

**BUNDESVERBAND DEUTSCHER
LEASING-UNTERNEHMEN**



The German Leasing Market 2017

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

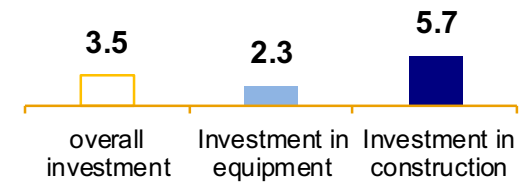
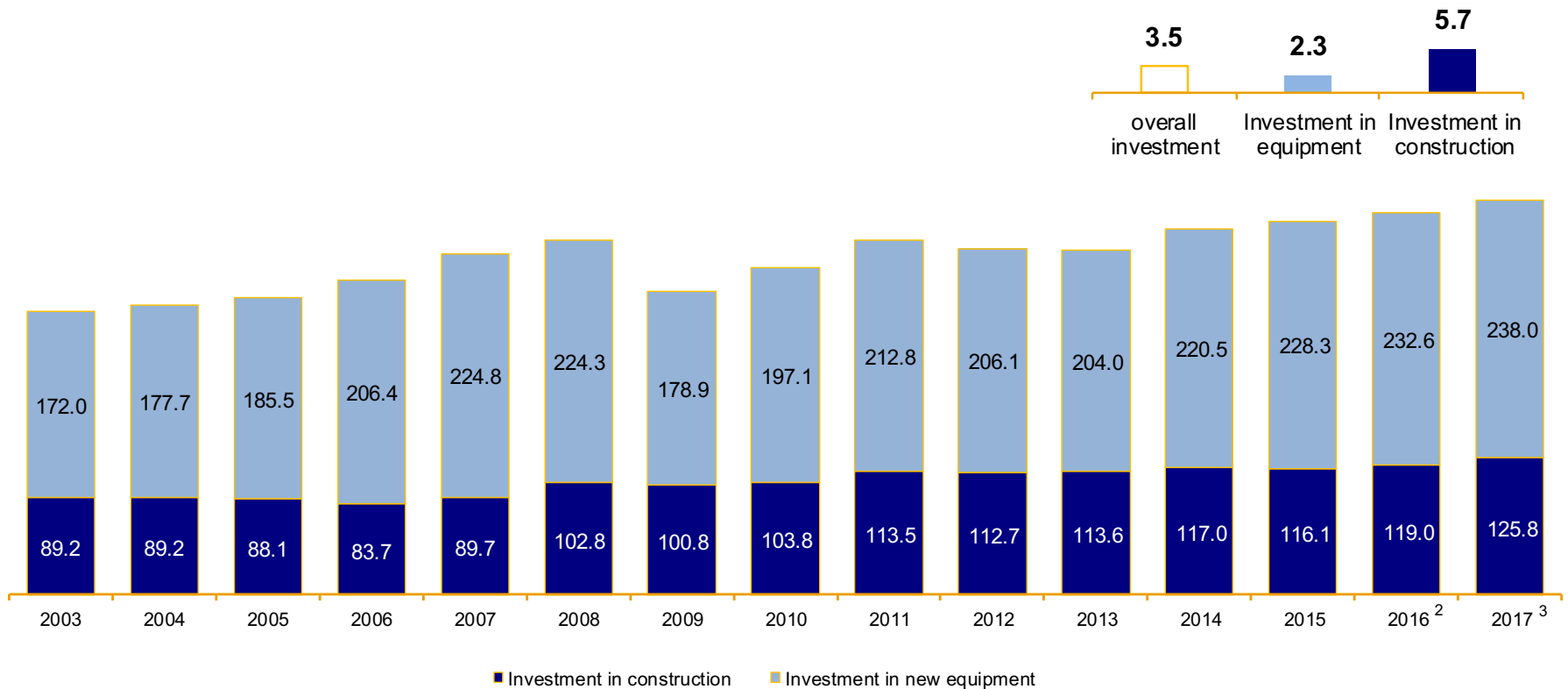
III. Schedule



I.01 Overall Investment

2017: Overall Investment¹ in Billions of Euro

Rate of Change
2017 / 2016 (%)



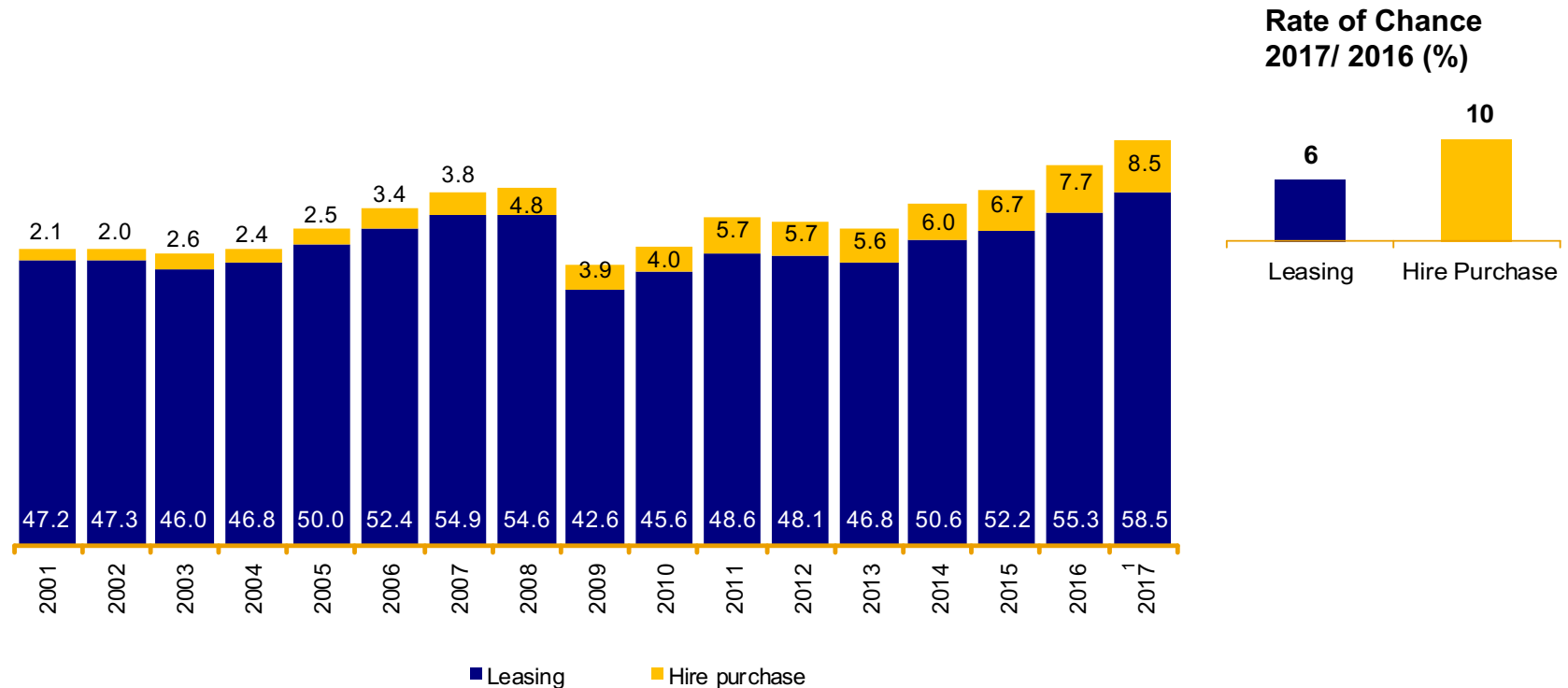
1) Not including Housebuilding;
 2) Preliminary
 3) Forecast by the German Council of Economic Experts



1.02 Investment of the Leasing Industry

2017: New Business increases to Euro 67 Billion (+ 6 %)

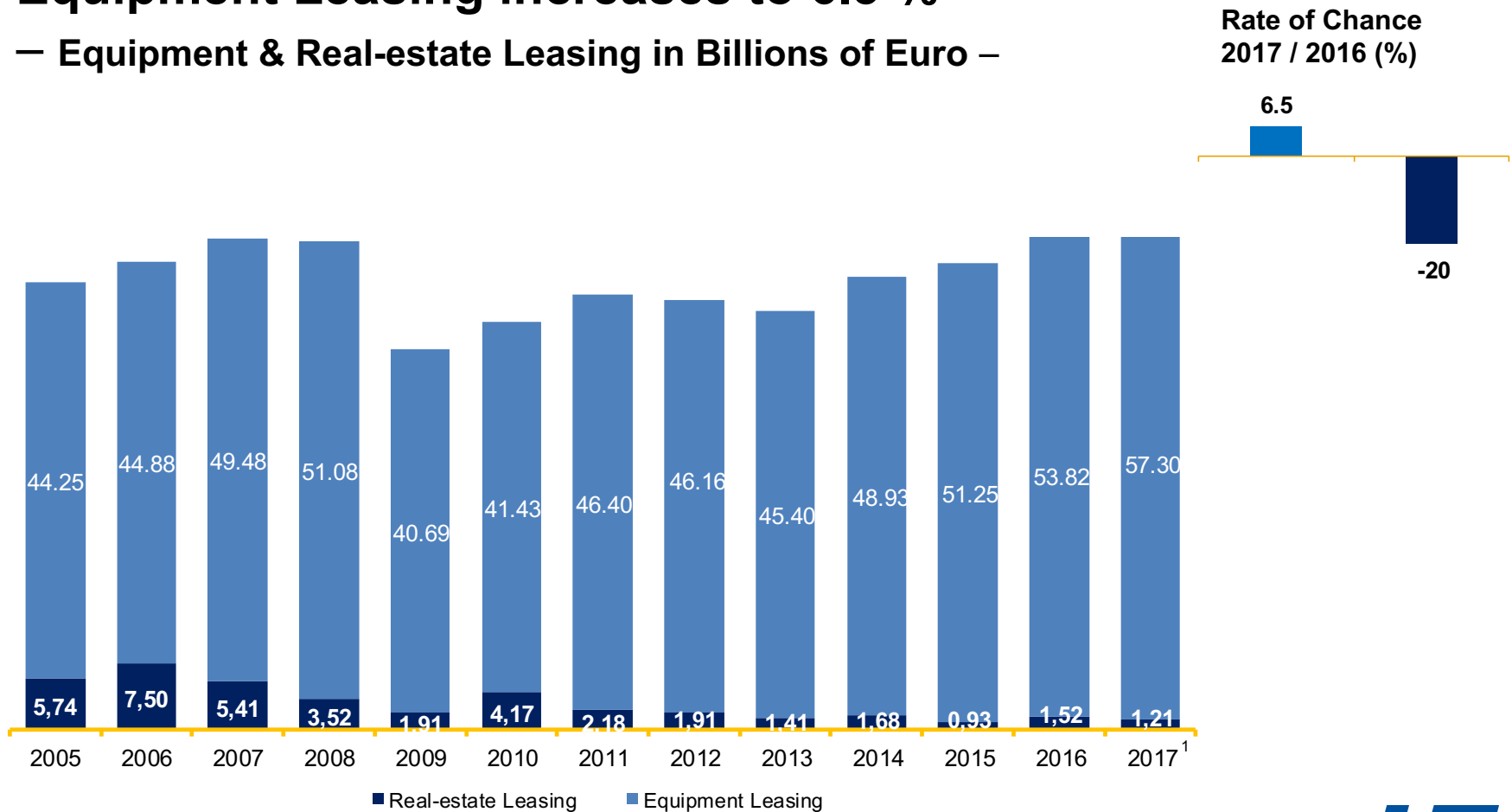
– Investment of the Leasing Industry in Billions of Euro –



1.03 Equipment & Real-estate Leasing

Equipment Leasing increases to 6.5 %

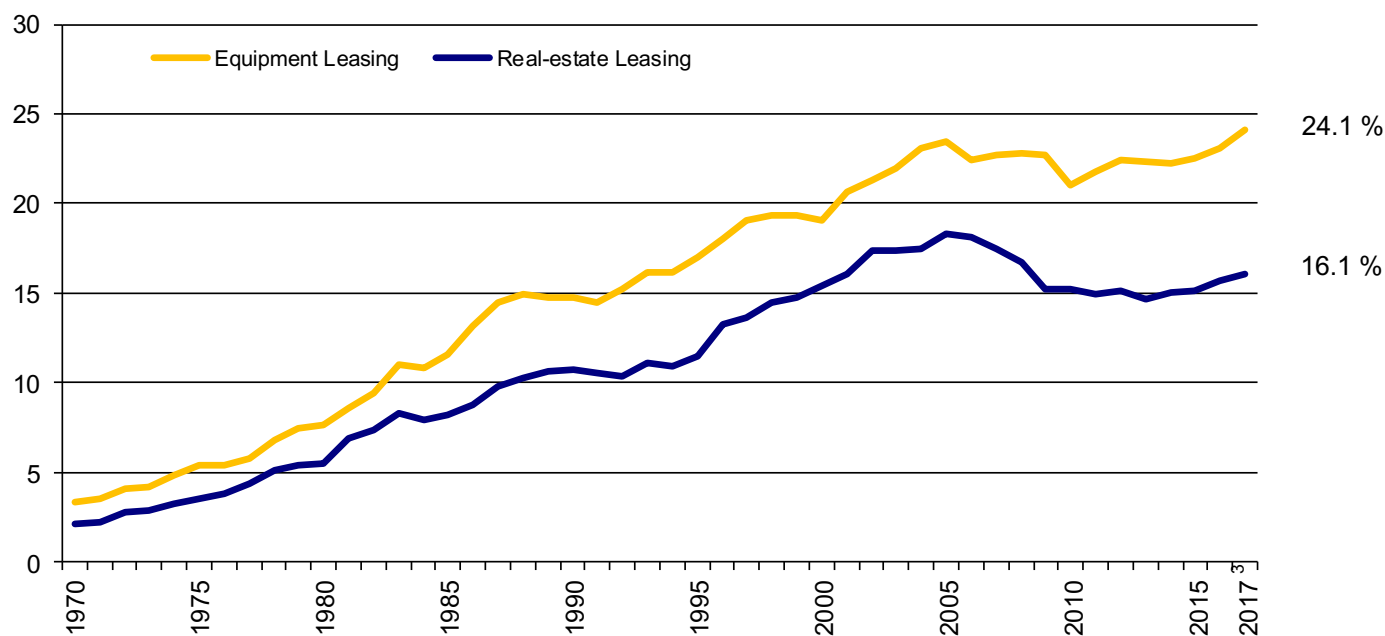
– Equipment & Real-estate Leasing in Billions of Euro –



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 %

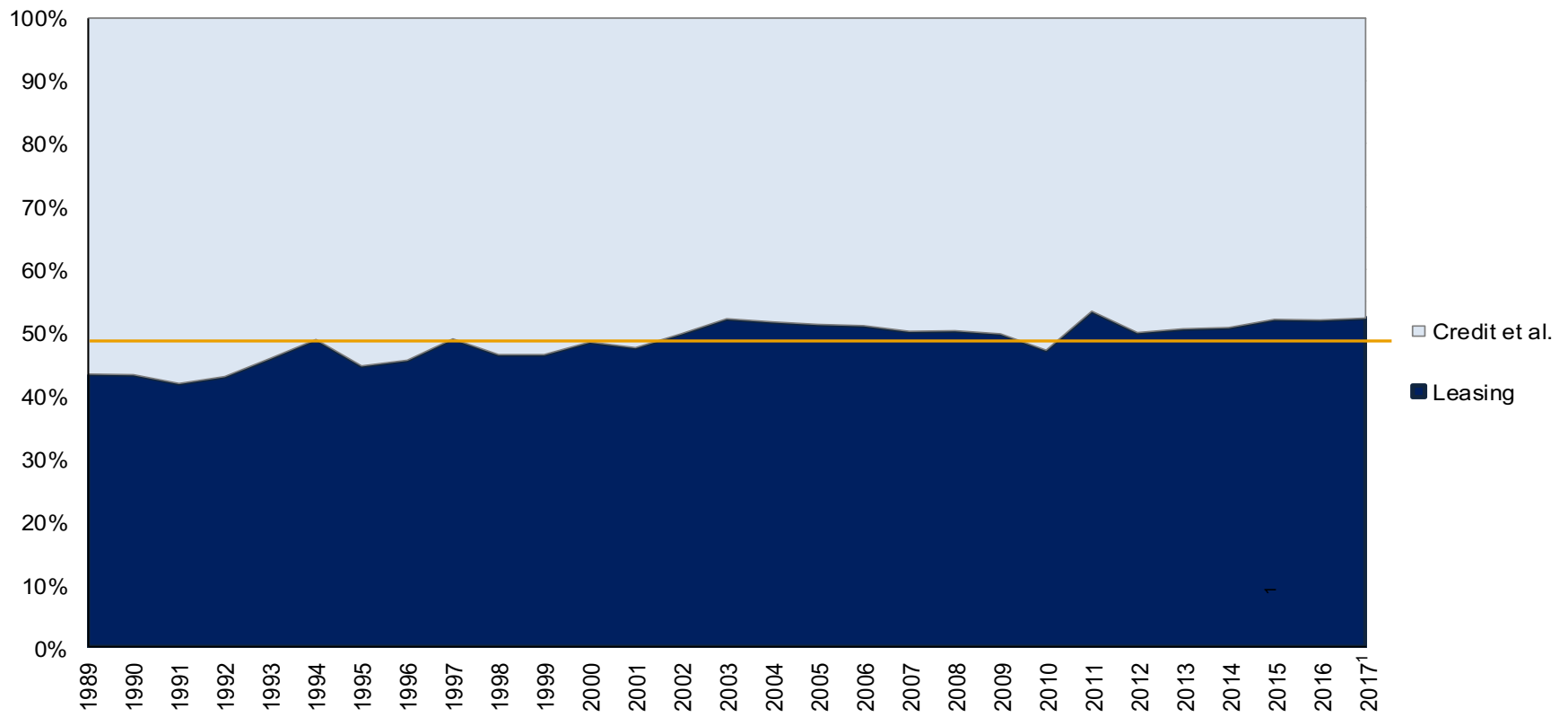


- 1) From 1991 according to New Statistics Approach (ESVB)
- 2) Without Housebuilding. From 1991 incl. New Federal States (Neue Bundesländer)
- 3) 2017 calculated on the Basis of Plan Figures



1.05 Share of Leasing of Outside Financed Investments

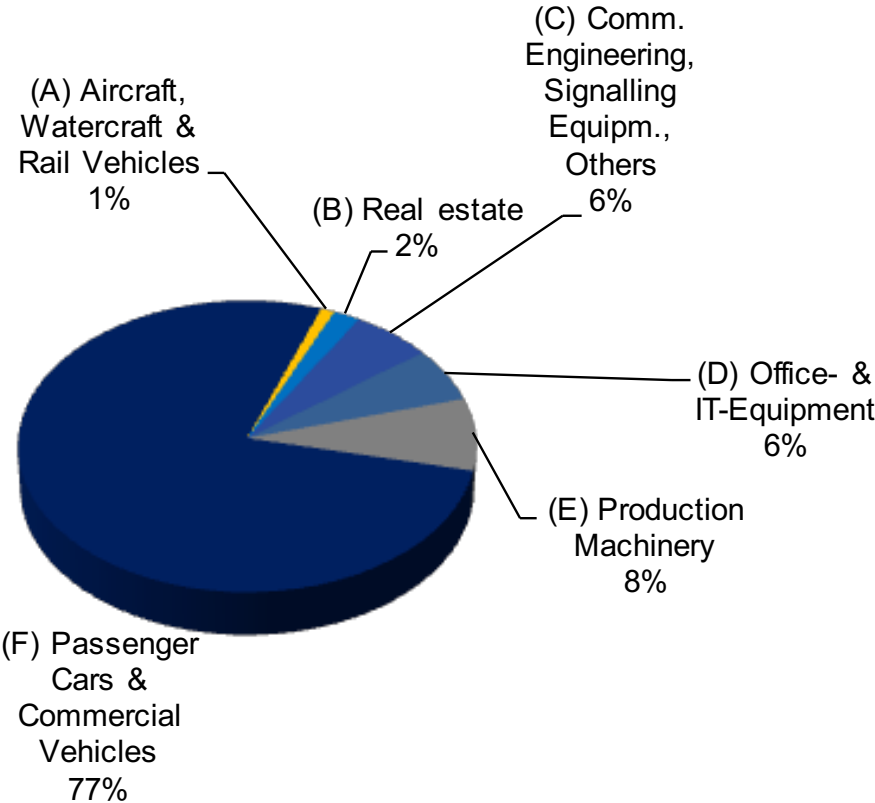
More than Half of Outside Financed Investments is realized through Leasing



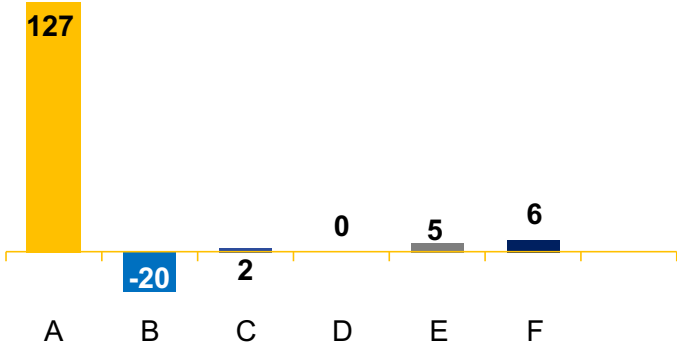
1.06 Asset Types

Vehicles dominate New Business

– Breakdown by Asset Type of Leasing New Business –

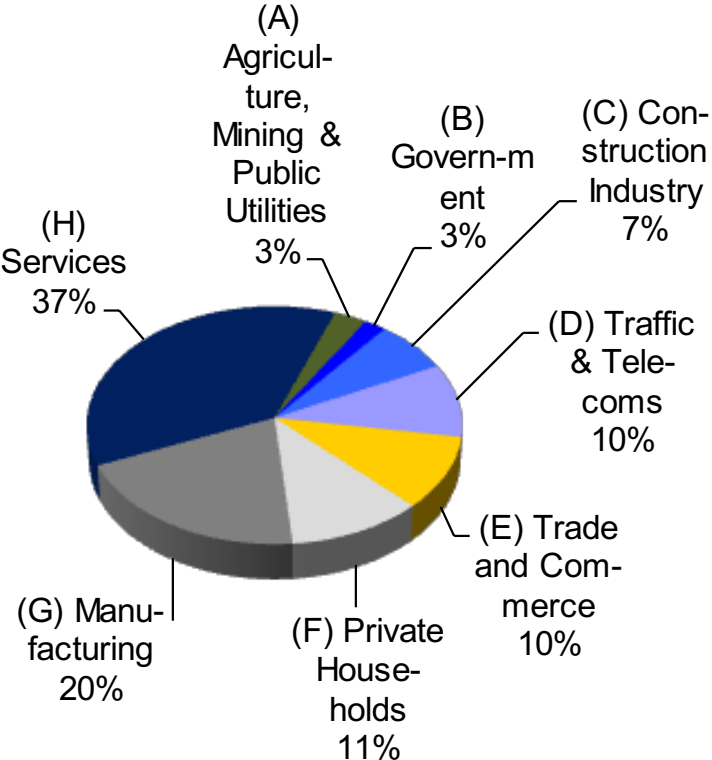


Rate of Change 2017 / 2016 (%) According to Acquisition Value

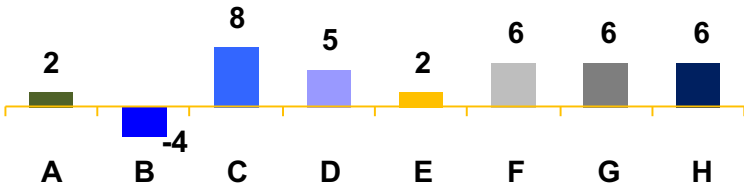


1.07 Customer Structure

Services: Most Important Client Segment – Breakdown by Customer Type of Leasing New Business –



Rate of Change 2017 / 2016 (%)
 According to Acquisition Value



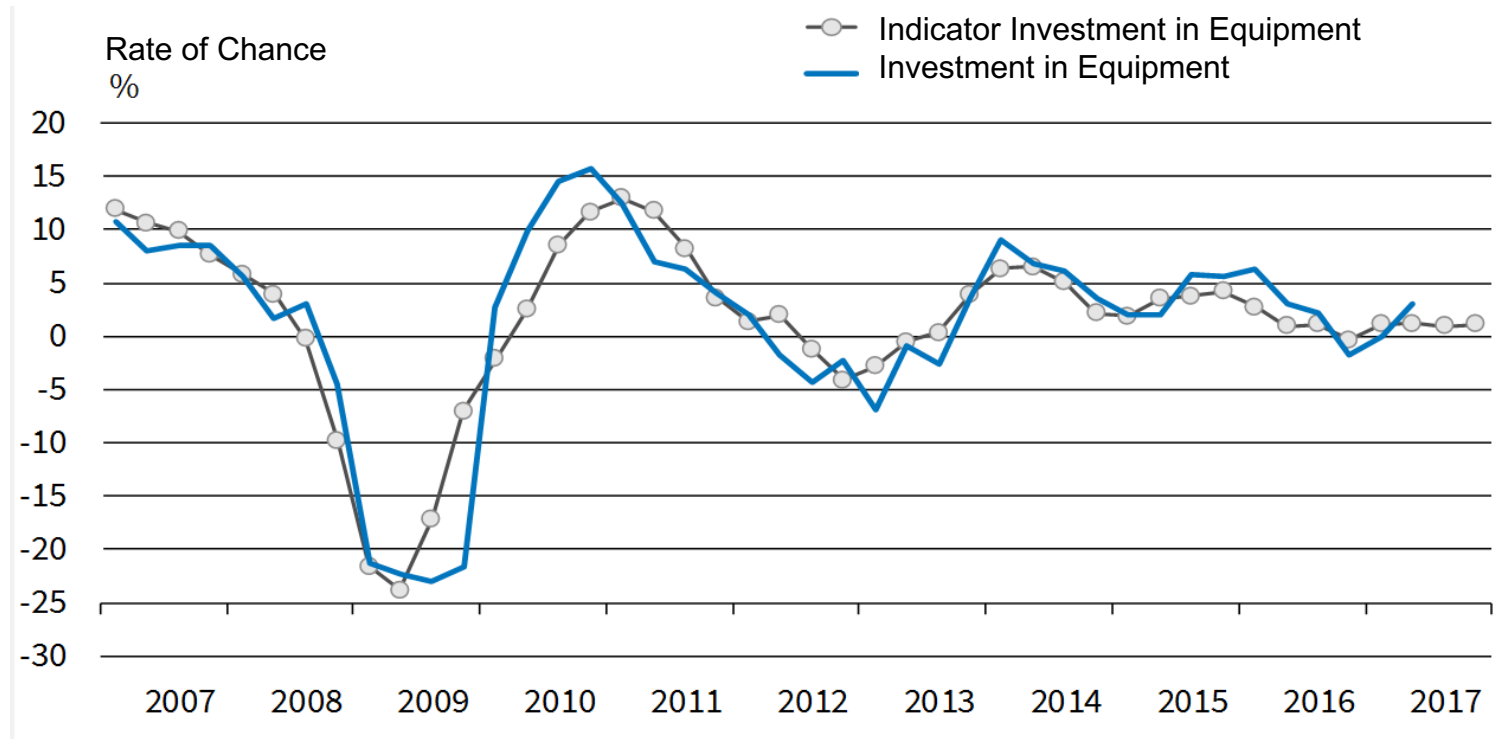
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II. 01 Development of Investment

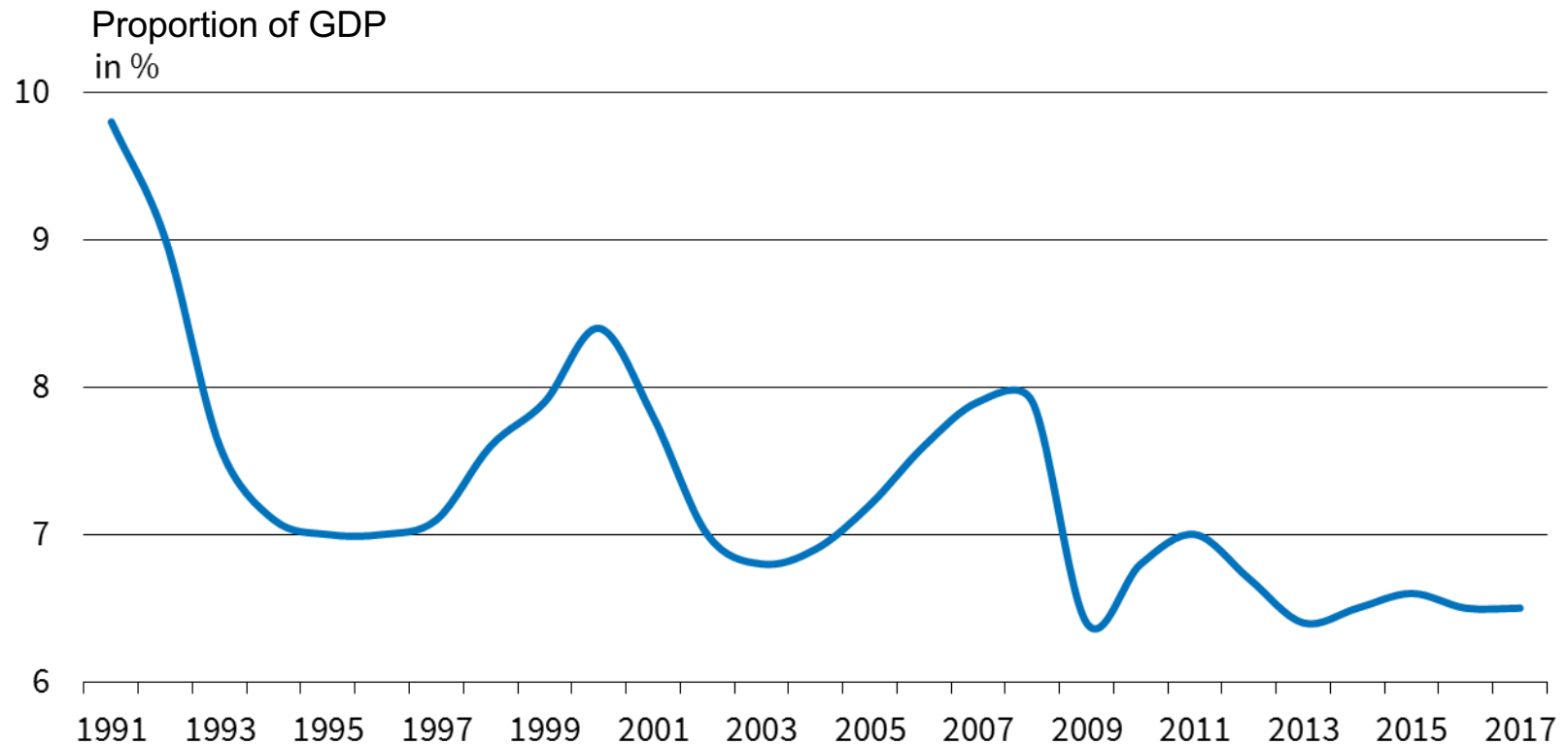
Development of Investment in Equipment

Investment Indicator



II. 02 Rate of Investment

Investment in Equipment



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III. Schedule

Overall Investment¹

	2011	2012	2013	2014	2015	2016 ²	2017 ³
In Billions of Euro	326.3	318.8	317.6	337.5	344.4	351.6	363.8
Rate of Change %	8.4	-2.3	-0.4	6.3	2.1	2.1	3.5

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



III. Schedule

Investments in Equipment¹

	2011	2012	2013	2014	2015	2016 ²	2017 ³
In Billions of Euro	212.8	206.1	204.0	220.5	228.3	232.6	238.0
Rate of Change in %	7.9	-3.1	-1.0	8.1	6.5	1.9	2.3

1) Including other Equipment. without R&D

2) Preliminary

3) Forecast



III. Schedule

Types of Leasing Companies and Leasing Investment

	2013	2014	2015	2016	2017 ¹
Non Captives					
Equipment and Real-estate Leasing in Billons of Euro	18.3	19.8	18.4	20.1	21.3
Rate of Change in %	-5.8	8.3	-7.0	9.3	5.9
Thereoff Equipment in Billons of Euro	16.9	18.1	17.5	18.6	20.1
Rate of Change in %	-3.6	7.3	-3.4	6.3	8.1
Thereoff Real-estate in Billons of Euro	1.41	16.80	0.93	1.50	1.21
Rate of Change in %	-26.0	19.1	-44.6	63.4	-20.4
Captives					
Equipment Leasing in Billons of Euro	28.5	30.8	33.75	35.2	37.2
Rate of Change in %	-0.4	8.0	9.5	4.4	5.6
Leasing in total					
In Billons of Euro	46.8	50.6	52.2	55.3	58.5
Rate of Change in %	-2.6	8.1	3.1	6.1	5.7
Hire Purchase					
In Billons of Euro	5.6	6.0	6.7	7.7	8.5
Rate of Change in %	-1.8	7.1	11.7	15.0	10.4
Leasing & Hire Purchase					
In Billons of Euro	52.4	56.6	58.9	63.0	67.0
Rate of Change in %	-2.6	8.0	4.0	7.1	6.3



III. Schedule

Penetration Rates

	Penetration Rate	Equipment Penetration Rate
2017 ¹	16.1	24.1
2016	15.7	23.1
2015	15.1	22.5
2014	15.0	22.2
2013	14.7	22.3
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

Leasing Share of Outside Financed Investments

	Share of Leasing
2017 ¹	52.3
2016	52.0
2015	52.1
2014	50.8
2013	50.6
2012	50.0
2011	53.4
2010	47.2
2009	49.8
2008	50.3



III. Schedule

Asset Types. Share in %

	2014	2015	2016	2017 ⁴
Trade ¹⁾ and Office Buildings	2.5	1.1	2	1.5
Production Buildings. Storehouses. Other Production Buildings ²⁾ and Production Plants	0.8	0.7	0.7	0.6
Production Machinery	10.5	8.6	8.3	8.2
Office- and IT-Equipment	7.7	6.9	5.8	5.5
Passenger Cars & Commercial Vehicles	71.8	75.7	76.5	76.9
Aircraft. Watercraft & Rail Vehicles	1.1	0.5	0.7	1.5
Communications Engineering. Signalling Equipment. Other Equipment	5.6	6.5	6	5.8

- 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

	2017⁴ / 2016 in %
Trade ¹⁾ and Office Buildings	-20.7
Production Buildings. Storehouses. Other Production Buildings ²⁾ and Production Plants	-9.4
Production Machinery	4.5
Office- and IT-Equipment	0.3
Passenger Cars & Commercial Vehicles	6.3
Aircraft. Watercraft & Rail Vehicles	126.6
Communications Engineering. Signalling Equipment. Other Equipment	2.2

- 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 %

	2014	2015	2016	2017 ²
Agriculture. Mining & Public Utilities	3.0	2.9	3.4	3.3
Manufacturing	18.9	19.6	19.2	19.3
Construction Industry	6.6	6.8	7.1	7.3
Trade and Commerce	10.7	10.7	10.6	10.3
Traffic & Telecoms	10.7	10.2	10	10
Services ¹⁾	36.5	36.4	36.5	36.7
Government	2.7	2.5	2.4	2.2
Private Households	10.9	11	10.8	10.9

¹⁾ Including NGO. Banks and Insurance Companies

²⁾ Calculated on the Basis of Plan Figures



III. Schedule

Customer Types: Rate of Change

	2017² / 2016 in %
Agriculture, Mining & Public Utilities	1.9
Manufacturing	5.5
Construction Industry	7.9
Trade and Commerce	2.0
Traffic & Telecoms	5.0
Services ¹⁾	5.6
Government	-3.8
Private Households	6.0

¹⁾ Including NGO, Banks and Insurance Companies

²⁾ Calculated on the Basis of Plan Figures



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