



Bi-annual leasing broker survey

December 2019

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December 2019

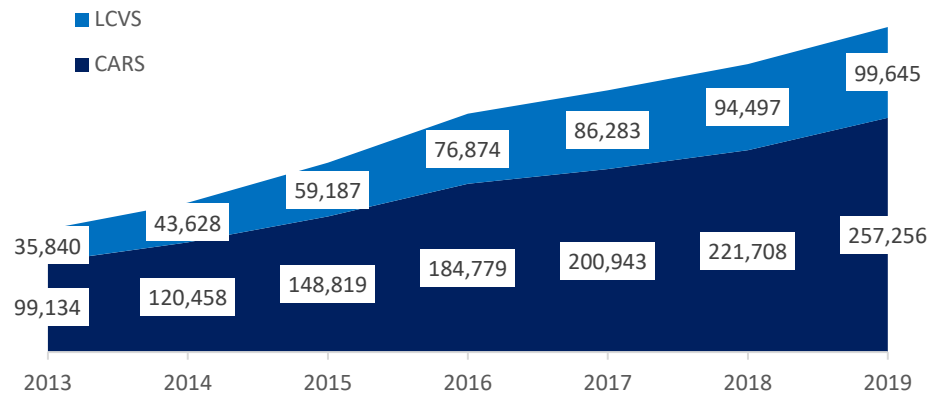
LEASING BROKER / SMALL FLEET 2019 H2

- The BVRLA broker channel fleet grew by 12%* to 356,901 compared to 2018, up 6% from the preceding half.
- This growth is primarily due to increases in personal contract hire (PCH) for cars (+20%) and business contract hire (BCH) for LCVs (+9%).
- The number of non-PCH contracts for cars rose by 2%. Non-BCH contracts for LCVs remained the same.

Key Findings (Cars)	(Vans)
<ul style="list-style-type: none"> • 59% of the BVRLA broker channel fleet and 64% of new contracts is PCH. PCH grew by 20% year on year. • 37% of the BVRLA broker channel fleet is BCH, and 33% new contracts are business contract hire. BCH grew by 13% year on year. 	<ul style="list-style-type: none"> • 65% of the BVRLA broker channel fleet, and 68% of new contracts is BCH. BCH grew by 9% year on year. • 29% of the BVRLA broker channel fleet is finance lease. Finance leases grew by 1% year on year.

*Approximately 1/3 of the increase to the total broker fleet in 2019 was due to business reorganisation and 2/3 due to market growth.

Vehicles on fleet



Vehicles on fleet

	2013	2014	2015	2016	2017	2018	2019
CARS	99,134	120,458	148,819	184,779	200,943	221,708	257,256
LCVS	35,840	43,628	59,187	76,874	86,283	94,497	99,645
TOTAL	134,974	164,086	208,006	261,653	287,226	316,205	356,901

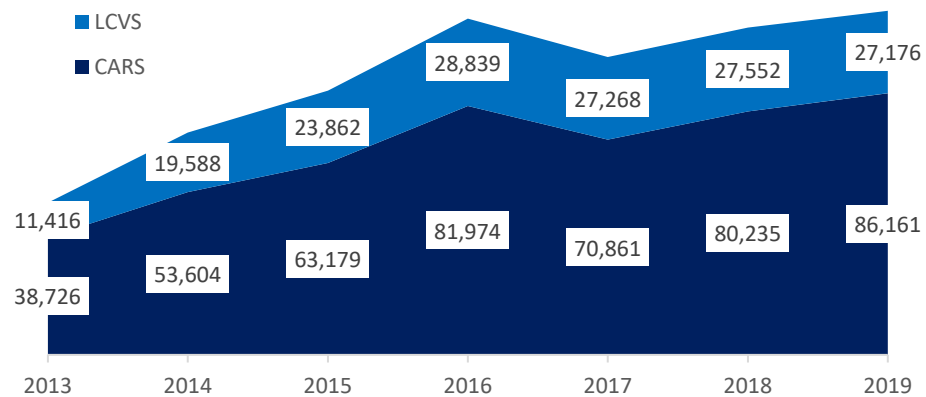
New contracts

	2013	2014	2015	2016	2017	2018	2019
CARS	38,726	53,604	63,179	81,974	70,861	80,235	86,161
LCVS	11,416	19,588	23,862	28,839	27,268	27,552	27,176
TOTAL	50,142	73,192	87,041	110,813	98,129	107,787	113,337

Net additions

	2013	2014	2015	2016	2017	2018	2019
CARS	8,427	21,324	28,361	35,960	16,164	20,765	35,548
LCVS	3,329	7,788	15,559	17,687	9,409	8,214	5,148
TOTAL	11,756	29,112	43,920	53,647	25,573	28,979	40,696

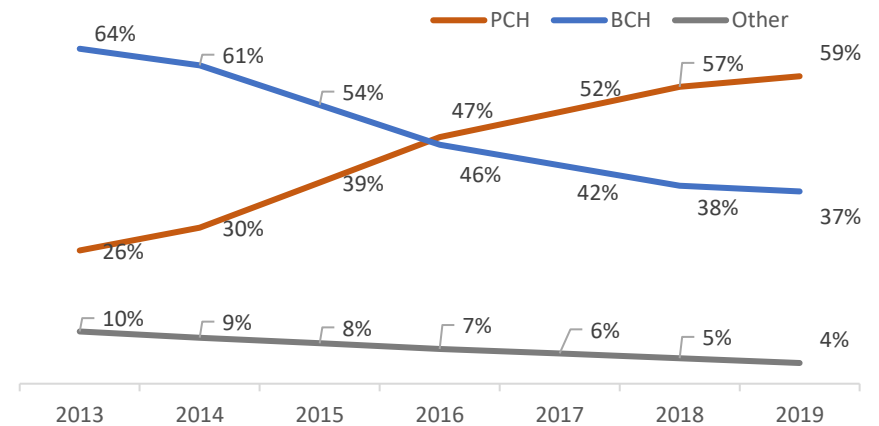
New contracts



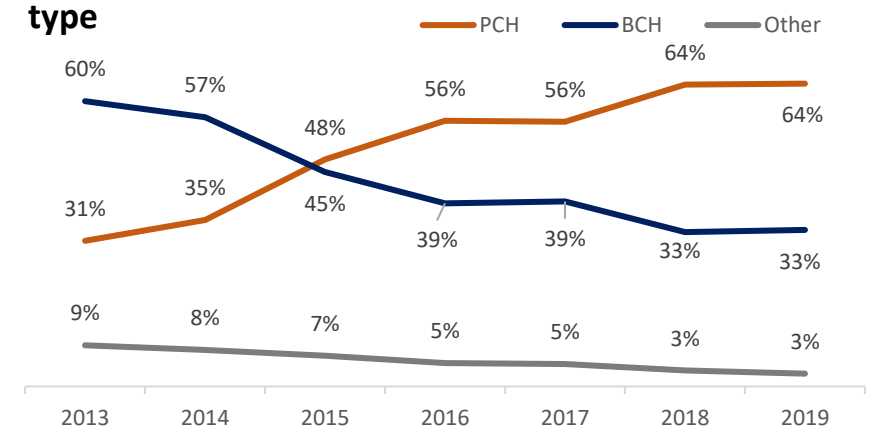
Cars on fleet	2013	2014	2015	2016	2017	2018	2019
BCH	63,803	73,683	79,709	84,841	84,388	84,404	95,047
PCH	25,381	36,111	57,572	87,619	104,828	126,451	151,979
Finance Lease	3,755	4,183	4,445	4,863	4,616	4,134	3,789
Contract							
Purchase	372	393	452	505	474	389	408
HP/PCP	5,628	5,877	6,452	6,779	6,501	6,219	5,922
Lease purchase	0	0	125	105	72	48	50
Credit Hire	195	211	64	67	64	63	61
	99,134	120,458	148,819	184,779	200,943	221,708	257,256

Cars: new contracts	2013	2014	2015	2016	2017	2018	2019
BCH	23,403	30,562	28,706	31,808	27,761	26,235	28,550
PCH	11,948	18,898	30,363	46,121	39,740	51,292	55,275
Finance Lease	1,162	1,706	1,585	1,489	1,198	857	768
Contract							
Purchase	113	139	167	229	96	72	60
HP/PCP	2,031	2,214	2,303	2,279	2,035	1,743	1,472
Lease purchase	53	62	30	29	12	16	30
Credit Hire	16	23	25	19	19	20	6
	38,726	53,604	63,179	81,974	70,861	80,235	86,161

Market share: cars on fleet by finance type



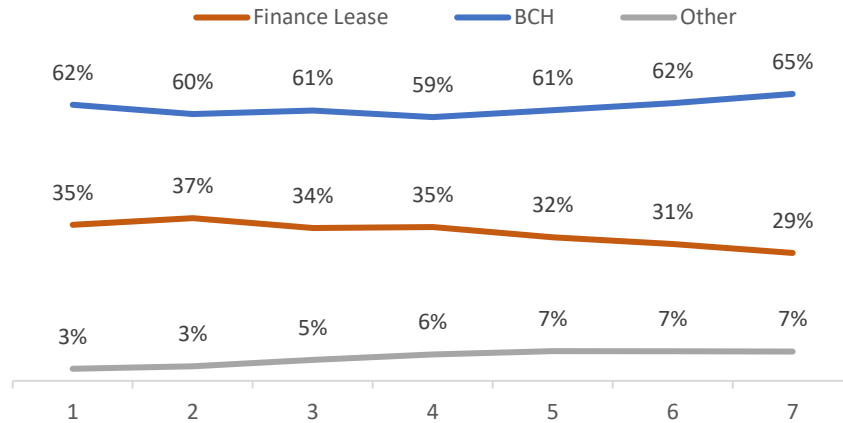
Market share: new contracts cars by finance type



LCVs on fleet	2013	2014	2015	2016	2017	2018	2019
BCH	22,269	26,219	36,030	45,653	52,603	59,050	64,366
PCH	124	303	864	1,953	2,935	3,606	3,944
Finance Lease	12,593	15,981	20,367	26,643	27,901	29,124	28,698
Contract Purchase	145	280	792	1,264	1,466	1,397	1,351
HP/PCP	45	26	18	16	11	13	4
Lease purchase	664	819	1,116	1,345	1,367	1,307	1,282
Credit Hire	0	0	0	0	0	0	0
	35,840	43,628	59,187	76,874	86,283	94,497	99,645

LCVs: new contracts	2013	2014	2015	2016	2017	2018	2019
BCH	7,102	11,992	14,366	18,131	18,488	19,593	18,606
PCH	83	201	608	1,327	1,177	1,404	1,165
Finance Lease	3,929	6,827	7,817	8,383	6,921	5,923	6,814
Contract Purchase	53	173	563	551	353	291	217
HP/PCP	14	14	29	3	0	2	4
Lease purchase	235	381	479	444	329	337	370
Credit Hire	0	0	0	0	0	2	0
	11,416	19,588	23,862	28,839	27,268	27,552	27,176

Market share: LCVs on fleet by finance type



Market share: new contracts LCVs by finance type

