

**BUNDESVERBAND DEUTSCHER
LEASING-UNTERNEHMEN**



The German Leasing-Market 2013

Press Conference of the
Bundesverband Deutscher
Leasing-Unternehmen

Martin Mudersbach. President



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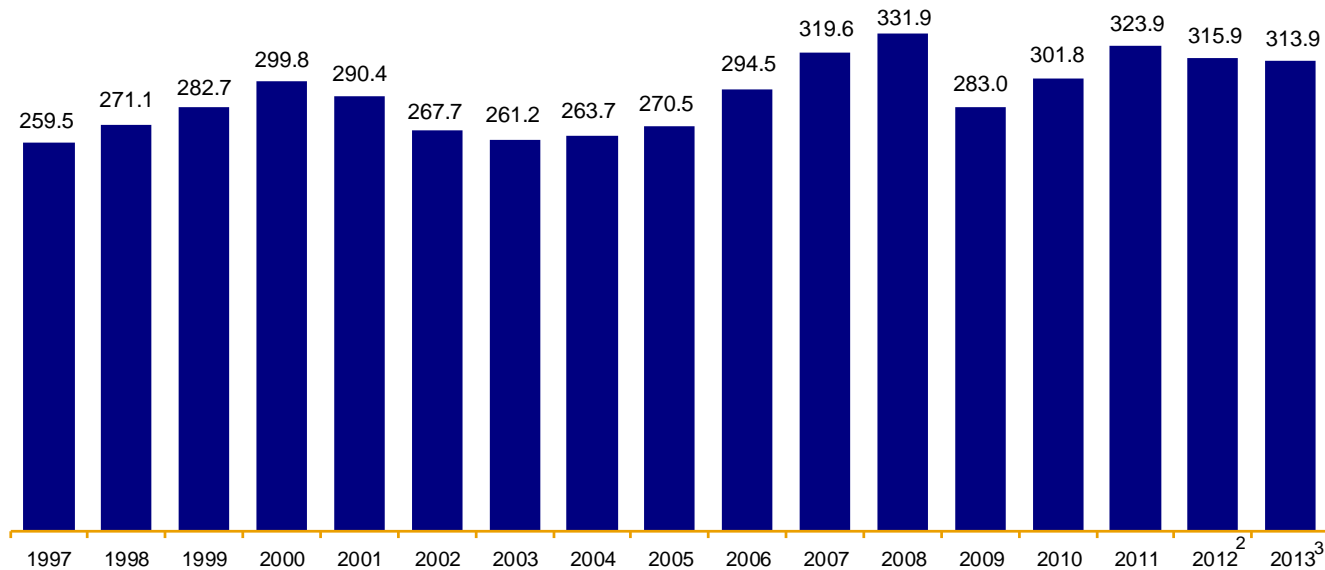


I.01 Overall Investment

Overall Investment¹ (in billions of euro)

Rate of Change
2012 / 2013 (%)

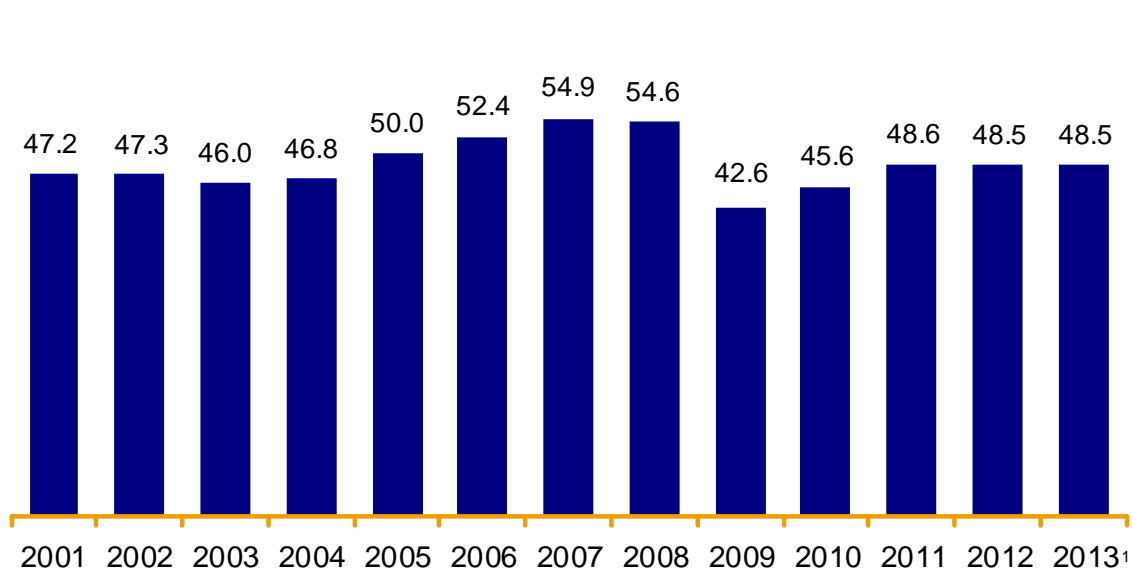
-0.6



1.02 Leasing Investment

Leasing Investment (New Business in billions of euro)

Rate of Change
2012 / 2013 (%)

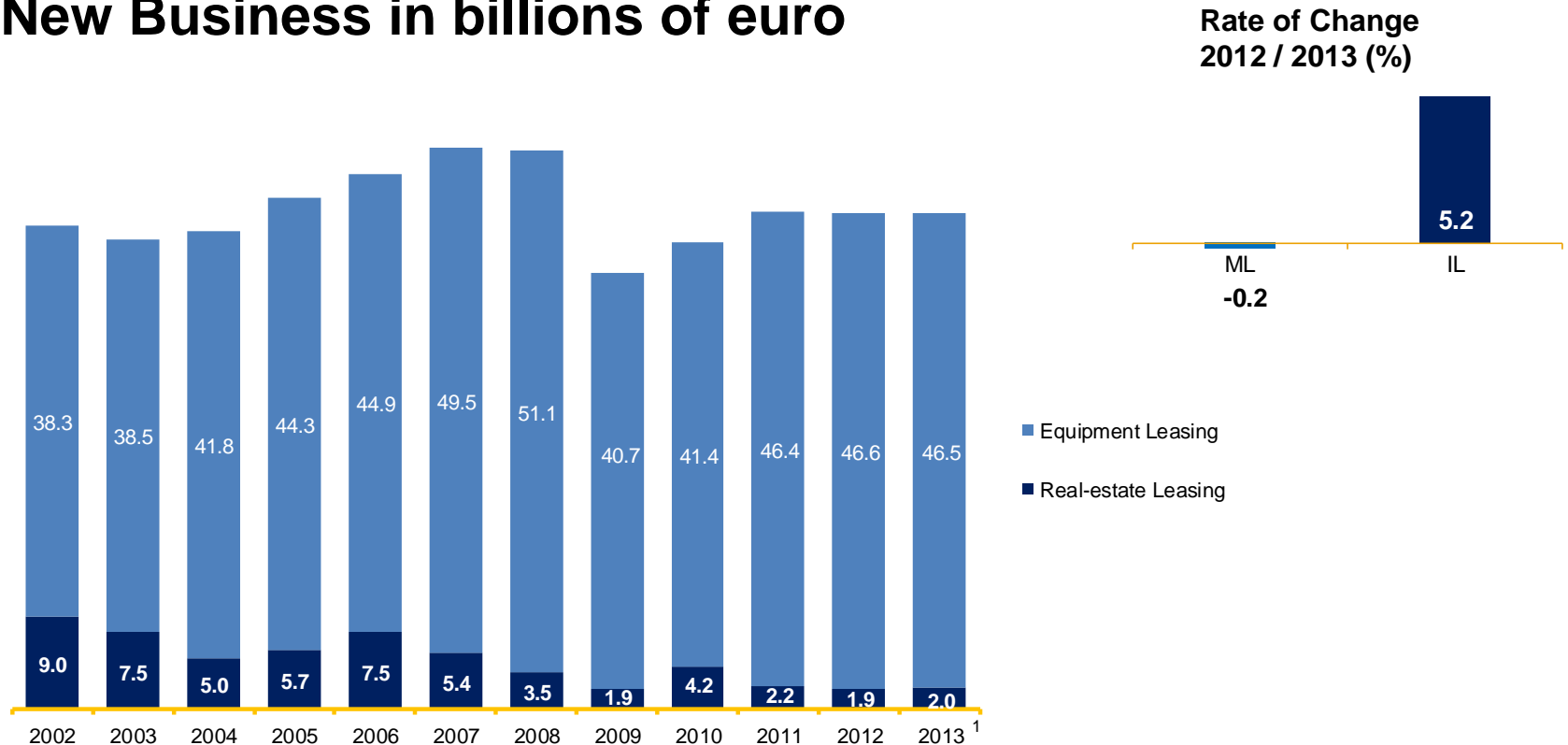


¹) Calculated on the
Basis of Plan Details



1.03 Equipment & Real-estate Leasing

Equipment & Real-estate Leasing: New Business in billions of euro



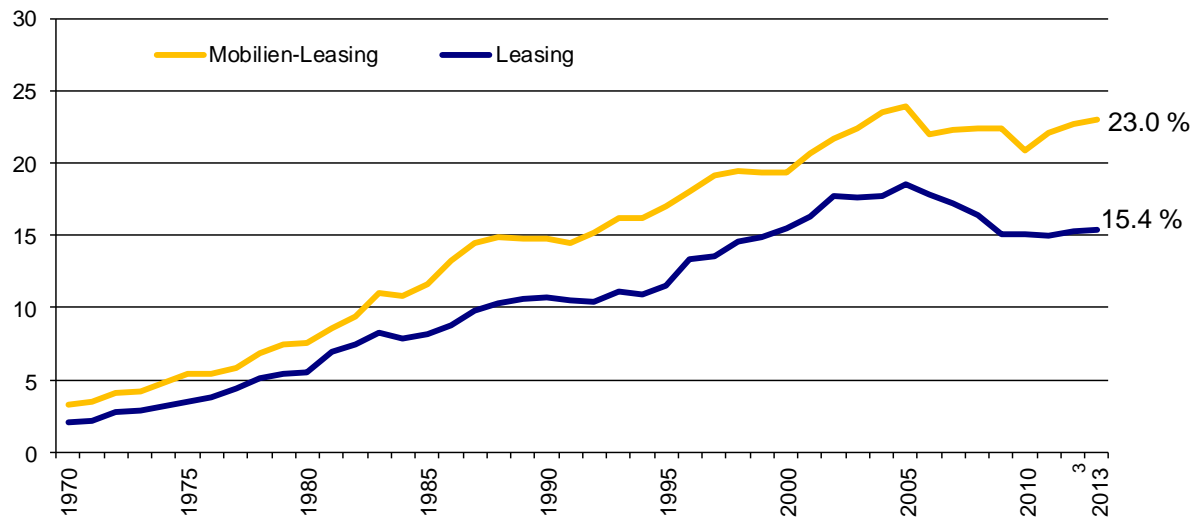
¹⁾ Calculated on the Basis of Plan Details



1.04 Penetration Rates

Leasing Penetration Rates¹ in Germany

Leasing Sector's Share of Aggregate Investment² and of Investments in Equipment - including Other Equipment (%)



¹ From 1991. according to New Statistics Approach (ESVG)

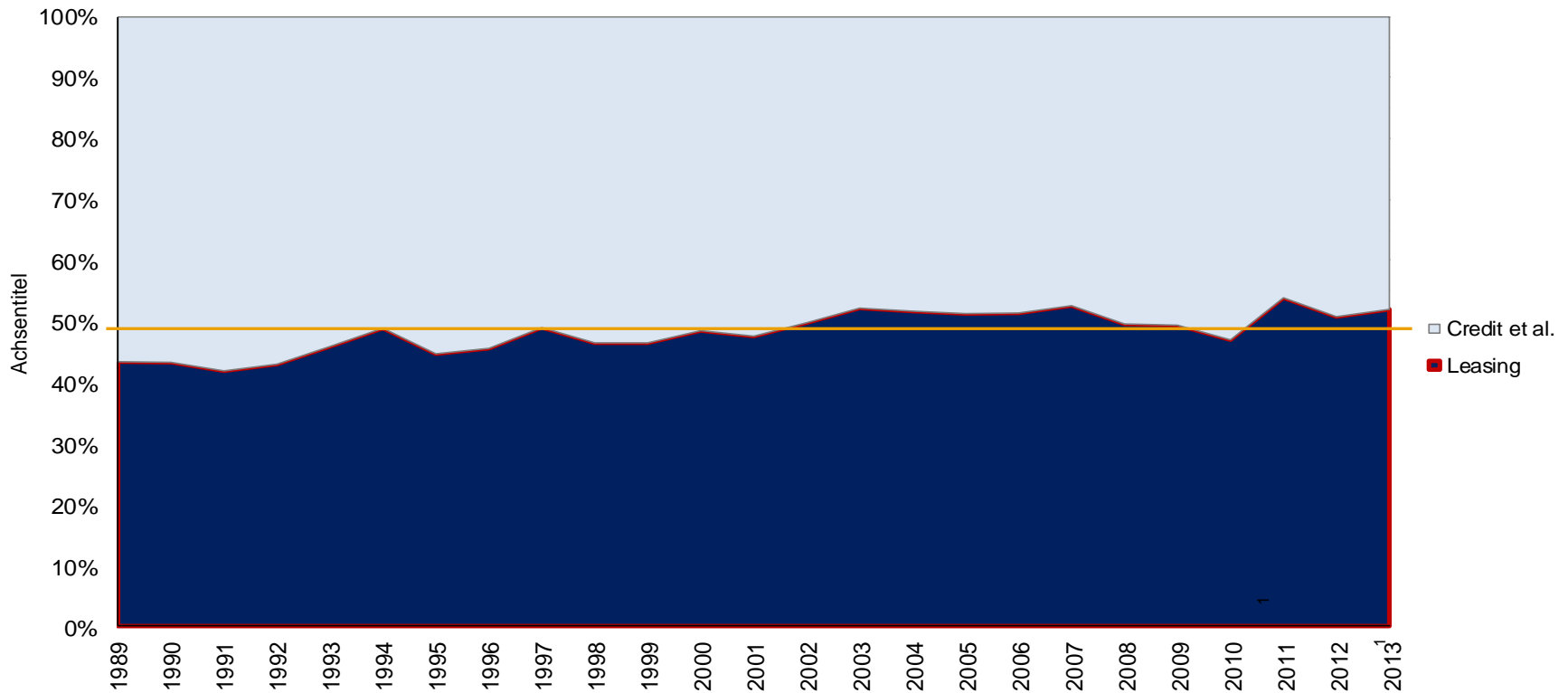
² Without Housebildung. since 1991 including New Laender

³ Calculated on the Basis of Plan Details



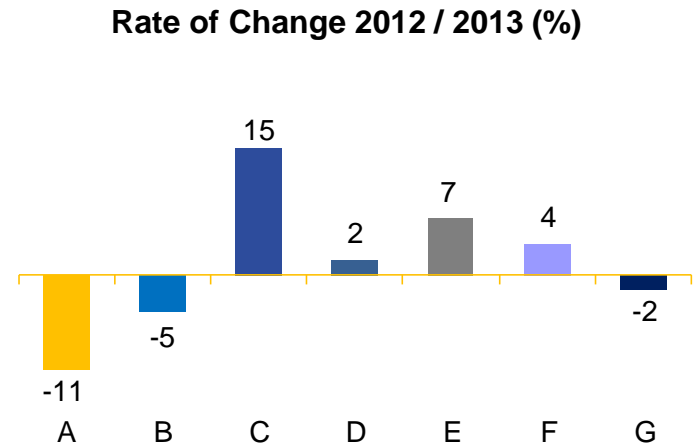
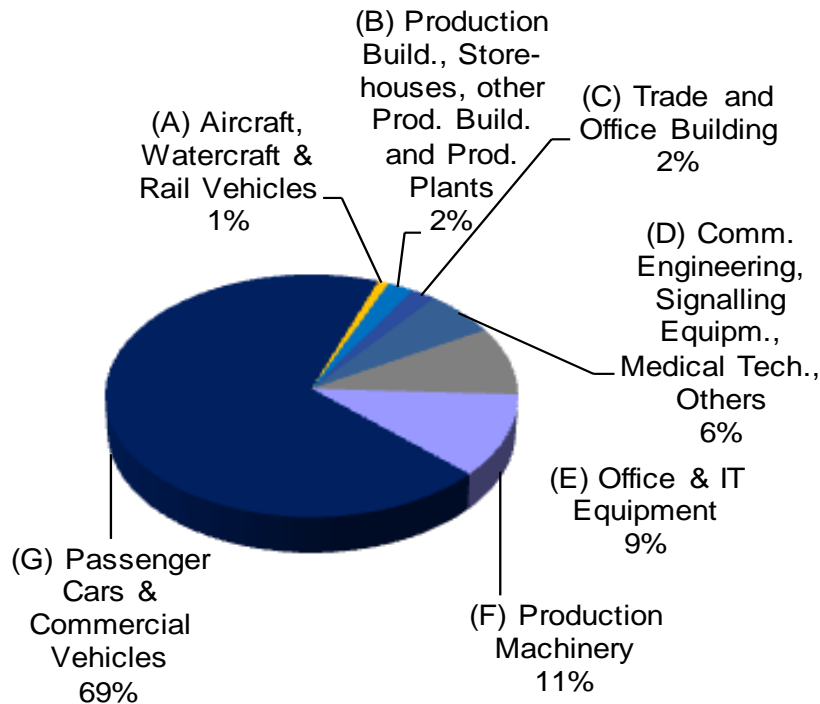
1.05 Share of Leasing of Outside Financed Investments

More than Half of Outside Financed Investments is realized through Leasing



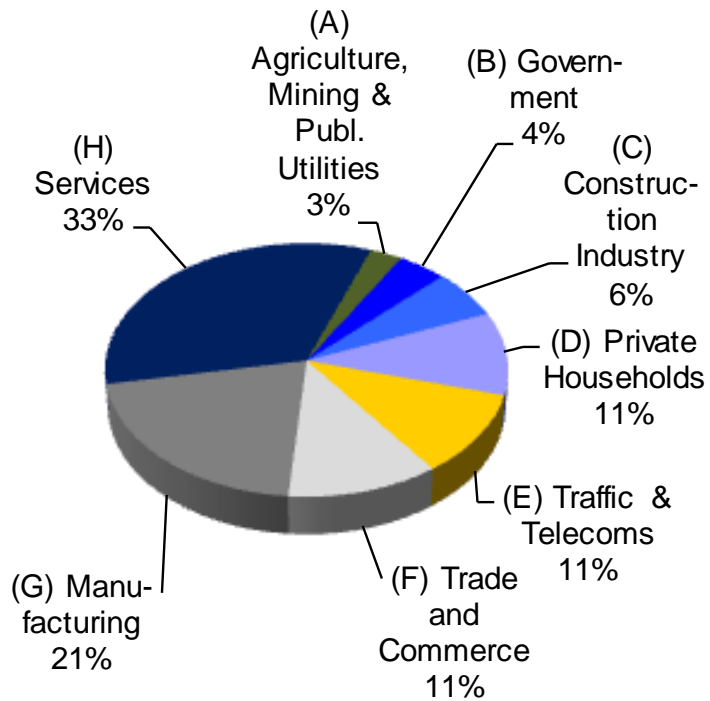
1.06 Asset Types

Breakdown by Asset Type of Leasing Business

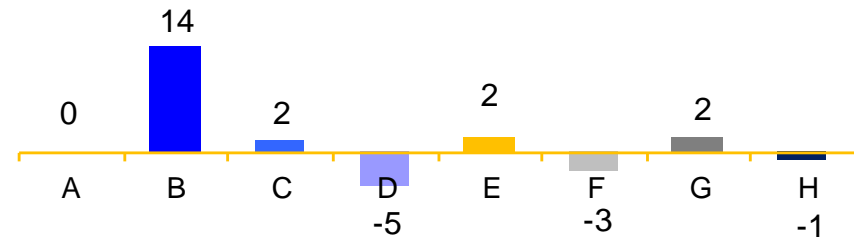


1.07 Customer Types

Breakdown by Customer Type of Leasing Business



Rate of Change 2012 / 2013 (%)

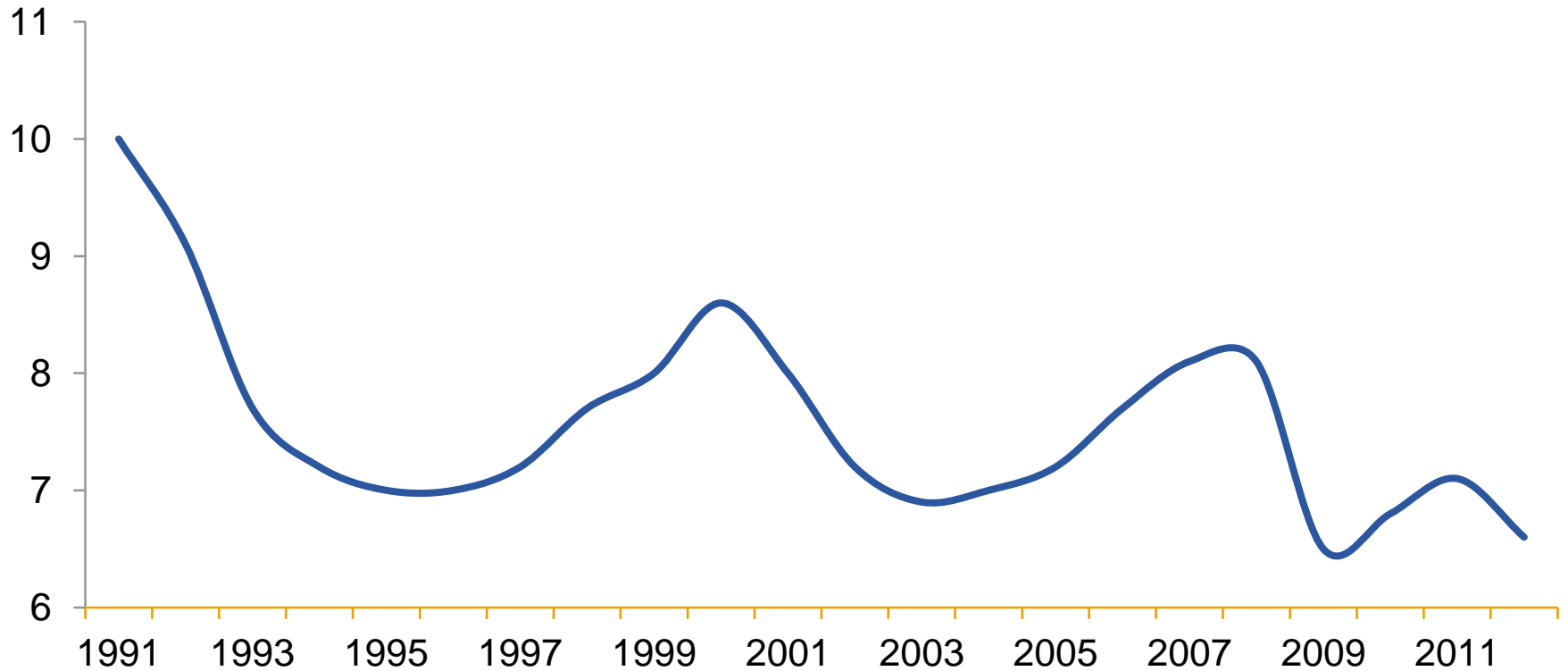


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II. Development of Investments

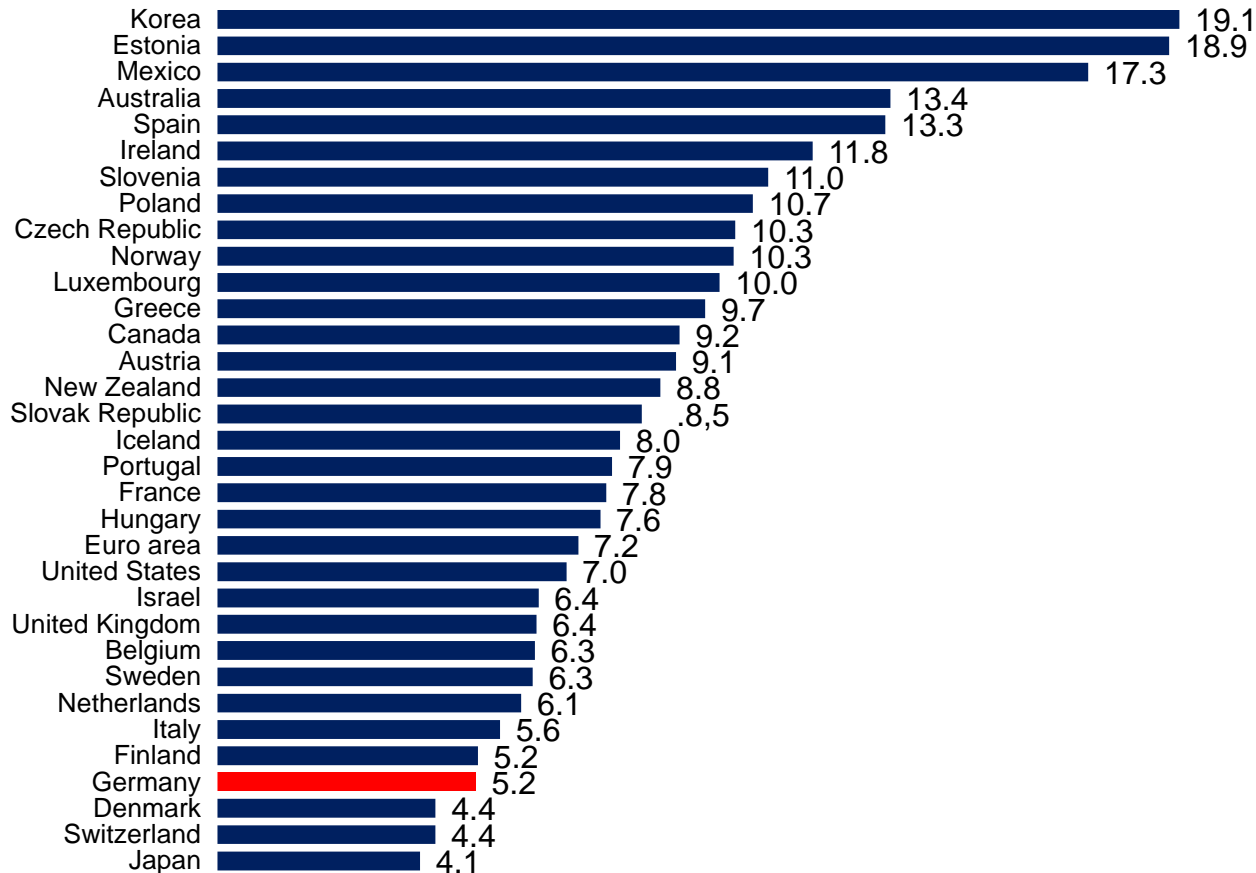
Share of Equipment Investment in GDP in %



II. Development of Investment

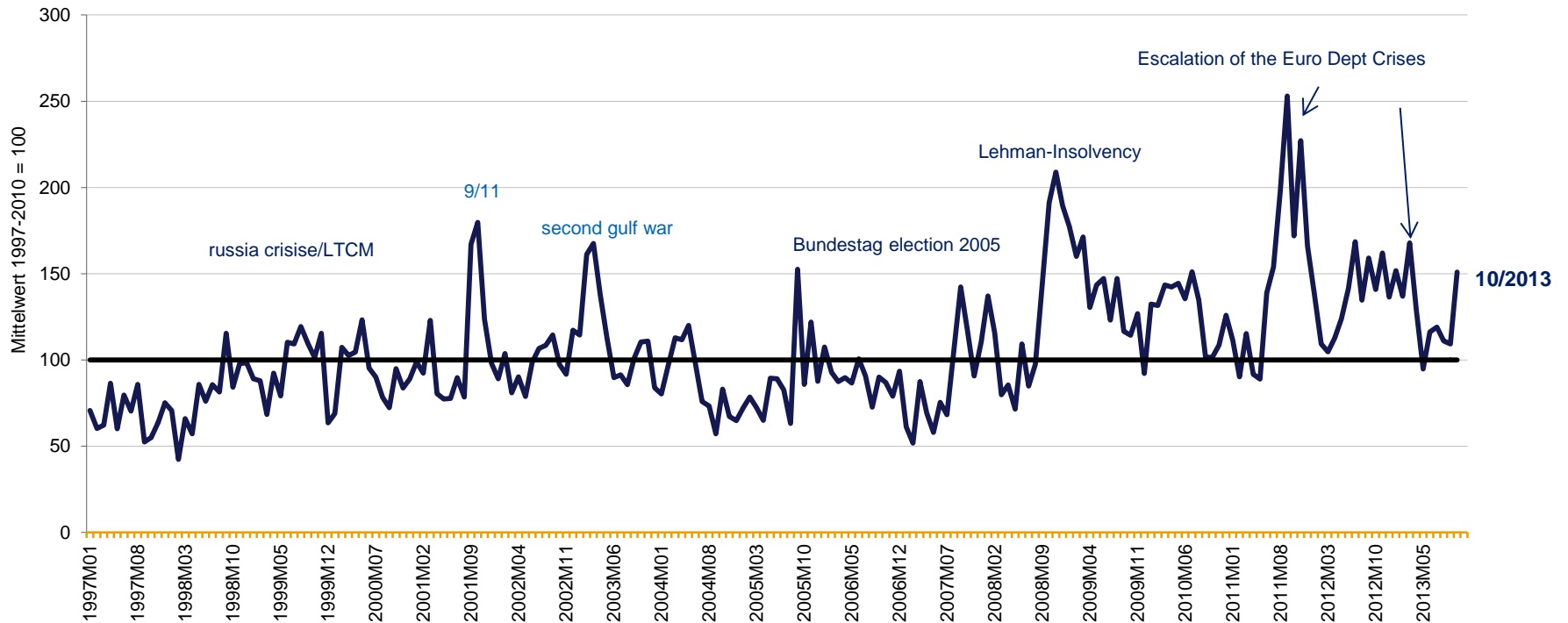
Rate of Investment 1995 – 2012

in % of Net Domestic Product



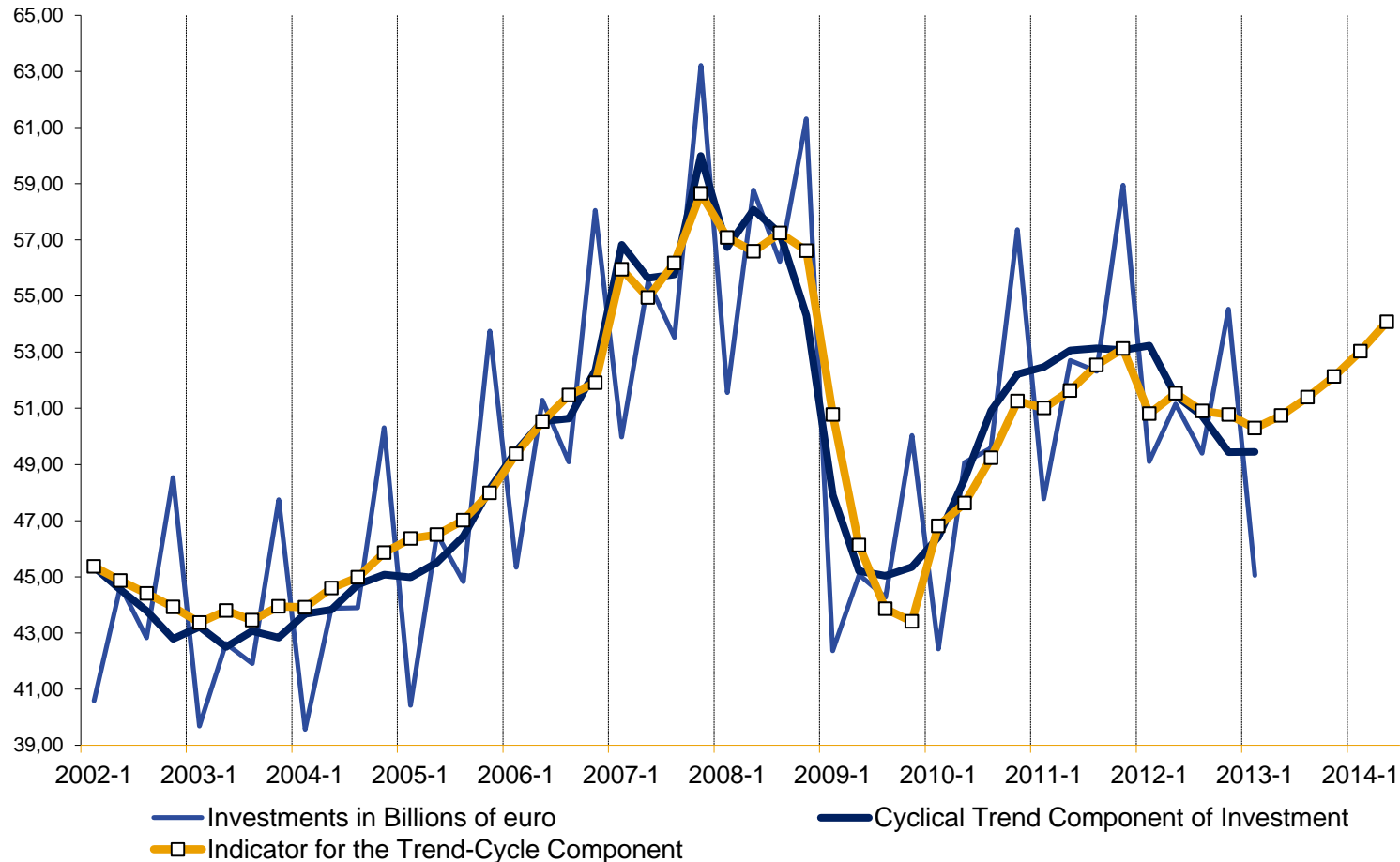
II. Development of Investment

Economic-polical uncertainty increases



II. Development of Investment

Development of Investments in Equipment (including Other Equipment)*



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III Schedule

Overall Investment¹

	2007	2008	2009	2010	2011	2012 ²	2013 ³
In billions of euro	319.6	331.9	283.0	301.8	329.9	315.9	313.9
Rate of Change (%)	8.5	3.9	-14.7	6.7	7.3	-2.5	-0.6

1) Not including Housebuilding;
According to New Statistical
Approach (ESVG)

2) Preliminary

3) Calculated on the Basis of
Plan Details



III Schedule

Equipment Investments¹

	2007	2008	2009	2010	2011	2012 ²	2013 ³
In billion of euro	222.2	227.9	181.7	198.0	209.8	204.4	202.0
Rate of Change (%)	9.1	2.5	-20.2	8.9	6.0	-2.6	-1.2

¹) Included Other Equipment(e.g. Software)

²) Preliminary

³) Calculated on the Basis of Plan Details



III Schedule

Types of Leasing Companies (Owner Background)

	2009	2010	2011	2012	2013 ¹
Non Captives					
Equipment and Real-estate Leasing in billions of euro	20.00	21.10	21.10	20.12	19.81
Rate of Change %	-26.9	5.5	0.0	-4.6	-1.5
Thereoff Equipment in billions of euro	18.09	16.93	18.92	18.21	17.80
Rate of Change %	-24.1	-6.4	11.8	-3.8	-2.3
Thereoff Real-estate in billions of euro	1.91	4.17	2.18	1.91	2.10
Rate of Change %	-45.7	118.3	-47.7	-12.4	5.2
Captives					
Equipment Leasing in billions of euro	22.60	24.5	27.5	28.4	28.7
Rate of Change %	-17.0	8.4	12.2	3.2	1.1
Leasing in total					
In billions of euro	42.60	45.6	48.6	48.5	48.5
Rate of Change %	-22.0	7.0	6.5	-0.2	0.0



III Schedule

Penetration Rates

	Penetration Rate Leasing (%)	Penetration Rate Equipment Leasing (%)
2013 ¹	15.4	23.0
2012	15.3	22.8
2011	15.0	22.1
2010	15.1	20.9
2009	15.1	22.4
2008	16.4	22.3
2007	17.2	22.4
2006	17.8	22.3
2005	18.5	22.0
2004	17.7	23.9

Leasing Share of Outside Financed Investments

	Leasing Share (%)
2013 ¹	52.0
2012	50.8
2011	53.9
2010	47.0
2009	49.4
2008	49.6
2007	52.6
2006	51.4
2005	51.3
2004	51.7



III Schedule

Asset Types (Share in %)

	2010	2011	2012	2013 ⁴
Trade ¹⁾ and Office Buildings	6.1	2.3	1.7	2.0
Production Buildings. Storehouses. other Production Buildings ²⁾ and Production Plants	3	2.2	2.3	2.2
Production Machinery	9.5	10.5	10.7	11.1
Office & IT Equipment	10.1	8.8	8.5	9.1
Passenger Cars & Commercial Vehicles	63.7	68.3	69.9	68.7
Aircraft. Watercraft & Rail Vehicles	1.8	1.2	1.0	0.9
Communications Engineering. Signalling Equipment. Medical Technology. Other Equipment ³⁾	5.8	6.7	5.9	6.0

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

2) Including Piping

3) Medical Equipment

4) Calculated on the Basis of Plan Details



III Schedule

Asset Types: Rate of Change

	2012 / 2013⁴ (%)
Trade ¹⁾ and Office Building	15
Production Building, Storehouse and other Production Buildings ²⁾ and Production Plants	-4.5
Production Machinery	3.6
Office & IT Equipment	6.6
Passenger Cars & Commercial Vehicles	-1.7
Aircraft, Watercraft & Rail Vehicles	-11.1
Communications Engineering, Signalling Equipment, Medical Technology, Renewable Energy, Other Equipment ³⁾	1.7

1) E.g. Supermarket, Department Stores, Malls

2) Including Piping

3) Medical Equipment

4) Calculated on the Basis of Plan Details



III Schedule

Customer Types (Share in %)

	2010	2011	2012	2013 ²
Agriculture, Mining & Public Utilities	2.9	2.8	2.8	2.8
Manufacturing	19.7	20.0	20.3	20.7
Construction Industry	5.6	5.8	6.1	6.2
Trade and Commerce	12.6	13.1	11.7	11.4
Transport & Telecoms	9.5	11.4	10.4	10.6
Services ¹⁾	31.7	31.6	33.9	33.5
Government	7.2	4.0	3.7	4.2
Private Households	10.8	11.3	11.1	10.6

¹⁾ Including NGO, Banks and Insurance Companies

²⁾ Calculated on the Basis of Plan Details



III Schedule

Customer Types: Rate of Change

	2012 / 2013 ² (%)
Agriculture, Mining & Public Utilities	0.0
Manufacturing	2.0
Construction Industry	1.6
Trade and Commerce	-2.6
Transport & Telecoms	1.9
Services ¹⁾	-1.2
Government	13.5
Private Households	-4.5

¹⁾ Including NGO, Banks and Insurance Companies

²⁾ Calculated on the Basis of Plan Details



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