Bi-annual leasing broker survey
July 2022 - June 2023

Prepared by Research and Insight Manager, Phil Garthside

June 2023 LEASING BROKERS

In the 12 months to the end of June 2023

- **The BVRLA broker channel fleet declined by 0.6% to 401,359 vehicles.**
- **This comprised 303,964 cars (+0.5%) and 97,395 vans (-3.8%).**
- **New contracts in the 12 months to June 2023 were down 18% compared to the year to June 2022.**
- **Contracts for new cars slipped 14.3% to 69,723 in 2023 (2022: 81,399)**
- **New van contracts were 30.1% down to 17,513 in 2023 (2022: 25,069)**

Key Findings (Cars)	Vans
• The BCH fleet grew by 10% to 117,617, whilst the PCH fleet declined by 6% to 176,203. • The proportion of PCH new contracts joining the fleet is down from 64% to 43%. • BCH now makes up 39% of the BVRLA broker channel fleet and contributes 54% of new contracts.	• 65% of the BVRLA broker channel LCV fleet is BCH. • 54.9% of new van contracts are BCH up from 53% last year. • Around a quarter (28%) of vans supplied via the BVRLA broker channel, and 24% of new LCV contracts are finance leased. • Having maintained fleet volumes during the pandemic, the number of LCVs on the BVRLA broker business fleet are below those seen in 2019.

From June 2019 results provided for 2019 figures in the Leasing Broker results are presented using a moving annual total rather than providing a total for the calendar year. This allows consistent comparisons of 12 months for all totals.

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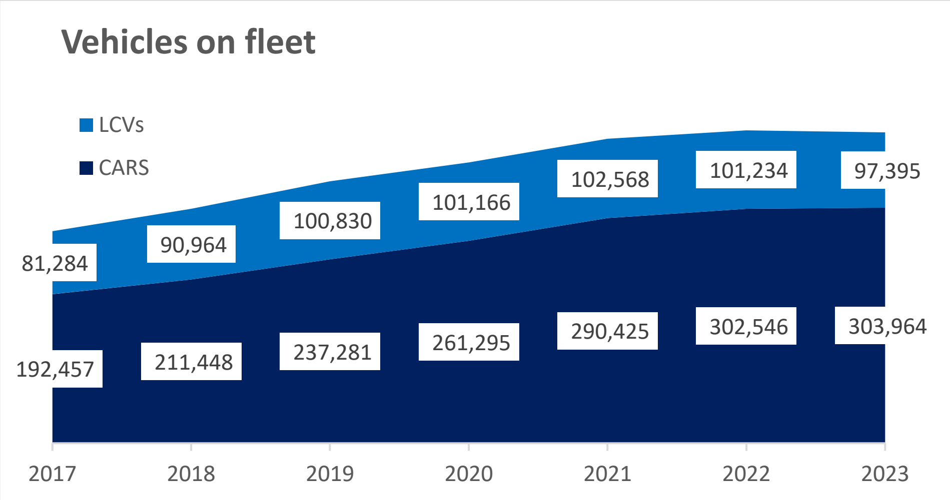
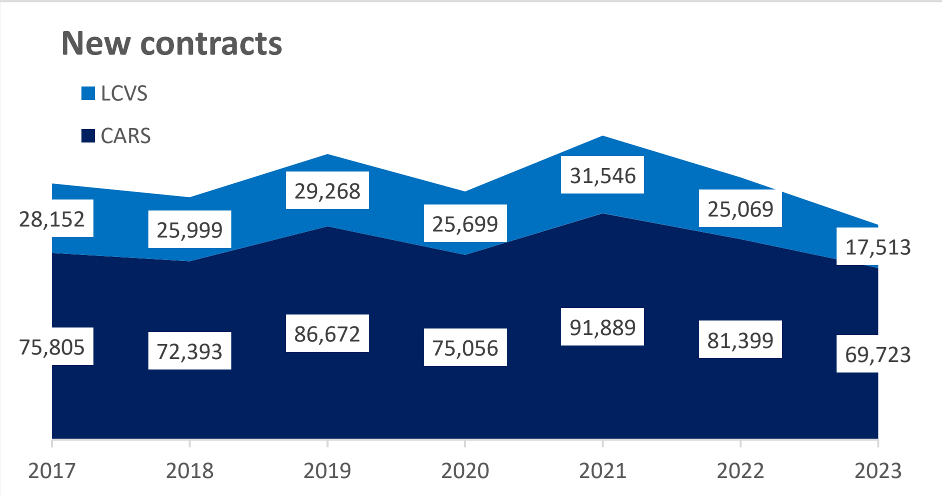
Research & Insight



Vehicles on fleet	2017	2018	2019	2020	2021	2022	2023
CARS	192,457	211,448	237,281	261,295	290,425	302,546	303,964
LCVs	81,284	90,964	100,830	101,166	102,568	101,234	97,395
	273,740	302,412	338,111	362,461	392,993	403,780	401,359

New contracts	2017	2018	2019	2020	2021	2022	2023
CARS	75,805	72,393	86,672	75,056	91,889	81,399	69,723
LCVS	28,152	25,999	29,268	25,699	31,546	25,069	17,513
	103,957	98,392	115,940	100,754	123,435	106,468	87,236

Net additions	2017	2018	2019	2020	2021	2022	2023
CARS	7,678	18,992	25,833	24,014	29,130	12,121	1,418
LCVS	4,410	9,681	9,866	336	1,402	-1,334	-3,839
	12,087	**28,672**	**35,699**	**24,350**	**30,532**	**10,787**	**-2,421**



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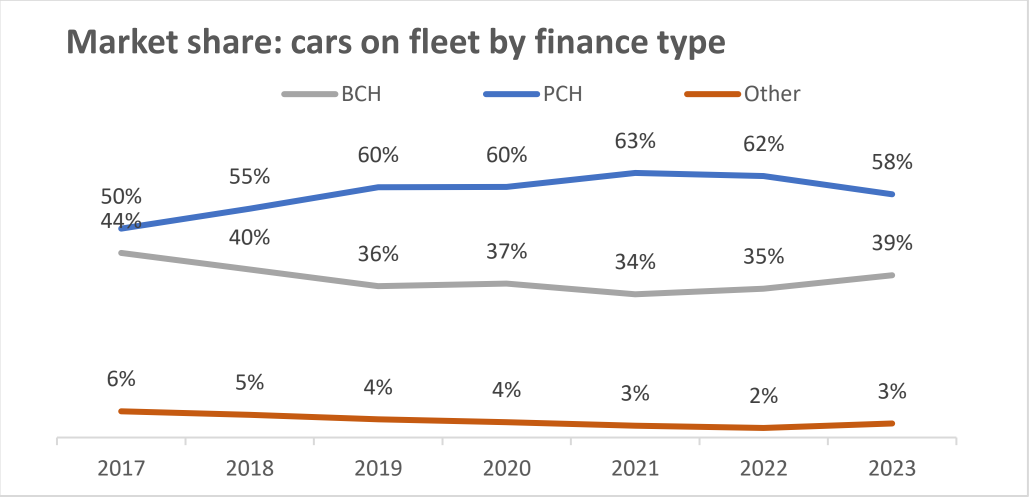
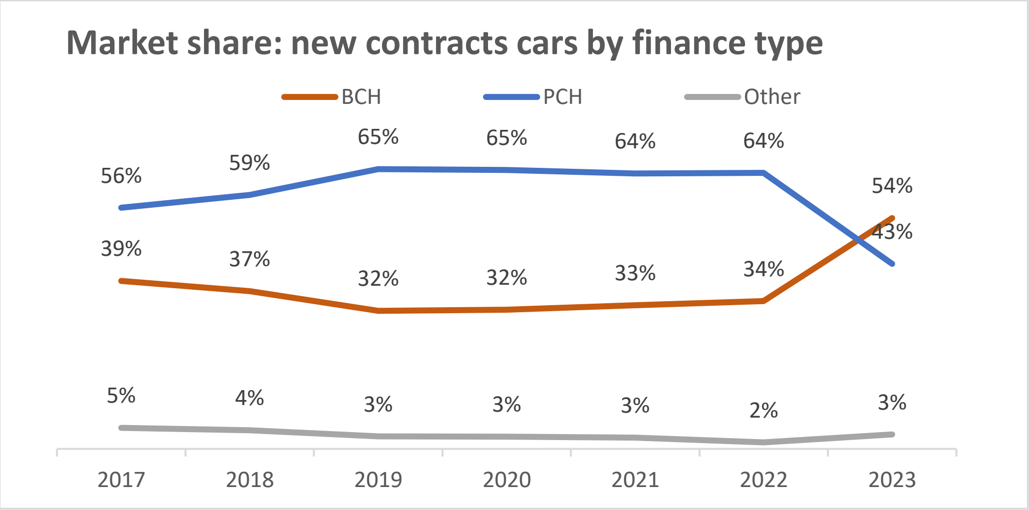
Cars on fleet	2017	2018	2019	2020	2021	2022	2023
Business fleet	**90,021**	**89,678**	**89,853**	**99,659**	**103,115**	**110,985**	**124,478**
BCH	84,638	84,662	85,545	95,766	99,118	107,188	117,617
Finance lease	4,740	4,438	3,789	3,473	2,912	2,839	3,565
Subscription	0	0	0	0	0	0	230
Business other*	643	578	519	420	320	363	2,488
Fleet management	0	0	0	0	765	595	578
Consumer fleet	**102,437**	**121,770**	**147,428**	**161,636**	**187,310**	**191,561**	**179,486**
PCH	95796	115,267	141,491	155,985	183,075	188,443	176,203
Salary sacrifice	0	0	0	0	18	2	715
Personal other*	6,641	6,503	5,937	5,651	4,217	3,116	2,568
ALL	**192,457**	**211,448**	**237,281**	**261,295**	**290,425**	**302,546**	**303,964**



Cars: New contracts	2017	2018	2019	2020	2021	2022	2023
Business fleet	**31,165**	**27,704**	**28,730**	**25,027**	**31,504**	**30,042**	**39,069**
BCH	29,619	26,527	27,811	24,286	30,667	29,017	37,406
Finance lease	1,344	1,041	834	644	728	908	1,296
Subscription	0	0	0	0	0	0	0
Business other*	202	136	85	97	109	117	266
Fleet management	0	0	0	0	571	3	101
Consumer fleet	**44,641**	**44,691**	**57,942**	**50,029**	**59,816**	**51,354**	**30,654**
PCH	42,484	42,745	56,369	48,645	58,823	50,814	29,989
Salary sacrifice	0	0	0	0	1	0	359
Personal other*	2,157	1,946	1,573	1,384	992	540	306
ALL	**75,805**	**72,393**	**86,672**	**75,056**	**91,889**	**81,399**	**69,723**



*Business other refers to contract purchase, credit hire and lease purchase. Personal other refers to HP and PCP

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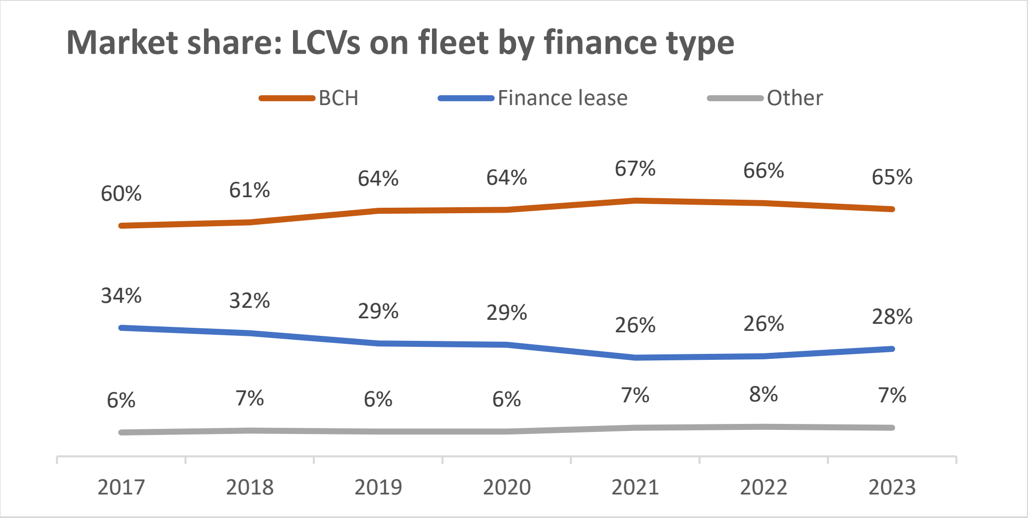
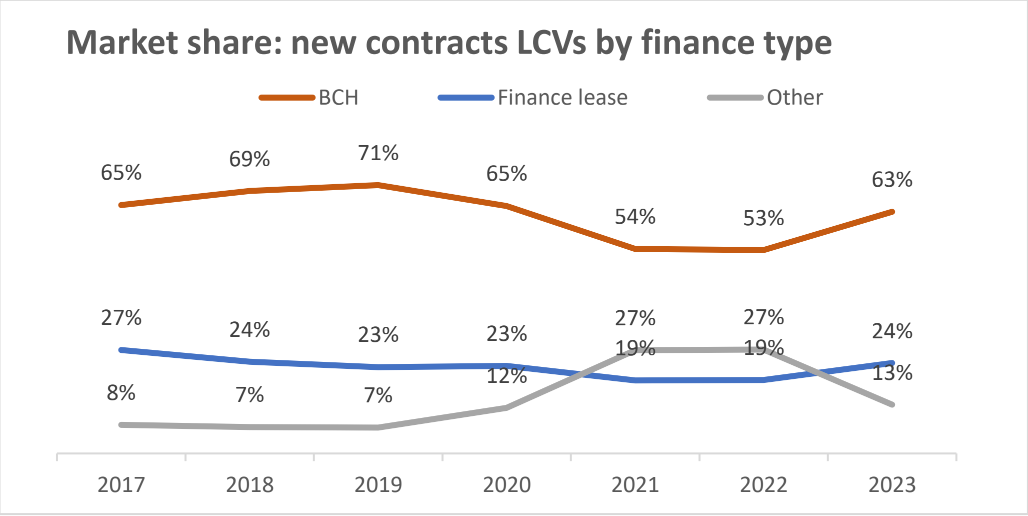
LCVs on fleet	2017	2018	2019	2020	2021	2022	2023
Business fleet	**78,937**	**87,716**	**96,968**	**97,234**	**96,583**	**94,828**	**91,566**
BCH	48,942	55,576	64,620	65,126	68,479	66,945	62,838
Finance lease	27,274	29,277	29,694	29,484	26,425	26,472	27,288
Subscription	0	0	0	0	0	0	0
Business other*	2,721	2,863	2,654	2,624	1,679	1,411	1,359
Fleet management	0	0	0	0	129	122	81
Consumer fleet	**2,348**	**3,248**	**3,862**	**3,932**	**5,856**	**6,284**	**5,829**
PCH	2,334	3,245	3,852	3,928	5,844	6,278	5,826
Salary sacrifice	0	0	0	0	0	0	0
Personal other*	14	3	10	4	12	6	3
ALL	**81,284**	**90,964**	**100,830**	**101,166**	**102,568**	**101,234**	**97,395**



LCVs: New contracts	2017	2018	2019	2020	2021	2022	2023
Business fleet	**26,869**	**24,861**	**27,871**	**23,206**	**23,441**	**20,234**	**15,541**
BCH	18,378	17,929	20,635	16,717	16,945	13,787	11,118
Finance lease	7,652	6,264	6,640	5,903	6,055	6,139	4,156
Subscription	0	0	0	0	0	0	0
Business other*	839	668	596	586	441	308	252
Fleet management	0	0	0	0	9	2	15
Consumer fleet	**1,284**	**1,139**	**1,397**	**2,493**	**8,098**	**4,833**	**1,972**
PCH	1,282	1,138	1,393	2,491	8,097	4,833	1,972
Salary sacrifice	0	0	0	0	0	0	0
Personal other*	2	1	4	2	1	0	0
ALL	**28,152**	**25,999**	**29,268**	**25,699**	**31,546**	**25,069**	**17,513**



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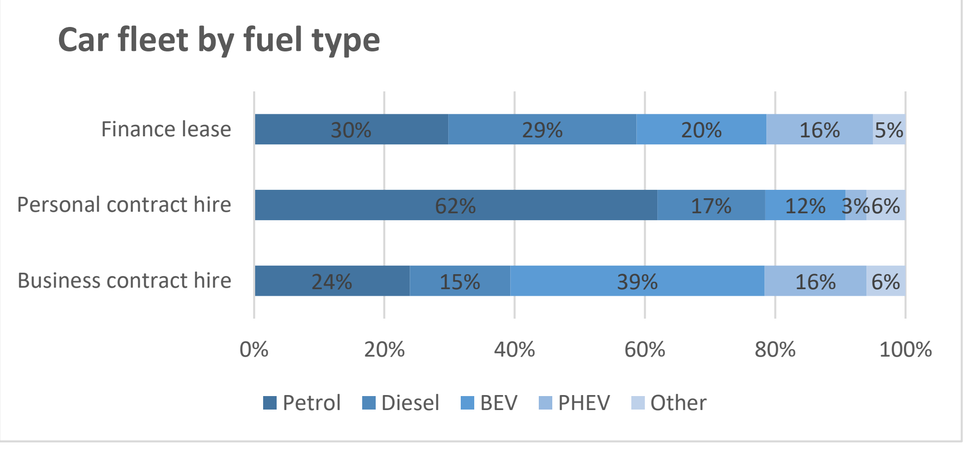
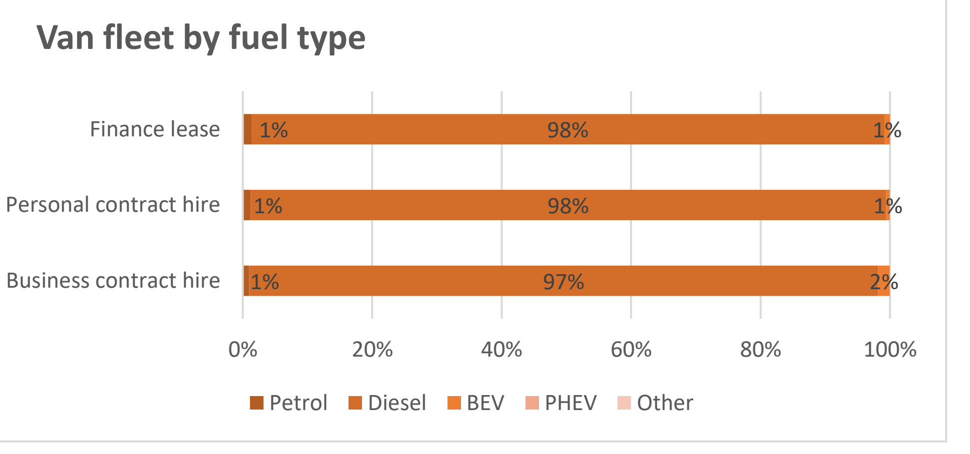
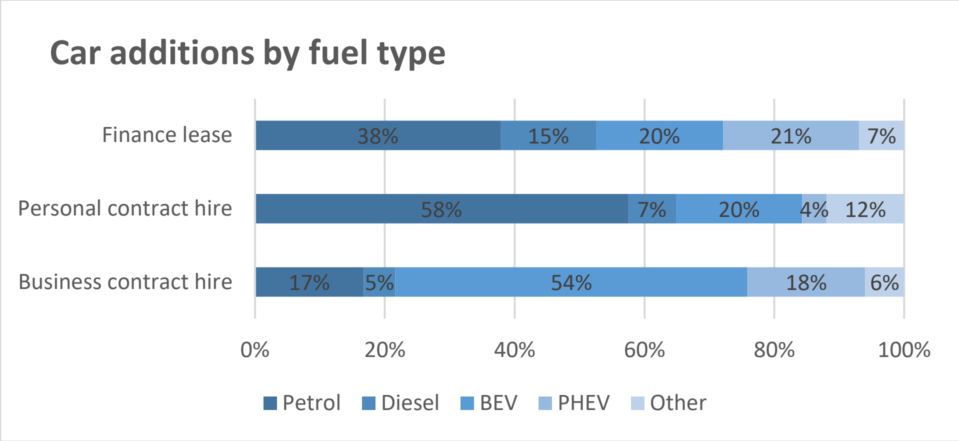
FUEL TYPE

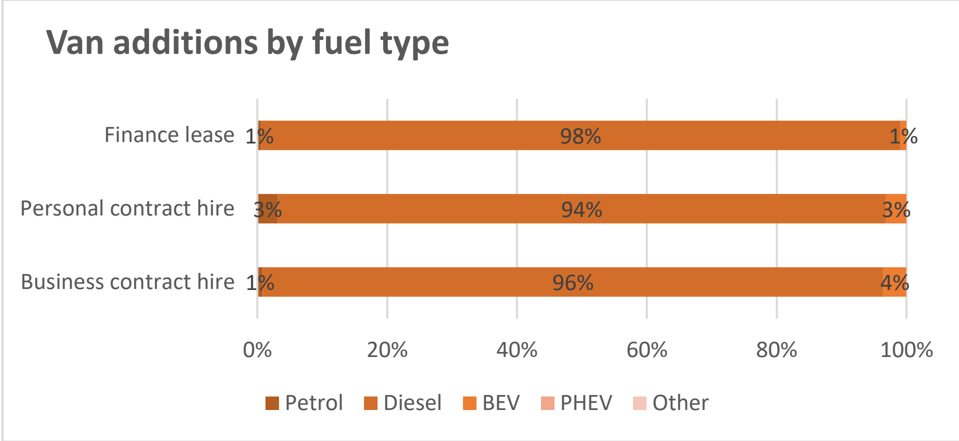
Cars by fuel type: 24% of the BVRLA broker car fleet is BEV up from 19% in the year to December 2022. 39% of the BCH car fleet is BEV with a further 16% being plugin hybrids. This means that currently more than 50% of the BCH fleet are plug in cars. For PCH cars petrol is still the fuel of choice with just 15% being plugins. For fleet additions almost three quarters of BCH contracts are for plugin cars with 54% being BEVs. There is some evidence of EV adoption in the personal sector with 20% of PCH additions being BEV cars although this is lower than seen in December.

Vans by fuel type: The van fleet is still universally fuelled by diesel engines.









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