

Vehicle Leasing Market for Enterprises in Japan: Key Research Findings 2015

◆ **Research Outline**

Yano Research Institute has conducted a study on the domestic vehicle leasing market for enterprises with the following conditions:

1. Research period: From June to August, 2015
2. Research target: Major vehicle (auto) leasing companies, companies commissioned to do automobile maintenances, bidding operators, corporate users of vehicle leasing
3. Research methodologies: Face-to-face research by the expert researchers, surveys via telephone/email, questionnaire to vehicle leasing companies, and literature research

<What is Number of Lease Vehicles for Enterprises?>

The number of lease vehicles for enterprises in this research indicates the remainder of total number of lease vehicles subtracted by lease vehicles for individuals.

Corporate users can be categorized into the followings: 1) Large users: corporate users with more than 100 lease contract vehicles, 2) Mid-size users: corporate users with the number of lease contract vehicles from 30 to 99, 3) Small users: corporate users with the number of lease contract vehicles from 10 to 29, 4) Non-fleet users (corporate users with less than 10 lease contract vehicles).

◆ **Key Findings**

■ **Number of Lease Vehicles for Enterprises Projected to Reach 3,170 Thousand by End of FY2015**

The number of lease vehicles for enterprises as of end of FY2015 is likely to attain 3,170 thousand, a rise by 2.4% from the end of FY2014. In addition to slowdown in the decreasing tendency in the number of lease vehicles for large corporate users to contract, leading auto leasing companies have begun succeeded in acquiring new corporate clients with around 50 to 100 lease contract vehicles. These trends show that the vehicle leasing market for enterprises is expected to be on the rise.

■ **Number of Lease Vehicles for Enterprises Expected to Attain 3,370 Thousand by of End of FY2020, and 3,520 Thousand by End of FY2025**

There is no denying that there is a concern over market slowdown stemming from reduced working population which may decrease the number of lease vehicles for enterprises and also the number of lease contract vehicles at corporate users. On the other hand, auto leasing companies should approach and promote their services to the mid-size to small users and non-fleet users who have room for growth so that the companies can acquire new customers and increase the number of lease vehicles. As a result, the number of lease vehicles for enterprises is projected to achieve 3,370 thousand by the end of FY2020, and 3,520 thousand by the end of FY2025.

◆ **Report format:**

Published report: “Vehicle Leasing Market 2015”

Issued on: August 31, 2015

Language: Japanese

Format: 193 pages in A4 format

Price: 150,000 yen (The consumption tax shall additionally be charged for the sales in Japan.)

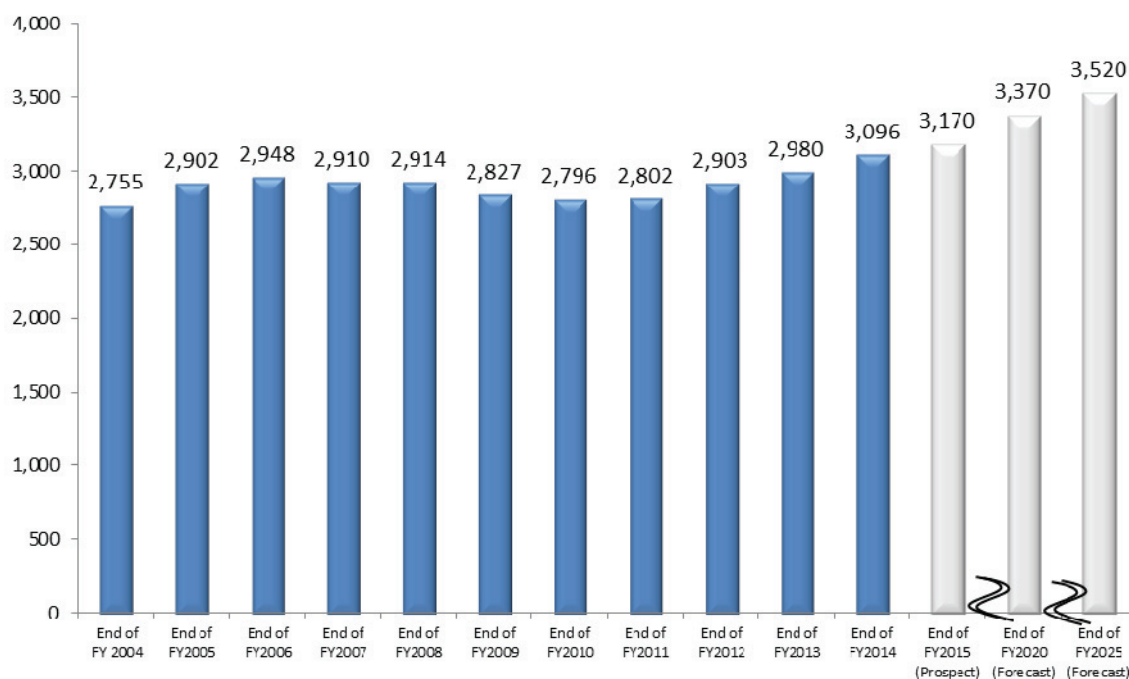
Contacts: Public Relations

Yano Research Institute Ltd. (URL: <http://www.yanoresearch.com>)

Phone: +81-3-5371-6912

E-mail: press@yano.co.jp

■ **Figure 1: Transition and Forecast of Number of Lease Vehicles for Enterprises**



Notes:

1. The figures from the end of FY2004 to end of FY2006 are quoted from the data at Ministry of Land, Infrastructure, Transport and Tourism; the figures from the end of FY2007 to FY2014 are quoted from Japan Automotive Leasing Association.
2. The figures as of end of FY2015 and beyond are estimated by Yano Research Institute.
3. The market size of each fiscal year indicates the number of lease vehicles for enterprises as of end of each fiscal year (excluding sole proprietors).
4. The figures for end of FY2015 are prospect, and the figures for end of FY2020 and FY2025 are forecast.