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Związek Polskiego
Leasingu

Leasing Industry in Poland

Leasing Life European Conference
Warsaw 2014

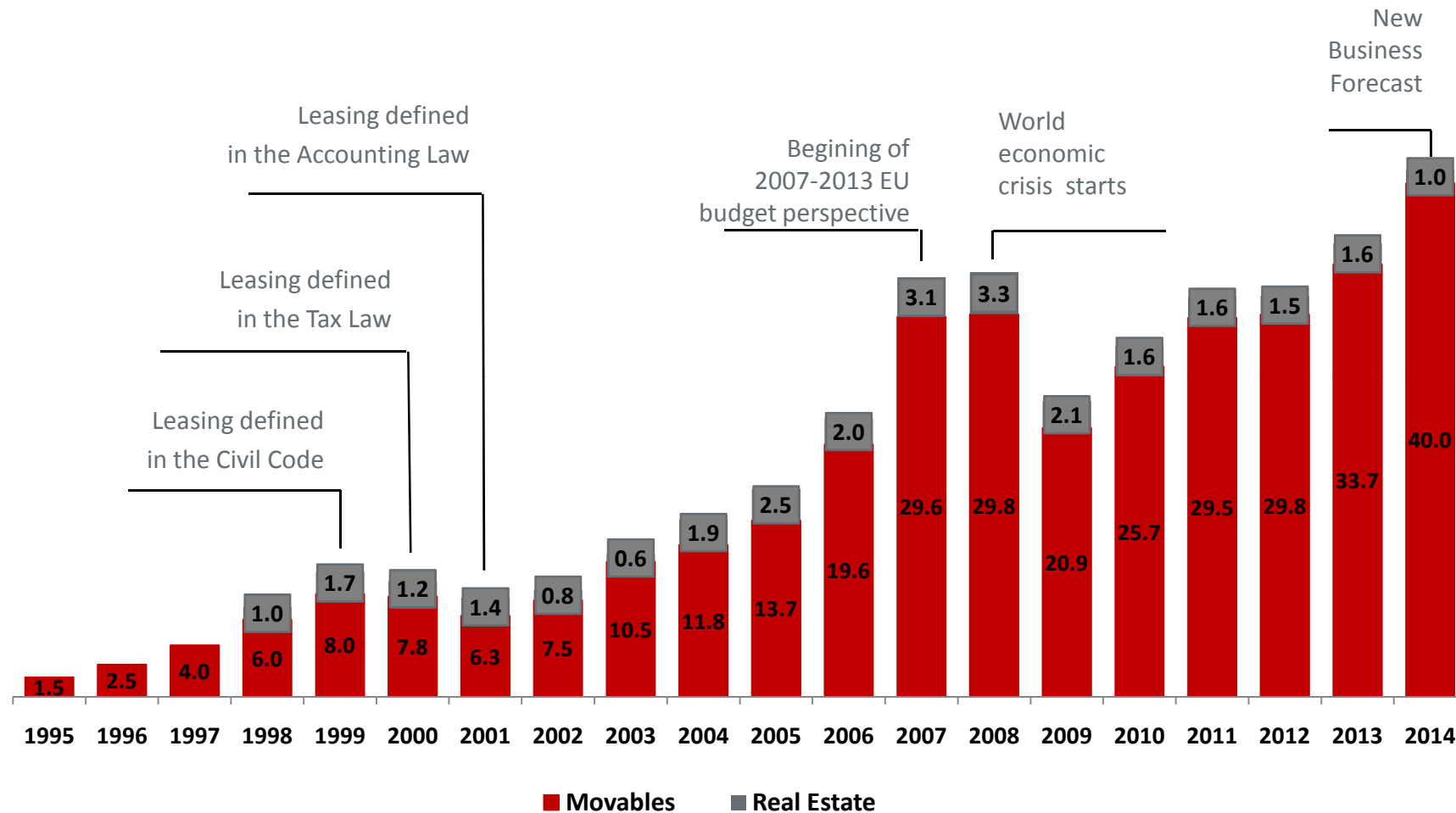


Mieczysław Woźniak

Vice Chairman of the Polish Leasing Association



Polish leasing market 1995 – 2013 milestones





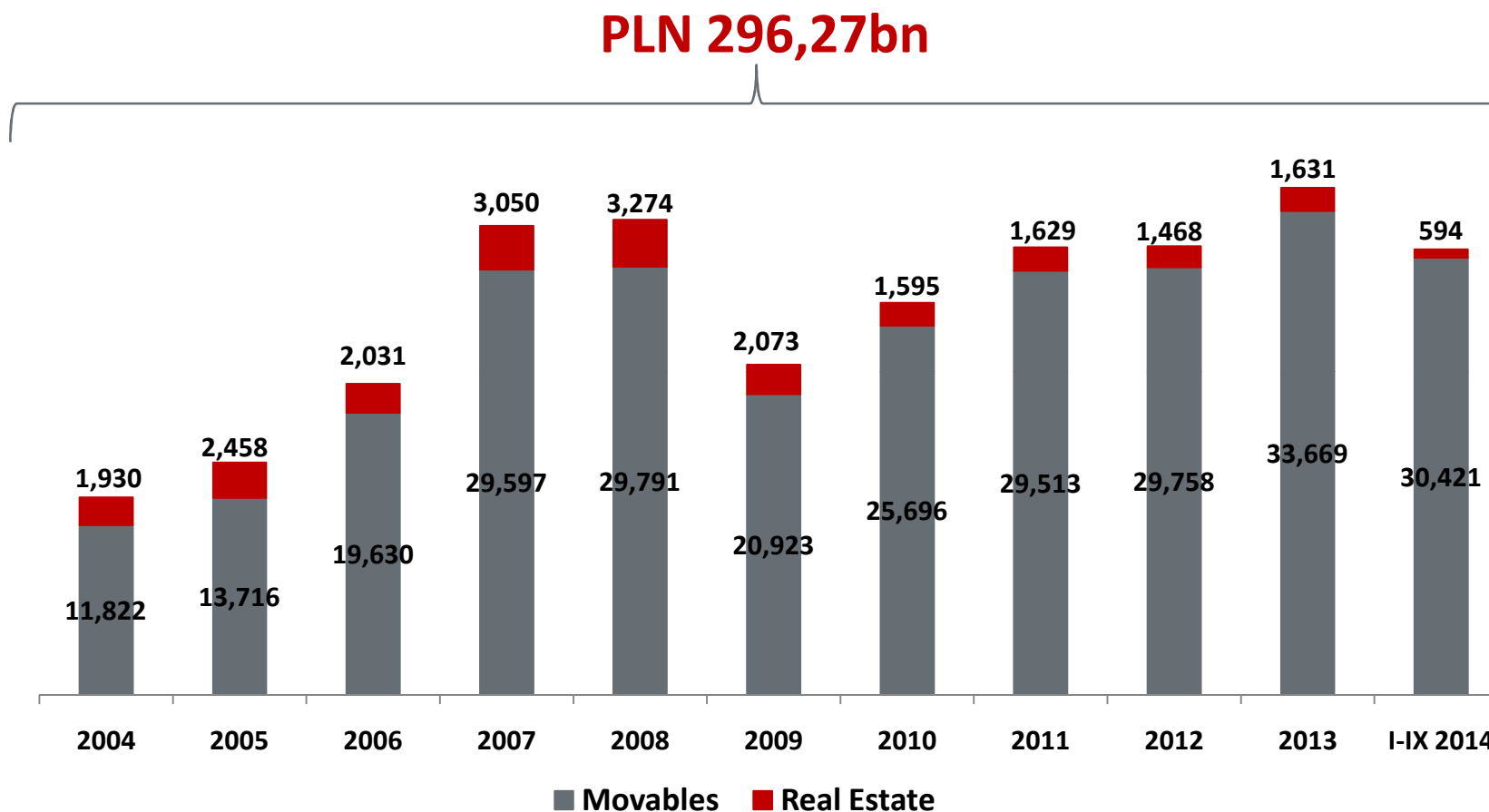
1995-2013 snapshot. Key changes & developments

Year	1995	2013
New business	PLN 1 500m	PLN 35 300m
Ranking in the European Leasing Market	16	8
Share of leasing in investment financing	4,5%	14,4%
No. of leasing companies	102	32
Top 10 companies (market share)	71,5%	66%
Bank-owned companies in Top 10	4/10	10/10



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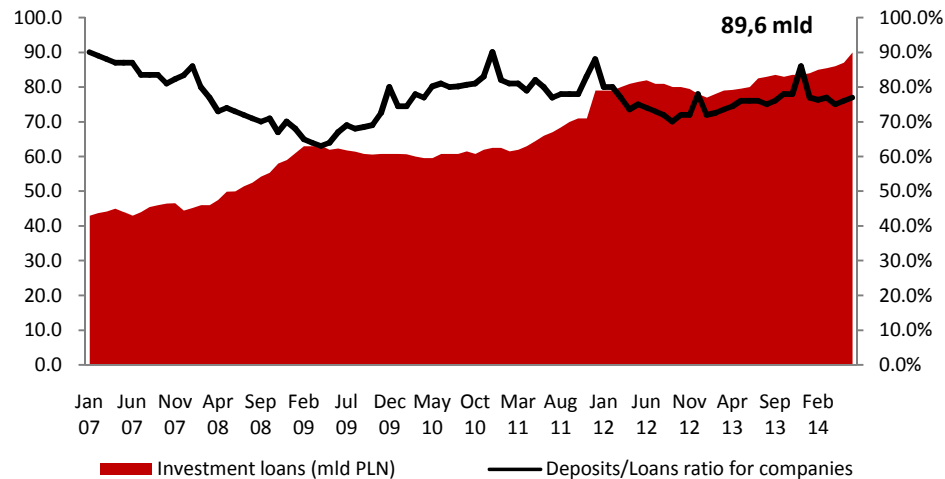
Almost PLN 300bn of investment was financed by leasing
since 2004



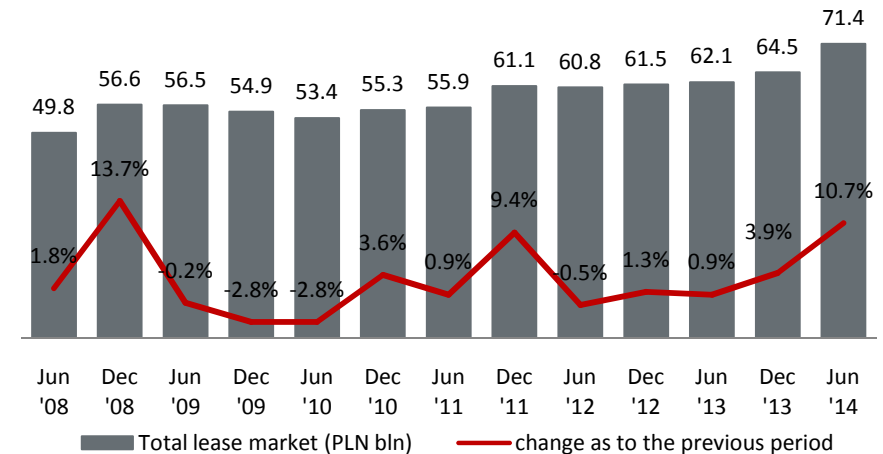


Importance of leasing vs. investment loans

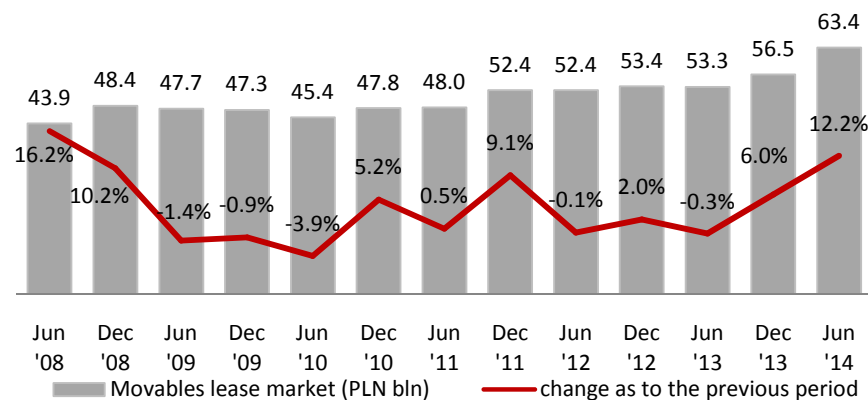
O/S of investment loans



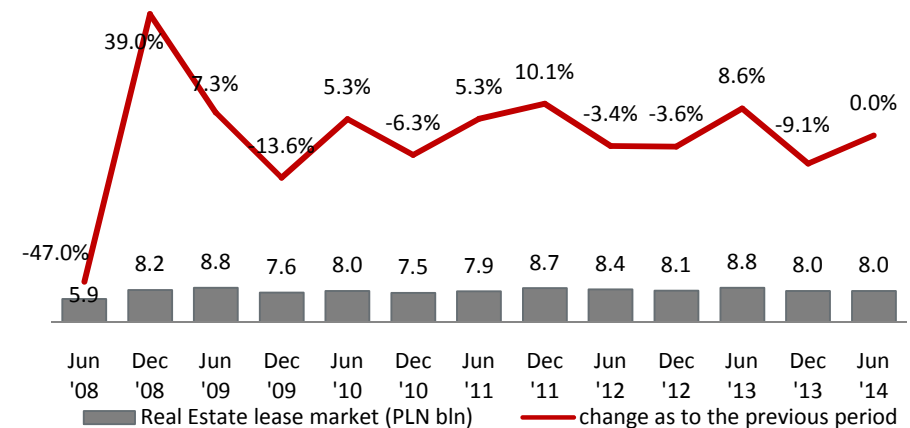
Leasing market O/S (Total market)



Leasing market O/S (Movables)



Leasing market O/S (Real Estate)

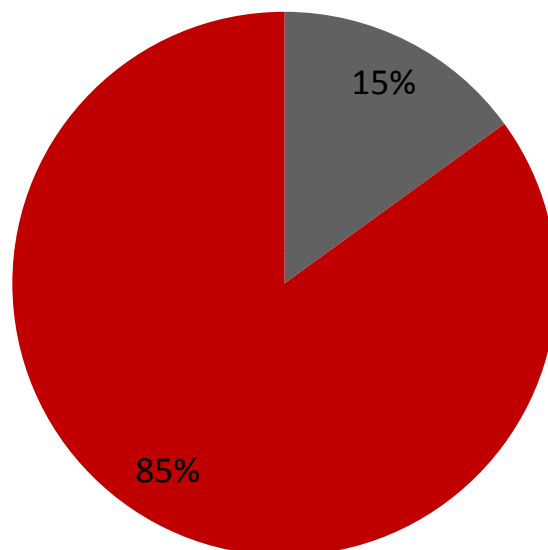




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Market structure by type of players (by value of new business)

Akf leasing Polska S.A.
BGŻ Leasing Sp. z o. o.
BNP Paribas Lease Group Sp. z o. o.
BZ WBK Leasing S.A.
Caterpillar Financial Services Poland Sp. z o. o.
De Lage Landen Leasing Polska S.A.
Deutsche Leasing Polska S.A.
DnB Leasing Sp. z o. o.
Europejski Fundusz Leasingowy S.A.
Getin Leasing S.A.
Grupa Masterlease
Handlowy-Leasing Sp. z o. o.
Idea Leasing S.A.
IKB Leasing Polska Sp. z o. o.
Impuls-Leasing Polska Sp. z o. o.
ING Lease (Polska) Sp. z o. o.

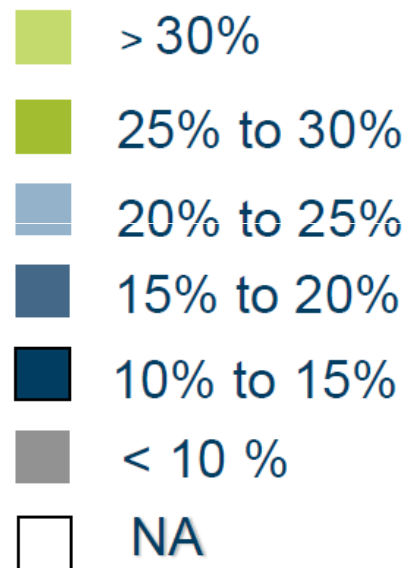


■ Captives

■ Bank-owned

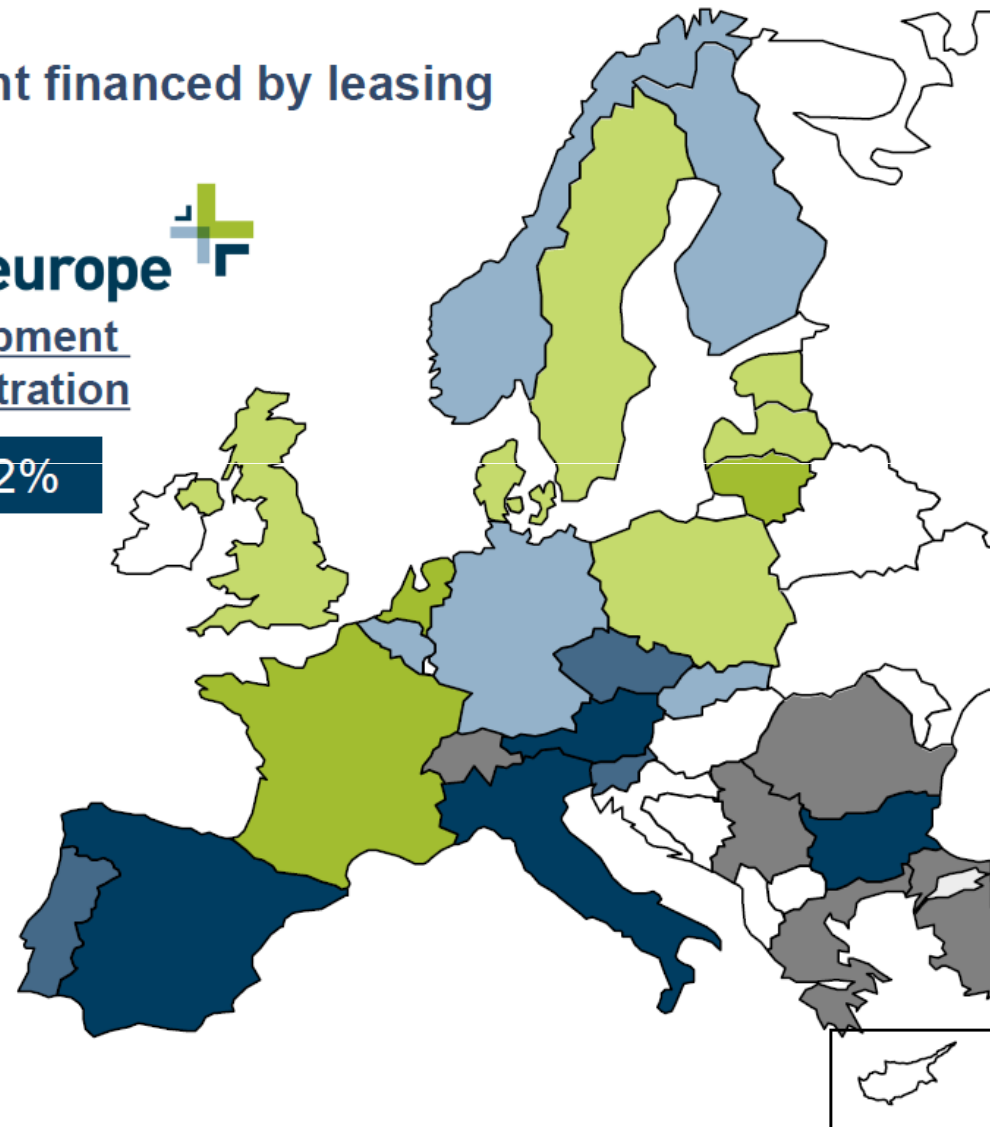
Mercedes-Benz Leasing Polska Sp. z o.o.
Millennium Leasing Sp. z o.o.
mLeasing Sp. z o.o.
NOMA2 Sp. z o.o.
ORIX Polska S.A.
Pekao Leasing Sp. z o.o.
PKO Leasing S.A.
Polski Związek Wynajmu i Leasingu Pojazdów
Raiffeisen-Leasing Polska Sp. z o.o.
Scania Finance Polska Sp. z o.o.
SG Equipment Leasing Polska Sp. z o.o.
SGB Leasing Sp. z o.o.
Siemens Finance Sp. z o.o.
VB Leasing Polska S.A.
VFS Usługi Finansowe Polska Sp. z o.o.
Volkswagen Leasing Polska Sp. z o.o.

Share of equipment investment financed by leasing (2013)



Leaseurope 
Equipment
penetration

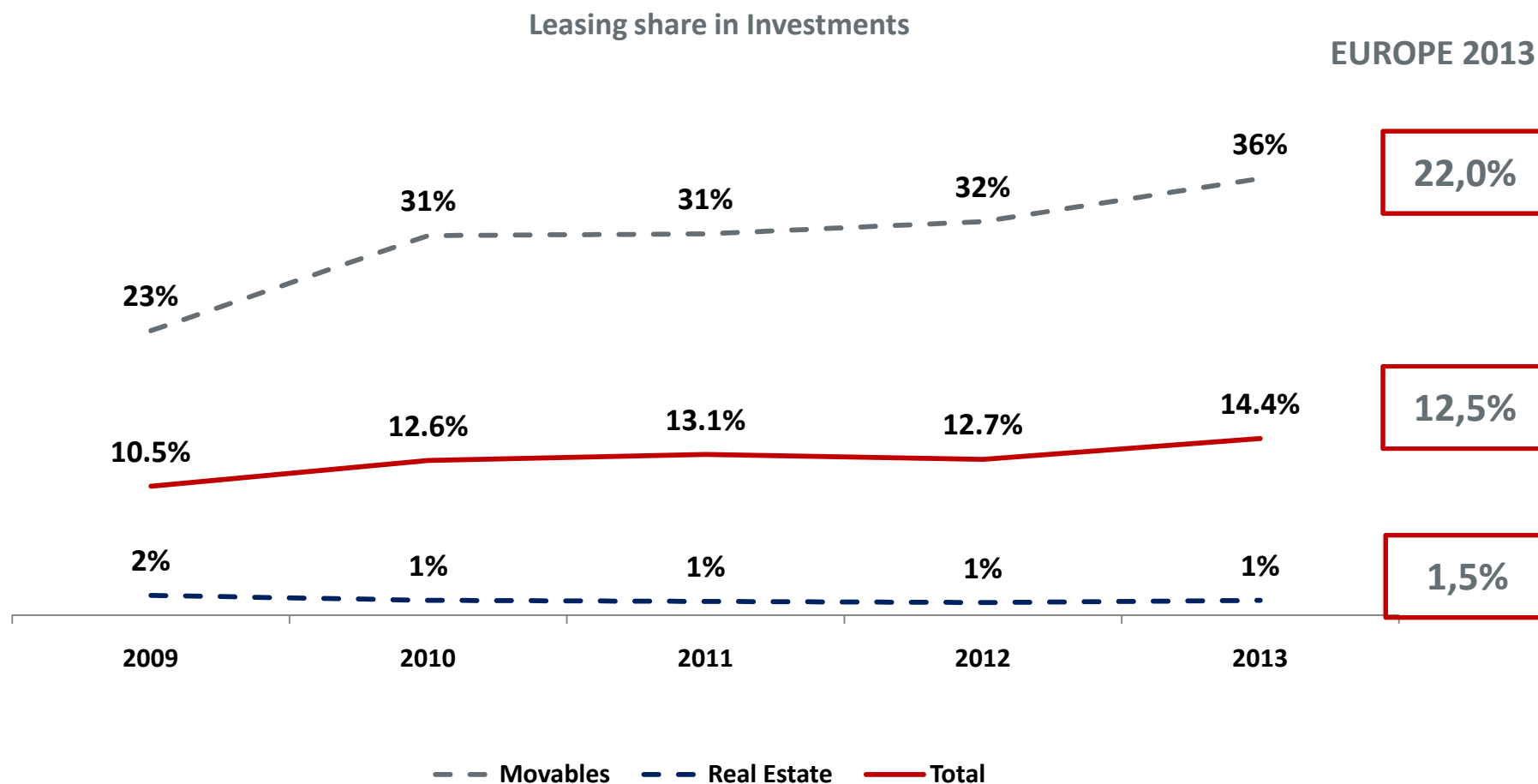
22%



Lease penetration is the share of total investment financed by leasing calculated as new leasing volumes (excluding consumers)/ gross fixed capital formation in equipment

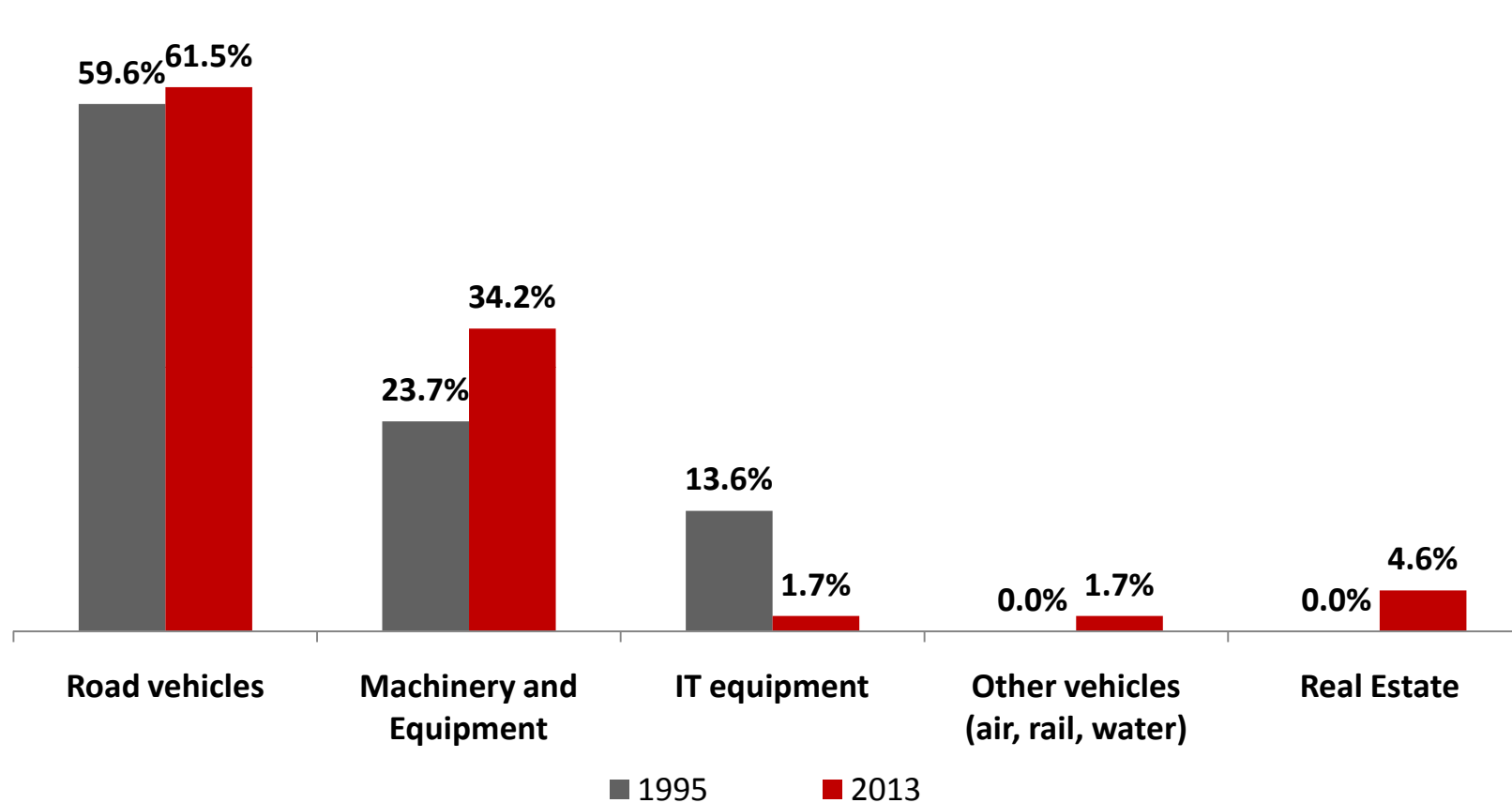


Share of leasing in investment financing in Poland





Asset structure of the leasing market in Poland





Importance of leasing for vehicle financing

20%-25%

- of total registered cars < 5 years

43%

- of all new car registrations (*)

65%

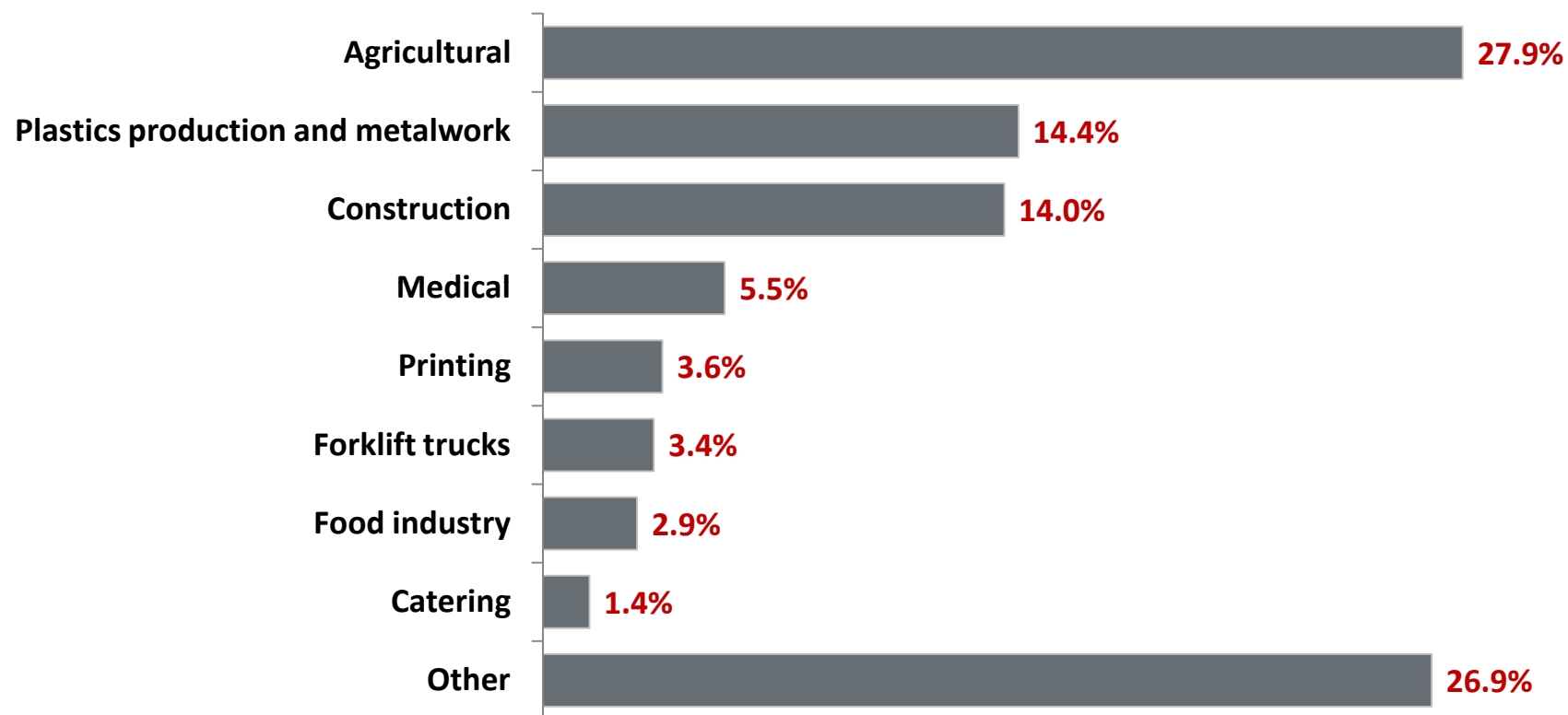
- of all new&used cars purchased by/for businesses (*)

* I-IX/2014, cars & delivery vehicles < 3.5 t



Structure of new leasing business for machinery & equipment

(by type of machinery and equipment)

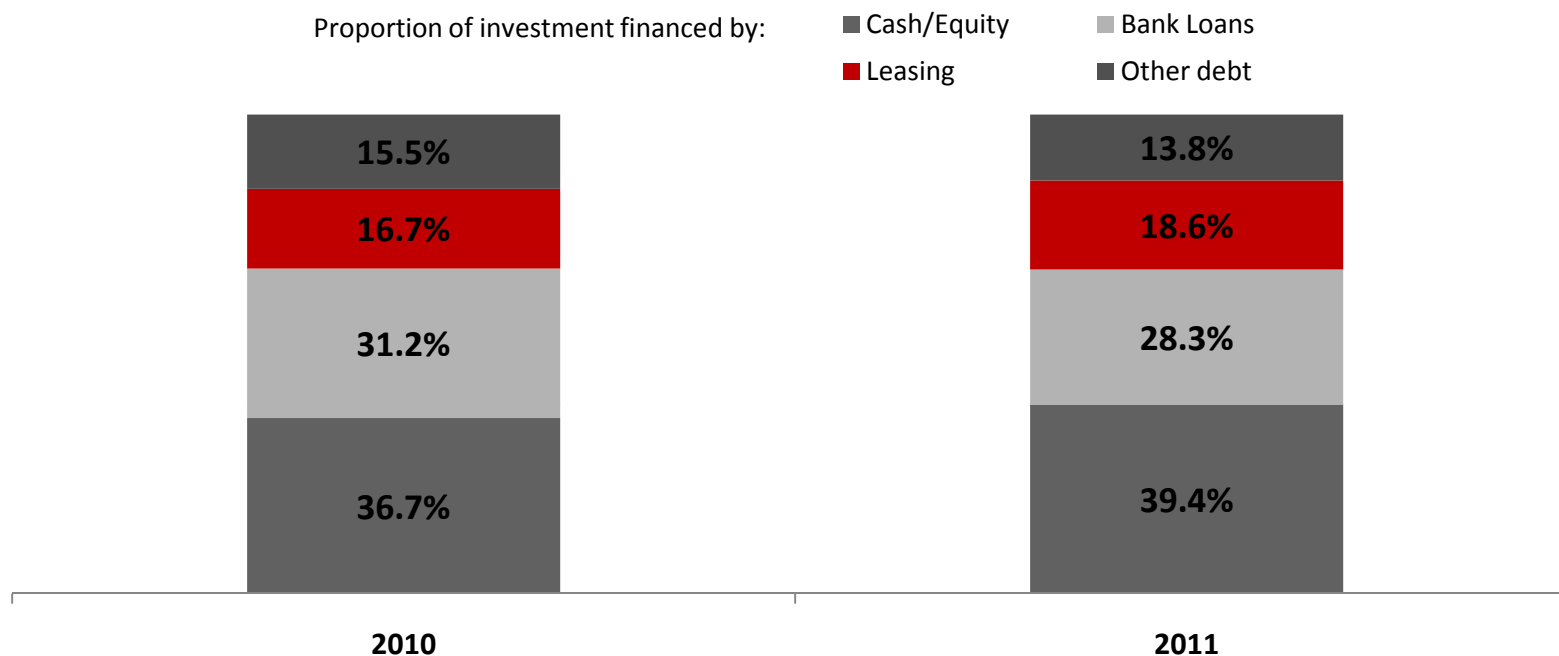


I-III Q 2014



The relevance of leasing financing in the European SME sector

Investment financed in 2010 and 2011, all SMEs



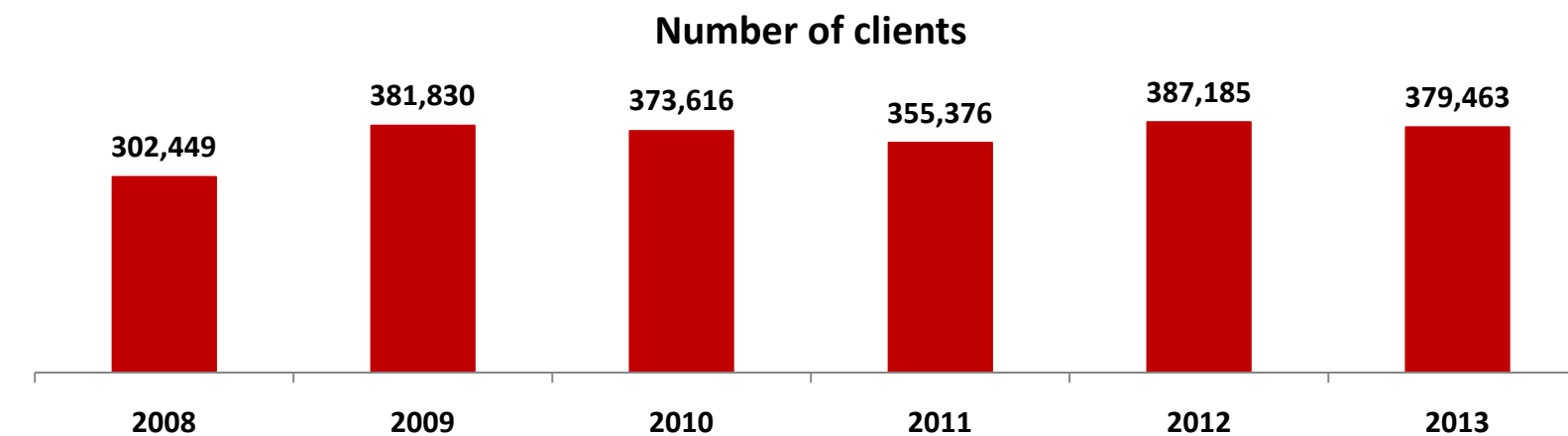
Source: Oxford Economics/EFG

Facts and figures on SME financing in Europe:

- €224 bn total new business volume in 2011 with €110 bn fueling SMEs,
- Representing roughly 19% of total investment finance for SMEs

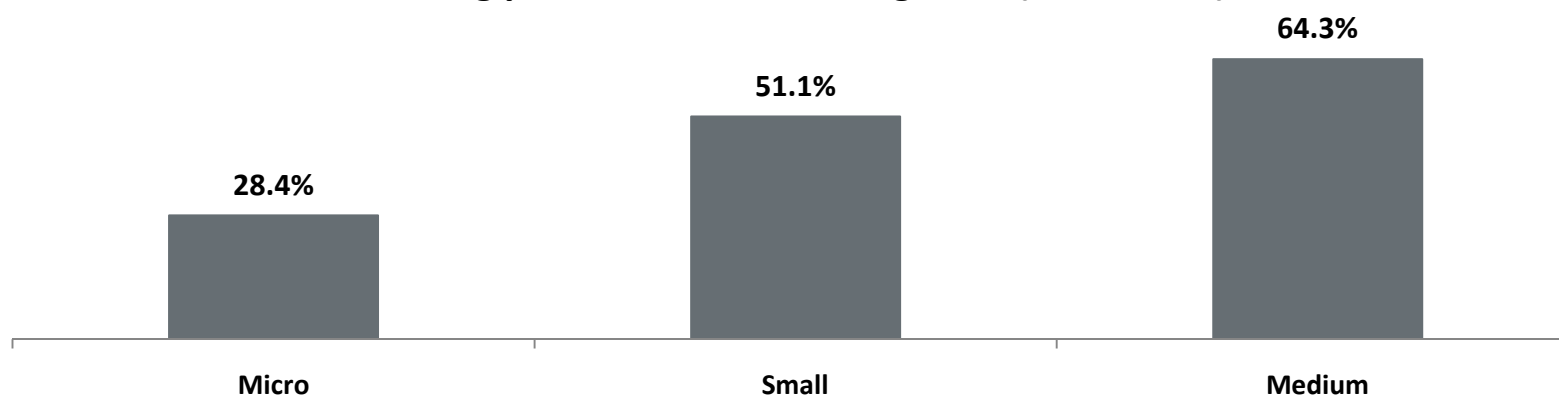


Number of active leasing customers in Poland



Source: GUS

Leasing penetration in SME segment (2009-2013)

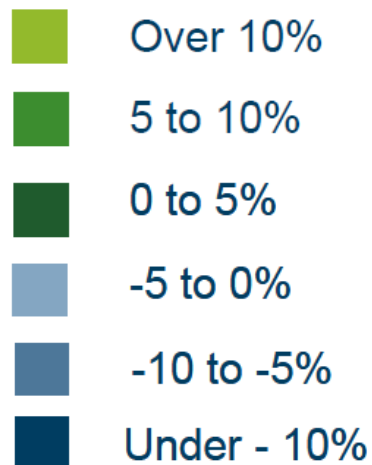



Source: Monitoring kondycji sektora MMŚP w 2014 r (CBOS)

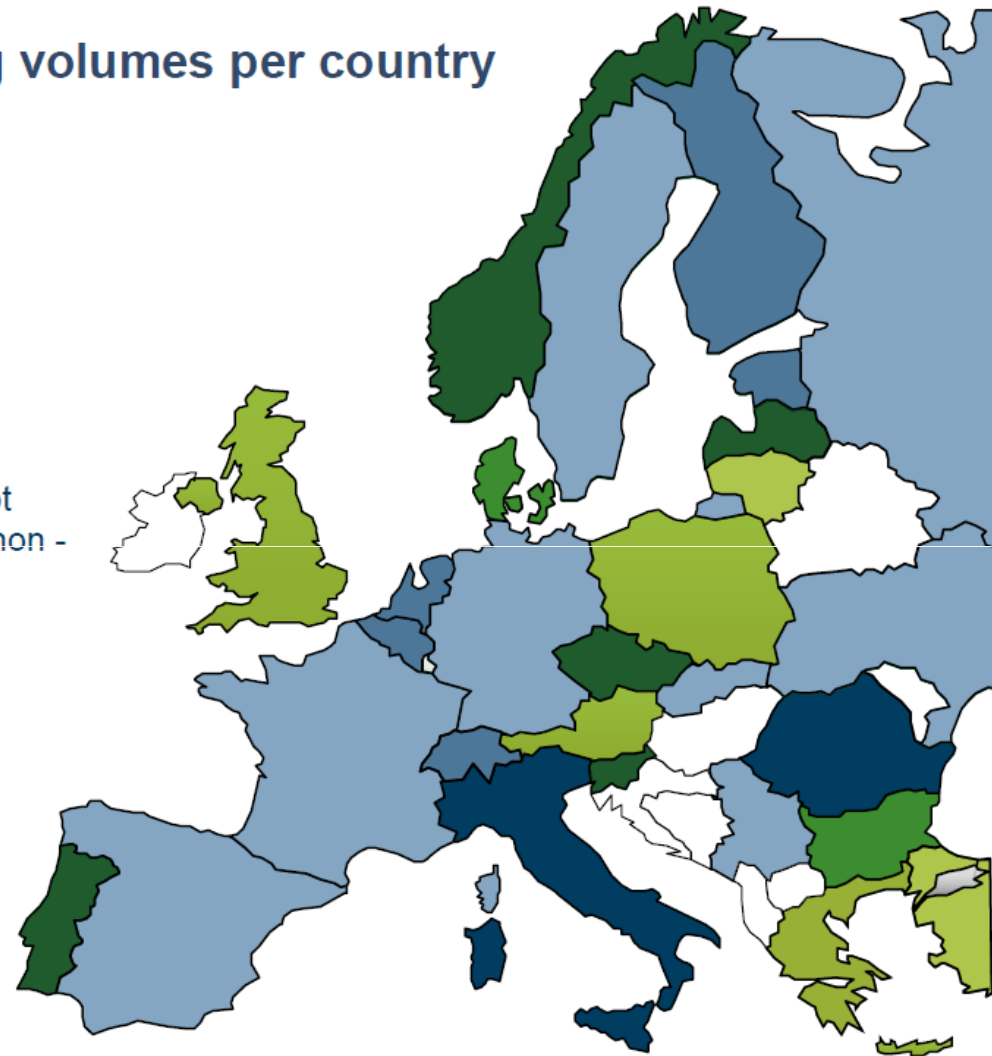
Annual growth of new leasing volumes per country

2013/2012

0.7%



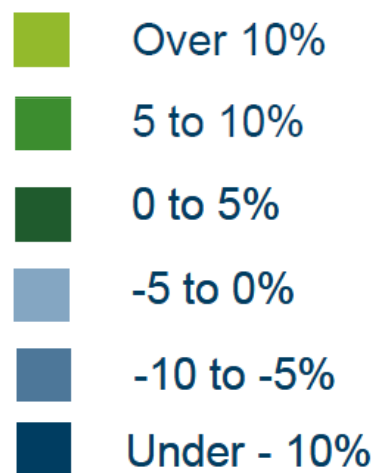
 Members not reporting & non - members




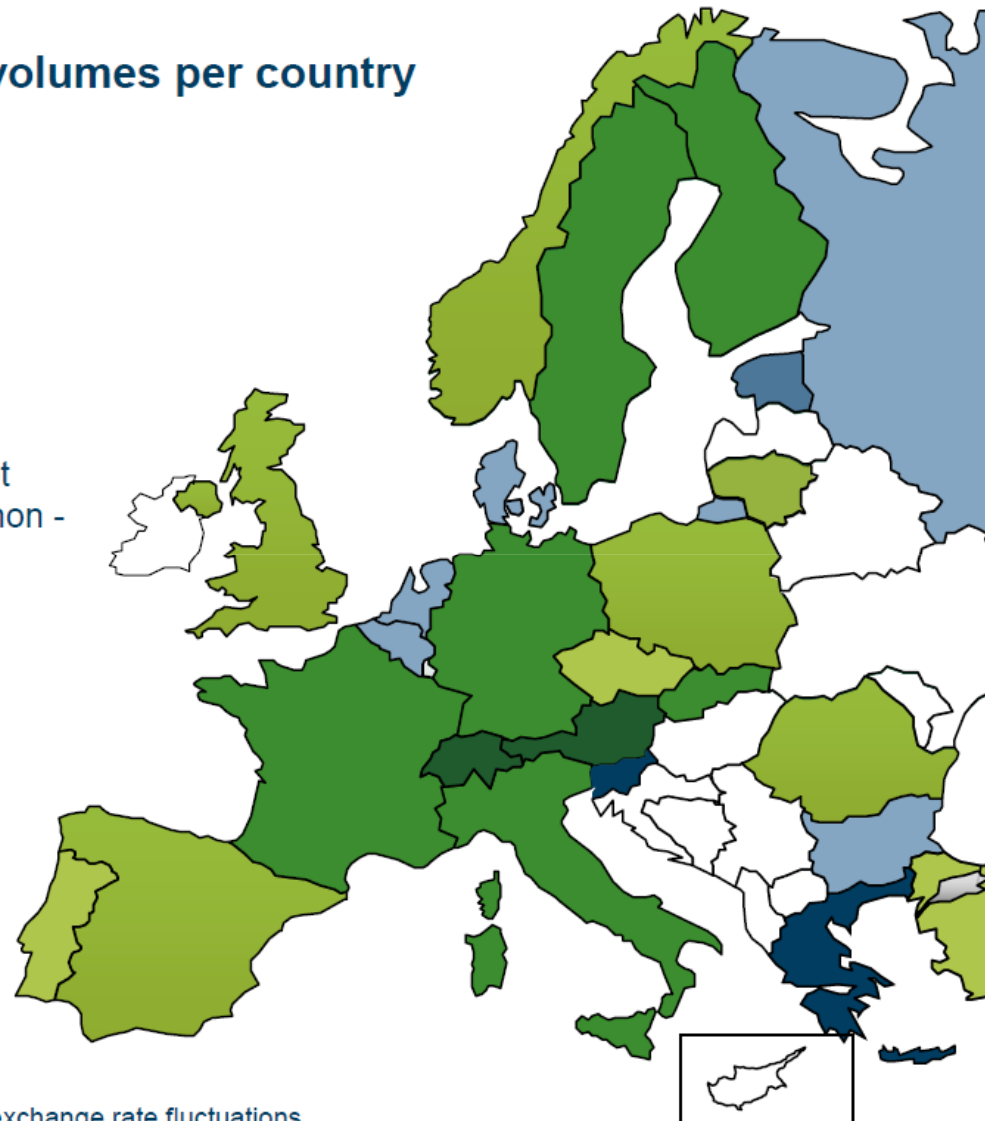
Leaseurope's 2013 Annual Survey
Growth rates are adjusted for exchange rate fluctuations

Biannual growth of new leasing volumes per country

H1 2014/2013
9.5%



 Members not reporting & non-members



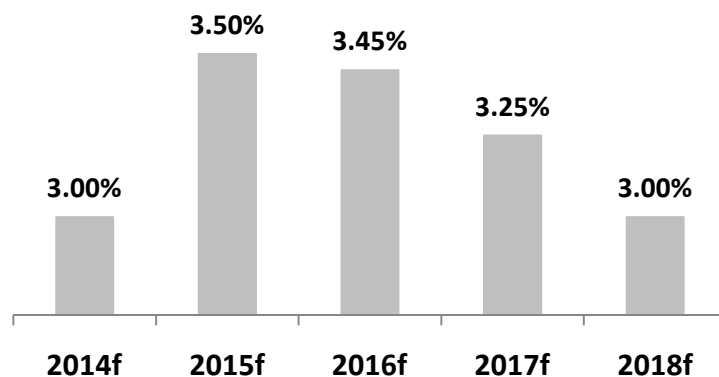
Source: Leaseurope Member Associations

29 Member Associations reporting; growth rates adjusted for exchange rate fluctuations

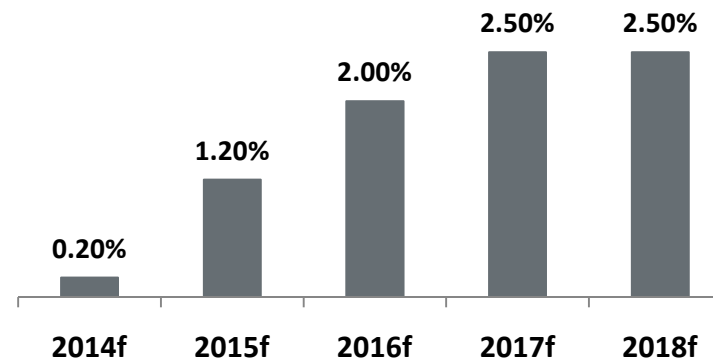


Macroeconomics forecast – Poland

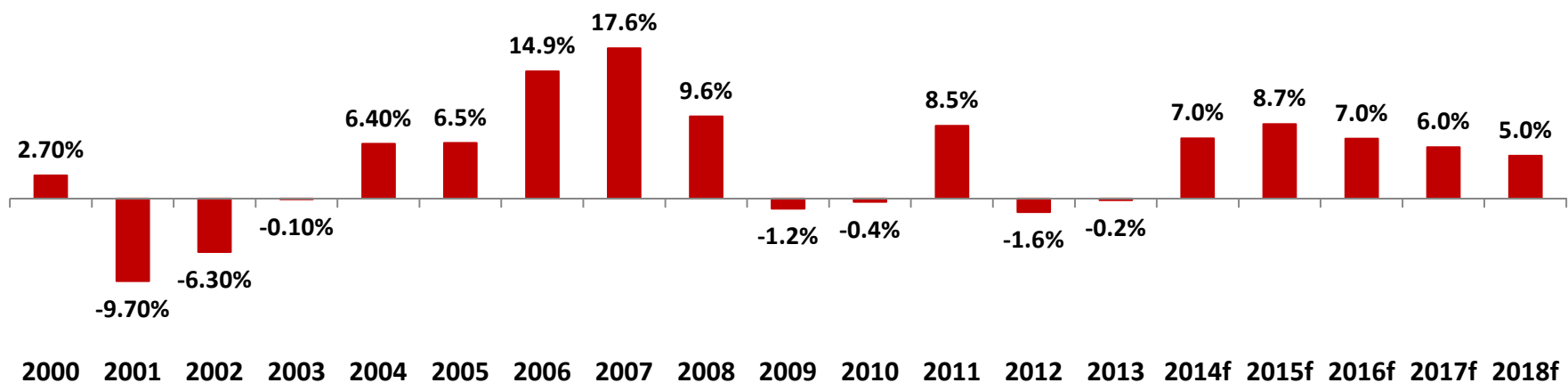
GDP Y/Y



CPI (average)



Investment Y/Y



2012 vs. 2014 Leaseurope Annual Convention concluding remarks



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Leaseurope 2012 Annual Convention Concluding remarks

- The European market is the largest leasing market in the world
- Leasing is key to European SMEs
- The EIB and EIF recognise that leasing is a way to achieve their goals for the financing of SMEs
- Leasing has a lower risk profile than traditional lending
- Leasing companies are profitable and show ROE significantly above those of the banking sector
- But, regulatory threats are still present

Looking ahead, being recognized as the most efficient means of financing for SME investment, leasing must build upon its central role at the heart of the real economy



Leaseurope 2014 Annual Convention Concluding remarks

The European market is one of the largest leasing markets in the world. Leasing plays a central role at the heart of the real economy.

Future trends

- ✓ Develop services and solutions (mobility...)
- ✓ Finance new markets (cloud, third platform, new energy...)
- ✓ Foster innovation (big data...)
- ✓ Asset focus and specialisation (new energy...)
- ✓ Support customers and vendors globally

Looking ahead, the European leasing industry must be at the forefront of innovative financing solutions in order to take advantage of the shift from “ownership” to “usage”



Our concluding remarks Key challenges of the industry for the years to come

- Megatrends
(urbanisation, demographics, social & cultural changes, connectivity, integrated mobility & transport solutions)
- Technological changes (big data, 3-D printing, etc.)
- Increasing share of service solutions, service component, specialists
- Collaborative economy and sharing societies, crowdfunding, asset sharing
- Consumer leasing vs social and cultural changes
- Ability to absorb and retain talents
- Constantly increasing regulatory & compliance requirements





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D z i ę k u j e m y z a u w a g ę