



Bi-annual leasing broker survey

July 2023 to June 2024

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June 2024

LEASING BROKERS

In the 12 months to the end of June 2024:

- The BVRLA broker channel fleet declined by 4.9% to 379,375 vehicles.
- On fleet are 285,075 cars (-5.5%) and 94,300 vans (-3.2%).
- New contracts were down 5%.
- Contracts for new cars slipped 7.8% to 64,298 (2023: 69,723)
- New van contracts were 5.6% up to 18,493 (2023: 17,513)

Key Findings (Cars)

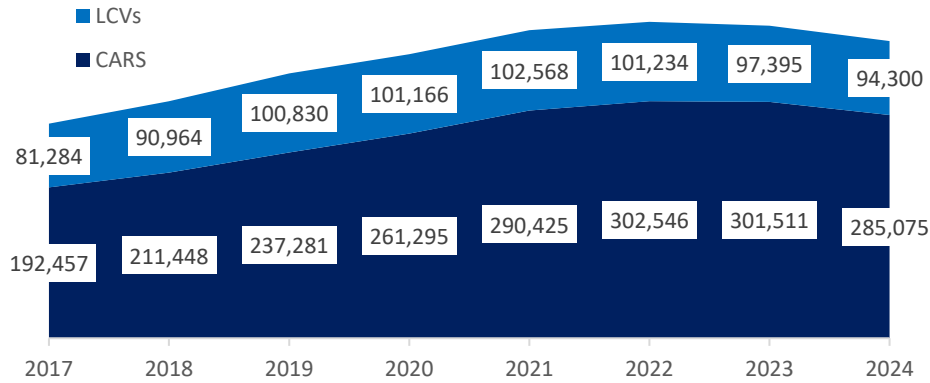
- The BCH fleet grew by 2.5% to 120,614, whilst the PCH fleet declined by 11.5% to 155,885.
- The proportion of PCH new contracts joining the fleet is down from 43% to 42%.
- BCH now makes up 42% of the BVRLA broker channel fleet and contributes 55% of new contracts.

Vans

- 64% of the BVRLA broker channel LCV fleet is BCH.
- 79% of new van contracts are BCH up from 63% last year.
- 29% of vans supplied via the BVRLA broker channel, and 16% of new LCV contracts are finance leased.
- Having maintained fleet volumes during the pandemic, the number of LCVs on the BVRLA broker business fleet are below those seen in 2019.

From June 2019 results provided for 2019 figures in the Leasing Broker results are presented using a moving annual total rather than providing a total for the calendar year. This allows consistent comparisons of 12 months for all totals.

Vehicles on fleet



Vehicles on fleet

	2018	2019	2020	2021	2022	2023	2024
CARS	211,448	237,281	261,295	290,425	302,546	301,511	285,075
LCVs	90,964	100,830	101,166	102,568	101,234	97,395	94,300
Total	302,412	338,111	362,461	392,993	403,780	398,906	379,375

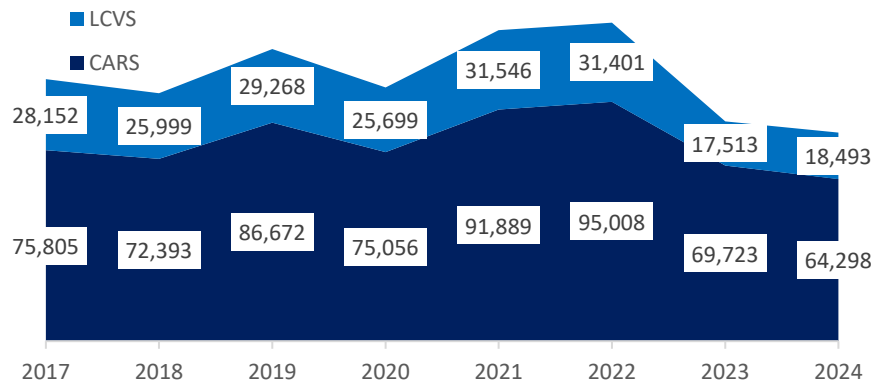
New contracts

	2018	2019	2020	2021	2022	2023	2024
CARS	72,393	86,672	75,056	91,889	81,399	69,723	64,298
LCVS	25,999	29,268	25,699	31,546	25,069	17,513	18,493
Total	98,392	115,940	100,754	123,435	106,468	87,236	82,791

Net additions

	2018	2019	2020	2021	2022	2023	2024
CARS	18,992	25,833	24,014	29,130	12,121	-1,035	-16,436
LCVS	9,681	9,866	336	1,402	-1,334	-3,839	-3,095
Total	28,672	35,699	24,350	30,532	10,787	-4,874	-19,531

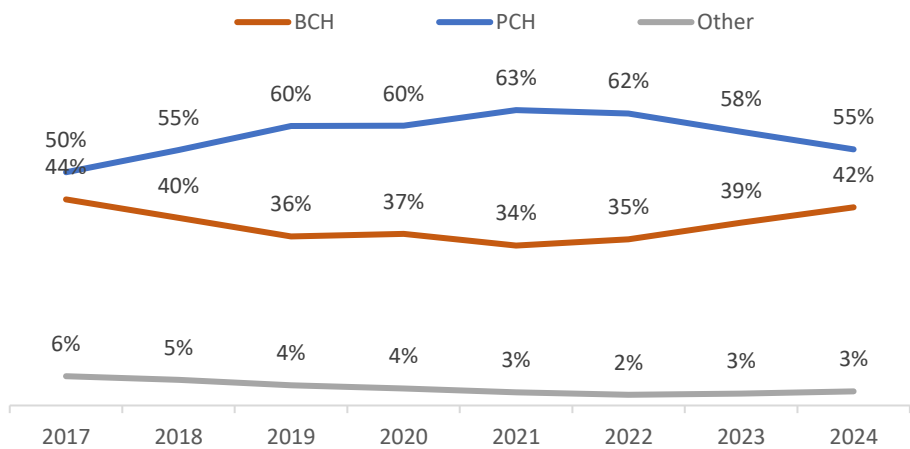
New contracts



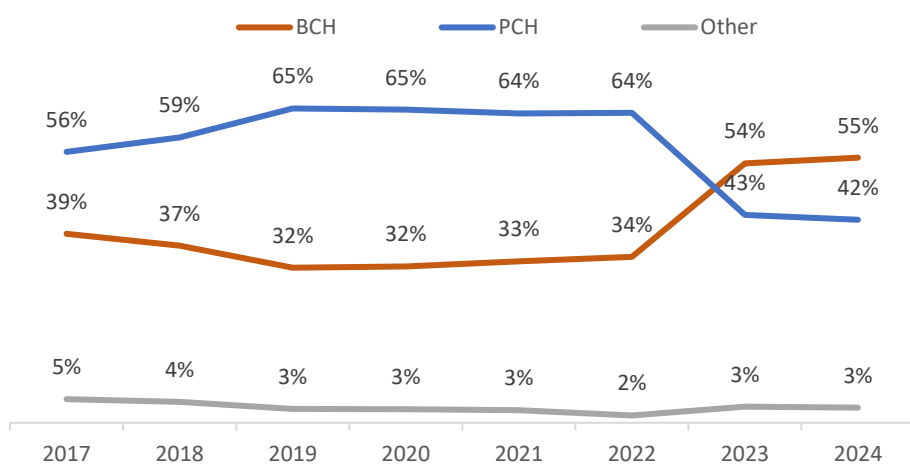
Cars on fleet	2018	2019	2020	2021	2022	2023	2024
Business fleet	89,678	89,853	99,659	103,115	110,985	122,142	125,398
BCH	84,662	85,545	95,766	99,118	107,188	117,617	120,614
Finance lease	4,438	3,789	3,473	2,912	2,839	3,565	3,942
Subscription	0	0	0	0	0	0	0
Business other*	578	519	420	320	363	382	351
Fleet management	0	0	0	765	595	578	491
Consumer fleet	121,770	147,428	161,636	187,310	191,561	179,369	159,677
PCH	115,267	141,491	155,985	183,075	188,443	176,203	155,885
Salary sacrifice	0	0	0	18	2	715	1,982
Personal other*	6,503	5,937	5,651	4,217	3,116	2,451	1,810
ALL	211,448	237,281	261,295	290,425	302,546	301,511	285,075

Cars: New contracts	2018	2019	2020	2021	2022	2023	2024
Business fleet	27,704	28,730	25,027	31,504	30,042	39,069	36,125
BCH	26,527	27,811	24,286	30,667	29,017	37,406	35,273
Finance lease	1,041	834	644	728	908	1,296	784
Subscription	0	0	0	0	0	0	0
Business other*	136	85	97	109	117	266	43
Fleet management	0	0	0	571	3	101	25
Consumer fleet	44,691	57,942	50,029	59,816	51,354	30,654	28,173
PCH	42,745	56,369	48,645	58,823	50,814	29,989	27,010
Salary sacrifice	0	0	0	1	0	359	1,058
Personal other*	1,946	1,573	1,384	992	540	306	105
ALL	72,393	86,672	75,056	91,889	81,399	69,723	64,298

Market share: cars on fleet by finance type



Market share: new contracts cars by finance type



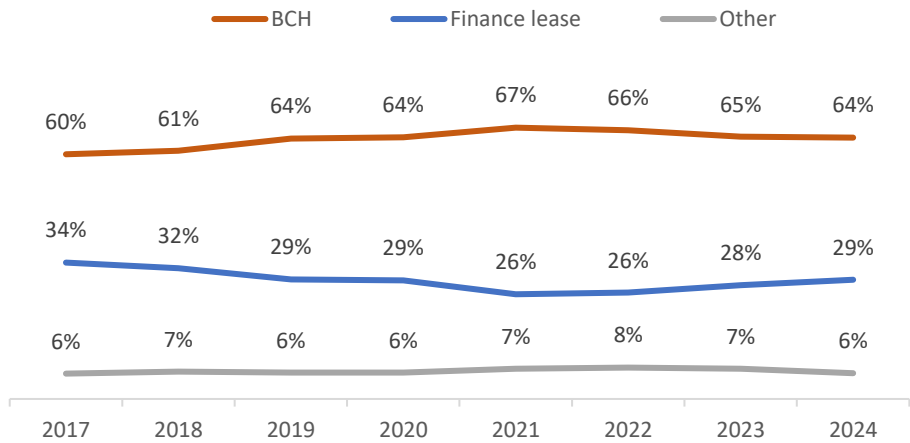
*Business other refers to contract purchase, credit hire and lease purchase. Personal other refers to HP and PCP

LCVs on fleet	2018	2019	2020	2021	2022	2023	2024
Business fleet	87,716	96,968	97,234	96,583	94,828	91,566	89,591
BCH	55,576	64,620	65,126	68,479	66,945	62,838	60,665
Finance lease	29,277	29,694	29,484	26,425	26,472	27,288	27,636
Subscription	0	0	0	0	0	0	0
Business other*	2,863	2,654	2,624	1,679	1,411	1,359	1,195
Fleet management	0	0	0	129	122	81	95
Consumer fleet	3,248	3,862	3,932	5,856	6,284	5,829	4,709
PCH	3,245	3,852	3,928	5,844	6,278	5,826	4,708
Salary sacrifice	0	0	0	0	0	0	0
Personal other*	3	10	4	12	6	3	1
ALL	90,964	100,830	101,166	102,568	101,234	97,395	94,300

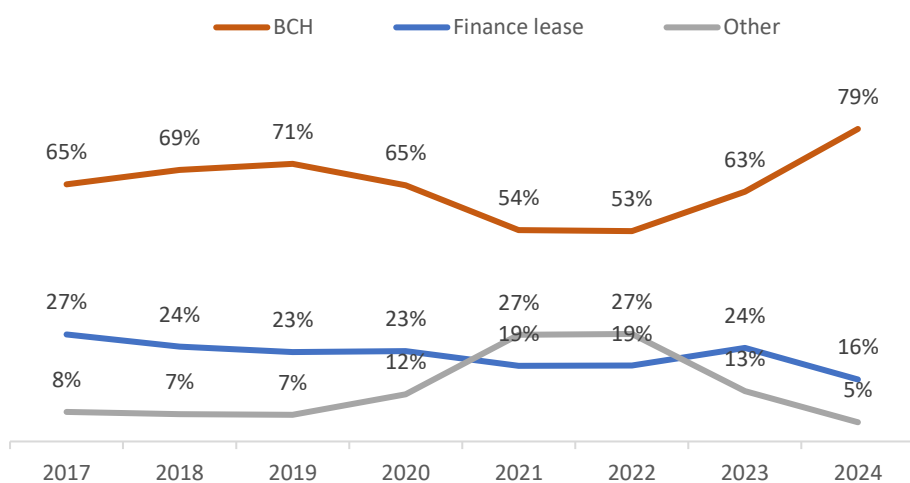
LCVs: New contracts	2018	2019	2020	2021	2022	2023	2024
Business fleet	24,861	27,871	23,206	23,441	20,234	15,541	17,672
BCH	17,929	20,635	16,717	16,945	13,787	11,118	14,680
Finance lease	6,264	6,640	5,903	6,055	6,139	4,156	2,911
Subscription	0	0	0	0	0	0	0
Business other*	668	596	586	441	308	252	58
Fleet management	0	0	0	9	2	15	23
Consumer fleet	1,139	1,397	2,493	8,098	4,833	1,972	821
PCH	1,138	1,393	2,491	8,097	4,833	1,972	821
Salary sacrifice	0	0	0	0	0	0	0
Personal other*	1	4	2	1	0	0	0
ALL	25,999	29,268	25,699	31,546	25,069	17,513	18,493

*Business other refers to contract purchase, credit hire and lease purchase. Personal other refers to HP and PCP

Market share: LCVs on fleet by finance type

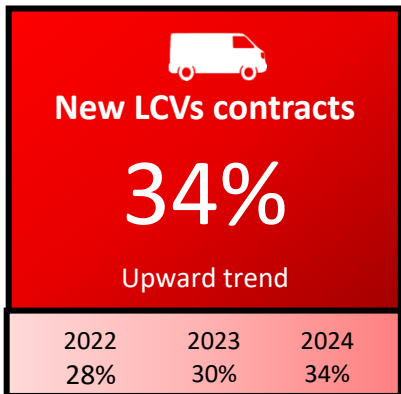
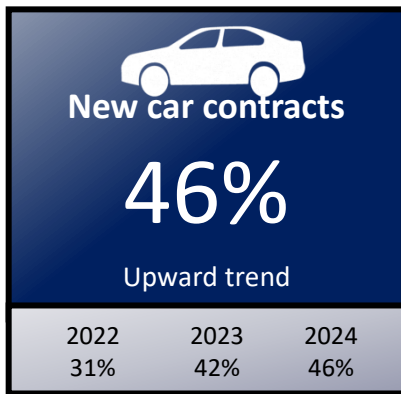
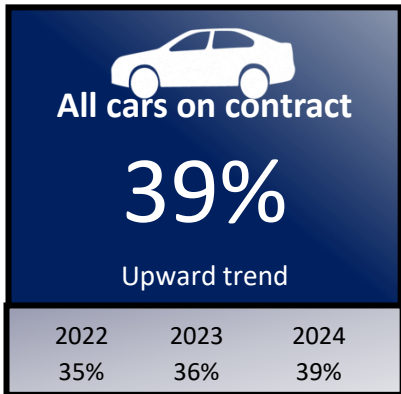


Market share: new contracts LCVs by finance type

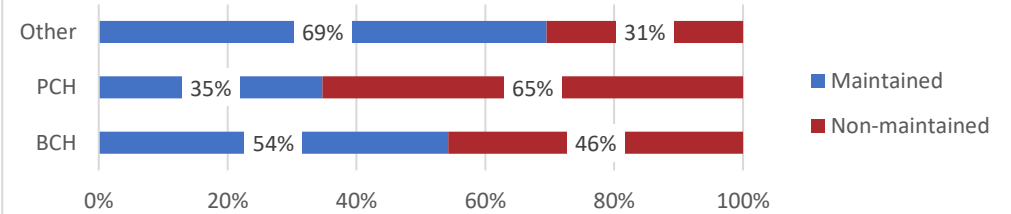


MAINTAINED CONTRACTS

41% of the overall fleet is maintained.



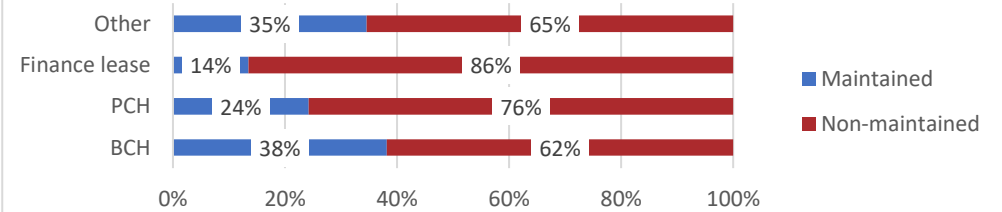
New car contracts



Cars new contracts

	2020	2021	2022	2023	2024
BCH maintained	45%	42%	39%	47%	54%
PCH maintained	29%	29%	27%	35%	35%

New LCV contracts

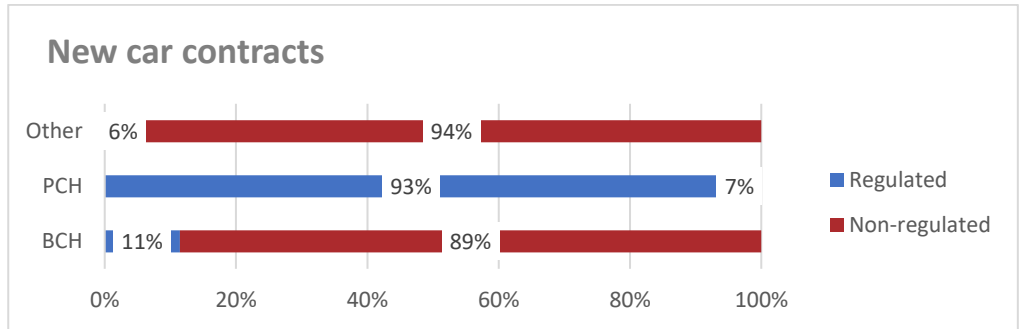
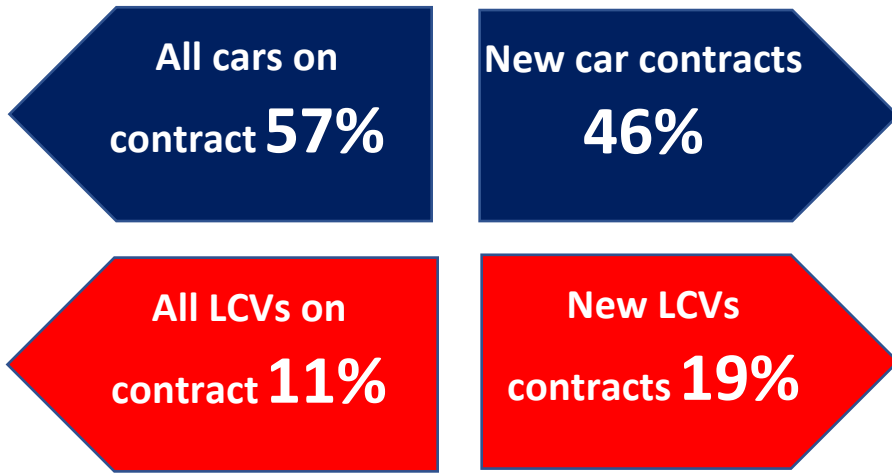


LCV new contracts

	2020	2021	2022	2023	2024
BCH	33%	41%	36%	39%	38%
PCH	22%	37%	28%	26%	24%
Finance lease	37%	14%	6%	10%	14%
Other	100%	42%	26%	15%	35%

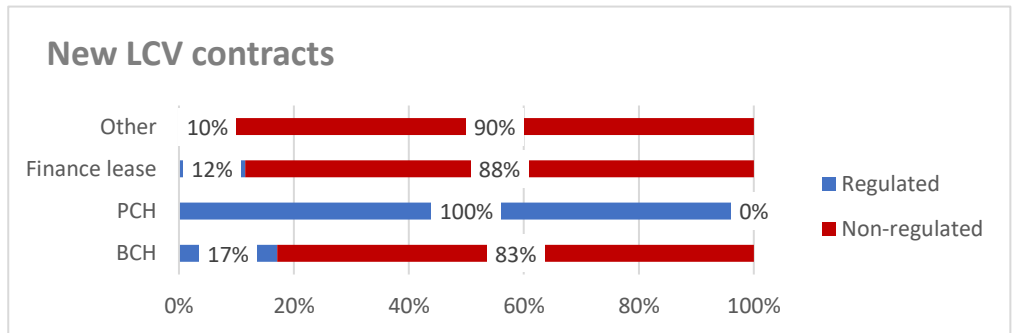
REGULATED CONTRACTS

45% of the overall fleet is regulated.



Cars new contracts

	2020	2021	2022	2023	2024
BCH	10%	9%	7%	4%	11%
PCH	99%	94%	96%	95%	93%
Other	63%	41%	37%	15%	6%



LCV new contracts

	2020	2021	2022	2023	2024
BCH	18%	15%	11%	9%	17%
PCH	100%	100%	100%	100%	100%
Finance lease	25%	33%	12%	5%	12%
Other	12%	33%	1%	3%	10%

FUEL TYPE

Cars by fuel type: 27% of the BVRLA broker car fleet is BEV up from 24% in the year to June 2023. 45% of the BCH car fleet is BEV with a further 18% being plugin hybrids. This means that currently more than 50% of the BCH fleet are plug in cars. For PCH cars petrol is still the fuel of choice with just 18% being plugins. For fleet additions, BEV adoption declined in H1 2024 with BCH contracts dropping to 40% from 54% and PCH additions falling to 17%.

Vans by fuel type: The van fleet is still universally fuelled by diesel engines.

