

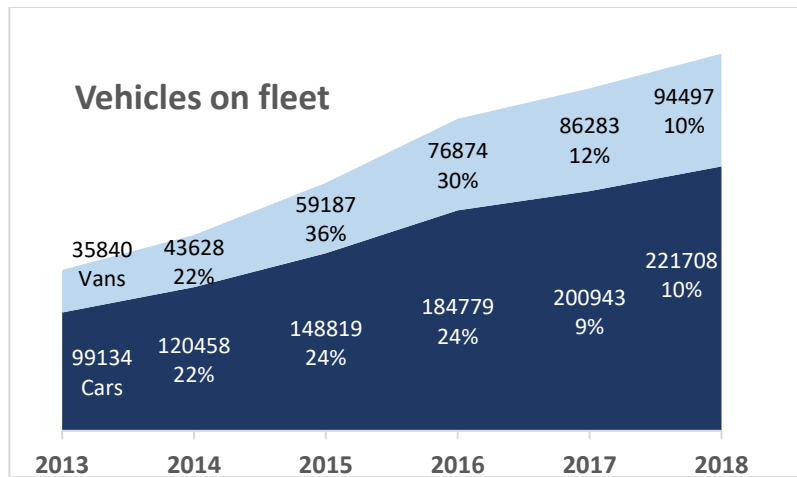


January 2019

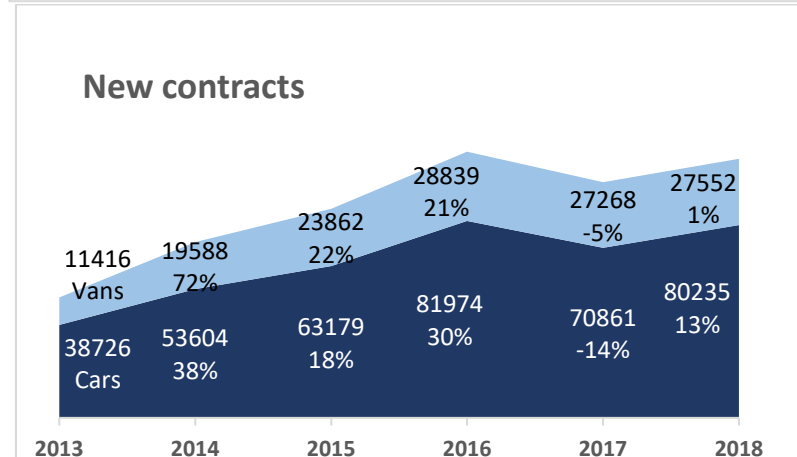
## LEASING BROKER / SMALL FLEET 2018

**The overall rate of growth in 2018 has maintained those of 2017 levels, + 10%.**

Key Findings (Cars)	(Vans)
<ul style="list-style-type: none"> <li>PCH continues to dominate the sector. 57% of contracts are PCH compared to 52% of contracts in 2017.</li> <li>64% of new contracts in 2018 were PCH.</li> <li>Business contract hire represents 38% of cars on fleet down from 42% in 2017.</li> <li>The total number of BCH contracts stabilised in 2018. New BCH contracts declined by 5%</li> </ul>	<ul style="list-style-type: none"> <li>The total number of new contracts for vans grew by 284 units in 2018 reversing the reduction seen in 2017. (Down 1571 units)</li> <li>Business contract hire dominates with 62% of total fleet and 70% of new contracts.</li> <li>A small but ongoing decline in the van sector for finance lease is becoming apparent.</li> <li>PCH now represents 4% of the sector and 5% of new contracts.</li> </ul>



**316205** vehicles on fleet  
**221708** cars  
**94497** vans



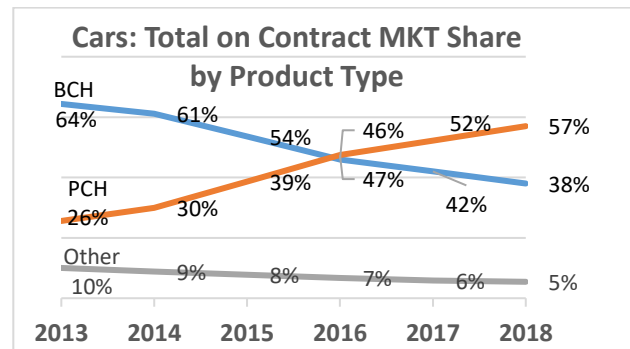
**107787** new contracts  
**80235** cars  
**27552** vans

**28979** net additions  
**20765** cars  
**8214** vans

## Leasing Broker / Small Fleet Survey

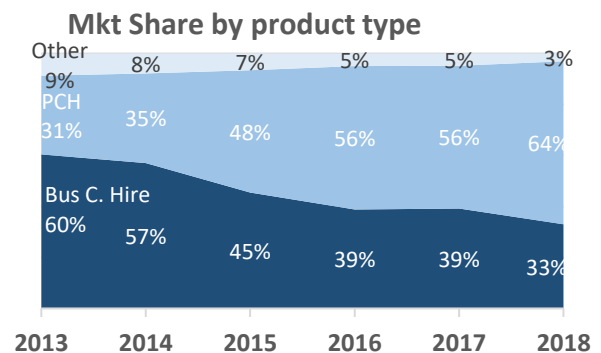
### CARS: TOTAL ON CONTRACT

	2013	2014	2015	2016	2017	2018
Bus C Hire	63803	73683	79709	84841	84388	84404
PCH	25381	36111	57572	87619	104828	126451
HP/PCP	5628	5877	6452	6779	6501	6219
Fin Lease	3755	4183	4445	4863	4616	4134
C Purch,	372	393	452	505	474	389
Lease Purch			125	105	72	48
Credit Hire	195	211	64	67	64	63
<b>Total</b>	<b>99134</b>	<b>120458</b>	<b>148819</b>	<b>184779</b>	<b>200943</b>	<b>221708</b>



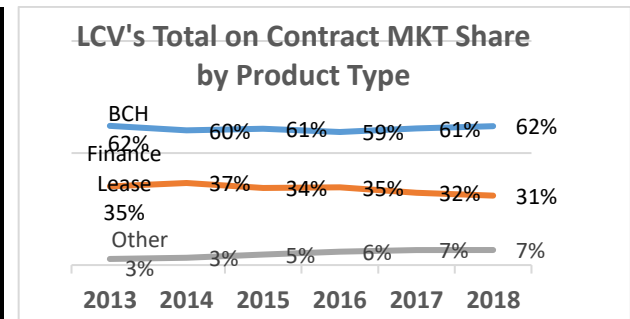
### CARS: NEW CONTRACTS

	2013	2014	2015	2016	2017	2018
PCH	11948	18898	30363	46121	39740	51292
Bus C Hire	23403	30562	28706	31808	27761	26235
HP/PCP	2031	2214	2303	2279	2035	1743
Fin Lease	1162	1706	1585	1489	1198	857
C Purch,	113	139	167	229	96	72
Lease Purch	53	62	30	29	12	16
Credit Hire	16	23	25	19	19	20
<b>Total</b>	<b>38726</b>	<b>53604</b>	<b>63179</b>	<b>81974</b>	<b>70861</b>	<b>80235</b>



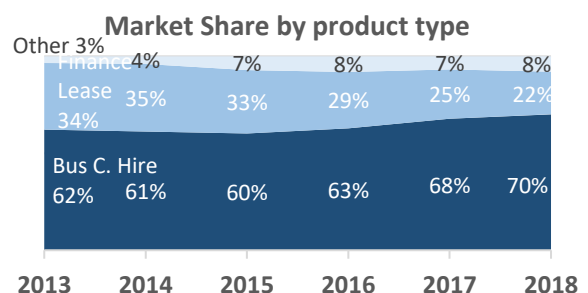
### LCV: TOTAL ON CONTRACT

	2013	2014	2015	2016	2017	2018
Bus C Hire	22269	26219	36030	45653	52603	59050
Fin Lease	12593	15981	20367	26643	27901	29124
C Purch	145	280	792	1264	1466	1397
HP/PCP	45	26	18	16	11	13
Lease Purch	664	819	1116	1345	1367	1307
PCH	124	303	864	1953	2935	3606
<b>Total</b>	<b>35840</b>	<b>43628</b>	<b>59187</b>	<b>76874</b>	<b>86283</b>	<b>94497</b>



### LCV: NEW CONTRACTS

	2013	2014	2015	2016	2017	2018
Bus C Hire	7102	11992	14366	18131	18488	19593
Fin Lease	3929	6827	7817	8383	6921	5923
C Purch	53	173	563	551	353	291
HP/PCP	14	14	29	3	0	4
Lease Purch	235	381	479	444	329	337
PCH	83	201	608	1327	1177	1404
<b>Total</b>	<b>11416</b>	<b>19588</b>	<b>23862</b>	<b>28839</b>	<b>27268</b>	<b>27552</b>



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