ANNUAL REVIEW 2021

Leaseurope

The Voice of Leasing and Automotive Rental in Europe

CONTENTS

01 FOREWORD

I am pleased to introduce this year's Annual Review, which illustrates Leaseurope's main activities and accomplishments in 2021.

This has remained a year of many challenges, with the effects of the Covid-19 pandemic still with us. While we still do not have the possibility to meet our members and the wider industry in person, Leaseurope has nonetheless been busier than ever and we enjoyed great support and collaboration with our member network.

On the advocacy front, Leaseurope gained a significant achievement this year in the implementation of Basel IV in Europe. After many years of engagement, the European Commission has recognised the role of lease collateral in lowering credit risk in its proposal and has tasked the EBA with creating a report with recommendations specifically for leasing, to be potentially addressed in a delegated act. This will have to be ratified by the European Parliament and the Council of the EU as part of the European legislative process, which will be a priority for Leaseurope for next year. In the area of automotive rental and leasing, Leaseurope has engaged extensively with Commissioner Breton on post-Covid recovery and successfully positioned automotive leasing and rental companies as key enablers of the Commission's new sustainable and smart mobility strategy. Leaseurope has also established itself as a primary stakeholder for Commissioner Breton's Cabinet regarding fair access to in-vehicle data for mobility providers. Following lobbying by Leaseurope and our international partners, IFRS for SMEs will likely not include new standards for leasing in their current review. Sustainable finance was also at the forefront this year, with many developments regarding taxonomy, ESG and corporate disclosures, with more to come.

This year, we expanded our online communications further, with the first Leaseurope Industry Leaders Live series interviewing industry leaders on key topics for the sector. Over three weeks in October, we discussed digitalisation, leasing green assets, and transitioning to a carbon neutral fleet, with more than 400 senior professionals registered to attend. Additionally, our publications like the Leaseurope Inside newsletter and Leaseurope Policy Latest briefing continued to add value to members and the broader industry, while our website and LinkedIn groups kept the sector informed on latest news. Leaseurope also managed to profile many important leasing and rental topics in the media.

High quality data and market insight is a necessity when communicating with external stakeholders. Leaseurope's regular surveys and reports provide an invaluable resource to our members and the greater industry as they provide a comprehensive picture of the leasing market in Europe. Additionally, this year we grew our expertise on sustainable finance and continued to improve our knowledge on the SME sector.

We launched our Future Vision Project to review how best to future proof the Federation given the many changes our industry is facing on the regulatory, business and general eco-systems fronts. Together with the Board and our members, we will ensure that Leaseurope remains an efficient, mission-driven organisation. I would like to take this opportunity to thank my colleagues on the Board, our Members, and the Secretariat in Brussels for their dedication and hard work. As we enter 2022 the Federation is in a strong position to meet whatever comes our way and I have no doubt that there will be even more success to come.

"Leaseurope and its members have continued to pull together in the face of a significant number of regulatory developments this year and ensured that our voice is heard."

PATRICK BESELAERE
LEASEUROPE'S CHAIR

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ABOUT LEASEUROPE

02 ABOUT LEASEUROPE

Leaseurope

The voice of leasing and automotive rental in Europe since 1972

As a Federation, Leaseurope brings together 45 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.

At your service

ANNE VALETTE
DIRECTOR GENERAL

RICHARD KNUBBEN
DEPUTY DIRECTOR GENERAL

RAFAEL ALARCÓN ABETI
CHIEF ADVISER, PRUDENTIAL SUPERVISION & CAPITAL MARKETS

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JULIE DEBRUYNE
OFFICE MANAGER

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ADVOCACY

03 ADVOCACY

With the growing number of regulatory and legislative challenges our industry is faced with, it is essential to have an organisation like Leaseurope that is quick to respond to concerns, reports back on relevant legislative developments and puts forward clear positions to the right people, at the right time.

PREFERENTIAL PRUDENTIAL TREATMENT FOR LEASING: BASEL IV/CRR III

_Leaseurope has been in regular contact this year with all layers within the European Commission, from Vice Presidents to Head of Units and technical policy experts, regarding the prudential treatment of leasing and the impact of Basel IV for our industry. To supplement the extensive material already provided to the Commission, including research reports, position papers, fact sheets and high-level letters, this year we produced a paper showing the strong performance of leasing during the COVID-19 crisis. The paper demonstrates that leasing companies are well prepared to absorb negative shocks in the economy with their stable and reliable income stream and that changes in risk level are limited for leasing, due to the underlying value of the leased assets.

Our years of advocacy work, together with the support of our national association members and leasing companies, have paid dividends as the European Commission's proposal for implementing Basel IV in Europe includes a specific paragraph for leasing which recognises the high level of expertise and strong risk management developed over the years by our industry. The proposal entails that the EBA has been mandated to produce their own research report by 30 June 2026 on the appropriateness of the Basel risk parameters applicable to leasing exposures, in particular new collateral haircuts and regulatory values for secured LGD. This research should also include default and loss statistics for leasing by asset type and business model. Following this report, the Commission may revise the calibration for leasing via a delegated act, if appropriate. In the interim, leasing has been granted a five-year phasing in period for applying the new risk parameters under the A-IRB approach. In addition to this leasing specific initiative, some of our main proposals in various other areas of the regulation are also taken into account.

The proposal is a significant achievement for the leasing industry and improves markedly on the original Basel IV text. We will follow this closely during negotiations with the European Parliament and the Council of the EU, which we expect to last until end 2022/ early 2023.

Achievements included in the final CRR text:

- EBA must assess appropriateness of risk parameter calibration for leasing exposures by 30 June 2026
- European Commission may adjust these with a delegated act for leasing
- Five-year phasing in period for leasing regarding risk parameters under A-IRB approach

03 ADVOCACY

SECURISATION

_This year, new securitisation rules for synthetic balance sheet securitisations and capital discounts for NPL securitisations were approved by the European Union. The new legislation reflects a number of industry requests prepared by Leaseurope in light of the COVID-19 crisis, with the aim of helping leasing companies free up capital and continue financing European businesses and households.

In addition, the Joint Committee of the European Supervisory Authorities (ESAs) published an analysis of the implementation and the functioning of the EU Securitisation Regulation (SECR). The report shows that consumer credit, leasing and captive finance account for more than 40% of the STS securitisation market in Europe. This situates our industry as a very important European player of STS securitisations, which confirms the success of our advocacy work during the negotiations of the securitisation regulation and the importance of this form of financing for our companies.

Finally, we responded to a detailed European Commission consultation to identify potential regulatory barriers to the further development of the European securitisation market. We proposed better capital charges for banks and insurers investing in securitisation, an improved LCR treatment of securitisation exposures for banks and simplification of the current STS rules. Leaseurope will follow very closely the outcome of the consultation which may trigger some legislative adjustments in the future as part of the European Commission's review of the functioning of the EU SECR and of the Capital Markets Union (CMU).

FINANCIAL SERVICES & COVID-19

_As part of the European Commission's engagement surrounding the financial services industry's response to the Covid-19 pandemic, Leaseurope participated in a number of industry roundtables organised by Commissioner McGuiness on how financial services could help mitigate some of the effects of the pandemic. Leaseurope highlighted the extensive measures our industry has taken to support companies, particularly SMEs, during the crisis.

We also stressed the need for our industry to be able to evaluate individual requests by consumers and businesses on a case-by-case basis, noting that a "one size fits all" approach to those who have, for example, defaulted on their lease payments would be highly problematic. We noted that a holistic approach, taking into account a lessee's individual circumstances, as well as the impact of the crisis within individual Member States, would be more likely to achieve the results the Commission intended.

SHADOW BANKING

_Leaseurope engaged with the European Commission and the European Banking Authority (EBA) on their new project to address potential micro and macroeconomic risks within the framework of the European Digital Finance Strategy. We expressed that the main focus of the regulators should be placed on activities of large unregulated technology companies and stressed that leasing companies are low-risk and less complex than other financial institutions. We therefore suggested that any envisaged regulatory action should be adequate and proportionate to the risk profile of the financial activity.

We also responded to an EBA consultation on the criteria for the identification of shadow banking entities for the purposes of reporting large exposures. We highlighted that the technical standard should clearly state that exposures to leasing companies that are regulated and supervised should not be treated for the purpose of identification as exposures to shadow banks.

03 ADVOCACY

SUSTAINABLE FINANCE

_The European Commission made it clear from the offset that improving the EU's green credentials was going to be one of their key priorities, and this focus on sustainability has been reflected in much of the work they have undertaken over the past year. The Sustainable Finance Package was issued at the beginning of this year, including the first of the Delegated Acts that accompany the Taxonomy Regulation. These Delegated Acts essentially set out the technical criteria for what can be deemed "sustainable" under the Taxonomy Regulation, with the first two Delegated Acts dealing with climate change mitigation and climate change adaptation. Crucially, whether or not an activity is recognised as "green" under the taxonomy will likely impact funding eligibility within Member States, so ensuring recognition of the role of leasing and automotive rental in facilitating the green transition is essential. When engaging with regulators, Leaseurope has highlighted the need for a pragmatic approach to zero emission vehicles, as well as the wider role our industry plays in making more energy efficient assets available to consumers. We will continue to emphasise the need for our industry's role to be recognised explicitly in the upcoming delegated acts.

In addition, the Commission has proposed a Corporate Social Responsibility Directive (CSRD) as part of the Package, which aims to make sustainability reporting by companies more consistent and therefore easier to compare. It extends the scope of the Non-Financial Reporting Directive (NFRD) to all large and listed companies, introduces more detailed reporting requirements and requires audit of this information. The proposal envisions the European Financial Reporting Advisory Group (EFRAG) developing EU sustainability reporting standards by the second half of next year. Recently the IFRS Foundation created the International Sustainability Standards Board (ISSB), with the goal of creating sustainability-related disclosure standards at the international level.

SMART AND SUSTAINABLE MOBILITY

_Leaseurope has been closely following developments within the Fit for 55 Package, which aims to reduce emissions by 55% by 2030. Two measures particularly relevant for the automotive sector are CO_2 emission standards for cars and vans and the revised Alternative Fuels Infrastructure Regulation requiring member states to expand charging capacity in line with zero-emission car sales, and to install charging and fueling points at regular intervals on major highways.

After the European Commission publication of the Smart and Sustainable Mobility Strategy, the European Parliament published a draft report (by Rapporteur Ertug) calling on the Commission and member states to support mobility transformation through the Next Generation EU recovery package. Leaseurope intervened at Mr Ertug's private hearing, underlining the role our industry played in providing essential mobility services throughout the EU during the pandemic by supporting key medical and social services (including mobile vaccine services). We stressed that Leaseurope's members are well placed to facilitate electric vehicle uptake, however comprehensive public charging infrastructure coverage is a necessary condition. We asked for much greater emphasis to be placed on modal integration (MaaS solutions) and on mobility that supports rural, urban and cross-border journeys. The common denominator to making these mobility ambitions realistic is access to in-vehicle data as the operation of electrified fleets simply cannot work effectively without real-time direct data access.

03 ADVOCACY

IN-VEHICLE DATA

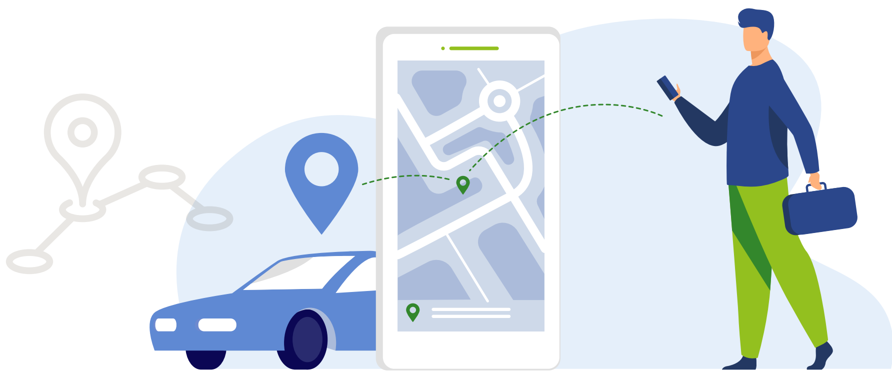
_As part of our activities on access to in-vehicle data, Leaseurope had the chance to present on the current state of play at a technical workshop dedicated to the future EU legal framework for access to in-vehicle data organised by the European Commission on 17 September, together with six other stakeholders including vehicle manufacturers. Leaseurope reiterated that leasing and rental companies still cannot obtain fair and non-discriminatory access to vehicle-generated data for the vehicles that they own. This is essential to deliver core passenger and goods mobility needs like the efficient management of large-scale fleets on the road (including managing EVs), managing the interface with customers, and developing innovative mobility services. In the second part of the workshop, the Commission presented the outcome of the TRL study preparing the Impact Assessment for future type-approval rules regarding access to in-vehicle data, including various levels of policy proposals.

Leaseurope supports the concept of an on-board telematics platform which guarantees true consumer choice, effective competition and independent entrepreneurship in a secure and technology-neutral manner. Leaseurope is part of a large coalition within AFCAR proposing a Secure On-board Telematics Platform (S-OTP) for access to in-vehicle data. This work has included the development of technical standards for a potential platform, a comprehensive report, regulatory briefings and multiple social media campaigns. Leaseurope's Vice-President and other AFCAR members also had a meeting with Commissioner Breton to discuss the Data Act initiative planned for the end of 2021, where we reiterated the general need for data access for our industry and presented different use cases.

CAR RENTAL AND TOURISM

_Leaseurope has been engaging extensively with the European Commission, particularly the Cabinet of Commissioner Breton, on the role they can play in supporting the car rental sector, both at a general level, as well as in light of its role as a sustainable tourism enabler. Besides our direct communications with the Commission, Leaseurope joined over 60 European organisations calling for tourism to be firmly anchored in EU national Recovery and Resilience plans. Outreach activities included the publication of a European Tourism Manifesto, a Call for Action paper, as well as a social media campaign on #tourism4recovery.

Leaseurope also provided feedback to their stakeholder consultation on the transition pathway for tourism. We underlined that tourism mobility is key for decarbonisation plans, however the market situation across Europe differs widely in terms of both clean vehicle provision and alternative fuels infrastructure. Therefore, while our industry is ready to contribute, different starting points should be taken into account when establishing targets for cleaner tourism mobility. We also stressed the role leasing can play in the sustainable development of coastal and maritime tourism, firstly as a financer of cruise ships and yachts, and secondly through financing infrastructures for the sustainable development of ports and related surroundings.



03 ADVOCACY

BLOCK EXEMPTIONS

_Leaseurope has been advocating for the Motor Vehicle Block Exemption Regulation (MVBER), which expires in March 2023, to be extended and future proofed as it is essential for our industry from a competition point of view. To support our case, Leaseurope commissioned a study with Quantalyse which demonstrates that there are significant consequences for the automotive aftermarket arising from non-compliance with the MVBER regime today, and that overall authorised repair costs would increase if existing MVBER protections would cease to apply. The study quantifies the economic impact of non-prolongation, projected forward to 2030, and the annual cost (per private lease vehicle) resulting from restrictive contractual requirements imposed by manufacturers. Special attention is given to the topic of data access, as the existing three-decades-old rules are no longer equipped to address the reality of today's technology-driven environment, as well as issues like end-user status, electric vehicle access and warranty infringements.

Leaseurope has also been engaging with the European Commission on their revision of the Vertical Block Exemption Regulation ("VBER") and Vertical Guidelines. We responded to the public consultation and participated in a stakeholder workshop on the VBER, in which we highlighted the competition issues linked with the dual distribution of vehicles (direct sales and via dealership) and the importance of the end-user status. Leaseurope advocates that the updated VBER should include all relevant theories of harm related to information exchange in a dual distribution situation, covering not only concerted behaviour, but also foreclosure and unfair advantages. Leaseurope also highlighted the need for a true end user status in this regulation to protect data exchange and fair competition.

LEASEUROPE CODE FOR RENTAL VEHICLE SECURITY

_Leaseurope is continuing to take part in the European Commission High level group on the protection of public spaces and its sub-group specifically for vehicle rental stakeholders. The Commission is conducting a study via RAND Europe on measures to prevent vehicular terrorism, for which a number of our national rental association members were interviewed. The study will look at the ability to rent a vehicle, rental logistics, the level of background checks and enforcement involvement, as well as both preventive measures (e.g. guidelines, training, tech solutions) and mitigation measures (e.g. networking & information sharing). It is acknowledged that there are legal, practical and technological challenges. Leaseurope has prepared a Rental Vehicle Security Scheme (RVSS) Code that can serve as a basis for discussions in advance of the Commission's own guidelines. This document is based on a Code of Practice of which was developed in cooperation with the British Vehicle Leasing and Rental Association (BVRLA), United Rental System (URS), Vehicle Rental Companies, Fleet Operators Registration Scheme (FORS), National Counter Terrorism Policing Headquarters (NCTPHQ), Office of Security & Counter Terrorism (OSCT), amongst others. The scheme would help organisations assess their security risks and take appropriate actions, assist in crime reduction and enhance staff training. Leaseurope will keep addressing remaining issues (e.g. harmonization, identifying threats, training) in the work to mitigate the risk of rental vehicles being used in terrorist attacks.

03 ADVOCACY

LEASE ACCOUNTING

_The International Accounting Standards Board (IASB) has been developing a new version of its IFRS for SMEs Standard, which was expected to include a version of the 'right of use' lease accounting model from IFRS 16. Leaseurope has long argued that the 'right of use' model is inappropriate for SMEs, as it is too complicated for smaller businesses and does not provide useful information to users of accounts. We do not expect the IASB to apply sufficient adjustments to the model in IFRS for SMEs to make it useful in Europe, and the Standard has never been endorsed for use in the European Union, but often changes to it are later reflected in national accounting standards. Recently, the IASB tentatively decided to consider aligning with IFRS 16 for leases in a future review rather than as part of the current IFRS for SMEs review. If this is eventually confirmed by the IASB Board next year, it would mean that the leasing part of IFRS for SMEs will be unlikely to change for several more years.

Meanwhile Leaseurope provided views this year to the IASB on potential changes to IFRS 16 to address their concern that variable lease payments were being excluded from the value of leased assets after a sale and leaseback transaction. We pointed out that using anything other than committed lease payments would be highly speculative, and further reduce the usefulness of reported information. The IASB is now expected to consider narrowing the scope of any changes to only some sale and leaseback transactions, likely to be mainly for property rather than equipment.

BUSINESS TAXATION FOR THE 21ST CENTURY

_Following the European Commission's "Communication on Business Taxation for the 21st Century", the Accounting and Taxation Committee developed and published a new Leaseurope position paper on taxation. It explains how changes to the taxation of equipment and vehicle leasing and rental services could make a significant contribution to the Commission's aim to use taxation policy to support a fair and sustainable business environment. It also provides evidence to show that if the policy goal is to support investment and sustainability, making taxation arrangements work for leasing and rental is essential. The paper is intended to support future advocacy on taxation at both national level by member associations and, where appropriate, at European level.

LEASING TO CONSUMERS

_ This summer, the European Commission issued their revised Consumer Credit Directive. The highly anticipated proposal amends the scope of the Directive, with some leasing agreements (namely those that include an option to purchase) now explicitly listed as being included. The proposal also removes certain exemptions, such as those related to overdraft facilities. Leaseurope highlighted the lack of evidence for any consumer detriment arising from leasing agreements not being included in the CCD and questioned the need for this scope extension. We also warned against adapting a "one size fits all" approach to consumer credit agreements, owing to a number of clear distinguishing features that separate leasing agreements from standard consumer credit agreements. Additionally, we highlighted the need for a clear exemption for leases where no transfer of ownership takes place, as was the case with the existing CCD.

03 ADVOCACY

ANTI-MONEY LAUNDERING

_The European Commission's long-awaited package on anti-money laundering (AML) measures was issued this year, partially in response to criticism the existing rules were not fit for purpose and that the application of these rules was not consistent across the EU. The package is made up of four proposals, with the most important for our industry being the establishment of a new EU AML authority and the creation of a Single Rulebook for AML/CFT. The new authority would have a significant effect on how the application of AML legislation is supervised, with the authority seeking to "transform" AML supervision across the EU and improve information sharing between Member States. Additionally, the proposal on a Single Rulebook will impact how AML legislation is transposed, with AML rules becoming directly applicable and no longer requiring transposition into national law. For the leasing and automotive rental industries, these changes will likely require operational adjustments and amendments to how certain provisions are applied across our sector. The impact will vary across Member States, largely depending on the extent to which existing rules are applied consistently. In our communication with stakeholders on this issue, Leaseurope has continued to highlight the low-risk nature of the leasing and automotive rental industries with regards to AML.

ARTIFICIAL INTELLIGENCE

_Much like their continued focus on sustainability, creating a European framework for AI has been at the top of the European Commission's agenda. Earlier this year they issued their ethics framework for AI, or the "AI Act". It essentially sets out different tiers of AI uses, and corresponding rules depending on the level of risk associated with these applications. For "high risk" applications of AI, which includes the use of AI in credit scoring and transport, these applications will be subject to rigorous rules and oversight. This includes adequate systems to assess and mitigate risks, high quality data, appropriate human oversight, robust security, as well as clear and accurate information provided to the user. In addition to the regulation, the proposal also outlines the creation of a European Artificial Intelligence Board, which will be responsible for facilitating the development of standards for AI. In practice, these rules will impact our sector in a number of ways, the most obvious being AI utilisation in credit worthiness assessments. Leaseurope is working together with other key stakeholders to develop a set of amendments designed to mitigate the potential negative impact of the proposed legislative framework, whilst ensuring that safety for consumers is upheld.

04

STATISTICS & MARKET INSIGHT

04 STATISTICS & MARKET INSIGHT

Leaseurope's statistics and market insight 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.

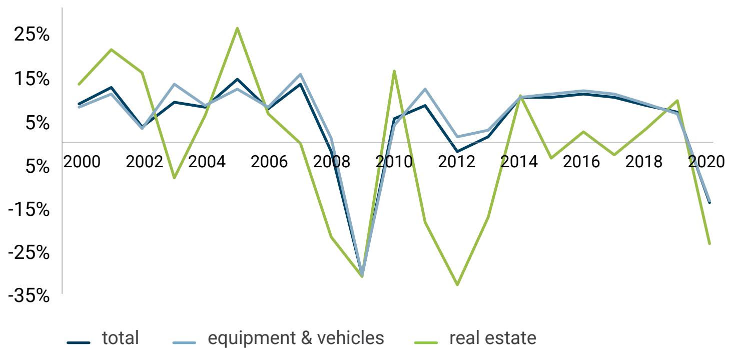
Every year, Leaseurope releases up-to-date and comprehensive market data on developments in the European leasing and automotive rental industries. This year we advanced with a factsheet highlighting key figures and trends specific to the car leasing and rental sectors in Europe and are working on automotive statistics related to the green transition. 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, with an Expert Group expanding and improving automotive statistics

See page 16 for summary results on the European leasing market in the first half of 2021.

European Leasing Market
New volumes
% year on year

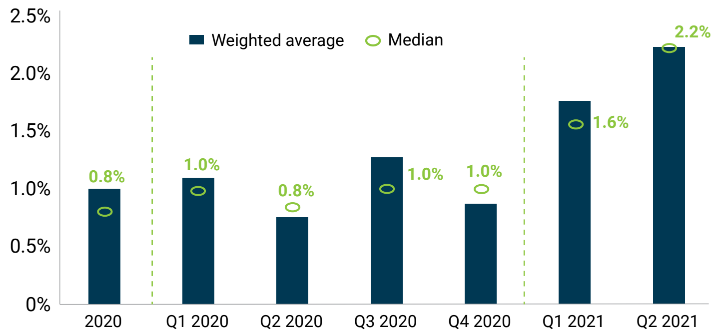


LEASEUROPE INDEX

Leasx 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.

Return on Asset Ratio



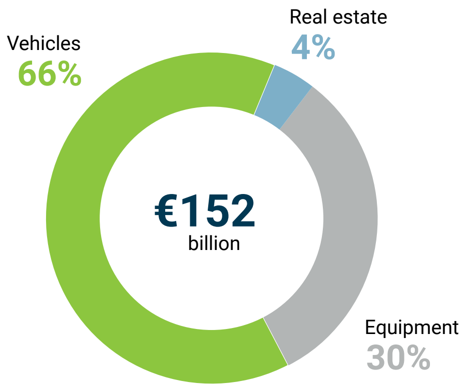
04 STATISTICS & MARKET INSIGHT

LEASING AND AUTOMOTIVE RENTAL MARKET FIGURES

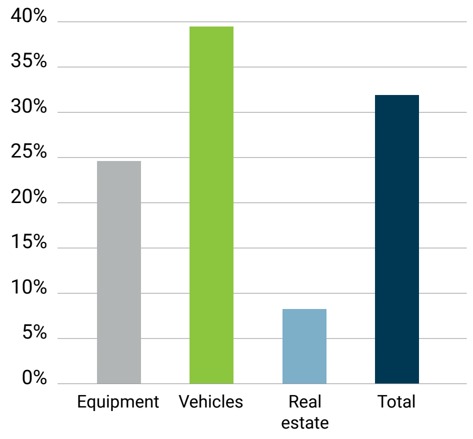
After a challenging 2020, the European leasing market turned on the recovery path in the first half of 2021. The latest biannual figures show a strong rebound in new volumes following last year's exceptionally low base of comparison caused by the severe impact of the Covid-19 pandemic. Total leasing volumes in the first half of 2021 were €152.9 billion, higher by 32.1% than the same period of 2020.

Vehicle and equipment leasing increased by 39.4% and 24.7%, respectively. Albeit at a slower pace than equipment, real estate leasing also enjoyed an increase of 7.8% in new volumes in the first half of 2021. The recovery in the leasing business was widespread across European countries. These upbeat results point to the leasing business moving in tandem with improving European economic activity as the pandemic containment measures gradually ease and business activity starts to pick up again.

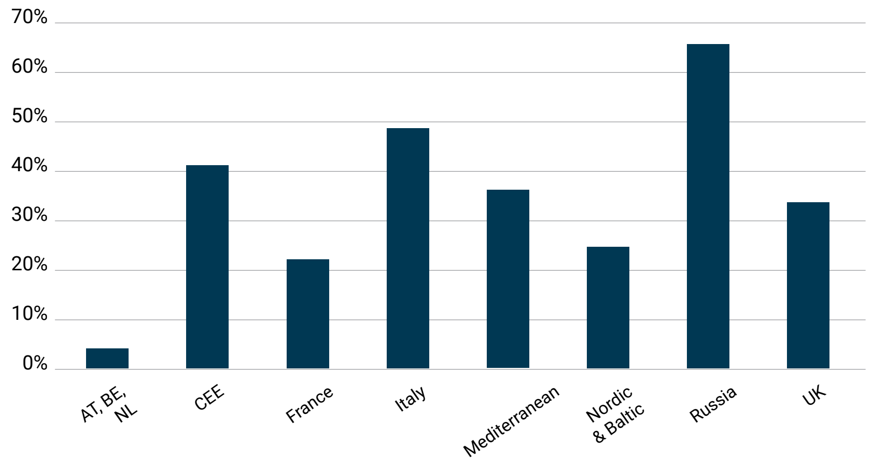
Total new leasing volumes by asset type in H1 2021



New leasing volume growth by asset type in H1 2021



Total new leasing volume growth by region in H1 2021



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

04

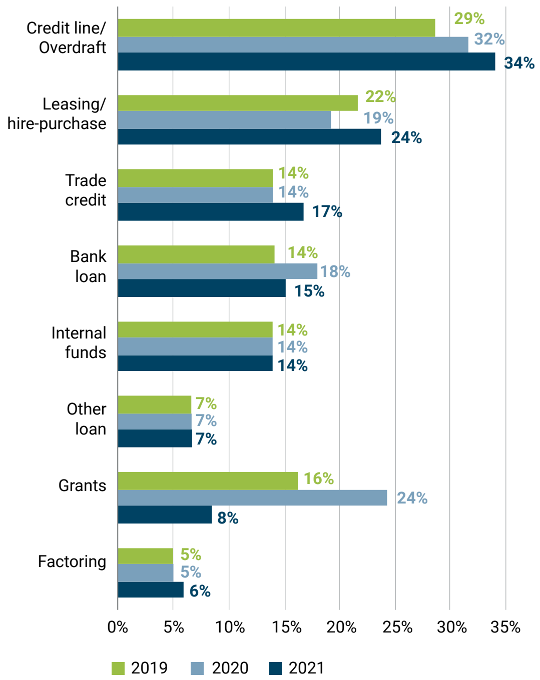
STATISTICS & MARKET INSIGHT

LEASING TO EUROPEAN SMEs

We are now concluding the tenth year of Leaseurope's market insight and outreach work in the field of leasing to SMEs. The ongoing Covid-19 pandemic and climate change related challenges globally have put sustainable finance on top of the European policy agenda to help ensure that investments support a resilient economy and a sustainable recovery. Leaseurope and our Slovenian member had the opportunity to engage with relevant stakeholders on this topic at the SME Assembly in Portorož, Slovenia in November 2021. This is the flagship event of the European Commission held this year together with the Slovenian Presidency of the Council of the European Union.

Leaseurope also continued to make use of the Survey on the Access to Finance of Enterprises (SAFE) by the European Commission and the European Central Bank (ECB) to create value added market analysis on leasing to SMEs for the benefit of our members.

Between April and September this year, the use of leasing and hire-purchase picked up to nearly pre-pandemic level, while the use of bank loans, and particularly grants or subsidised loans, declined markedly.



LEASING TO SMEs

Despite the impact of the Covid-19 pandemic…

Leasing was used by fewer SMEs in 2020 as many turned to public support to help them survive the crisis, however these firms continued to rely on leasing going forward while most other forms of finance became less available.

…in 2021 leasing is again the most used form of long-term finance by SMEs

Almost a quarter of European SMEs used leasing or hire purchase between April and September, returning to its pre-pandemic position as the most used form of long-term finance and the second most used type of financing overall after credit line and overdraft.

…with growing demand especially from innovative, exporting and high-growth firms

While SME demand for external financing moderated overall in 2021, leasing and hire purchase was signalled by SMEs as the source of finance that they had the largest increased need for, especially by innovative, exporting and high growth firms.

05

COMMUNICATION

05 COMMUNICATION

This year we continued to enhance our broad range of communications, with a number of key projects providing additional value to members, showcasing our industry with external stakeholders, and promoting our important role in the real economy.

LEASEUROPE INSIDE

_Leaseurope Inside is a digital newsletter delivered to your inbox, with links to articles on policy, statistics and more, as well as details on industry relevant events and expert thought leadership pieces from our associate members. The continued influx of new subscribers to this newsletter is a testament of its value to the industry.

LEASEUROPE POLICY LATEST

_Our monthly update provides members with an insight into the latest leasing and automotive rental industry news, policy developments and upcoming events in an easily digestible format. It brings together concise, up-to-date information on topics that will impact the leasing industry in a single place, and keeps members updated on the activities of Leaseurope's advocacy team.

ENGAGING WITH THE PUBLIC

_Leaseurope has been successful in pro-actively profiling the industry it represents via a variety of media and communication channels, with press releases, interviews, speeches, special articles and social media campaigns.

05 LEASEUROPE INDUSTRY LEADERS LIVE

In October this year, Leaseurope hosted a series of online interviews with influential industry leaders to discuss topics of key importance for our sector, including digitalisation, sustainability and carbon neutral fleets.

LIGHT SPEED AHEAD OR STILL LOADING, DIGITALISATION IN ASSET FINANCE AND RENTAL

We discussed how two prominent lessors view digitalisation within their companies, what lessons were learned during Covid-19 and what role they see technology playing going forward.

Interviewees were:

- **Peter Hupfeld**
  CEO, Nordea Finance
- **Ylva Oertengren**
  COO, Simply Finance
- With an intervention from **Per Högberg**, Director of Asset Finance, Banqsoft

OPPORTUNITIES AND CHALLENGES FOR LEASING AND RENTING GREENER ASSETS

Two industry leaders elaborated on their experiences with leasing greener and more sustainable assets, including strategy, measurement, asset management, and the opportunities and challenges for leasing. Interviewees were:

Interviewees were:

- **Beat Mungenast**
  COO, Raiffeisen Leasing
- **Marije Rhebergen**
  Head of Sustainability, DLL
- With an intervention from **Andrew Denton**, CEO, Alfa

THE PATH TO CO_2 NEUTRALITY FOR AUTOMOTIVE FLEETS

In light of the European Green Deal and the transition to carbon neutrality by 2050, two leading automotive CEOs explained how they see this transition impacting their fleets and their strategy going forward.

Interviewees were:

- **Tim Albertsen**
  CEO, ALD Automotive
- **Giacomo Carelli**
  Chairman, Leasys & CEO, FCA Bank
- With an intervention from **Edward Kulperger**, Senior VP, Geotab Europe

05

A RESOUNDING SUCCESS!

Despite a level of ‘online fatigue’ we are happy to have welcomed very high-level speakers and a large number of attendees, with significant live online attendance.

415	76%	10
REGISTERED ATTENDEES	ATTENDED LIVE SESSIONS	10 HIGH-LEVEL SPEAKERS

A BIG THANK YOU TO OUR SPONSORS FOR YOUR SUPPORT

HEADLINE SPONSORS

Banqsoft Alfa GEOTAB

GENERAL SPONSORS

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"While physical meetings remained difficult, we wanted to provide our community with an online platform to discuss key topics for the sector and the success of this initiative proved that there is much appetite for discussions like this".

ANNE VALETTE
DIRECTOR GENERAL

06

ANNUAL CONVENTION

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 & AUTOMOTIVE RENTAL INDUSTRY

_The Leaseurope Annual Convention is widely recognised as the pre-eminent yearly gathering for the European leasing & 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.

"A must attend event in the business leader's agenda, with the right balance between powerful content and high-level networking."

Our previous Convention in Budapest brought together 400+ industry specialists 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.

400+ participants

Leading gathering platform for our industry at European level

40+ speakers and moderators

30+ countries represented

11 sessions to choose from

SAVE THE DATE FOR 2022

6 & 7 October 2022

Hotel Cascais Miragem, Portugal

Next year's Convention takes place on 6 & 7 October 2022, planned to be held in Cascais, Portugal. It will bring together an exciting mix of industry leaders to discuss trends and challenges crucial for our industry, which will be more important than ever before considering the rapidly evolving environment we are in.

This will certainly not be one you want to miss!

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.

COUNCIL OF SECRETARIES GENERAL MEETS VIRTUALLY

_One of Leaseurope's most important networks for members is the Council of Secretaries General. Each year, heads of Leaseurope's member associations gather to share best practices and keep abreast of latest developments in the main European policy files followed by Leaseurope.

This year we once again hosted this meeting online, which was a great success and widely attended. Important items on the agenda included sustainable finance, digitalisation, Basel IV and the impact of the Covid-19 pandemic on our sector.

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.

WELCOMING SEVERAL NEW ASSOCIATE MEMBERS

_Leaseurope was very pleased to welcome four new associate members this year with diverse profiles, thereby expanding an already strong and committed group of service providers to the industry. New members included Banqsoft, Lectura, Ritchie Bros and Black Winch.

With these new members, Leaseurope now benefits from the support of 19 companies from a variety of horizons across Europe.

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 og 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.

Greece
_Association of Greek Leasing Companies
_Greek Car Rental Companies Association

Hungary
_Hungarian Leasing Association

Ireland
_Car Rental Council of Ireland

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

Latvia
_Latvian Lessors Association

Lithuania
_Association of Lithuanian Banks

Luxembourg
_Fédération Luxembourgeoise des Loueurs de Véhicules

Netherlands
_BOVAG
_Nederlandse Vereniging van Leasemaatschappijen
_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

Russia
_United Leasing Association of Russia

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
_Federación Nacional Empresarial de Alquiler de Vehículos con y sin Conductor

Sweden
_AFINA regrouping Finansbolagens Förening and Svenska Bankföreningen
_Biluthyrarna Sverige

Switzerland
_Association Suisse des Sociétés de Leasing

Turkey
_Auto Leasing and Rental Companies Association (Tokkder)
_Finansal Kurumlar Birligi

Ukraine
_Ukrainian Union of Lessors

United Kingdom
_British Vehicle Rental and Leasing Association
_Finance & Leasing Association

Correspondent Member:

Morocco
_Association Professionnelle des Sociétés de Financement

07 MEMBERSHIP

2021 ASSOCIATE MEMBERS

ACQUIS

Alfa

BanQsoft

BLACK WINCH THE AS-A-SERVICE EXPERTS

codix

FitchRatings

GEOTAB management by measurement

IMS Insurance & Mobility Solutions

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PS Team Best process solutions in Europe

rb RITCHIE BROS.

SOFICO

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webfleet solutions a Bridgestone company

- Visibility
- Business development
- Community
- Insight
- Promotion

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The Voice of Leasing and Automotive Rental in Europe