



Bi-annual leasing broker survey

January to June 2020 (H1 2020)

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Jan to Jun 2020

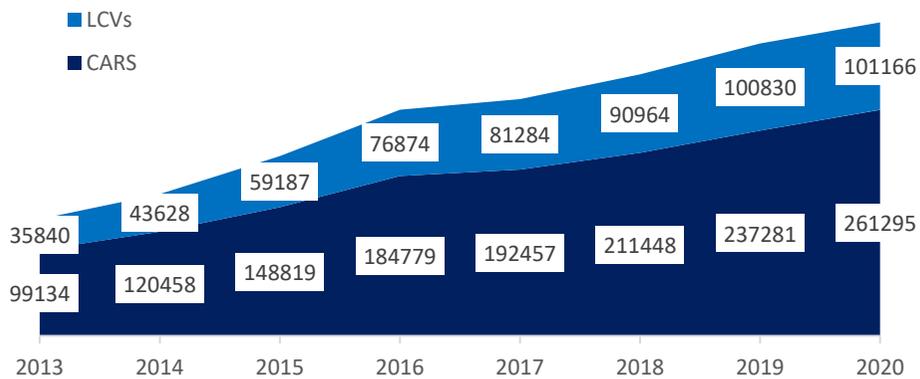
LEASING BROKER / SMALL FLEET H1 2020

- The BVRLA broker channel fleet grew by 7% to 362,461 compared to end of H1 2019.
- New contracts for both cars and LCVs are down compared to H1 2019 (-13% and -12% respectively)
- Existing trends continued including increasing percentage of consumer contracts for cars, despite fall-out from the COVID-19 pandemic including forbearance, lock-down and other increased regulatory intervention.

Key Findings (Cars)	(Vans)
<ul style="list-style-type: none"> • The net additions to the car fleet for H1 2020 was just over 24,000. • 3 in 5 cars on fleet are on a personal contract • New contracts for PCH were double those of BCH 	<ul style="list-style-type: none"> • Growth stalled in H1 for the first time since 2013 at 101,166 vans. • The number of new contracts signed in H1 2020 was 12% lower than in H1 2019. However, there was a 79% increase in new PCH contracts in H1 2020 relative to H1 2019. • The profile of funding has been remarkably consistent of the period 2013 to 2020 with a reduction in percentage of finance leases.

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 suffix M will be used. In all cases where the end of the period being reported is at the half year, the prefix H1 will be used.

Vehicles on fleet

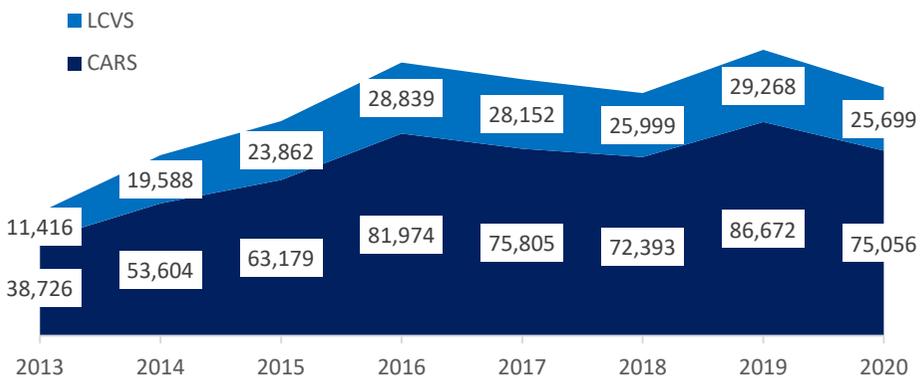


Vehicles on fleet	2013	2014	2015	2016	H1 2017	H1 2018	H1 2019	H1 2020
CARS	99,134	120,458	148,819	184,779	192,457	211,448	237,281	261,295
LCVs	35,840	43,628	59,187	76,874	81,284	90,964	100,830	101,166
ALL	134,974	164,086	208,006	261,653	273,740	302,412	338,111	362,461

New contracts	2013	2014	2015	2016	H1 2017 ^M	H1 2018 ^M	H1 2019 ^M	H1 2020 ^M
CARS	38,726	53,604	63,179	81,974	75,805	72,393	86,672	75,056
LCVs	11,416	19,588	23,862	28,839	28,152	25,999	29,268	25,699
ALL	50,142	73,192	87,041	110,813	103,957	98,392	115,940	100,754

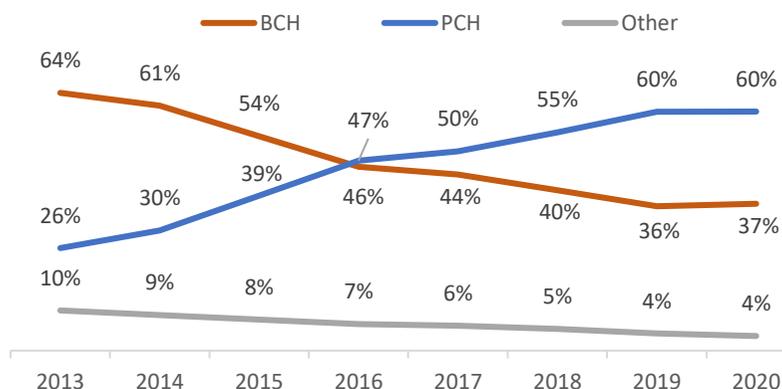
Net additions	2013	2014	2015	2016	H1 2017	H1 2018	H1 2019	H1 2020
CARS	8,427	21,324	28,361	35,960	7,678	18,992	25,833	24,014
LCVs	3,329	7,788	15,559	17,687	4,410	9,681	9,866	336
ALL	11,756	29,112	43,920	53,647	12,087	28,672	35,699	24,350

New contracts



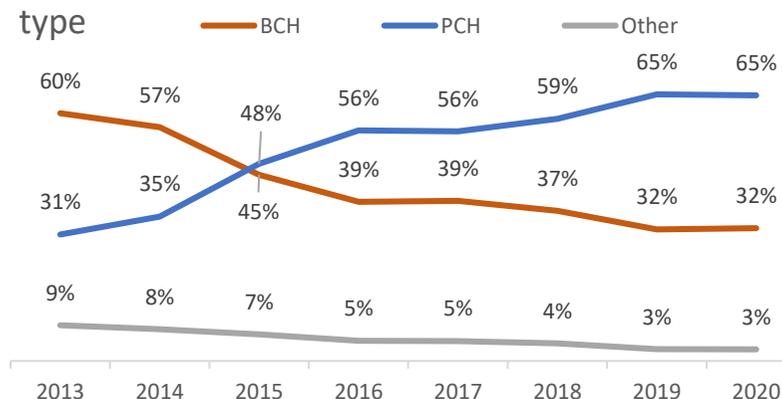
Cars on fleet	2013	2014	2015	2016	H1 2017	H1 2018	H1 2019	H1 2020
BCH	63,803	73,683	79,709	84,841	84,638	84,662	85,545	95,766
Finance lease	3,755	4,183	4,445	4,863	4,740	4,438	3,789	3,473
Business other*	567	604	641	675	643	578	519	420
BUSINESS ALL	68,125	78,470	84,795	90,379	90,020	89,678	89,853	99,659
PCH	25,381	36,111	57,572	87,619	95,796	115,267	141,491	155,985
Personal other*	5,628	5,877	6,452	6,781	6,641	6,503	5,937	5,651
PERSONAL ALL	31,009	41,988	64,024	94,400	102,437	121,770	147,428	161,636
ALL	99,134	120,458	148,819	184,779	192,457	211,448	237,281	261,295

Market share: cars on fleet by finance type



Cars: New contracts	2013	2014	2015	2016	H1 2017 ^M	H1 2018 ^M	H1 2019 ^M	H1 2020 ^M
BCH	23,403	30,562	28,706	31,808	29,619	26,527	27,811	24,286
Finance lease	1,162	1,706	1,585	1,489	1,344	1,041	834	644
Business other*	182	224	222	277	202	136	85	97
BUSINESS ALL	24,747	32,492	30,513	33,574	31,164	27,703	28,730	25,027
PCH	11,948	18,898	30,363	46,121	42,484	42,745	56,369	48,645
Personal other*	2,031	2,214	2,308	2,279	2,157	1,946	1,573	1,384
PERSONAL ALL	13,979	21,112	32,671	48,400	44,641	44,691	57,942	50,029
ALL	38,726	53,604	63,184	81,974	75,805	72,393	86,672	75,056

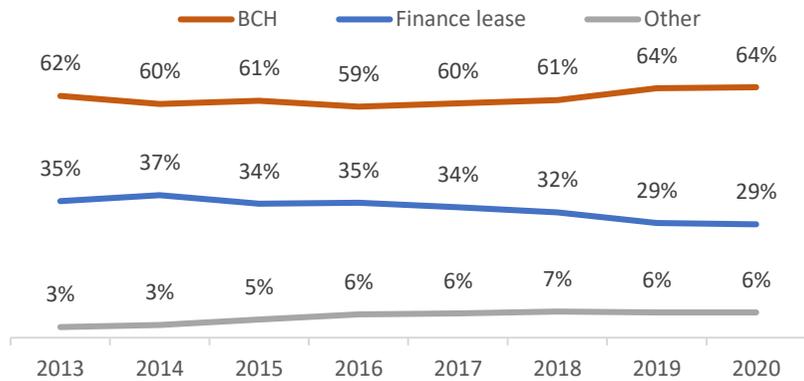
Market share: new contracts cars by finance type



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

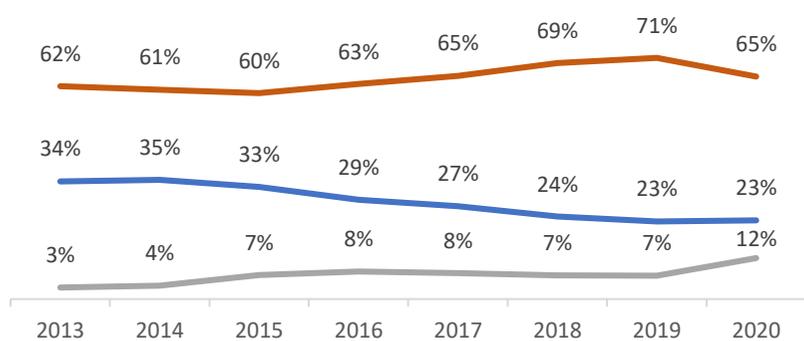
LCVs on fleet	2013	2014	2015	2016	H1 2017	H1 2018	H1 2019	H1 2020
BCH	22,269	26,219	36,030	45,653	48,942	55,576	64,620	65,126
Finance lease	12,593	15,981	20,367	26,643	27,274	29,277	29,694	29,484
Business other*	809	1,099	1,908	2,609	2,721	2,863	2,654	2,624
BUSINESS ALL	35,671	43,299	58,305	74,905	78,937	87,716	96,968	97,234
PCH	124	303	864	1,953	2,334	3,245	3,852	3,928
Personal other*	45	26	18	16	14	3	10	4
PERSONAL ALL	169	329	882	1,969	2,347	3,248	3,862	3,932
ALL	35,840	43,628	59,187	76,874	81,284	90,964	100,830	101,166

Market share: LCVs on fleet by finance type



LCVs: New contracts	2013	2014	2015	2016	H1 2017 ^M	H1 2018 ^M	H1 2019 ^M	H1 2020 ^M
BCH	7,102	11,992	14,366	18,131	18,378	17,929	20,635	16,717
Finance lease	3,929	6,827	7,817	8,383	7,652	6,264	6,640	5,903
Business other*	288	554	1,042	995	839	668	596	586
BUSINESS ALL	11,319	19,373	23,225	27,509	26,868	24,860	27,601	23,206
PCH	83	201	608	1,327	1,282	1,138	1,393	2,491
Personal other*	14	14	29	3	2	1	4	2
PERSONAL ALL	97	215	637	1,330	1,284	1,139	1,397	2,493
ALL	11,416	19,588	23,862	28,839	28,152	25,999	29,268	25,699

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.