



Q2-2018 MARKET ESTIMATE

BVRLA Business fleet leasing
Year-on-year change
1,302,000 (-3.6%)



Q2-2018 MARKET TRENDS

All BVRLA car leasing down 3%
This yr-on-yr growth comprised:



* includes HP, Contract purchase, PCP, ECOS & salary sacrifice



AVERAGE EMISSIONS BVRLA CAR FLEET

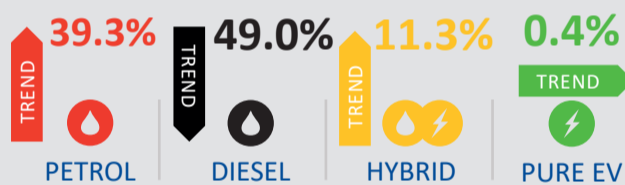


AVERAGE CAR FLEET EMISSIONS NEW REGISTRATIONS



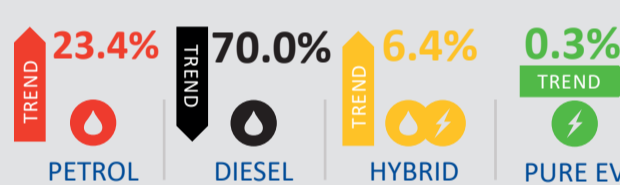
FUEL TYPE

BVRLA fleet new car registrations



FUEL TYPE

BVRLA total car fleet



CO2 EMISSION COMPARISON



87% of car fleets are Euro 6 compliant



BUSINESS CONFIDENCE

Q1 - Q2
2018



Confidence in the UK economy remained unchanged among the business community (as measured by the CBI) but reduced among BVRLA members. Members' are more pessimistic about the fleet leasing sector performance over the next six months, used car values, and margins, but more positive about fleet sizes. Members report margins will be reduced as they work to manage significant regulation changes.



CAR & LCV CONTRACT DURATION

Mean contract duration
No noticeable year-on-year change

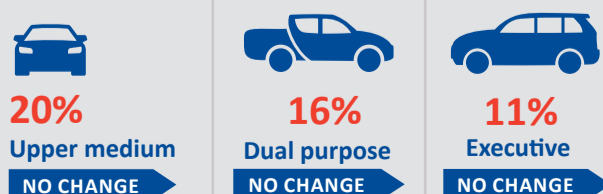


CAR & LCV CONTRACT MILEAGE

Mean contract mileage
7/10 contracts are under 20,000 miles



MARKET SHARE BY VEHICLE TYPE*



*MVRIS Motor Vehicle Registration Information System.

Established in 1967, the **British Vehicle Rental & Leasing Association (BVRLA)** is the UK trade body for companies engaged in vehicle rental and leasing. Its 900+ members operate a combined fleet of almost 5 million cars, vans and trucks. BVRLA members buy nearly half of all new vehicles sold in the UK, supporting around 317,000 jobs and contributing nearly £25bn to the economy each year. By consulting with government and maintaining industry standards, the BVRLA helps its members deliver safe, sustainable and affordable road transport to millions of consumers and businesses.