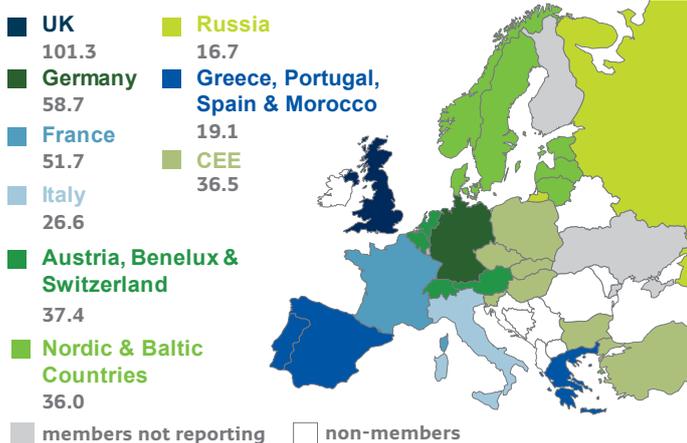


### About Leaseurope

Leaseurope brings together 45 member associations in 32 European countries representing the leasing, long term and/or short term automotive rental industries. In 2017, these associations represented over 1,400 leasing firms and 500 short term rental companies.

The scope of products covered by Leaseurope members ranges from hire purchase to finance and 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 represented approximately 93% of the European leasing market in 2017.

#### New leasing volumes per cluster in 2017 (in Bil €)



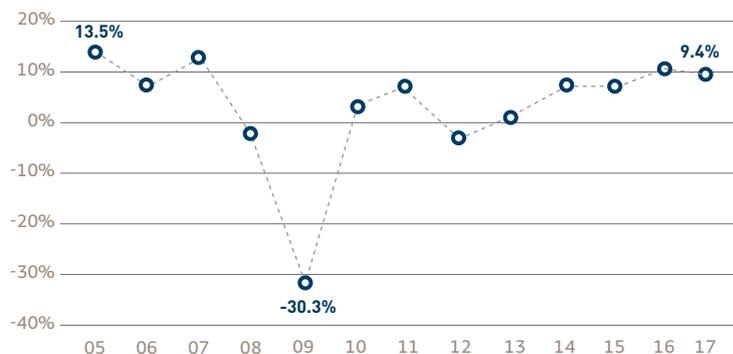
Source: Leaseurope 2017 Annual Statistical Enquiry

### The European leasing market in 2017

In 2017, total new leasing volumes worth €384.1 billion were granted by the firms represented through Leaseurope's members. This represents an increase of 9.4%<sup>2</sup> compared to 2016. The portfolio of leased assets (outstandings) in Europe grew by 5.3%, reaching €802.2 billion at the end of 2017.

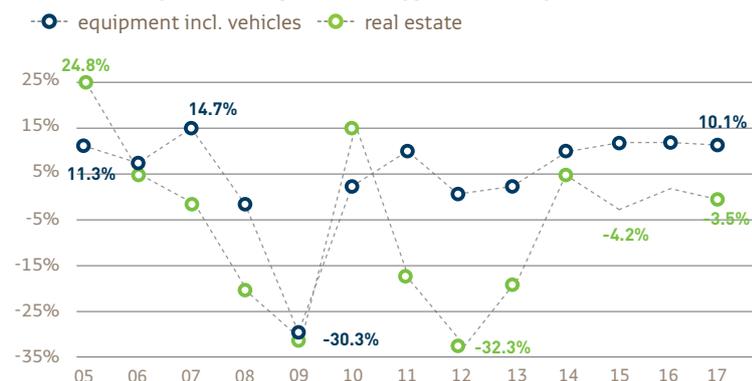
The UK was the largest European leasing market in 2017, with new volumes worth €101.3 billion, followed by Germany (€58.7 billion) and France (€51.7 billion). The leasing business entered its fifth year of solid recovery, with all countries taking part in this survey enjoying positive results, except Belgium. About half of the national markets experienced double digit growth. Notably Greece, Russia, Lithuania and Turkey demonstrated high increases in new volumes. The robust performance of the automotive sector, coupled with the machinery and industrial equipment sector now also demonstrating strength, contributed to the leasing market growth across the board.

#### Total new leasing volumes (annual growth rates)



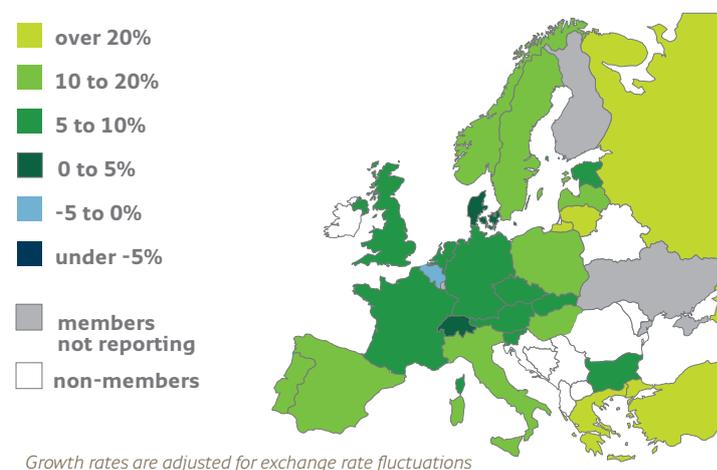
Annual growth rates based on a homogenous sample of members reporting from year to year in Leaseurope's Annual Statistical Enquiries and are adjusted for exchange rate fluctuations from 2007 onwards

#### New leasing volumes per asset type (annual growth rates)



Annual growth rates based on a homogenous sample of members reporting from year to year in Leaseurope's Annual Statistical Enquiries and are adjusted for exchange rate fluctuations from 2007 onwards

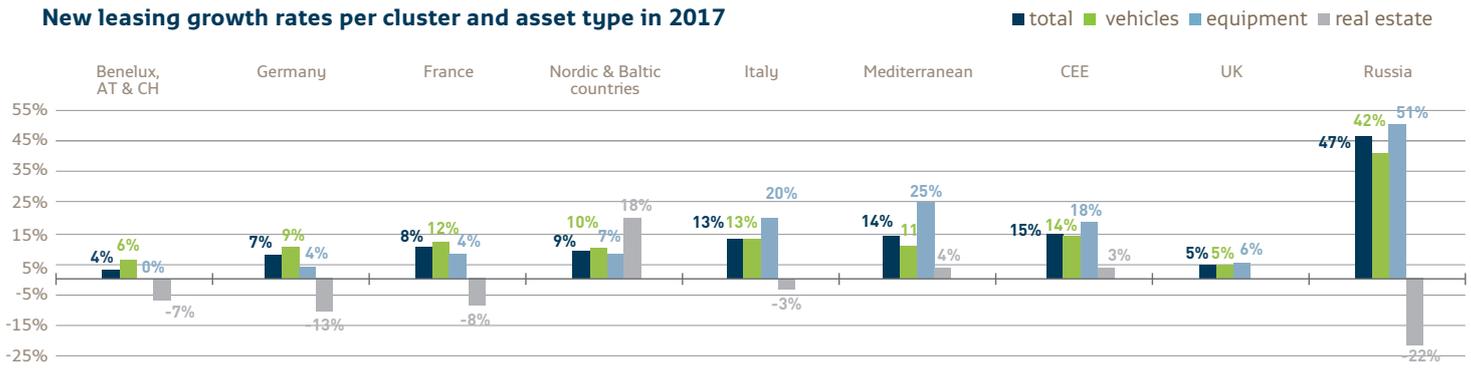
#### New leasing growth rates by country in 2017



Growth rates are adjusted for exchange rate fluctuations

1. Leaseurope conducts a yearly survey of European leasing activities and the figures represented here are based on the results of the Federation's 2017 Annual Statistical Enquiry of the following members reporting: 32 members in 26 countries reporting leasing data and 5 members in 5 countries providing short term rental data. Leaseurope members not reporting in this survey: Finland: Federation of Finnish Financial Services - FKL; Germany: Bundesverband der Autovermieter Deutschlands; Greece: Greek Car Rental Companies Association; Ireland: Car Rental Council of Ireland; Luxembourg: Fédération Luxembourgeoise des Loueurs de Véhicules; Malta: Rent A Car Association Malta; Netherlands: BOVAG; Spain: FENEVAL; Sweden: Biluthyrarna Sverige; Tunisia: Association Professionnelle Tunisienne des Banques et des Etablissements Financiers; Ukraine: Ukrainian Union of Lessors - UUL. 2. All growth rates reported here are calculated based on a homogenous sample of members reporting in Leaseurope's Annual Statistical Enquiries. The growth rates are adjusted to exclude the impact of exchange rate fluctuations unless otherwise stated.

New leasing growth rates per cluster and asset type in 2017



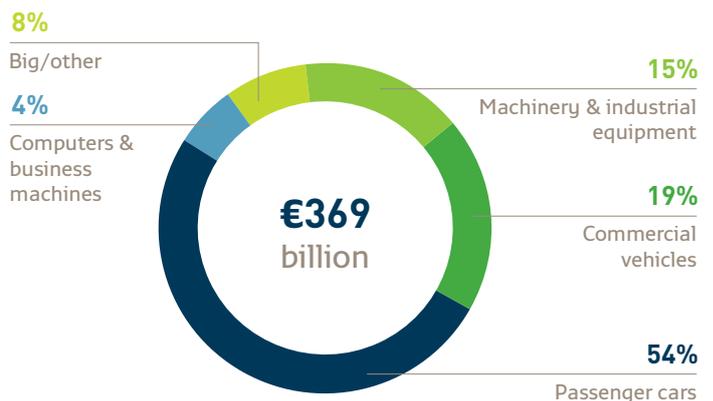
Annual growth rates based on a homogenous sample of members reporting in Leaseurope's 2017 Annual Statistical Enquiry and are adjusted for exchange rate fluctuations

During the year, European lessors granted new equipment (including vehicles) volumes of €369.4 billion and new real estate volumes of €14.7 billion. The equipment segment grew by 10.1% compared to the previous year, while real estate leasing saw a decline of 3.5%.

aircraft, railway, and rolling stock segment and "other types of equipment", which includes energy generating assets, such as photovoltaic panels, also saw an upturn, with each experiencing a rise of 24.8% and 3.5%, respectively. Another growth area was the leasing of computers and business machines, increasing by 3.0%.

In 2017, Leaseurope's total penetration rate<sup>3</sup>, measured as the amount of overall new leasing volumes granted to businesses divided by investment in the 23 countries reporting, increased to 15.3% from 15.0% in 2016. When restricted to equipment and vehicles (i.e. excluding real estate from the calculation), the penetration rate stood at 26.6% compared to 26.0% in 2016<sup>4</sup>.

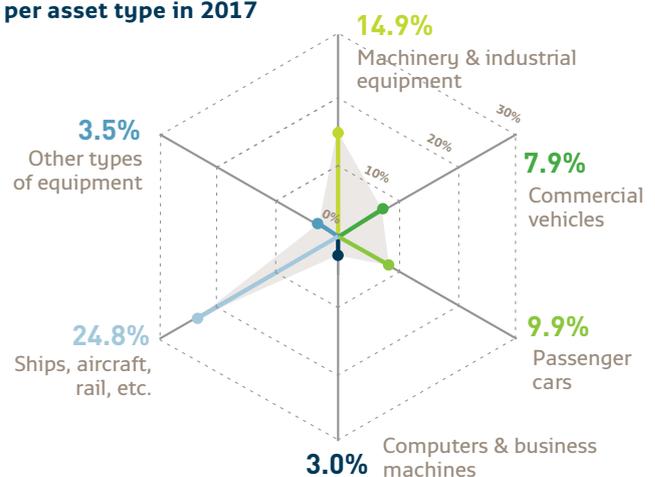
New leased equipment volumes per asset type in 2017



Equipment and vehicle leasing

Automotive assets, i.e. passenger cars and commercial vehicles, accounted for 70% (€268.1 billion) of total new volumes granted during 2017, remaining the largest individual asset segment of the European leasing market. The passenger car sector performed particularly well, growing by 9.9% and, according to Leaseurope estimates, European leasing and rental companies purchased over 9 million<sup>5</sup> passenger cars in 2017. New leasing volumes for commercial vehicles also increased, albeit at a somewhat slower rate than for passenger cars, gaining 7.9% in 2017, to reach new leasing volumes of €69.0 billion.

Growth rates for new equipment leasing volumes per asset type in 2017



The machinery and industrial equipment segment enjoyed another year of double digit growth, expanding by 14.9% to reach 15% (€57.0 billion) of new equipment leasing volumes. The ships,

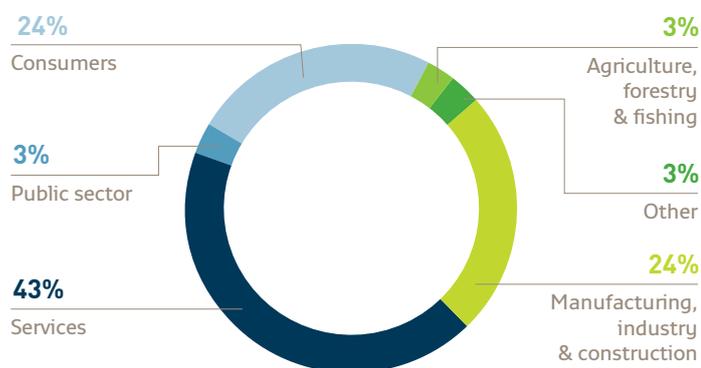
New leasing volumes per asset type in 2017



Annual growth rates are based on a homogenous sample of members reporting in Leaseurope's 2017 Annual Statistical Enquiry and are adjusted for exchange rate fluctuations

3. The penetration rate shows the amount of business investment in a given country financed by leasing and hire purchase. For the purpose of Leaseurope's penetration rate, investment is defined as Gross Fixed Capital Formation in equipment (UIGEQ) and non-residential construction and civil engineering (UIGNR) taken together. 4. All of the figures in this paragraph are expressed in current prices. Data was extracted from the European Commission's DG ECFIN database AMECO on 27/07/2018. When data was not available from AMECO, assumptions were made using data available from Eurostat. 5. Includes an estimate for short term rental.

**New equipment (including vehicles) leasing volumes per client category in 2017**



Just under three quarters of new leasing volumes for equipment (including vehicles) were made to the private sector, with 24% granted to consumers and 3% to public authorities. Leasing to consumers was the only client category that has been steadily increasing since 2010.

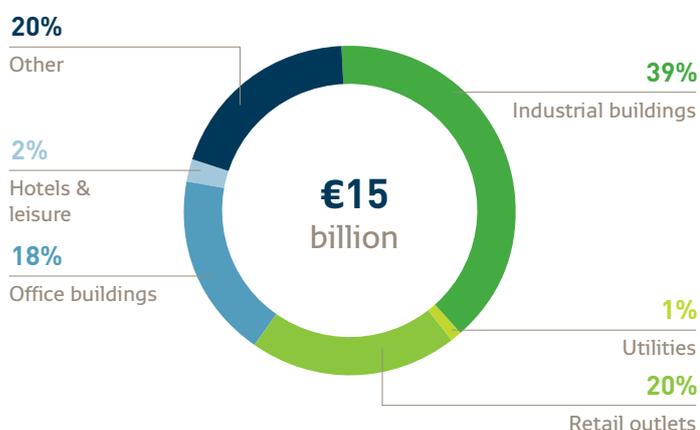
As in previous years, the vast majority of new equipment and vehicle contracts (66.8%) were made for an original contract term between 2 to 5 years, with the average contract size being about €31,700, a 4.8% increase compared to 2016<sup>6</sup>.

**Real estate leasing**

Real estate leasing underwent a downturn in new volumes, contracting by 3.5% in 2017 to reach €14.7 billion. In contrast, the number of new contracts<sup>7</sup> granted increased by 1.1%.

The largest segment of all property leases was industrial buildings, comprising 39% of total new real estate leasing volumes. In 2017, new business in this segment rose by 10.3%. The leasing of utilities also saw some gains. These areas of growth were outweighed by the negative developments in other segments of property leases,

**New real estate leasing volumes per building type in 2017**



namely hotels and leisure buildings contracting by 33.6%, office buildings and other types of buildings experiencing decline of 17.0% and 12.4%, respectively, while retail outlets remained relatively flat.

**Short term car rental**

The short term car rental members reporting in the Leaseurope 2017 Annual Enquiry purchased over 474,000 cars during the year and, at year end, owned a fleet of nearly 515,000 cars. In total, the firms represented through these members made over 25.8 million individual rental contracts during the course of the year.

Country	Leaseurope member*	Short term car rental 2017	
		# of cars	
		Purchased	Fleet Size
BE	RENTA	24,500	19,500
IT	ANIASA	106,331	119,846
PT	ARAC	53,089	72,205
TR	Tokkder	17,252	29,930
UK	BVRLA	273,065	273,065
<b>TOTAL</b>		<b>474,237</b>	<b>514,546</b>

\* Acronyms: RENTA - Fédération Belge des Loueurs de Véhicules, ANIASA - Associazione Nazionale Industria dell'Autonoleggio e Servizi Automobilistici (Italy), ARAC - Assoc. dos Industriais de Aluguer de Automóveis sem Condutor (Portugal), Tokkder - Auto Leasing and Rental Companies Association (Turkey), BVRLA - British Vehicle Rental and Leasing Association.

Figures in italics are estimates

Visit the Leaseurope website at [www.leaseurope.org](http://www.leaseurope.org) for more information on the Federation's members and activities.

Further details on our statistics and research publications can be found on the **Market Trends and Research** section of our website.

6. Average contract size calculated from data provided by 23 members reporting both number of contracts and new volumes (excludes real estate) granted during 2017 and 2016.  
7. Based on data provided by 15 member associations.