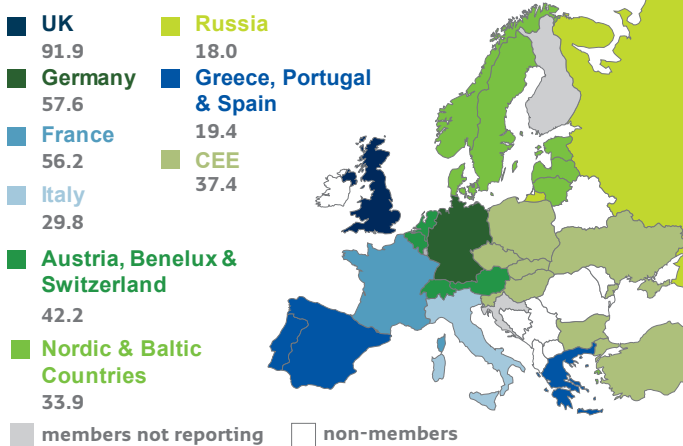


About Leaseurope

Leaseurope brings together 45 member associations in 32 European countries representing the leasing, long term and/or short term automotive rental industries. In 2018, these associations represented over 1,700 leasing firms and more than 530 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 91% of the European leasing market in 2018.

New leasing volumes per cluster in 2018 (in Bil €)

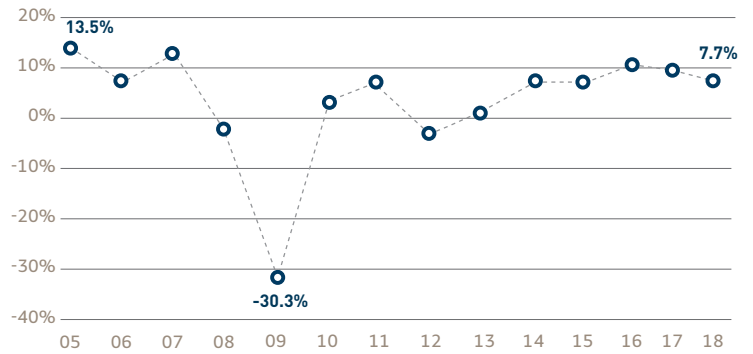


Source: Leaseurope 2018 Annual Statistical Enquiry

The European leasing market in 2018

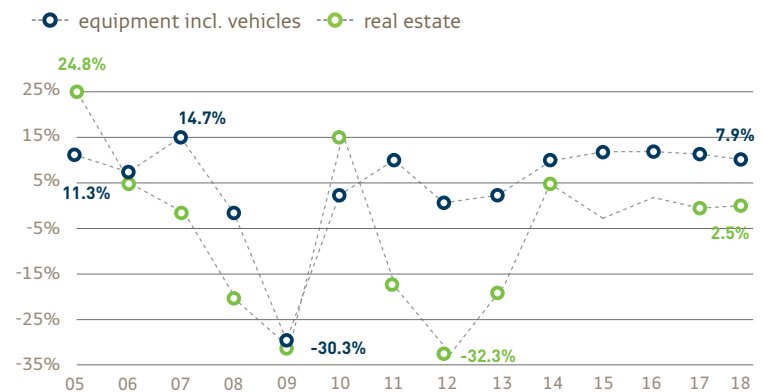
In 2018, total new leasing volumes worth €386.4 billion were granted by the firms represented through Leaseurope's members. This represents an increase of 7.7%² compared to 2017. The portfolio of leased assets (outstandings) in Europe grew by 6.4%, reaching €832.6 billion at the end of 2018. The UK was the largest European leasing market in 2018, with new volumes worth €91.9 billion, followed by Germany (€57.6 billion) and France (€56.2 billion). The upturn of leasing business entered its sixth year, with most of the countries taking part in this survey enjoying positive results, except Greece, Slovakia, Turkey and the Czech Republic. About one third of the national markets experienced double digit growth. Notably the Netherlands, Poland, Russia and Bulgaria saw high increases in new volumes. The major leasing sectors, including automotive, machinery and industrial equipment, as well as computers and business machines, demonstrated strength and significantly contributed to the leasing market growth across the board.

Total new leasing volumes (annual growth rates)



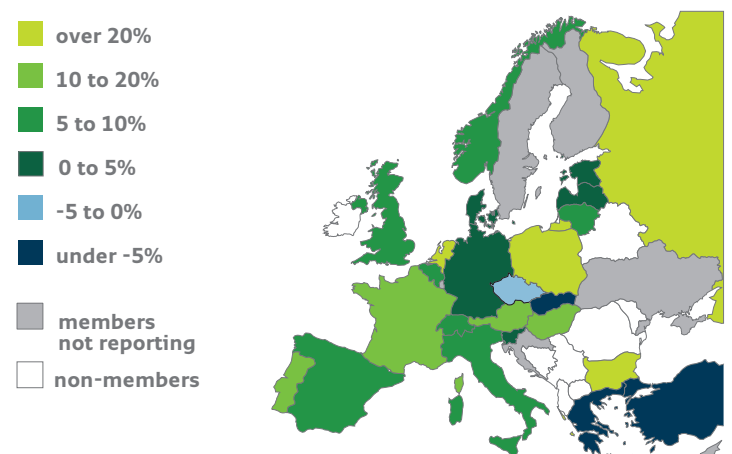
Annual growth rates based on a homogenous sample of members reporting from year to year in Leaseurope's Annual Statistical Enquiries and are adjusted for exchange rate fluctuations from 2007 onwards

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

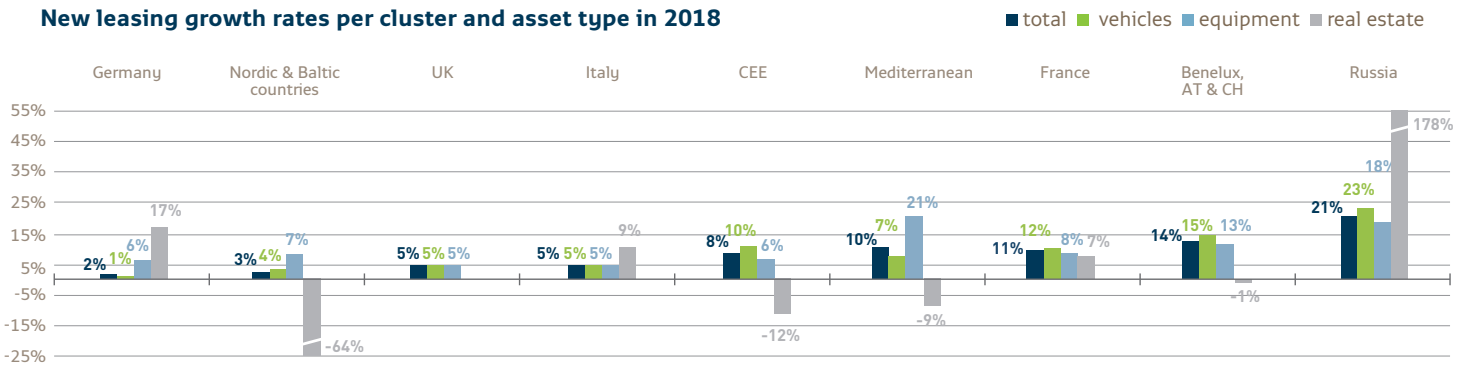
New leasing growth rates by country in 2018



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 2018 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; Morocco: Association Professionnelle des Sociétés de Financement; Netherlands: BOVAG; Spain: FENEVAL; Sweden: Biluthyrarna Sverige. 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 2018



Annual growth rates based on a homogenous sample of members reporting in Leaseurope's 2018 Annual Statistical Enquiry and are adjusted for exchange rate fluctuations

During the year, European lessors granted new equipment (including vehicles) volumes of €371.8 billion and new real estate volumes of €14.5 billion. The equipment segment grew by 7.9% compared to the previous year, while real estate leasing saw a more modest increase of 2.5%.

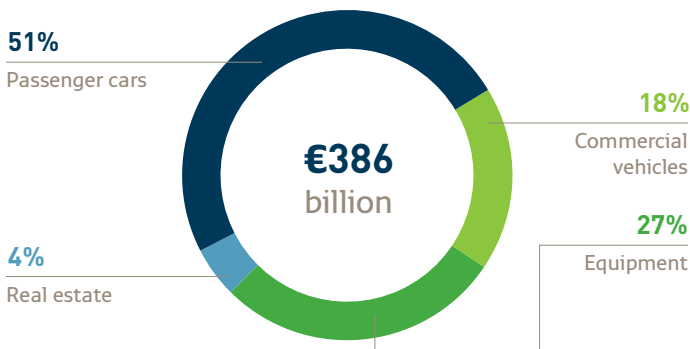
In 2018, Leaseurope's total penetration rate³, measured as the amount of overall new leasing volumes granted to businesses divided by investment in the 22 countries reporting, increased to 14.8% from 14.5% in 2017. When restricted to equipment and vehicles (i.e. excluding real estate from the calculation), the penetration rate stood at 25.9% compared to 25.0% in 2017⁴.

Equipment and vehicle leasing

Automotive assets, i.e. passenger cars and commercial vehicles, accounted for 69% (€267.8 billion) of total new volumes granted during 2018, remaining the largest individual asset segment of the European leasing market. The passenger car sector performed well, growing by 7.2% and, according to Leaseurope estimates, European leasing and rental companies purchased over 9.2 million⁵ passenger cars in 2018. New leasing volumes for commercial vehicles also increased, albeit at a somewhat higher rate than for passenger cars, gaining 7.9% in 2018, to reach new leasing volumes of €70.4 billion.

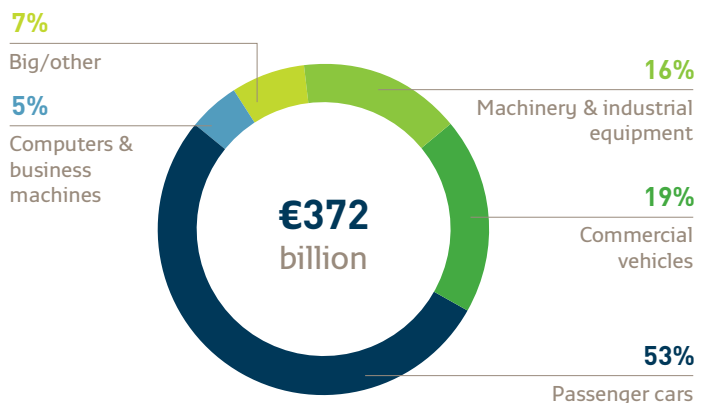
Positive performance was observed in other equipment categories in 2018. The machinery and industrial equipment segment enjoyed another year of growth, expanding by 9.8% to reach

New leasing volumes per asset type in 2018

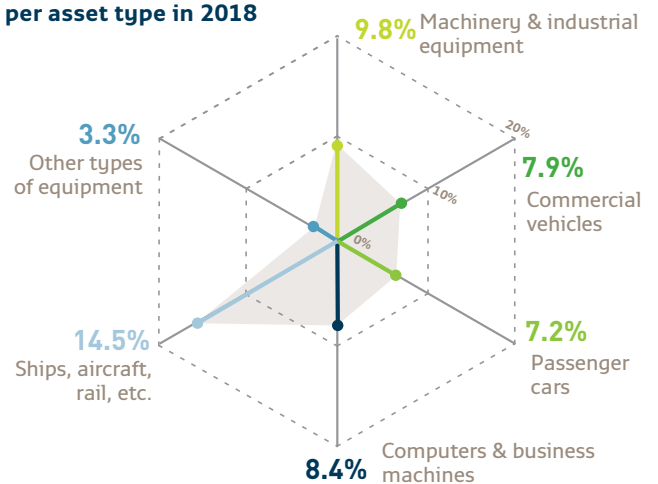


16% (€59.4 billion) of new equipment leasing volumes. The ships, aircraft, railway, and rolling stock segment and "other types of equipment", which includes energy generating assets, such as photovoltaic panels, also saw an upturn, with each experiencing a rise of 14.5% and 3.3%, respectively. Another growth area was the leasing of computers and business machines, increasing by 8.4%.

New leased equipment volumes per asset type in 2018



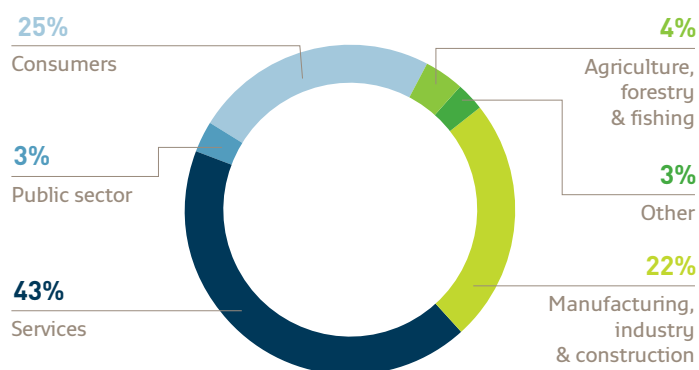
Growth rates for new equipment leasing volumes per asset type in 2018



Annual growth rates are based on a homogenous sample of members reporting in Leaseurope's 2018 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 19/08/2019. 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 2018



Just under three quarters of new leasing volumes for equipment (including vehicles) were made to the private sector, with 25% granted to consumers and 3% to public authorities. Leasing to consumers was the only client category that has been steadily increasing since 2010.

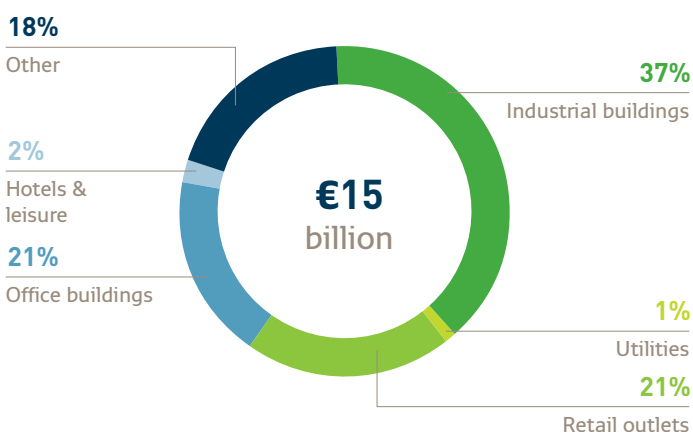
As in previous years, the vast majority of new equipment and vehicle contracts (71.0%) were made for an original contract term between 2 to 5 years, with the average contract size being about €33,200, a 2.5% increase compared to 2017⁶.

Real estate leasing

Real estate leasing saw some improvement in new volumes, growing by 2.5% in 2018 to reach €14.5 billion. The number of new contracts⁷ granted increased by 32.8%, mainly influenced by a rise of such contracts in Italy.

The largest segment of all property leases was industrial buildings, comprising nearly 37% of total new real estate leasing volumes. In 2018, new business in this segment declined by 6.4%. The negative performance was also observed in other segments of

New real estate leasing volumes per building type in 2018



property leases, namely hotels and leisure buildings as well as utilities, contracting by 3.6% and 32.9%, respectively. In contrast, office buildings experienced growth of 24.0%, while retail outlets increased by 5.4%. The leasing of other types of buildings also saw some gains.

Short term car rental

The short term car rental members reporting in the Leaseurope 2018 Annual Enquiry purchased nearly 550,000 cars during the year and, at year end, owned a fleet of about 532,000 cars. In total, the firms represented through these members made over 21.7 million individual rental contracts during the course of the year.

Country	Leaseurope member*	Short term car rental 2018	
		# of cars	
		Purchased	Fleet Size
BE	RENTA	25,200	20,300
IT	ANIASA	84,720	129,833
PT	ARAC	55,536	77,007
TR	Tokkder	9,501	29,930
UK	BVRLA	274,938	274,938
TOTAL		449,895	532,008

* 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 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 21 members reporting both number of contracts and new volumes (excludes real estate) granted during 2018 and 2017.
7. Based on data provided by 13 member associations.