

Vehicle leasing figures 2017



VNA

vereniging van nederlandse
autoleasemaatschappijen

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Since 2017, the data on business and private leasing of passenger cars in the VNA Monitor are no longer collected together, but separately. Therefore, unless stated otherwise, all figures include private leasing.

Compiled by: VNA

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1. Size of leased fleet and VNA's market share

Key outcomes

- As at year-end 2017, the estimated total leased fleet in the Netherlands amounted to 860,000 vehicles,
- of which 782,200 (91 percent) were owned or managed by leasing companies who are members of the VNA.

Source: RDC, VNA

Explanation

Based on data obtained from the Dutch Vehicle Approval Authority (RDW), RDC¹ reports a total of 753,601 leased vehicles in the Netherlands, of which 591,913 are registered to a leasing company and 161,688 are registered in RTL.² In this report, the RDC figures for leased vehicles are always the total of those vehicles registered to a leasing company and those registered in RTL.

RDC does not recognise all leased vehicles as such. Therefore, the VNA has added to the RDC total the vehicles that are owned or managed by a leasing company, registered to the lessee, and not registered with a vehicle obligation in RTL. This concerns an estimated total of 106,000 vehicles, with an estimation interval of 98,000 to 115,000 vehicles. Therefore, the VNA estimates that as at year-end 2017, the leased fleet in the Netherlands totalled 860,000 passenger cars and light commercial vehicles, with a margin of uncertainty of 8,500 vehicles.

2. New lease registrations

Key outcomes

- In 2017, nearly half (47 percent) of the newly bought passenger cars and light commercial vehicles in the Netherlands (228,000 out of 488,000) were leased vehicles.
- Of the newly leased vehicles, 94% (215,000 out of 228,000) were leased out by a leasing company affiliated with the VNA.

Source: RDC, VNA

Explanation

In 2017, 488,016 new vehicles were registered in the Netherlands of which, according to the RDC, 199,920 were registered to leasing companies or in RTL. Similar to the above-mentioned method applied for the total leased fleet, the VNA has added to the RDC total the estimated number of new vehicles that are owned or managed by a leasing company, registered to the lessee, and not registered with a vehicle obligation in RTL. This concerns more than 28,000 vehicles. The VNA estimates that the number of newly leased vehicles in 2017 came to 228,000 passenger cars and light commercial vehicles.

¹ RDC is a supplier of automotive registration data.

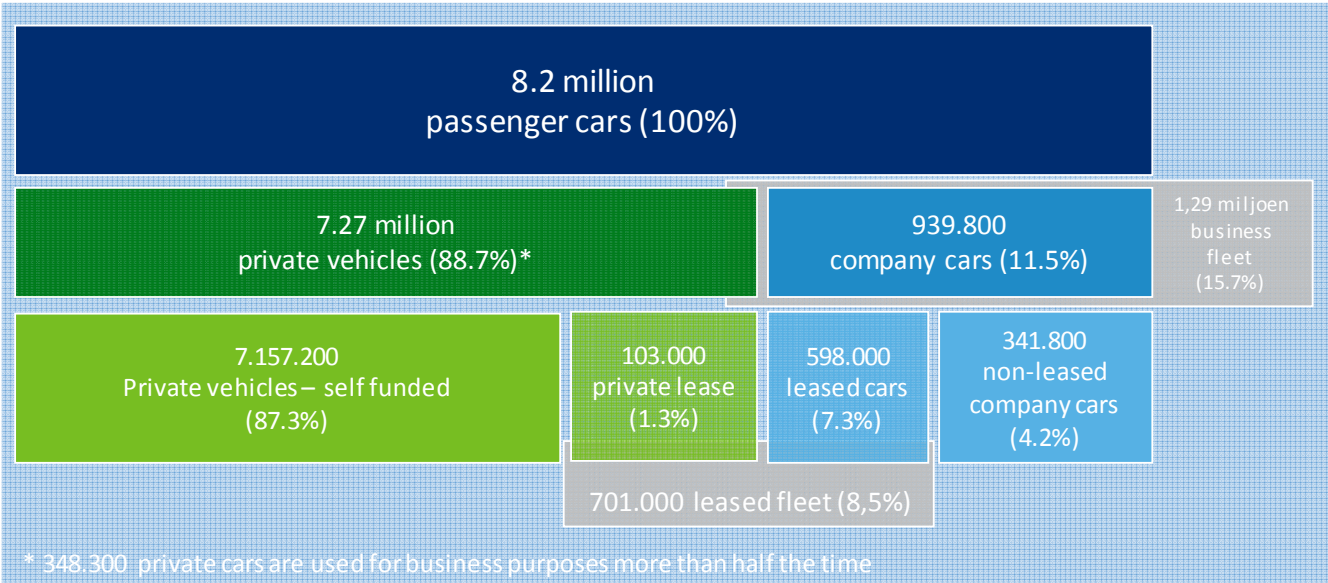
² RTL (*Registratie Tenaamstelling Leasemaatschappijen*) is the supplementary register of the RDW for vehicles owned by a leasing company, but registered to the lessee or driver.

3. Developments for passenger cars in business segment

Key outcomes

- 8.21 million passenger cars are registered in the Netherlands.
- Of those, 598,000 (7.3 percent) are leased by a legal entity.
- 341,800 cars (4.2 percent) are non-leased company cars: *small business* or *fleet owner*.
- These cars registered to companies and business leased cars together total 939,800 vehicles: this is the *company vehicle fleet*, which makes up 11.4 % of all passenger cars in the Netherlands.
- 7.27 million passenger cars are private cars: 86.6 percent of the total.
- Of those private cars, around 103,000 (1.3% of the total) are *private lease*.
- Together, the business and private leased cars comprise 8.5 percent of the passenger car fleet on the road.
- For an estimated total of 348,300 private cars (including private lease), more than half the kilometres driven are for business purposes.
- The *business vehicle fleet* (cars registered to companies, business leased cars, and leased or non-leased passenger cars where more than half the kilometres driven are for business purposes) totals 1.29 million passenger cars, or 15.7 percent of the total passenger car fleet.

Figure 1: Breakdown of passenger car fleet in the Netherlands



Explanation

The overall vehicle fleet is the active fleet, i.e. excluding vehicles held in stock by car companies. The number of leased vehicles is an estimate (see section 1). The number of private cars where more than half the kilometres driven are for business purposes is an extrapolation based on a measurement in 2010.

4. Leased passenger cars and leased light commercial vehicles

Key outcomes

- Leased vehicles constitute 9.4 percent of the total number of passenger cars and light commercial vehicles in the Netherlands. That is almost one in ten vehicles.
- Of all passenger cars, 8.5 percent are leased cars: more than one in twelve cars.
- Of all light commercial vehicles, 17.3 percent are leased vehicles.
- So the combined market share of the VNA members comes to around 92 percent for passenger cars and around 86 percent for light commercial vehicles.

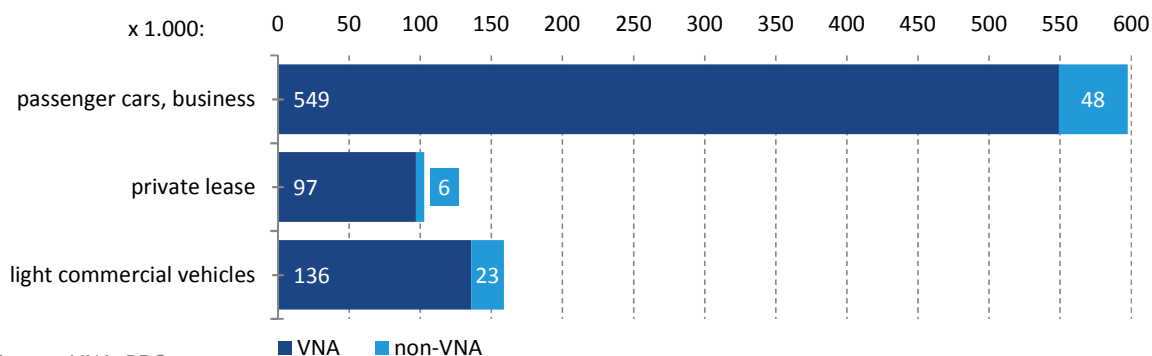
Table1: Dutch leased fleet 2016-2017

	total leasing sector				VNA			
	total leased fleet	passenger cars, business	private lease	light commercial vehicles	total leased fleet	passenger cars, business	private lease	light commercial vehicles
2017	860,000	598,000	103,000	159,000	782,000	549,000	97,000	136,000
2016	789,000	575,000	64,000	150,000	719,000	532,000	59,000	128,000
growth/shrinkage	+71,000	+23,000	+39,000	+9,000	+63,000	+17,000	+38,000	+8,000
% growth/shrinkage	+8.9%	+3.9%	+60.9%	+5.9%	+8.7%	+3.1%	+63.6%	+6.5%
% fleet share The Netherlands	9.4%	7.2%	1.2%	17.3%	8.5%	1.2%	1.2%	14.8%

*Growth figures are based on the underlying *non-rounded* values.

Source: RDC, VNA

Figure 2: Number of leased vehicles in the Netherlands



Source: VNA, RDC

Explanation

For an explanation of how the number of leased vehicles has been calculated, see section 1. The figures for 2016 do not reconcile exactly to those reported last year, due to a number of retrospective adjustments.

5. Top 10 largest vehicle leasing companies

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

Source: VNA

Explanation

Size has been measured in terms of (estimated) number of vehicles in lease and fleet management as at 31 December 2017. The companies are listed in alphabetical order, not by size. This concerns all leasing companies who are members of the VNA.

6. Period of lease contracts

Key outcomes

- The average theoretical period of all current business lease contracts for passenger cars is almost exactly four years: 47.3 months.
- The average theoretical period of newly concluded contracts is considerably shorter: 40.8 months. The average actual period of terminated contracts (including prematurely terminated contracts) is 39.9 months.
- The average period of new private lease contracts is the same as for business lease contracts: 40.4 months. The average actual period of terminated contracts is considerably shorter: 29.2 months. This is due to the fact that private lease contracts were only recently introduced in the market, so there are many contracts with a long period that have not terminated yet.
- The average periods for light commercial vehicles are longer than for passenger cars: 56.4 months for the total portfolio, 52.2 months for the contracts newly concluded in 2017, and 50 months for the terminated contracts.
- These three periods for light commercial vehicles all slightly exceed those in 2016.

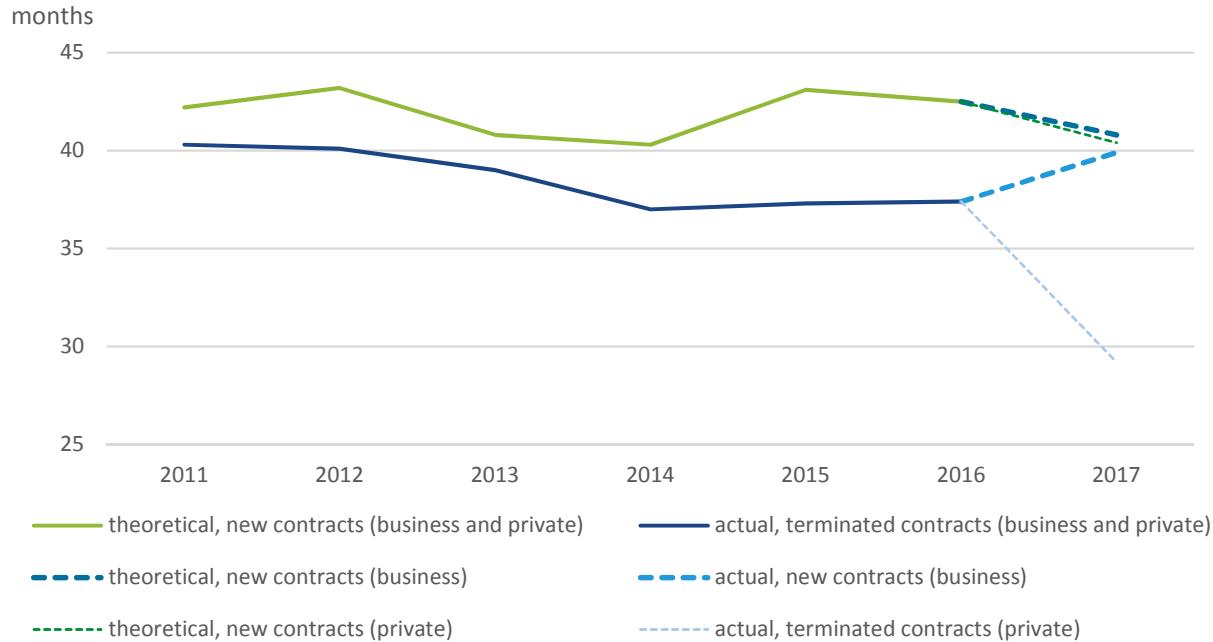
Table 2: Period of contracts

	passenger cars, business	private lease	light commercial vehicles		
	2017	2017	2017	2016	change
theoretical, all contracts	47.3	43.3	56.4	55.1	+1.3
theoretical, new contracts	40.8	40.4	52.2	49.7	+2.5
actual, terminated contracts	39.9	29.2	50.0	46.7	+3.3

*Growth figures for passenger cars are not available. Growth figures for light commercial vehicles are based on the underlying non-rounded values.

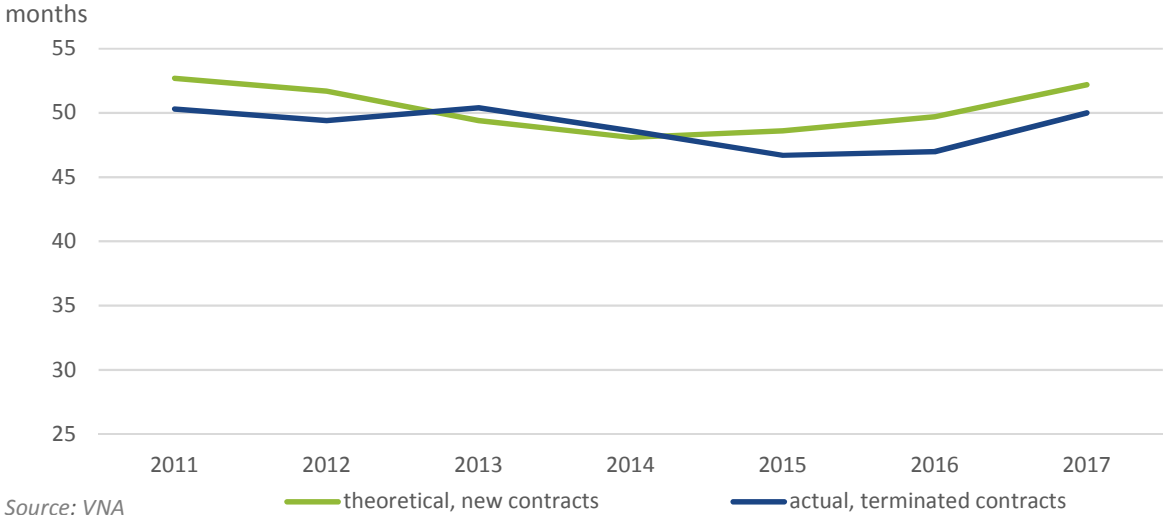
Source: VNA

Figure 3: Average period of passenger car lease contracts



Source: VNA

Figure 4: Average period light commercial vehicle lease contracts



Explanation

The average periods have been calculated on the basis of contracts of leasing companies who were VNA members in 2016 and 2017. The values for 2016 deviate slightly from the outcomes for 2016 in the report Vehicle Leasing Market in Figures 2016. Those were based on the leasing companies who were VNA members in both 2015 and 2016. In the figures, the period from the original research year is used.

Since 2017, the data on business and private leasing of passenger cars in the VNA Monitor are no longer collected together, but separately. As a result, growth figures for 2016 to 2017 are not available for certain components of the passenger car segment.

7. Annual mileage for lease contracts

Key outcomes

- For newly concluded lease contracts, the pre-estimated annual use for passenger cars in the business segment is on average 32,500 kilometres. For private leased cars, this figure is 15,500 kilometres, and for light commercial vehicles, it is 32,000 kilometres.
- The actual annual use for passenger cars is 17 percent higher than the theoretical use for new contracts: 37,900 kilometres for business leased cars, and 18,300 kilometres for private leased cars.
- The average theoretical use for light commercial vehicles is the same as for passenger cars in the business segment: 32,000 kilometres. The actual number of kilometres driven under terminated contracts is lower: 29,800 kilometres. These values are in the same order of magnitude as in 2016.

Table 3: Annual kilometrage

	passenger cars, business	private lease	light commercial vehicles		
	2017	2017	2017	2016	change
theoretical, new contracts	32,500	15,500	32,000	31,400	+700
actual, terminated contracts	37,900	18,300	29,800	31,200	-1,400

*Growth figures for passenger cars are not available. Growth figures for light commercial vehicles are based on the underlying *non-rounded* values.

Source: VNA

Explanation

The average number of kilometres has been calculated on the basis of contracts of leasing companies who were VNA members in 2016 and 2017. The values for 2016 deviate from the outcomes in the report Vehicle Leasing Market in Figures 2016. Those were based on the leasing companies who were VNA members in both 2015 and 2016.

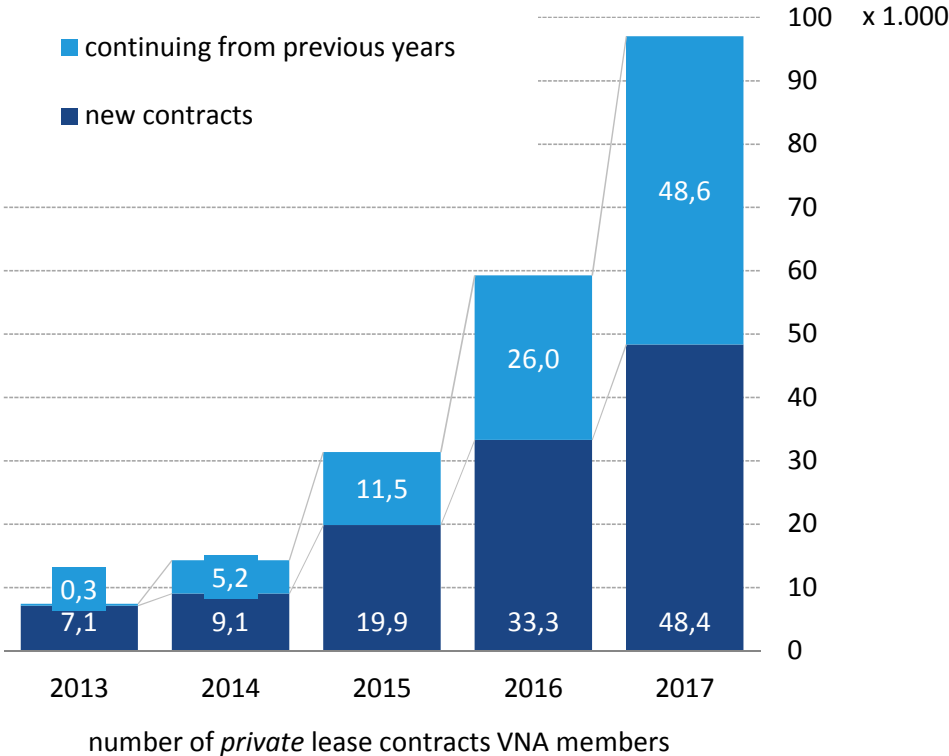
Since 2017, the data on business and private leasing of passenger cars in the VNA Monitor are no longer collected together, but separately. As a result, growth figures for 2016 to 2017 are not available for certain components of the passenger car segment.

8. Private lease

Key outcomes

- The number of private leased cars at VNA leasing companies is growing rapidly. In 2017, the number of private lease contracts at VNA members grew from 59,300 to 97,000: a 64 percent increase.
- As at December 2017, private leased cars made up fifteen percent of all passenger cars leased out by VNA members, compared to only ten percent in 2016.
- 84 percent of the VNA members have private lease customers.
- As at 31 December, half of the private lease contracts (48,600 out of 97,000) were newly signed in 2017.
- The VNA estimates that the total number of private leased cars in the Netherlands came to 103,000 as at 31 December 2017. That corresponds to a growth of the total market in 2017 of 61 percent.
- The VNA members' combined share of private lease market comes to 94 percent.

Figure 5: Private lease contracts



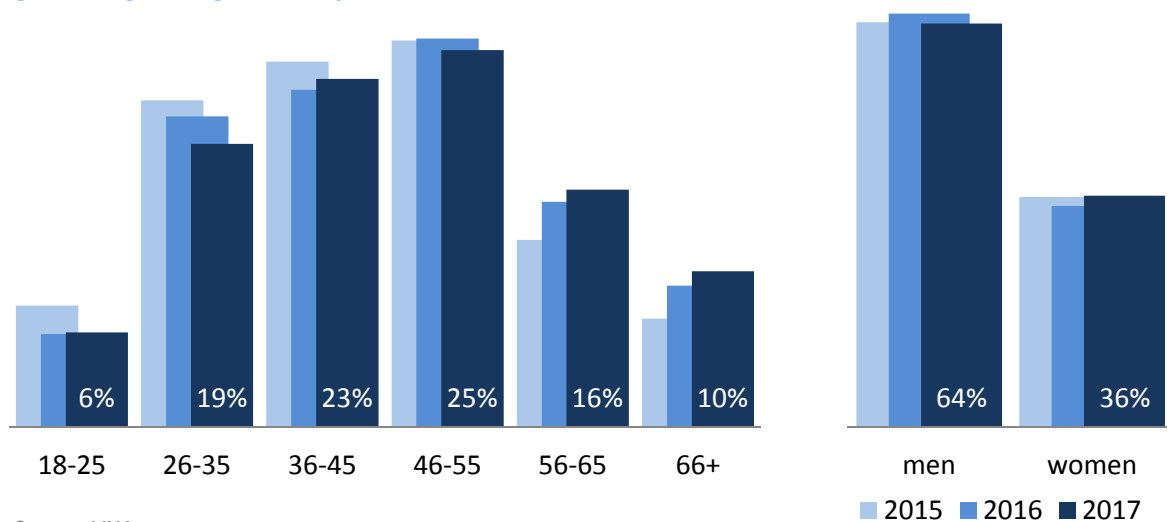
Source: VNA

Lease drivers, leased vehicles and lease contracts as at 31 December 2017

Private lease drivers, both men and women, are of all ages. More than a third of private lease drivers are women (Figure 6). Most private lease drivers are in the 26-55 age groups, but there are also substantial numbers of young and older people. The share of older age groups (56+) is rising slightly. The estimated average age of private lease drivers is around 45 years.

Please note: The data on the age and gender of private lease drivers are based on the data for the lessees. The lessee is often the same person as the driver, but not always. That is because a private leased car is sometimes used as a second car by another family member, or parents take out a private lease contract as a present for their children.

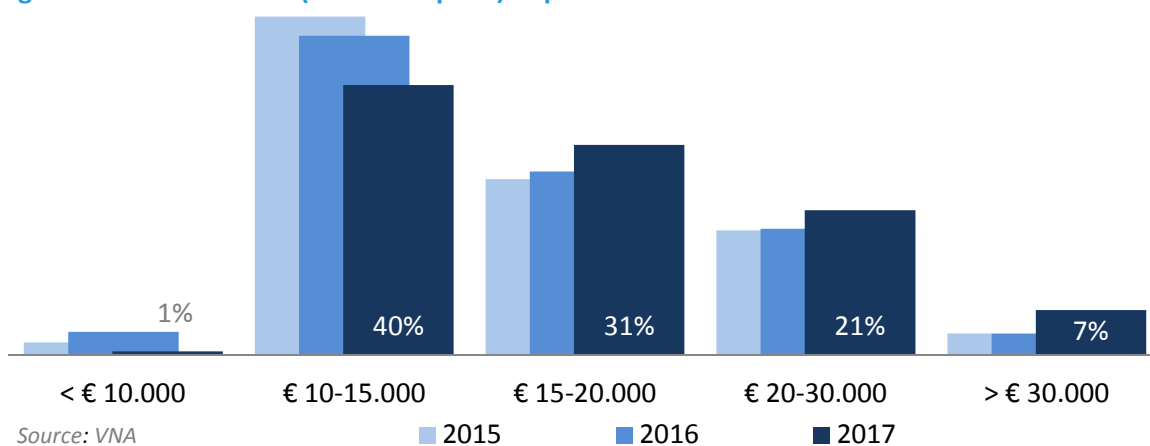
Figure 6: Age and gender of private lease drivers



Source: VNA

Private leased cars come in all price categories. Around forty percent have a purchase value below 15,000 euros (see Figure 7). In 2017, there was a slight shift towards the medium-priced segment. The estimated average purchase value is around 18,300 euros.

Figure 7: Purchase value (consumer price) of private leased cars

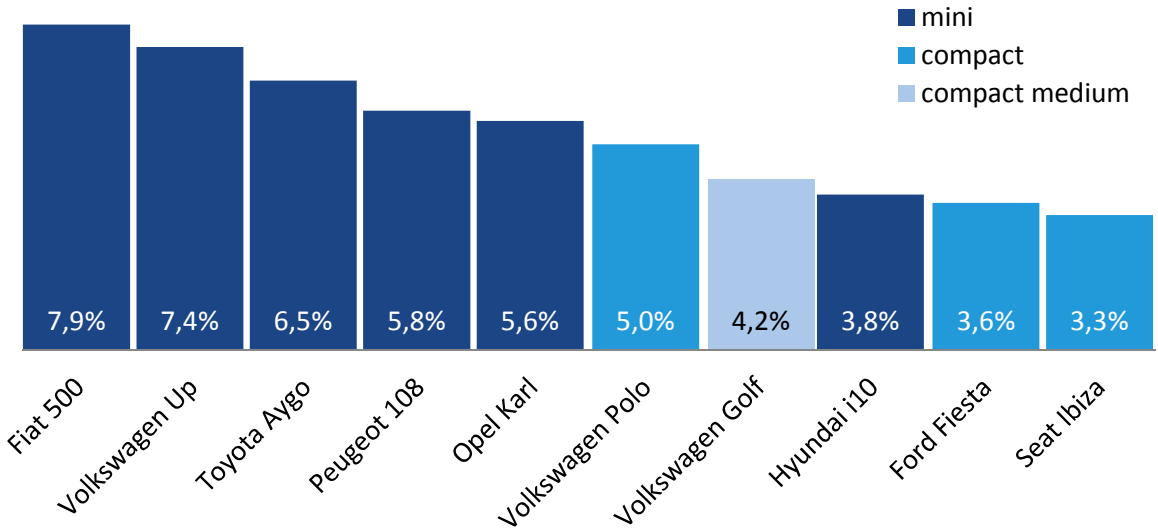


Source: VNA

Just as private leased cars come in all price categories, they also come in many makes and models. The ten most popular models (see Figure 8) together account for half 45 percent of the total private leased 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 *Toyota Aygo* and *Ford Fiesta* are new additions to the top 10 in 2017.

Figure 8: Most popular private leased cars in 2017

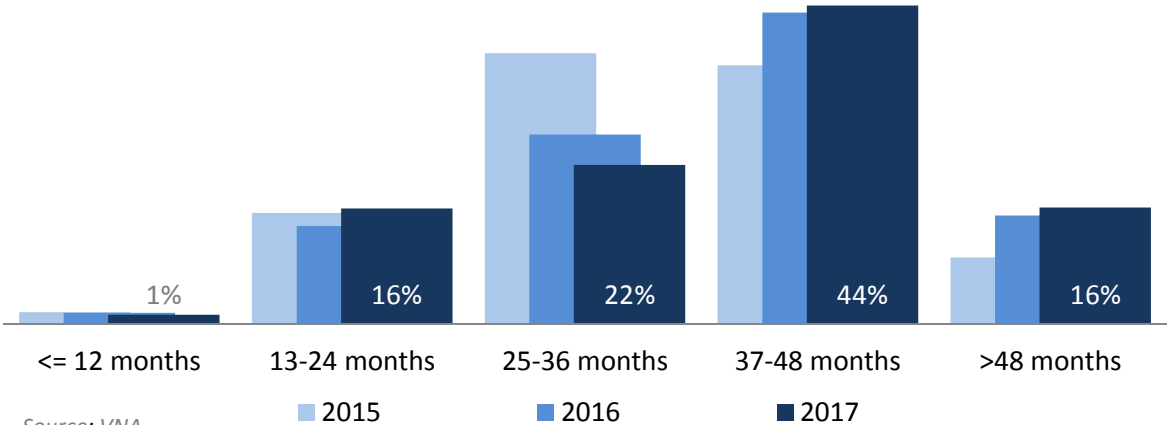


Source: VNA

Virtually all private leased cars (98 percent) are petrol cars. The share of other types (in descending order by size: diesel, electric, CNG, hybrid, LPG) is marginal.

Most private lease contracts have a period of between two and four years, see Figure 9. Shorter and longer periods also occur, but periods of a year or less (short lease) and longer than five are rare. One in six contracts has a period of more than four years.

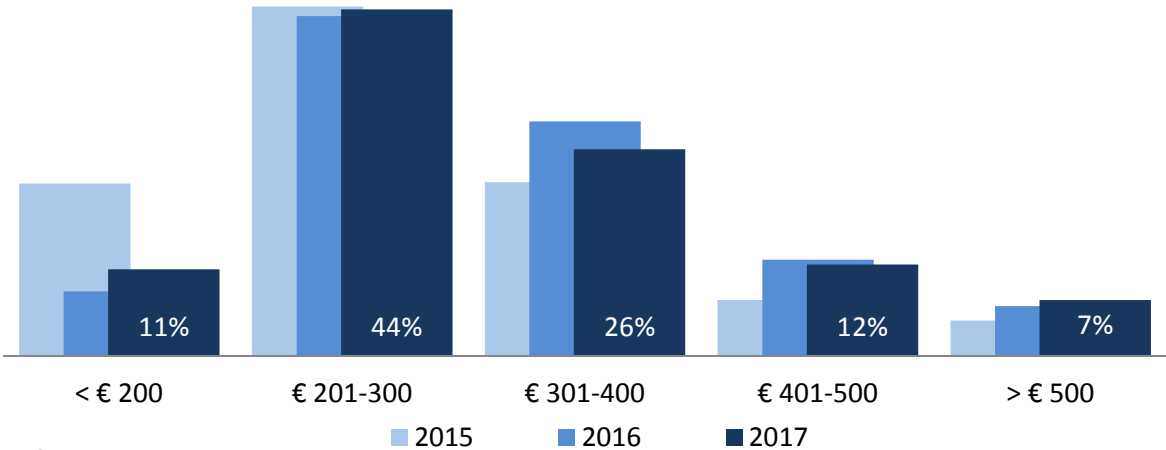
Figure 9: Period of private lease contracts



Source: VNA

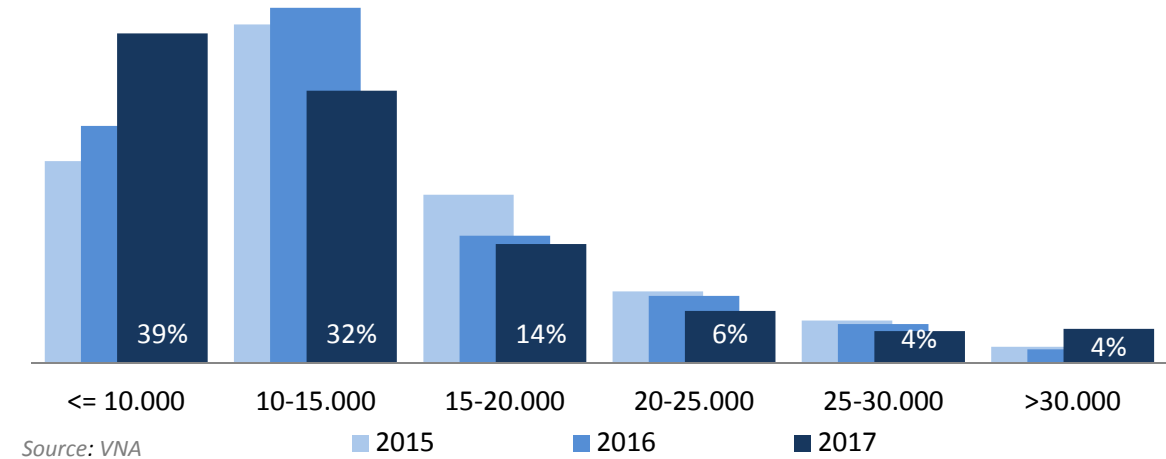
The monthly lease period depends on the vehicle type, the contract period and the kilometres to be driven. For more than half of the private lease contracts, the monthly instalment is less than 300 euros. The price class between 200 and 300 euros is most common.

Figure 10: Monthly lease instalments (including VAT) for private lease contracts



Most private lease contracts are based on a limited number of kilometres per year. More than seventy percent of contracts are based on 15,000 kilometres per year or less (see Figure 11). The relative share of contracts based on less than 10,000 kilometres increased in 2017.

Figure 11: Annual kilometrage for private lease contracts



Explanation

The figures are based on the private lease contracts of all leasing companies affiliated with the VNA. Together, these companies have a market share of around 94 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. The figures are certainly representative of the market as a whole.

The presented averages (age, period, usage) are estimated based on (plausible) assumptions for the averages per group.

9. Average age of leased fleet

Key outcomes

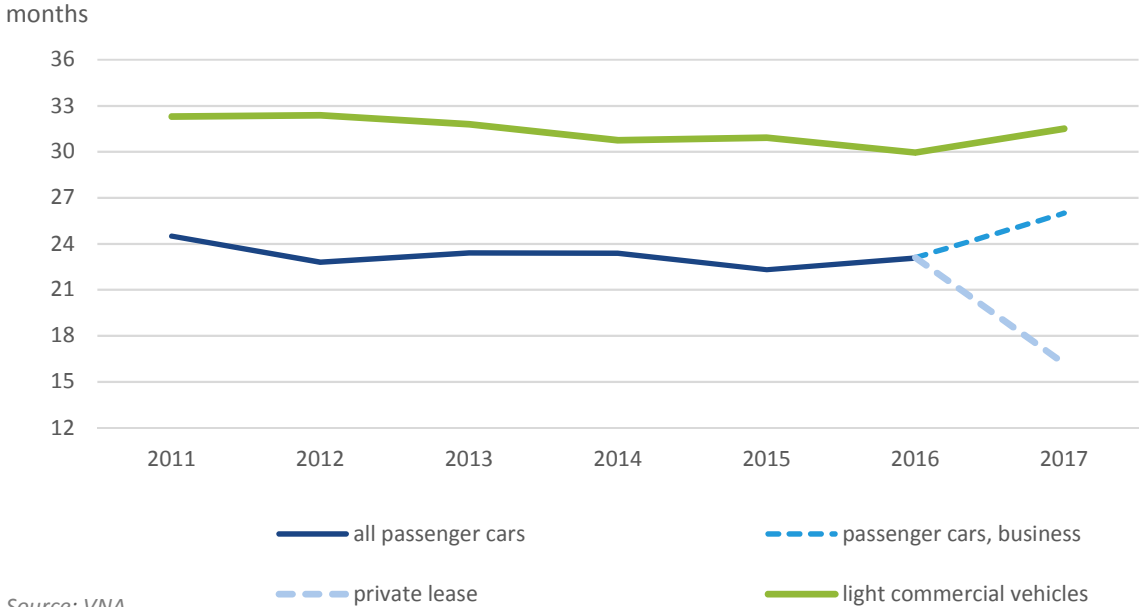
- The average age of the passenger cars in the fleet of the VNA members that are leased out under business lease contracts is close to two years: 26.0 months.
- The average age of private leased cars is 16.2 months. The difference between business lease and private lease is mainly due to the fact that most private lease customers only took out a lease contract recently.
- The average age of the light commercial vehicles in the fleet of the VNA members is more than 2.5 years: 31.5 months. That is 1.5 months older than in 2016 (+5.1 percent).

Table 4: Average age of leased fleet

	passenger cars, business	private lease	light commercial vehicles	
	2017	2017	2017	change compared to 2016
average age of fleet in months	26.0	16.2	31.5	+1.5

Source: VNA

Figure 12: Average age of light commercial vehicles



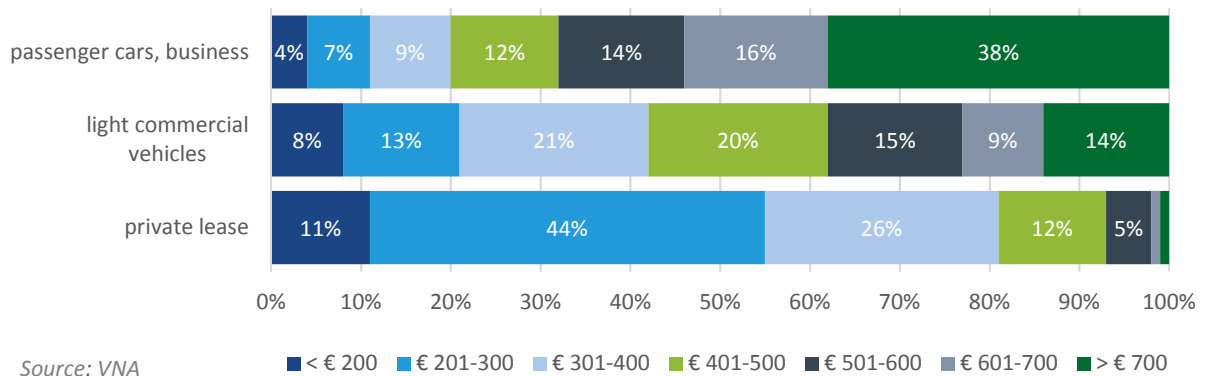
Source: VNA

10. Lease instalments

Key outcomes

More than half of the monthly instalments for private lease contracts are below 300 euros (see Figure 10). This is unlike the situation in the other segments: more than half the passenger cars in the business segment have a monthly lease instalment of more than 600 euros. The light commercial vehicles have a balanced breakdown between low and high monthly instalments.

Figure 13: Monthly instalments



Explanation

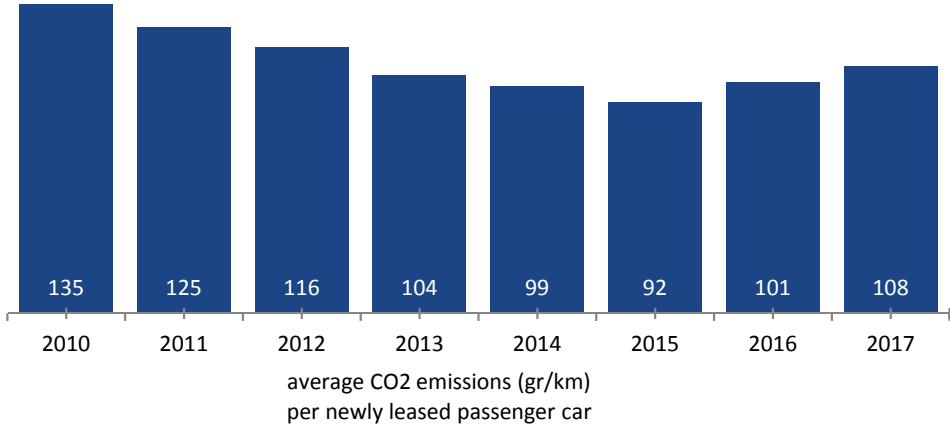
The amounts for passenger cars in the business segment and for light commercial vehicles exclude VAT; the amounts for private lease include VAT.

11. CO₂ emissions

Key outcomes

- The average CO₂ emissions of newly leased passenger cars sold in 2017 came to 108 grams per kilometre.
- 2017 saw a continuation of the trend break that emerged in 2016, when the reduction in average emissions achieved until 2015 was reversed. The average CO₂ emissions of new leased cars in 2017 are at the same level as in 2012 and 2013.
- In 2017, 2.9 percent of the newly leased passenger cars fell into the 4 percent tax-benefit category, and 97.1 percent fell into the 22 percent taxable benefit category.

Figure 14: CO₂ emissions of new leased cars



Source: RDC

The CO₂ emissions figures are derived from vehicle manufacturer reports. Unlike in previous years, Figure 14 is based on all new leased cars, so not only on those registered to a leasing company. There is little difference.

12. Contract types

Key outcomes

- Over the past years, the leased passenger car fleet of VNA members has steadily grown.
- This growth is mainly due to private lease contracts and operational lease contracts in the business segment.
- The decrease of the light commercial vehicle fleet in 2016 (which was due to changes in the number of VNA members) was reversed into growth again. Financial lease contracts make up a substantial share of the total light commercial vehicle portfolio.

Table 5: Lease contract types for passenger cars and light commercial vehicles

Passenger cars

	private lease	business customers			total
		operational lease	financial lease	fleet management	
2008		478,500	33,400	23,600	535,500
2009		449,600	28,800	26,000	504,400
2010		440,600	28,600	25,100	494,300
2011		442,500	30,700	25,500	498,800
2012		449,400	33,200	25,200	507,800
2013	7,400	443,400	35,600	30,400	516,800
2014	14,300	447,500	33,400	33,300	528,500
2015	31,400	462,800	37,400	36,800	568,300
2016	59,300	468,800	27,700	35,900	591,700
2017	97,000	482,300	31,200	35,600	646,100
2017 %	15.0%	74.7%	4.8%	5.5%	100%

Light commercial vehicles

	operational lease	financial lease	fleet management	total
2008	101,100	20,200	11,900	133,200
2009	95,200	20,000	12,600	127,800
2010	94,500	19,400	11,600	125,500
2011	92,200	21,300	11,700	125,100
2012	89,300	21,800	11,100	122,200
2013	85,100	24,400	11,200	120,700
2014	83,400	32,200	13,100	128,700
2015	85,700	34,600	12,500	132,800
2016	86,800	27,600	13,300	127,400
2017	88,900	33,100	14,100	136,100
2017 %	65.3%	24.3%	10.4%	100%

Figures have been rounded to hundreds. As a result, the total may differ from the sum of the addition.

Source: VNA

Figure 15: VNA passenger car fleet

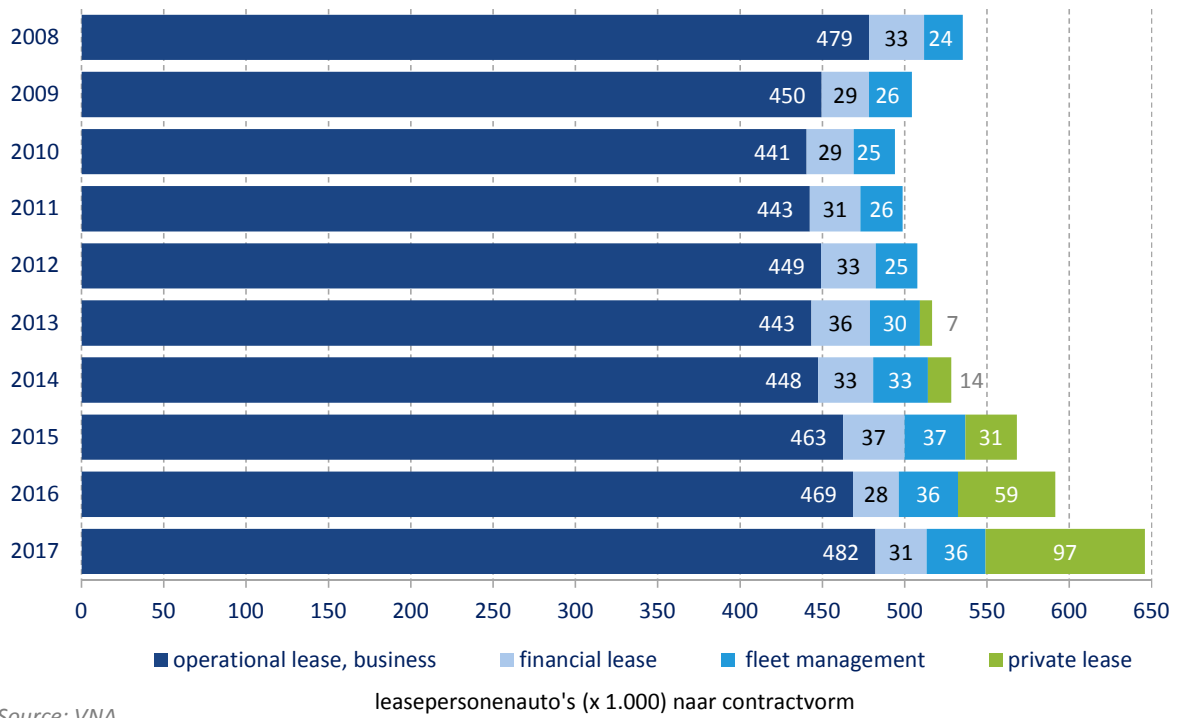


Figure 16: Lease contract types for passenger cars

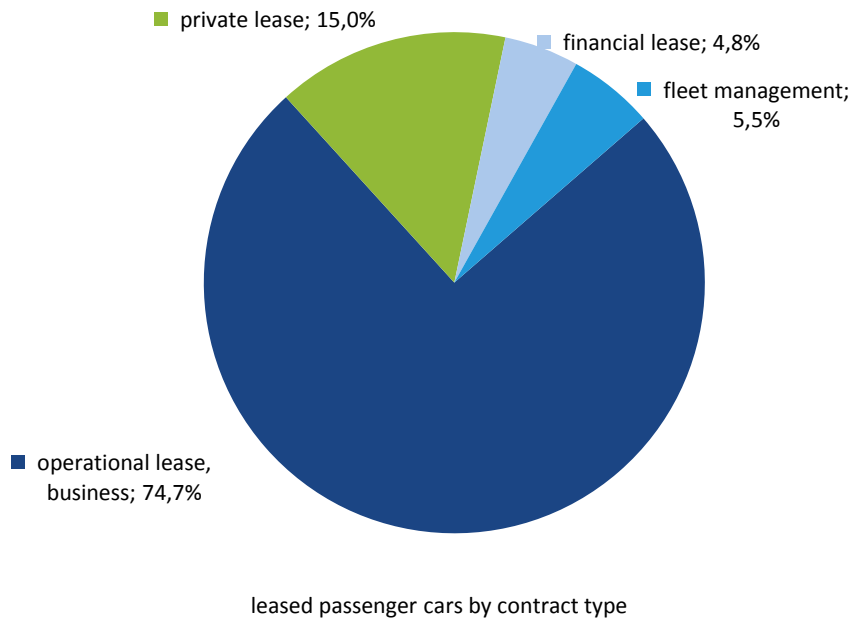


Figure 17: VNA light commercial vehicle fleet

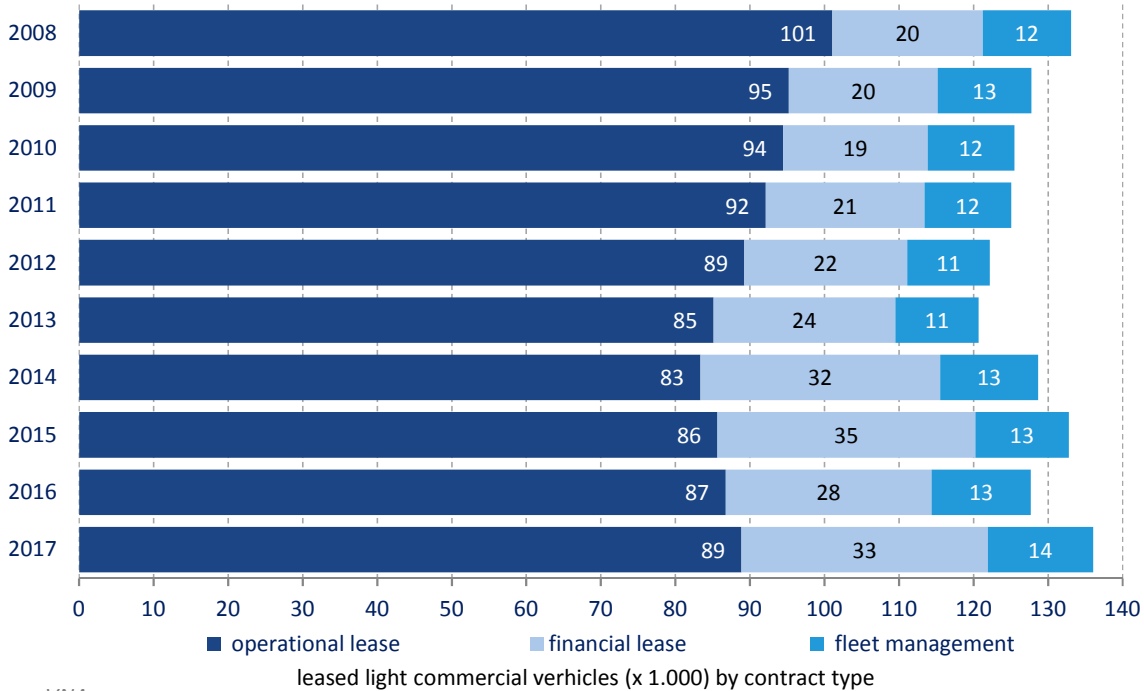
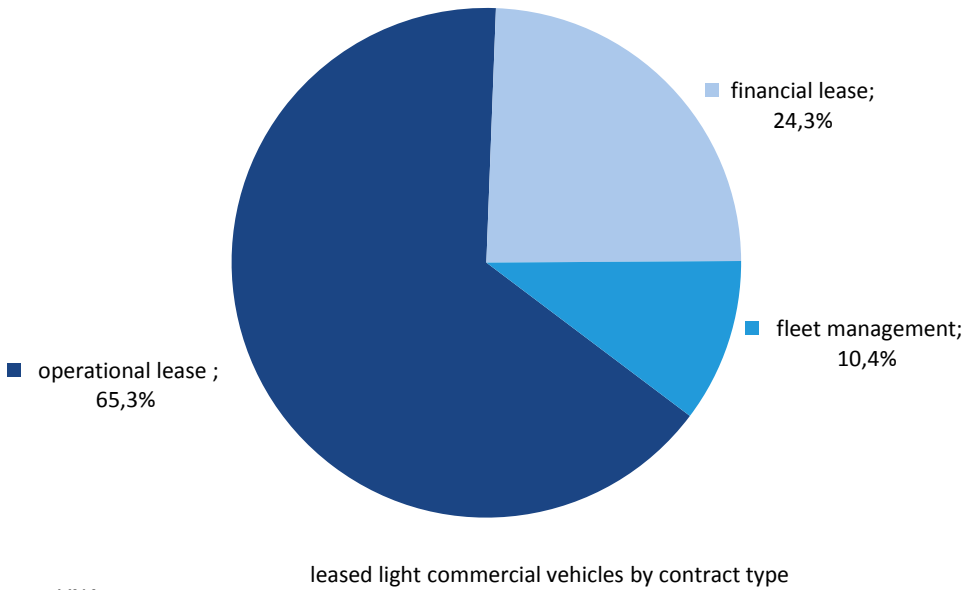


Figure 18: Lease contract types for light commercial vehicles



Explanation

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

13. Top 10 new leased vehicles

Key outcomes

Passenger cars (including private leases)

- The Volkswagen Golf has dropped to second place, despite stable sales.
- The new number 1 is the Volkswagen Up, which was in eighth place last year; its success is mainly due to private lease.
- Volkswagen has three models in the top 10: the Golf, Polo and Up.
- The Renault Mégane and Ford Fiesta are new additions to the top 10.

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.

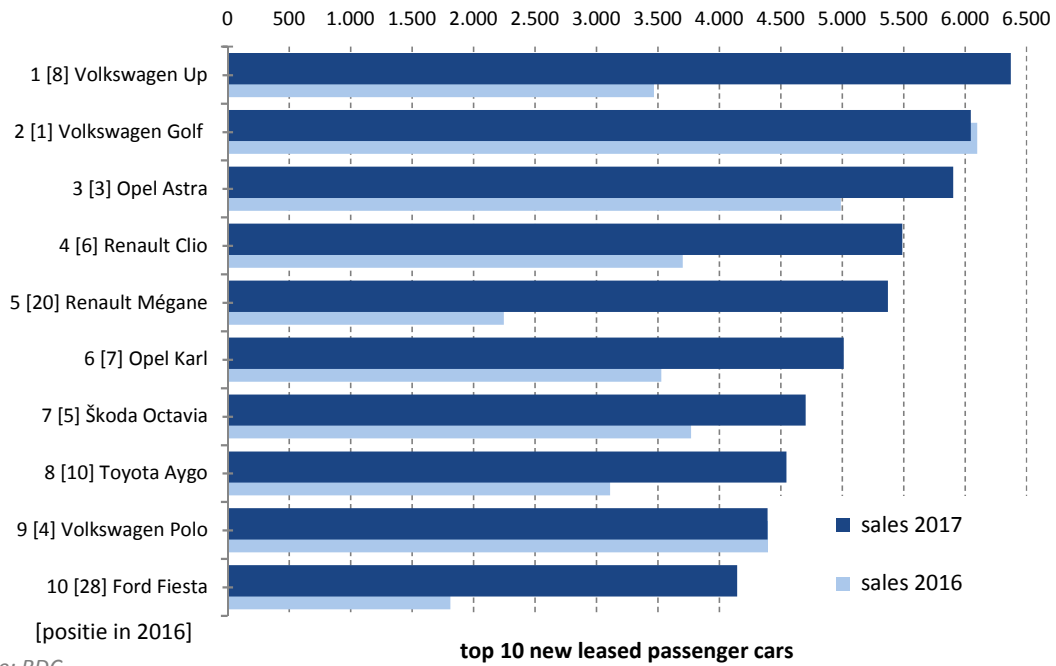
Table 6: Top 10 new leased vehicles by model

	passenger cars	2017	2016	light commercial vehicles	2017	2016
1	Volkswagen Up [8]	6,373	3,469	Volkswagen Caddy [1]	3,477	3,943
2	Volkswagen Golf [1]	6,046	6,100	Volkswagen Transporter [2]	2,761	2,861
3	Opel Astra [3]	5,903	4,990	Opel Vivaro [5]	2,004	1,739
4	Renault Clio [6]	5,489	3,702	Mercedes-Benz Sprinter [3]	1,869	2,469
5	Renault Mégane [20]	5,372	2,248	Renault Trafic [6]	1,725	1,405
6	Opel Karl [7]	5,013	3,528	Mercedes-Benz Vito [4]	1,543	2,281
7	Škoda Octavia [5]	4,702	3,771	Ford Transit Custom [8]	1,440	1,287
8	Toyota Aygo [10]	4,548	3,112	Volkswagen Crafter [7]	1,256	1,392
9	Volkswagen Polo [4]	4,393	4,592	Renault Kangoo [9]	1,028	1,031
10	Ford Fiesta [28]	4,146	1,811	Ford Transit Connect [11]	927	947

[position in 2016]

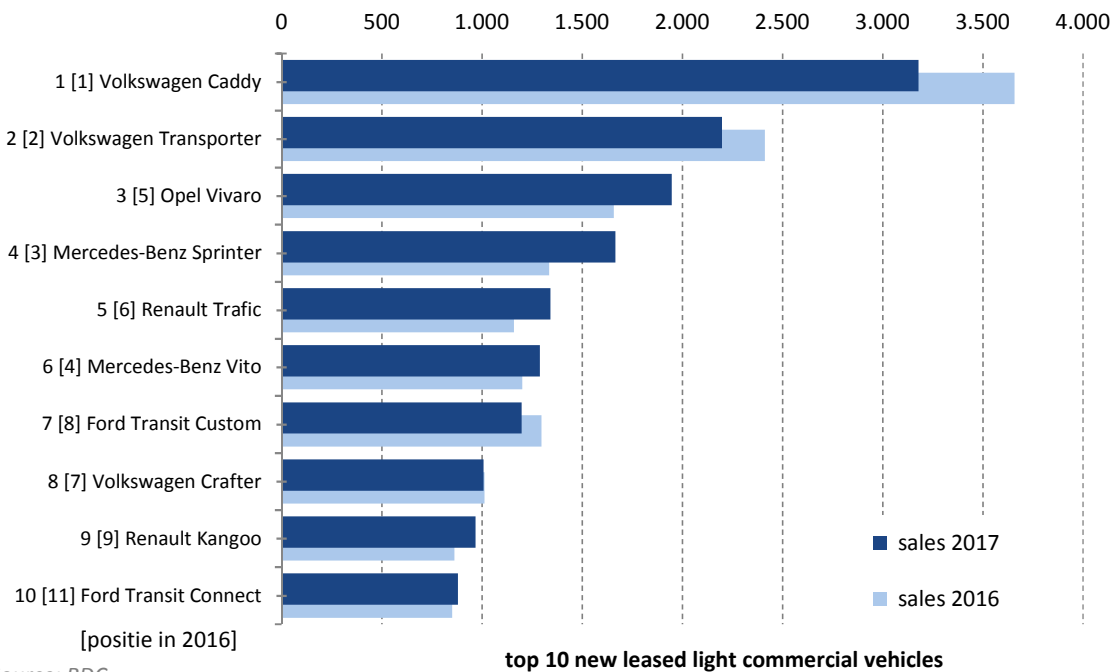
Source: RDC

Figure 19: Most popular new leased passenger cars



Source: RDC

Figure 20: Most popular new leased light commercial vehicles



Source: RDC

Explanation

The data on new leased vehicles are based on all new leased vehicles, so not only on those registered to a leasing company.

14. Lease package components

Key outcomes

- RMT (repairs, maintenance and tyres) is a service package which is practically always included in operational lease and fleet management, but rarely in financial lease packages.
- In 2017, leasing companies were responsible for the comprehensive insurance for 77 percent of the vehicles in the fleet, which is two percentage points higher than in 2016.
- 63 percent of vehicles in the fleet had an arrangement for a replacement vehicle. That is two percentage points higher than in 2016.
- 56 percent of vehicles in the fleet had an arrangement for fuel management in the form of advances or settlements. That is three percentage points higher than in 2016.
- Two percent of vehicles in the fleet have been (co-)financed for at least 70 percent by the lessee. This is eight percentage points lower than in 2016. The drop in this arrangement is almost entirely due to one large leasing company.

Table 7: Lease package components

	total	fleet share
total fleet	782,400	100%
• with RMT	686,900	88%
• with comprehensive insurance	595,100	77%
• with a courtesy vehicle	487,300	63%
• with fuel management	434,000	56%
• with financing (>70%) by lessee	17,300	2%

Source: VNA

Figure 21: Lease package components as percentage of the fleet



Source: VNA

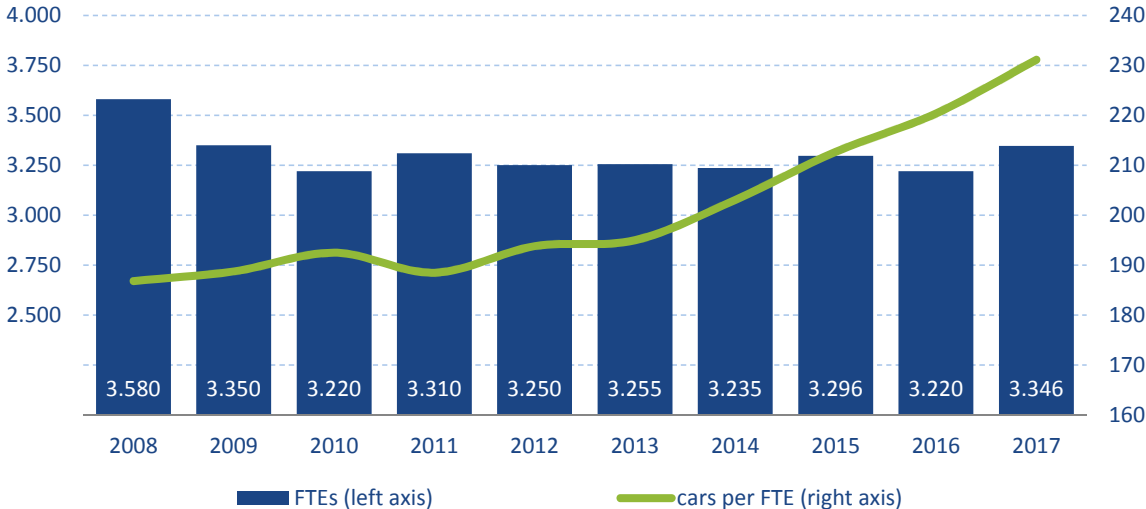
share of services in lease and fleet management contracts

15. Number of employees at leasing companies

Key outcomes

- For more than ten years, employment at VNA leasing companies has fluctuated between 3,200 and 3,600 FTEs.
- In 2017, the number of FTEs came to 3,346.
- Since 2012, the average number of vehicles per FTE has been steadily rising. That is partly due to the consolidation in the sector, which has enabled scale benefits.

Figure 22: Employment 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, and support services may or may not be shared with sister companies or bought from a parent company. Consequently, only limited conclusions can be drawn from the number of FTEs and the average number of vehicles per FTE.