



Bi-annual leasing broker survey December 2020 Summary

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July to December 2020

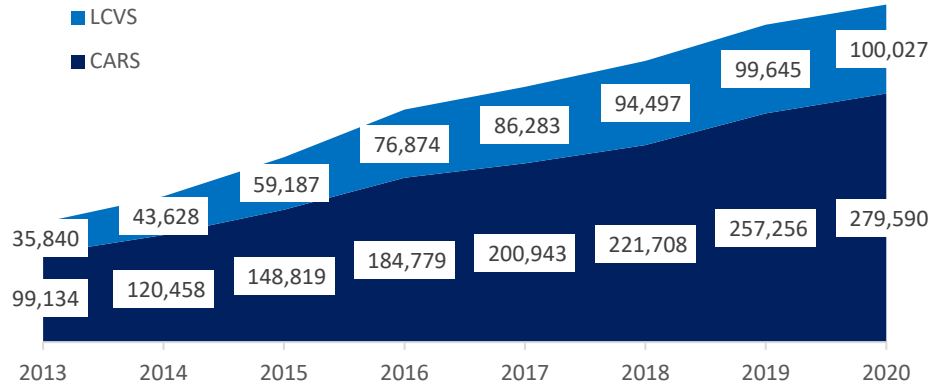
LEASING BROKER / SMALL FLEET H2 2020

- The BVRLA broker channel fleet grew by 6% to 379,617 compared to the end of 2019.
- The total vehicle fleet size reached a new record in 2020 and is nearly three times the fleet size recorded in 2013.
- New contracts for cars were down 9.5% year-on-year, but this represents a recovery in demand compared to even greater falls during H1 2020.
- New contracts for vans fell 9.9% year-on-year.

| Key Findings (Cars) | Vans |
|---|---|
| <ul style="list-style-type: none"> • New contracts for PCH were double those of BCH, but demand for both fell in 2020. • The PCH car fleet share hit a new high in 2020; BCH a new low. | <ul style="list-style-type: none"> • After faltering in H1 2020, the van sector returned to growth at the end of H2 2020, as PCH demand drove orders. • The total LCV fleet has reached more than 100,000 vehicles for the first time, nearly triple its 2013 size. • While the proportion of BCH on the overall fleet reached a new high, its share of new contracts stabilised in 2020 as PCH demand rose. |

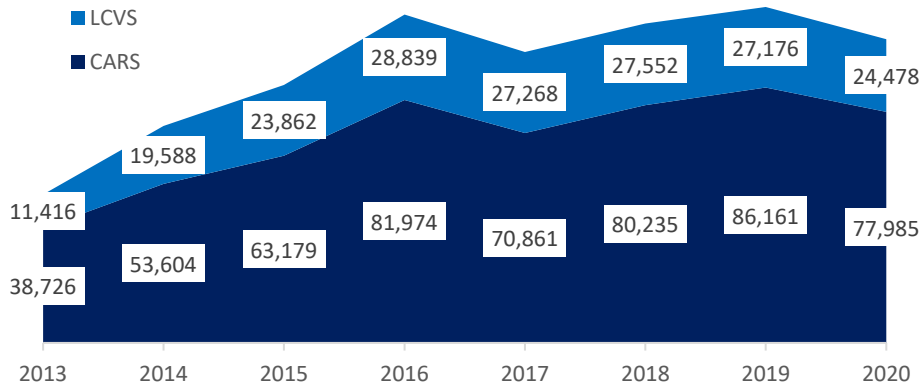
* In 2019 approximately 1/3 of the increase to the total broker fleet was due to business reorganisation and 2/3 due to market growth.

Vehicles on fleet



| Vehicles on fleet | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|-------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| CARS | 99,134 | 120,458 | 148,819 | 184,779 | 200,943 | 221,708 | 257,256 | 279,590 |
| LCVs | 35,840 | 43,628 | 59,187 | 76,874 | 86,283 | 94,497 | 99,645 | 100,027 |
| ALL | 134,974 | 164,086 | 208,006 | 261,653 | 287,226 | 316,205 | 356,901 | 379,617 |

New contracts

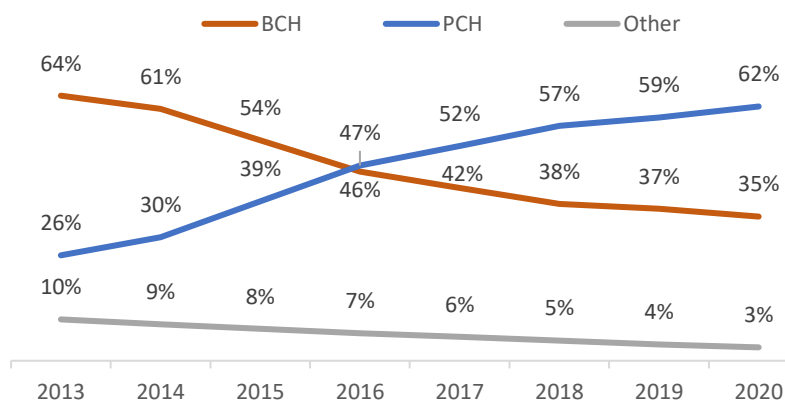


| New contracts | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|---------------|---------------|---------------|----------------|---------------|----------------|----------------|----------------|
| CARS | 38,726 | 53,604 | 63,179 | 81,974 | 70,861 | 80,235 | 86,161 | 77,985 |
| LCVs | 11,416 | 19,588 | 23,862 | 28,839 | 27,268 | 27,552 | 27,176 | 24,478 |
| ALL | 50,142 | 73,192 | 87,046 | 110,813 | 98,129 | 107,787 | 113,338 | 102,463 |

| Net additions | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| CARS | 8,427 | 21,324 | 28,361 | 35,960 | 16,164 | 20,765 | 35,548 | 22,335 |
| LCVs | 3,329 | 7,788 | 15,559 | 17,687 | 9,409 | 8,214 | 5,148 | 382 |
| ALL | 11,756 | 29,112 | 43,920 | 53,647 | 25,573 | 28,979 | 40,696 | 22,717 |

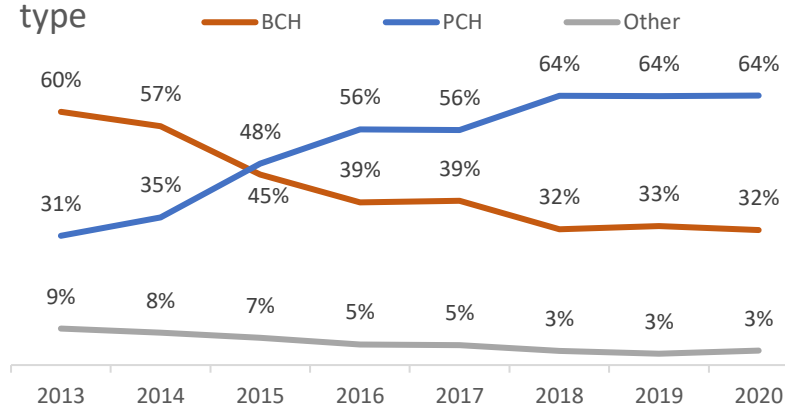
| Cars on fleet | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| BCH | 63,803 | 73,683 | 79,709 | 84,841 | 84,388 | 84,404 | 95,047 | 97,878 |
| Finance lease | 3,755 | 4,183 | 4,445 | 4,863 | 4,616 | 4,134 | 3,789 | 3,092 |
| Business other* | 567 | 604 | 641 | 675 | 610 | 500 | 519 | 1,157 |
| BUSINESS ALL | 68,125 | 78,470 | 84,795 | 90,379 | 89,614 | 89,038 | 99,355 | 102,127 |
| PCH | 25,381 | 36,111 | 57,572 | 87,619 | 104,828 | 126,451 | 151,979 | 172,620 |
| Personal other* | 5,628 | 5,877 | 6,452 | 6,781 | 6,501 | 6,219 | 5,922 | 4,843 |
| PERSONAL ALL | 31,009 | 41,988 | 64,024 | 94,400 | 111,329 | 132,670 | 157,901 | 177,463 |
| ALL | 99,134 | 120,458 | 148,819 | 184,779 | 200,943 | 221,708 | 257,256 | 279,590 |

Market share: cars on fleet by finance type



| Cars: New contracts | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| BCH | 23,403 | 30,562 | 28,706 | 31,808 | 27,761 | 26,235 | 28,550 | 25,126 |
| Finance lease | 1,162 | 1,706 | 1,585 | 1,489 | 1,198 | 857 | 768 | 698 |
| Business other* | 182 | 224 | 222 | 277 | 127 | 108 | 96 | 671 |
| BUSINESS ALL | 24,747 | 32,492 | 30,513 | 33,574 | 29,086 | 27,200 | 29,414 | 26,495 |
| PCH | 11,948 | 18,898 | 30,363 | 46,121 | 39,740 | 51,292 | 55,275 | 50,158 |
| Personal other* | 2,031 | 2,214 | 2,303 | 2,279 | 2,035 | 1,743 | 1,472 | 1,333 |
| PERSONAL ALL | 13,979 | 21,112 | 32,666 | 48,400 | 41,775 | 53,035 | 56,747 | 51,491 |
| ALL | 38,726 | 53,604 | 63,179 | 81,974 | 70,861 | 80,235 | 86,161 | 77,985 |

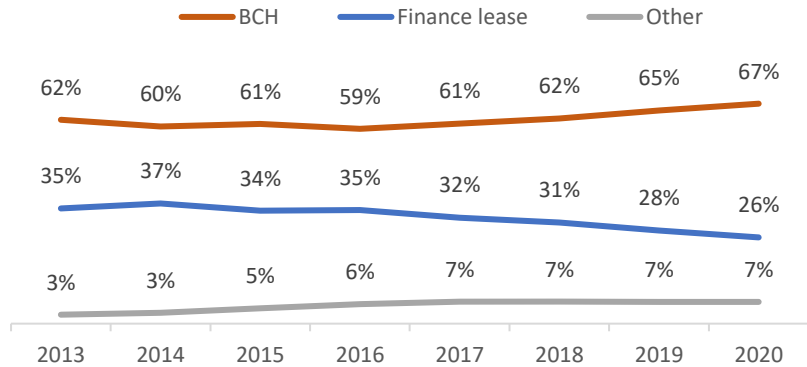
Market share: new contracts cars by finance type



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

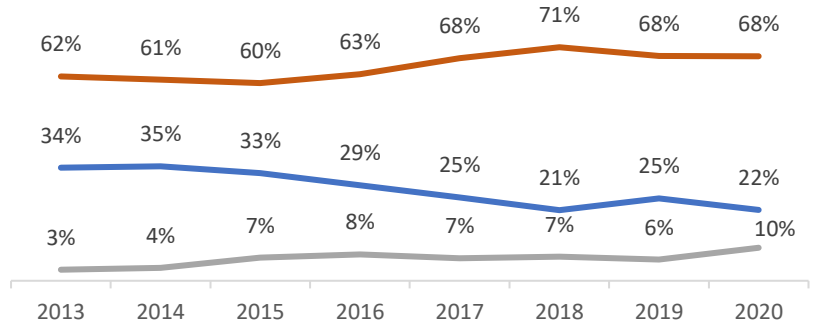
| LCVs on fleet | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| BCH | 22,269 | 26,219 | 36,030 | 45,653 | 52,603 | 59,050 | 64,366 | 65,126 |
| Finance lease | 12,593 | 15,981 | 20,367 | 26,643 | 27,901 | 29,124 | 28,698 | 29,484 |
| Business other* | 809 | 1,099 | 1,908 | 2,609 | 2,833 | 2,704 | 2,633 | 2,624 |
| BUSINESS ALL | 35,671 | 43,299 | 58,305 | 74,905 | 83,337 | 90,878 | 95,697 | 97,234 |
| PCH | 124 | 303 | 864 | 1,953 | 2,935 | 3,606 | 3,944 | 3,928 |
| Personal other* | 45 | 26 | 18 | 16 | 11 | 13 | 4 | 4 |
| PERSONAL ALL | 169 | 329 | 882 | 1,969 | 2,946 | 3,619 | 3,948 | 3,932 |
| ALL | 35,840 | 43,628 | 59,187 | 76,874 | 86,283 | 94,497 | 99,645 | 101,166 |

Market share: LCVs on fleet by finance type



| LCVs: New contracts | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| BCH | 7,102 | 11,992 | 14,366 | 18,131 | 18,488 | 19,593 | 18,606 | 16,731 |
| Finance lease | 3,929 | 6,827 | 7,817 | 8,383 | 6,921 | 5,923 | 6,814 | 5,287 |
| Business other* | 288 | 554 | 1,042 | 995 | 682 | 630 | 587 | 548 |
| BUSINESS ALL | 11,319 | 19,373 | 23,225 | 27,509 | 26,091 | 26,146 | 26,007 | 22,567 |
| PCH | 83 | 201 | 608 | 1,327 | 1,177 | 1,404 | 1,165 | 1,910 |
| Personal other* | 14 | 14 | 29 | 3 | 0 | 2 | 4 | 2 |
| PERSONAL ALL | 97 | 215 | 637 | 1,330 | 1,177 | 1,406 | 1,169 | 1,912 |
| ALL | 11,416 | 19,588 | 23,862 | 28,839 | 27,268 | 27,552 | 27,176 | 24,478 |

Market share: new contracts LCVs by finance type



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