

Leaseurope



The Voice of Leasing and Automotive Rental in Europe

IMCO Hearing on simplifying the transfer of motor vehicles registered in another Member State within the Single Market

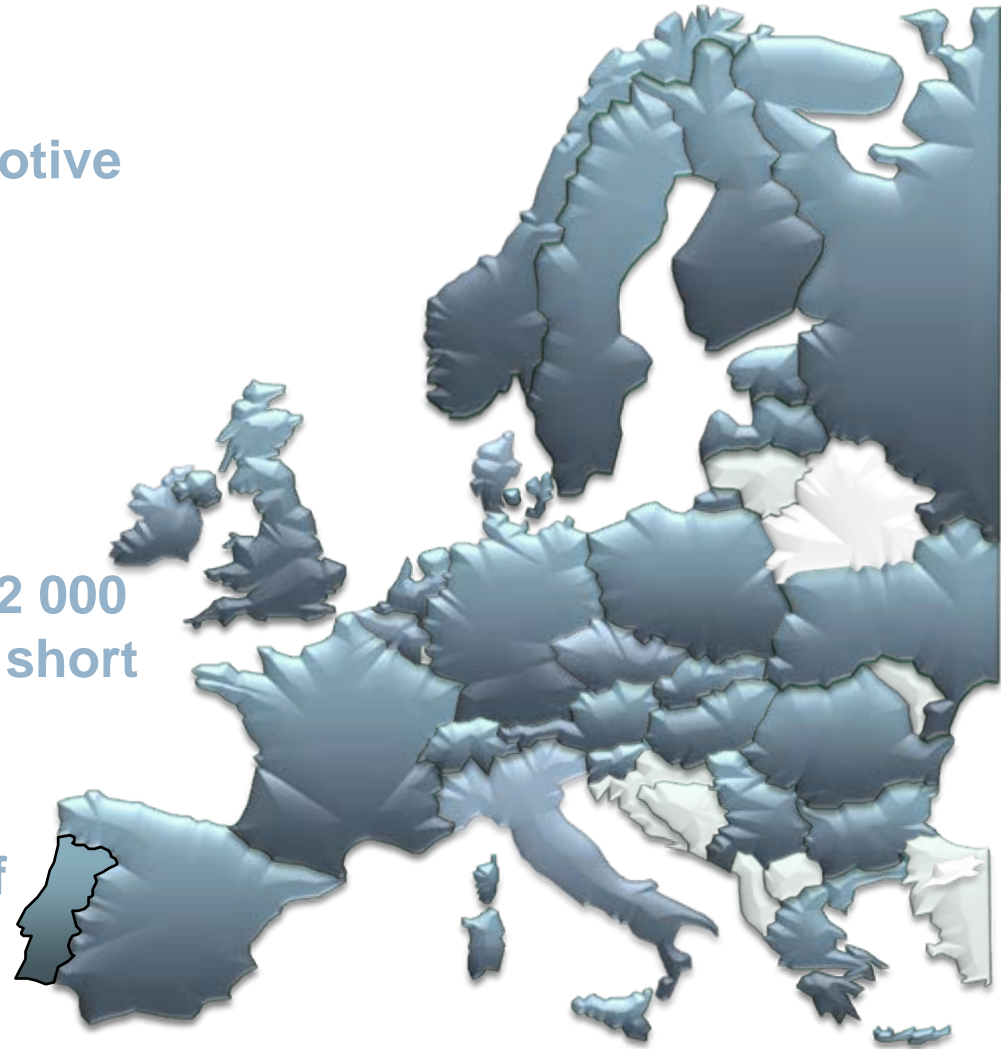


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Chief Executive BVRLA,
Chair of Leaseurope's Automotive Steering Group

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About Leaseurope

- **The voice of leasing and automotive rental in Europe**
- **It brings together 43 Member Associations**
- **In turn representing more than 2 000 leasing firms & more than 1100 short term rental companies**
- **Leaseurope represents ~95% of the European leasing market**



■ Leaseurope members



Car Leasing & Rental Penetration

Leaseurope's weight in the car sector (2011)



New business

- 5.6 million units
- €108 billion

Penetration of new car sales: 31.9%

Fleet

- 14 million units

Penetration of total European fleet: 5.8%



New business

- 1.4 million units
- €44 billion

Fleet

- 4.3 million units

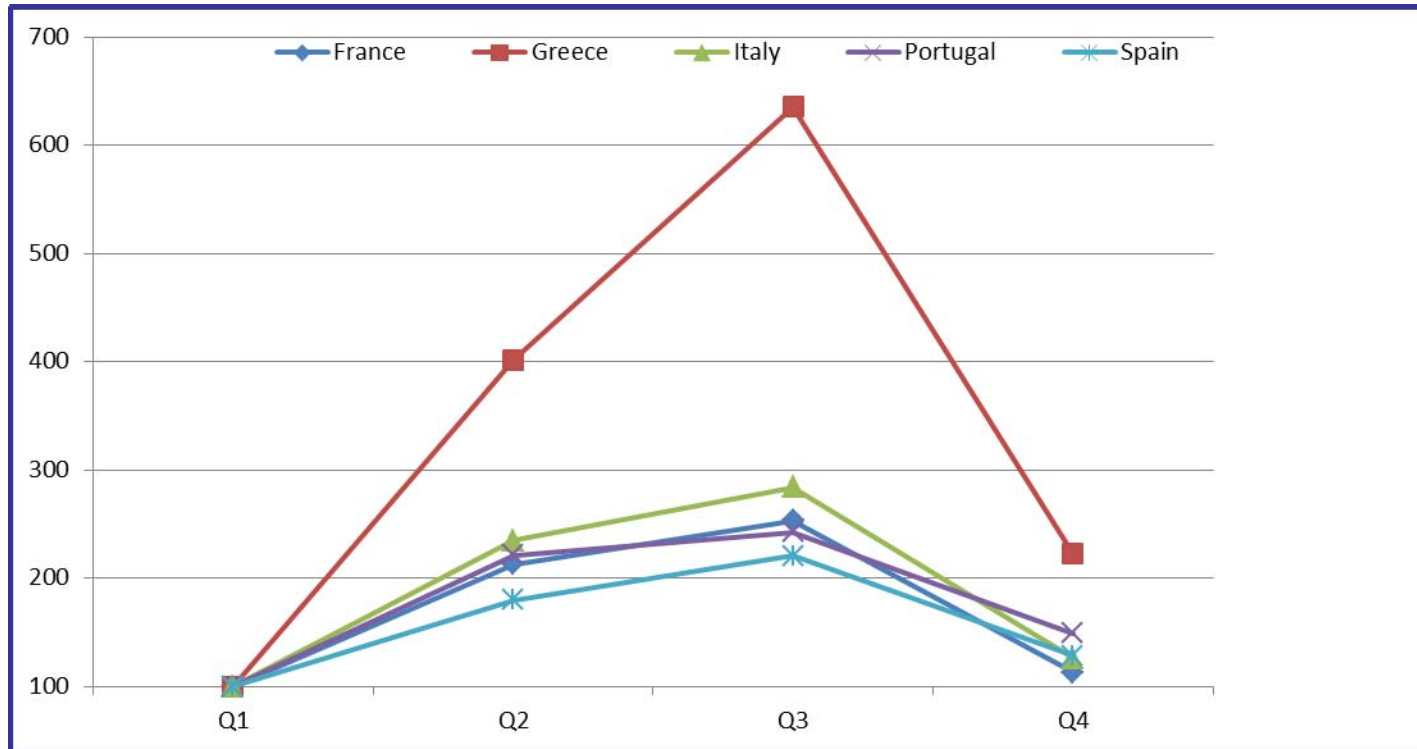
Consumer detriment caused by legislative barriers put in place by the Member States

- 1-way rentals
 - Lack of ability to re-rent the vehicle
 - Repatriation costs
 - Economic point to point transport option

- Rental vehicle shortages/turndowns
 - Supply shortages during holiday peaks
 - Under-utilised fleets in other Member States
 - Satisfying the demand needs economically

- Re-registration costs
 - For rental fleet, uneconomical to re-register for a short period of time
 - Procedures are expensive, inefficient and time consuming
 - Starving supply of competitively priced second hand vehicles

Example demand patterns for rental cars in southern European holiday destinations



Issues to address

- Tax haven concerns
- Ability to utilise vehicles in a commercial capacity
- Technical details of vehicle registration procedures



Thank you...

