

Vehicle Leasing Market in figures 2014

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¹ 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.

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This report is an elaboration of the infographics on our website: www.vna-lease.nl/feiten-cijfers.
All results in this report pertain to leased fleets as per 31 December 2014

1. Market share VNA fleet of leased vehicles

Key outcomes

- 91 percent of all 720,000 leased vehicles in the Netherlands are owned or managed by VNA members.

Source: RDC, VNA

Explanation

The VNA fleet comprises 657,200 vehicles.

The VNA has added to the RDC¹ total an estimated number of vehicles owned or managed by a leasing company which are in the name of the lessee, but which have not been registered in RTL² with a vehicle obligation.

This concerns approximately 65,000 cars. The Dutch leasing market by year-end 2014 was therefore estimated by the VNA at 720,000 passenger cars and light commercial vehicles.

2. Market share new registrations, lease

Key outcomes

- 42 percent of newly purchased cars in 2014 in the Netherlands were leased vehicles.
- 39 percent of newly purchased cars in 2014 in the Netherlands were leased vehicles owned or managed by VNA members.

Source: RDC, VNA

Explanation

- RDC has reported 149,931 newly registered cars at leasing companies or in RTL. The VNA has added to the RDC total an estimated number of vehicles owned or managed by a leasing company which are in the name of the lessee, but which have not been registered in RTL. This concerns approximately 37,000 cars.
- The number of newly leased vehicles in 2014 was estimated by the VNA at 186,000 passenger cars and light commercial vehicles.

¹ RDC is a supplier of automotive registration data

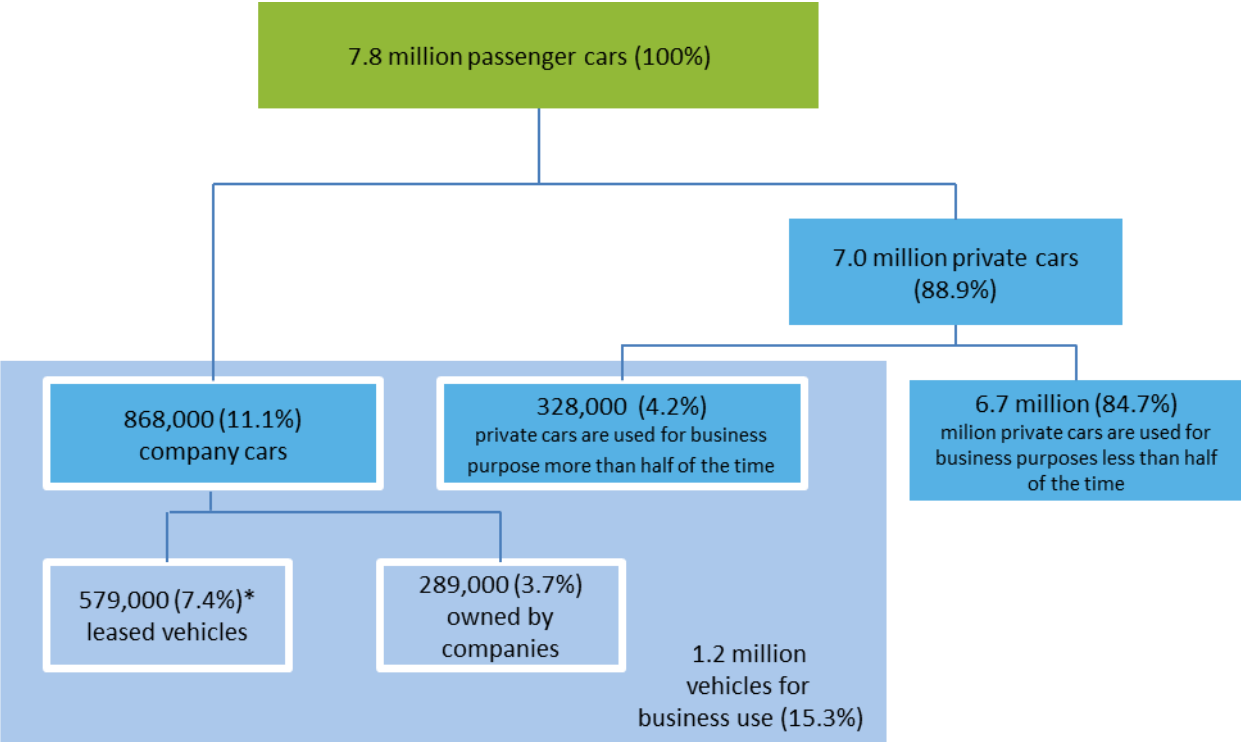
² RTL (Registratie Tenaamstelling Leasemaatschappij) is a type of vehicle registration for the variation in which the leased vehicles formally is being registered on lessees name but is owned by the lessor.

3. Developments in business passenger car fleets

Key outcomes

- Of the 7.8 million passenger cars (active fleets, excluding cars in car company stocks), 868,000 (11.1 percent) are company cars, while the rest are private cars.
- Over 4 percent of private cars are used over 50% for business purposes
- Leased vehicles constitute an estimated 7.4 percent of operational passenger car fleets.
- More than 4 percent of passenger cars is registered on lessees name (*small business or fleet owner*).
- Cars registered on lessees name, leased vehicles and private cars more than 50% used for business purposes together make up the vehicle fleet for business use – over 15 percent of the total passenger car fleet.
- Cars registered on lessees name and leased vehicles together make up the company car fleet - over 11 percent of the total active passenger car fleet.
- Approximately 3 percent of the fleet of leased vehicles consists of privately leased cars.

Figure 1: In 2014, almost half of all passenger cars for business use were leased vehicles



Source: RDC, VNA

* including 17,000 private lease contracts

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

Key outcomes

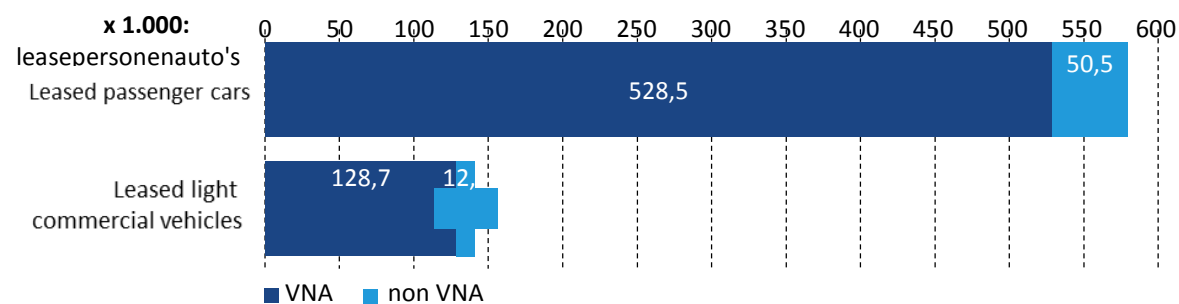
- Leased vehicles constitute over 8 percent of the total number of passenger cars and light commercial vehicles in the Netherlands.
- Approximately one in every fourteen passenger cars is a leased vehicle.
- One in every six light commercial vehicles is a leased vehicle.
- Due to changes in registration definitions, 2013 numbers do not tie in fully with those of 2014.

Table 1: Dutch leased vehicle fleet 2013-2014

	Passenger cars		Light commercial vehicles		Total	
	total NL	VNA	total NL	VNA	total NL	VNA
2014	579,000	528,500	141,000	128,700	720,000	657,200
2013	585,700	516,800	131,800	120,700	717,400	637,500
Increase/decrease	-6,700	+11,700	+9,200	+8,000	+2,600	+19,700
Increase/decrease	-1.1%	+2.3%	+7.0%	+6.6%	+0.4%	+3.1%
Share in Dutch fleets	7.4%	6.7%	16.9%	15.5%	8.3%	7.6%

Source: RDC, VNA

Figure 2: Market size as expressed in number of cars



Source: VNA, RDC

5. Top 10 leasing companies

The top 10 largest VNA members in alphabetical order:

- 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

- Size measured by the total number of leased cars and fleet management.

6. Annual mileage

Key outcomes

- Pre-estimated mileage did not change compared to last year for passenger cars, and showed a slight increase for light commercial vehicles (+2.4 percent).
- For terminated contracts of passenger cars mileage was slightly higher (+3.5 percent) and for light commercial vehicles mileage was slightly lower (-1.4 percent) than originally estimated.

Table 2: Annual mileage

Realised mileage	passenger cars		light commercial vehicles	
	2014	2013	2014	2013
theoretical, new contracts	32,800	32,800	34,700	33,800
realised, terminated contracts	34,800	33,600	29,800	30,200

2014 increase relative to 2013	passenger cars		light commercial vehicles	
	absolute	percentage	absolute	percentage
theoretical, new contracts	0	+0,0%	+900	+2,4%
realised, terminated contracts	+1,200	+3,5%	-400	-1,4

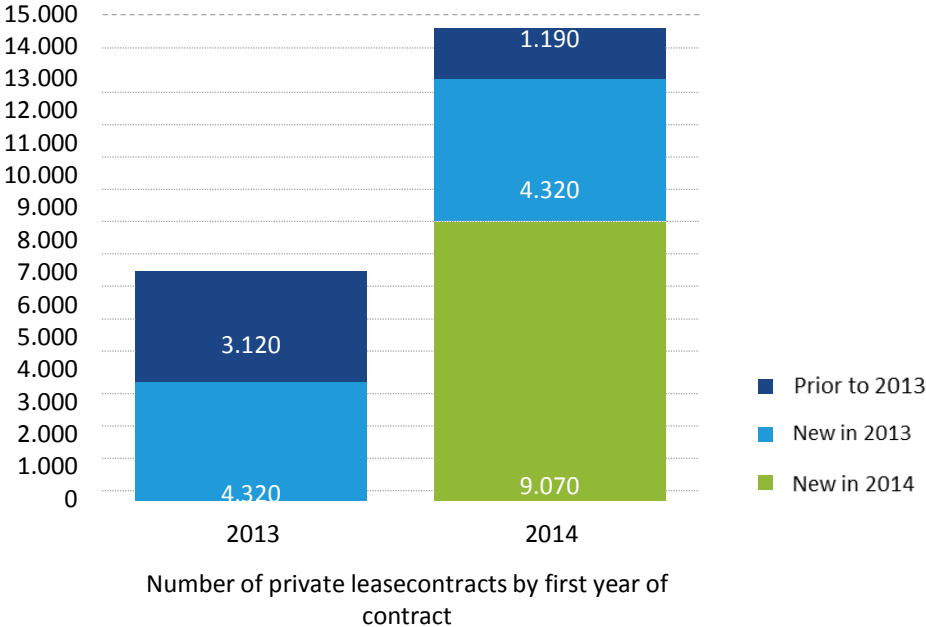
Source: VNA

7. Private lease

Key outcomes

- 84 percent of VNA members have private lease customers.
- With nearly 15,000 cars, private lease constitutes almost 3 percent of the leased passenger car fleet of the collective VNA members.
- The number of private lease contracts nearly doubled as compared to 2013: +96 percent.
- More than 60 percent of current private lease contracts (9,070 out of 14,600) started in 2014.
- Nearly 30 percent of all current private lease contracts (approx. 4,300) were concluded in 2013.
- The difference between the number of new contracts (9,070) and the growth numbers (+7,670) is explained by the renewals of expiring contracts, which count as new contracts.
- The growth in new private lease contracts exclusively refers to operational lease only.
- Private lease only relates to passenger cars.

Figure 4. Private lease doubled in 2014



Source: VNA

8. Average age of leased fleets

Key outcomes

- The average age of passenger cars in fleets of VNA leasing companies is almost two years: 23.4 months.
- This is equal to the average age in 2013, which indicates a stable replacement process.
- In the period 2005-2008 the average age was a few months lower than it is now, and during the recession period the average age increased, reaching a peak of 26.1 months in 2010.
- The average age of light commercial vehicles in fleets of VNA leasing companies is two and a half years (30.7 months).
- This is 1.7 months lower than in 2013.
- The decline in average age of the light commercial vehicle fleet is caused by a relatively strong growth of the light commercial vehicle fleet, therefore a large part of the fleet consists of relatively new cars.
- Both for passenger cars and light commercial vehicles the average fleet age is in decline at large leasing companies and on the rise at small and medium-sized leasing companies.
- The average age relates to all contract types: operational lease, financial lease and fleet management.

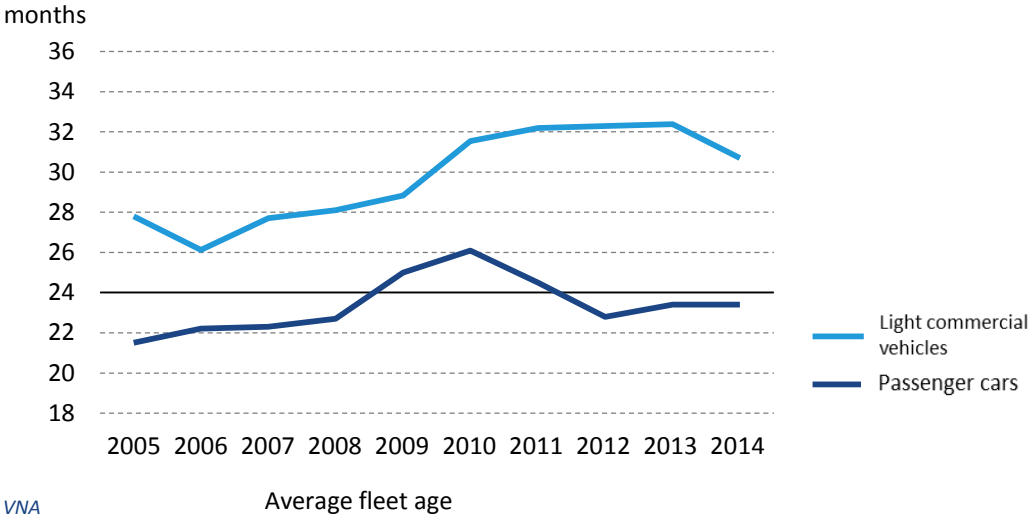
Table 3: Average age of leased fleets in slight decline¹

	total VNA
<i>Passenger cars</i>	
average fleet age (months)	23.4
difference to 2013 (months)	-0.1
percentage difference to 2013	-0.5%
<i>Light commercial vehicles</i>	
average fleet age (months)	30.7
difference to 2013 (months)	-1.7
percentage difference to 2013	-3.7%

Source: VNA

¹ the growth figures in the table are based on the leasing companies that specified the average age of their fleet for both 2013 and 2014. This explains the minor difference in numbers in the figure and the table.

Figure 4: On average, light commercial vehicles are six months older than passenger cars



Source: VNA

9. Company car taxable benefit category for passenger cars (excl. RTL)

Key outcomes

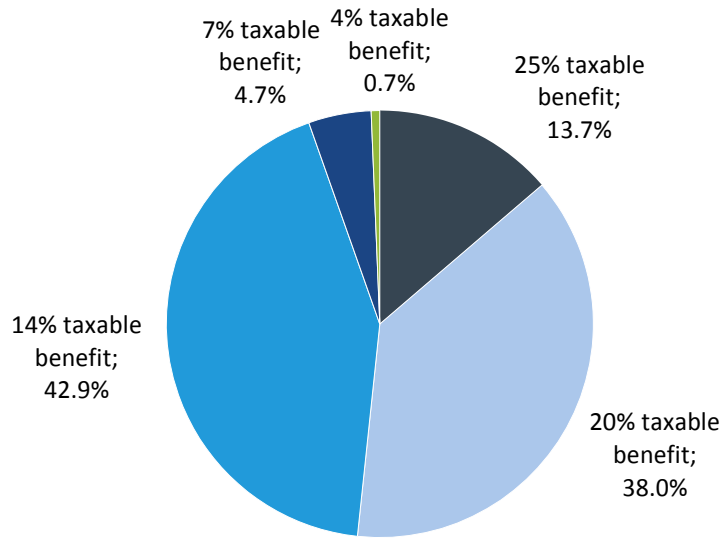
- At 42.9 percent, the 14 percent taxable benefit category was the largest category for newly leased vehicles in 2014. This mainly concerns diesel-powered cars.
- In 2014, 5.4 percent of the newly leased vehicles (one in 18.5 cars) fell into one of the two lowest taxable benefit categories (4 and 7 percent).
- The aggregate share of the two highest taxable benefit categories (20 and 25 percent) was just over half of all newly leased vehicles (51.7 percent).
- This mainly concerns petrol-powered cars.

Table 4: Taxable benefit category

taxable benefit category	number	share
4%	715	0.7%
7%	5,183	4.7%
14%	46,874	42.9%
20%	41,451	38.0%
25%	14,983	13.7%

Source: RDC

Figure 5: Most cars fall into the 14 percent taxable benefit category



New leased passenger cars 2014 to taxable benefit category

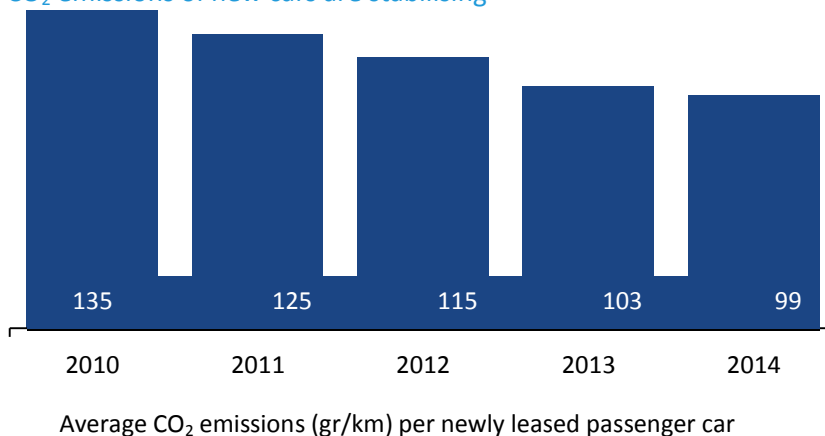
Source: RDC

10. CO₂ emissions

Key outcomes²

- Average CO₂ emissions of newly leased passenger cars in 2014 were 99 grams per kilometre.
- This is both 4 grams and 4 percent less than the average of newly leased passenger cars in 2013.
- This suggests stabilizing emissions: in the period 2011-2013 the average annual decline was 8.6 percent.

Figure 6: CO₂ emissions of new cars are stabilising



Source: RDC

² The RDC has revised the figures for 2010, 2011 and 2013 with retroactive effect

11. Contract types

Key outcomes

- The size of VNA's leased passenger car fleet follows the pattern as witnessed in the economic crisis, but with a delay of about a year.
- The leased passenger car fleet has increased steadily over the past three years. In this pattern, the shares of operational lease, financial lease and fleet management are stable.
- At year-end 2014, 87 percent of the operational leased passenger car fleet, 6 percent related to financial lease and 6 percent to fleet management.
- The leased light commercial vehicle fleets follow a different pattern, showing growth after years of decline.
- In the leased light commercial vehicle fleets a steady shift is taking place from operational lease to financial lease.
- At year-end 2014, 65 percent of the leased light commercial vehicle fleets is operational lease, 25 percent is financial lease and 10 percent is fleet management.

Table 5: Contract types for passenger cars and light commercial vehicles

Passenger cars

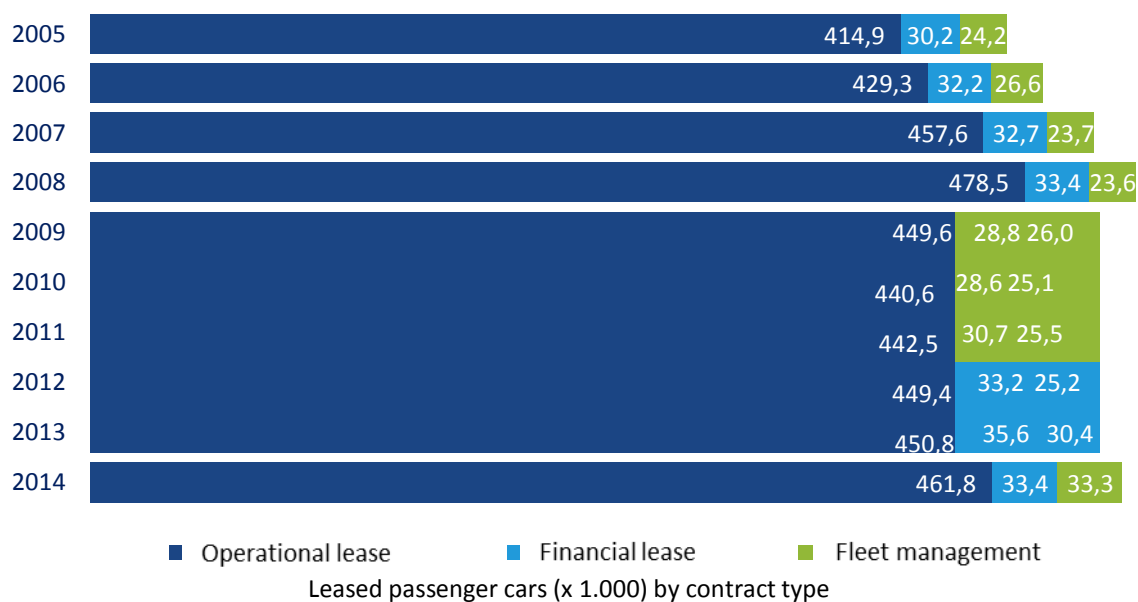
	operational lease	financial lease	fleet management	total	share of operational lease	share of financial lease	share of fleet management
2005	414,900	30,200	24,200	469,300	88%	6%	5%
2006	429,300	32,200	26,600	488,100	88%	7%	5%
2007	457,600	32,700	23,700	514,000	89%	6%	5%
2008	478,522	33,353	23,557	535,432	89%	6%	4%
2009	449,627	28,835	25,957	504,419	89%	6%	5%
2010	440,594	28,552	25,062	494,208	89%	6%	5%
2011	442,546	30,735	25,546	498,827	89%	6%	5%
2012	449,373	33,193	25,185	507,751	89%	7%	5%
2013	450,827	35,584	30,365	516,776	87%	7%	6%
2014	461,846	33,361	33,299	528,506	87%	6%	6%

Light commercial vehicles

	operational lease	financial lease	fleet management	total	share of operational lease	share of financial lease	share of fleet management
2005	89,400	15,000	9,800	114,200	78%	13%	9%
2006	92,700	16,100	11,800	120,600	77%	13%	10%
2007	97,200	18,400	12,000	127,600	76%	14%	9%
2008	101,088	20,161	11,871	133,120	76%	15%	9%
2009	95,241	19,985	12,579	127,805	75%	16%	10%
2010	94,476	19,401	11,625	125,502	75%	15%	9%
2011	92,155	21,274	11,655	125,084	74%	17%	9%
2012	89,278	21,833	11,103	122,214	73%	18%	9%
2013	85,134	24,392	11,192	120,718	71%	20%	9%
2014	83,383	32,151	13,143	128,677	65%	25%	10%

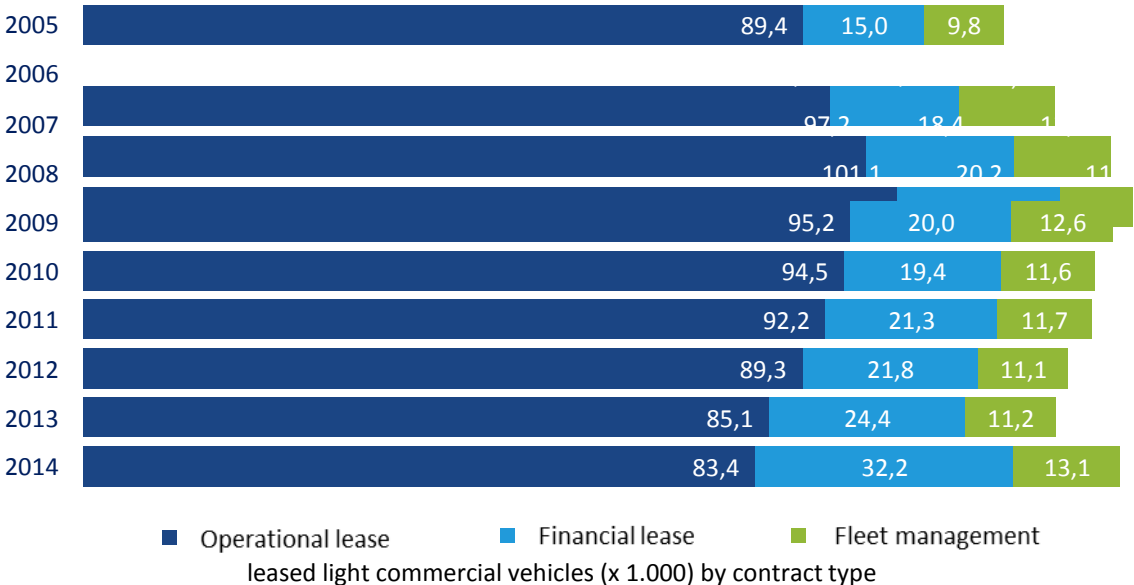
Source: VNA

Figure 7: VNA's leased passenger car fleet is on the rise, stable shares of contract types



Source: VNA

Figure 8: VNA's leased light commercial vehicle fleet is recovering, financial lease share is increasing

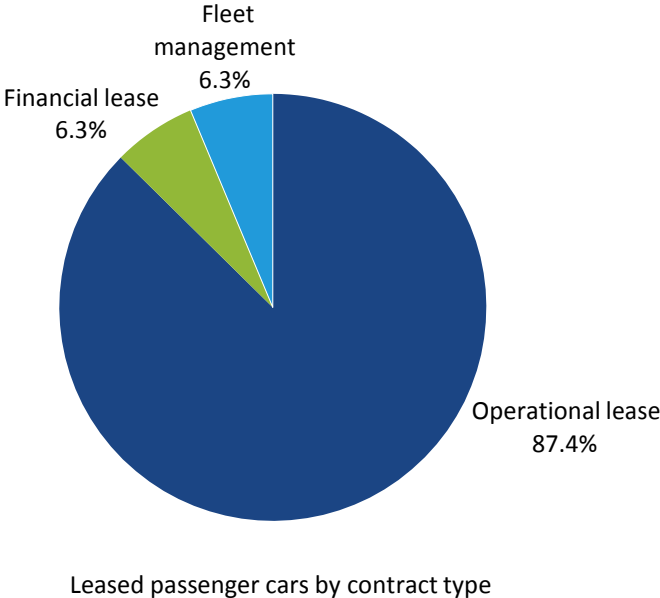


Source: VNA

Explanation

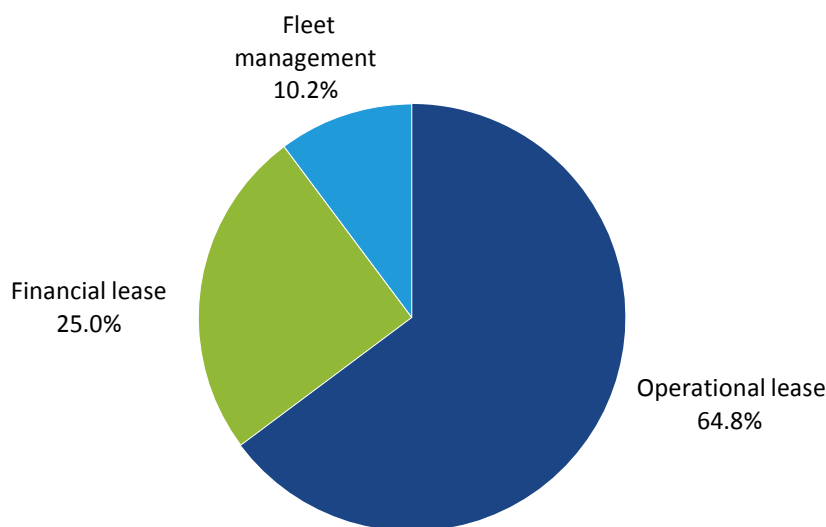
- Changes in the size of the aggregate fleets of all VNA members are caused by changes in the number of VNA members as well as changes in the fleet size of members.
- More stringent definitions were specified in 2014 for lease and fleet management.
- This change in definition was not implemented with retroactive effect.
- As a result, the data from 2014 are well aligned with previous years, but not 100%.

Figure 9: Most leased passenger cars are operational lease



Source: RDC

Figure 10: A quarter of all leased light commercial vehicles is qualified as financial lease



Leased light commercial vehicles by contract type

Source:
RDC

12. Top 10 new leased vehicles

Key outcomes

Passenger cars

- The most popular leased passenger car in 2014 was the Škoda Octavia, which more than tripled its 2013 sales, with a total sales volume of 9,769 vehicles; in 2013, the Octavia took 10th place.
- The Peugeot 308 (8,477) entered the top 10 in second place.
- The VW Golf Sportsvan is the successor of the VW Golf Plus, which ranked 4th in 2013.
- The numbers 1 and 2 from 2013 disappeared from the top 10: the Renault Mégane (which also ranked first in 2012) and the Ford Focus.
- The total sales volume of the number 1 in 2014 (9,769) was significantly higher (+ 19.2 percent) than the total sales volume of the number 1 in 2013, the Renault Mégane (8,198).
- The aggregate share of the top 10 cars in the total number of leased new sales (109,259) is 49 percent, which is 3 percentage points more than in 2013.

Light commercial vehicles

- There were only minor shifts in ranking.
- Like last year the VW Caddy and the VW Transporter topped the list by far.
- The Ford Transit Connect is a new entry in the list, for which the Peugeot Partner had to make way.
- The aggregate share of the top 10 vehicles in the total number of leased new sales (16,470) is 69 percent, which is 1 percentage point less than in 2013.

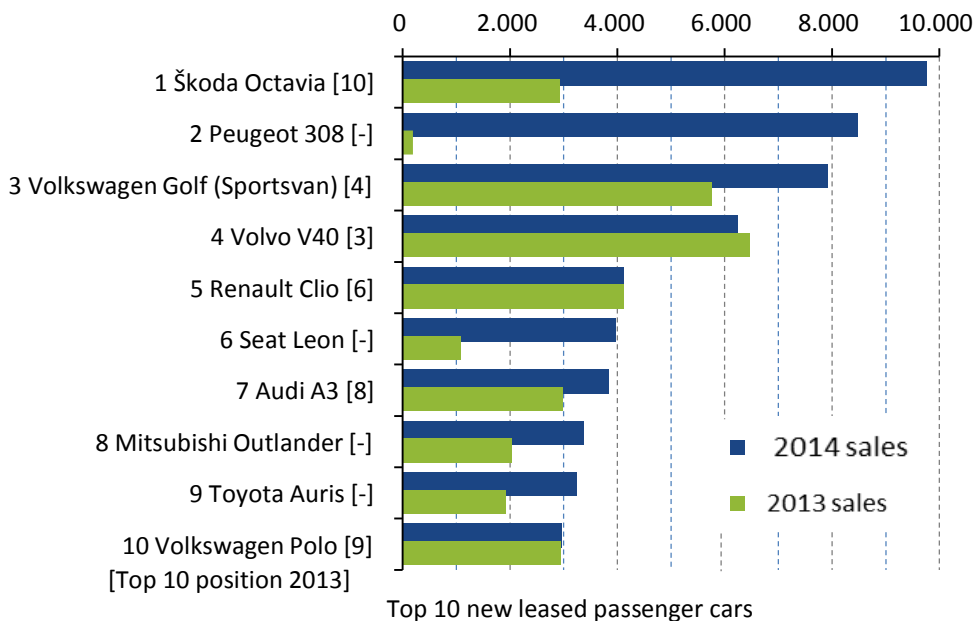
Table 6: Top 10 of newly sold passenger cars by model

	passenger cars	2014	2013		Light commercial vehicles	2014	2013
1	Škoda Octavia [10]	9,769	2,933	1	Volkswagen Caddy [1]	2,806	2,406
2	Peugeot 308 [-]	8,477	193	2	Volkswagen Transporter [2]	1,865	2,008
3	Volkswagen Golf (Sportsvan) [4]	7,922	5,754	3	Opel Vivaro [4]	1,110	1,034
4	Volvo V40 [3]	6,248	6,472	4	Volkswagen Crafter [3]	944	1,090
5	Renault Clio [6]	4,114	4,114	5	Ford Transit Custom [10]	924	562
6	Seat Leon [-]	3,974	1,078	6	Mercedes-Benz Sprinter [9]	896	587
7	Audi A3 [8]	3,846	2,983	7	Renault Trafic [6]	894	868
8	Mitsubishi Outlander [-]	3,373	2,041	8	Renault Kangoo [6]	677	815
9	Toyota Auris [-]	3,251	1,928	9	Opel Combo [7]	676	706
10	Volkswagen Polo [9]	2,976	2,947	10	Ford Transit Connect [-]	530	232

in square brackets are the 2013 top 10 rankings

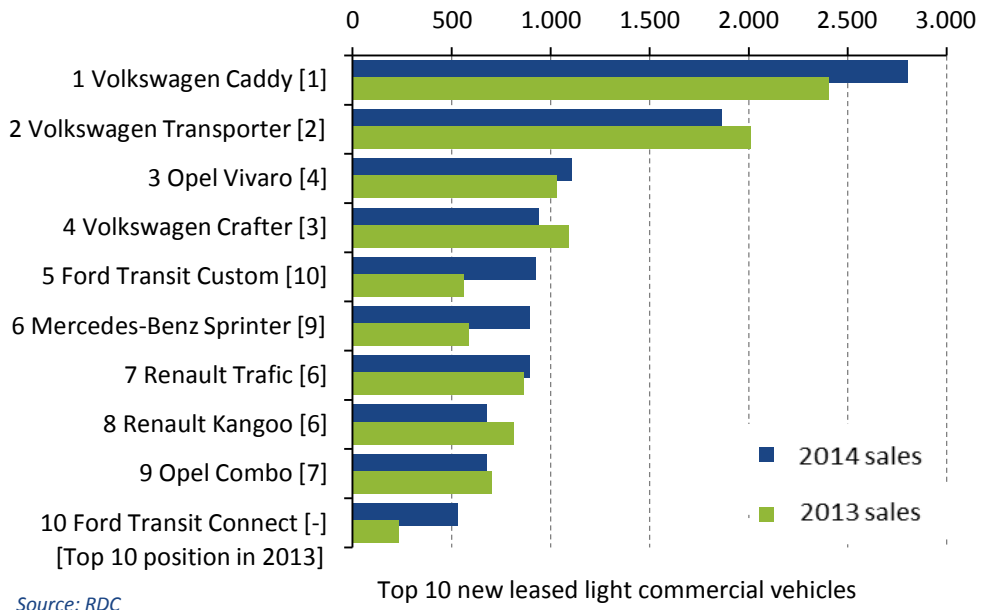
Source: RDC

Figure 11: Škoda Octavia relentlessly on the rise



Source: RDC

Figure 12: Caddy still in the lead



13. Lease package components

Key outcomes

- Overhaul (repair, maintenance and tyres) is a service package which is practically always included in operational lease and fleet management, and practically never in financial lease.
- In 2014, the leasing company took out comprehensive insurance for three quarters of the cars in the fleet.
- 63 percent of cars in the fleet had an arrangement for fuel management in the form of advances or settlements.
- 62 percent of cars in the fleet had an arrangement for a replacement vehicle.
- The coverage ratio of these services is similar to the situation in 2013.
- The large leasing companies have a higher coverage ratio for these services than the medium-sized and small leasing companies.
- 15 percent of the cars in the fleet have been co-financed by the lessee for at least 70 percent.

Table 7: Lease package components

	total	fleet share
total fleet	657,200	100%
with overhaul	591,700	90%
with comprehensive insurance	464,700	71%
with fuel management	411,200	63%
with a replaced vehicle	405,400	62%
with funding by the lessee (>70%)	96,700	15%

Source: VNA

Figure 13: In many cases, the lease package is a complete package



Source: VNA

Share of services in lease and fleet management contracts

Compiled by VNA / Periscoop Consult

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