

# Vehicle leasing figures 2016



vereniging van nederlandse  
autoleasemaatschappijen

## Content

1. Size of leased fleet and market share VNA	3
2. New registrations lease	3
3. Developments passenger cars for business use	4
4. Total leased passenger cars and leased light commercial vehicles in the Netherlands	5
5. Top 10 leasing companies in the Netherlands	6
6. Term of lease contracts	6
7. Annual kilometres lease contracts	8
8. Private lease	9
9. Average age of leased fleets	13
10. Company car taxable benefit category	14
11. CO <sub>2</sub> emissions	15
12. Contract types	16
13. Top 10 new leased vehicles	19
14. Lease package components	21
15. Number of employees leasing companies	22

## Composition: VNA

#623145

This report is an extended version of the infographics at [www.vna-lease.nl/feiten-cijfers](http://www.vna-lease.nl/feiten-cijfers). This publication was made possible with the cooperation of BOVAG Research, the central agency for mobility information (RDC | CBMI) and the VNA members.

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## 1. Size of leased fleet and market share VNA

### Key outcomes

- It is estimated that the number of leased vehicles in use in the Netherlands is around 798,000.
- Of these, 719,400 (90%) are owned or managed by leasing companies who are members of the VNA.

Source: RDC, VNA

### Explanation

Based on data from the Dutch Vehicle Approval authority (RDW), RDC<sup>1</sup> reports a total of 712,778 leased vehicles in the Netherlands, of which 560,122 are registered on the leasing company and 152,656 are registered in RTL<sup>2</sup>. RDC does not recognise all lease cars as such. For that reason, the VNA has added to the RDC total an estimated number of vehicles owned or managed by a leasing company which are registered on the *lessee* and which have *not* been registered in RTL with a vehicle obligation. This concerns 81,000 to 89,000 vehicles. The Dutch leasing market as at year-end 2016 was estimated by the VNA at 794,000 to 802,000 passenger cars and light commercial vehicles. The VNA uses a market total of 798,000 vehicles as a middle estimate for calculating.

In this report, the RDC figures for leased vehicles are always the total of those vehicles registered on the leasing company and those in RTL.

## 2. New registrations lease

### Key outcomes

- More than 45 percent of the passenger cars and light commercial vehicles newly purchased in the Netherlands in 2016 (206,100 out of 453,200) were leased vehicles.
- More than 42 percent (189,600 of the 453,200) are managed by VNA members.
- Of all newly-bought lease passenger cars and light commercial vehicles in the Netherlands, an estimated 92% (189,600 of the 206,100) are bought and used as leased vehicles owned or managed by one of the leasing companies affiliated with the VNA.

Source: RDC, VNA

### Explanation

In 2016, 453,223 new vehicles were registered in the Netherlands of which, according to the RDC, 167,991 were at leasing companies or in RTL. The VNA has added to the RDC total an estimated number of new vehicles owned or managed by a leasing company which are registered on the *lessee*, and which have *not* been registered in RTL with a vehicle obligation. This concerns approximately 38,000 cars. The number of newly leased vehicles in 2016 was estimated by the VNA at 206,100 passenger cars and light commercial vehicles.

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<sup>1</sup> RDC is a supplier of automotive registration data

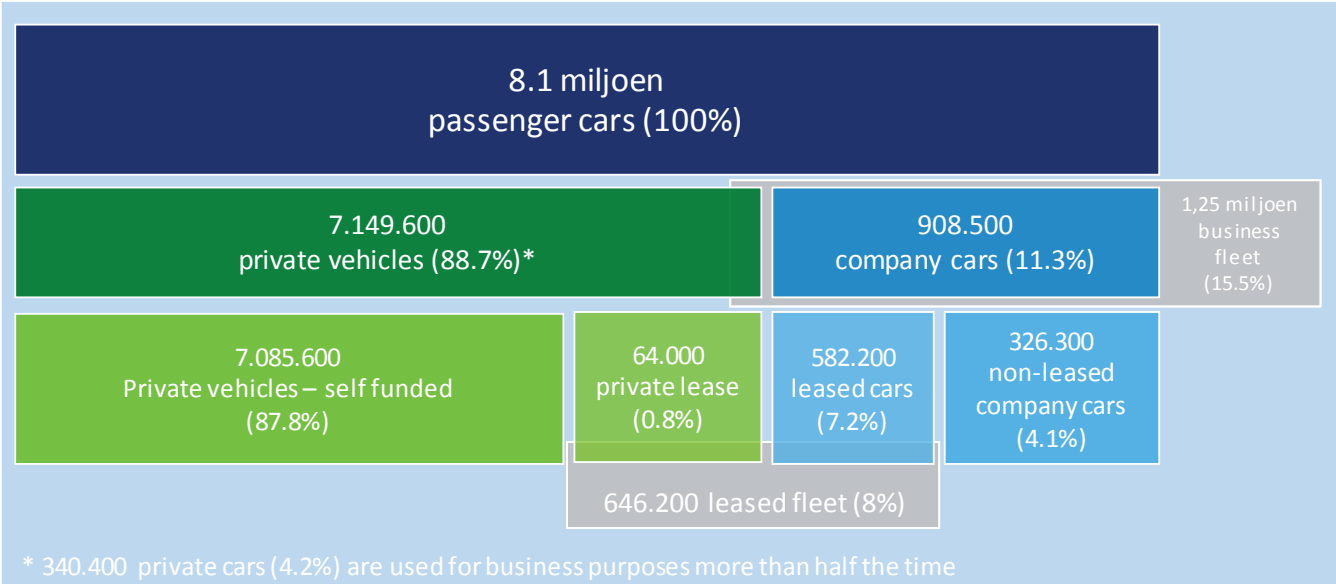
<sup>2</sup> RTL (Registratie Tenaamstelling Leasemaatschappij) is a type of vehicle registration for the variation in which the leased vehicles formally is being registered on lessees name but is owned by the lessor.

### 3. Developments passenger cars for business use

**Key outcomes**

- 8.06 million passenger cars are registered in the Netherlands.
- Of those, 582,200 (7.2 percent) are leased by a legal entity.
- 326,300 vehicles (4.1 percent) are non-leased company cars: *small business or fleet owner*.
- Together, the total of 908,500 vehicles constitute the Dutch '*company car fleet*': 11.3% of all passenger cars.
- 7.15 million passenger cars are private vehicles, 88.7 percent of the total.
- Of those private vehicles, roughly 64,000 (0.8% of the total) are registered as private lease.
- Together, company and private lease cars constitute 8 percent of the passenger car fleet on the road.
- Of private cars, an estimated 340,400 are used for business purposes for more than half the number of kilometres.
- The business vehicle fleet comprises 1.25 million passenger cars registered on companies, company lease cars and leased or non-leased passenger cars that are used more than half the mileage for business purposes. Collectively, they make up 15.5 percent of the overall passenger car fleet.

**Figure 1: total of 8% of all vehicles are leased vehicles**



**Explanation**

The overall fleet is the active fleet, i.e. only vehicles in car companies’ operational stock. The total number of lease vehicles is an estimation as presented in paragraph 1. The number of private vehicles used for business purposes more than half of the mileage is an extrapolation based on a measurement performed in 2010.

## 4. Total leased passenger cars and leased light commercial vehicles in the Netherlands

### Key outcomes

- Leased vehicles constitute 8.9 percent of the total number of passenger cars and light commercial vehicles in the Netherlands. That is one in eleven vehicles.
- Of all passenger cars, 8.0 percent are leased vehicles: 1 in 12.5 vehicles.
- Of all light commercial vehicles, 17.5 percent are leased vehicles. 1 in 6 vehicles

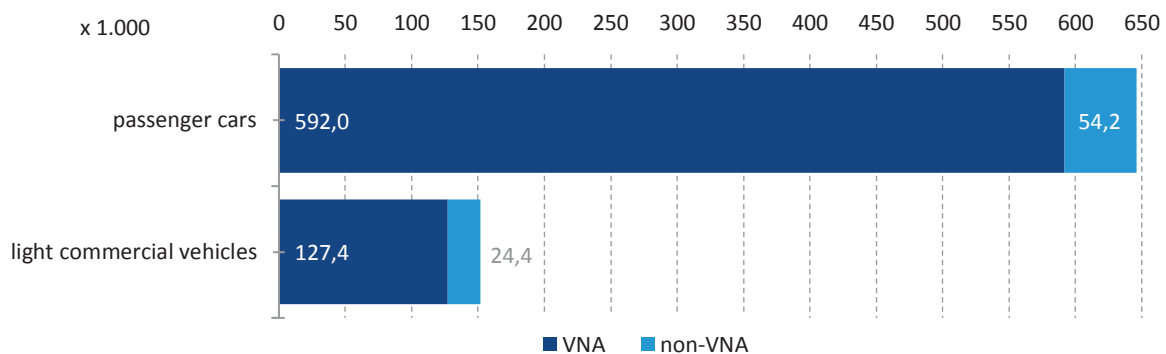
Table 1: Dutch leased vehicle fleet 2015-2016

	passenger cars		light commercial vehicles		total	
	total NL	VNA	total NL	VNA	total NL	VNA
2016	646,200	592,000	151,800	127,400	798,000	719,400
2015	614,700	568,900	140,300	132,200	755,000	701,100
growth/shrinkage compared to 2015*	+31,600	+23,100	+11,400	-4,800	+43,000	+18,100
% growth/shrinkage compared to 2015*	+5.1%	+4.1%	+8.2%	-3.7%	+5.7%	+2.6%
fleet share The Netherlands	8.0%	7.3%	17.5%	14.7%	8.9%	8.1%

\*Growth figures are based on the underlying values, without rounding up.

Source: RDC, VNA

Figure 1: Number of leased vehicles in the Netherlands



Source: VNA, RDC

### Explanation

See paragraph 1 for an explanation of how the total number of leased vehicles is determined.

## 5. Top 10 largest vehicle leasing companies in the Netherlands

- ALD Automotive
- Alphabet Netherlands
- Arval
- Athlon Car Lease Netherlands
- BMW Group Financial Services
- International Car Lease Holding
- LeasePlan Netherlands
- Mercedes-Benz Financial Services
- Terberg Leasing
- Volkswagen Pon Financial Services

Source: VNA

### Explanation

The size has been measured in terms of the (estimated) number of vehicles in lease and fleet management as at 31 December 2016. The audit is alphabetical, not by size.

## 6. Period lease contract

### Key outcomes

- The average theoretical period of all current lease contracts is 46.9 months for passenger cars and 55.4 months for light commercial vehicles.
- For newly-signed lease contracts in 2016, the average theoretical period is lower than for the fleet as a whole: 42.5 months for passenger cars, 49.7 months for light commercial vehicles.
- The average theoretical period for new contracts is 2 weeks shorter than in 2015 for passenger cars and just over a month longer for light commercial vehicles.
- The actual period of terminated contracts is lower than the theoretical term for all contracts: 38.3 months for passenger cars, 46.8 months for light commercial vehicles.

Table 2: Contractual period

	passenger cars		light commercial vehicles	
annual averages	2016	2015	2016	2015
theoretical, all contracts	46.9	46.6	55.4	54.9
theoretical, new contracts	42.5	43.1	49.7	48.6
actual, terminated contracts	38.3	37.4	46.8	47.0
change compared to 2015	absolute	percentage*	absolute	percentage*
theoretical, all contracts	+0.3	+0.6%	+0.5	+0.9%
theoretical, new contracts	-0.6	-1.4%	+1.2	+2.4%
actual, terminated contracts	+1.0	+2.6%	-0.2	-0.4%

\*Percentage of change is based on the underlying values *without being rounded up*.

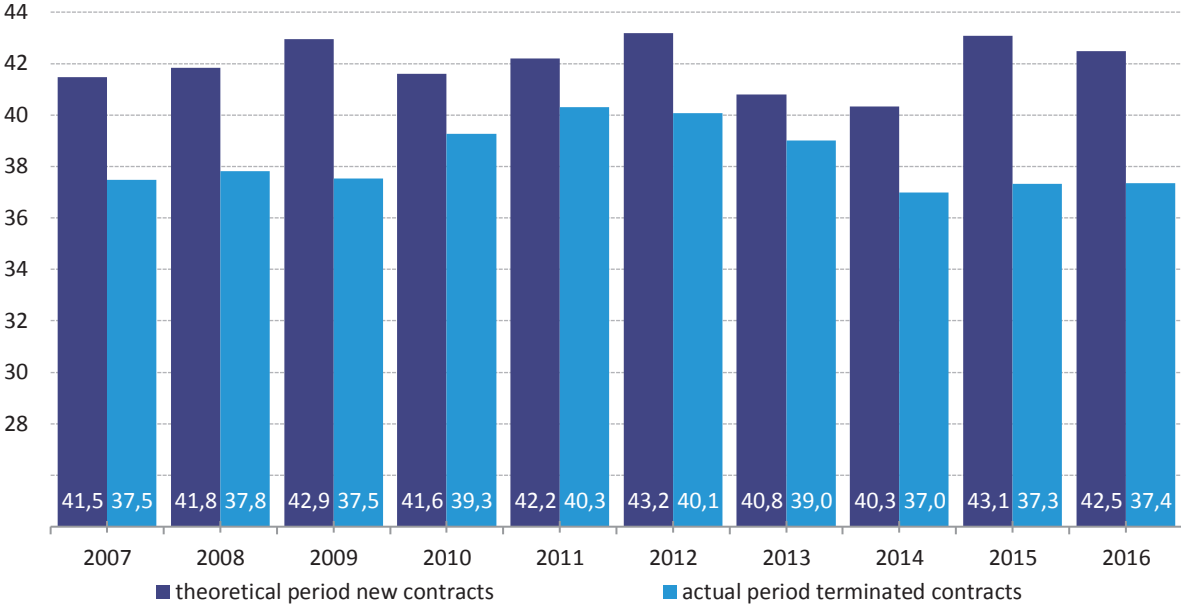
Source: VNA

### Explanation

The average periods are calculated on the basis of contracts of leasing companies who were VNA members in 2015 and 2016. The values for 2015 deviate slightly from the 2015 results in the report vehicle Leasing Market in Figures 2015 which were based on those companies that were VNA members in both 2014 and 2015. In the figures, the period from the original research year is used.

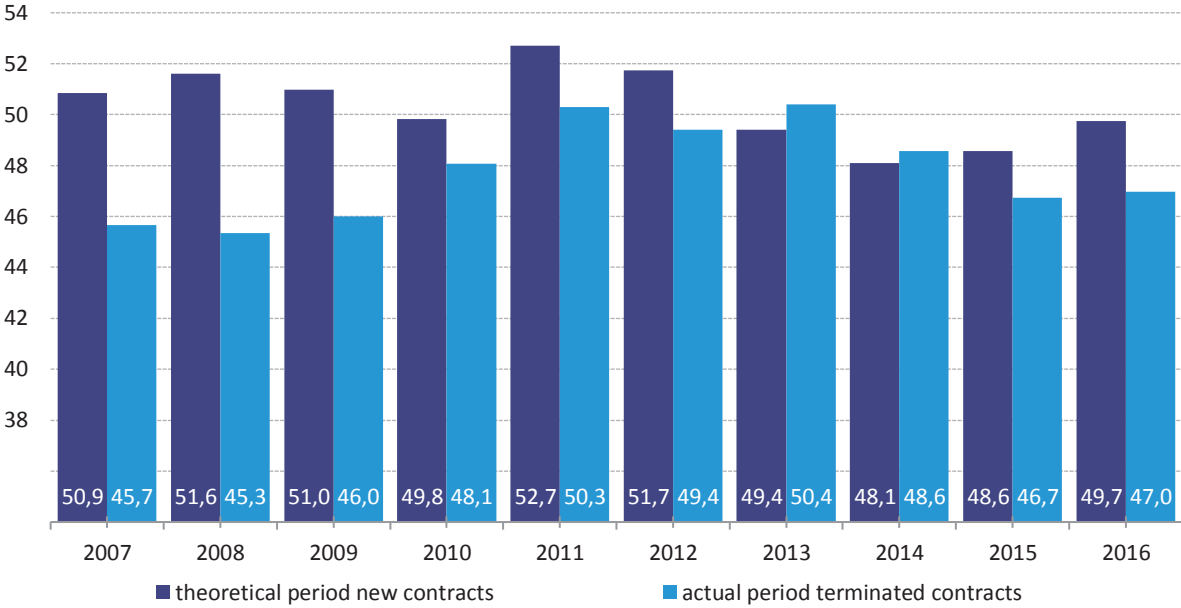


**Figure 2: Average period passenger car lease contracts**



Source: VNA

**Figure 3: Average period light commercial vehicle lease contracts**



Source: VNA

## 7. Annual mileage lease contracts

### Key outcomes

- For newly-signed lease contracts, the pre-estimated annual use for passenger cars is an average of 27,700 kilometres. For light commercial vehicles it is 23,300 km.
- The estimated annual use for newly-signed lease contracts in 2016 is significantly lower than it was in 2015, for both passenger cars and light commercial vehicles.
- The actual annual usage in case of terminated passenger car contracts is over 33,200 kilometres. This is one percentage point lower than in 2015.
- In case of light commercial vehicles the actual annual usage for terminated contracts is lower than for passenger cars: 30,500 kilometres. This is 8.6 percent higher than in 2015.

**Table 3: Annual mileage**

annual averages	passenger cars		light commercial vehicles	
	2016	2015	2016	2015
theoretical, new contracts	27,700	31,300	23,300	31,100
actual, terminated contracts	33,200	33,600	30,500	28,100
change compared to 2015	absolute*	percentage*	absolute*	percentage*
theoretical, new contracts	-3,600	-11.5%	-7,800	-25.2%
actual, terminated contracts	-400	-1.1%	+2,400	+8.6%

\* Change is based on the underlying values *without being rounded up*.

Source: VNA

### Explanation

The average number of kilometres are calculated on the basis of contracts of leasing companies who were VNA members in 2015 and 2016. The values for 2015 deviate from the 2015 results in the report Vehicle Leasing Market in Figures 2015 which were based on those companies that were VNA members in both 2014 and 2015.

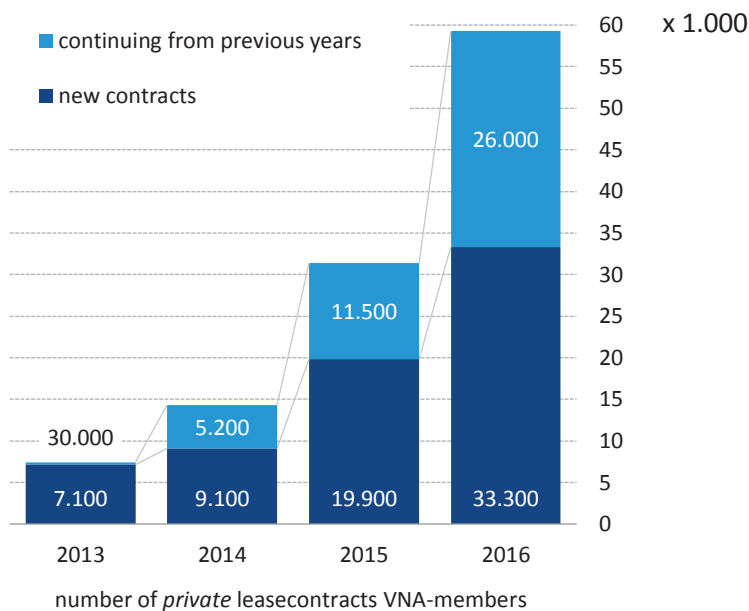


## 8. Private lease

### Key outcomes

- The number of vehicles in private lease at VNA leasing companies is growing rapidly. Since 2014, the number has almost doubled annually. In 2016, the number of private lease contracts with VNA members soared by 89% to 59,300.
- 86 percent of VNA members have private lease customers.
- Private lease makes up 10 percent of the total number of passenger cars leased by VNA leasing companies.
- 56 percent of the contracts as at 31 December (33,300 of the 59,300) were newly signed in 2016.
- The VNA puts the total number of private lease vehicles in the Netherlands at 64,000 as at 31 December 2016. That corresponds with a 78 percent growth of the total market in 2016.
- The joint market share of VNA leasing companies in the market for private lease therefore amounts to almost 92 percent.

Figure 4: Private lease almost doubles in 2016



Source: VNA

### Explanation

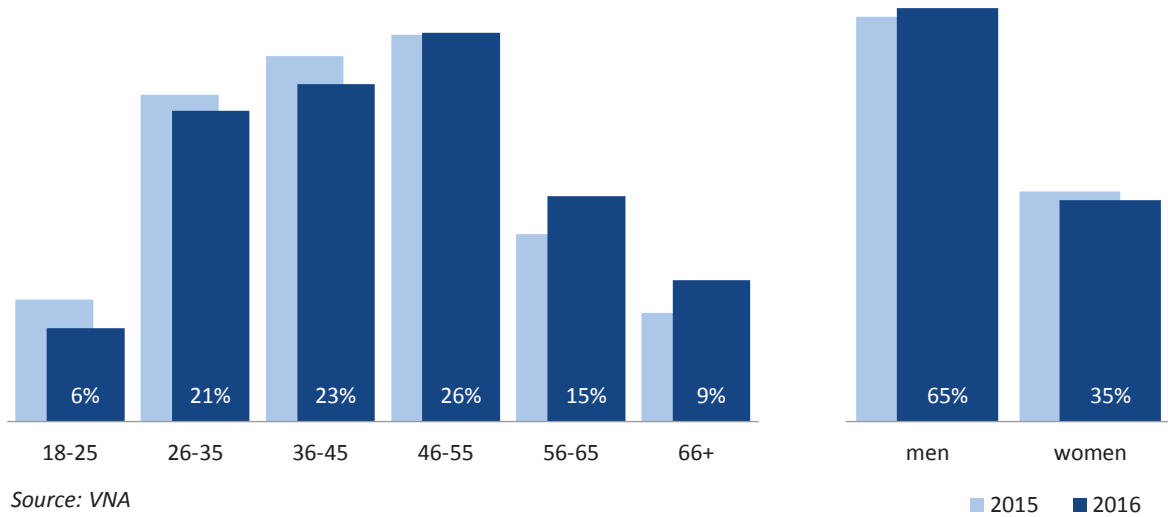
Private lease only relates to passenger cars in operational lease.

### Lease drivers, lease vehicles and lease contracts as at 31 December 2016

Private **lease drivers**, both men and women, are of all ages. Roughly one third of private lease drivers are women (figure 6). Most private lease drivers are in the 26-55 age group, but there are also substantial numbers of young and older people. Compared with 2015, the proportion of customers in the older group (56+) rose slightly in relation to younger people.

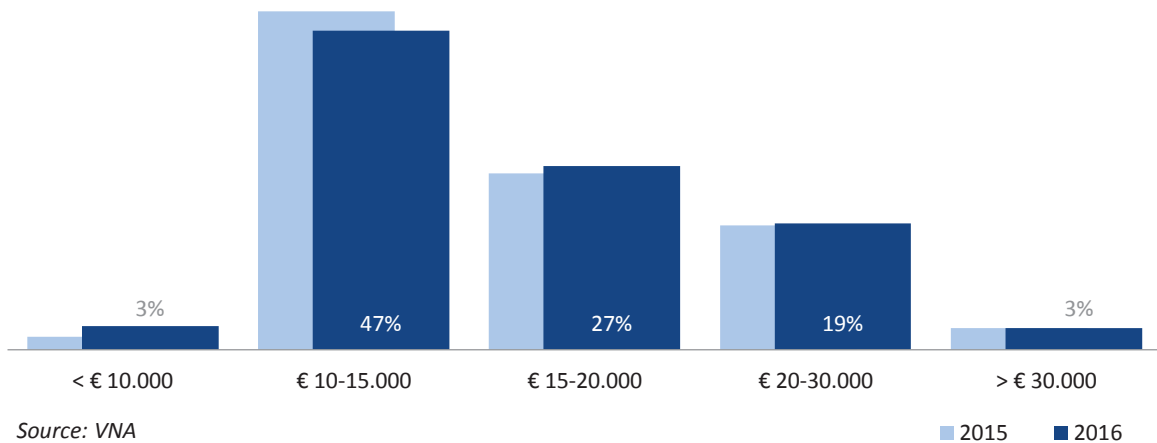
The estimated average age of private lease drivers therefore rises from 44 to 45 years.

**Figure 5: Age and gender private lease drivers**



Private **lease vehicles** are in all price categories. Almost half have a purchase value of between 10,000 and 15,000 euros (figure 7). The proportion of cheap (under 10,000 euros) and expensive (over 30,000 euros) is small. Compared with 2015, there is no significant shift in the purchase value of the private lease fleet. The estimated average purchase value is stable at around 16,800 euros.

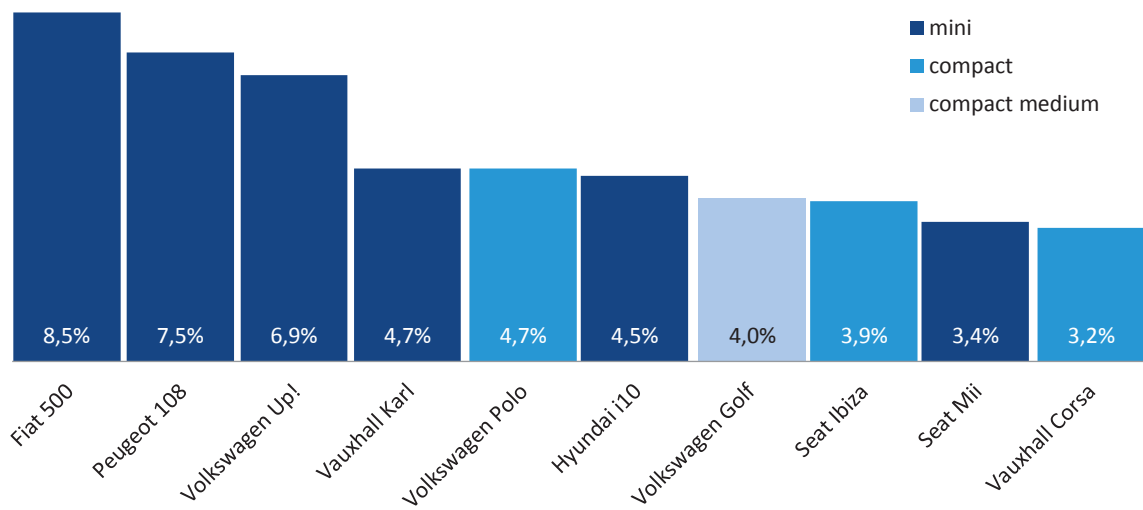
**Figure 6: Purchase value (consumer price) private lease vehicles**



Just as private lease vehicles come in all price categories, they also come in many makes and models. The 10 most popular models (see figure 8) together account for half the total private lease fleet. Of these top ten, six are in the 'mini class' (A), three in the 'compact class' (B) and one in the 'compact middle class' (C).

The *Fiat 500*, the *Peugeot 108* and the *Volkswagen up!* stand out in the list of most popular models. Together, these three account for 23 percent of the total private lease fleet. The top three is the same as in 2015, but the order is different: Last year, the *Fiat 500* was in second place and the *Volkswagen up!* number 1.

**Figure 7: Most popular private leased vehicles in 2016**

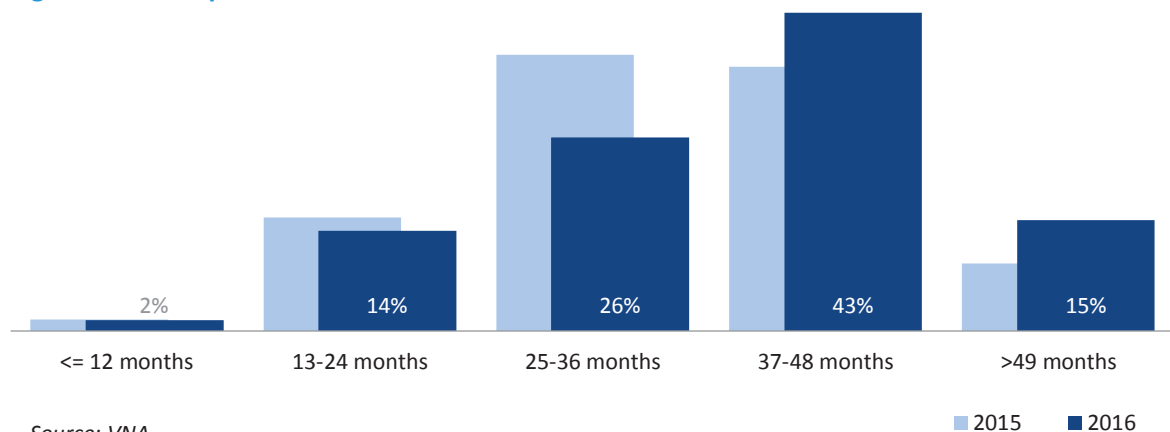


Source: VNA

Virtually all private leased vehicles (98.1 percent) are petrol vehicles. The share of other types (in descending order of numbers: diesel, electric, CNG, hybrid, LPG) is marginal.

Most private **lease contracts** have a period of between 2 and 4 years, see figure 9. There are both shorter and longer periods, but periods of a year or less (short lease) and longer than five are rare. Compared with 2015, a shift can be seen towards contracts longer than 3 years. The estimated average contract period is rising by three months.

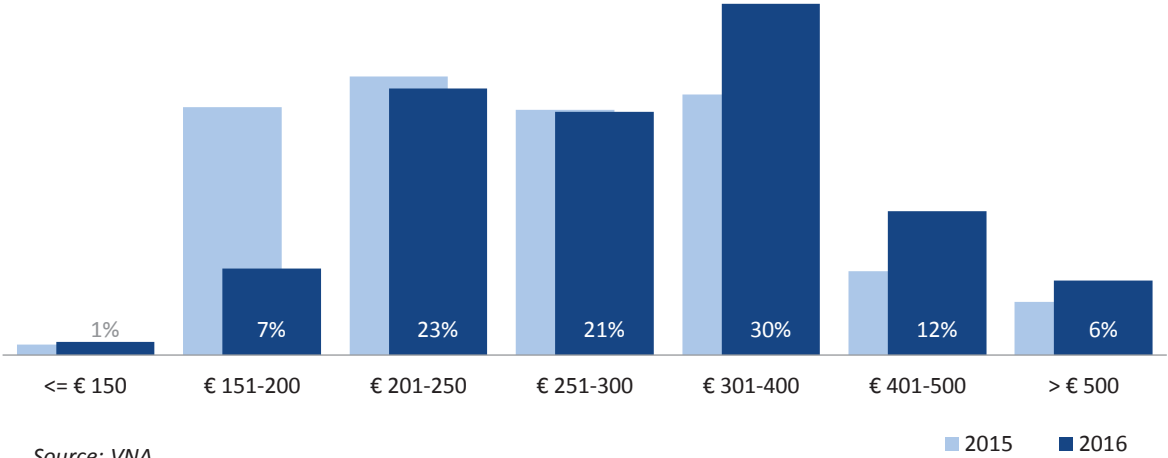
**Figure 8: Period private lease contract**



Source: VNA

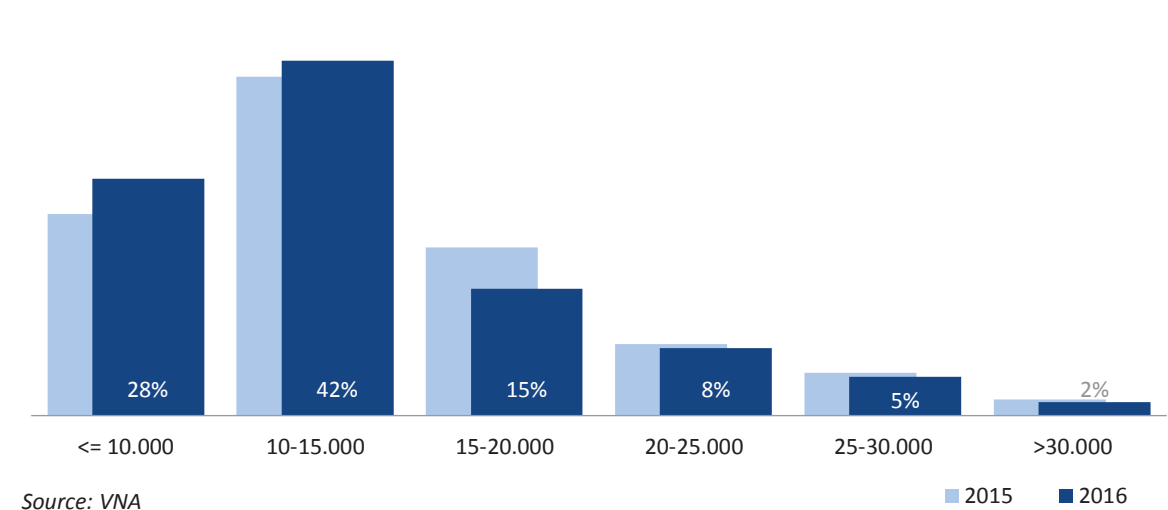
The monthly lease period depends on the vehicle type, the contract period and the kilometres to be driven. For three quarters of private leased vehicles, the monthly amount is between 200 and 400 euros (figure 10). The price class between 300 and 400 euros is most common. There has been a shift compared to 2015: a number of contracts with a monthly amount of between 150 and 200 euros has shrunk significantly. That shift can partly be traced to special offers from these companies on the introduction of private lease in 2014 and 2015.

**Figure 9: Monthly lease period private lease contracts**



Most private lease contracts are based on a limited number of kilometres per year. 15,000 or fewer for 70% of the contracts (figure 11). Compared with 2015, the average number of contract kilometres has dropped from 14,400 to 13,700 (-4.5%).

**Figure 10: Annual kilometres private lease contracts**



**Explanation**

The figures for 2016 are based on the private lease contracts of leasing companies affiliated with the VNA. Together, these companies have a market share of roughly 92 percent in the private lease market. The figures for 2015 are based on a random sample of 85 percent of the private leased fleet of leasing companies affiliated with the VNA as at 30 November 2015.

In the comparison between 2015 and 2016, thanks to the large numbers of private lease contracts, even a minimal shift between categories is highly significant, statistically. That does not mean to say that small shifts are always significant.

The averages quoted (age, period, kilometres) are estimates of the actual averages, based on plausible assumptions of the averages per group.

### 9. Average age of leased fleets

#### Key outcomes

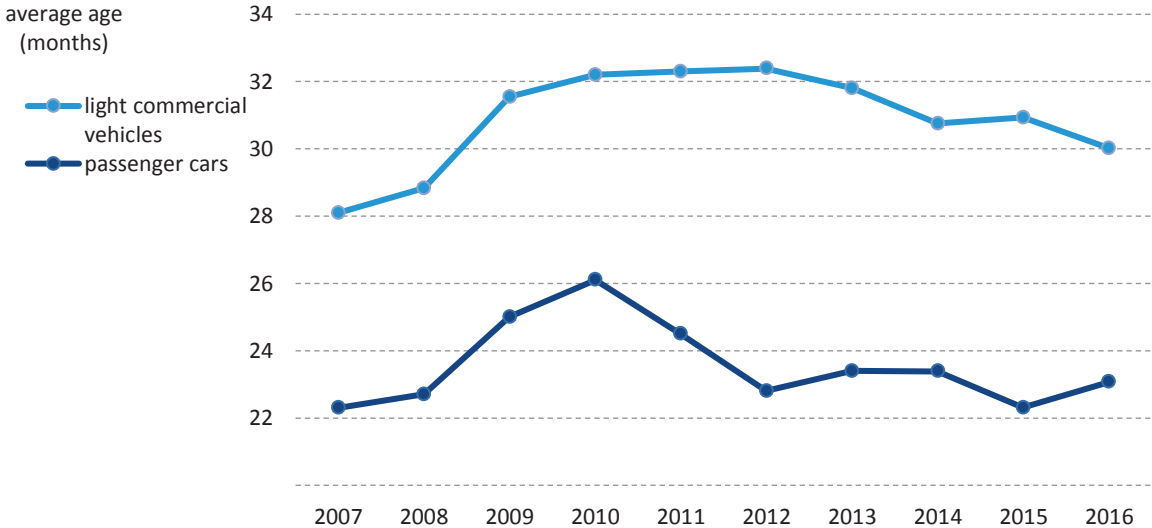
- The average age of the passenger cars in fleets of VNA leasing companies is close to two years: 23.1 months.
- The average age is 0.8 of a month higher (+3.5%) than in 2015.
- The average age of the light commercial vehicles in fleets of VNA leasing companies is exactly two-and-a-half years: 30.0 months.
- This is 1.1 months (-3.5 percent) younger than it was in 2015.

Table 4: Age lease passenger fleet

	passenger cars	light commercial vehicles
average fleet age (months)	23.1	30.0
difference to 2015 (months)	+0.8	-1.1
percentage difference to 2015	+3.5%	-3.5%

Source: VNA

Figure 11: Light commercial vehicles on average more than six months older than passenger cars



Source: VNA

# 10. Company car taxable benefit category

## Key outcomes

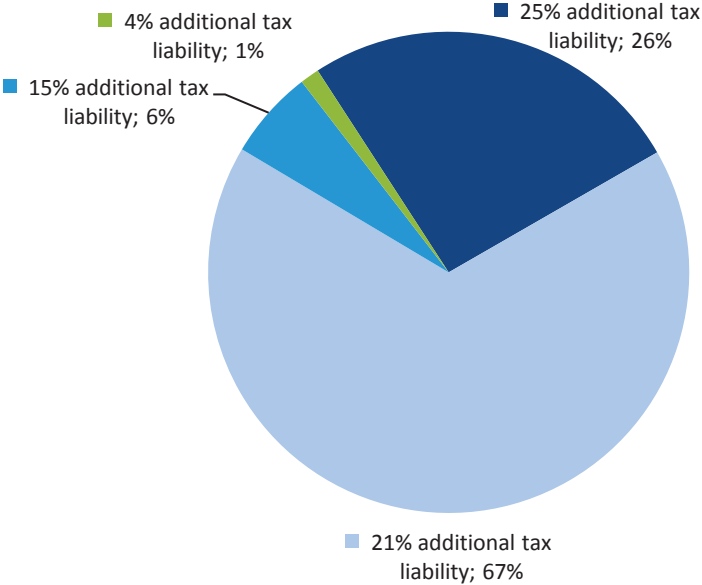
- At 66.8 percent, the 21 percent taxable benefit category was the largest category for newly leased vehicles in 2016.
- Of the newly leased vehicles in 2016, 7.3 percent fall within one of the bottom two taxable benefit categories (4 and 15 percent).

**Table 5: Taxable benefit category**

	quantity	share
4%	1,801	1.3%
15%	8,413	6.0%
21%	93,630	66.8%
25%	36,217	25.9%

Source: RDC

**Figure 12: Most vehicles in 21 percent taxable benefit category**



new leased passenger cars 2016 by benefit category

Source: RDC

## Explanation

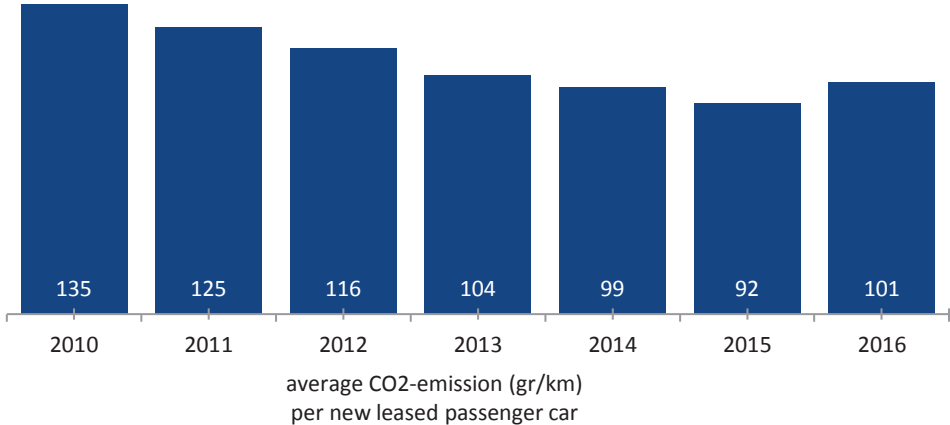
The data relates to the new vehicles registered with RDC as leased vehicles (see section 2).

# 11. CO<sub>2</sub> emissions

## Key outcomes

- The average CO<sub>2</sub> emissions of newly leased passenger cars in 2016 were 101 grams per kilometre.
- That is a trend break in the decline over the past few years. Consequently, the level of CO<sub>2</sub> emissions is the same as in 2013 and 2014.

Figure 13: CO<sub>2</sub> emissions new vehicles



Source: RDC

## Explanation

The CO<sub>2</sub> emissions figures are derived from vehicle manufacturer reports. Unlike in previous years, Figure 14 is based on all new lease vehicles, not only those vehicles registered on a leasing company. There is little difference.



## 12. Contract types

### Key outcomes

- Over the past 6 years, the leased passenger car fleet of VNA members has steadily grown.
- The more than proportional growth of the passenger car fleet in operational lease is primarily due to the growth in private lease.
- As at year end 2016, 89 percent of the leased passenger car fleet was in operational lease, 5 percent in financial lease and 6 percent in fleet management.
- The size of the VNA light commercial vehicle fleet diminished in 2016. This is not down to market shrinkage, but to changes in VNA membership.

**Table 6: Contract types for passenger cars and light commercial vehicles**

#### Passenger cars

	operational lease*	financial lease	fleetmanagement	total	operational lease*	financial lease	fleetmanagement
2007	457,600	32,700	23,700	514,000	89%	6%	5%
2008	478,500	33,400	23,600	535,500	89%	6%	4%
2009	449,600	28,800	26,000	504,400	89%	6%	5%
2010	440,600	28,600	25,100	494,300	89%	6%	5%
2011	442,500	30,700	25,500	498,700	89%	6%	5%
2012	449,400	33,200	25,200	507,800	89%	7%	5%
2013	450,800	35,600	30,400	516,800	87%	7%	6%
2014	461,800	33,400	33,300	528,500	87%	6%	6%
2015	494,300	37,800	36,800	568,900	87%	7%	6%
2016	527,800	28,200	35,900	592,000	89%	5%	6%

\*Including private lease

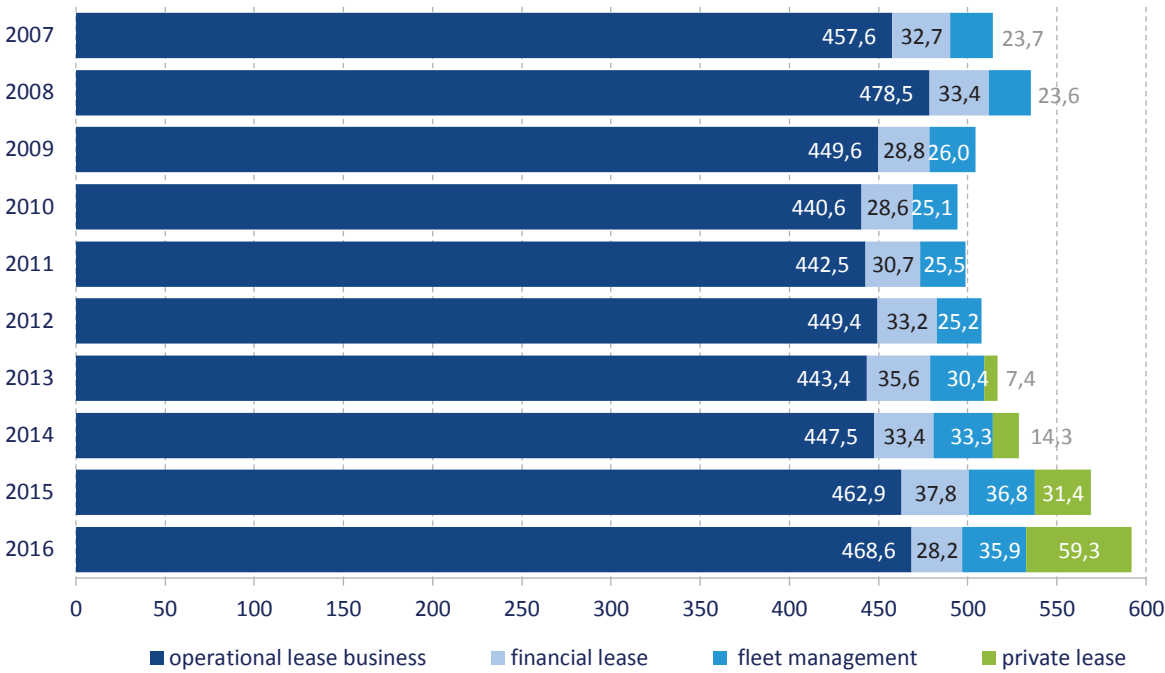
#### Light commercial vehicles

	operational lease	financial lease	fleetmanagement	total	operational lease	financial lease	fleetmanagement
2007	97,200	18,400	12,000	127,600	76%	14%	9%
2008	101,100	20,200	11,900	133,200	76%	15%	9%
2009	95,200	20,000	12,600	127,800	75%	16%	10%
2010	94,500	19,400	11,600	125,500	75%	15%	9%
2011	92,200	21,300	11,700	125,100	74%	17%	9%
2012	89,300	21,800	11,100	122,200	73%	18%	9%
2013	85,100	24,400	11,200	120,700	71%	20%	9%
2014	83,400	32,200	13,100	128,700	65%	25%	10%
2015	85,500	34,200	12,500	132,200	65%	26%	9%
2016	87,000	27,100	13,300	127,400	68%	21%	10%

Numbers rounded up to hundreds. The total may therefore differ from the sum. Due to rounding up the percentages do not always add up to 100%.

Source: VNA

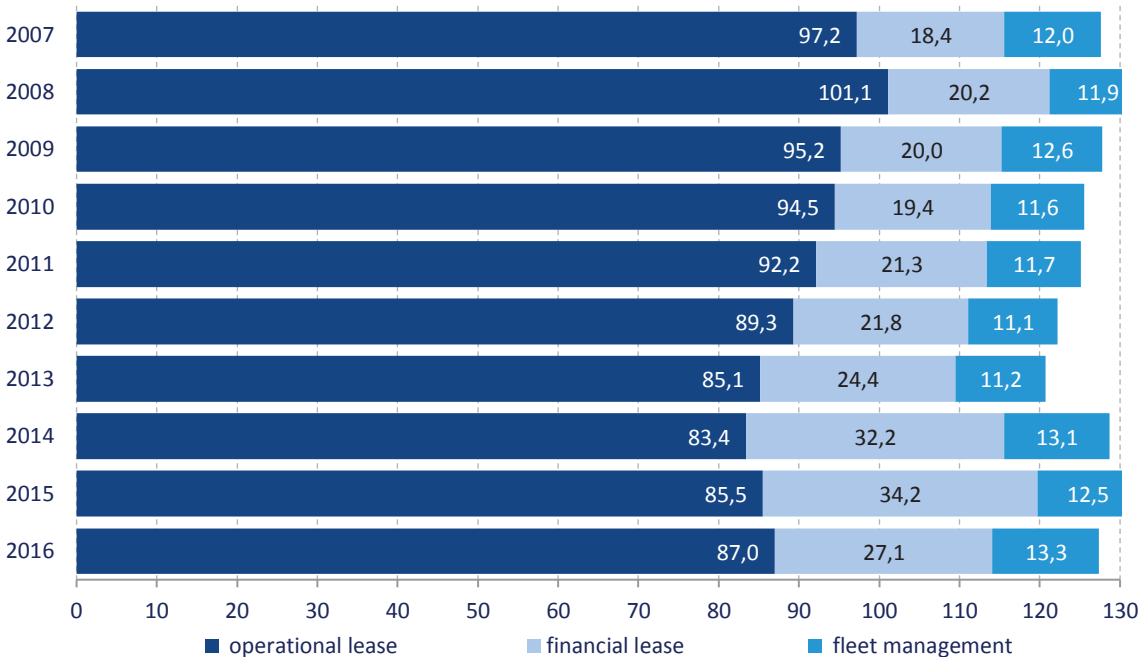
Figure 14: VNA passenger car leased fleet growing, in 2016 primarily due to private lease



Source: VNA

leased passenger cars (x 1.000) by contract type

Figure 15: Slight decrease in VNA light commercial vehicle fleet as a result of member changes



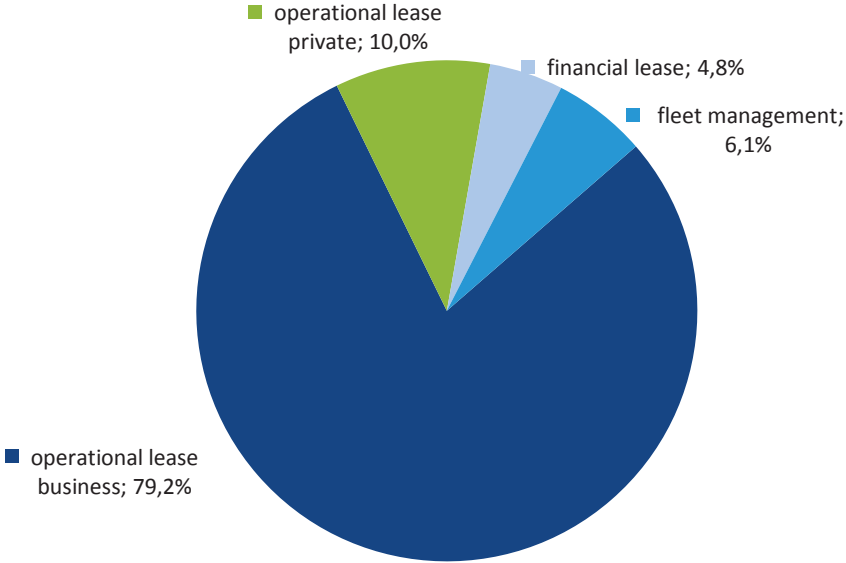
Source: VNA

leased LCVs (x 1.000) by contract type

**Explanation**

Changes in the size of the aggregate fleets of all VNA members are caused by changes in the number of VNA members as well as changes in the fleet size of members.

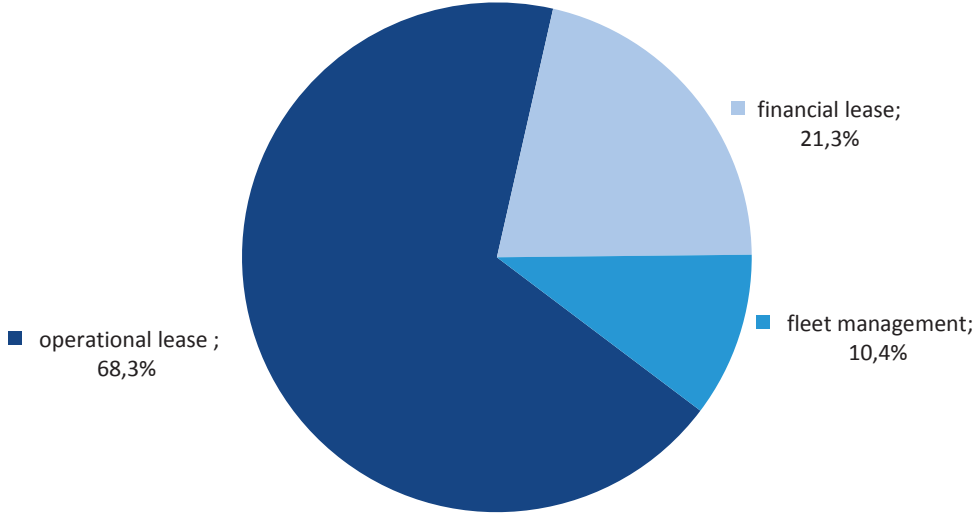
Figure 16: Majority of leased passenger cars in operational lease



Leased passenger cars by contract type

Source: VNA

Figure 17: Two thirds of light commercial vehicles in operational lease



leased Light Commercial Vehicles by contract type

Source: VNA

## 13. Top 10 new leased vehicles

### Key outcomes

#### Passenger cars

- Despite a rapid decline in sales levels, the most popular new leased passenger car in 2016 was the Volkswagen Golf. The Golf came second in 2015.
- There is also a steep decline in sales figures for the Volkswagen Passat, but it has risen to second place.
- The number 1 for 2015, the Peugeot 308, which was included in the scrapped 14 percent taxable benefit category, has fallen out of the top 10.
- The biggest surge was made by the Opel Astra, which jumped from number 47 to third place.
- The joint share of the top 10 in the total lease-new sales is 30 percent.

#### Light commercial vehicles

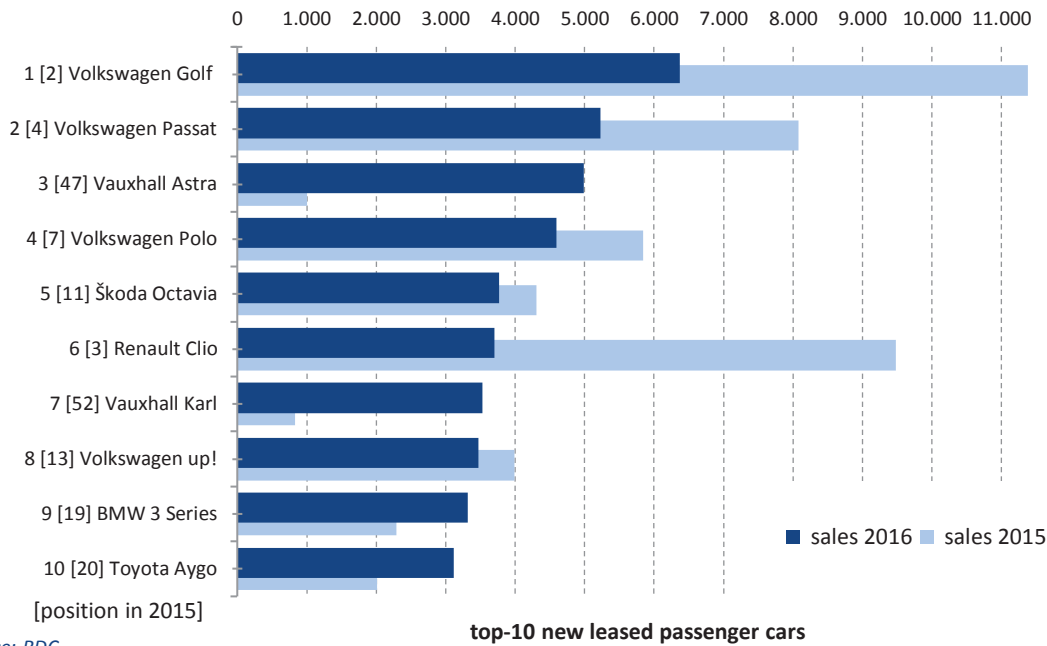
- The picture for the top 10 lease light commercial vehicles is stable.
- The VW Caddy and the VW Transporter topped the list comfortably, just like previous years.
- Sales figures for virtually all models in the top 10 have risen.
- The joint share of the top 10 in the total lease-new sales is 71 percent.

**Table 7: Top 10 of newly sold passenger cars by model**

	passenger cars	2016	2015	light commercial vehicles	2016	2015
1	Volkswagen Golf	6,371	11,377	Volkswagen Caddy	3,943	2,615
2	Volkswagen Passat	5,225	8,075	Volkswagen Transporter	2,859	2,231
3	Opel Astra	4,990	1,009	Mercedes-Benz Sprinter	2,467	1,819
4	Volkswagen Polo	4,593	5,846	Mercedes-Benz Vito	2,282	1,730
5	Škoda Octavia	3,771	4,308	Opel Vivaro	1,740	1,514
6	Renault Clio	3,702	9,481	Renault Trafic	1,404	1,128
7	Opel Karl	3,528	828	Volkswagen Crafter	1,391	1,116
8	Volkswagen up!	3,469	3,991	Ford Transit Custom	1,287	941
9	BMW 3 Series	3,321	2,289	Renault Kangoo	1,031	1,101
10	Toyota Aygo	3,112	2,011	Peugeot Partner	999	682

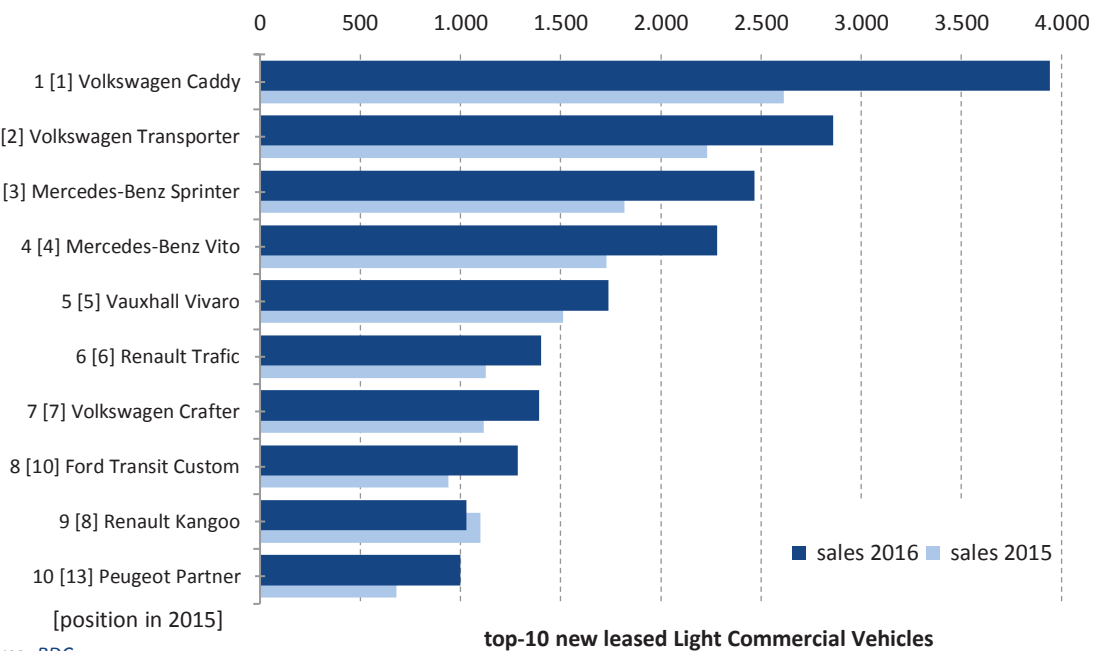
Source: RDC

**Figure 18: Volkswagen back at the top**



Source: RDC

**Figure 19: Ratios in light commercial vehicle fleet stable**



Source: RDC

**Explanation**

Unlike previous years, the figures for new leased vehicles are based on all new leased vehicles, not only those vehicles registered on a leasing company. The data therefore deviate from previous years. Contrary to previous years, this classification is now based on both vehicles registered on the leasing company and those registered on a lessee/driver (RTL). Consequently, some 2015 classifications have been adjusted with retrospective force.

## 14. Lease package components

### Key outcomes

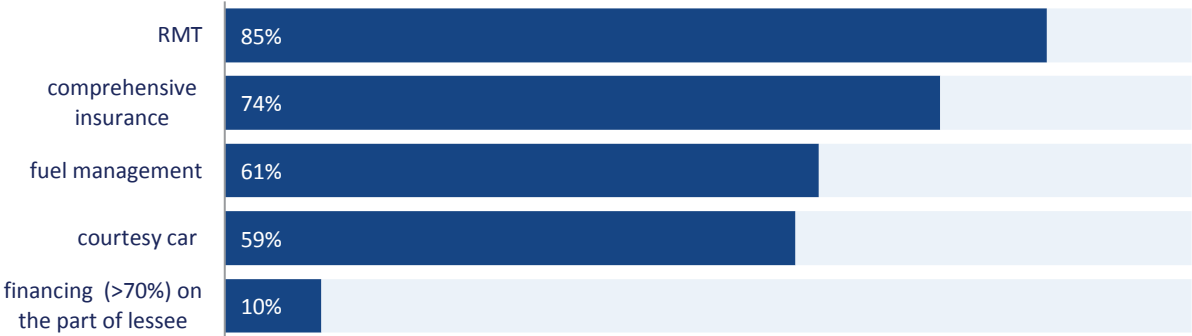
- Overhaul (repair, maintenance and tyres RMT) is a service package which is practically always included in operational lease and fleet management, and rarely in financial lease.
- In 2016, the leasing company was responsible for the comprehensive insurance for 74 percent of the vehicles in the fleet, which is 2 percentage points higher than in 2015.
- 61 percent of cars in the fleet had an arrangement for a replacement vehicle. That is comparable with 2015.
- 60 percent of cars in the fleet had an arrangement for fuel management in the form of advances or settlements. This is 1.4 percent lower than it was in 2015.
- 10 percent of the cars in the fleet have been (co-)financed by the lessee by at least 70 percent. This is one percent lower than it was in 2015.

Table 8: Lease package components

	total	fleet share
total fleet	719,400	100%
with overhaul	604,200	85%
with comprehensive insurance	526,400	74%
with a replaced vehicle	433,500	61%
with fuel management	420,000	59%
with financing (>70%) by lessee	68,500	10%

Source: VNA

Figure 20: lease package components as a percentage of the fleet



Source: VNA

share services lease and fleetmanagement contracts

### Explanation

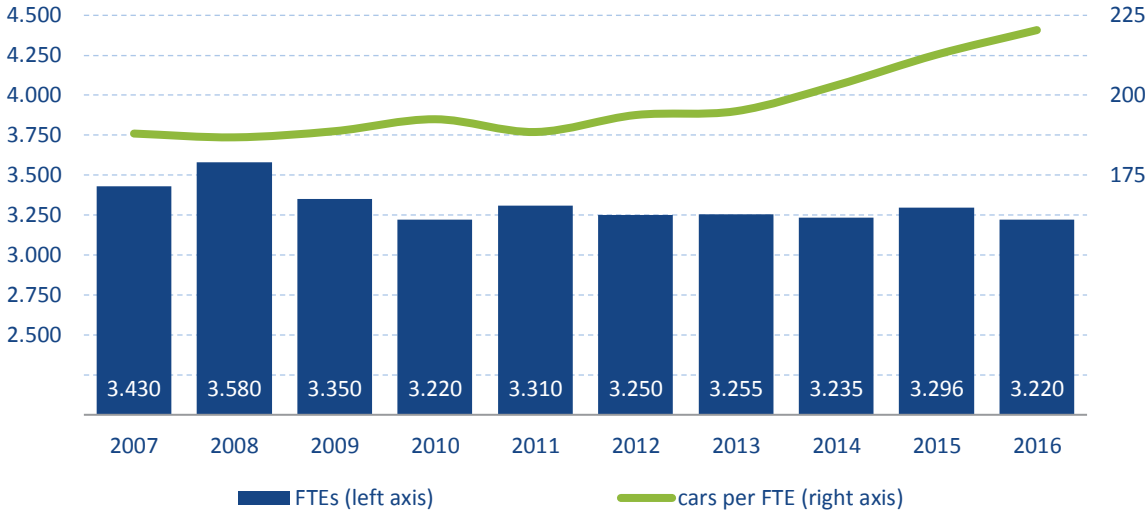
The RMT percentage is lower than in 2015, which can partly be explained by a new definition in the survey.

## 15. Number of employees leasing companies

### Key outcomes

- For more than 10 years, employment at VNA leasing companies has fluctuated between 3,200 and 3,600 FTEs.
- In 2016 the number of FTEs came to 3,220.
- Since 2012, the average number of vehicles per FTE has been in a rising trend. That can partly be explained by the consolidation in the sector, which has enabled scale benefits.

Figure 21: Staffing levels and average number of vehicles per FTE at VNA leasing companies



Source: VNA

### Explanation

The number of FTEs is partly determined by the internal organisation of leasing companies. Activities can be done *in-house* or outsourced, ancillary services can either be shared with sister companies or bought from a parent company. Consequently, both the number of FTEs and the average number of vehicles per FTE have limited merit.