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PRESS RELEASE

LEASEUROPE INDEX SEGMENT SURVEY: 2021 RESULTS

Brussels, 17 June 2022 – The Leaseurope Index is a unique survey that tracks key performance indicators of a sample of European lessors on a quarterly basis. The Segment Survey is an annual supplement to the quarterly Index, reporting on the financial ratios¹ broken down by four asset types; equipment, real estate, passenger cars and commercial vehicles. This 2021 survey is the eleventh edition of the project.

Both weighted average ratios and median ratios are reported. The weighted average ratios are useful as they take into account the size of the firms, so that bigger firms contribute more to the final value than smaller firms, but they can be heavily influenced by extremely positive or negative values (outliers). The median ratio reports the value of the mid-point or 'typical' firm and therefore is not influenced by these outliers. However, it does not take into account the firm size, merely the number of firms. Taking into account both of these ratios should give a better picture of the market trends.

We present graphs showing the annual trends from 2017 to 2021, followed by the quarterly trends in 2021. The quarterly results are a lot more volatile than the annual figures, therefore the annual results are a more reliable indicator of changes in the relevant asset segment markets.

Please note that the results of the Segment Survey may not be directly comparable to the Leaseurope Index Quarterly Survey. Various assets that are included in the Quarterly Survey results and which do not fit into one of the four categories used in the Segment Survey, such as renewable energy or big ticket assets, may not be taken into account in the Segment Survey results. Various costs and incomes related to international co-ordination of the business may also not be included, as they can be difficult to allocate to different asset types. In some cases the company figures for each asset type are estimates. For instance, if financial indicators split by assets include a variety of products, then the portion attributable to leasing needed to be estimated. Equally, if asset splits were only available for the total automotive portfolio, then the split by passenger cars and commercial vehicles had to be estimated in some cases.

¹ The financial ratios reported are profitability, cost/income, cost of risk and return on assets. Return on equity is not reported as it is not possible to divide company equity by asset type.

2021 SEGMENT RESULTS

The following paragraphs provide a brief overview of the results of the survey, focusing on the median values of the indicators. The results of the 2021 Segment Survey show that the leasing industry is on a recovery path, with KPIs of all asset categories improving significantly. Of the total outstanding portfolio reported, 41% is attributed to equipment, 38% to passenger cars, 14% to real estate and 7% to commercial vehicles.

Profitability

The profitability ratio indices of all asset categories improved in 2021 compared to 2020, except for real estate. While real estate experienced a slight decrease in profitability between 2020 and 2021, commercial vehicles were the best performer, with profitability climbing from the lowest level in the history of the index at 5% in 2020 to 45% in 2021. At the quarterly level, although all asset types reached their peaks in profitability in the second quarter of 2021, the indices diminished in the second half of the year.

Cost/income

Cost/income ratios experienced improvements across all asset categories in 2021, particularly within the automotive sector. Both passenger cars and commercial vehicles managed to reduce the ratios from 46% and 54% respectively to roughly 40% each. To a lesser extent, the cost/ income level of equipment improved by 2 percentage points, from 48% in 2020 to 46% in 2021. When looking at quarterly data, the ratio especially escalated in the fourth quarter of 2021, with real estate (at 37%), passenger cars (39%), commercial vehicles (43%), and equipment (47%) reaching their highest levels in the year.

Cost of risk

Cost of risk ratios of all asset types markedly improved in 2021. Equipment saw the lowest level of the ratio compared to the recent five years, at 0.15%. The ratio of the automotive sector stood at 0.17%, while that of real estate was 0.18%. In general, the cost of risk ratios peaked in the first quarter of the year due to economic uncertainty caused by the Covid-19 pandemic. The ratio dropped in the second quarter, while showing sharp increases in the fourth quarter of the year.

Return on assets

Developments in return on assets were also positive for all asset categories in 2021, especially commercial vehicles which underwent the largest increase of 1 percentage point. Among four asset types in 2021, passenger cars had the highest record in RoA at 1.9%, with equipment following up at 1.5%, while both commercial vehicles and real estate stood at 1.1% and 0.5% respectively. Regarding quarterly level, RoA performed stronger across four asset categories in the first half of 2021 than in the second half of the year.

Please refer to the attached tables and graphs for more detailed information.

Fig. 1: Index of Median Profitability Ratio by asset type, 2017 - 2021

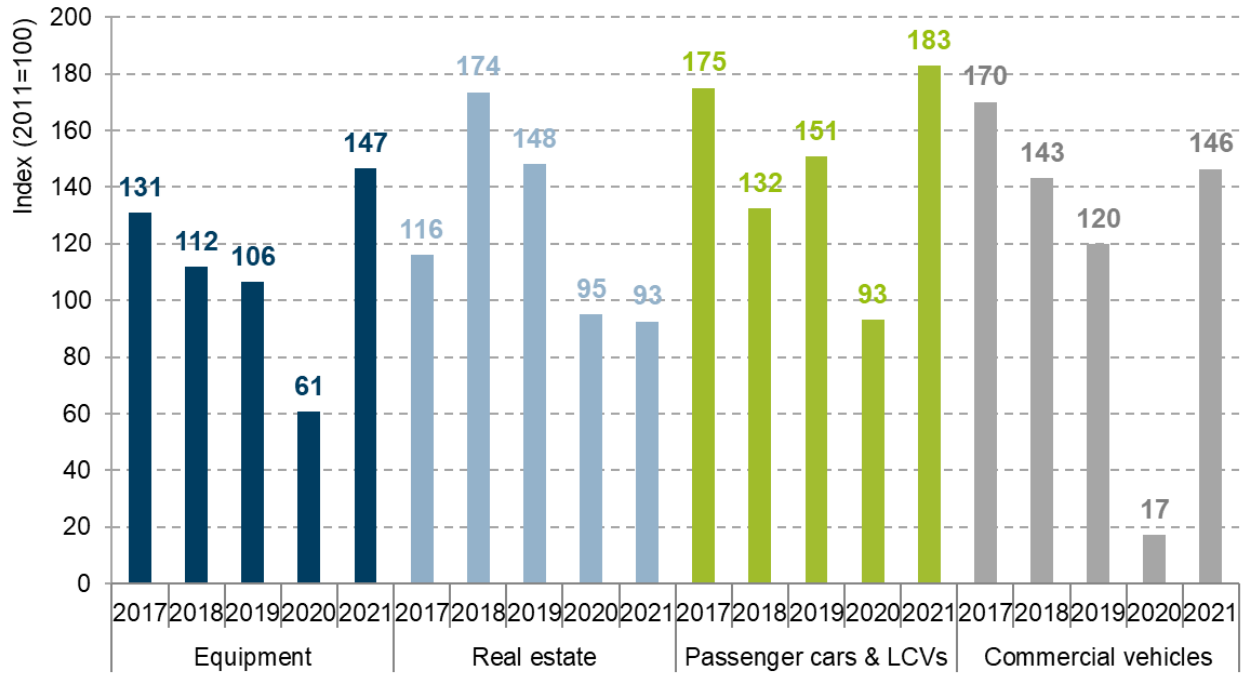


Fig. 2: Median Cost/Income Ratio by asset type, 2017 - 2021

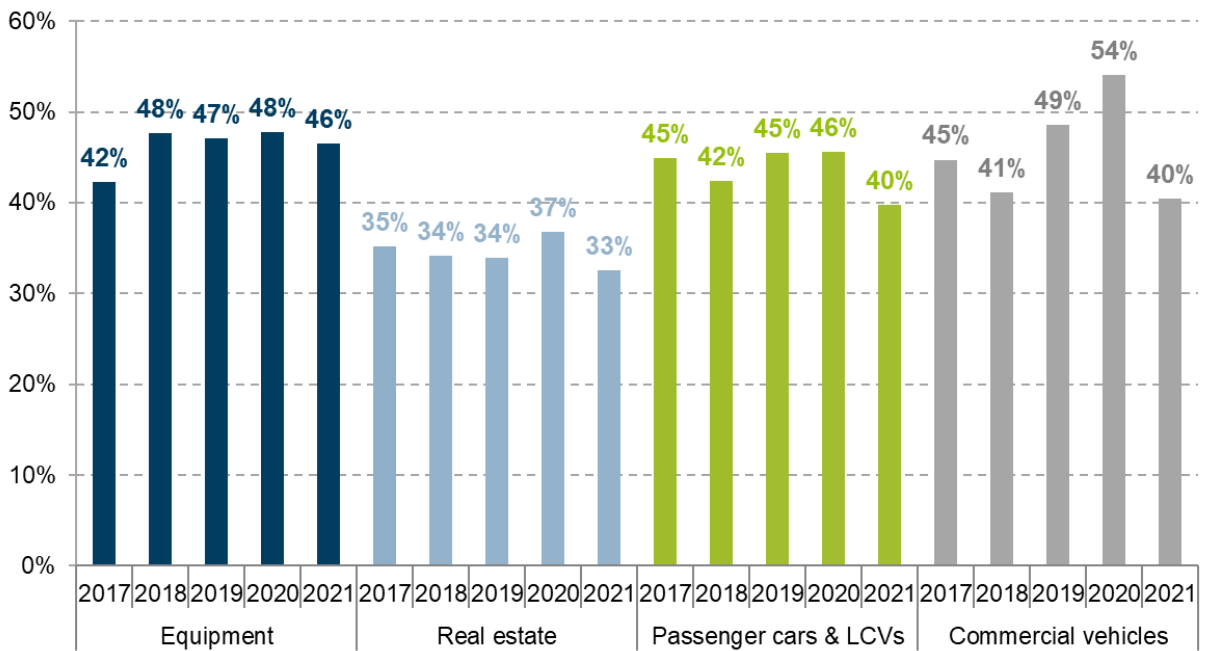


Fig. 3: Median Cost of Risk Ratio by asset type, 2017 - 2021

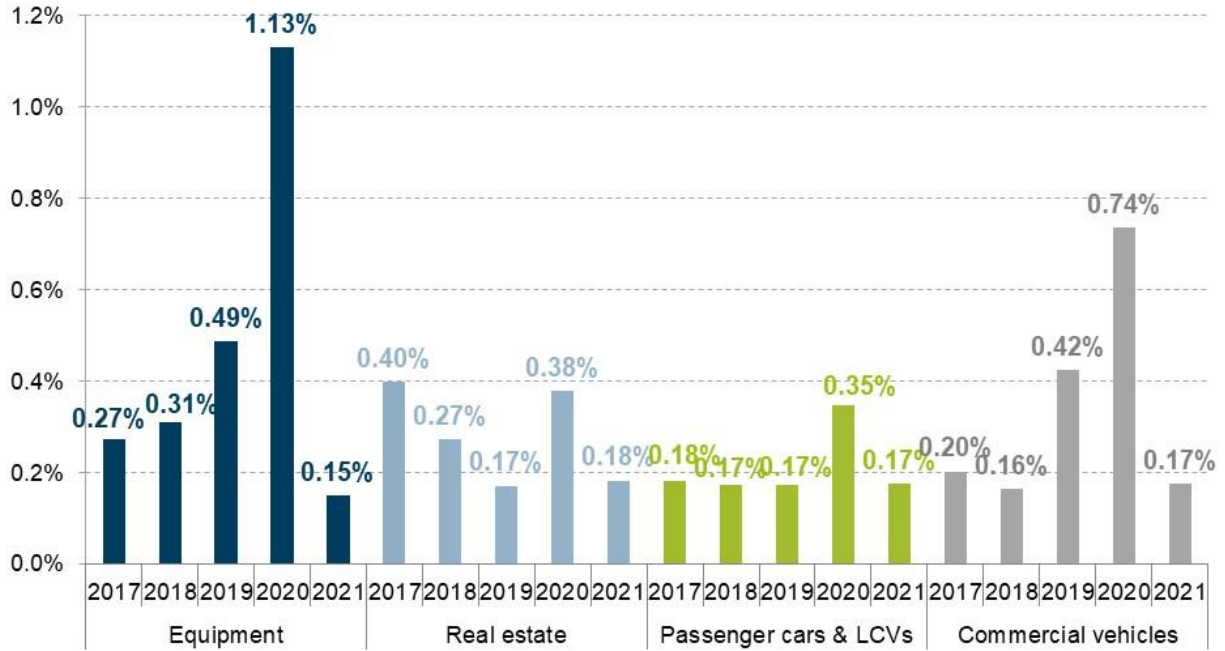


Fig. 4: Median Return on Assets Ratio by asset type, 2017 – 2021

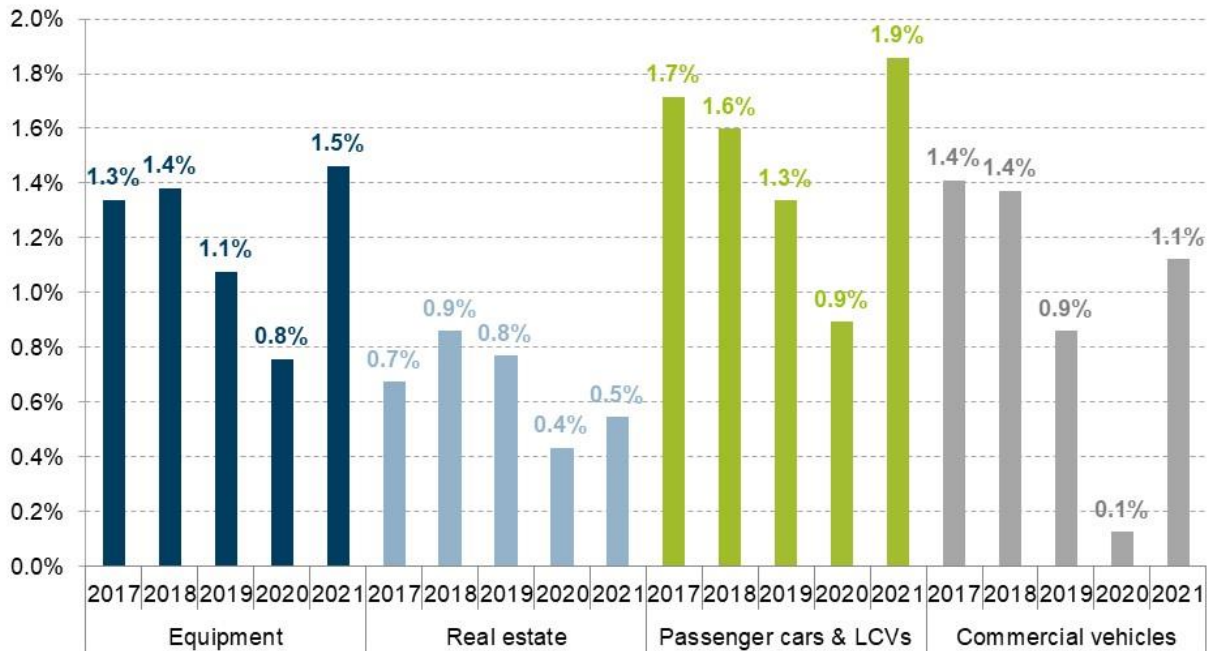


Fig. 5: Index of Median Profitability Ratio by asset type, Q1 – Q4 2021

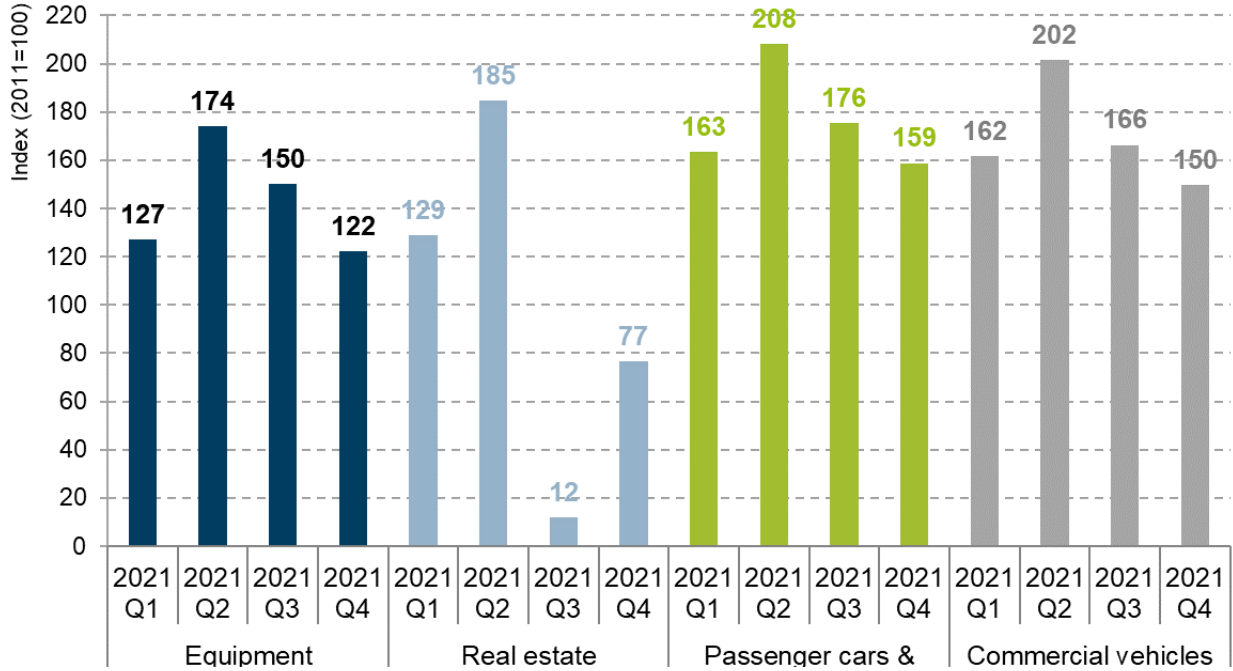


Fig. 6: Median Cost/Income Ratio by asset type, Q1 – Q4 2021

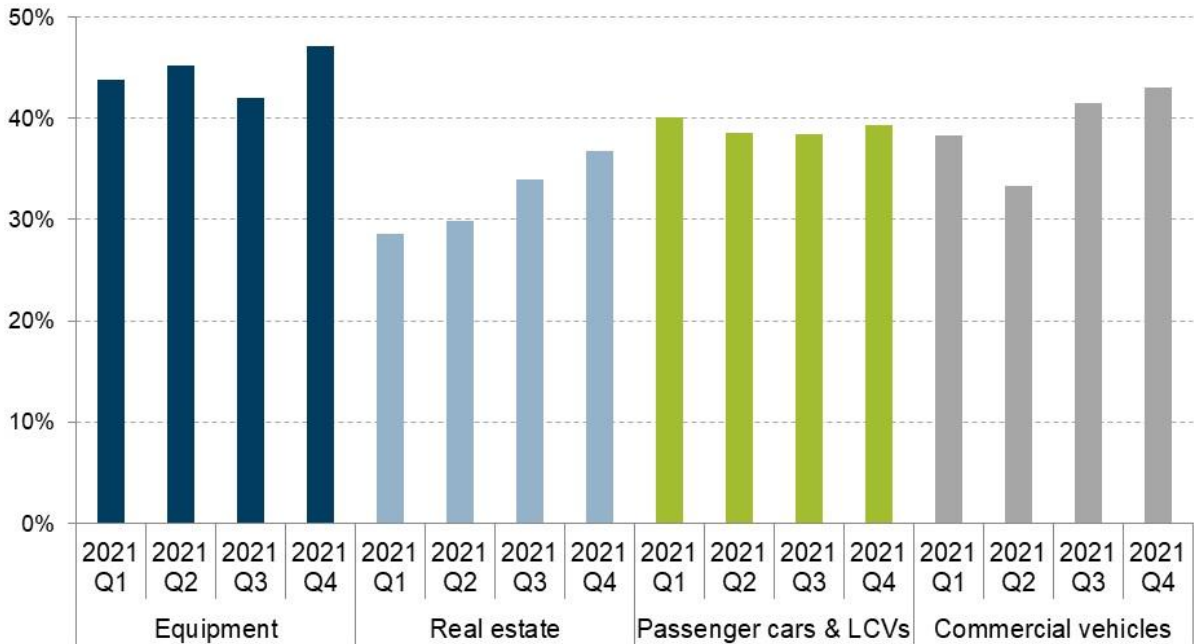


Fig. 7: Median Cost of Risk Ratio by asset type, Q1 – Q4 2021

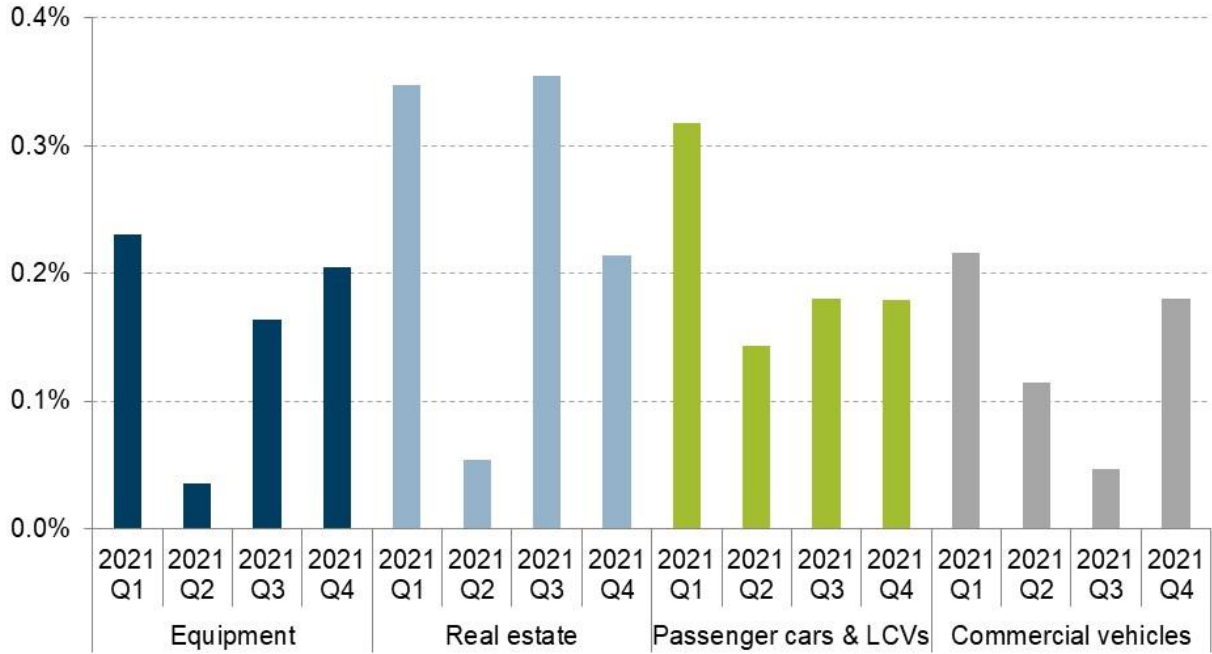


Fig. 8: Median Return on Assets Ratio by asset type, Q1 – Q4 2021

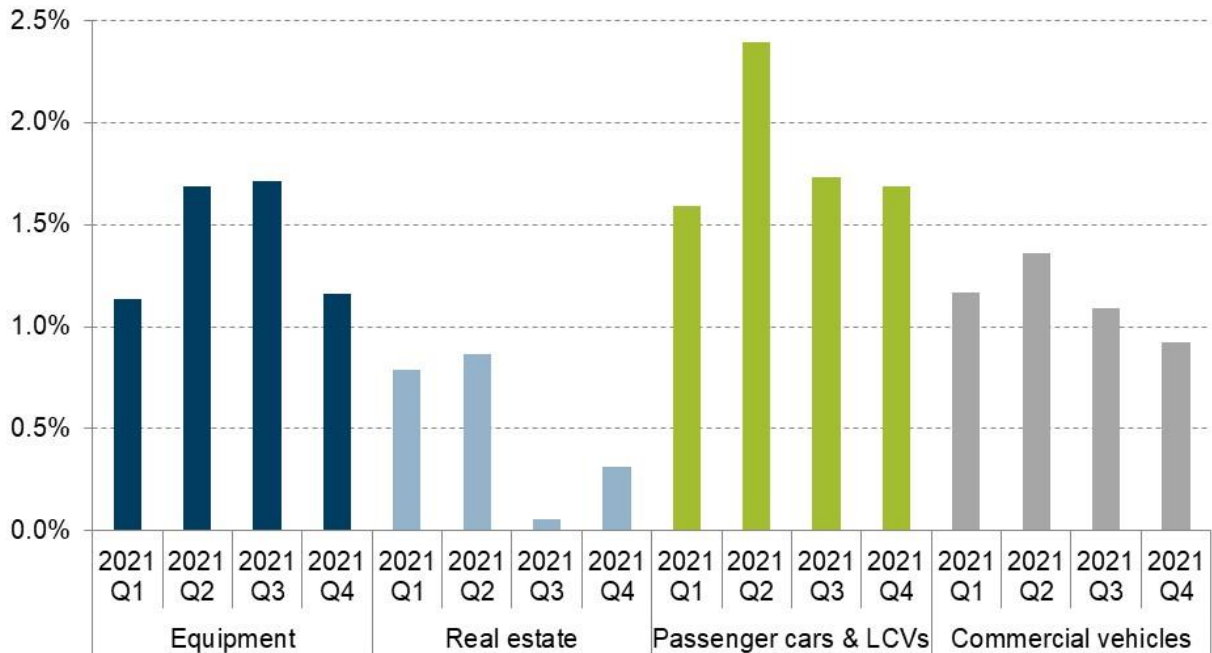


Table 1: Median Ratios² - Equipment

Median Ratios	2021					2020
	Full year	Q4	Q3	Q2	Q1	Full year
Profitability (2011=100) - Index of the median of all companies' pre-tax profit as a % of total operating income	147	122	150	174	127	61
Cost/Income (%) - median of all companies' operating expenses as a % of operating income	46.5%	47.1%	42.1%	45.2%	43.9%	47.8%
Cost of Risk (%)* - median of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.15%	0.21%	0.16%	0.04%	0.23%	1.13%
Return on Assets (%)* - median of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	1.5%	1.2%	1.7%	1.7%	1.1%	0.8%

Table 2: Median Ratios - Real Estate

Median Ratios	2021					2020
	Full year	Q4	Q3	Q2	Q1	Full year
Profitability (2011=100) - Index of the median of all companies' pre-tax profit as a % of total operating income	93	77	12	185	129	95
Cost/Income (%) - median of all companies' operating expenses as a % of operating income	32.5%	36.8%	34.0%	29.9%	28.5%	36.8%
Cost of Risk (%)* - median of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.18%	0.21%	0.36%	0.05%	0.35%	0.38%
Return on Assets (%)* - median of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	0.5%	0.3%	0.1%	0.9%	0.8%	0.4%

* denotes that the quarterly numerator (either loan loss provision or net profit) has been annualised in order to calculate the relevant ratio for each individual quarter.

² The median ratio shows the value at which half of the companies lie below this value and half lie above this value. It represents the 'typical' firm in the sample and is not as heavily influenced by outliers (extreme results) as the weighted average.

Table 3: Median Ratios – Passenger Cars & LCVs

Median Ratios	2021					2020
	Full year	Q4	Q3	Q2	Q1	Full year
Profitability (2011=100) - Index of the median of all companies' pre-tax profit as a % of total operating income	183	159	176	208	163	93
Cost/Income (%) - median of all companies' operating expenses as a % of operating income	39.8%	39.4%	38.5%	38.6%	40.1%	45.6%
Cost of Risk (%)* - median of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.17%	0.18%	0.18%	0.14%	0.32%	0.35%
Return on Assets (%)* - median of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	1.9%	1.7%	1.7%	2.4%	1.6%	0.9%

Table 4: Median Ratios – Commercial Vehicles

Median Ratios	2021					2020
	Full year	Q4	Q3	Q2	Q1	Full year
Profitability (2011=100) - Index of the median of all companies' pre-tax profit as a % of total operating income	146	150	166	202	162	17
Cost/Income (%) - median of all companies' operating expenses as a % of operating income	40.4%	43.0%	41.5%	33.3%	38.3%	54.0%
Cost of Risk (%)* - median of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.17%	0.18%	0.05%	0.11%	0.22%	0.74%
Return on Assets (%)* - median of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	1.1%	0.9%	1.1%	1.4%	1.2%	0.1%

* denotes that the quarterly numerator (either loan loss provision or net profit) has been annualised in order to calculate the relevant ratio for each individual quarter.

Table 5: Weighted Average Ratios³ - Equipment

Weighted Average Ratios	2021					2020
	Full year	Q4	Q3	Q2	Q1	Full year
Profitability (2011=100) - Index of the average of all companies' pre-tax profit as a % of total operating income	136	122	142	160	121	75
Cost/Income (%) - average of all companies' operating expenses as a % of operating income	50.7%	51.2%	49.0%	48.4%	51.0%	51.9%
Cost of Risk (%)* - average of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.17%	0.25%	0.12%	0.06%	0.28%	0.71%
Return on Assets (%)* - average of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	1.4%	1.3%	1.5%	1.6%	1.3%	0.7%

Table 6: Weighted Average Ratios - Real Estate

Weighted Average Ratios	2021					2020
	Full year	Q4	Q3	Q2	Q1	Full year
Profitability (2011=100) - Index of the average of all companies' pre-tax profit as a % of total operating income	142	76	-98	234	244	30
Cost/Income (%) - average of all companies' operating expenses as a % of operating income	39.2%	41.5%	42.8%	39.3%	33.7%	40.5%
Cost of Risk (%)* - average of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.61%	0.75%	0.80%	0.39%	0.44%	1.36%
Return on Assets (%)* - average of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	0.6%	0.4%	0.3%	0.8%	0.9%	-0.3%

* denotes that the quarterly numerator (either loan loss provision or net profit) has been annualised in order to calculate the relevant ratio for each individual quarter.

³ Leaseurope calculates weighted average ratios based on the data provided by participating companies. The profitability and cost/income ratios are weighted by new business volumes over the relevant period. For example, each company's individual profitability ratio is weighted by its new business over the quarter to arrive at the weighted average ratio shown in the table. The cost of risk and RoA ratios are weighted by the average portfolio over the relevant period.

Table 7: Weighted Average Ratios – Passenger Cars & LCVs

Weighted Average Ratios	2021					2020
	Full year	Q4	Q3	Q2	Q1	Full year
Profitability (2011=100) - Index of the average of all companies' pre-tax profit as a % of total operating income	154	155	153	176	122	100
Cost/Income (%) - average of all companies' operating expenses as a % of operating income	43.3%	41.9%	42.4%	42.0%	49.3%	52.2%
Cost of Risk (%)* - average of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.14%	0.14%	0.14%	0.05%	0.24%	0.42%
Return on Assets (%)* - average of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	3.5%	3.8%	3.7%	3.6%	2.7%	1.9%

Table 8: Weighted Average Ratios – Commercial Vehicles

Weighted Average Ratios	2021					2020
	Full year	Q4	Q3	Q2	Q1	Full year
Profitability (2011=100) - Index of the average of all companies' pre-tax profit as a % of total operating income	104	82	106	128	81	37
Cost/Income (%) - average of all companies' operating expenses as a % of operating income	48.1%	50.1%	45.9%	47.2%	51.3%	48.7%
Cost of Risk (%)* - average of all companies' loan loss provision (annualised) as a percentage of average portfolio over the period	0.23%	0.34%	0.19%	-0.01%	0.38%	0.89%
Return on Assets (%)* - average of all companies' net profit before tax (annualised) as a percentage of average portfolio over the period	1.2%	1.1%	1.3%	1.3%	0.8%	0.5%

* denotes that the quarterly numerator (either loan loss provision or net profit) has been annualised in order to calculate the relevant ratio for each individual quarter.

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About Leaseurope

As a Federation, Leaseurope brings together 44 associations throughout Europe representing either the leasing, long term and/or short term automotive rental industries. The scope of products covered by Leaseurope's members ranges from hire purchase and finance leases to operating leases of all asset types (automotive, equipment and real estate) and also includes the rental of cars, vans and trucks. It is estimated that Leaseurope represents approximately 90% of the European leasing market. For more information, please visit our website at www.leaseurope.org.