



Bi-annual leasing broker survey

June 2019

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June 2019

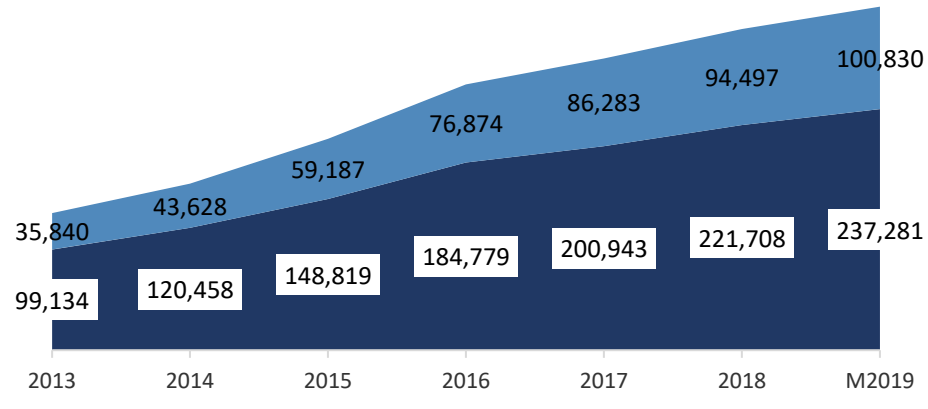
LEASING BROKER / SMALL FLEET 2019 H1

- The BVRLA broker channel fleet grew by 12% compared to H1 2018 – and by 2% on H2 2018.
- This growth is almost entirely due to growth in personal contract hire (PCH) for cars (+23%) and business contract hire (BCH) for vans (+16%).
- The number of non-PCH contracts for cars remain unchanged. Non-BCH contracts rose for vans rose by 2%

Key Findings (Cars)	Vans
<ul style="list-style-type: none"> • 57% of the BVRLA broker channel fleet and 65% of new contracts are PCH. PCH grew by 23% year on year. • 38% of the BVRLA broker channel fleet are business contract hire, and 33% new contracts are business contract hire. BCH grew by 1% year on year. 	<ul style="list-style-type: none"> • 64% of the BVRLA broker channel fleet, and 71% of new contracts are BCH. BCH grew by 16% year on year. • 29% of the BVRLA broker channel fleet are finance leases. Finance leases grew by 1% year on year.

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. This is only relevant in the first half report in each year. In all cases where a moving annual total is used rather than a calendar year, the prefix M will be used.

Vehicles on fleet



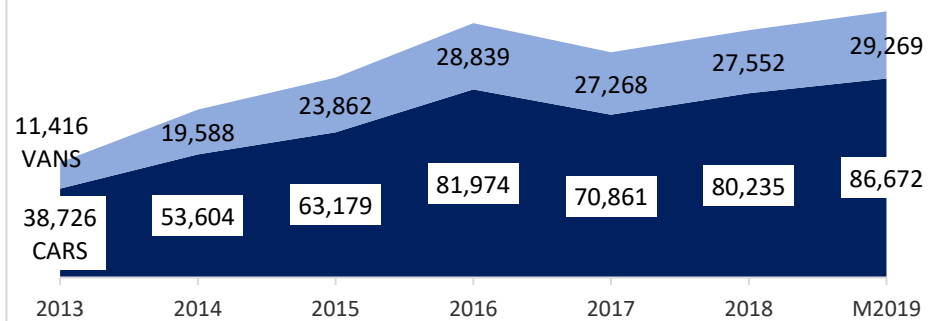
Total vehicles on fleet

	2013	2014	2015	2016	2017	2018	M2019
Vehicles on fleet	134,974	164,086	208,006	261,653	287,226	316,205	338,111

Total new vehicle contracts

	2013	2014	2015	2016	2017	2018	M2019
New Contracts	50,142	73,192	87,041	110,813	98,129	107,787	115,941

New contracts



Net vehicle additions to fleet

	2013	2014	2015	2016	2017	2018	M2019*
Car net additions	8,427	21,324	28,361	35,960	16,164	20,765	25,833
Van net additions	3,329	7,788	15,559	17,687	9,409	8,214	9,866
Total net additions	11,756	29,112	43,920	53,647	25,573	28,979	35,699

* Net additions taken from end H1 2018 to end H1 2019

Leasing Broker / Small Fleet Survey

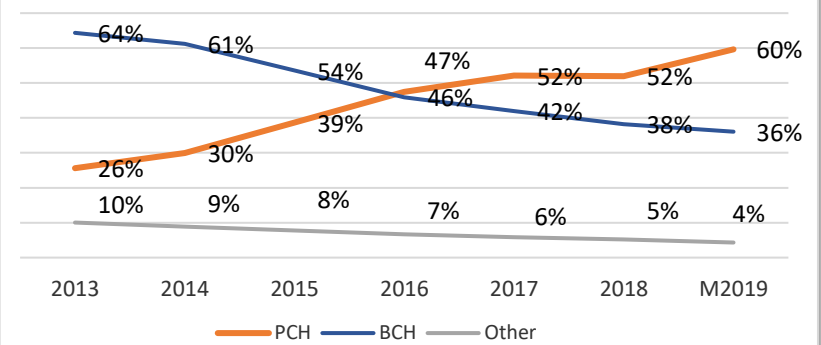
CARS: TOTAL ON CONTRACT

	2013	2014	2015	2016	2017	2018	M2019
PCH	25,381	36,111	57,572	87,619	104,828	126,451	141,491
BCH	63,803	73,683	79,709	84,841	84,388	84,404	85,545
HP/PCP	5,628	5,877	6,452	6,779	6,501	6,219	5,937
Finance Lease	3,755	4,183	4,445	4,863	4,616	4,134	3,789
Contract Purchase	372	393	452	505	474	389	408
Lease Purchase	0	0	125	105	72	48	50
Credit Hire	195	211	64	67	64	63	61
TOTAL	99,134	120,458	148,819	184,779	200,943	221,708	237,281

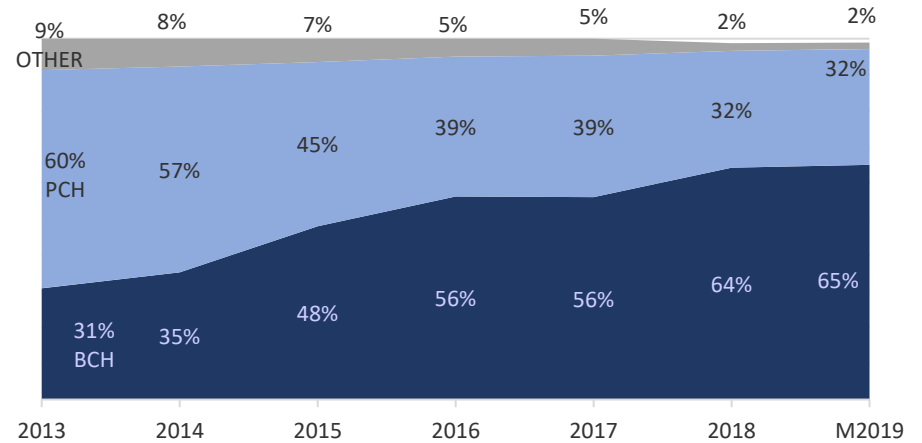
CARS: NEW CONTRACTS

	2013	2014	2015	2016	2017	2018	M2019
PCH	11,948	18,898	30,363	46,121	39,740	51,292	56,369
BCH	23,403	30,562	28,706	31,808	27,761	26,235	27,811
HP/PCP	2,031	2,214	2,303	2,279	2,035	1,743	1,573
Finance Lease	1,162	1,706	1,585	1,489	1,198	857	834
Contract Purchase	113	139	167	229	96	72	57
Lease Purchase	53	62	30	29	12	16	21
Credit Hire	16	23	25	19	19	20	7
TOTAL	38,726	53,604	63,179	81,974	70,861	80,235	86,672

Cars: total on contract market share by finance product



New Contract Cars: market share by product



Leasing Broker / Small Fleet Survey

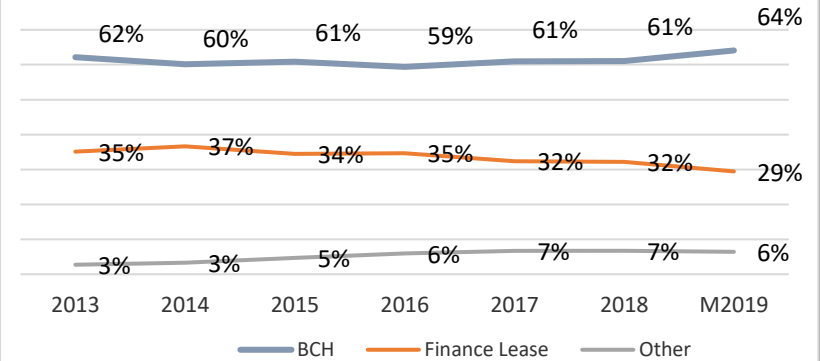
LCVs: TOTAL ON CONTRACT

	2013	2014	2015	2016	2017	2018	M2019
BCH	22,269	26,219	36,030	45,653	52,603	59,050	64,620
Finance Lease	12,593	15,981	20,367	26,643	27,901	29,124	29,694
Contract Purchase	145	280	792	1,264	1,466	1,397	1,372
HP/PCP Lease	45	26	18	16	11	13	10
Purchase	664	819	1,116	1,345	1,367	1,307	1,282
PCH	124	303	864	1,953	2,935	3,606	3,852
TOTAL	35,840	43,628	59,187	76,874	86,283	94,497	100,830

LCVs: NEW CONTRACTS

	2013	2014	2015	2016	2017	2018	M2019
BCH	7,102	11,992	14,366	18,131	18,488	19,593	20,635
Finance Lease	3,929	6,827	7,817	8,383	6,921	5,923	6,640
Contract Purchase	53	173	563	551	353	291	249
HP/PCP Lease	14	14	29	3	0	4	4
Purchase	235	381	479	444	329	337	348
PCH	83	201	608	1,327	1,177	1,404	1,393
TOTAL	11,416	19,588	23,862	28,839	27,268	27,552	29,269

LCVs: total on contract market share by finance product



LCVs: new contracts market share by finance product

