



**Leasing  
Broker  
Conference**

**Welcome!  
Paul Parkinson,  
Synergy Car Leasing  
and your host  
today..**



10:30	<b>Welcome from Conference Chairman</b>	Paul Parkinson, chief executive and Founder Synergy Car Leasing and incoming chairman of BVRLA's Leasing Broker Committee
10:40	<b>Session One: Committee Spotlight – Working for the sector as agents of change</b>	<b>Chair:</b> Paul Parkinson Alan Carreras, outgoing chairman Leasing Broker Committee and chief executive Bridle Group, Shashi Maharaj, Legal and Membership Director, BVRLA, Thomas McLennan, Head of Policy & Public Affairs
11:10	<b>Session Two: Business Success in a Regulated World</b>	Sarah Conway, Financial Ombudsman Service (FOS), Amanda Brandon, Fleet Services Director, BVRLA, Joanne Davis, Auxillias
11:40	<b>Our business and You:</b> Paul Turner, APD Research	
11.45	<b>Morning Break. Networking: opportunity to explore the exhibitor stands</b>	
12:10	<b>Session Three: Electrification and Fleets</b>	<b>Chair:</b> Jon Burdekin, Panel: Mike Potter, Drive Electric, Grainne Regan, Octopus EV, David Watts, Arrival
12:55	<b>Our business and You:</b> Ben Harratt, MotorLease	
13:00	<b>Lunch Break. Networking and opportunity to explore the exhibitor stands</b>	
14.00	<b>Our business and You:</b> Jeremy Wright & Graham Prince, QV Systems (Quotevine)	
14.05	<b>Session 4: Digital Transformation in the Broker Market</b>	<b>Lee Manning, Founder, Armchair Marketing</b>
14.35	<b>Our Business and You:</b> Sebastiano Fedrigo, Leasys	
14.40	<b>Afternoon Break. Networking and opportunity to explore the exhibitor stands</b>	
15.05	<b>Our Business and You:</b> Lee Jones, Fleet Procure	
15.10	<b>Leasing Broker Outlook Panel Session</b>	Richard Chadwick, Alphabet, Andy Bruce, Fleet Alliance, Rod Lloyd, Low Cost Vans, LeeDuerdon, XLCR, Geeta Badhan, Central UK Leasing <b>Chair:</b> Paul Parkinson
15.40	<b>Closing Comments – Conference Chair, Paul Parkinson</b>	
15.45 – 18.00	<b>Drinks Reception in Florence Hall, sponsored by Fleet Procure</b>	

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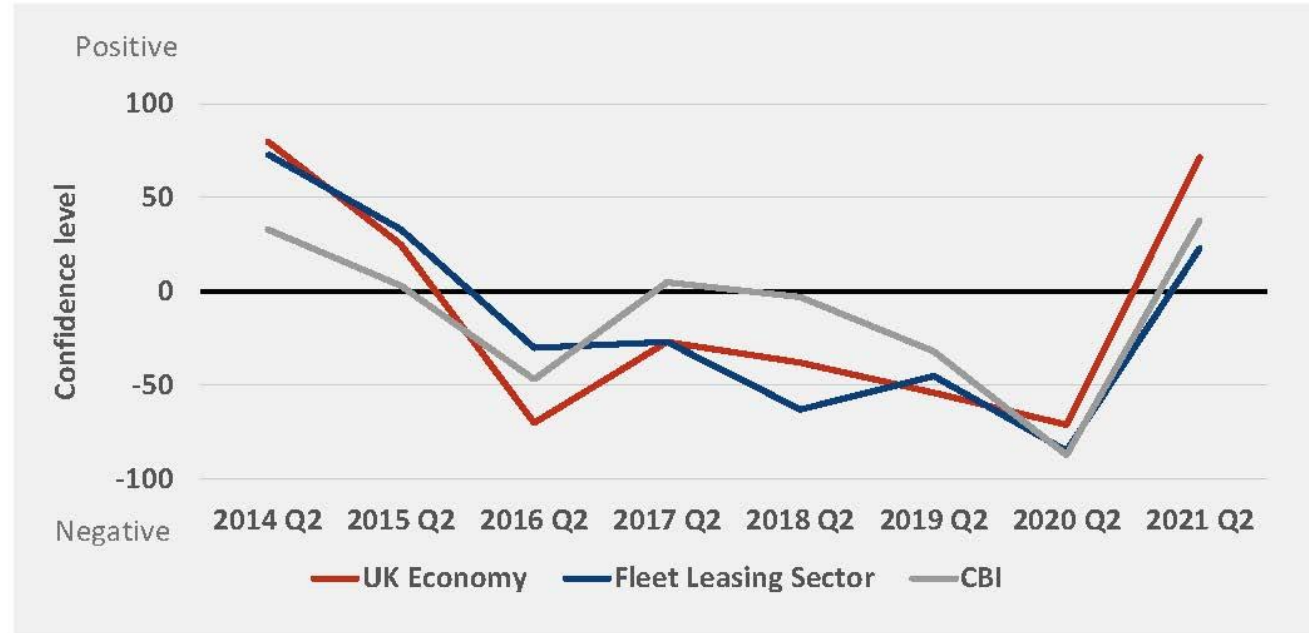


**Absent  
friends....**

James Davis RIP

## Confidence levels are high

Despite fears of shortages and price rises, BVRLA members are seeing strong demand. Their confidence in the UK economy in the first half of 2021 was reflected in wider business community – see this CBI report.



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## The BVRLA fleet remained broadly unchanged in 2021

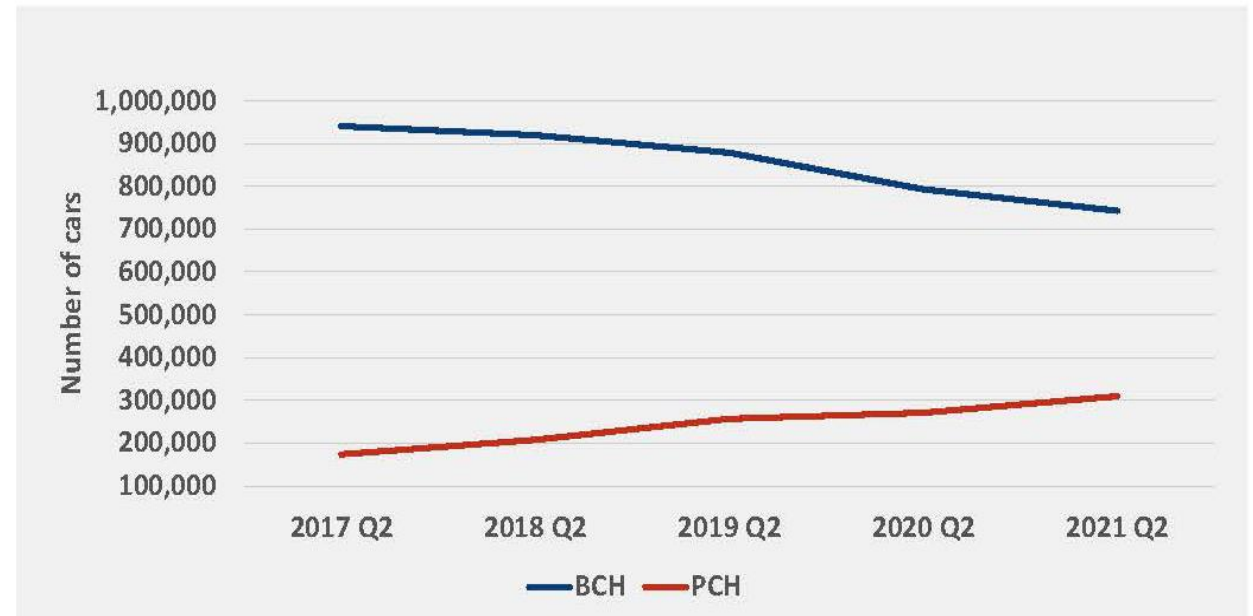
Despite the impact of the Covid pandemic, falling demand for BCH was offset by continuing growth in personal leasing.

Total fleet size is 1,8million (just 0.4% lower than same period last year)

The Leasing Broker channel grew by 8% to just under 400,000 cars and vans, representing 22% of BVRLA's total fleet.

Source: BVRLA Outlook Report October 2021

Total Fleet 1,803,810: 74% cars/26% vans



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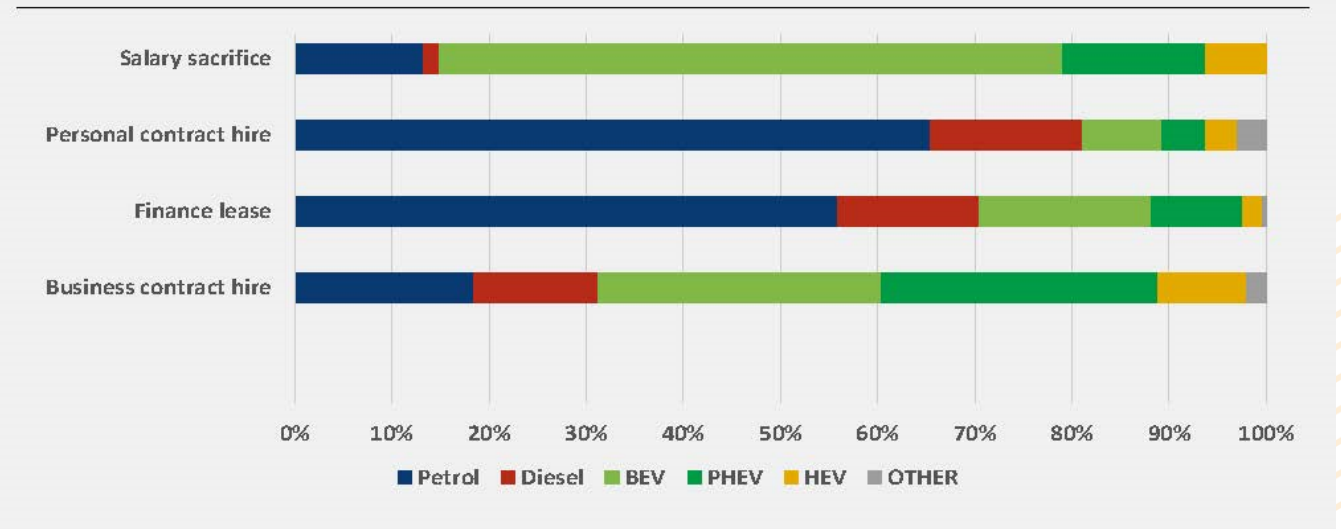
## The future looks good for EVs

Pure electric vehicles already account for nearly one-third of new orders for business contract hire and together with PHEVs, they account for almost 60%.

64% of new salary sacrifice orders are for BEVs.

Source: BVRLA Outlook Report October 2021

### Fuel choices by funding method Q2 2021



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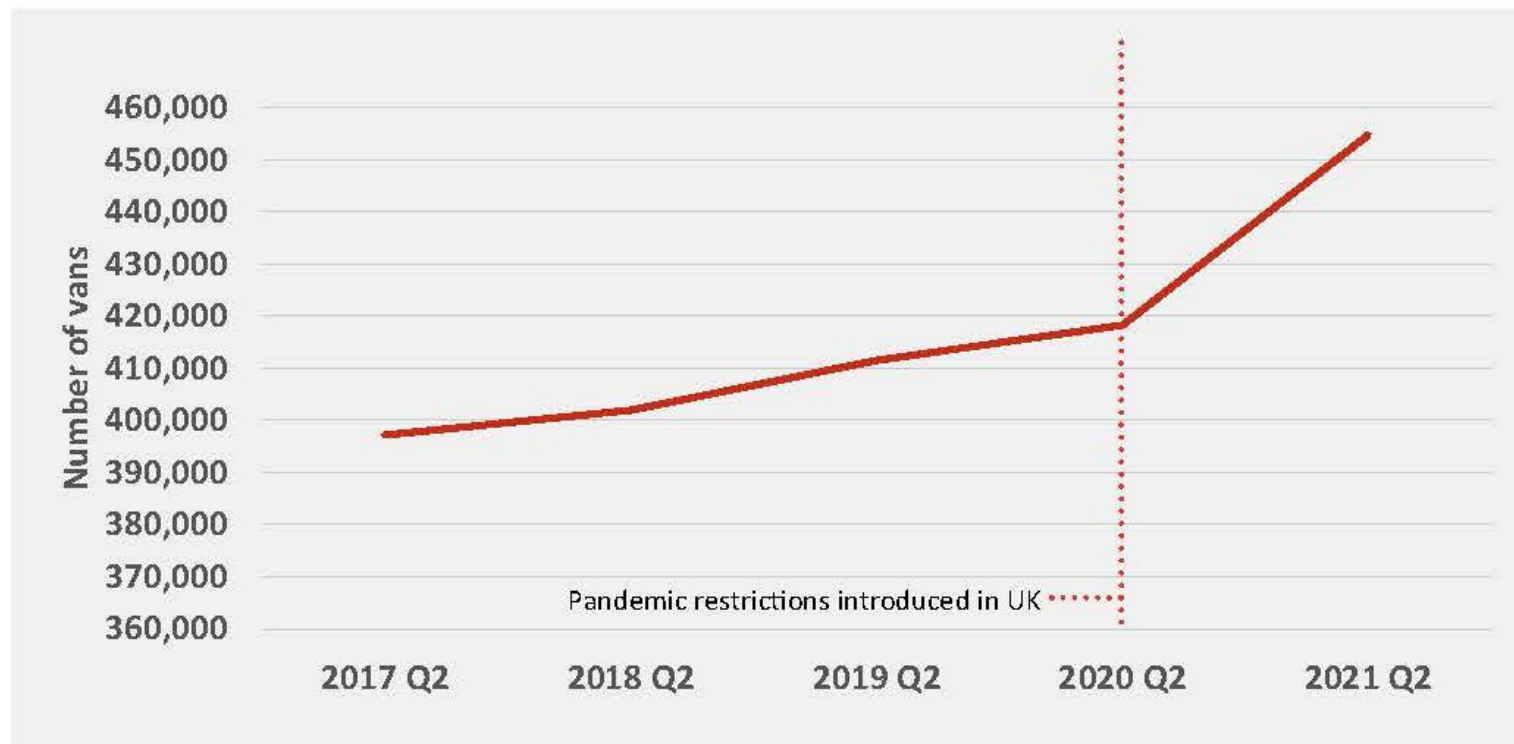
## Van fleet

### Van sales are strong

BVRLA's van fleet grew over 9% year-on-year to 463,638 vehicles.

However, latest data from SMMT indicates that continuing to meet demand will be challenging due to semi-conductor shortages.

Source: BVRLA Outlook Report October 2021



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