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"The popularity of fleet cars is at an all-time high, with increasing business confidence, rising employment rates, and low fuel costs boosting demand by large firms. However, with fleet car registrations contributing to 92% of the fleet services market and business cars making up just 8%, the fleet services industry as a whole continues to enjoy strong growth."

Ambreen Ahmad, Research Analyst

## This report looks at the following areas:

- How can fleet service providers respond to falling business car registrations?
- · How will increasing demand for hybrid and electric cars impact the market
- What key legislative changes will impact the fleet industry in the coming years?

#### Definition

For the purposes of this report, the definition of the market encompasses only fleet services provided for passenger cars used either wholly or in part for business purposes. These can be funded and expensed by a company or supported through mileage allowances, soft loans, and other forms of payment from the company to the employee.

The two categories included in this report are fleet cars - vehicles used by companies operating a fleet of 25 or more cars, including dealer demonstrators and Motability sales (a government-sponsored leasing operation for disabled people) - and business cars - vehicles operated by small businesses operating between one and 24 cars.

With such a high level of industry fragmentation it is not possible to review all fleet service providers in a report of this type. This report is not a directory of industry participants. The company profiles include a selection of operators rather than all of the largest industry participants.

For all financial periods commencing on or after 1 January 2005, all companies quoted on the London Stock Exchange or other European exchanges are required to prepare their consolidated financial statements using the International Financial Reporting Standards (IFRS). UK companies previously reported their financial statements under UK Generally Accepted Accounting Principles (GAAP).

All values quoted in this report are at current prices unless otherwise specified.

The term billion refers to one thousand million.

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This report is part of a series of reports, produced to provide you with a more holistic view of this market



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#### **Table of Contents**

#### **Executive Summary**

#### The market

Record fleet car registrations lead to strong growth in 2015

Figure 1: UK market for fleet services, 2010-15

Business car registrations fall as fleet car numbers continue to grow

Figure 2: Segmentation of UK new car registrations, by volume, 2011-15

Forecast fleet services market

Figure 3: Forecast UK market for fleet services, 2015-20

Market factors

Strong business investment, with signs of caution

Figure 4: Business investment in the UK, 2011-15

Private sector employment grows

Falling business milage

Low fuel costs provide fleets with light relief

Figure 5: Typical retail cost of fuel in the UK, 2011-15

Growing popularity of electric vehicles

Companies

What we think

## Key Issues

How can fleet service providers respond to falling business car registrations?

How will increasing demand for hybrid and electric cars impact the market

What key legislative changes will impact the fleet industry in the coming years?

#### Introduction

Definitions

Methodology

Abbreviations

Market positioning

The customer

The supplier

### **UK Economy**

#### Overview

Figure 6: UK GDP Quarterly Development, 2005-2015

Figure 7: Quarters after GDP Peak, 1979, 1990 and 2008,

Inflation

Interest rates

House prices





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Consumer spending

Manufacturing

Figure 8: UK Output, by Industry, 2008-2015,

Business investment

Figure 9: UK GFCF 2005-2015

Imports

Exports

Market Factors

Key points

Business investment rising and fleets expanding

Figure 10: Business investment in the UK, 2011-15

Employment growth driving company vehicle demand

Figure 11: Employment levels in the UK, 2011-15

Company car tax changes push fleets towards low emission vehicles

Falling fuel price temporarily eases pressure on fleet costs

Figure 12: Typical retail cost of fuel in the UK, 2011-15

Annual business mileage is going down

Figure 13: Annual business mileage of four-wheeled cars, in England, 2010-14

Demographic and geographic changes increase the need for cars

Figure 14: Licensed cars in the UK, 2011-15

Lease accounting changes alter contract hire model

Market Size

Key points

Economic recovery reflected in rising fleet service revenues

Figure 15: UK market for fleet services, 2010-14

Fleets match steady growth in UK car parc

Slow decline in company car benefit recipients bottoms out

Figure 16: Taxable company car benefit in kind recipients, in the UK, 2009-14

Market Segmentation

Key points

Fleet car registrations at record high while business car numbers fall

Figure 17: Share of UK total new car market 2015

Figure 18: Segmentation of UK new car registrations, by volume, 2011-15

Meeting SME needs

Market Trends

Key points

Used fleet values continue to climb

Figure 19: Average annual used car values of new fleet and lease cars, 2010-15

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Figure 20: Seasonal variation in sales of new fleet and business cars, 2010-14

Figure 21: Monthly sales of new fleet and business cars, January to December 2015

Electric vehicle uptake rises in 20145

Figure 22: Hybrid and plug-in electric vehicle registrations, by volume, 2011-15

Importance of car features

Figure 23: Features important when buying a car, December 2014

Technology and innovation

Online fleet management tools

Connected cars to alter fleet landscape

Government support for connected and autonomous vehicles

Industry Structure

Key points

Structure by turnover

Figure 24: Analysis of the financial structure of the automobile renting and leasing sector, 2014 and 2015

Structure by employment

Figure 25: Analysis of the employment structure of the automobile renting and leasing sector, 2014 and 2015

**ALD Automotive** 

Recent company activity

Figure 26: Financial analysis of ALD Automotive, 2010-14

Company strategy

Alphabet (GB)

Recent company activity

Figure 27: Financial analysis of Alphabet (GB), 2010-14

Company strategy

Arval UK

Recent company activity

Figure 28: Financial analysis of Arval UK, 2010-14

Company strategy

GE Commercial Finance Fleet Services/Arval

Recent company activity

Figure 29: Financial analysis of GE Commercial Finance Fleet Services, 2010-14

Company strategy

Hitachi Capital Vehicle Solutions

Recent company activity

Figure 30: Financial analysis of Hitachi Capital Vehicle Solutions, 2011-15

Company strategy

Inchcape Fleet Solutions



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### Recent company activity

Figure 31: Financial analysis of Inchcape Fleet Solutions, 2010-14

#### Company strategy

## Leaseplan UK

### Recent company activity

Figure 32: Financial analysis of LeasePlan UK, 2010-14

#### Corporate strategy

### LEX Autolease

## Recent company activity

Figure 33: Financial analysis of Lex Autolease, 2010-14

## Company strategy

#### Mercedes-Benz Financial Services

### Recent company activity

Figure 34: Financial analysis of Mercedes-Benz Financial Services UK, 2010-14

### Company strategy

#### Ogilvie Fleet

## Recent company activity

Figure 35: Financial analysis of Ogilvie Fleet, 2011-15

## Company strategy

#### Zenith Leasedrive

## Recent company activity

Figure 36: Financial analysis of Zenith-Leasedrive Group, 2010-15

Figure 37: Financial analysis of Zenith Vehicle Contracts, 2011-15

## Company strategy

#### Forecast

## Key points

## Rising leasing rates not projected to halt fleet industry revenue growth

Figure 38: Forecast UK market for fleet services, 2016-20

## Rapid growth in new registrations forecast to slow

Figure 39: Forecast segmentation of UK new fleet and business car registrations, 2015-19

## Smaller fleets, new lease products and greater pooling expected

## **Further Sources and Contacts**

#### Trade associations

## ACFO (Association of Car Fleet Operators)

British Vehicle Rental & Leasing Association

Finance & Leasing Association

Institute of Car Fleet Management

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