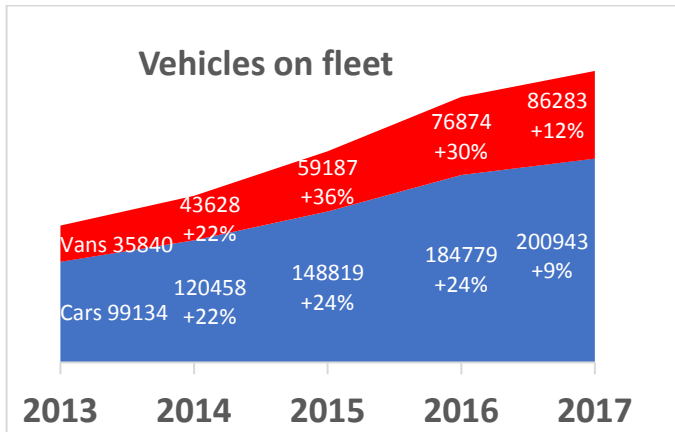


YOY growth continues, but plateaus in 2nd half of 2017

(No growth July-December 2017 vs 11% growth in Jan-June 2017).

Total vehicles on contract **up 10%** from end 2016



261,653 end 2016

25,573 net additions to fleet

(98,129 new contracts 2017)

287,226 end 2017

(New funders to broker market 2012 & 2014)

Cars +9%



Market Trends Cars

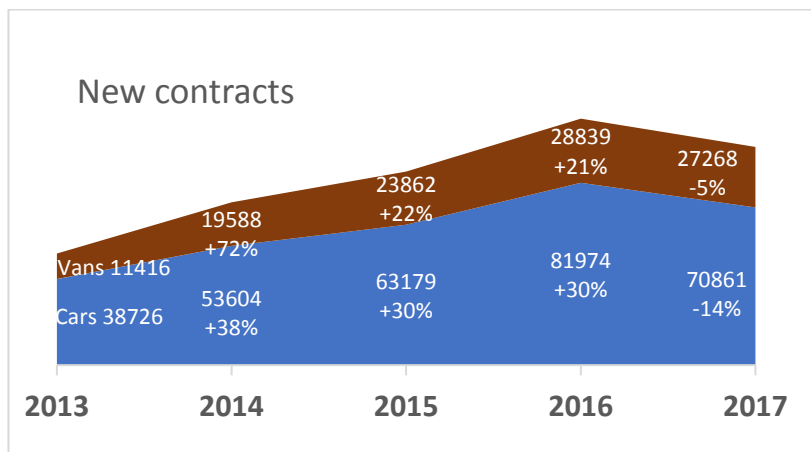
- The leasing broker car fleet exceeded 200,000 units for the first time in 2017.
- Cars on fleet grew by 9% in 2017 a slow-down in growth from 24% in 2016.
- PCH represents 52% of cars on fleet compared to 47% in 2016.
- The number of new car contracts fell from 82,000 in 2016 to 71,000 in 2017.
- PCH represents 56% of all new car contracts.



Vans +12%

Market Trends Vans

- Commercial vehicles on fleet grew by 12% in 2017 a slowdown from 30% growth in 2016.
- Contract hire represents 61% of CV's on fleet.
- Finance lease represents 32% of CV's on fleet.
- The number of new CV contracts fell by just under 1600 units in 2017 to 27,268 units.
- Whilst the number of new CV contract hire contracts grew slightly in 2017 the number of finance lease contracts fell by 17%.



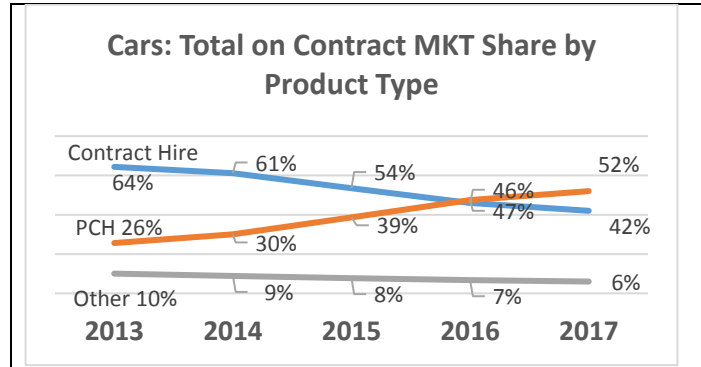
98,129

new contracts Jan to Dec 2017

LEASING BROKER / SMALL FLEET SURVEY

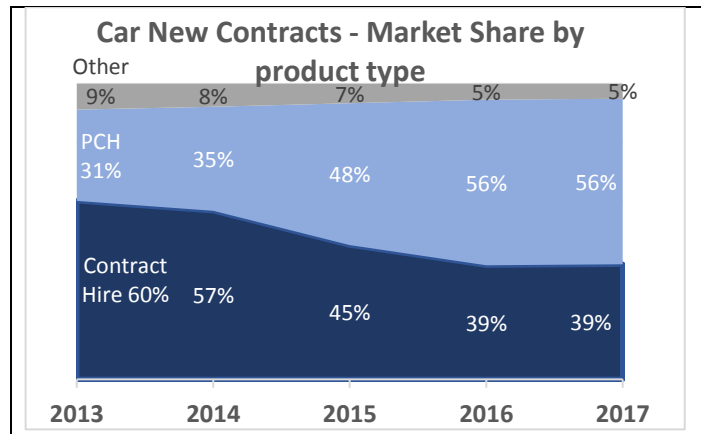
CARS: TOTAL ON CONTRACT

	2013	2014	2015	2016	2017
Contract Hire	63803	73683	79709	84841	84388
PCH	25381	36111	57572	87619	104828
HP/PCP	5628	5877	6452	6779	6501
Finance Lease	3755	4183	4445	4863	4616
Contract Purch,	372	393	452	505	474
Lease Purchase			125	105	72
Credit Hire	195	211	64	67	64
Total	99,134	120,458	148,819	184,779	200,943



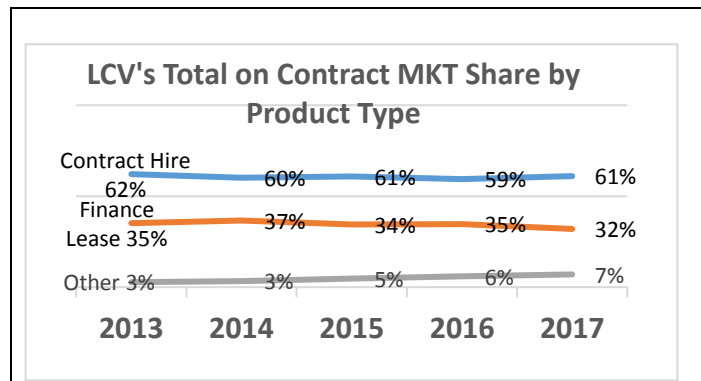
CARS: NEW CONTRACTS

	2013	2014	2015	2016	2017
PCH	11948	18898	30363	46121	39740
Contract Hire	23403	30562	28706	31808	27761
HP/PCP	2031	2214	2303	2279	2035
Finance Lease	1162	1706	1585	1489	1198
Contract Purch	113	139	167	229	96
Lease Purchase	53	62	30	29	12
Credit Hire	16	23	25	19	19
Total	38726	53604	63179	81974	70861



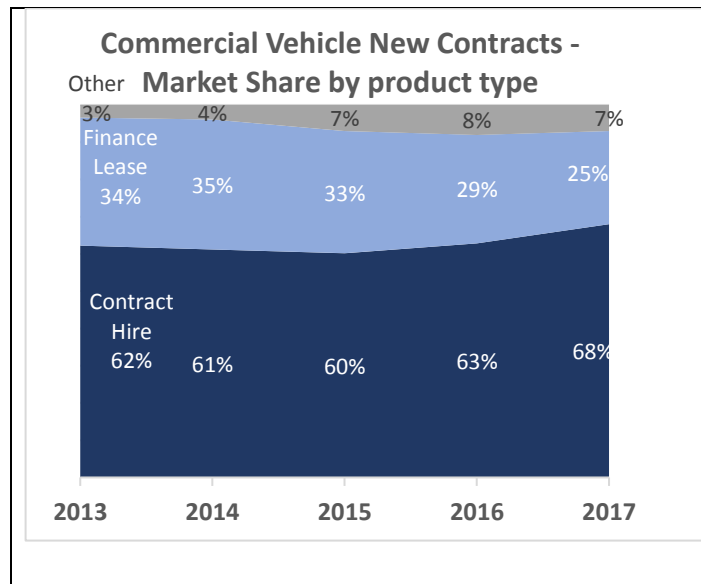
COMMERCIAL VEHICLES: TOTAL ON CONTRACT

	2013	2014	2015	2016	2017
Contract Hire	22269	26219	36030	45653	52603
Finance Lease	12593	15981	20367	26643	27901
Contract Purch	145	280	792	1264	1466
HP/PCP	45	26	18	16	11
Lease purchase	664	819	1116	1345	1367
PCH	124	303	864	1953	2935
Total	35840	43628	59187	76874	86283



COMMERCIAL VEHICLES: NEW CONTRACTS

	2013	2014	2015	2016	2017
Contract Hire	7102	11992	14366	18131	18488
Finance Lease	3929	6827	7817	8383	6921
Contract Purch	53	173	563	551	253
HP/PCP	14	14	29	3	0
Lease Purchase	235	381	479	444	329
PCH	83	201	608	1327	1177
Total	11416	19588	23862	28839	27268



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