



The Voice of Leasing and Automotive Rental in Europe

The background of the entire page is a photograph of several European Union flags waving in front of a modern building with large windows. The image is overlaid with diagonal geometric shapes in shades of blue and green.

ANNUAL REVIEW 2024

01	FOREWORD <i>Obtaining concrete results for the industry</i>	3
02	ABOUT LEASEUROPE <i>Representing the leasing and automotive rental industry in Europe</i>	6
03	ADVOCACY <i>Engaging with policy-makers on your behalf and helping secure a more prominent place for leasing and automotive rental in Europe</i>	9
04	STATISTICS AND MARKET INSIGHT <i>Strengthening our role as the primary source of data and market insight on and for the industry at European level</i>	19
05	COMMUNICATION <i>Leveraging our experience and expertise while promoting our industry and the role it plays in supporting the economy</i>	23
06	PLATFORM <i>Ensuring that Leaseurope is where the European leasing and automotive rental industry comes together</i>	25
07	MEMBERSHIP <i>Nurturing a thriving leasing and automotive rental community across Europe</i>	29

01 FOREWORD

Dear colleagues,

As the European economy pivots towards climate neutrality, both the opportunities and challenges facing the European leasing and rental industry regarding sustainability have come to the surface in the last year. I can report that Leaseurope has played a key role in ensuring that our industry's contribution is recognised and supported by European policymakers.

With the powerful support of all our member associations, 47 national associations in 31 countries across Europe, including the welcome return this year of the UK Finance and Leasing Association and the Financial Companies Association of Romania, Leaseurope has worked diligently to promote regulations that help European businesses of all sizes to run their businesses successfully using rental and leasing services.

We acted robustly to refute suggestions that rental companies were lagging in switching to low- and zero-emission fleets when, in fact, they are leading the way in greening the European car fleet. We set out the steps needed to further improve low-emission vehicle take-up, and this resulted in positive headlines for the industry across Europe.

Through our research, extensive discussions with policy officials and MEPs in Brussels, and cooperation with other bodies both in Europe and globally, we have shown the vital contribution of the industry in supporting businesses of all sizes to invest towards more green assets. On top we encourage and support transition finance projects that help businesses to invest using more non-conventional assets to support efficiency and ESG objectives.

continues on next page



"Our concerted efforts in addressing evolving challenges have highlighted the pivotal role of the leasing and rental industries in advancing a sustainable European economy. Through strategic advocacy and cohesive collaboration, we are not merely responding to change but proactively driving it, reinforcing our industry's position as a key player in fostering progress and innovation."

CARLO VAN KEMENADE
LEASEUROPE'S CHAIR

01 FOREWORD

continued from previous page

Leaseurope's committees, comprising experts from our member associations and their leasing company members, supported by the Leaseurope Secretariat, have monitored hundreds of policy proposals over the year, and submitted evidence on a wide range of matters ranging across the prudential treatment of leasing, securitisation, lease accounting, ESG reporting, funding support schemes, sharing of in-vehicle data, and more.

This report summarises our work in each of these areas. We highlight clear 'wins' from our advocacy efforts with policies being improved, but sometimes our work leads to some potentially damaging early-stage policy ideas being dropped. The biggest impact of Leaseurope's policy work is probably on longer-term developments, as we work towards creating the right environment for growth in leasing and automotive rental over the next decade and beyond.

Both to support our advocacy work, and to provide benefits within the industry, we continue to provide extensive research, including our Annual Statistical Enquiry, the Leaseurope Index, and specialist reports. Our annual convention continues to attract over 400 delegates from across Europe, facilitating the development of new ideas and collective understanding of challenges and how they can be overcome.

Finally, I would like to express my gratitude to my colleagues on the Board, our Committees, and Task Forces for their commitment and support. Likewise, our members and associate members also deserve our appreciation for their support and engagement, critical for the operation of the federation as a whole. Together, we have ensured that the leasing and automotive rental industry have a strong voice across Europe so our contribution to Europe's economy is recognised.

CARLO VAN KEMENADE
LEASEUROPE'S CHAIR

01 THANK YOU TO OUR BOARD

The work of Leaseurope would not be possible without the support and guidance of our Board of Directors, who generously donate their time to the benefit of our entire industry.

„We would like to take this opportunity to thank our current Board of Directors.

Chair

CARLO VAN KEMENADE

MANAGING BOARD MEMBER RABOBANK,
DIRECTOR OF RETAIL NETHERLANDS,
LEASEUROPE PRESIDENT

Vice-Chairs

ALEXANDER SCHMIDECKER

CEO, RAIFFEISEN LEASING

KHALED SHAHBO

SENIOR VICE PRESIDENT,
EUROPE ENTERPRISE RENT-A-CAR

Board members

MARIO AGOSTINI

CEO, UNICREDIT LEASING

TIM ALBERTSEN

GROUP CEO, ALD AUTOMOTIVE

JOSÉ CORONEL DE PALMA Y MARTÍNEZ-AGULLÓ

PRESIDENT & MANAGING DIRECTOR,
CATERPILLAR FINANCIAL

COŞKUN ÇABUK

CEO, HALK LEASING

STEFAN DAVIDSSON

EXECUTIVE VICE PRESIDENT, DNB FINANS

HERVÉ LEROUX

DEPUTY CEO, CRÉDIT AGRICOLE LEASING AND
FACTORING (CALF)

MAXIMILIAN MEGGLE

CEO, MMV GROUP

YVES PETIN

CEO, FRAIKIN GROUP



02

ABOUT LEASEEUROPE

Leaseurope

The Voice of Leasing and Automotive Rental in Europe



02 ABOUT LEASEUROPE



The voice of leasing and automotive rental in Europe since 1972

Leaseurope connects its members, regulators and other stakeholders, working to ensure a strong leasing and automotive rental sector supporting the European economy. We advocate for this on relevant regulatory initiatives, provide expertise on a wide range of topics, publish valuable statistical reports and research on our industry, and create a community of lessors and others to exchange on relevant topics.

As an umbrella body, Leaseurope brings together [47 national associations](#) throughout Europe representing bank-owned, captives and independent lessors as well as long and short-term automotive rental companies. The scope of products covered by Leaseurope's Members ranges from hire purchase and finance leases to operating leases of all asset types (automotive, equipment and real estate) and also includes the rental of cars, vans and trucks. It is estimated that Leaseurope represents approximately 91% of the European leasing market.



OUR MISSION

Leaseurope's mission is to represent and promote the interests of its members as the expert and natural voice of the European leasing and automotive rental industries.

How we achieve our mission

- Representing the leasing and automotive rental industries vis-à-vis European and international bodies as a fair and reliable partner and a contact point for key stakeholders.
- Promoting member industries, services and contribution to a positive social and economic environment at European and international levels.
- Informing members of all European or international developments that may impact their industry.
- Developing and defending industry positions that are supported by technical research and expertise.
- Producing European-wide statistics in order to i) explain who the Federation represents and its importance in the economy and ii) assess the current state of the market, identify trends and facilitate benchmarking.
- Providing members with a platform to (i) exchange views and best practices; (ii) network and (iii) meet relevant third parties (EU officials, experts, etc).

02 ABOUT LEASEUROPE



OUR TEAM

At Leaseurope, we are a small team of dynamic and committed professionals. We build our work on strong expertise, a European mindset and a sound network.

At your service



RICHARD KNUBBEN
DIRECTOR GENERAL



RAFAEL ALARCÓN ABETI
SENIOR DIRECTOR,
FINANCIAL SERVICES
& SUSTAINABILITY



JULIE DEBRUYNE
SENIOR OPERATIONS
MANAGER



KIM THAM GIANG
SENIOR ADVISER,
MARKET RESEARCH



STELLA MITTA
SENIOR LEGAL
& POLICY ADVISER



JULIAN ROSE
ADVISER, LEASE ACCOUNTING
& TAXATION



STÉPHANIE VAN BAKEL
ADVISER, COMMUNICATIONS
& EVENTS



SIMANIS EZERINS
COMMUNICATIONS
& EVENTS



TRINH TO NGUYEN BAO
MARKET & RESEARCH
INTERN

FOR MORE INFORMATION

Check out our [website](#) or contact the Leaseurope team directly

03

ADVOCACY



Leaseurope 

03 ADVOCACY

In a landscape marked by an increasing array of regulatory and legislative challenges confronting our industry, it is essential to have an organisation like Leaseurope that is quick to respond to concerns, reports back on relevant legislative developments and presents well-defined positions to the right people, at the right time.

BASEL IV / CRR III LEASEUROPE SECURES SPECIFIC PROVISIONS FOR LEASING

The Capital Requirements Regulation (CRR III), which is the European implementation of Basel IV, was published in the EU Official Journal on 19 June 2024 and will apply from 1 January 2025. The CRR III mandates the European Banking Authority (EBA) in the coming months/years to produce more than 130 technical standards, guidelines and reports to complete the EU banking package.

As a result of the extensive Leaseurope engagements with European policy makers, including providing support to leasing and renting national associations in their contacts with their respective ministries of finance, the CRR III, for the first time in European prudential regulation, now incorporates separate specific provisions for leasing and explicitly recognises the high level of expertise and risk management developed by leasing companies in the EU.

The CRR III contains a specific clause for leasing exposures (Article 495c) where the EBA is mandated to produce a report on the risk weights for leasing. The CRR III also includes a transitional arrangement for leasing when using internal models for the calculation of risk weights, allowing leasing companies to consider as secured a larger portion of the exposure than in regular loans. This recognises the role of the physical collateral in leasing, positioning leasing as a more attractive financial product from a regulatory capital perspective than other sources of finance.

The CRR III also maintains the European SMEs supporting factor which given the importance of SMEs in the leasing portfolios is a critical provision for the leasing industry to continue financing European SMEs with lower regulatory capital consumption.

Finally, Leaseurope has managed to secure in Article 124 (5a), that Real Estate leasing qualifies as exposure secured by immovable property as well as lower risk weights for the financing of non-CRR regulated and supervised leasing companies.

As the first part of the project is officially finished, going forward, Leaseurope is now focusing on engagements with the EBA to achieve a permanent specific category of risk weights for leasing exposures that reflects the low risk profile of leasing.



03 ADVOCACY

LEASEUROPE ESTABLISHED A SUSTAINABILITY COORDINATION PLATFORM

In December 2023 Leaseurope established a Platform to coordinate and support the numerous policy files related to sustainability that Leaseurope is working on in its Committees and Working Groups. The work of Leaseurope regarding sustainability covers, among other things, the EU Taxonomy Regulation, the Corporate Sustainability Reporting Directive (CSRD), scope 3 emissions, sustainability accounting standards, the green asset ratio (GAR), Environmental, Social and Governance (ESG) risks, green leasing, green securitisation, and transition finance. The platform, named, Sustainability Coordination Platform, meets twice a year. The aim of the platform is to shadow the work of European and international institutions in relation to sustainability and seek to advise the drafting of new regulation as well as to contribute to support Leaseurope's outreach activities.

The competences that are under the remit of the Platform include research, exchange of practices, technical support and advice to the Leaseurope Committees and Working Groups. The Federation is also gradually incorporating more sustainability-related data into its statistics to support the work of Leaseurope on sustainability and to promote the importance of leasing for the financing of the green transition.

GREEN LOANS – THE ROLE OF LEASING FOR THE FINANCING OF GREEN ASSETS

The EBA has received several mandates from the European Commission in the context of their Communication 'Strategy for Financing the Transition to a Sustainable Economy'. In this context, the European Commission requested the EBA to issue an opinion on the definition and possible supporting tools for green loans and mortgages to retail borrowers and SMEs.

In line with Leaseurope's ongoing requests, the EBA report specifically mentions financial and operating leasing as a type of financing that should be included in the green definition. This is a very positive development for our industry and the promotion of leasing as a key financial instrument for the financing of the green transition.

The EBA's opinion to expand the scope of the definition of green assets greatly supports Leaseurope's advocacy efforts to include operating leasing in the GAR, as well as in our work on other relevant sustainability reporting standards.



03 ADVOCACY

SUSTAINABILITY & GREEN TRANSITION

As the green transition has become a top priority for the EU resulting in many new legislative frameworks for businesses and the financial sector, Leaseurope is working to support its members navigate the complex landscape of sustainability-related rules, including EU Taxonomy Regulation and the Corporate Sustainability Reporting Directive (CSRD).

Leaseurope has brought together sustainability experts with industry knowledge to provide input to Leaseurope's contributions to EU consultations, exchange best practices and, to the extent possible, work on a minimum approach specifying how leasing fits into the sustainability framework. Specifically, the industry experts are working on:

- a) determining how leasing can be considered as an environmentally sustainable activity under the criteria stipulated in the EU Taxonomy (level two) rules,
- b) how to assess the Taxonomy eligibility and alignment of leasing activities in order to report under the EU Taxonomy requirements.

Furthermore, the industry experts have begun discussing the obligation of leasing companies to report on scope 3 GHG emissions stipulated in the CSRD, as well as on the materiality assessment required under the CSRD in order to report in accordance with the European Sustainability Reporting Standards (ESRS).

In its papers and outreach, Leaseurope, promotes the message that all types leasing solutions (financial, operating, hire purchase) should be eligible to fall within the scope of Taxonomy as long as the economic activity contributes to a specific environmental objective. Moreover, in addition to strictly Taxonomy-aligned projects, transition finance projects, including finance for SMEs, should be covered in the sustainability-related disclosures of companies to provide a representative image of the company's activities and its overall contribution to transition. Leaseurope is preparing a publication to raise awareness on the function of leasing in the EU economy and its role as a vital source of finance for the transition journey of SMEs. The publication will also include recommendations on how to ensure that the leasing industry can support the EU sustainability objectives as much as possible, taking into consideration the specificities of leasing.



03 ADVOCACY

ESG RISKS EUROPEAN AND INTERNATIONAL NEW FRAMEWORK

_ESG risks for credit institutions are increasingly becoming a concern for international and European policy makers. In this context, several regulatory initiatives to integrate ESG risks in the supervision and risk management processes of credit institutions, including leasing companies, are taking place both at international and European level.

In Europe, the EBA has developed a [roadmap on sustainable finance](#) and as part of its planned actions, in accordance with its [roadmap on the implementation of the EU banking package](#), the EBA is producing a number of technical standards and guidelines. The most relevant standard this year was the EBA Guidelines on the management of ESG risks, which set out requirements for institutions for the identification, measurement, management and monitoring of ESG risks, including through plans aimed at addressing the risks arising from the transition towards an EU climate-neutral economy.

At international level, the Basel Committee on Banking Supervision (BCBS) is developing a holistic approach to address climate-related financial risks for the global banking system. Within this context, an emphasis is placed on analysing how a Pillar III disclosure framework for climate-related financial risks would further its mandate to strengthen the regulation, supervision and practices of banks worldwide with the purpose of enhancing financial stability, and the potential design of such a framework.

Leaseurope is promoting towards the EBA and the BCBS the importance of leasing for the financing of the green transition and the role of the leased asset to mitigate environmental risks. We have also emphasised the instrumental role of leasing in the green transition, the strong risk management techniques applied by our industry to manage asset risks, including climate related risks and the importance of not adding additional reporting burden to SMEs that are seeking financing through leasing.

In the coming months, and years, we will continue to actively monitor the work of international and European regulators on ESG risks and engage with them to ensure the specialised leasing business is recognised in the development of this important regulatory framework, allowing it to continue playing a key role in the transition towards a more sustainable global economy.

CAPITAL MARKETS – HIGH QUALITY SECURITISATIONS

_Leaseurope and Eurofinas have actively advocated for improving the regulatory framework for securitisations in Europe. CRR III, which has been published in the EU official journal on 19 June 2024, includes adjustments (Article 465, 7a&b) to improve the prudential treatment of securitisations. It also contains a new mandate to revise the European regulatory framework for securitisations to remove potential regulatory barriers to boost European securitisations markets (Article 506ca), which are an important source of finance for leasing companies at competitive rates.

This year, we have also influenced the revision of other relevant standards such as, the ESMA disclosure templates where Leaseurope is ensuring that this key documentation facilitates the issuance of lease securitisations.

Finally, we are promoting the use of green securitisation backed by consumer finance and leased assets, and have been very active in the negotiations on the new European green bond standard, to ensure that it supports the issuance of green securitisation backed by asset finance.

We will continue engaging in the coming months with the European authorities to improve the regulatory framework for securitisations in Europe.

03 ADVOCACY

ARTIFICIAL INTELLIGENCE

The European Union has just adopted new rules for the use of Artificial Intelligence (AI) systems, known as the AI Act. These rules establish obligations for AI systems based on their potential risks and level of impact (risk-based approach). For high-risk AI systems, classified due to their significant potential harm to health, safety, fundamental rights, environment, democracy and the rule of law, AI providers, developers and users will have to comply with stricter obligations. AI systems presenting only limited risk of causing serious fundamental rights violations or other significant risks would be subject to lighter transparency obligations.

Examples of high-risk AI uses include evaluation for creditworthiness or credit scoring for natural persons. Such systems must assess and reduce risks, maintain use logs, be transparent and accurate, and ensure human oversight.

An "AI system" is defined as a machine-based system designed to operate with varying levels of autonomy and that may exhibit adaptiveness after deployment and that, for explicit or implicit objectives, infers, from the input it receives, how to generate outputs such as predictions, content, recommendations, or decisions that can influence physical or virtual environments.

The AI Act will be soon published in the EU's Official Journal and enter into force on the twentieth day following that of its publication. It will be fully applicable 24 months after its entry into force, except for a few provisions.

Leaseurope is closely monitoring the implementation of the AI Act, particularly the upcoming guidance expected to be published by the European Commission (EC), as well as its interaction with financial services. The EC is mandated to provide guidance on the interpretation of the AI definition and a list of practical examples of AI systems use cases that are either high-risk or not. Leaseurope promotes the message that for some standalone, purely statistical systems, such as the application of logistic regression in constructing a credit scoring model, a thorough examination of the AI definition is needed before they are classified as high-risk AI systems under the AI Act. The criteria of autonomy, adaptiveness, and the ability for advanced learning, reasoning, and modelling might not be met for such systems.



03 ADVOCACY

CAPTURING THE VALUE OF TRANSITION FINANCE IN LESSORS' ANNUAL REPORTS

Following our earlier work to influence the sector-agnostic European Sustainability Reporting Standards (ESRS) that contributed to some helpful adjustments, Leaseurope has continued to call for full recognition in lessors' annual reports of all the opportunities arising from sustainability.

This work is intended to feed into the banking sector-specific standards that are expected to be completed in 2026 by the European Financial Reporting Advisory Group (EFRAG) and the International Sustainability Standards Board (ISSB).

In March 2024, we published new research setting out how leasing and automotive rental businesses enable millions of European businesses to improve their sustainability performance, including both emissions-free assets and all other investment that delivers incremental improvements ('transition finance').

We discussed the findings with EFRAG and the Global Reporting Initiative (GRI) that advises both EFRAG and the ISSB. We also supported the appointment of a senior leasing company representative to EFRAG's advisory panel on its banking specific standard. Further work is underway to develop proposed methodologies for capturing the role of the industry in providing transition finance.



ACCESS TO EU FUNDING FOR LEASING

Leaseurope has launched an own-initiative EU outreach on access to EU funding for leasing. Leaseurope has gathered evidence of the obstacles that leasing companies encounter when attempting to acquire assets on behalf of their customer through funding programmes made available at both national and European level.

This initiative aims to raise awareness on the unique role of leasing as a link between businesses, a facilitator of green and digital transition, and as the most important sources of financing for SMEs in Europe (SAFE Survey 2023). When it comes to EU funding schemes developed to support EU citizens and businesses, Leaseurope calls for equal treatment of leasing services compared to other financial products.

The leasing and rental industries can significantly contribute to Europe's objective towards a green and competitive economy while supporting a strong and resilient EU economy. Leasing is an instrumental financing tool to support European long-term investment. Given the demonstrated importance of leasing for supporting investment, SMEs and sustainable finance in Europe, Leaseurope calls on the EU policymakers to work on EU funding frameworks that enable leasing to be used as a source of financing for investments eligible to benefit from EU funding programmes. The specificities of leasing services shall be given proper consideration to ensure legal provisions are applicable at national level.

03 ADVOCACY

ACTIVITY ON A PROPOSAL FOR ACCESS TO IN-VEHICLE DATA

_Leaseurope has been and remains heavily invested in advocacy to see the introduction of a sectoral regulation to suitably govern access to in-vehicle data.

Although the recently adopted Data Act does address a number of concerns, including specific leasing and rental related-issues raised by Leaseurope, it is still deemed insufficient on its own to ensure a long-term, stable legislative level playing field.

Despite having received positive signals from Commissioner Breton's office that a suitable measure to govern access to in-vehicle data would be issued, no such measure has materialised. A recent decision of the European Court of Justice known as the "Belron case" further highlights the need for a broader facilitation of access to in-vehicle data.

During these past few months Leaseurope has had numerous technical meetings with various Commission Directorates such as GROW, MOVE, CNECT, ENER, JUST, and TRADE. Leaseurope has also had political meetings with the cabinets of President von der Leyen, Commissioners Breton, Reynders, Vălean and Simson. Separate from this, we have also recently focused our attention on Member States.

Independently from this technical work, we also held a second press conference at the beginning of 2024 that included the contribution of Leaseurope Board member and CEO of Ayvens Tim Albertsen, attracting significant follow-on media coverage.

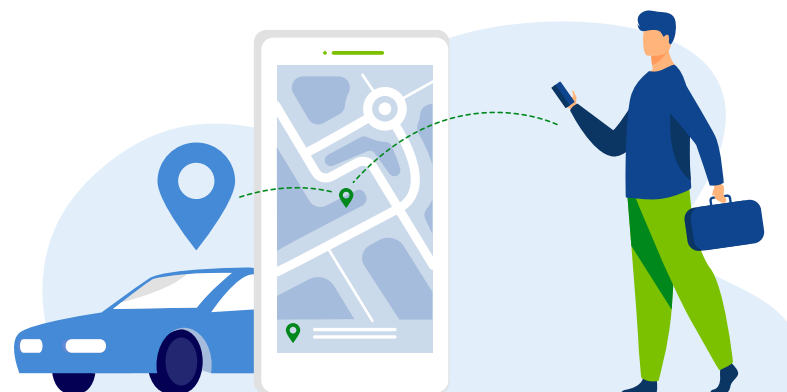
Due to various political constraints, the European Commission will not issue a Proposal within this term and the Von der Leyen Cabinet has indicated this proposal will be taken forward in the next Mandate.

EIB GROUP CONTINUES TO BOOST LEASING

_Leaseurope's longstanding work in supporting the European Investment Bank (EIB) Group, including the European Investment Fund, in monitoring the use and benefits of leasing has contributed to significant new support for leasing schemes over the year, demonstrating the benefits of EU funding support when provided through leasing.

The EIB Group announced support to provide leasing on favourable terms to SMEs and mid-caps in Germany, Bulgaria, Hungary and other EU countries; synthetic securitisation arrangements for leasing receivables in Italy, Poland and Romania; and financing support for green assets in France, Spain and Italy. Overall commitments through the leasing market by the EIB Group exceeded €1.5 billion this year.

Leaseurope's Statistics Committee meets regularly with EIB Group economists to discuss and contribute to EIB surveys, fostering a strong understanding within the EIB Group of the importance and benefits of leasing.



03 ADVOCACY

EV MANDATES

In April 2024, DG MOVE of the European Commission launched its public consultation on the greening of corporate fleets. The consultation explores a range of measures that could accelerate the greening of corporate fleets. Generally, the European Commission aims to establish a policy framework that incentivises the acceleration of the introduction of Low Emitting Vehicles (LEV) and Zero Emitting Vehicles (ZEV) on Europe's roads, as part of the Green Deal Package. One of the main solutions under consideration in the consultation is the introduction of a mandatory Electric Vehicle (EV) purchase requirement for corporate fleets.

With extensive engagements with policy makers, politicians, journalists and NGOs, Leaseurope has stressed over and over that whilst the leasing and rental industries are a key facilitator and supporter of the transition to cleaner mobility services, a ZEV purchase mandate on corporate fleet operators does nothing to address a number of key enabling conditions.

In 2023, approximately 54% of all vehicles registered in the European Union were purchased by Leaseurope members.

As the leading buyers of LEVs and ZEVs, European leasing and rental companies are already working hard and investing substantially to make adoption of ZEVs attractive to their customers including consumers, SMEs, large corporates and public authorities. Already, our members are outperforming the rest of the new vehicle market in purchasing LEV/ZEVs.

The leasing and rental industries play a crucial role in meeting the European Commission's policy objective of increasing the use of low and zero emitting vehicles on Europe's roads, as part of the Green Deal:

- **Lowering the average age of the European car park:** The average age of the leased and rented fleets is just two years old. Moreover, the sale of more affordable ex-fleet and ex-rental vehicles is the primary driver of take-up of lower emissions vehicles by consumers.

- **Supporting European businesses on their transitions to sustainability:** Leasing and rental companies support businesses to renew the vehicles they use to cleaner and more efficient models, by making them available at affordable rates and carrying residual value risk on behalf of their clients. In addition, the rental fleet is a key enabler of the everyday movement of people, goods and services for consumers, businesses and public authorities through the provision of access to on-demand and flexible short-term vehicle hire.
- **Offering attractive and innovative LEV/ZEV charging solutions:** Where feasible, for their corporate customers with long-term contracts, leasing companies arrange installation, maintenance and financing of charging points, and facilitate access to fast public chargers, thereby promoting take-up of LEV and ZEV vehicles.

Any new policy intended to expedite the take-up of ZEVs, must address the following key enabling conditions:

- **Vehicle availability and cost:** The availability and cost of ZEVs, ensuring the rental and leasing industry can continue to meet customer needs at an affordable cost of usage, referred to as the Total Cost of Ownership, and taking account of wider issues including vehicle manufacturer competition and tariffs.
- **Charging availability and cost:** The availability of charging infrastructure, including both home-based and public charging, as well as the availability and affordability of sustainable energy via a grid that allows for efficient and consistent distribution.

continues on next page

03 ADVOCACY

continued from previous page

- **Residual value risk:** The regulatory framework has a direct impact on supply and demand of ZEVs. If a consistent long-term regulatory approach is lacking, this can create a mismatch between offer and demand, leading to significant residual value losses for Leaseurope members. The ability of bank and non-bank owned leasing and rental companies to absorb highly variable Residual Value risk, which can result in profits in one year turning to losses the next year, has its limits, whereas prudential regulatory requirements still need to be met.
- **Customer demand:** Neither leasing companies nor rental companies can force their customers to take ZEVs. The experience of the leasing industry shows that fiscal incentives, such as benefit-in-kind allowances, are a key driver for ZEV uptake amongst their customers. For rental, these are less effective as the customer is usually seeking a short-term arrangement for which these incentives do not apply. However, there are a range of alternative policy measures that deserve consideration, some of which are now being deployed by Member States.

Failure to address the above risks materially delaying - not expediting - the transition.

- For companies leasing their fleets, as long as purchasing or financing ZEVs comes with too high costs or inefficiencies, companies may rather opt to extend their existing fleet or provide cash allowances to their employees.
- For customers of rental companies, customers will only use ZEVs if they are convinced they can travel with them comparably hassle-free, as they are used to with ICEVs.

As such, mandates would undermine the policy objective of promoting take-up as the average age of the European car park could increase. It would cause irreparable economic harm to the leasing and rental industry, as well as to consumers, businesses and public authorities that rely on leased and rented vehicles, resulting in reduced mobility options. Leaseurope will continue to work together with the new Commission and Parliament to develop a sustainable environmental and economic path forward.



04

STATISTICS & MARKET INSIGHT



04 STATISTICS & MARKET INSIGHT

Leaseurope's market insights and statistics are crucial in supporting our lobbying work and are also a valuable resource for industry practitioners and those interested in the industry, with multiple regular statistical publications.

Leaseurope releases up-to-date and comprehensive market data on developments in the European leasing and automotive rental industries. This year, together with Leaseurope's Statistics Committee members, and the dedicated task force, Leaseurope advanced with the Future Vision projects on Statistics aiming to strengthen the Federation's statistical role as primary source of data, analysis, and market research for the European leasing industry, especially in the area of sustainability and supporting SMEs. More information on Leaseurope's regular publications is provided below.

LEASEUROPE'S STATISTICAL ENQUIRIES

- The only source of comparable leasing market data at European level
 - Carried out three times a year by collecting and aggregating data from our Member Associations on the basis of a common methodology.
 - Keep the Federation on top of changing data needs, especially in the green transition
- See page 21 for summary results on the European leasing market in 2023.

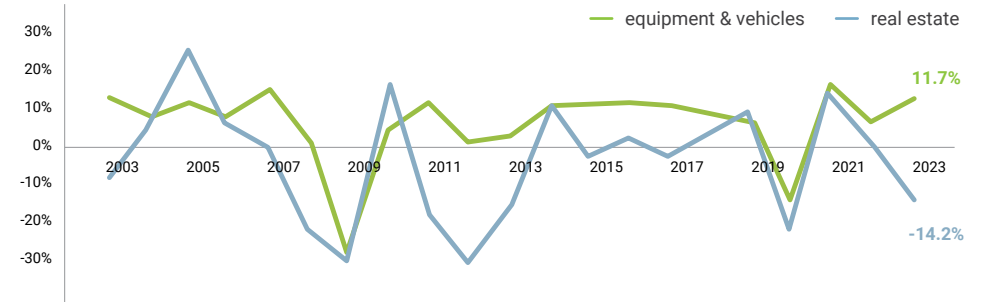
LEASEUROPE INDEX

- A unique quarterly survey providing timely information on European leasing and automotive market trends
- A snapshot of cost/income, profitability, cost of risk, return on equity (RoE) and return on assets (RoA) ratios, as well as volume metrics, from a representative sample of European lessors
- Additional supplement, including a breakdown of indicators by asset class, published once a year

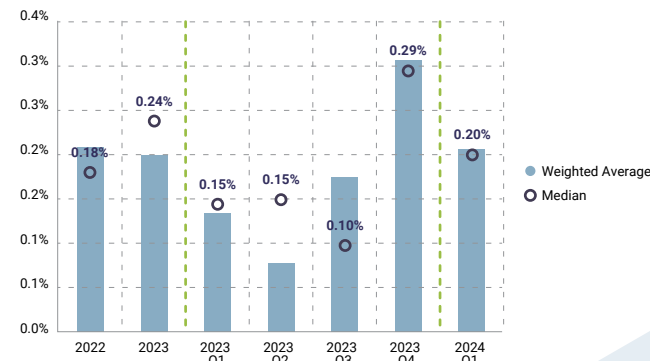


European Leasing Market

New volumes
% year on year



Cost of Risk Ratio



04 STATISTICS & MARKET INSIGHT

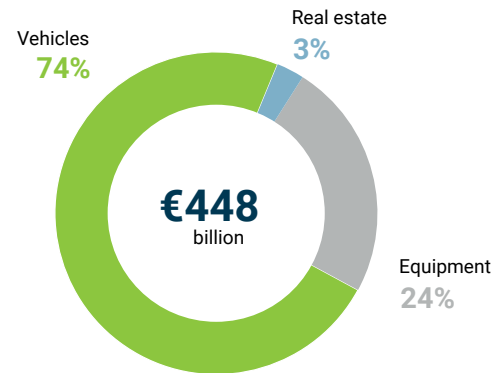
LEASING AND AUTOMOTIVE RENTAL MARKET FIGURES

Despite persistent macroeconomic uncertainties, the European leasing market demonstrated resilience in 2023, with new volume experiencing growth of 10.8%. This expansion was primarily driven by increased new volumes in the automotive sector. The total leasing volume for the year amounted to €448 billion.

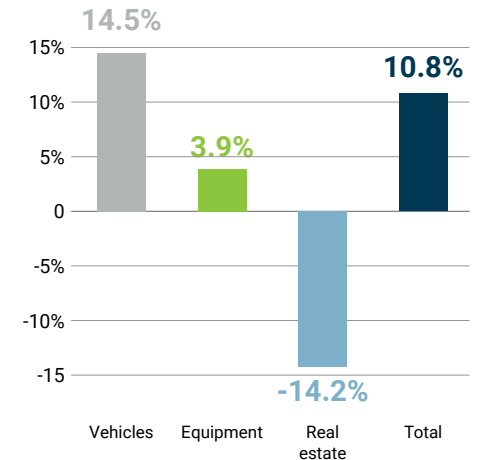
Vehicle leasing, including passenger cars and commercial vehicles, accounts for the majority of new leasing volumes (74%), growing by 14.5%. Equipment leasing saw a modest growth of 3.9% in new business volume. On the other hand, real estate leasing suffered a decline of -14.2% in new volume in 2023.

While growth in new leasing business was observed across all regions, there were notable variations in performance. Most regions experienced double-digit growth, with Germany leading the way. By contrast, the Nordics and Baltic countries remained stable in new leasing volumes, while the UK experienced moderate growth of 4.2%.

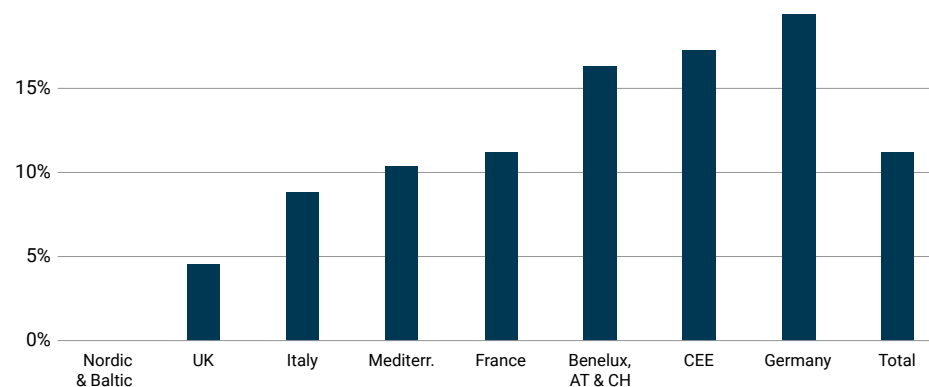
Total new leasing volumes by asset type in 2023



New leasing volume growth by asset type in 2023



Total new leasing volume growth by region in 2023



Growth rates are based on a homogenous sample of members reporting from year to year and are adjusted for exchange rate fluctuations.

Leaseurope ESG Statistics 2023 (provisional)

01 Battery Electric Cars
New leased electric cars accounted for 18% of total new leased cars, with share expanding by 4% compared to 14% of 2022.

03 Bicycles
In 2023, new leasing volume for bicycles amounted to nearly 3 B€, up by 25% compared to 2022.

05 Business investment
> 1/4 of business investment in Europe was facilitated by leasing industry, with SMEs being the biggest clients.

02 Renewable energy generating equipment
New leasing volume for this asset type was up by over 18% to reach nearly 2 B€.

04 Leasing companies
Leaseurope's member associations represented about 1,000 leasing firms and almost 3,000 short-term rental companies.

06 Employees
Leaseurope's member associations through leasing and short-term rental companies employ >84,000 people across Europe.

04 STATISTICS & MARKET INSIGHT

LEASING TO EUROPEAN SMES

To provide our members with insightful market analysis on leasing for SMEs, Leaseurope has continued to leverage the Survey on the Access to Finance of Enterprises (SAFE) conducted by the European Commission and the European Central Bank (ECB).

The European Commission highlights the pivotal role that SMEs play in driving the green transition in Europe. Ensuring SMEs have access to finance is crucial in accelerating this transition.

LEASING TO SMEs

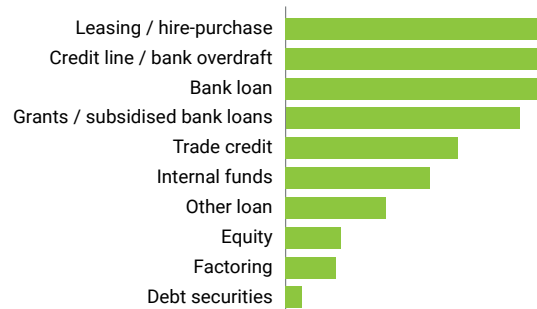
In 2023 leasing is again the most preferred form of long-term financing among SMEs

Between April and September 2023, 1 in 5 (20%) European SMEs opted for leasing or hire purchase, while 34% of SMEs utilised external financing for fixed investments. This highlights the significance of leasing in facilitating investment for European SMEs.

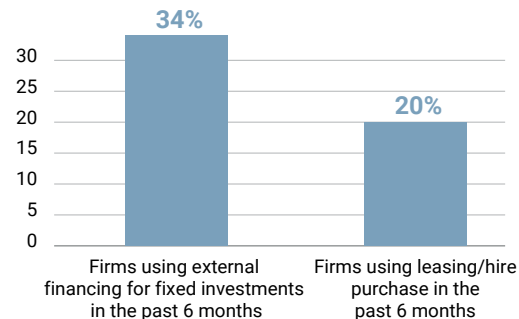
...with growing demand especially from innovative, exporting and high-growth enterprises.

The demand for external financing among SMEs increased by a quarter, underscoring the growing significance of leasing or hire purchase. This form of financing is particularly favoured by SMEs engaging in exporting activities, as well as those exhibiting innovative and high growth characteristics.

SMEs reporting in the relevance source of finance (April to September 2023) in the EU-27



% of SME fixed investment and use of leasing in the past 6 months



LEASEUROPE'S RESEARCH ACTIVITIES

- Research Paper on Transition Finance:** How leasing and automotive rental businesses enable millions of European businesses to improve their sustainability performance, including both emissions-free assets and all other investments that deliver incremental improvements`
- Maastricht University and Cologne University Research:** The research aimed to provide initial insights into green leasing. However, evidence is currently limited due to the early stages of statutory sustainability reporting obligations. By the end of 2025, as more leasing companies become subject to CSRD or EU Taxonomy Regulations, the study could be revisited. At that point, more companies should have the capability to identify green transactions and will likely have implemented appropriate reporting tools. Upcoming research paper on carbon footprint of leased assets: This research will collect sustainability reporting data from major OEMs of key leased assets, including metrics on CO2 emissions, water usage, and energy consumption, to assist leasing companies with upstream reporting and strategy development along the value chain.

05

COMMUNICATION



05 COMMUNICATION

Throughout this year we continued to embrace a broad range of communications on key projects providing additional value, showcasing the industry and promoting our important role in the real economy.

ENGAGING WITH THE PUBLIC AND SOCIAL MEDIA

During this year, we have continued to engage in a wide range of communications on key projects, providing added value, showcasing the industry, and highlighting our important role in the real economy.

Notably, Leaseurope's social media influence has been on the rise, poised to evolve into a central communication hub for reaching the public. This strategic move aims to champion Leaseurope's initiatives, enhance involvement with stakeholders and members, and spotlight crucial industry matters. This progression underscores Leaseurope's dedication to comprehensive communication and nurturing industry-wide dialogue.

THE LEASEUROPE NEWSLETTER

Leaseurope's digital newsletter, provides timely insights on EU and international legislative developments and their impact on the industry. It also features updates on the Federation's activities, research findings, and market perspectives.

More information on Leaseurope's newsletter is available [here](#).

2023 FUTURE GROUP PUBLICATION

A publication showcasing the innovative concepts put forth by the 2023 Future Group class. This report, eagerly anticipated by the industry, has become a sought-after item, as it annually presents the work and ingenious ideas of young talents within the industry. The substantial demand for this publication underlines its value as a highly anticipated industry resource. Similarly, Leaseurope will be releasing a publication which puts a spotlight on the new ideas developed by the 2024 Future Group class.





06

PLATFORM



06 PLATFORM

Leaseurope's many networks, partnerships and platforms create a vibrant European leasing and automotive rental community, which is clearly the place where the European profession comes together and connects.



LEASEUROPE FUTURE GROUP

After eleven years, the Leaseurope Future Group, a concept created by the CEO Business Council in 2013, is still a very popular item within the leasing community. Leaseurope, together with the active support of Associate member Invigors, delivered years of successful projects. To date, the Future Group brings together 165 alumni with leasing professionals across many different disciplines, Member firms and countries. The group has generated over 100 innovative ideas and this year the group will be addressing some of the most pressing issues for the European industry:

Green Token:
European Green
Transition for SMEs

Sharlease:
Instant Payments in
Asset Financing

Battery Power:
Extending a Product's
Lifecycle Through Battery
Replacement via Battery
Lease Option



Sponsored by



The Leaseurope Convention has included a Future Group session since 2013 and is now a permanent feature as a showcase for emerging industry leaders. The ideas of the 2024 Future Group will be presented by our young talents in Alicante and later summarised in a report that will be shared with the leasing industry.

06 PLATFORM

COUNCIL OF SECRETARIES GENERAL

One of Leaseurope's most important platforms is the Council of Secretaries General, bringing together the national leaders of Leaseurope's Member Associations at Leaseurope's premises in Brussels to share best practices and keep abreast of latest developments in the main European policy files impacting the leasing industry.

The Leaseurope Council of Secretaries Generals recently gathered on the 29th of May, providing a valuable platform for leaders from leasing European associations to come together and engage in fruitful discussions on important topics, including prudential supervision & regulation, EU funding for leasing companies, greener corporate fleets initiative, taxonomy sustainability reporting and electric vehicle mandates.



06 ANNUAL CONVENTION

Leaseurope's many networks, partnerships and platforms create a vibrant European leasing and automotive rental community, which is clearly the place where the European profession comes together and connects.

ANNUAL CONVENTION OF THE EUROPEAN LEASING AND AUTOMOTIVE RENTAL INDUSTRY

The Leaseurope Annual Convention is widely recognised as the pre-eminent yearly gathering for the European leasing and automotive rental community and is the only such event organised by the industry at European level. It is held at the same time and place as the Annual Convention of the European consumer credit industry, organised by sister federation Eurofinas, to maximise networking opportunities.



Our previous convention in Vienna brought together well over 400 industry leaders from 30+ countries, confirming that the event is widely recognised as the premier gathering for our industry at European level. The Conventions are attended by delegates who are, for the most part, senior level executives and CEOs.

Visit our [convention website](#) to learn more about our programme, exciting line-up and sponsors for our **2024 Annual Conventions** taking place in **Alicante, Spain** on **3 & 4 October**.



400+
participants



Leading gathering platform for our industry at European level



40+
speakers and moderators



30+
countries represented



10
sessions to choose from

The European Leasing & Consumer Credit Industry
ANNUAL CONVENTIONS

"The Meliá Villaitana in Alicante provides the perfect backdrop for this year's convention. As leaders in the industry, we are excited to host our European colleagues and continue the legacy of impactful discussions and fruitful collaborations. This convention represents not just tradition, but our collective commitment to future growth. Together with Leaseurope and Eurofinas, we are fully committed to making your experience at the convention both successful and enriching."

IGNACIO PLA
SECRETARY GENERAL, ASNEF

MANUEL GARCÍA FERNÁNDEZ
SECRETARY GENERAL, A.E.L.R.

JUAN LUIS BARAHONA
SECRETARY GENERAL, FENEVAL

JOSE-MARTIN CASTRO ACEBES
PRESIDENT, AER

07

MEMBERSHIP



07 MEMBERSHIP

Leaseurope strives to continuously deepen and widen its membership base in order to effectively represent and truly be the voice of the European leasing and automotive rental industry.

WELCOMING NEW ASSOCIATE MEMBERS

Leaseurope was very pleased to welcome Accenture and Stryker as new associate members this year, thereby consolidating an already strong and committed group of service providers to the industry.

With this new member, Leaseurope now benefits from the support of 20 companies from a variety of horizons across Europe.



THANK YOU TO OUR MEMBERS!

We would like to take this opportunity to thank all our full and associate members for your support this year. Your contributions have made a huge impact on the work of the Federation and benefitted the entire sector.

accenture
stryker



07 MEMBERSHIP

MEMBER ASSOCIATIONS

Austria

- _Verband Österreichischer Leasing- Gesellschaften

Belgium

- _Association Belge de Leasing - Belgische LeasingVereniging
- _Renta

Bulgaria

- _Bulgarian Association for Leasing

Croatia

- _Croatian Chamber of Economy - Association of Leasing Companies

Czech Republic

- _Czech Leasing & Finance Association

Denmark

- _Finans & Leasing

Estonia

- _Estonian Leasing Association

Finland

- _Federation of Finnish Financial Services

France

- _Association Française des Sociétés Financières
- _Fédération Nationale des Loueurs de Véhicules

Georgia

- _Leasing Companies Association of Georgia

Germany

- _Bundesverband Deutscher Leasing-Unternehmen e.V.
- _German Association of international Car Rental Companies VIA

Greece

- _Association of Greek Leasing Companies
- _Greek Car Rental Companies Association

Hungary

- _Hungarian Leasing Association

Ireland

- _Car Rental Council of Ireland
- _Irish Asset & invoice Finance Association (IAIFA)

Italy

- _Associazione Nazionale Industria dell'Autonoleggio e Servizi Automobilistici
- _Associazione Italiana Leasing

Latvia

- _Finance Latvia Association

Lithuania

- _Association of Lithuanian Banks

Luxembourg

- _Mobiz – Rental and Mobility Business Association

Netherlands

- _BOVAG
- _Lease Nederland (NVL Lease)
- _Vereniging van Nederlandse Autoleasemaatschappijen

Norway

- _Finansieringsselskapenes Förening

Poland

- _Polish Leasing Association

Portugal

- _Associação Portuguesa de Leasing, Factoring e Renting
- _Associação dos Industriais de Aluguer de Automóveis sem Condutor

Romania

- _Association of Financial Companies in Romania (ALB)

Slovakia

- _Association of Leasing Companies of Slovak Republic

Slovenia

- _Bank Association of Slovenia's Leasing Committee

Spain

- _Asociación Española de Leasing y Renting
- _Asociación Española de Renting de Vehículos
- _FENEVAL

Sweden

- _Finansbolagens Förening
- _Svenska Bankföreningen
- _Biluthyrarna Sverige

Switzerland

- _Association Suisse des Sociétés de Leasing

Turkey

- _Auto Leasing and Rental Companies Association (Tokkder)
- _Turkish Associations of Financial Institutions (AFI/FKB)

Ukraine

- _Ukrainian Union of Lessors

United Kingdom

- _British Vehicle Rental and Leasing Association
- _Finance & Leasing Association (FLA)

Correspondent Member:

Morocco

- _Association Professionnelle des Sociétés de Financement

07 MEMBERSHIP



2024 ASSOCIATE MEMBERS



Associate Membership Programme

- Visibility
- Insight
- Business development
- Promotion
- Community
- Contribution

To find out about the benefits of becoming an associate member of Leaseurope, please contact s.ezerins@leaseurope.org



LEASEUROPE

Bld. Louis Schmidt 87

1040 Brussels - Belgium

T +32 2 778 05 60

www.leaseurope.org

Published by Leaseurope – October 2024



The Voice of Leasing and Automotive Rental in Europe