



# Australian Fleet Lessors Association

Incorporated ABN 78 059 998 533

## MONTHLY FLEET LEASING STATISTICS July 2010

These statistics comprise a consistent group of the following AFLA members: Alphabet Fleet, Custom Fleet, Fleetcare, FleetPartners, FleetPlus, Interleasing, LeasePlan, nlc, ORIX, QFleet, sgfleet, StateFleet, Summit Auto Lease, Toyota Fleet Management.

**Table 1: Total Cost and Number of Units Held\***

As at End	Total Cost \$Million	Total Number	Average Cost (\$)
Oct-09	\$12,480	337,561	\$36,971
Nov.	\$12,528	338,987	\$36,957
Dec	\$12,463	340,241	\$36,630
Jan-10	\$12,494	341,302	\$36,607
Feb	\$12,496	341,058	\$36,639
Mar	\$12,587	340,896	\$36,923
April	\$12,655	341,208	\$37,089
May	\$12,715	342,094	\$37,168
June	\$12,742	342,702	\$37,181
July	\$12,828	343,629	\$37,331

*\*Includes units funded but does not include fleet managed*

**Table 2: Total Cost and Number of Units Written\***

	Total Cost \$Million	Total Number	Average Cost (\$)
Oct-09	\$362	11,089	\$32,645
Nov	\$333	10,118	\$32,912
Dec	\$388	12,808	\$30,294
<i>DEC 09 QUARTER</i>	<i>\$1,083</i>	<i>34,015</i>	<i>\$31,839</i>
Jan-10	\$252	7,661	\$32,894
Feb	\$296	8,490	\$34,865
Mar	\$361	10,338	\$34,920
<i>MAR 10 QUARTER</i>	<i>\$909</i>	<i>26,489</i>	<i>\$34,316</i>
April	\$344	9,608	\$35,803
May	\$371	10,084	\$36,791
June	\$385	10,879	\$35,389
<i>JUNE 10 QUARTER</i>	<i>\$1,100</i>	<i>30,571</i>	<i>\$35,982</i>
July	\$441	12,781	\$34,504

*\*Includes units funded but does not include fleet managed*

**Table 3: Total Portfolio – By Type of Facility-Number of Units**

As at End	Operating Leases - Funding only (1)	Operating Leases - Other (2)	Finance Leases (3)	Novated Leases (4)	Other Funding (5)	Total Funded (1)+(2)+(3)+(4)+(5)	Fleet Managed (6)	Total Portfolio (1)+(2)+(3)+(4)+(5)+(6)	'Fleet Managed' Funded by other AFLA Members
Oct-09	41,353	184,972	28,788	73,025	9423	337,561	143,127	480,688	5,559
Nov	41,296	185,617	28,880	73,391	9803	338,987	142,012	480,999	5,729
Dec	42,003	184,475	29,203	74,086	10474	340,241	142,650	482,891	5,619
Jan-10	42,035	184,857	29,669	73,858	10,883	341,302	142,057	483,359	5,520
Feb	41,673	183,377	29,327	75,439	11,242	341,058	141,046	482,104	5,504
Mar	41,198	185,273	29,200	73,611	11,614	340,896	141,465	482,361	5,399
April	41,045	184,000	28,929	75,282	11,952	341,208	138,975	480,183	5,351
May	40,922	184,320	29,155	75,498	12,199	342,094	142,797	484,891	5,227
June	40,593	184,873	29,311	75,278	12,647	342,702	144,009	486,711	5,056
July	40,867	184,773	29,326	75,855	12,808	343,629	149,484	493,113	4,615

*'Other Funding' is hire purchase, chattel mortgage/other*

**Table 4: Total Written Units in Period - By Type of Facility**

As at End	Operating Leases - Funding only (1)	Operating Leases - Other (2)	Finance Leases (3)	Novated Leases (4)	Other Funding (5)	Total Funded (1)+(2)+(3)+(4)+(5)	Fleet Managed (6)	Total Portfolio (1)+(2)+(3)+(4)+(5)+(6)	'Fleet Managed' Funded by other AFLA Members
Oct-09	1,573	5,180	1,324	2,254	758	11,089	4,867	15,956	145
Nov	1,048	4,670	1,415	2,260	725	10,118	3,974	14,092	266
Dec	1,362	6,500	1,344	2,661	941	12,808	4,338	17,146	140
<b>DEC 10 QUARTER</b>	<b>3,983</b>	<b>16,350</b>	<b>4,083</b>	<b>7,175</b>	<b>2,424</b>	<b>34,015</b>	<b>13,179</b>	<b>47,194</b>	<b>551</b>
Jan-10	1,172	2,793	1,567	1,547	582	7,661	2,532	10,193	4
Feb	760	4,238	900	1,942	650	8,490	2,824	11,314	110
Mar	972	4,861	1,351	2,532	622	10,338	3,558	13,896	107
<b>MAR 10 QUARTER</b>	<b>2,904</b>	<b>11,892</b>	<b>3,818</b>	<b>6,021</b>	<b>1,854</b>	<b>26,489</b>	<b>8,914</b>	<b>35,403</b>	<b>221</b>
April	809	4,879	916	2,426	578	9,608	4,145	13,753	119
May	842	4,696	1,030	2,875	641	10,084	8,002	18,086	124
June	846	4,981	1,044	3,183	825	10,879	5,541	16,420	197
<b>JUNE 10 QUARTER</b>	<b>2,497</b>	<b>14,556</b>	<b>2,990</b>	<b>8,484</b>	<b>2,044</b>	<b>30,571</b>	<b>17,688</b>	<b>48,259</b>	<b>440</b>
July	1,442	5,542	2,031	3,197	569	12,781	9,410	22,191	109

*'Other Funding' is hire purchase, chattel mortgage/other*

**Table 5: New Business Volume During Period: \$Million**

	Finance Leases	Operating Leases	Novated-Finance Leases	Novated-Operating Leases	Total Novated Leases	Hire Purchase	Chattel Mortgage/ Other	TOTAL
Oct-09	36	204	na	na	82	40	0	362
Nov	31	186	na	na	81	34	1	333
Dec	34	229	na	na	93	30	2	388
<b>DEC 09 Quarter</b>	<b>101</b>	<b>619</b>	<b>na</b>	<b>na</b>	<b>256</b>	<b>104</b>	<b>3</b>	<b>1083</b>
Jan-10	43	124	na	na	63	19	3	252
Feb	26	164	na	na	73	31	2	296
Mar	40	197	na	na	95	23	6	361
<b>MAR 10 Quarter</b>	<b>109</b>	<b>485</b>	<b>na</b>	<b>na</b>	<b>231</b>	<b>73</b>	<b>11</b>	<b>909</b>
April	29	192	91	3	94	25	4	344
May	31	200	91	5	96	37	7	371
June	30	211	91	5	96	33	9	379
<b>JUNE 10 Quarter</b>	<b>90</b>	<b>603</b>	<b>273</b>	<b>13</b>	<b>286</b>	<b>95</b>	<b>20</b>	<b>1094</b>
July	45	250	113	5	118	26	2	441

N.B. Some AFLA estimates have been made in completing this table

**Table 6: Net Receivables at Month End: \$Million**

	Finance Leases	Operating Leases	Novated-Finance Leases	Novated-Operating Leases	Total Novated Leases	Hire Purchase	Chattel Mortgage/ Other	TOTAL
Oct-09	728	5,447	na	na	1,754	334	0	8,263
Nov	724	5,433	na	na	1,750	348	10	8,265
Dec	733	5,375	na	na	1,753	366	11	8,238
Jan-10	741	5,314	na	na	1,741	376	13	8,185
Feb	741	5,279	na	na	1,763	394	14	8,191
Mar	737	5,299	na	na	1,742	404	20	8,202
April	729	5,254	1,685	99	1,784	417	23	8,207
May	737	5,264	1,694	97	1,791	438	28	8,258
June	740	5,286	1,716	78	1,794	452	36	8,308
July	751	5,306	1,735	78	1,813	460	37	8,367

N.B. Some AFLA estimates have been made in completing this table

**Appendix: Historical Comparison**

The AFLA statistics from October 2009 comprise a consistent group of 14 AFLA members as listed above. The historical series below reflects the membership of AFLA at the relevant period.

**Total Portfolio-By Type of Facility-Number of Units**

As at End	Operating Leases - Funded only (1)	Operating Leases - Other (2)	Total Operating Leases (1)+(2)	Finance Leases / Other (3)	Novated Leases (4)	Total Funded (1)+(2)+(3)+(4)	Fleet Managed (5)	Total Portfolio (1)+(2)+(3)+(4)+(5)	'Fleet Managed' Funded by other AFLA Members
Dec-98	46,830	101,884	148,714	8,186	10,259	167,159	26,970	194,129	15,638
Dec-99	47,637	100,167	147,804	20,384	17,910	186,098	33,294	219,392	4,101
Jun-00	46,710	103,052	149,762	19,815	19,900	189,477	30,025	219,502	2,189
Dec-00	51,470	107,201	158,671	21,671	23,254	203,596	38,889	242,485	13,059
Jun-01	34,125	122,472	156,597	10,860	23,555	191,012	49,519	240,531	13,138
Dec-01	35,704	132,847	168,551	11,209	25,980	205,740	57,396	263,136	5,637
Jun-02	33,325	130,986	164,311	10,488	28,447	203,246	58,633	261,879	5,491
Dec-02	38,718	136,275	174,993	10,957	33,107	219,057	61,820	280,877	19,581
Jun-03	40,456	133,899	174,355	10,539	42,125	227,019	74,854	301,873	6,814
Dec-03	44,919	134,493	179,412	13,261	44,043	236,716	97,981	334,697	6,045
Jun-04	44,367	127,985	172,352	14,396	48,709	235,457	94,794	330,251	5,353
Dec-04	48,554	129,307	177,861	16,751	52,480	247,092	95,014	342,106	5,001
Jun-05	45,303	133,483	178,786	15,626	51,177	245,589	90,636	336,225	4,590
Dec-05	47,693	138,202	185,895	16,221	54,212	256,328	91,842	348,170	2,902
Jun-06	39,839	137,072	176,911	16,430	54,610	247,951	95,029	342,980	2,624
Dec-06	50,000	157,888	207,888	18,305	57,248	283,441	103,979	387,420	3,363
Jun-07	46,966	159,791	206,757	30,805	64,034	301,596	105,681	407,277	4,302
Dec-07	52,225	153,615	205,840	25,619	74,288	305,747	109,789	415,536	3,290
Jun-08	53,002	157,604	210,606	27,238	74,184	312,028	106,536	418,564	2,578
Dec-08	54,684	166,840	221,524	36,779	79,318	337,621	141,417	479,038	2,813
Jun-09	46,623	183,450	230,073	37,277	76,704	344,054	139,768	483,822	4,186
Dec-09	42,003	184,475	226,478	39,677	74,086	340,241	142,650	482,891	5,619
Jun-10	40,593	184,873	225,466	41,958	75,278	342,702	144,009	486,711	5,056