

ANNUAL REVIEW

2022



The Voice of Leasing and Automotive Rental in Europe

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# 01 FOREWORD

**I am pleased to introduce the 2022 annual review, which highlights Leaseurope's main activities and accomplishments. While this year has been as busy as ever, it is also a special year for Leaseurope as we have been representing and serving the leasing industry for 50 years!**

This is a significant milestone for our Federation, our members as well as for the leasing and automotive rental community from across Europe. This is an opportunity to celebrate five decades of industry promotion and representation at European level.

This is also a time to reflect on how Leaseurope has developed and to recognise the Federation's many accomplishments so that we can build on those going forward. In 1971, 100 leasing CEOs met in Salzburg and decided to set up a leasing federation. On 3 May 1972, European leasing practitioners formalised this idea by signing the statutes for the European Federation of Equipment Leasing Company Associations - Leaseurope. There were 13 founding Member Associations of Leaseurope, i.e. the equipment leasing associations from Austria, Belgium, Switzerland, Germany, Denmark, Norway, Sweden, Finland, Spain, France, Great Britain, Italy, and the Netherlands. Leaseurope continued to grow and in 2006, it welcomed former Ecatra, the European Car and Truck Rental Association. In 2022, Leaseurope accounts for 45 national associations from 33 countries across Europe and acts as the forum where the European leasing and automotive rental industry comes together and speak with one voice.

Over the last 50 years much has changed in Europe, and Leaseurope has grown into a well-respected and active Federation, one which I am honoured to be a part of.

This year has remained one of many challenges, with the impact of the COVID-19 pandemic still being felt in our countries, economies and lives. We have also to contend with an unprecedented geopolitical crisis, at least since the end of the Cold War. The urgency to tackle climate change has increased, making the development of sustainable finance a priority for our Federation. We also need to prepare for post-crisis challenges and the impact of a rising inflation, let alone risks arising from international tensions, on our industry. I am confident we are fully equipped to meet the challenge.

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"I would like to thank my colleagues on the Board for their commitment, our committees and task forces for their time and expertise, and the Leaseurope Secretariat for their hard work. I would also like to thank the Leaseurope members and associate members for their support and engagement ."

**PATRICK BESELAERE**  
LEASEUROPE'S CHAIR

# 01 FOREWORD

*continued from previous page*

On a more personal note, I wanted to add that during my years as Leaseurope's Chair, I saw a Federation quick to navigate a changing environment and managing to strengthen collaboration and teamwork between all our members and the Secretariat. Despite the absence of in-person meetings and events for many months, Leaseurope has remained active on many fronts and has succeeded to continue to serve the industry it represents. I am particularly proud that we have completed a very comprehensive review of Leaseurope's activities with the Future Vision project this year and that the many proposals therein will make of Leaseurope an even stronger Federation ready to address the issues ahead.

Looking back at the last year of my chairmanship, I see a Federation that has strengthened, further enriching its engagement with European regulators and providing value added policy information and market trends.

Finally, I would like to take this opportunity to thank Anne, our Director General who is leaving us, for her years of service and dedication to Leaseurope. Her support and guidance were extremely important for our organisation. At the same time, I would like to welcome Richard, her successor, who took over as Director General at the beginning of August. I wish him all the success in the challenging environment that we expect to see in the coming years.

To conclude, I would like to thank my colleagues on the Board for their commitment, our committees and task forces for their time and expertise, and the Leaseurope Secretariat for their hard work. I would also like to thank the Leaseurope members and associate members for their support and engagement.

Your efforts and collaboration have helped keep the interests of the leasing and automotive rental industry on the minds of policymakers and main stakeholders. I am stepping down as Chair with a sense of confidence that the Federation is in good hands and in a strong position to face the challenges ahead with the newly elected Board.



## INTERVIEW WITH PATRICK BESELAERE



**VIDEO #1**

**WHAT DO YOU BELIEVE IS THE VALUE OF A EUROPEAN TRADE FEDERATION AND WHAT CAN IT DELIVER TO ITS MEMBERS?**



**VIDEO #2**

**CAN YOU GIVE SOME EXAMPLES OF INSTANCES WHERE LEASEUROPE HAS MADE A DIFFERENCE FOR THE INDUSTRY AT LARGE ?**



**VIDEO #3**

**HOW DO YOU SEE THE ROLE OF LEASEUROPE CHANGING LOOKING FORWARD AND TAKING INTO ACCOUNT NEW POLITICAL REALITIES SUCH AS THE GREEN DEAL?**

# 01 THANK YOU TO OUR BOARD

The work of Leaseurope would not be possible without the support and guidance of our Board of Directors, who generously donate their time to the benefit of our entire industry.

...We would like to take this opportunity to thank our current Board of Directors serving their mandate from 2020 - 2022.

## Chair

**PATRICK BESELAERE**  
MANAGING DIRECTOR,  
ABFH MANAGEMENT

## Vice-Chairs

**ALEXANDER SCHMIDECKER**  
CEO, RAIFFEISEN LEASING

**KHALED SHAHBO**  
SENIOR VICE PRESIDENT,  
EUROPE ENTERPRISE RENT-A-CAR

## Board members

**MARIO AGOSTINI**  
CEO, UNICREDIT LEASING

**TIM ALBERTSEN**  
GROUP CEO, ALD AUTOMOTIVE

**MARCIN BALICKI**  
PRESIDENT OF THE MANAGEMENT BOARD,  
MILLENNIUM LEASING

**JOSÉ CORONEL DE PALMA  
Y MARTÍNEZ-AGULLÓ**  
PRESIDENT & MANAGING DIRECTOR,  
CATERPILLAR FINANCIAL

**CHRISTINE DELAMARRE**  
CEO, AUXIFIP & UNIFERGIE,  
CREDIT AGRICOLE LEASING & FACTORING

**PETER HUPFELD**  
CEO, NORDEA FINANCE

**MAXIMILIAN MEGGLE**  
SPOKESMAN FOR THE MANAGEMENT BOARD,  
MMV GROUP

**PHILIPPE MELLIER**  
CEO, FRAIKIN GROUP



02

# ABOUT LEASEEUROPE

Leaseurope

The Voice of Leasing and Automotive Rental in Europe



## 02 ABOUT LEASEUROPE



### The voice of leasing and automotive rental in Europe since 1972

Leaseurope connects its members, regulators and other stakeholders, working to ensure a strong leasing and automotive rental sector supporting the European economy. We advocate for this on relevant regulatory initiatives, provide expertise on a wide range of topics, publish valuable statistical reports and research on our industry, and create a community of lessors and others to exchange on relevant topics.

As an umbrella body, Leaseurope brings together [45 national associations](#) throughout Europe representing bank-owned, captives and independent lessors as well as long and short-term automotive rental companies. 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.



### OUR MISSION

Leaseurope's mission is to represent and promote the interests of its members as the expert and natural voice of the European leasing and automotive rental industries.

#### How we achieve our mission

- Representing the leasing and automotive rental industries vis-à-vis European and international bodies as a fair and reliable partner and a contact point for key stakeholders.
- Promoting member industries, services and contribution to a positive social and economic environment at European and international levels.
- Informing members of all European or international developments that may impact their industry.
- Developing and defending industry positions that are supported by technical research and expertise.
- Producing European-wide statistics in order to i) explain who the Federation represents and its importance in the economy and ii) assess the current state of the market, identify trends and facilitate benchmarking.
- Providing members with a platform to (i) exchange views and best practices; (ii) network and (iii) meet relevant third parties (EU officials, experts, etc).

## 02 ABOUT LEASEUROPE



### OUR TEAM

At Leaseurope, we are a small team of dynamic and committed professionals. We build our work on strong expertise, a European mindset and a sound network.

### At your service



**RICHARD KNUBBEN**  
DIRECTOR GENERAL



**ANNE VALETTE**  
ADVISOR TO  
THE CHAIR



**RAFAEL ALARCÓN ABETI**  
CHIEF ADVISER,  
PRUDENTIAL SUPERVISION  
& CAPITAL MARKETS



**JULIE DEBRUYNE**  
OFFICE MANAGER



**KIM THAM GIANG**  
ADVISER,  
STATISTICS &  
ECONOMIC AFFAIRS



**JOHN MITCHELL**  
SENIOR MOBILITY  
ADVISER



**STELLA MITTA**  
SENIOR LEGAL  
& POLICY ADVISER



**STÉPHANIE VAN BAKEL**  
ADVISER, COMMUNICATIONS  
& EVENTS





03

# ADVOCACY



## 03 ADVOCACY

**With the growing number of regulatory and legislative challenges our industry is faced with, it is essential to have an organisation like Leaseurope that is quick to respond to concerns, reports back on relevant legislative developments and puts forward clear positions to the right people, at the right time.**

### PREFERENTIAL PRUDENTIAL TREATMENT FOR LEASING: BASEL IV/CRR III

Since the publication last year of the European Commission's Proposal to amend the Capital Requirements Regulation (CRR III), which is the European implementation of Basel IV, Leaseurope together with its members have been in regular engagements with relevant policy makers, including European Commission officials, key MEPs and national finance ministries with the objective of ensuring that our key requests are addressed during political negotiations. Leaseurope has prepared a number of amendments to complement the European Commission's proposals for leasing, which as a result of our successful dialogues with them are very positive, but still require further adjustments to fully recognise the low-risk nature of leasing.

Numerous MEPs from a variety of Member States have now tabled amendments in line with our main proposals. In addition, the latest drafts papers in Council negotiation include our proposals as well. We will continue to engage with key policy makers during the negotiations both at the European Parliament and the Council of the EU, which we expect to be finalised during the course of 2023.

### SECURISATION

Leasing, captive finance and consumer credit continue to be key underlying assets in the Simple, Transparent and Standardised (STS) securitisation market in Europe. However, the full potential of this important financial tool has not been capitalised on due to some remaining regulatory barriers. For this reason, Leaseurope has been aligning with other key stakeholders in order to request regulators to remove current regulatory barriers obstructing the further development of the European securitisation market. We are proposing better capital charges for banks and insurers investing in securitisation, improved Liquidity Coverage Ratio (LCR), treatment of securitisation exposures for banks, simplification of the current STS rules and the removal of reporting duplications.



## 03 ADVOCACY

### LEASE ACCOUNTING

There was a major step forwards in Leaseurope's long-standing campaign to avoid complicated and time-consuming new accounting rules for lessees in September 2022, when the International Accounting Standards Board (IASB) decided (subject to consultation) not to incorporate IFRS 16 lease accounting rules into its International Financial Reporting Standard for Small and Medium Size Enterprises (IFRS for SMEs Standard).

Leaseurope has long argued that the 'right of use' model contained in IFRS 16 is inappropriate for SMEs, as it is too complicated for smaller businesses and does not provide useful information to users of accounts. Although IFRS for SMEs has never been approved for use in Europe, national accounting standards that are followed by 99% of European companies are often closely aligned with the international standard. Working with the Equipment Leasing and Finance Association (ELFA) in the United States and the Canadian Finance and Leasing Association (CFLA), we pointed out that the 'simplifications' that had been proposed for IFRS for SMEs would result in unreliable information without reducing the workload for lessees.

If it is confirmed in 2023 that IFRS for SMEs will not change, changes to lease accounting will be very unlikely to be required for SMEs for at least another five years - and quite possibly permanently. That would avoid very significant unnecessary cost and bureaucracy for most lessees across Europe, largely meeting our policy objective since the IASB's project to change lease accounting rules started in 2006.

### REGULATED AND SUPERVISED NON-BANK LEASING COMPANIES

Leaseurope successfully managed to secure the incorporation of its main requests in the final European Banking Authority (EBA) standard on the identification of shadow banking entities for reporting large exposures. In particular, the standard states that exposures to financial institutions authorised and supervised by the competent authorities and subject to prudential requirements comparable to those applied to CRR institutions in terms of robustness shall be treated as exposures to institutions. This means that leasing companies supervised and authorised by competent authorities will not be considered shadow banks, thereby reducing their cost of financing.

In addition, the EBA final report on non-bank lending stresses that leasing companies bear the same risk as CRR institutions that have developed leasing activities. The report also includes a number of Leaseurope statements, which highlight the low risk profile of leasing companies in Europe. We will continue following-up very closely any further development of this project.



## 03 ADVOCACY

### CORPORATE SUSTAINABILITY REPORTING

As part of the Sustainable Finance Package, the Commission adopted the Corporate Sustainability Reporting Directive (CSRD). The proposal's objective was to amend the Non-Financial Reporting Directive (NFRD) in order to make sustainability reporting by companies more consistent and easier to compare. Parliament and Council will formally approve the agreement in autumn 2022.

Under the NFRD, the reporting obligations applied to large listed companies, banks, and insurance companies with more than 500 employees. The CSRD extends the scope of companies required to disclose sustainability-related information by including all large companies, whether they are listed or not. The CSRD will also apply to listed SMEs, with the exception of listed micro-enterprises. SMEs, however, will be subject to "separate, proportionate" simplified reporting standards.

Leaseurope's work with regards to CSRD is related to the EU sustainability reporting standards (ESRS) which the European Financial Reporting Advisory Group (EFRAG) is mandated to develop as a consequence of the adoption of the CSRD.

### EFRAG

When contributing to EFRAG's consultation on its 1st first set of draft (cross-sectoral) ESRS, Leaseurope reiterated the positive opportunity offered by our industry in replacing less environmentally friendly options and making "green" product more accessible. Leaseurope further highlighted our industry's important role in keeping equipment well-maintained, maximising its usefulness, and expertly recycling at the end of life. Leaseurope also advocated for a reporting structure recognising how each new investment fund is likely to be a step towards a more sustainable economy, avoiding thereby the binary and over-simplified alternative of having to report each loan as "positive" or "negative" in terms of its sustainability impact. EFRAG is expected to adopt its 1st draft by November 2022.

### ISSB

At international level, Leaseurope is closely following the work on sustainability-related disclosure standards undertaken by the International Sustainability Standards Board (ISSB) which was created by the IFRS Foundation. Leaseurope responded to an IFRS consultation on its draft reporting standards. In its response, Leaseurope highlighted, in addition to the above comments, that it would be helpful to have examples that demonstrate, not only risks, but also relevant opportunities and that reporting requirements should be applied on a "comply or explain" basis.

### ENVIRONMENTAL RISKS

Leaseurope engaged with the EBA on its new project to better understand the role of environmental risks in the prudential framework for credit institutions and investment firms. The federation emphasised the risk mitigating role of the leased asset as well as lessor's ability to reallocate assets. We highlighted that any future regulatory initiative in this area should take into account the unique characteristics of leasing from a risk perspective as well as its important role for the transition to a greener economy. Leaseurope will continue to monitor this initiative and contribute to any future exchange of views with regulators.



## 03 ADVOCACY



### TAXONOMY

Sustainable development is an essential part of the European Commission's programme. The European Green Deal being its cornerstone sets out ambitious goal: to reduce carbon emissions by 55% no later than 2030 and for Europe to become carbon neutral by 2050, thus impacting sectors such as mobility and sustainable finance.

The EU Taxonomy Regulation establishes a classification system for economic activities that qualify as environmentally sustainable. Economic activities shall contribute substantially to one or more of the six environmental objectives set out in the Taxonomy and they shall not significantly harm any of the other environmental objectives (e.g. climate change mitigation, climate change adaptation, circular economy, biodiversity).

Leaseurope has been engaging with regulators to ensure recognition of the important role of leasing and automotive rental in facilitating the green transition. Leaseurope has further highlighted the need for a pragmatic approach to zero emission vehicles, as well as the wider role our industry plays in making more energy efficient assets available to consumers. We emphasized (and we will continue to) the need for our industry's positive role to be recognised explicitly in the Taxonomy delegated acts, the EU level 2 rules specifying the technical screening criteria for economic activities that make a substantial contribution to each environmental objective.

A first delegated act on sustainable activities for climate change adaptation and mitigation objectives was published in the Official Journal on 9 December 2021 and is applicable since January 2022. In the meantime, the Platform on Sustainable Finance, the permanent expert group supporting the Commission in the development of the EU Taxonomy, published on 30 March 2022 its final [report](#) on technical screening criteria for the four remaining environmental objectives of Taxonomy.

Following our lobbying actions, the Platform report recognizes leasing (i.e. product-as-a-service and other circular use- and result-oriented service models) as an activity that can contribute to the circular economy objective. It can do so by enabling other circular activities to take place and so reducing the pressure on the environment (e.g. in manufacturing of furniture, energy for electricity products from hydropower, transport). Thanks to our efforts and recommendations, the Annex to the Platform report dedicates a part to NACE Code 77 "Rental and leasing activities", which provides the customers with access to and use of product(s) likely to lead to an extended lifespan and/or more intensive use of the product in practice. Based on this report, the Commission will adopt a delegated act on the four remaining environmental objectives, expected to enter into application within 2023.

### COMMISSION AND MEMBER STATES RECOGNIZE POSITIVE ROLE OF LEASED AND RENTED VEHICLES

Directive 2006/1/EC provides for a minimum level of market opening for the use of hired goods vehicles in the European Union's single market. However, it also allows EU Member States to restrict the use of hired goods vehicles with a gross vehicle weight above six tonnes for own account operations in addition to allowing restriction of the use of a vehicle which has been hired in a Member State different from the one where the undertaking hiring the vehicle is established.

As such, it has been on Leaseurope's radar screen for modification since 2009. On 6 April 2022, Directive (EU) 2022/738 was formally signed on, removing the said restrictions, whilst at the same including in the recital of the Proposal the following:

*"The use of hired vehicles can reduce the costs of undertakings carrying goods on their own account or for hire or reward, and at the same time can increase their operational flexibility. It can therefore contribute to an increase in the productivity and competitiveness of the undertakings concerned. Moreover, as hired vehicles tend to be newer than the average fleet, they are on average also safer and less polluting."*

## 03 ADVOCACY



### DATA ECONOMY

In February 2022, the European Commission [published](#) the long-awaited Data Act, which is a Proposal for regulating data sharing of non-personal data in a Business to Business and Business to Consumer context. Leaseurope has been working on this topic for years together with its members as well as a broad alliance of other European trade federations.

Following extensive outreach activities throughout the last two years, Leaseurope welcomes key provisions in the Proposal that for the first time in European legislation serve as a means of establishing basic principles and stakeholder rights & obligations. This should enable leasing and rental companies to have fair access to asset generated which would in turn allow them to offer more tailored and innovative services. There are, however, still a number of issues specific to our industry that need addressing, which Leaseurope will continue to focus on both with the Council and European Parliament.

### COMMISSION FINALLY ACKNOWLEDGING NEED FOR LEGISLATION ON ACCESS TO IN-VEHICLE DATA

Over the last couple of years, Leaseurope has been extensively engaged with the European Commission, particularly the Cabinet of Commissioner Breton, stressing the need for sector specific legislation regulating access to in-vehicle data for third parties, such as a leasing and rental companies. Leaseurope, in conjunction with its fellow stakeholders, has consistently made the point that leasing and rental companies still cannot obtain fair and non-discriminatory access to vehicle-generated data for the vehicles that they own.

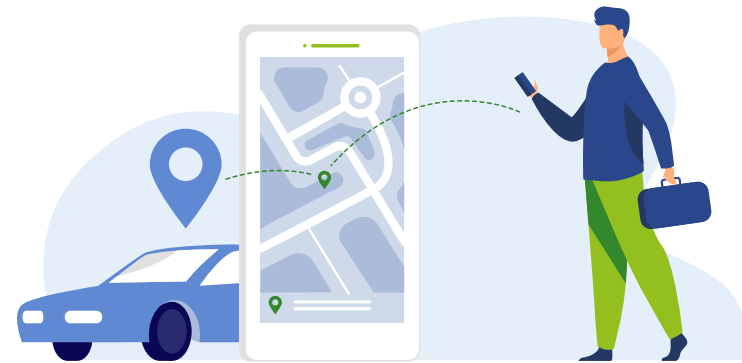
Fair and regulated access is an essential requirement to deliver core mobility needs efficient management of large-scale fleets on the road (including managing EVs), managing the interface with customers, and developing innovative mobility services.

Following extensive engagements with the Parliament, Member States, the Commission and relevant Cabinets, Commissioner Breton has now acknowledged the need for the Commission to develop a legislative Proposal, which is expected to be released at the beginning of 2023.

### LEASEUROPE CONCERNS TAKEN ON BOARD IN NEW VBER

On 10 May, the European Commission adopted a new [Vertical Block Exemption Regulation \('VBER'\)](#) accompanied by the new Vertical Guidelines, following an expedited review process which took place between Q4 21 – Q1 22. The revised VBER and Vertical Guidelines entered into force on 1 June 2022.

As the renewal of this legislation was not subject to the usual legislative process, Leaseurope together with its engaged directly with DG Competition to address its specific concerns. Although it was clear from the beginning that the Commission was unwilling to do a major overhaul of the legislative framework, it did address a number of our concerns, e.g. by mandating that the transfer of customer data for the purpose of enabling the manufacturer to offer other products or services (marketing activities), is not exempted from the general competition framework. Moreover, the manufacturers will have to substantially reduce the scope of the purposes of the processing they carry out based on the data transmitted by their distributors, as well as the number of people to whom they intend to transfer the data collected by their distributors. In parallel, the Commission is currently reviewing the Motor Vehicle Block Exemption Regulation, a dossier Leaseurope is also heavily engaged on.



# 04

## STATISTICS & MARKET INSIGHT



# 04 STATISTICS & MARKET INSIGHT

**Leaseurope's market insights and statistics are crucial in supporting our lobbying work and are also a valuable resource for industry practitioners and those interested in the industry, with multiple regular statistical publications.**

Leaseurope releases up-to-date and comprehensive market data on developments in the European leasing and automotive rental industries. This year, together with Leaseurope's Statistics Committee members, and the dedicated task force, Leaseurope advanced with the Future Vision projects on Statistics aiming to strengthen the Federation's statistical role as primary source of data, analysis, and market research for the European leasing industry, especially in the area of sustainability and supporting SMEs. More information on Leaseurope's regular publications is provided below.

## LEASEUROPE'S STATISTICAL ENQUIRIES

- The only source of comparable leasing market data at European level
- Carried out three times a year by collecting and aggregating data from our Member Associations on the basis of a common methodology
- Keeps the Federation on top of changing data needs, with an Expert Group expanding and improving automotive, SMEs and sustainability-related statistics

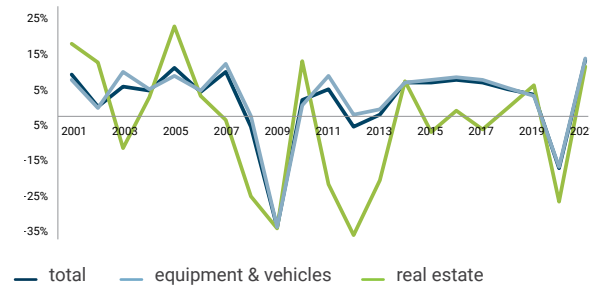
See page 17 for summary results on the European leasing market in the first half of 2022.

## LEASEUROPE INDEX

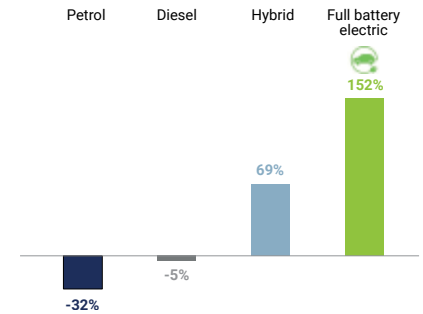


- A unique quarterly survey providing timely information on European leasing and automotive market trends
- A snapshot of cost/income, profitability, cost of risk, return on equity (RoE) and return on assets (RoA) ratios, as well as volume metrics, from a representative sample of European lessors
- Additional supplement, including a breakdown of indicators by asset class, published once a year

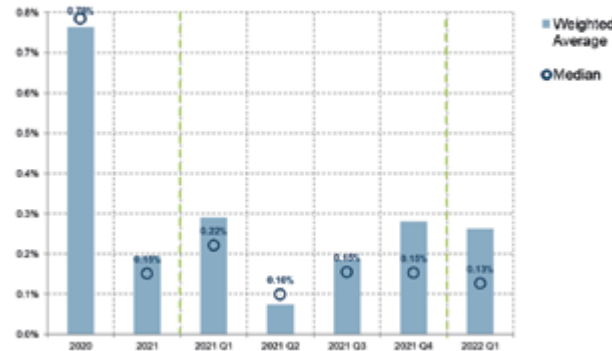
**European Leasing Market - New volumes**  
% year on year



**Total number of passenger cars purchased during the year (\*) - % change, 2021/2020**



**Cost of Risk Ratio**





# 04 STATISTICS & MARKET INSIGHT

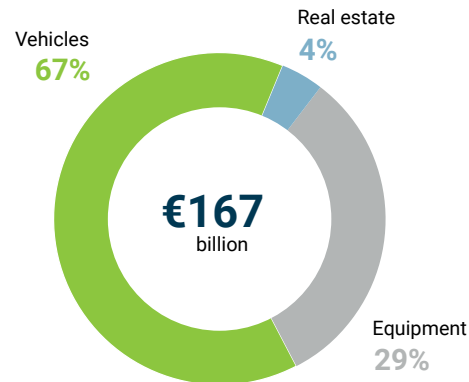
## LEASING AND AUTOMOTIVE RENTAL MARKET FIGURES

After a recovery seen in 2021, the European leasing market showed a moderate increase in new volumes in the first half of 2022, driven by the subdued growth in the automotive sector. Total leasing volumes in the first half of 2022 were €167.4 billion, up 5.9% compared to the same period of 2021.

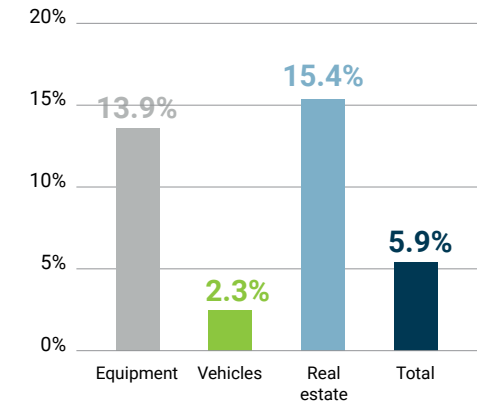
Vehicle leasing, which accounts for the majority of new leasing volumes (67%), grew by only 2.3%, while equipment leasing managed to expand by 13.9%. Real estate leasing was the best performer, enjoying an increase of 15.4% in new volumes in the first half of 2022. Moderate growth and minor loss in the leasing business can be observed in large European countries like France and Germany. Clearly, supply chain disruptions and economic uncertainties have had a pronounced impact on the leasing business, especially in the automotive sector.



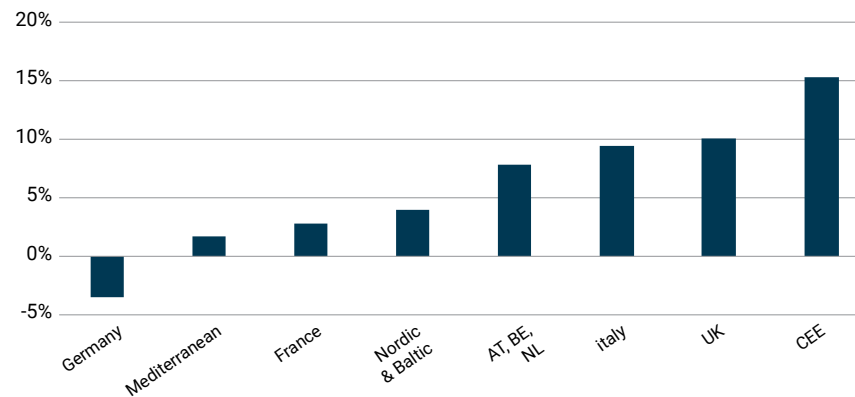
Total new leasing volumes by asset type in H1 2022



New leasing volume growth by asset type in H1 2022



Total new leasing volume growth by region in H1 2022



Growth rates are based on a homogenous sample of members reporting from year to year and are adjusted for exchange rate fluctuations.

# 04 STATISTICS & MARKET INSIGHT

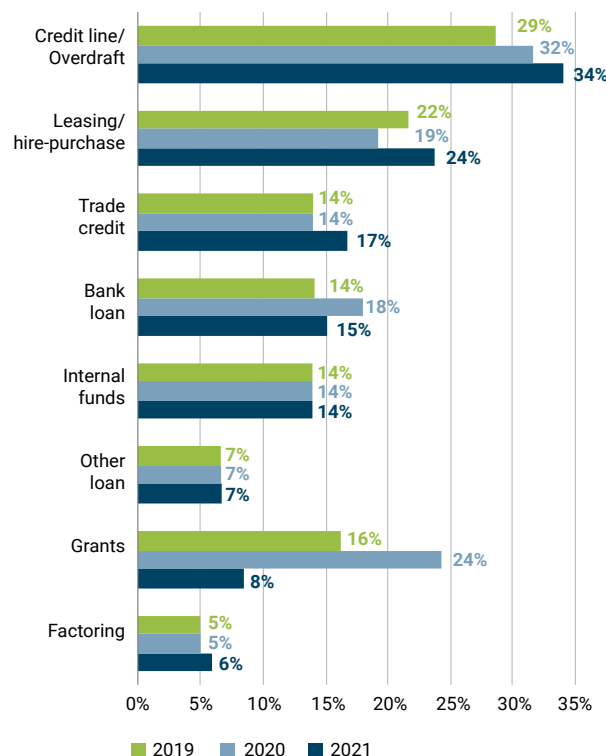
## LEASING TO EUROPEAN SMEs

We are now concluding the twelfth year of Leaseurope's research and outreach work in the field of leasing to SMEs. Access to finance for SMEs remains a key priority in the European policy agenda.

This year, Leaseurope and our Czechian member have an opportunity to engage with relevant stakeholders on this topic in the flagship event of the European Commission, SME Assembly 2022 in Prague in November.

Leaseurope also continued to make use of the Survey on the Access to Finance of Enterprises (SAFE) by the European Commission and the European Central Bank (ECB) to create value added market analysis on leasing to SMEs for the benefit of our members.

Between April and September of 2021, the use of leasing and hire-purchase picked up to nearly pre-pandemic level, while the use of bank loans, and particularly grants or subsidised loans, declined markedly.



## LEASING TO SMEs

### In 2021 leasing is again the most used form of long-term finance by SMEs

Almost a quarter of European SMEs used leasing or hire purchase between April and September, returning to its pre-pandemic position as the most used form of long-term finance and the second most used type of financing overall after credit line and overdraft..

### ...with growing demand especially from innovative, exporting and high-growth firms.

While SME demand for external financing moderated overall in 2021, leasing or hire purchase continued growing in importance, signalled by SMEs as the source of finance with the largest increased need for it, especially by innovative, exporting and high growth firms.

05

# COMMUNICATION



# 05 COMMUNICATION

**This year we continued to enhance our broad range of communications, providing additional value to members, showcasing our industry with external stakeholders, and promoting our important role in the real economy.**

## ENGAGING WITH THE PUBLIC

\_Leaseurope has been successful in pro-actively profiling the industry it represents via a variety of media and communication channels, with press releases, interviews, speeches, special articles and social media campaigns.

## ENGAGING ON SOCIAL MEDIA

\_Leaseurope's social media presence is increasing and will become a pivotal point of communication with the public in order to promote Leaseurope's work and engage more actively with members and stakeholders.



## ENGAGING WITH THE PRESS

\_Leaseurope has been successful in profiling Leaseurope and its actions with the press. This year was particularly active with a media campaign launched in partnership with other concerned stakeholders regarding a proposal for a sector-specific regulation on access to in-vehicle data.



06

PLATFORM



## 06 PLATFORM

**Leaseurope's many networks, partnerships and platforms create a vibrant European leasing and automotive rental community, which is clearly the place where the European profession comes together and connects.**



### LEASEUROPE FUTURE GROUP

This year marks the tenth anniversary of the Leaseurope Future Group, a concept created by the inaugural Leaseurope CEO Business Council in 2013. Since then Leaseurope, together with the active support of Associate member Invigors, delivered 10 years of successful projects. To date, the Future Group has created an alumni of 75 leasing professionals across many different disciplines, member firms and countries. The group has generated over 60 innovative ideas and this year, the group is addressing the three most pressing issues for the European industry.

The annual Leaseurope Convention has included a Future Group session since 2013 and it is now a permanent feature as a showcase for emerging industry leaders. The ideas of the 2022 Future Group will be presented in Cascais and later summarised in a report that will be shared with the leasing industry.



Sponsored by



# 06 ANNUAL CONVENTION

Leaseurope's many networks, partnerships and platforms create a vibrant European leasing and automotive rental community, which is clearly the place where the European profession comes together and connects.

## ANNUAL CONVENTION OF THE EUROPEAN LEASING & AUTOMOTIVE RENTAL INDUSTRY

The Leaseurope Annual Convention is widely recognised as the pre-eminent yearly gathering for the European leasing & automotive rental community and is the only such event organised by the industry at European level. It is held at the same time and place as the Annual Convention of the European consumer credit industry, organised by sister federation Eurofinas, to maximise networking opportunities.

"A must attend event in the business leader's agenda, with the right balance between powerful content and high-level networking."

Our previous Convention in Budapest brought together 400+ industry specialists from 30+ countries, confirming that the event is widely recognised as the premier gathering for our industry at European level. The Conventions are attended by delegates who are, for the most part, senior level executives and CEOs.



**400+**  
participants



Leading gathering platform for our industry at European level



**40+**  
speakers and moderators



**30+**  
countries represented



**10**  
sessions to choose from

European Leasing & Consumer Credit Industry  
ANNUAL CONVENTIONS

## CASCAIS 2022

After 3 awaited years, this year's Convention takes place on 6 & 7 October 2022 in Cascais, Portugal. Bringing together an exciting mix of industry leaders to discuss trends and challenges crucial for our industry, which will be more important than ever before considering the rapidly evolving environment we are in.



07

# MEMBERSHIP





## 07 MEMBERSHIP

**Leaseurope strives to continuously deepen and widen its membership base in order to effectively represent and truly be the voice of the European leasing and automotive rental industry.**

### **COUNCIL OF SECRETARIES GENERAL MEETS AGAIN IN BRUSSELS**

One of Leaseurope's most important networks for members is the Council of Secretaries General. Each year, heads of Leaseurope's member associations gather to share best practices and keep abreast of latest developments in the main European policy files and activities by Leaseurope.

This year, after 2 years of lockdowns and on-line meetings, we had the pleasure of meeting face to face in Brussels at Leaseurope's headquarters. The meeting was widely attended and an opportunity to discuss the Federation's Future Vision project. Important items on the agenda included sustainable finance, Basel IV, and Leaseurope's work in advocacy and statistics. The meeting was also the opportunity to celebrate Leaseurope's 50th Anniversary.

### **WELCOMING A NEW ASSOCIATE MEMBER**

Leaseurope is very pleased to welcome Solera as a new associate member this year, thereby consolidating an already strong and committed group of service providers to the industry.

With this new member, Leaseurope now benefits from the support of 20 companies from a variety of horizons across Europe.



### **THANK YOU TO OUR MEMBERS!**

We would like to take this opportunity to thank all our full and associate members for your support this year. Your contributions have made a huge impact on the work of the Federation and benefitted the entire sector.



# 07 MEMBERSHIP

## MEMBER ASSOCIATIONS

### Austria

- \_Verband Österreichischer Leasing- Gesellschaften

### Belgium

- \_Association Belge de Leasing - Belgische LeasingVereniging
- \_Renta

### Bulgaria

- \_Bulgarian Association for Leasing

### Croatia

- \_Croatian Chamber of Economy – Association of Leasing Companies

### Czech Republic

- \_Czech Leasing & Finance Association

### Denmark

- \_Finans og Leasing

### Estonia

- \_Estonian Leasing Association

### Finland

- \_Federation of Finnish Financial Services

### France

- \_Association Française des Sociétés Financières
- \_Fédération Nationale des Loueurs de Véhicules

### Georgia

- \_Leasing Companies Association of Georgia

### Germany

- \_Bundesverband Deutscher Leasing-Unternehmen e.V.
- \_German Association of international Car Rental Companies VIA

### Greece

- \_Association of Greek Leasing Companies
- \_Greek Car Rental Companies Association

### Hungary

- \_Hungarian Leasing Association

### Ireland

- \_Car Rental Council of Ireland
- \_Irish Asset & invoice Finance Association (IAIFA)

### Italy

- \_Associazione Nazionale Industria dell'Autonoleggio e Servizi Automobilistici
- \_Associazione Italiana Leasing

### Latvia

- \_Finance Latvia Association

### Lithuania

- \_Association of Lithuanian Banks

### Luxembourg

- \_Mobiz – Rental and Mobility Business Association

### Netherlands

- \_BOVAG
- \_Nederlandse Vereniging van Leasemaatschappijen
- \_Vereniging van Nederlandse Autoleasemaatschappijen

### Norway

- \_Finansieringsselskapenes Förening

### Poland

- \_Polish Leasing Association

### Portugal

- \_Associação Portuguesa de Leasing, Factoring e Renting
- \_Associação dos Industriais de Aluguer de Automóveis sem Condutor

### Slovakia

- \_Association of Leasing Companies of Slovak Republic

### Slovenia

- \_Bank Association of Slovenia's Leasing Committee

### Spain

- \_Asociación Española de Leasing y Renting
- \_Asociación Española de Renting de Vehículos
- \_FENEVAL

### Sweden

- \_Finansbolagens Förening
- \_Svenska Bankföreningen
- \_Biluthyrarna Sverige

### Switzerland

- \_Association Suisse des Sociétés de Leasing

### Turkey

- \_Auto Leasing and Rental Companies Association (Tokkder)
- \_Turkish Associations of Financial Institutions (AFI/FKB)

### Ukraine

- \_Ukrainian Union of Lessors

### United Kingdom

- \_British Vehicle Rental and Leasing Association

*Correspondent Member:*

### Morocco

- \_Association Professionnelle des Sociétés de Financement

### Welcoming new full members

Leaseurope is joined by two new full members, i.e. the German Association of international Car Rental Companies VIA and the Irish Asset & invoice Finance Association (IAIFA)

# 07 MEMBERSHIP

## 2022 ASSOCIATE MEMBERS



- Visibility
- Business development
- Community
- Insight
- Promotion



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The Voice of Leasing and Automotive Rental in Europe

# ANNUAL REVIEW 2022

50 YEARS   
**Leaseurope**

The Voice of Leasing and Automotive Rental in Europe

ANNUAL REVIEW

2022



The Voice of Leasing and Automotive Rental in Europe

# 04 STATISTICS & MARKET INSIGHT

**Leaseurope's market insights and statistics are crucial in supporting our lobbying work and are also a valuable resource for industry practitioners and those interested in the industry, with multiple regular statistical publications.**

Leaseurope releases up-to-date and comprehensive market data on developments in the European leasing and automotive rental industries. This year, together with Leaseurope's Statistics Committee members, and the dedicated task force, Leaseurope advanced with the Future Vision projects on Statistics aiming to strengthen the Federation's statistical role as primary source of data, analysis, and market research for the European leasing industry, especially in the area of sustainability and supporting SMEs. More information on Leaseurope's regular publications is provided below.

## LEASEUROPE'S STATISTICAL ENQUIRIES

- The only source of comparable leasing market data at European level
- Carried out three times a year by collecting and aggregating data from our Member Associations on the basis of a common methodology
- Keeps the Federation on top of changing data needs, with an Expert Group expanding and improving automotive, SMEs and sustainability-related statistics

See page 17 for summary results on the European leasing market in the first half of 2022.

**European Leasing Market - New volumes**  
% year on year



## LEASEUROPE INDEX



- A unique quarterly survey providing timely information on European leasing and automotive market trends
- A snapshot of cost/income, profitability, cost of risk, return on equity (RoE) and return on assets (RoA) ratios, as well as volume metrics, from a representative sample of European lessors
- Additional supplement, including a breakdown of indicators by asset class, published once a year

### Cost of Risk Ratio

