



### Q1-2018 MARKET ESTIMATE

**BVRLA Business fleet leasing**  
Year-on-year change  
**1,329,000 (-1.2%)**



### Q1-2018 MARKET TRENDS

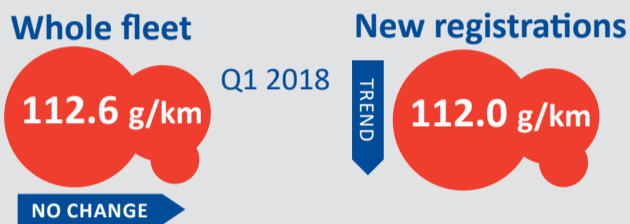
**All BVRLA car leasing down 1%**  
This yr-on-yr growth comprised:



\* includes HP, Contract purchase, PCP, ECOS & salary sacrifice



### AVERAGE EMISSIONS BVRLA CAR FLEET

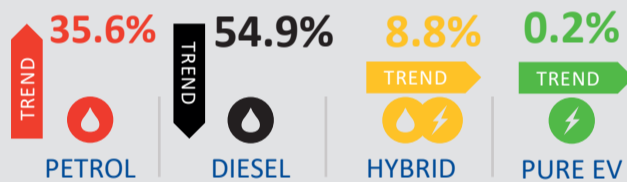


### AVERAGE CAR FLEET EMISSIONS NEW REGISTRATIONS



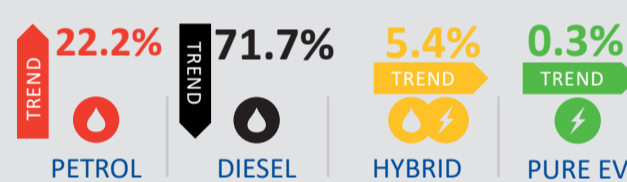
### FUEL TYPE

#### BVRLA fleet new car registrations



### FUEL TYPE

#### BVRLA total car fleet



### CO2 EMISSION COMPARISON



**87% of car fleets are Euro 6 compliant**



### BUSINESS CONFIDENCE

Q4 2017 - Q1 2018 Members confidence about the economy has not changed quarter on quarter. On balance, members remain positive about the outlook over the next six months, despite progressive declines in sentiment about fleet sizes.



### CAR & LCV CONTRACT DURATION

**Mean contract duration**  
No noticeable year-on-year change

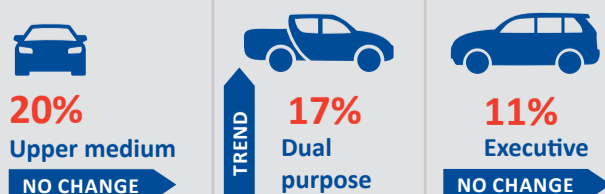


### CAR & LCV CONTRACT MILEAGE

**Mean contract mileage**  
7/10 contracts are under 20,000 miles



### MARKET SHARE BY VEHICLE TYPE\*



\*MVRIS Motor Vehicle Registration Information System.

Established in 1967, the [British Vehicle Rental & Leasing Association \(BVRLA\)](#) is the UK trade body for companies engaged in vehicle rental and leasing. Its 900+ members operate a combined fleet of almost 5 million cars, vans and trucks. BVRLA members buy nearly half of all new vehicles sold in the UK, supporting around 317,000 jobs and contributing nearly £25bn to the economy each year. By consulting with government and maintaining industry standards, the BVRLA helps its members deliver safe, sustainable and affordable road transport to millions of consumers and businesses.