

**BUNDESVERBAND DEUTSCHER
LEASING-UNTERNEHMEN**



The German Leasing Market 2016

Annual Press Conference
Bundesverband Deutscher
Leasing-Unternehmen



Agenda

I. Market Figures

I.01 Overall Investment

I.02 Leasing Investment

I.03 Equipment & Real-estate Leasing

I.04 Leasing Penetration

I.05 Leasing Share of Outside Financed Investment

I.06 Asset Types

I.07 Customer Structure

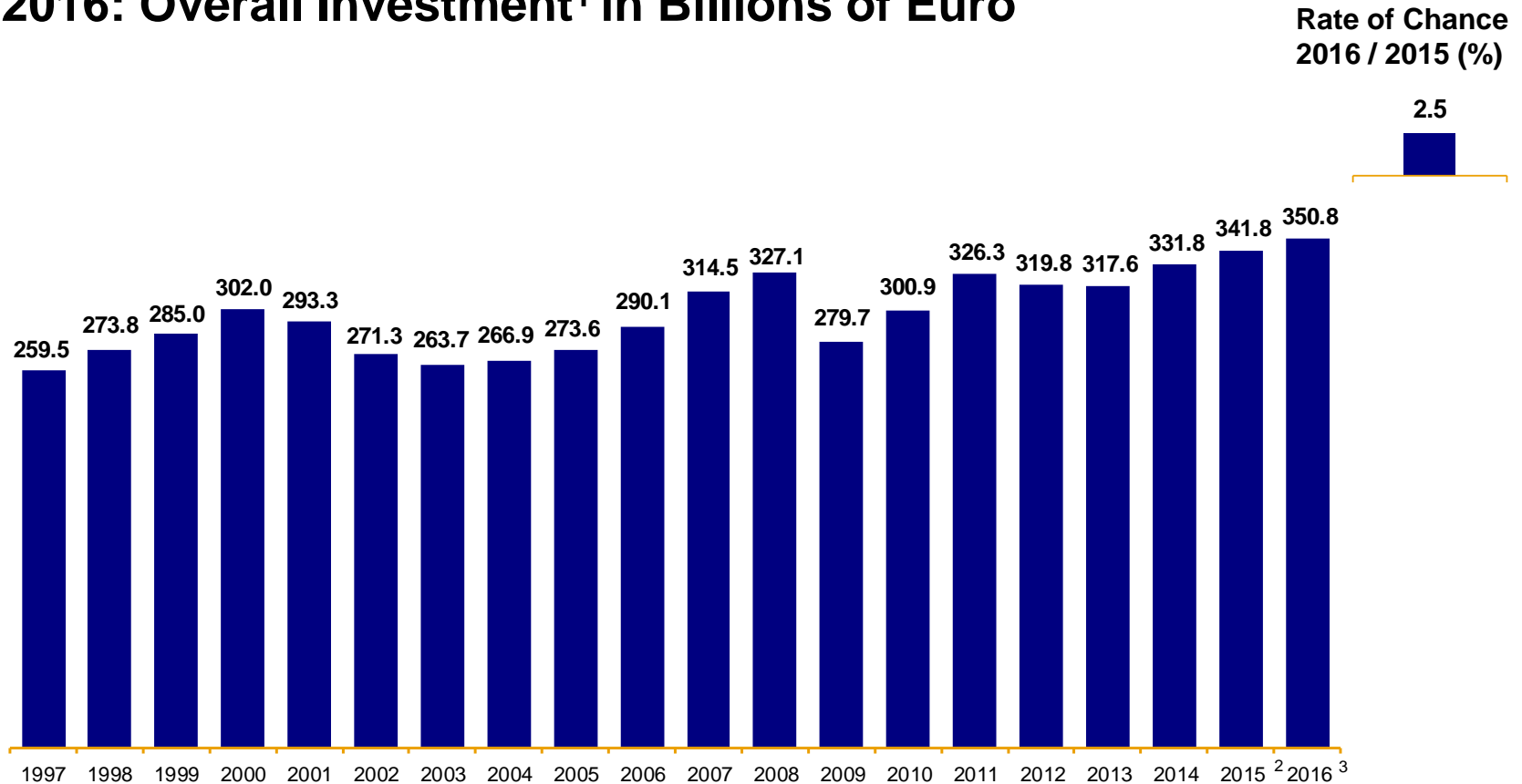
II. Development of Investment

III. Schedule



1.01 Overall Investment

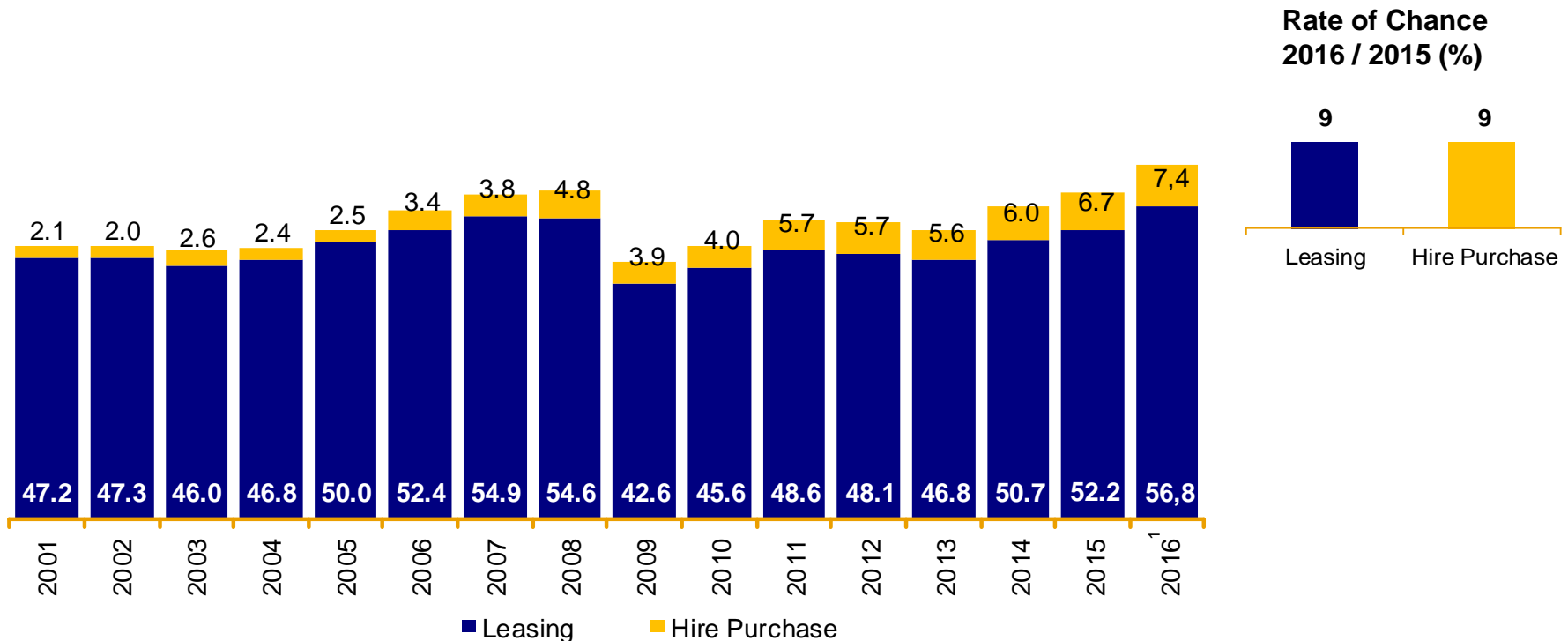
2016: Overall Investment¹ in Billions of Euro



1.02 Investment of the Leasing Industry

2016: New Business increases to Euro 64.2 Billion (+ 9 %)

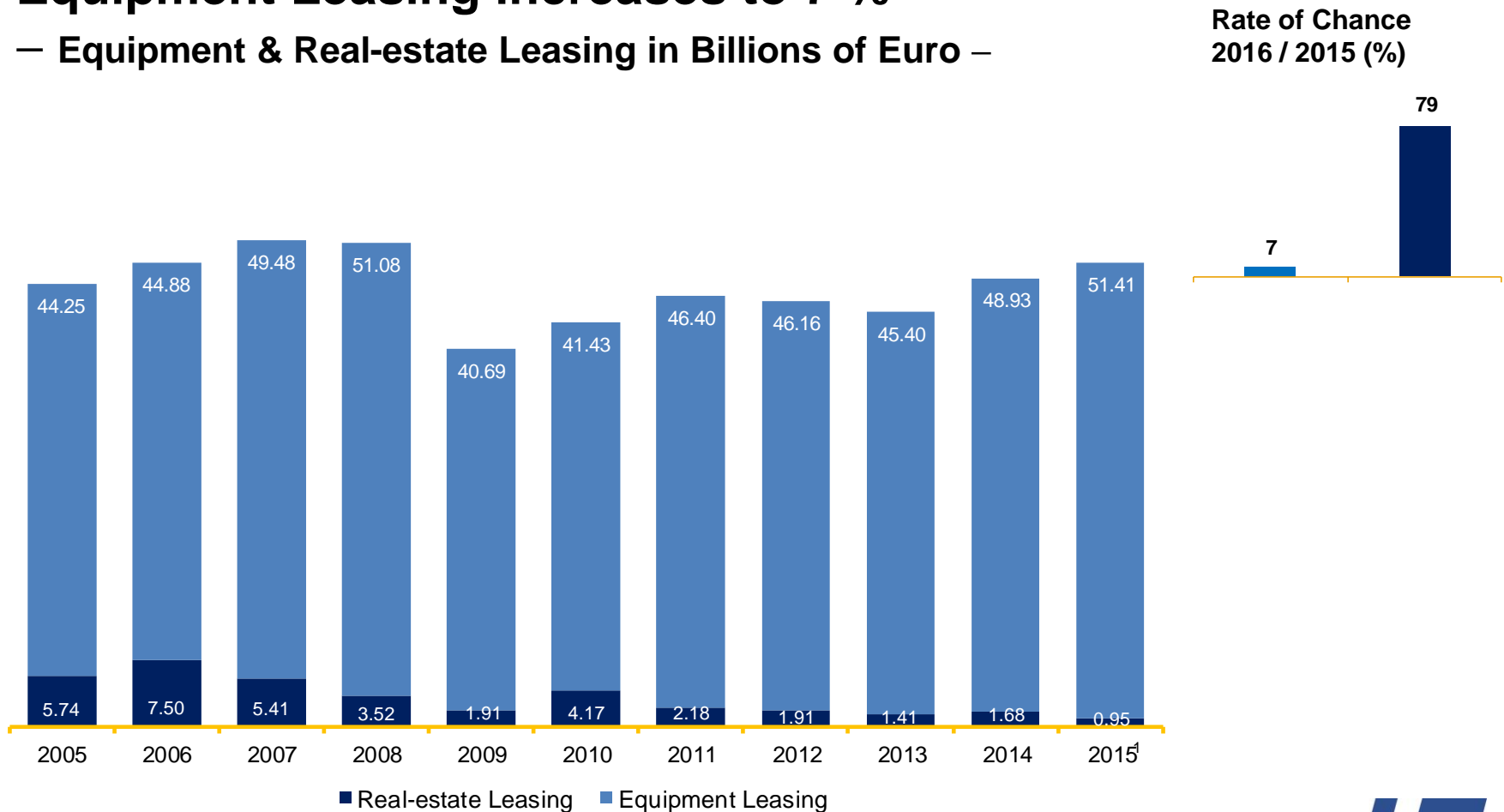
– Investment of the Leasing Industry in Billions of Euro –



1.03 Equipment & Real-estate Leasing

Equipment Leasing increases to 7 %

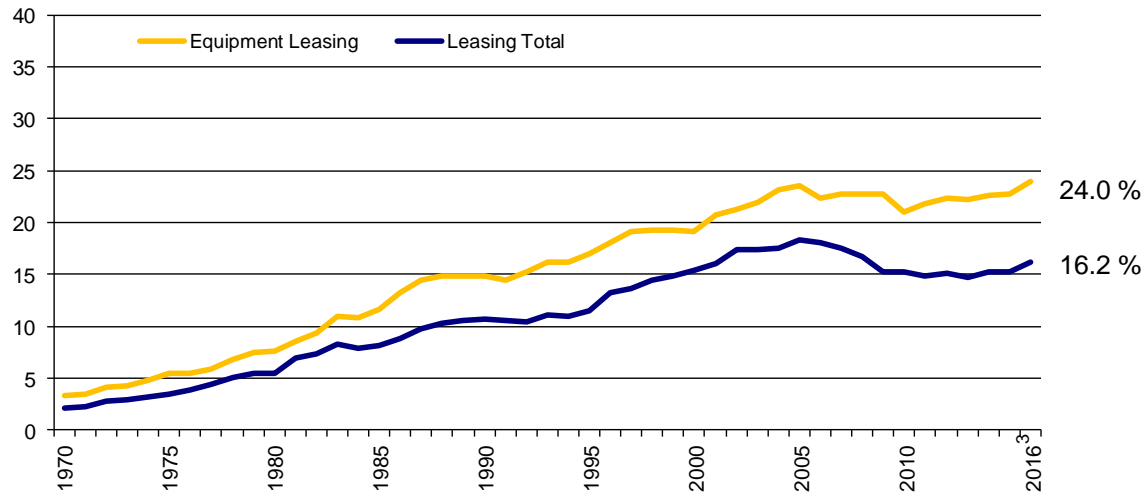
— Equipment & Real-estate Leasing in Billions of Euro —



1.04 Penetration Rates

Record Share: Equipment Leasing Penetration Rate at 24 %

Leasing Penetration Rates¹ in Germany: Leasing-Sector's Share of Aggregate Investment² and Investment in Equipment – incl. Other Equipment in %

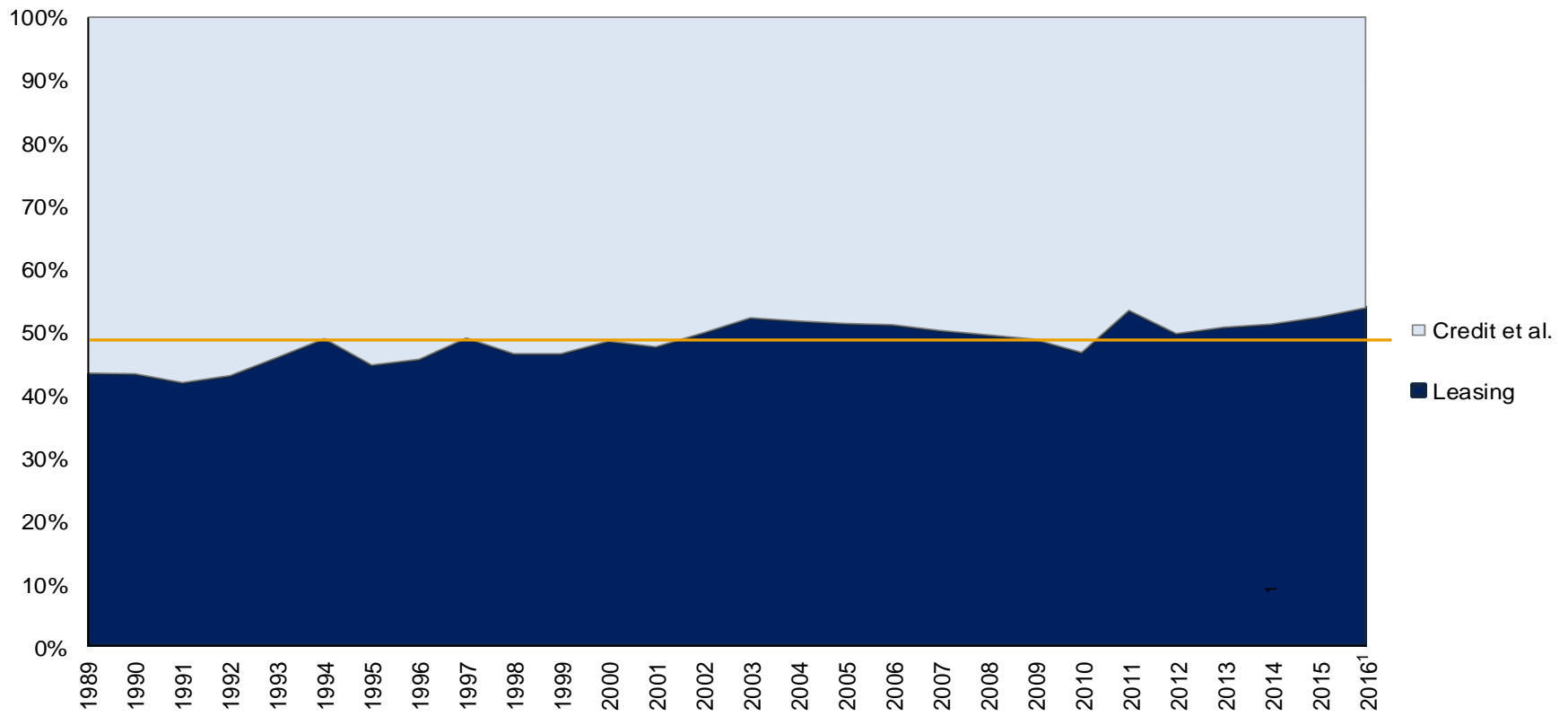


- 1) From 1991 according to New Statistics Approach (ESVB)
- 2) Without Housebuilding. From 1991 incl. New Federal States (Neue Bundesländer)
- 3) Calculated on the Basis of Plan Figures



1.05 Share of Leasing of Outside Financed Investments

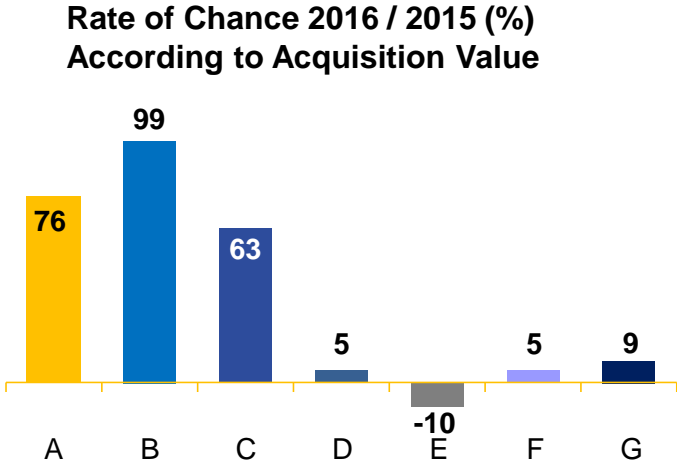
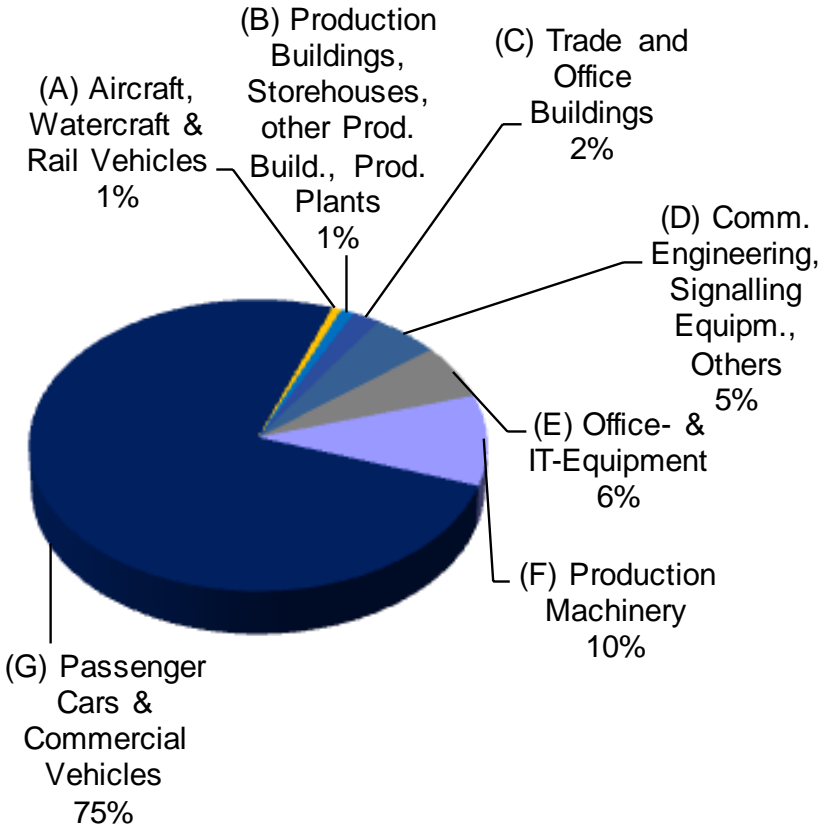
More than Half of Outside Financed Investments is realized through Leasing



1.06 Asset Types

Vehicles dominate New Business

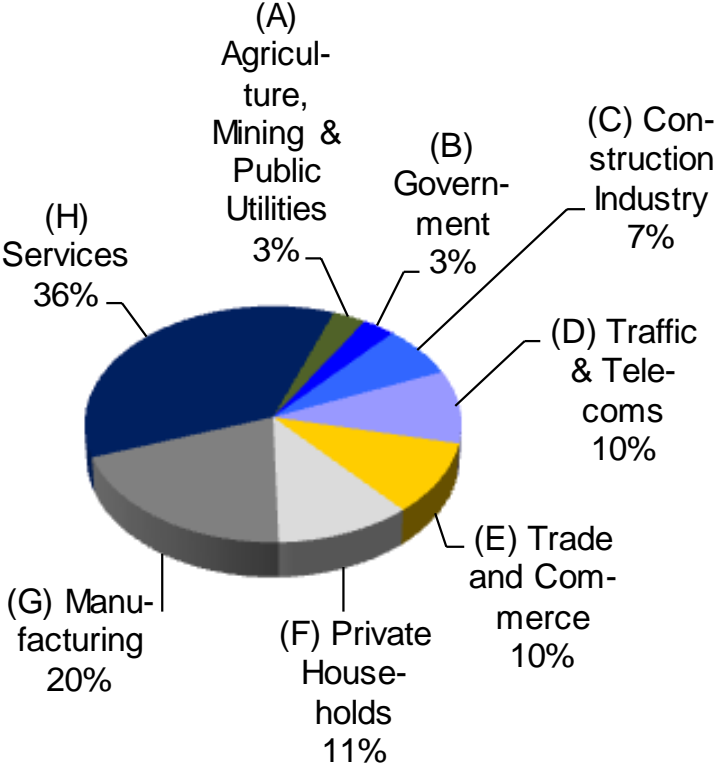
– Breakdown by Asset Type of Leasing New Business –



1.07 Customer Structure

Services: Most Important Client Segment

– Breakdown by Customer Type of Leasing New Business –



Rate of Chance 2016 / 2015 According to Acquisition Value (%)



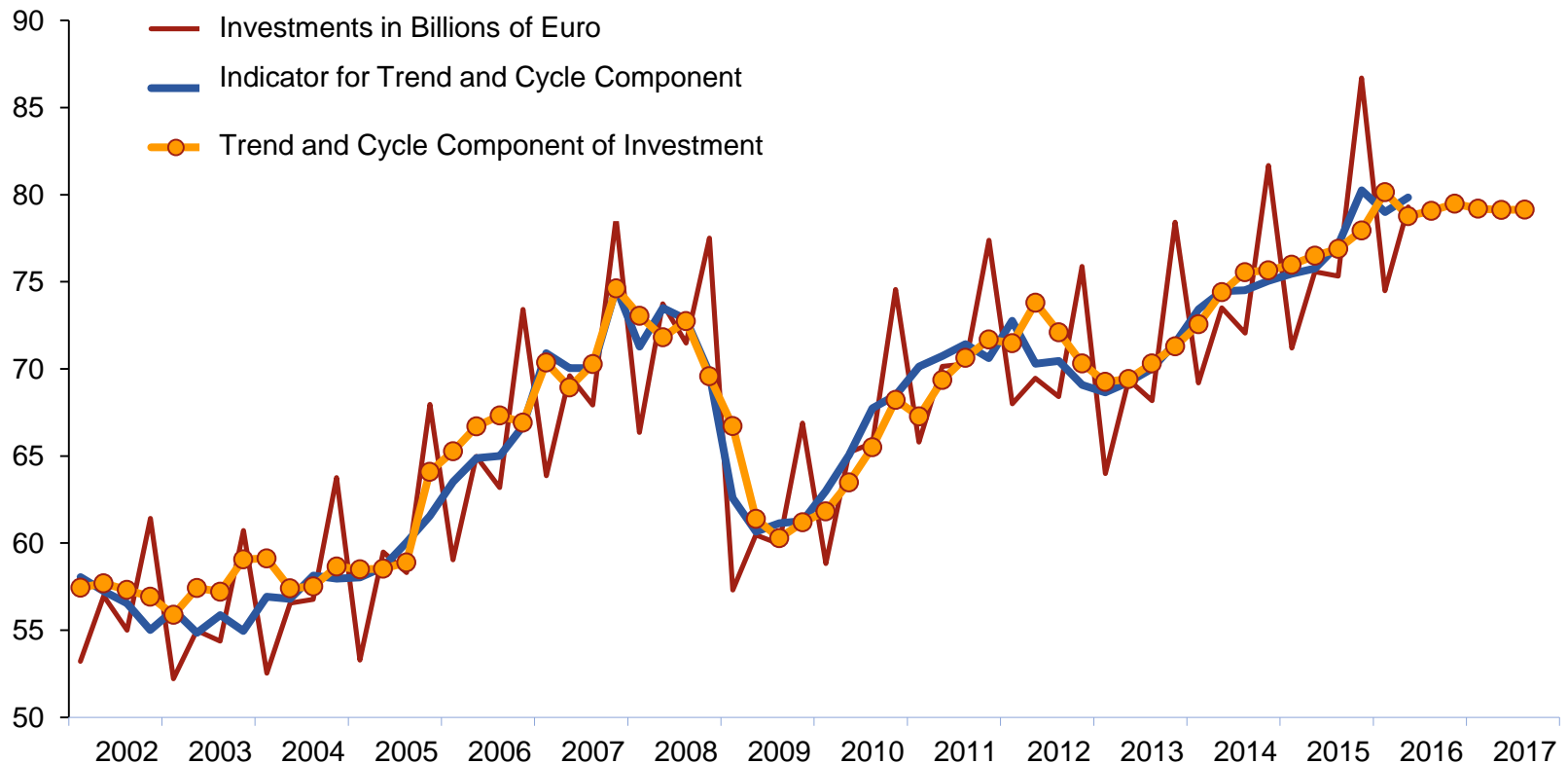
**BUNDESVERBAND DEUTSCHER
LEASING-UNTERNEHMEN**



II. 01 ifo investment indicator

Development of Equipment Investment

in Billions of €



**BUNDESVERBAND DEUTSCHER
LEASING-UNTERNEHMEN**



III. Schedule

Overall Investment¹

	2009	2010	2011	2012	2013	2014	2015 ²	2016 ³
In Billions of Euro	279.7	300.9	326.3	318.8	318.1	332.5	342.2	350.8
Rate of Change %	-14.5	7.6	8.4	-2.3	-0.2	4.6	2.9	2.5

- 1) Not including Housebuilding;
- 2) Preliminary
- 3) Forecast



III. Schedule

Investments in Equipment¹

	2009	2010	2011	2012	2013	2014	2015 ²	2016 ³
In Billions of Euro	178.9	197.1	212.8	206.1	204.5	216.2	225.4	229.9
Rate of Change in %	-20.2	10.1	7.9	-3.1	-0.8	5.7	4.2	2.0

- 1) Including other Equipment. without R&D
- 2) Preliminary
- 3) Forecast



III. Schedule

Types of Leasing Companies and Leasing Investment

	2012	2013	2014	2015	2016 ¹
Non Captives					
Equipment and Real-estate Leasing in Billons of Euro	19.4	18.3	19.8	19.5	21.6
Rate of Change in %	-8.0	-5.8	8.3	-1.8	11.1
Thereoff Equipment in Billons of Euro	17.5	16.9	18.1	18.5	19.9
Rate of Change in %	-7.4	-3.6	7.3	2.1	7.6
Thereoff Real-estate in Billons of Euro	1.91	1.41	16.80	0.95	1.70
Rate of Change in %	-12.6	-26.0	19.1	-43.5	78.9
Captives					
Equipment Leasing in Billons of Euro	28.6	28.5	30.8	32.9	35.2
Rate of Change in %	4.2	-0.4	8.0	6.8	7.0
Leasing in total					
In Billons of Euro	48.1	46.8	50.6	52.4	56.8
Rate of Change in %	-1.1	-2.6	8.1	3.5	8.5
Hire Purchase					
In Billons of Euro	5.7	5.6	6.0	6.8	7.4
Rate of Change in %	0.0	-1.8	7.1	13.3	8.8
Leasing & Hire Purchase					
In Billons of Euro	53.8	52.4	56.6	59.2	64.2
Rate of Change in %	-0.9	-2.6	8.0	8.2	8.5



III. Schedule

Penetration Rates

	Penetration Rate	Equipment Penetration Rate
2016 ¹	16.2	24.0
2015	15.3	22.8
2014	15.2	22.6
2013	14.7	22.2
2012	15.1	22.4
2011	14.9	21.8
2010	15.2	21.0
2009	15.2	22.7
2008	16.7	22.8
2007	17.5	22.7

Leasing Share of Outside Financed Investments

	Share of Leasing
2016 ¹	53.8
2015	52.3
2014	51.2
2013	50.7
2012	49.7
2011	49.8
2010	53.4
2009	47.2
2008	49.8
2007	50.2



III. Schedule

Asset Types. Share in %

	2013	2014	2015	2016 ⁴
Trade ¹⁾ and Office Buildings	1.8	2.5	1.2	1.8
Production Buildings. Storehouses. Other Production Buildings ²⁾ and Production Plants	1.2	0.8	0.6	1.1
Production Machinery	10.2	10.5	10.3	10.0
Office- and IT-Equipment	8.7	7.7	7.0	5.8
Passenger Cars & Commercial Vehicles	71.7	71.8	74.5	74.6
Aircraft. Watercraft & Rail Vehicles	0.8	1.1	0.8	1.3
Communications Engineering. Signalling Equipment. Other Equipment	5.6	5.6	5.6	5.4

1) e.g. Supermarket. Department Stores. Malls

2) Including Piping

3) e.g. Medical Equipment

4) Calculated on the Basis of Plan Figures



III. Schedule

Asset Types: Rate of Change

	2016⁴ / 2015 in %
Trade ¹⁾ and Office Buildings	62.7
Production Buildings. Storehouses. Other Production Buildings ²⁾ and Production Plants	98.9
Production Machinery	5.3
Office- and IT-Equipment	-10.1
Passenger Cars & Commercial Vehicles	8.6
Aircraft. Watercraft & Rail Vehicles	76.3
Communications Engineering. Signalling Equipment. Other Equipment	4.6

1) e.g. Supermarket. Department Stores. Malls

2) Including Piping

3) e.g. Medical Equipment

4) Calculated on the Basis of Plan Figures



III. Schedule

Customer Structure. Share in %

	2013	2014	2015	2016²
Agriculture. Mining & Public Utilities	2.9	3.0	2.9	2.8
Manufacturing	20.1	18.9	19.7	19.6
Construction Industry	6.4	6.6	6.8	6.9
Trade and Commerce	12.3	10.7	10.7	10.5
Traffic & Telecoms	8.5	10.7	10.2	10.3
Services ¹⁾	35.5	36.5	35.9	35.9
Government	2.8	2.7	2.7	2.6
Private Households	11.5	10.9	11.1	11.4

¹⁾ Including NGO. Banks and Insurance Companies

²⁾ Calculated on the Basis of Plan Figures



III. Schedule

Customer Types: Rate of Change

	2016² / 2015 in %
Agriculture, Mining & Public Utilities	4.7
Manufacturing	7.9
Construction Industry	10.1
Trade and Commerce	6.5
Traffic & Telecoms	9.5
Services ¹⁾	8.5
Government	4.5
Private Households	11.4

¹⁾ Including NGO, Banks and Insurance Companies

²⁾ Calculated on the Basis of Plan Figures



**BUNDESVERBAND DEUTSCHER
LEASING-UNTERNEHMEN**

