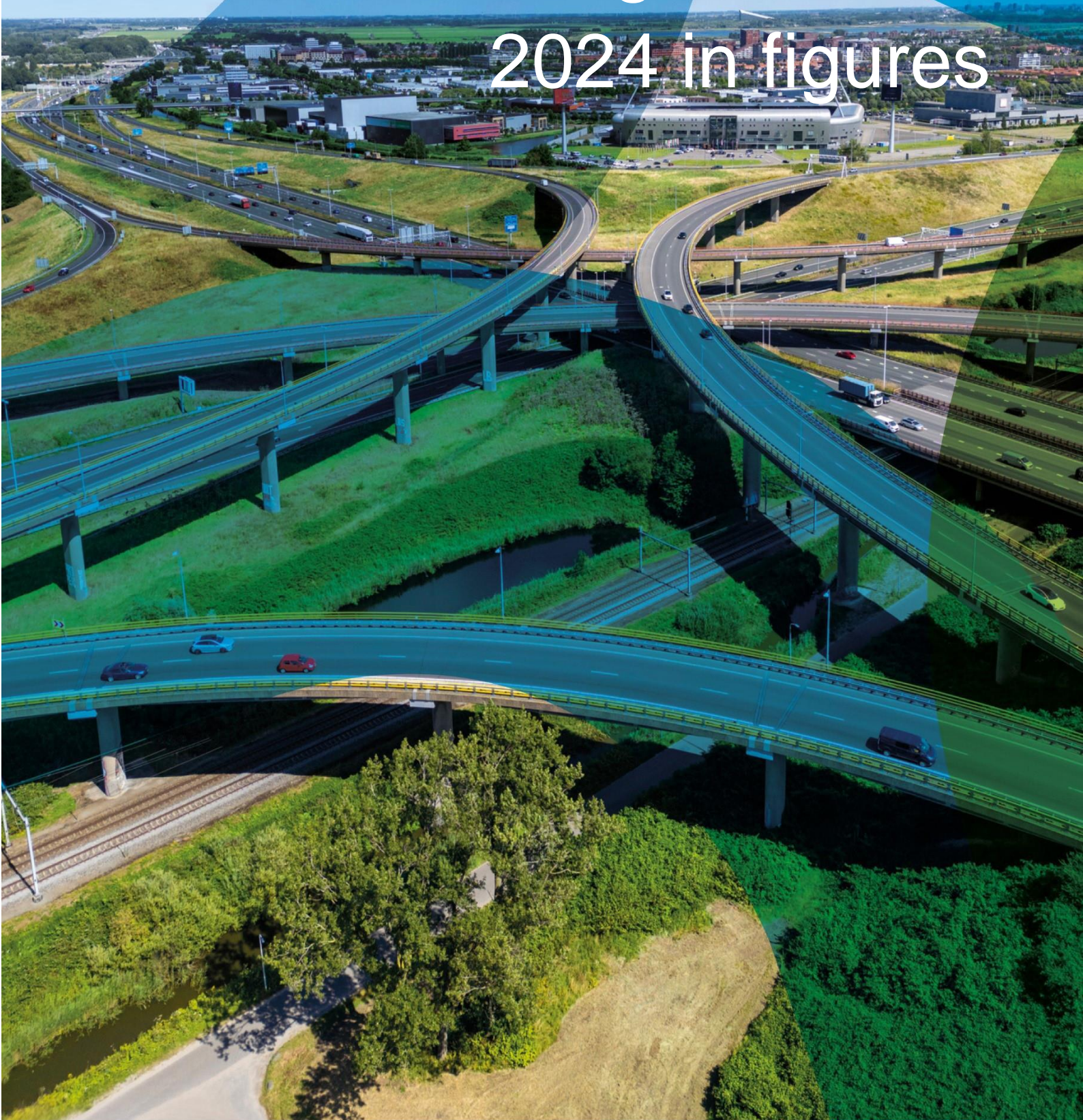


# The Vehicle Leasing Market in 2024 in figures



vereniging van nederlandse  
autoleasemaatschappijen



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## Prepared by: Association of Dutch Vehicle Leasing Companies (VNA)

This report is a more detailed version of the information presented on our website [www.vna-lease.nl/feiten-cijfers](https://www.vna-lease.nl/feiten-cijfers). This publication was compiled with the help of members of the VNA RDC and the Periscope Onderzoek & Advies research institute.

Much of the data presented in this report is based on the VNA Monitor, to which all VNA members contribute. With a joint market share of around 87%, the VNA Monitor gives a statistically well-founded overview of the vehicle-leasing market in the Netherlands.

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# 1 Development of the leased fleet

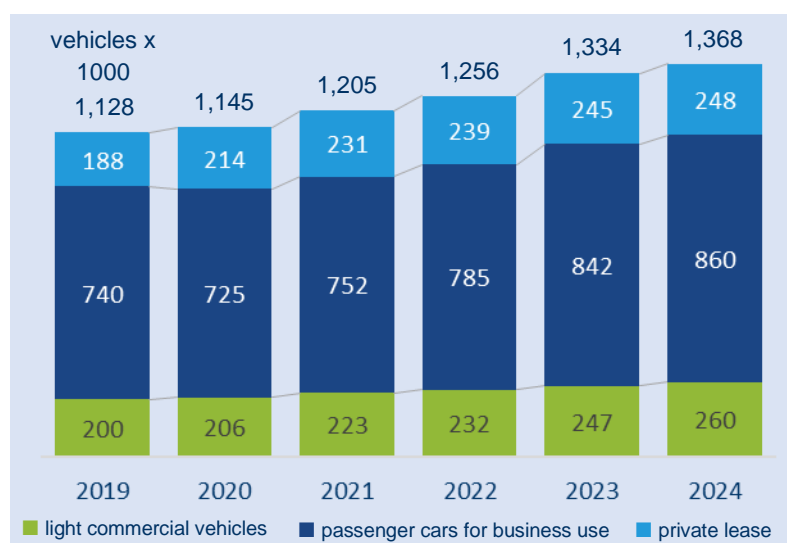
## 1.1 Leased fleet - Growth despite challenging market conditions

The year 2024 was another year of growth for the vehicle leasing market. While there was growth in all segments of the leased fleet, growth was mainly concentrated in the business segment. The overall growth rate of the leased fleet fell slightly. Conditions were more challenging and the labour market came up against its boundaries. At the same time, the economy grew at a relatively low rate and interest rates were relatively high. The biggest growth in the fleet came in the light commercial vehicle leasing market segment. This increase came partly on the back of companies pre-empting the scrapping of the vehicle registration tax exemption for light commercial vehicles in 2025.

### Compared to 2023:

- the total Dutch leased fleet (passenger cars and light commercial vehicles combined) was up 2.5% to 1.368 million vehicles;
- the total number of leased passenger cars for business use was up 2.1% to 859,700;
- the number of cars leased on a private lease was up 1.1% to 247,900;
- the total number of leased light commercial vehicles was up 5.3% to 260,400.

Figure 1: Development of the leased fleet - Growth across the board



Source: VNA

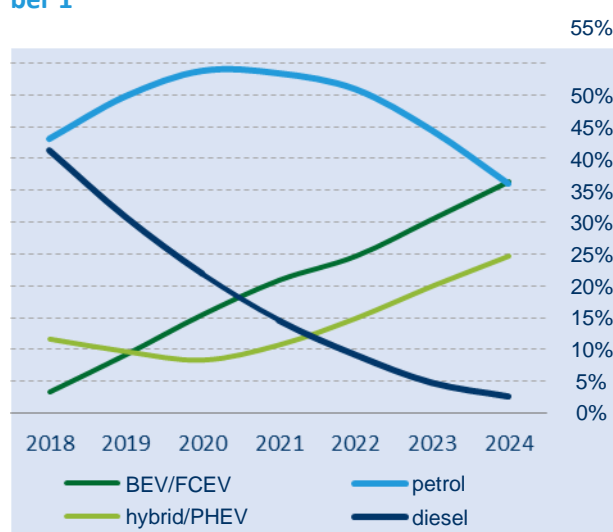
The size of the total market is an estimate based on the VNA Monitor, RDW data analysed by RDC, and the Vehicle Leasing Top 60 and Top 100 published by Aumacon and Automotive respectively. The totals presented here are higher than the totals reported by RDC. The difference lies in financial leasing and commercial fleet management, which are both contract types that are part of the leasing market, but the majority of vehicles leased under these contract types do not appear as such in the RDC data.<sup>1</sup>

<sup>1</sup> In this publication, we limit ourselves to financial leasing offered by vehicle leasing companies. Financial leasing offered by other types of providers, such as banks, in the lessor role are not in scope for this publication.

## 1.2 Electric drivetrain - Further electrification of leased fleet

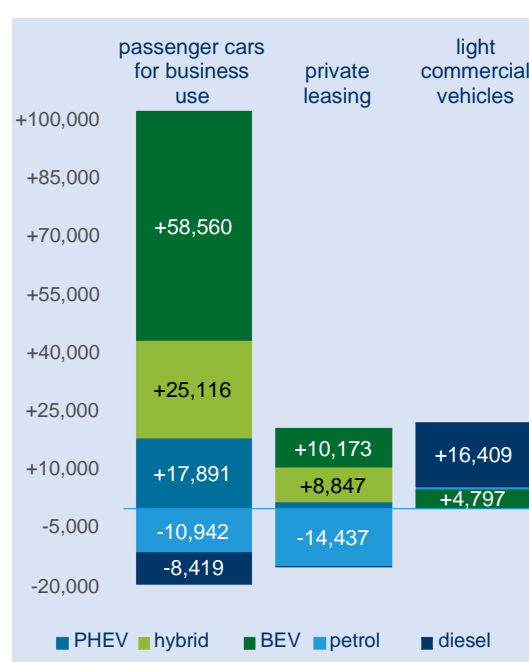
In the fleet of leased passenger vehicles, the share of fully battery electric vehicles (BEVs) continued to grow rapidly. In 2024, the share of BEVs (36.4%) exceeded that of petrol-powered vehicles (36.1%) for the first time ever – see Figure 2. When adding plug-in hybrid vehicles (PHEV, 8.5%), a total of 44.9% of all leased passenger cars now come with a plug. Additionally, hybrid vehicles make up 16.1% of the total leased fleet. The number of petrol-powered vehicles fell sharply. Diesel-powered vehicles, which still represented over 40% of the fleet as recently as in 2018, have all but been phased out.

**Figure 2: Shares of fuels in the fleet of leased passenger cars for business use - BEV is the new number 1**



Source: RDC, analysis by VNA

**Figure 3: New and terminated operational leases by fuel**



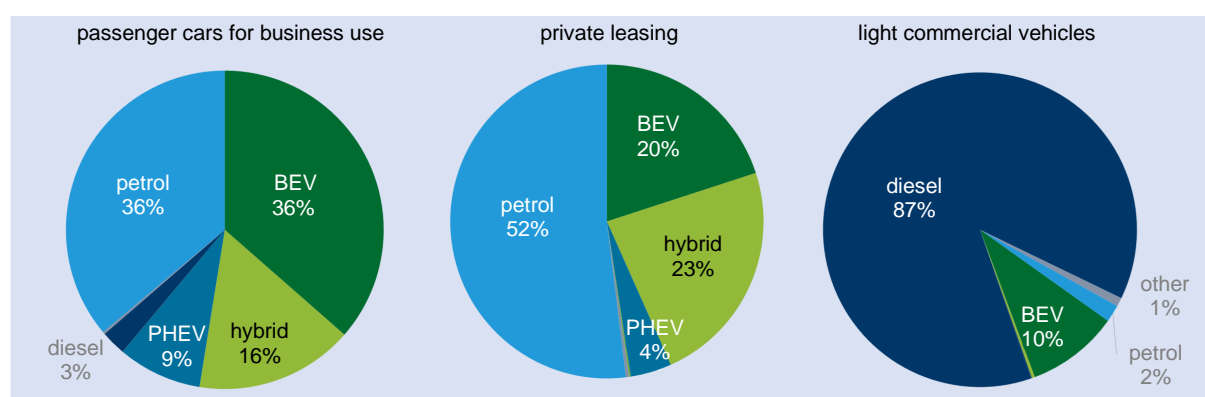
Source: RDC, analysis by VNA

Fuel type data is based on Netherlands Vehicle Authority (Rijksdienst Wegverkeer, RDW) data analysed by RDC. In the RDC data, 98% of the leased fleet is made up of vehicles leased under an operational lease. Financial lease and fleet management are left aside.

Electrification also continued to grow in private leasing, albeit at a slightly slower rate than in the segment of passenger cars for business use. Of all vehicles leased on a private lease in the Netherlands, 20% were fully electric. Additionally, 4% of those vehicles were plug-in hybrids and 23% were hybrids. A small majority of the fleet (52%) ran on petrol. This was still 60% in 2023. Figure 3 shows the swing from fossil fuels to electric.

In the light commercial vehicle segment, diesel is still the dominant fuel type by far, although we do see growth in the share of electric vehicles in this segment too. Hitting double figures for the first time, this share currently stands at 10%.

**Figure 4: Fuel type of vehicles leased on operational lease by market segment**



Source: RDC, analysis by VNA

### 1.3 Model - Large number of small and mid-size vehicles, often electric

In the fleet of leased passenger cars for business use, rising electrification is also evident from the list of the most commonly leased models. The top 3 in 2024 is dominated by EVs, and the rest of the top 10 also includes several electric models. Furthermore, the C-segment, i.e. (compact) family cars, appears to be the most popular segment for those who use their leased vehicle for business purposes. The share of this segment in the total fleet of passenger cars leased for business use reached 46.5%. Following at a distance are the B-segment (small vehicles) with 21.5% and the D-segment (mid-size) with 20.2%.

The top 10 of models in the private leased fleet features five models that are also popular as fully electric versions. The B-segment remained the most sought-after with a 43.4% share. The A-segment (city cars) has lost some of its share over the years, but still represents 23.8%.

The C-segment accounts for 29.3%.

**Table 1: Top 10 models in the leased passenger car fleet - Large number of mid-size and small vehicles, often electric**

	Passenger cars for business	% BEV	Private leasing	% BEV
1	Tesla Model 3 (D)	100%	Kia Picanto (A)	
2	Tesla Model Y (D)	100%	Peugeot 208 (B)	46%
3	Kia Niro (1)	72%	Kia Niro (1)	47%
4	Volkswagen Polo (B)		Fiat 500 (A)	14%
5	Skoda Octavia (C)		Opel Corsa (B)	24%
6	Skoda Enyaq (C)	100%	Toyota Yaris (B)	
7	Volvo XC40 (C)	68%	Toyota Aygo X (A)	
8	Kia Picanto (A)		Toyota Aygo (A)	
9	Peugeot 208 (B)	53%	Volkswagen Polo (B)	
10	VW ID.3 (C)	100%	Peugeot 2008 (B)	51%

In parentheses = passenger car segment. % BEV = share of fully electric version by model.

The top 10 of the fleet of leased light commercial vehicles is made up of a mix of large and small vans. Signs of electrification have also started to appear in this domain. More and more light commercial vehicles are available as an electric version and appearing in the leased fleet.

**Table 2: Top 10 leased light commercial vehicle models - Electrification slowly beginning to appear**

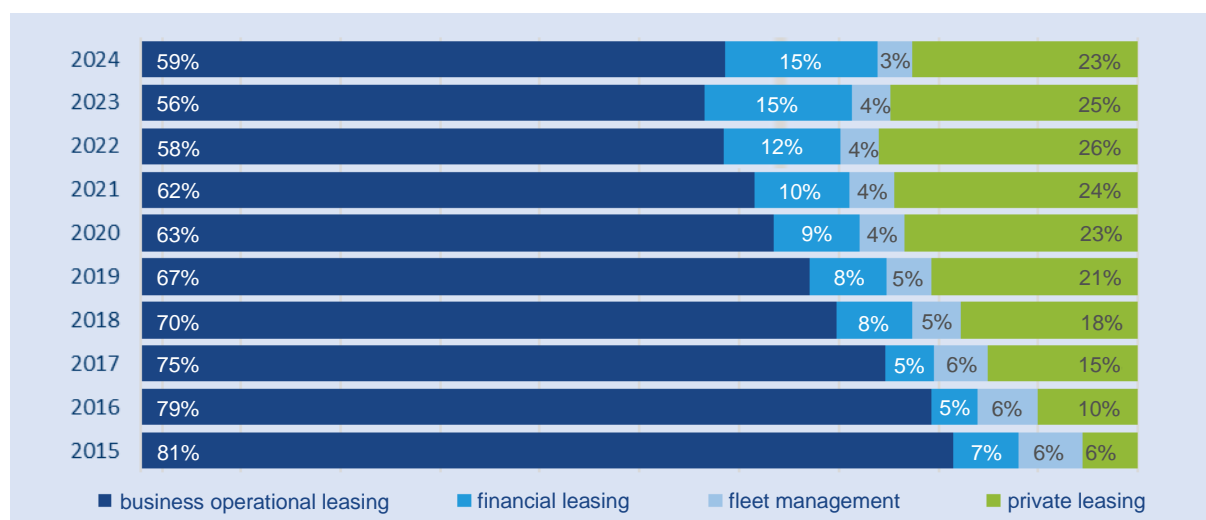
	Light commercial vehicles	% BEV
1	Volkswagen Transporter	
2	Volkswagen Caddy	
3	Mercedes Sprinter	2%
4	Ford Transit Custom	2%
5	Volkswagen Crafter	1%
6	Opel Vivaro	19%
7	Renault Trafic	1%
8	Mercedes Vito	17%
9	Ford Transit	19%
10	Peugeot Partner	9%

Source: RDC, analysis by VNA

## 1.4 Types of leases - Increase in business operational leasing

For passenger cars (Figure 5), operational leasing is the most important leasing option. For a long time, the balance between business and private customers had been shifting towards private leasing. Demand for private leasing has now levelled out, while the business market continues to grow. This led to a slight drop in the share of private leasing in the overall leased passenger car fleet. While the share of financial leasing is strongly on the rise, it stabilised in 2024. Operational leasing, on the other hand, actually gained in popularity and showed growth in its share. The fleet management market was relatively stable in 2024.

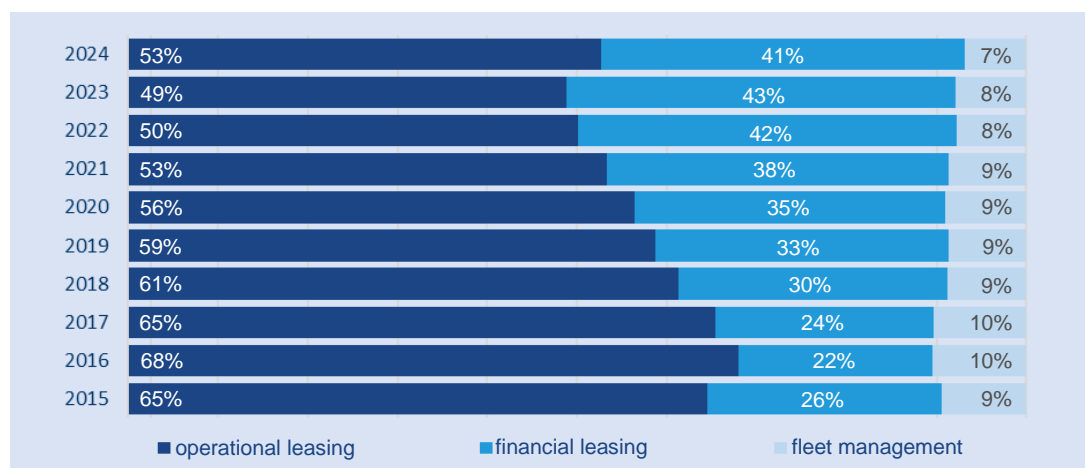
**Figure 5: Leased passenger car fleet of VNA members by type of lease - Business operational leasing on the rise**



Source: VNA

The share of operational leasing also grew in the domain of leased light commercial vehicles. Electrification seems to be a driving force behind that growth. Customers opt for certainty and full service. While the share of financial leasing is considerable, it fell slightly compared to 2023.<sup>2</sup> The fleet management market is stable. As operational leasing and financial leasing grow, the relative importance of fleet management shows a steady decline.

**Figure 6: Fleet of light commercial vehicles of VNA members by type of lease - Operational leasing regains lost ground**



Source: VNA

## 1.5 Lease contracts - Broad service offering, longer contract terms

In addition to financing, providing a full-service solution plays an important role in people opting to lease instead of buy. This is reflected in the contractual components of the lease package. For passenger cars for business use, repair, maintenance and tyre service and comprehensive insurance are part of the lease contract in the vast majority of cases. A courtesy car and fuel management are included in a lease contract somewhat less frequently. In the light commercial vehicle segment, there is more variation in whether or not these services are included in the lease package. With financial leases, these components are very rarely part of the lease and are not included in the table below. Private leasing is not included in Figure 7 either. Repair, maintenance and tyre service, comprehensive insurance and a courtesy car in case of breakdown are standard components of the private leasing product.

**Figure 7: Lease package components – Many customers opt for a wide range of services**

	passenger cars for business use		light commercial vehicles	
	operational leasing	fleet management	operational leasing	fleet management
tyre service	95%	93%	59%	83%
comprehensive insurance	92%	87%	93%	74%
courtesy car	81%	59%	34%	31%
fuel management	63%	54%	40%	38%

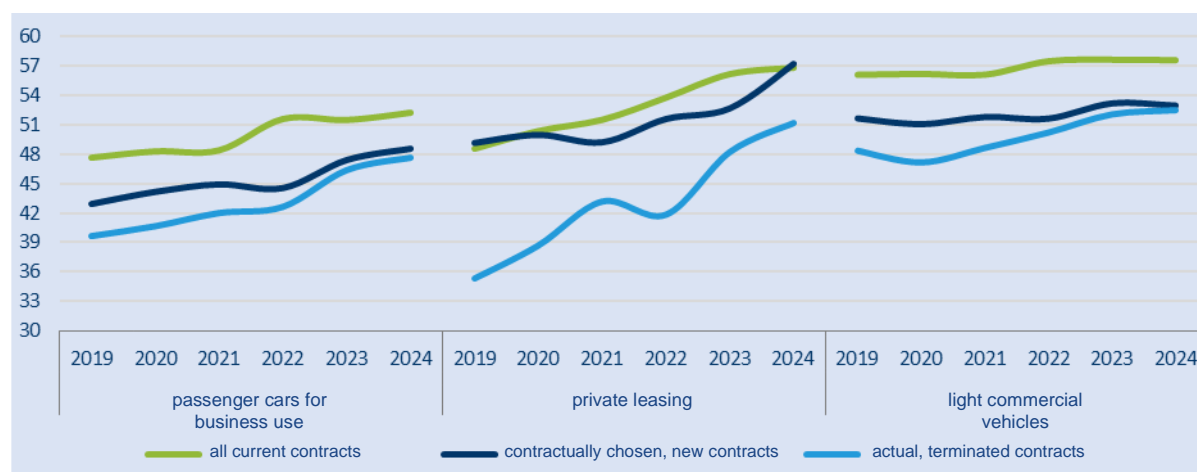
Source: VNA

<sup>2</sup> Changes in the composition of the leased fleet of the joint VNA members are partly driven by the dynamic in the association's membership: in 2023, a leasing company with a relatively large number of financial leases joined VNA, and in 2024 a leasing company with mainly operational leases joined.

## The term of lease contracts continues to increase

The average lease contract term is increasing steadily. This is partly due to the increasing share of electric vehicles, which are, on average, more expensive than petrol-powered and diesel-powered vehicles: the longer the term, the lower the monthly payment.

**Figure 8: Term of passenger car lease contracts - Upward trend continues**



Source: VNA

For passenger cars (business and private), this trend of longer terms persevered in 2024. For business cars, the average term of new contracts was 48.5 months (4 years) and for private leases it was 57.2 months (almost 5 years) in 2024.

**Table 3: Average contract term - Increase in 2024**

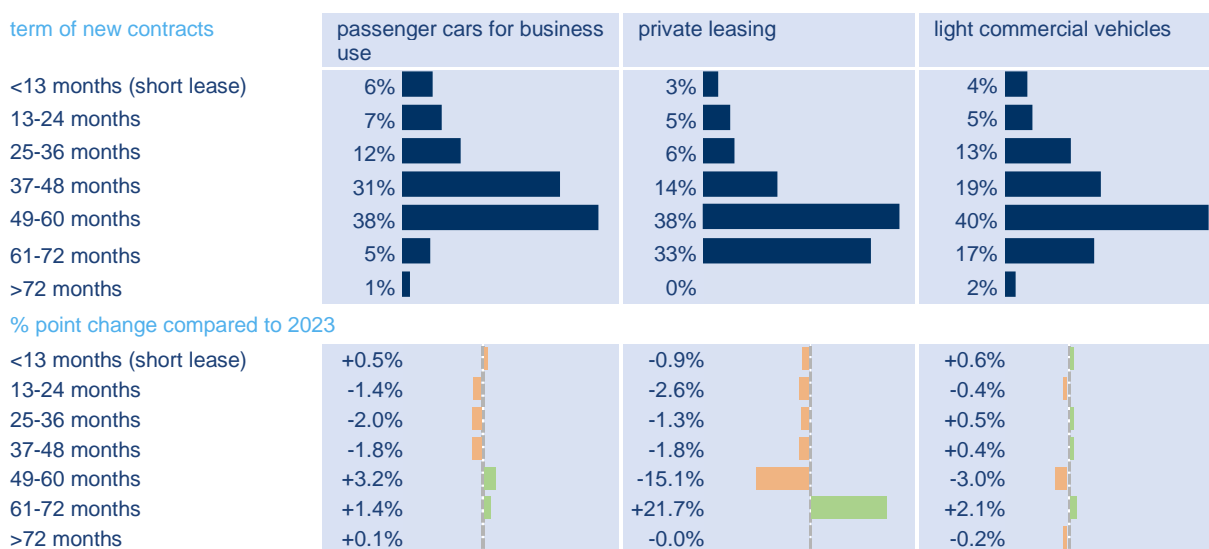
In months	passenger cars for business use		private leasing		light commercial vehicles	
	2023	2024	2023	2024	2023	2024
contractually chosen, all contracts	51.5	52.2	56.2	56.8	57.6	57.6
contractually chosen, new contracts	47.2	48.5	52.6	57.2	53.2	53.0
actual, terminated contracts	46.3	47.6	48.3	51.2	52.1	52.5

Source: VNA

The most commonly chosen lease term across all segments is 60 months (5 years). One in every three newly concluded private lease contracts has a term of between 61 and 72 months, which generally means 72 months - 6 years.



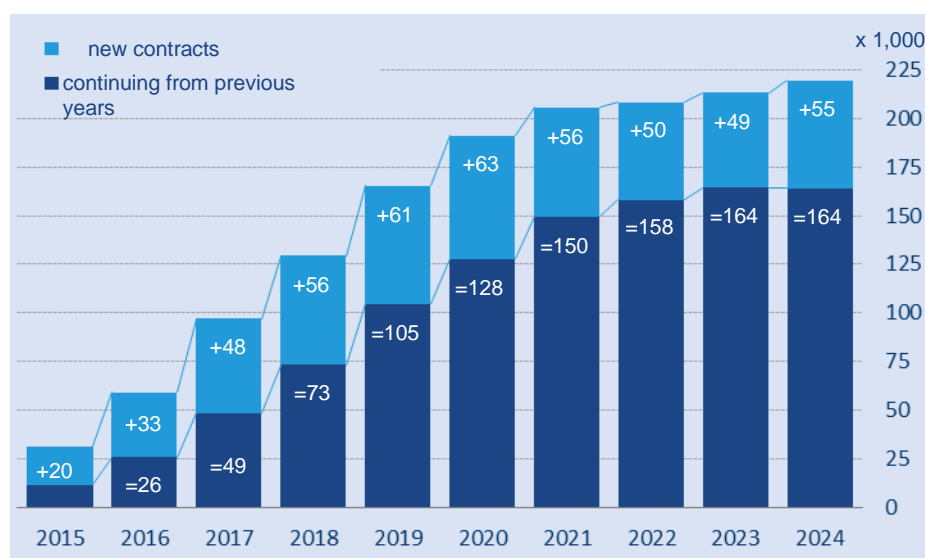
**Figure 9: Term options - 5 years is the most commonly chosen term for new contracts**



Source: VNA

In private leasing, the upward trend in contract terms affects the ratio of current to new contracts. The number of private lease contracts in the Netherlands has now risen to 248,000, but the ratio of current contracts to new contracts has stabilised (Figure 10). As the terms of private lease contracts become longer, the number of current contracts will increase in the coming years.

**Figure 10: Ratio of new to current private lease contracts (VNA members only)**



Source: VNA

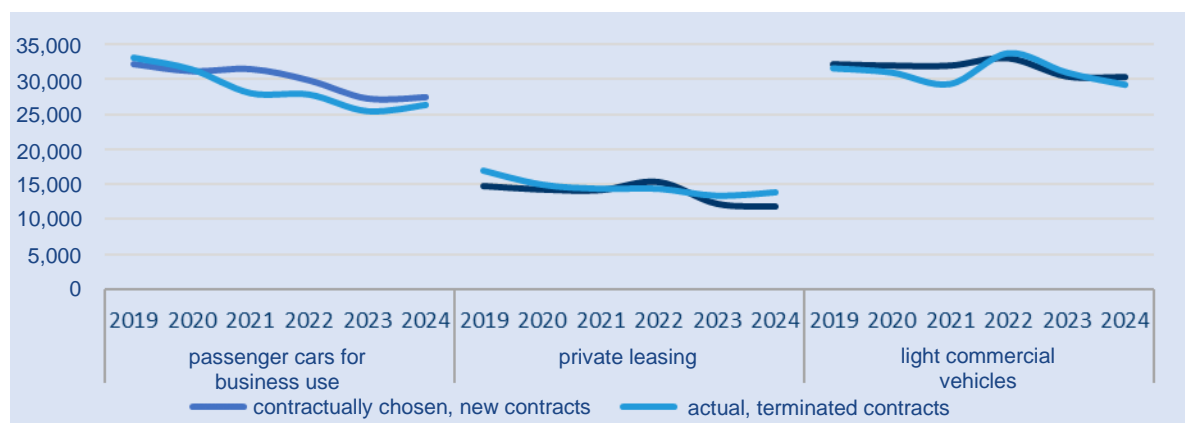
### Slight uptick in kilometres travelled in leased passenger cars

In 2024, the total number of kilometres travelled by leased passenger cars was up slightly on 2023 (Figure 11). In 2024, passenger cars used for business purposes that were at the end of their contract term were returned with an average of 800 kilometres (annualised) more on the clock than in 2023 (+3.3%).

The downward trend in kilometres driven in recent years (the ‘COVID-19 dip’) thus seems to have been reversed. In private leasing, there was an increase in the same order of magnitude: +500 kilometres or +4.1%.

For light commercial vehicles, it is the other way around: vehicles at the end of their contracts had an average of 1,600 fewer kilometres on the clock in 2024 than in 2023.

**Figure 11: Average kilometrage - Downward trend in business kilometres bucked**



Source: VNA

The outlook for the coming years is stable. New contracts specify a standardised number of kilometres based on expected annual use of the vehicle. For passenger cars for business use, expected usage was slightly higher than in 2023 (+200 kilometres, +0.7%), for private leasing (-300 kilometres, -2.8%) and light commercial vehicles (-400 kilometres, -1.3%) it was somewhat lower.

**Table 4: Average kilometrage – Increase among passenger cars, decrease among light commercial vehicles**

number of kilometres (OL and WPB)	passenger cars for business use		private leasing		light commercial vehicles	
	2023	2024	2023	2024	2023	2024
actual, terminated contracts	25,400	26,300	13,300	13,800	31,000	29,300
difference compared to 2023 (km and %)	+800	+3.3%	+500	+4.1%	-1,600	-5.3%
contractually chosen, new contracts	27,300	27,500	12,200	11,800	30,700	30,300
difference compared to 2023 (km and %)	+200	+0.7%	-300	-2.8%	-400	-1.3%

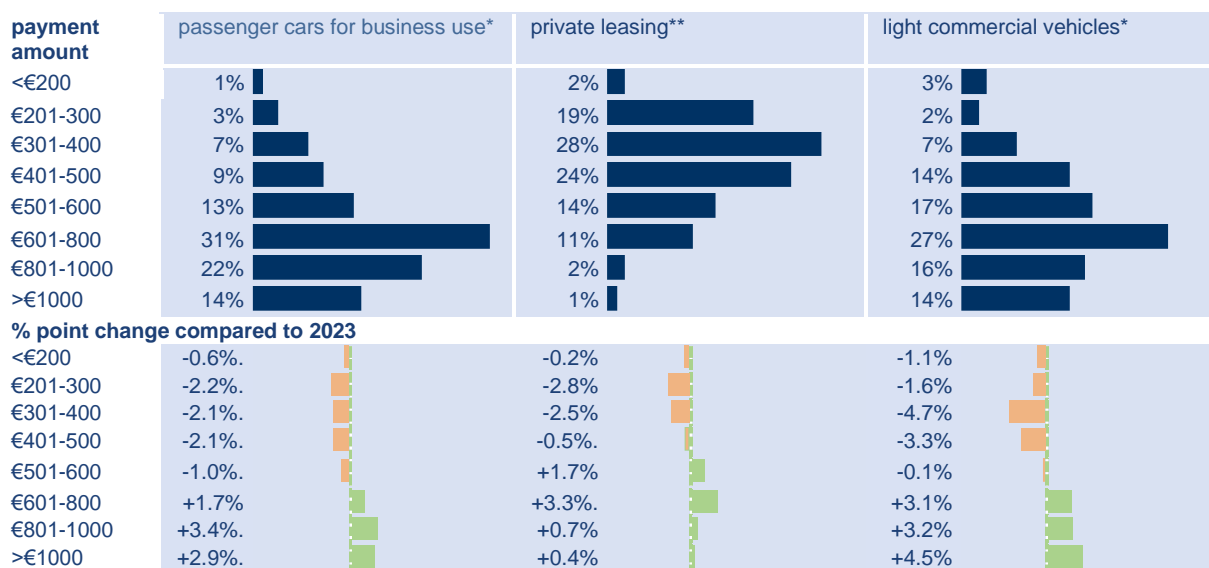
Source: VNA

## Lease payments

The monthly amount paid by the lessees, i.e. the lease payment, is determined by the purchase price of the car, the term of the contract and the expected usage in kilometres. Given the differences in these parameters, there is a large variation in the lease payments, as shown in Figure 12. For leased passenger cars for business use, the median (middle) rate is around €700 per month (not including VAT). For one in seven leased cars for business use, the monthly payment exceeds €1,000. In private leasing, the amounts are lower than in the business segment, with the median payment (including VAT) being just above €400. A small minority of private leases exceed €800 per month. For light commercial vehicles, the spread is greater, as the median monthly payment is around €650 (not including VAT).

Lease payments are up on 2023, as shown by the second part of [Figure 12](#). This increase, as noted above, depends largely on contract choices and the choice of a particular type of vehicle. Electrification also plays an important role in this.

**Figure 12: Monthly payment for operational leasing segments - Shift to higher segments**



\*not including VAT; \*\* including VAT.

Source: VNA

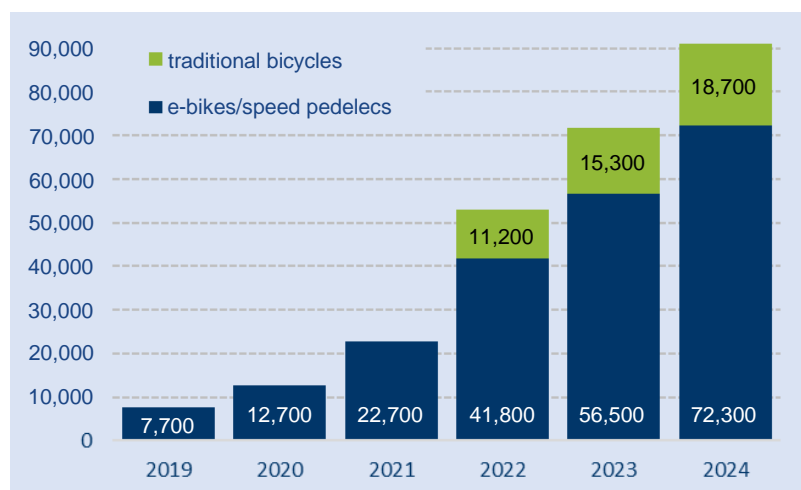
## 1.6 Broader mobility - More bicycles leased

Vehicle leasing companies are increasingly presenting themselves as *mobility providers*, with a broader range of products and services. In addition to passenger cars and light commercial vehicles, the joint VNA members have almost 3,200 leased motorcycles in their portfolio and more than 2,700 mopeds.

Leasing companies also manage mobility budgets (an allowance for employees to arrange transport for their commute themselves) for their customers.

Two thirds of the leasing companies affiliated with the VNA also offer leased bicycles, both electric models (e-bikes and speed pedelecs) and traditional (non-electric) models. The bicycle fleet is growing rapidly: in 2024, it totalled 72,300 e-bikes/speed pedelecs (42% more than in 2023) and 18,700 traditional bikes (+28%). A large majority (95%) of leased bicycles are bikes leased for business use.

**Figure 13: Leased bicycle fleet of VNA members - The 100,000 mark is in sight**



Source: VNA

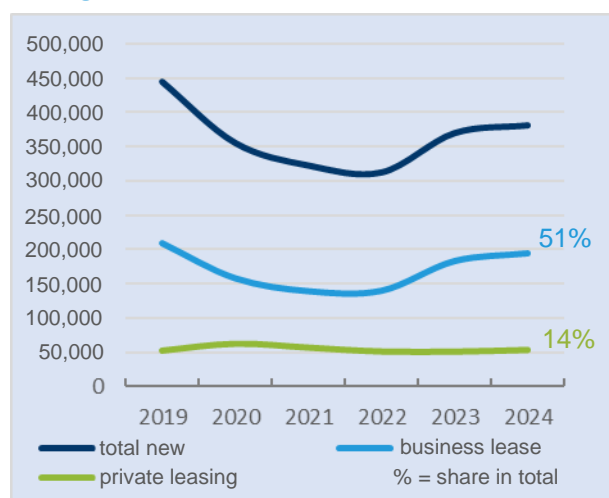


## 2 New leased vehicles

### 2.1 Use of leased vehicles - Increase in new vehicles, slight drop in (re)use of used vehicle

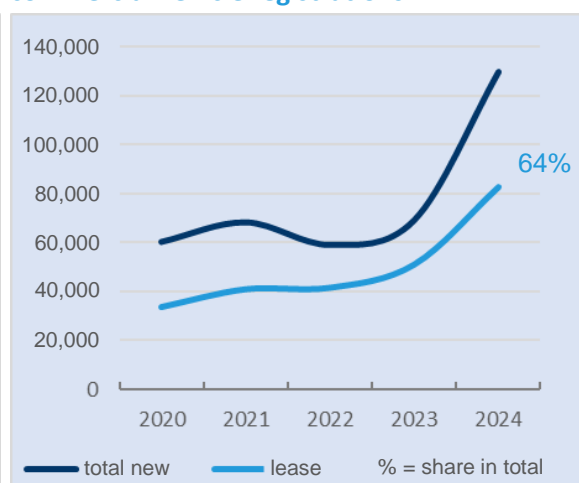
Nearly two in three newly registered cars in the Netherlands are leased. Of the passenger cars registered in the Netherlands in 2024 (a total of 381,227), 51% were cars leased for business use and 14% were privately leased cars (see Figure 14). This adds up to 248,200 leased cars, accounting for 65% of total new car registrations.

**Figure 14: Share of leased cars in new passenger car registrations**



Source: RDC, VNA

**Figure 15: Share of leased vehicles in new light commercial vehicle registrations**



Source: RDC, VNA

Note: The number of new leased cars is higher than the number reported by RDC for the same reason as described in Section 1.1. Cars under financial leases and fleet management are not recognisable to RDC as leased cars. However, such vehicles are included in this market estimate.

In 2024, 129,878 new light commercial vehicles were registered in the Netherlands, almost a doubling compared to 2023 (+87%). Of these, 83,600 (64%) are leased (see Figure 15). The high number of new light commercial vehicles registered was largely related to the fact that businesses would no longer be able to benefit from a tax exemption for new light commercial vehicles as of 1 January 2025.

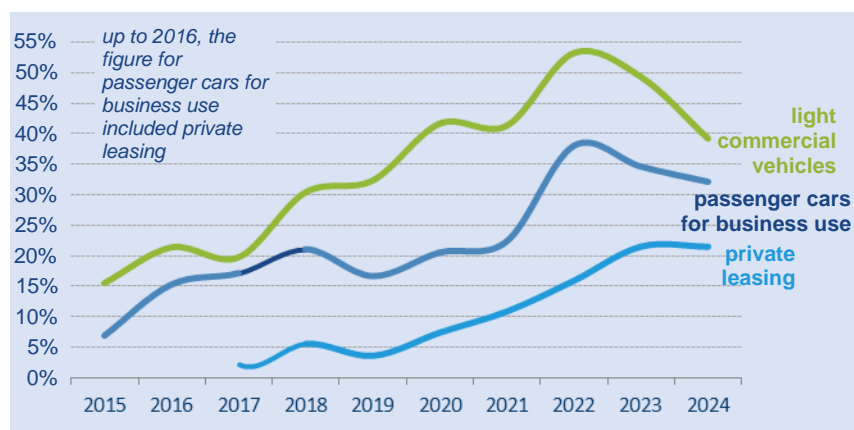
#### Share of (re)use of used vehicles fell slightly

Vehicles that have reached the end of their lease term after 4 or 5 years (see above) are given a second life, either by being offered for leasing again or outside the leasing industry. The joint VNA members transferred over 200,000 passenger cars to the used car market in 2024, often indirectly through, for example, car traders, original dealers or auction houses.

However, leasing companies also offer used cars for leasing, particularly under financial leases. In that category, about 80% of vehicles that are leased for the first time are used vehicles. Used vehicles are also leased privately, for business purposes and as part of a fleet management service. In those domains, the vehicles leased are generally cars or light commercial vehicles that the leasing company had previously leased to another customer.

For both passenger cars and light commercial vehicles, the share of used cars, i.e. purchased used cars and reused cars from their own fleet, was lower in 2024 than in the previous two years (Figure 16). New is chosen relatively often, as described above. New vehicles are also more available now, compared to during the COVID-19 years. Another factor is that the Dutch government has rapidly phased out financial incentives for EVs. This impacts the attractiveness of used EVs for reuse or used car leasing. When it comes to light commercial vehicles, the number of new vehicles was high due to the imminent scrapping of the tax exemption on vehicle registration for businesses.

**Figure 16: (Re)use of used cars as a % of new lease contracts – Decrease in (re)use of used vehicles**



Source: VNA

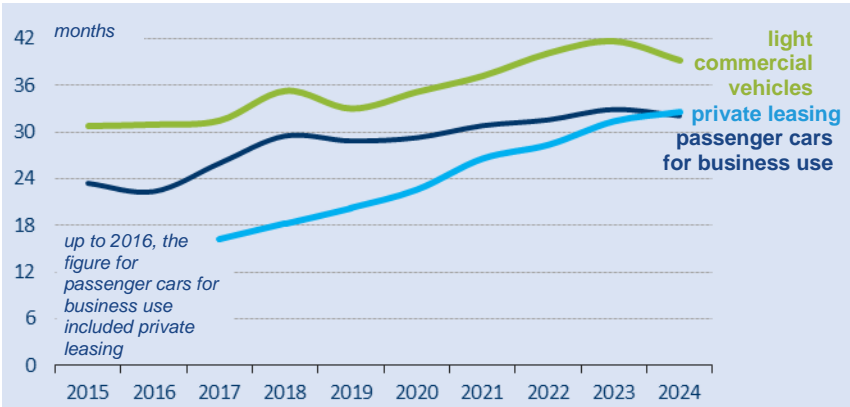
#### Average age of vehicles leased for business use is falling

The reduced use and reuse of used cars caused a slight decrease in the average age of the business fleet (Figure 17) for the first time since 2018. For passenger cars for business use, the average age came in at 32.1 months, half a month less than in 2023. In private leasing, the effect of longer contract terms dominated: the average age here increased by more than a month to 32.5. For the first time since the introduction of private leasing in the 2013-2014 period, the average age of leased cars for private use is higher than that of leased cars for business use.

For light commercial vehicles, the effect of the influx of new vehicles is clearly visible, with the average age of the leased fleet falling to 39.2 months (3.3 years).

The average age of leased vehicles is relatively low compared to the rest of the Netherlands fleet of vehicles. The average age of passenger cars in the Netherlands is 11.9 years (143 months) and that of light commercial vehicles is 10.3 years (124 months).

Figure 17: Average age of leased fleet - Slight rejuvenation of business leased fleet

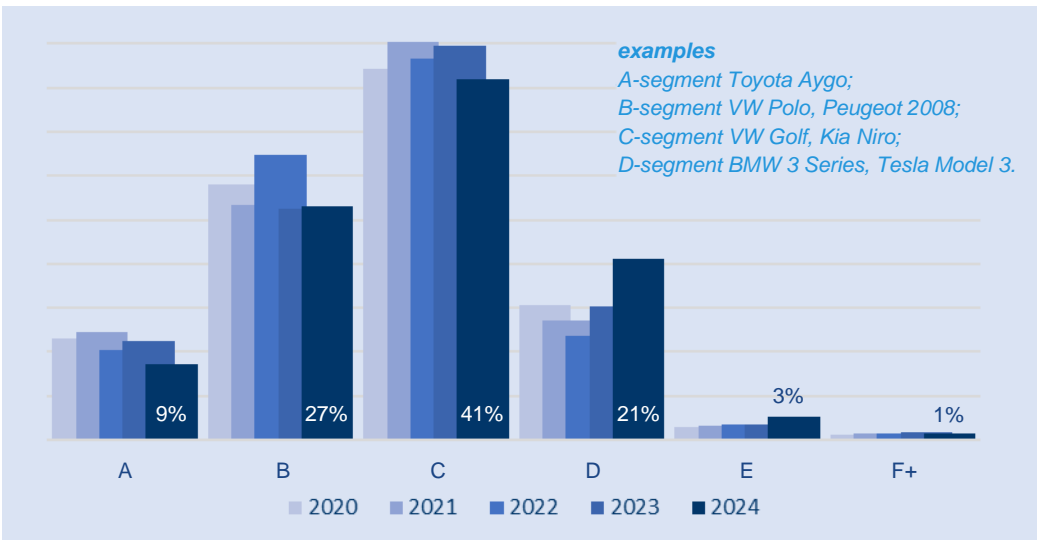


Source: VNA

Electrification affects leasing customers’ choice of segment

With a 41% share, the C-segment continues to be the dominant segment when it comes to the leasing of new passenger cars (for business or private use). There was, however, a shift towards the D-segment. This had a lot to do with continuing electrification. On the other hand, the A-segment’s share fell due to a lack of electric options in that segment, dropping to a 9% share of newly leased cars. The B-segment remained stable at 27%.

Figure 18: New lease registrations by segment - Electrification drives growth in D-segment



Source: RDC

## Higher purchase prices

Both the trend in segments and the growth in electrification are reflected in the increasing average list price (the historical purchase price) of the vehicle fleet, see Table 5.

**Table 5: Average list price of newly registered leased vehicles - Another increase**

	Passenger cars for business use		Passenger cars private leasing		Light commercial vehicles	
	2023	2024	2023	2024	2023	2024
Average list price (incl. VAT/vehicle registration tax for passenger cars and not including vehicle registration tax for light commercial vehicles)	€44,300	€46,800	€35,300	€36,000	€43,500	€46,000

Source: VNA based on RDC data

Especially in the business segment, the average purchase price again rose sharply. Compared to 2023, it was up by just under 6% for passenger cars and light commercial vehicles. In private leasing, the average price rose less sharply with an increase of about 2%.



## 2.2 Electric drivetrain of new leased vehicles - Growth in business EVs

As mentioned above, the leased fleet continues to go electric. In this regard, the influx of new cars provides an indication for the coming years. In all segments, the share of EVs in new leases continued to be greater than the EV share in the overall fleet. This also points to further growth of electrification in the leasing fleet for the next few years.

Among leased passenger cars for business use, nearly half (48.2%) of newly registered vehicles were fully electric in 2024. This went at the expense of the share of petrol-powered vehicles. Within private leasing, the EV share remained virtually stable at 28.5% compared to 2023. In the light commercial vehicle domain, the BEV share saw a small dip in 2024 compared to 2023. This has everything to do with the run on diesel-powered light commercial vehicles triggered by the abolition of the vehicle registration tax exemption for these vehicles as of 2025. The share of BEVs in the light commercial vehicle segment is expected to increase sharply in 2025.

**Table 6: Shares of fuels of newly registered leased vehicles - Growth in BEVs for business use**

	passenger cars for business use		private leasing		light commercial vehicles	
	2023	2024	2023	2024	2023	2024
battery electric vehicle (BEV)	35.8%	48.2%	28.6%	28.5%	17.0%	12.2%
hybrid	19.8%	19.8%	29.8%	28.9%	0.5%	0.1%
plug-in hybrid (PHEV)	10.0%	12.0%	7.6%	6.4%	0.0%	0.3%
petrol	33.6%	19.5%	33.6%	35.8%	2.0%	2.2%
diesel	0.6%	0.4%	0.0%	0.0%	80.3%	85.1%
other	0.2%	0.1%	0.4%	0.3%	0.2%	0.2%

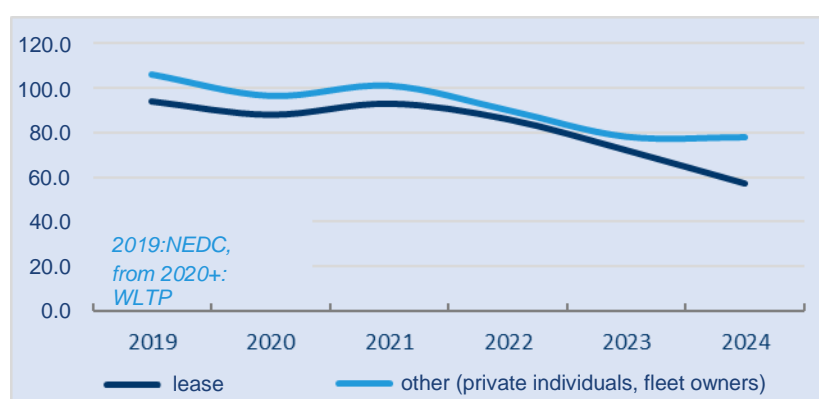
Source: RDC

### Further drop in carbon emissions

Because the influx of new leased cars includes a relatively large share of EVs, the average emissions per kilometre are lower for leased cars than for cars in other ownership categories.

In 2024, the decline in average emissions for new leased cars continued, while emissions stagnated in the other ownership categories, see [Figure 19](#). In 2024, average per-kilometre emissions came in at 57 grams (leased vehicles) versus 78 grams (other ownership categories), a difference of 27%.

**Figure 19: Average carbon emissions (gr/km) of new passenger cars - Lower for leased than for other ownership categories**



Source: RDC

## 2.3 Models – EV highly popular option for business lease

In 2024, there was clear growth in the number of fully electric cars in the top 10 of newly registered leased passenger cars for business use. The top 3 of 2024 consisted solely of EVs, and there were as many as 6 fully electric models in the top 10.

Within private leasing, electrification has not come along as far. What private leasing customers seem to be waiting for is a wider range of small electric models. The top 10 of privately leased cars is currently dominated by smaller petrol-powered and hybrid models. When it comes to light commercial vehicles, there was a temporary decline in electric models in 2024. The share of BEV versions of the various models fell slightly. This was caused by the previously discussed run on diesel-powered vehicles due to the scrapping of the vehicle registration tax exemption on these vehicles for businesses as of 1 January 2025.

**Table 7: Top 10 newly registered leased vehicles by segment**

Passenger cars for busi-		#2024	#2023	Private leasing		#2024	#2023
1	Tesla Model Y [1]	12,371 (100%)	6,803 (100%)	Toyota Aygo X [2]		3,532	2,122
2	Tesla Model 3 [11]	7,160 (100%)	2,497 (100%)	Kia Picanto [1]		2,429	2,175
3	Volvo EX30	4,822 (100%)		Volvo EX30		2,319 (100%)	
4	Kia Niro [6]	4,819 (57%)	3,412 (76%)	Kia Niro [12]		1,988 (61%)	841 (57%)
5	Skoda Octavia [7]	3,356	3,315	VW Polo [15]		1,646	600
6	Kia Picanto [7]	3,001	5,345	Peugeot 208 [3]		1,533 (24%)	2,102 (75%)
7	BMW iX1 [21]	2,989 (100%)	1,917 (100%)	Toyota Yaris Cross [7]		1,518	1,335
8	Volvo XC40 [5]	2,880 (86%)	3,432 (83%)	Toyota Yaris [9]		1,236	930
9	Audi Q4 e-tron [26]	2,774 (100%)	1,774 (100%)	Peugeot 2008 [5]		1,259 (24%)	1,508 (80%)
10	Skoda Enyaq [8]	2,731 (100%)	3,173 (100%)	Kia Stonic [8]		1,245	996

Light commercial vehicles		#2024	#2023
1	Renault Trafic [4]	4,070 (2%)	1,832
2	VW Caddy [5]	3,967	1,813
3	Ford Transit Custom [6]	3,763 (5%)	1,662
4	VW Crafter [9]	3,683	1,223 (1%)
5	Mercedes Sprinter [3]	2,907 (1%)	1,868 (1%)
6	Mercedes Vito [7]	2,744 (22%)	1,294 (31%)
7	Ford Transit [10]	2,545 (21%)	1,123 (41%)
8	Peugeot Partner [14]	2,125 (13%)	886 (19%)
9	Opel Vivaro [2]	2,016 (18%)	1,873 (33%)
10	VW Transporter [1]	1,930	2,336

(in square brackets: classification in 2023 and in parentheses the share of BEVs for the model)

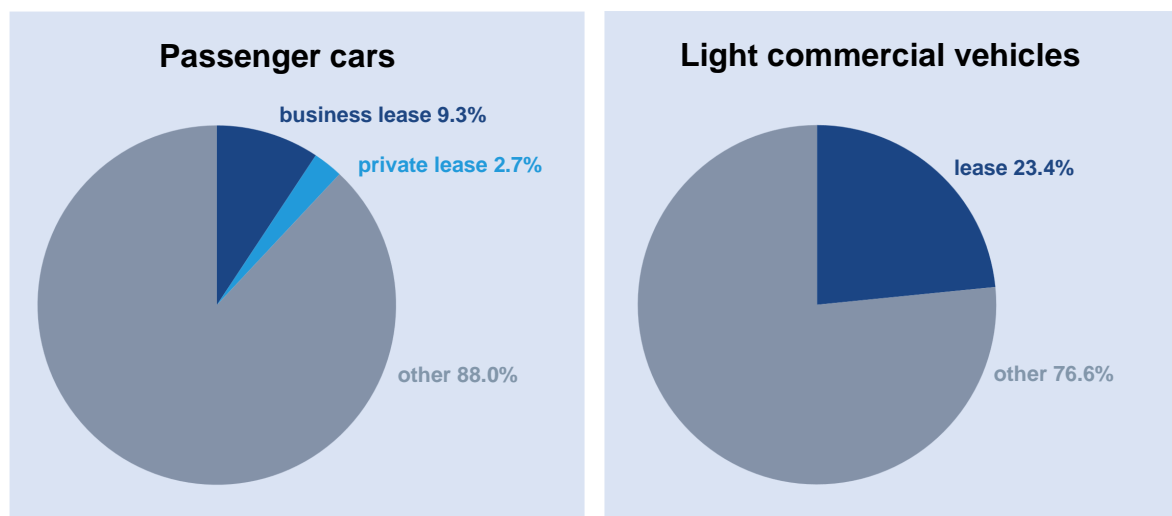
Source: RDC (Private leasing data based on private RTL registrations)

### 3. Leasing industry

#### 3.1 Share of leased vehicles in the Netherlands' total fleet - 12% of passenger cars and 24% of light commercial vehicles are leased

The Netherlands total fleet of vehicles in use, i.e. all registered vehicles less the stock-in-trade of leasing companies, stood at 9.23 million vehicles in 2024, up 2% (180,000 vehicles) on 2023. 12% of all these vehicles are leased passenger cars: 9.3% (859,700 cars) under a business lease and 2.7% (247,900 cars) under a private lease.

**Figure 20: Share of leased vehicles in total fleet of passenger cars and light commercial vehicles**



Source: VNA based on RDC data

Of the Netherlands' total fleet of light commercial vehicles in use (1.1 million vehicles in 2024 - 4.2% more than in 2023), 24% are leased, totalling 260,400 vehicles.

## 3.2 VNA members account for 87% of the total leased fleet

As at the end of 2024, the Association of Dutch Vehicle Leasing Companies (VNA) had thirty statutory members, who offer vehicles and leasing services under various labels. Together, these leasing companies account for almost 1.2 million vehicles, representing 87% of the vehicle leasing market in the Netherlands. The average fleet size of VNA-affiliated leasing companies stood at 39,500 vehicles.

VNA members' joint market share differs per segment:

- passenger cars for business use : 748,200 vehicles, 87%;
- private leasing : 219,400 vehicles, 88%;
- light commercial vehicles : 218,300 vehicles, 83%;
- VNA members' joint share in the registration of new leased vehicles: 76%.

**Table 8: Total leasing sector and VNA share**

	Entire leasing sector				VNA *			
	total leased fleet	passenger cars for business use	private leasing	light commercial vehicles	total leased fleet	passenger cars for business use	private leasing	light commercial vehicles
2024	1,368,000	859,700	247,900	260,400	1,185,900	748,200	219,400	218,300
2023	1,334,100	841,700	245,100	247,200	1,048,800	645,400	213,100	190,300
growth/shrinkage	+33,900	+18,000	+2,800	+13,200	+137,100	+102,800	+6,300	+28,000
% growth/shrinkage	+2.5%	+2.1%	+1.1%	+5.3%	+13.1%	+15.9%	+2.9%	+14.7%
share in total fleet in NL	13.2%	9.3%	2.7%	23.7%	11.5%	8.1%	2.4%	19.9%

\* growth of the VNA fleet came largely on the back of new members joining the association.

\*\* calculated as part of the total fleet of passenger cars and light commercial vehicles respectively.

Source: RDC, VNA

All VNA members offer passenger and light commercial vehicles for business use under an operational lease. Most of the members also offer vehicles under a private lease. Over half of the VNA-affiliated leasing companies also have financial leasing in their service package and three quarters of them also offer commercial fleet management. Most of the VNA leasing companies also offer bicycles (e-bikes, speed pedelecs, traditional bicycles) for lease.

**Table 9: Top 10 VNA members by fleet size**

- Arval
- Athlon Nederland
- Ayvens Nederland
- BMW Financial Services
- Broekhuis Lease
- Hiltermann Lease Groep
- International Car Lease Holding
- Santander Leasing
- Toyota Louwman Financial Services
- Volkswagen Pon Financial Services

Fleet size is measured as the number of vehicles as at 31 December 2024. The top 10 is in alphabetical order.

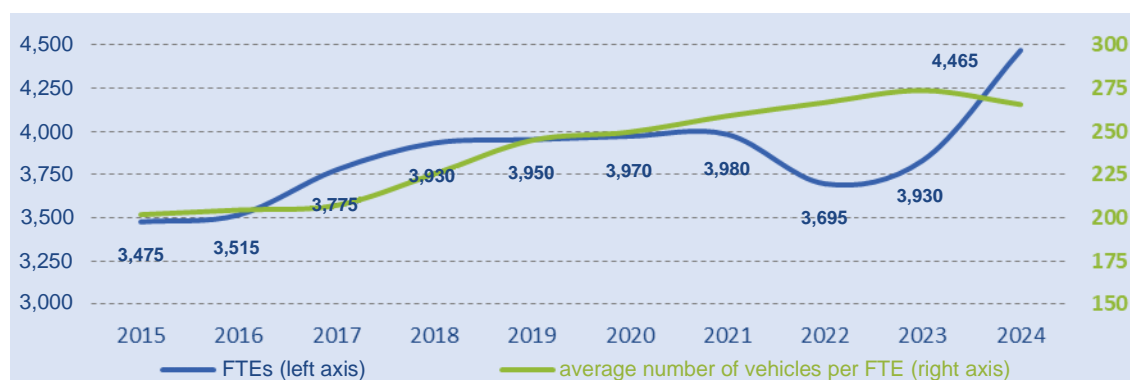
Source: VNA



### 3.3 Employment - Increase in jobs

Employment at the joint VNA members added up to nearly 4,500 full-time jobs. We estimate the number of jobs in the entire Dutch leasing sector at over 5,100. A steady process of mergers and acquisitions in recent years brought economies of scale and pushed up the average number of leased vehicles per FTE. This levelled out in 2024.

**Figure 21: Employment at VNA leasing companies**



The fluctuation in the number of jobs between 2022 and 2024 can be traced to dynamics in the membership base

Source: VNA

The number of FTEs is partly determined by how a leasing company organises its operations: activities may be performed in-house or outsourced, support services may or may not be shared with sister companies or procured from a parent company. For these reasons, the number of FTEs - and therefore the average number of vehicles per FTE - has limited significance. This measure of productivity also loses significance due to the increasing number of leased bicycles and mobility budgets.

#### Relatively young workforce

Ageing is one of the biggest challenges in the labour market. The leasing sector is slightly better off than the market average in this regard: the number of employees under the age of 45 in the leasing sector is high compared to the overall Dutch active workforce, as reported by Statistics Netherlands (CBS), and the number of workers aged over 55 is relatively low.

**Table 10: Age structure of workers in the leasing sector**

	VNA	workers in the Netherlands
up to age 25	7%	13%
25-35	25%	22%
35-45	26%	20%
45-55	24%	22%
55-65	17%	19%
>65	1%	3%

Source: CBS, VNA