leasing - BAL											
CH Schweizerischer Leasingverband - SLV											
CY Cyprus Finance and Leasing Association - CFLA											
CZ Czech Leasing and Finance Association - CLFA	1,160.15	1,024.40	13.25%	10.14%	66,626	64,216	3.75%	2,163.48	1,917.50	12.83%	9.73%
DE Bundesverband Deutscher Leasing-Unternehmen e.V. - BDL	5,630.00	4,460.00	26.23%	26.23%	67,600	57,500	17.57%	9,400.00	8,500.00	10.59%	10.59%
DK Finans og Leasing	1,568.73	1,355.39	15.74%	15.79%				3,097.20	2,665.26	16.21%	16.26%
EE Estonian Leasing Association								15.00	19.00	-21.05%	-21.05%
ES Asociación Española de Leasing y Renting - AELR											
ES Asociación Española de Renting de Vehículos - AER											
FI Federation of Finnish Financial Services - FKL	2,001.00	1,657.00	20.76%	20.76%	90,705	78,030	16.24%	3,603.00	3,463.00	4.04%	4.04%
FR Association française des Sociétés Financières - ASF											
FR Fédération Nationale des Loueurs de Véhicules - FNLV											
GR Association of Greek Leasing Companies											
IT Associazione Italiana Leasing - ASSILEA and ANIASA											
LU Fédération Luxembourgeoise des Loueurs de Véhicules											
LV Latvian Lessors Association											
NL Nederlandse Vereniging van Leasemaatschappijen - NVL											
NL Vereniging van Nederlandse Autoleasemaatschappijen											
NO Finansieringsselskapenes Forening											
PL Polish Leasing Association											
PT Associação Portuguesa de Leasing, Factoring e Renting - ALF											
RO Romanian Leasing and Non Banking Financial Services Association											
RU United Leasing Association - ULA											
SE Finansbolagens Forening	4,552.93	4,267.35	6.69%	1.01%	191,189	198,766	-3.81%	8,987.46	8,298.79	8.30%	2.54%
SI Leasing Committee of the Banking Association of Slovenia											
SK Association of Leasing Companies of the Slovak Republic	617.00	578.00	6.75%	6.75%	35,873	33,625	6.69%	880.00	857.00	2.68%	2.68%
TR Auto Leasing and Rental Companies Association - Tokkder											
UA Ukrainian Union of Lessors - UUL											
UK Finance and Leasing Association - FLA	27,105.13	25,884.78	4.71%	5.94%				58,002.26	57,521.22	0.84%	2.01%
<b>TOTAL</b>	<b>43,110.10</b>	<b>39,737.91</b>			<b>463,256</b>	<b>440,715</b>		<b>87,607.72</b>	<b>84,771.84</b>		
<b>% (based on homogenous sample)</b>			<b>8.49%</b>	<b>8.59%</b>			<b>5.11%</b>			<b>3.35%</b>	<b>3.51%</b>

1) not adjusted for exchange rate fluctuations 2) adjusted for exchange rate fluctuations

### Notes

Growth rates shown are calculated based on a homogenous sample of members reporting in both the 2010 and 2011 Annual Statistical Enquiries

## 4. 2011 Market Shares

### Leasing incl Long Term Rental

2011	New Production (Mio €)	Share of Leaseurope Market	Representivity	Total Market Size (Mio €)
<b>AT</b> Verband Österreichischer Leasing-Gesellschaften - VÖL	6,550.08	2.55%	94.83%	6,907.18
<b>BE</b> Association Belge des Entreprises de Leasing	4,437.40	1.73%	90.00%	4,930.44
<b>BE</b> Fédération Belge des Loueurs de Véhicules - RENTA	2,633.75	1.03%		
<b>BG</b> Bulgarian Association for Leasing - BAL	594.85	0.23%	88.18%	674.58
<b>CH</b> Schweizerischer Leasingverband - SLV	8,360.98	3.26%	90.00%	9,289.97
<b>CY</b> Cyprus Finance and Leasing Association - CFLA	232.50	0.09%	30.00%	775.00
<b>CZ</b> Czech Leasing and Finance Association - CLFA	3,153.80	1.23%	97.00%	3,251.34
<b>DE</b> Bundesverband Deutscher Leasing-Unternehmen e.V. - BDL	47,636.00	18.56%	86.00%	55,390.70
<b>DK</b> Finans og Leasing	5,600.09	2.18%	90.00%	6,222.32
<b>EE</b> Estonian Leasing Association	744.00	0.29%	94.00%	791.49
<b>ES</b> Asociación Española de Leasing y Renting - AELR	6,573.52	2.56%	97.10%	6,769.85
<b>ES</b> Asociación Española de Renting de Vehículos - AER	2,223.97	0.87%	98.00%	2,269.36
<b>FI</b> Federation of Finnish Financial Services - FKL	3,613.00	1.41%	80.00%	4,516.25
<b>FR</b> Association française des Sociétés Financières - ASF	30,923.00	12.05%	98.00%	31,554.08
<b>FR</b> Fédération Nationale des Loueurs de Véhicules - FNLV	8,700.00	3.39%	99.00%	8,787.88
<b>GR</b> Association of Greek Leasing Companies	473.15	0.18%	100.00%	473.15
<b>IT</b> Associazione Italiana Leasing - ASSILEA and ANIASA	27,409.00	10.68%	95.00%	28,851.58
<b>LU</b> Fédération Luxembourgeoise des Loueurs de Véhicules	294.00	0.11%	29.70%	989.90
<b>LV</b> Latvian Lessors Association	520.44	0.20%	97.00%	536.54
<b>NL</b> Nederlandse Vereniging van Leasemaatschappijen - NVL	4,065.00	1.58%	95.00%	4,278.95
<b>NL</b> Vereniging van Nederlandse Autoleasemaatschappijen	4,433.72	1.73%	91.00%	4,872.22
<b>NO</b> Finansieringsselskapenes Forening	4,791.23	1.87%	90.00%	5,323.59
<b>PL</b> Polish Leasing Association	7,557.69*	2.95%	100.00%	7,557.69*
<b>PT</b> Associação Portuguesa de Leasing, Factoring e Renting - ALF	3,010.00	1.17%	99.00%	3,040.40
<b>RO</b> Romanian Leasing and Non Banking Financial Services Association	1,241.98	0.48%	92.00%	1,349.98
<b>RU</b> United Leasing Association - ULA	18,124.18*	7.06%	100.00%	18,124.18*
<b>SE</b> Finansbolagens Forening	10,265.57	4.00%	80.00%	12,831.96
<b>SI</b> Leasing Committee of the Banking Association of Slovenia	983.48	0.38%	88.60%	1,110.02
<b>SK</b> Association of Leasing Companies of the Slovak Republic	1,847.00	0.72%	97.00%	1,904.12
<b>TR</b> Auto Leasing and Rental Companies Association - Tokkder	834.12	0.33%	90.00%	926.80
<b>UA</b> Ukrainian Union of Lessors - UUL	635.07	0.25%	80.00%	793.83
<b>UK</b> Finance and Leasing Association - FLA	38,143.52	14.86%	95.00%	40,151.08
<b>TOTAL</b>	<b>256,606.07</b>		<b>92.4%</b> (**)	<b>275,246.42</b>

### Notes

\*Figures for Russia and Poland are estimates of the entire leasing markets in these countries. Our Russian member, the United Leasing Association represents about 90% of the Russian market and our Polish member, the Polish Leasing Associations represents about 93.7% of the Polish market.

\*\* Leaseurope's representativity reflects its membership only

## 5. Exchange Rates

ISO2	Country	2011	2010
AT	Austria	1	1
BE	Belgium	1	1
BG	Bulgaria	1.9558	1.9558
CH	Switzerland	1.2326	1.3803
CY	Cyprus	1	1
CZ	Czech Republic	24.59	25.284
DE	Germany	1	1
DK	Denmark	7.4506	7.4473
EE	Estonia	1	1
ES	Spain	1	1
FI	Finland	1	1
FR	France	1	1
GR	Greece	1	1
HU	Hungary	279.37	275.48
IT	Italy	1	1
LU	Luxembourg	1	1
LV	Latvia	0.7063	0.7087
NL	Netherlands	1	1
NO	Norway	7.7934	8.0043
PL	Poland	4.1205	3.9947
PT	Portugal	1	1
RO	Romania	1	1
RU	Russian Federation	40.8846	40.2629
SE	Sweden	9.0298	9.5373
SI	Slovenia	1	1
SK	Slovakia	1	1
TR	Turkey	2.3378	1.9965
UA	Ukraine	11.0917	10.5329
UK	United Kingdom	0.8678	0.8578

### Notes:

These rates are a yearly average and are taken from Eurostat (extraction date for 2011 exchange rates is 19.04.2012)

Rates in the table are provided in the following way: 1 Eur = x Local Currency, for instance 1 Eur = 0,8678 GDP in 2011

Romanian Leasing and Non-Banking Financial Services Association reports in Euros

## 6a. Equipment (Leasing & Hire Purchase)

Mio €	New Production						Outstandings					
	Mio €		% change		Number of Contracts			Mio €		% change		
	2011	2010	not adj. <sup>1</sup>	adjusted <sup>2</sup>	2011	2010	%	2011	2010	not adj. <sup>1</sup>	adjusted <sup>2</sup>	
AT	Verband Österreichischer Leasing-Gesellschaften - VÖL	5,439.57	4,885.36	11.34%	11.34%	196,245	182,446	7.56%	12,611.90	12,246.60	2.98%	2.98%
BE	Association Belge des Entreprises de Leasing	4,081.70	3,590.80	13.67%	13.67%	83,067	81,823	1.52%	8,745.50	7,988.70	9.47%	9.47%
BE	Fédération Belge des Loueurs de Véhicules - RENTA	2,633.75	2,286.62	15.18%	15.18%				4,676.43	4,861.05	-3.80%	-3.80%
BG	Bulgarian Association for Leasing - BAL	543.20	370.76	46.51%	46.51%				1,532.88	1,785.12	-14.13%	-14.13%
CH	Schweizerischer Leasingverband - SLV	8,235.80	6,974.74	18.08%	5.45%	232,990	216,607	7.56%	17,461.65	14,671.22	19.02%	6.28%
CY	Cyprus Finance and Leasing Association - CFLA	232.50	325.00	-28.46%	-28.46%							
CZ	Czech Leasing and Finance Association - CLFA	3,046.73	2,882.81	5.69%	2.79%	119,885	113,225	5.88%	6,568.85	6,354.65	3.37%	0.53%
DE	Bundesverband Deutscher Leasing-Unternehmen e.V. - BDL	45,550.00	39,700.00	14.74%	14.74%	1,417,600	1,342,500	5.59%	94,400.00	88,500.00	6.67%	6.67%
DK	Finans og Leasing	5,366.01	4,475.85	19.89%	19.94%				11,410.22	11,882.70	-3.98%	-3.93%
EE	Estonian Leasing Association	744.00	444.00	67.57%	67.57%	35,000	20,000	75.00%	1,628.00	1,684.00	-3.33%	-3.33%
ES	Asociación Española de Leasing y Renting - AELR	5,336.82	7,047.92	-24.28%	-24.28%	147,773	169,775	-12.96%	18,136.49	22,129.29	-18.04%	-18.04%
ES	Asociación Española de Renting de Vehículos - AER	2,223.97	2,160.15	2.95%	2.95%				7,461.15	8,172.65	-8.71%	-8.71%
FI	Federation of Finnish Financial Services - FKL	3,600.00	3,096.00	16.28%	16.28%	183,154	160,849	13.87%	7,832.00	7,679.00	1.99%	1.99%
FR	Association française des Sociétés Financières - ASF	25,202.00	22,583.00	11.60%	11.60%	990,963	962,723	2.93%	46,510.00	45,781.00	1.59%	1.59%
FR	Fédération Nationale des Loueurs de Véhicules - FNLV	8,700.00	7,391.00	17.71%	17.71%	454,174	394,476	15.13%				
GR	Association of Greek Leasing Companies	256.40	446.50	-42.58%	-42.58%	3,207			1,857.03			
IT	Associazione Italiana Leasing - ASSILEA and ANIASA	16,832.00	18,044.00	-6.72%	-6.72%	443,005	411,432	7.67%	46,267.00	46,278.00	-0.02%	-0.02%
LU	Fédération Luxembourgeoise des Loueurs de Véhicules	294.00	233.00	26.18%	26.18%				549.00	504.00	8.93%	8.93%
LV	Latvian Lessors Association	516.66	272.33	89.72%	89.08%				1,192.41	1,334.42	-10.64%	-10.94%
NL	Nederlandse Vereniging van Leasemaatschappijen - NVL	4,052.00	3,734.00	8.52%	8.52%	42,006			8,677.00	9,000.00	-3.59%	-3.59%
NL	Vereniging van Nederlandse Autolease maatschappijen	4,433.72	3,366.00	31.72%	31.72%	167,020	165,600	0.86%				
NO	Finansieringsselskapenes Forening	4,702.31	3,928.39	19.70%	16.55%	36,748	31,736	15.79%	11,220.26	8,135.13	37.92%	34.29%
PL	Polish Leasing Association	7,162.43	6,432.65	11.34%	14.85%	231,048	214,708	7.61%	14,021.67	11,963.35	17.21%	20.90%
PT	Associação Portuguesa de Leasing, Factoring e Renting - ALF	2,350.00	3,587.00	-34.49%	-34.49%	73,267	103,362	-29.12%				
RO	Romanian Leasing and Non Banking Financial Services Association	1,154.27	852.18	35.45%	35.45%	38,301	30,488	25.63%	1,893.31	2,521.27	-24.91%	-24.91%
RU	United Leasing Association - ULA	17,635.00	10,818.89	63.00%	65.52%		62,500	-100.00%	44,270.95	28,398.35	55.89%	58.30%
SE	Finansbolagens Forening	10,254.71	9,707.36	5.64%	0.02%	482,496	502,374	-3.96%	26,396.04	24,771.37	6.56%	0.89%
SI	Leasing Committee of the Banking Association of Slovenia	733.05	716.36	2.33%	2.33%	41,669	39,676	5.02%	1,292.33	1,479.61	-12.66%	-12.66%
SK	Association of Leasing Companies of the Slovak Republic	1,694.00	1,493.00	13.46%	13.46%	66,469	65,896	0.87%	2,686.00	2,843.00	-5.52%	-5.52%
TR	Auto Leasing and Rental Companies Association - Tokkder	834.12							1,850.89			
UA	Ukrainian Union of Lessors - UUL	628.73	176.50	256.22%	275.11%	8,766	3,505	150.10%	1,104.18	1,130.02	-2.29%	2.90%
UK	Finance and Leasing Association - FLA	37,869.29	35,655.83	6.21%	7.45%				99,306.36	101,027.00	-1.70%	-0.56%
<b>TOTAL</b>		<b>232,338.74</b>	<b>207,678.00</b>			<b>5,494,853</b>	<b>5,275,701</b>		<b>501,559.49</b>	<b>473,121.48</b>		
	<b>%(based on homogenous sample)</b>			<b>11.47%</b>	<b>11.15%</b>			<b>4.54%</b>			<b>5.23%</b>	<b>4.93%</b>

1) not adjusted for exchange rate fluctuations 2) adjusted for exchange rate fluctuations

### Notes

Growth rates shown are calculated based on a homogenous sample of members reporting in both the 2010 and 2011 Annual Statistical Enquiries

Total outstandings for Portugal are provided in table 1

## 6b. Real Estate

Mio €	New Production							Outstandings (Mio€)			
	Mio €		% change		Number of Contracts			Mio €		% change	
	2011	2010	not adj. <sup>1</sup>	adjusted <sup>2</sup>	2011	2010	%	2011	2010	not adj. <sup>1</sup>	adjusted <sup>2</sup>
<b>AT</b> Verband Österreichischer Leasing-Gesellschaften - VÖL	1,110.51	1,254.54	-11.48%	-11.48%	205	230	-10.87%	12,180.18	12,238.82	-0.48%	-0.48%
<b>BE</b> Association Belge des Entreprises de Leasing	355.70	414.70	-14.23%	-14.23%	183	190	-3.68%	4,071.30	3,969.40	2.57%	2.57%
<b>BE</b> Fédération Belge des Loueurs de Véhicules - RENTA											
<b>BG</b> Bulgarian Association for Leasing - BAL	51.64	87.48	-40.96%	-40.96%				281.99	273.73	3.02%	3.02%
<b>CH</b> Schweizerischer Leasingverband - SLV	125.18	151.74	-17.51%	-26.33%	7	13	-46.15%	946.67	854.10	10.84%	-1.02%
<b>CY</b> Cyprus Finance and Leasing Association - CFLA											
<b>CZ</b> Czech Leasing and Finance Association - CLFA	107.08	84.72	26.39%	22.92%	21	32	-34.38%	1,940.50	1,916.03	1.28%	-1.50%
<b>DE</b> Bundesverband Deutscher Leasing-Unternehmen e.V. - BDL	2,086.00	4,100.00	-49.12%	-49.12%	205	160	28.13%	40,000.00	45,000.00	-11.11%	-11.11%
<b>DK</b> Finans og Leasing	234.08	47.67	391.05%	391.27%				1,012.94	947.32	6.93%	6.97%
<b>EE</b> Estonian Leasing Association								64.00	74.00	-13.51%	-13.51%
<b>ES</b> Asociación Española de Leasing y Renting - AELR	1,236.70	1,787.86	-30.83%	-30.83%	1,300	1,531	-15.09%	11,450.85	12,163.93	-5.86%	-5.86%
<b>ES</b> Asociación Española de Renting de Vehículos - AER											
<b>FI</b> Federation of Finnish Financial Services - FKL	13.00				6	2	200.00%	359.00	349.00	2.87%	2.87%
<b>FR</b> Association française des Sociétés Financières - ASF	5,721.00	6,441.00	-11.18%	-11.18%	2,325	2,613	-11.02%	38,217.00	37,069.00	3.10%	3.10%
<b>FR</b> Fédération Nationale des Loueurs de Véhicules - FNLV											
<b>GR</b> Association of Greek Leasing Companies	216.75	742.46	-70.81%	-70.81%	74			6,096.89			
<b>IT</b> Associazione Italiana Leasing - ASSILEA and ANIASA	10,577.00	11,757.00	-10.04%	-10.04%	11,132	9,537	16.72%	72,160.00	81,500.00	-11.46%	-11.46%
<b>LU</b> Fédération Luxembourgeoise des Loueurs de Véhicules											
<b>LV</b> Latvian Lessors Association	3.78							6.51	2.84	129.41%	128.63%
<b>NL</b> Nederlandse Vereniging van Leasemaatschappijen - NVL	13.00	30.40	-57.24%	-57.24%							
<b>NL</b> Vereniging van Nederlandse Autoleasemaatschappijen											
<b>NO</b> Finansieringsselskapenes Forening	88.92	1.75	4984.11%	4850.15%	82	154	-46.75%	324.89	328.20	-1.01%	-3.62%
<b>PL</b> Polish Leasing Association	395.26	399.53	-1.07%	2.05%	239	248	-3.63%	2,101.76	1,892.51	11.06%	14.55%
<b>PT</b> Associação Portuguesa de Leasing, Factoring e Renting - ALF	660.00	1,271.00	-48.07%	-48.07%	1,715	3,256	-47.33%				
<b>RO</b> Romanian Leasing and Non Banking Financial Services Association	87.72	160.70	-45.42%	-45.42%	74	104	-28.85%	403.98	552.78	-26.92%	-26.92%
<b>RU</b> United Leasing Association - ULA	489.18	357.65	36.78%	38.89%				1,222.95	909.03	34.53%	36.61%
<b>SE</b> Finansbolagens Forening	10.85	3.36	223.49%	206.27%	121	72	68.06%	105.65	109.68	-3.67%	-8.80%
<b>SI</b> Leasing Committee of the Banking Association of Slovenia	250.43	318.12	-21.28%	-21.28%	345	353	-2.27%	2,074.65	2,125.91	-2.41%	-2.41%
<b>SK</b> Association of Leasing Companies of the Slovak Republic	153.00	121.00	26.45%	26.45%	109			546.00	452.00	20.80%	20.80%
<b>TR</b> Auto Leasing and Rental Companies Association - Tokkder											
<b>UA</b> Ukrainian Union of Lessors - UUL	6.33	0.67	839.47%	889.31%	6	2	200.00%	104.30	110.09	-5.26%	-0.24%
<b>UK</b> Finance and Leasing Association - FLA	274.23	277.44	-1.16%	0.00%							
<b>TOTAL</b>	<b>24,267.33</b>	<b>29,810.77</b>			<b>18,149</b>	<b>18,497</b>		<b>195,672.01</b>	<b>202,838.36</b>		
<b>% (based on homogenous sample)</b>			<b>-18.60%</b>	<b>-18.58%</b>			<b>-2.87%</b>			<b>-6.54%</b>	<b>-6.58%</b>

1) not adjusted for exchange rate fluctuations 2) adjusted for exchange rate fluctuations

### Notes

Growth rates shown are calculated based on a homogenous sample of members reporting in both the 2010 and 2011 Annual Statistical Enquiries

Total outstandings for Portugal are provided in table 1



## 20a. Short Term Car Rental

	Number of Cars Bought in the Year		Fleet Size		Number of Rentals Made During the Year	
	2011	2010	2011	2010	2011	2010
<b>FR</b> Fédération Nationale des Loueurs de Véhicules	165,000	180,000	155,000	170,000	3,900,000	4,100,000
<b>IT</b> ANIASA	112,331	121,102	111,000	115,000	4,600,000	4,500,000
<b>LU</b> Fédération Luxembourgeoise des Loueurs de Véhicules	3,461	2,532	3,081	2,349	88,543	79,970
<b>NL</b> BOVAG	23,260	20,341	30,612	29,790		4,139
<b>TR</b> Auto Leasing and Rental Companies Association - Tokkder	10,000		20,000		740,000	
<b>UA</b> Ukrainian Union of Lessors - UUL	41	44	353	248	62,077	
<b>UK</b> British Vehicle Rental and Leasing Association - BVRLA	240,000	400,000	200,000	200,146	10,500,000	10,000,000
<b>TOTAL</b>	<b>554,093</b>	<b>724,019</b>	<b>520,046</b>	<b>517,533</b>	<b>19,890,620</b>	<b>18,684,109</b>

## 20b. Short Term Rental - Total Fleet Per Vehicle Category

	Passenger Cars	2011 Fleet Size		Total
		LCVs	HCVs	
		< 3.5 t	> 3.5 t	
<b>FR</b> Fédération Nationale des Loueurs de Véhicules	155,000	42,000		197,000
<b>IT</b> ANIASA	111,000	6,600		117,600
<b>LU</b> Fédération Luxembourgeoise des Loueurs de Véhicules	3,081			3,081
<b>NL</b> BOVAG	30,612	11,687	5,899	48,198
<b>TR</b> Auto Leasing and Rental Companies Association - Tokkder	20,000			20,000
<b>UA</b> Ukrainian Union of Lessors - UUL	353			353
<b>UK</b> British Vehicle Rental and Leasing Association - BVRLA	200,000		115,000	315,000
<b>TOTAL</b>	<b>520,046</b>			<b>701,232</b>

### Notes

Figures in *italics* are estimates