

The Financial Companies Association – ALB Romania

**Financial Leasing
- Barometer of the Economy -**

2004

ALB 10th ANNIVERSARY

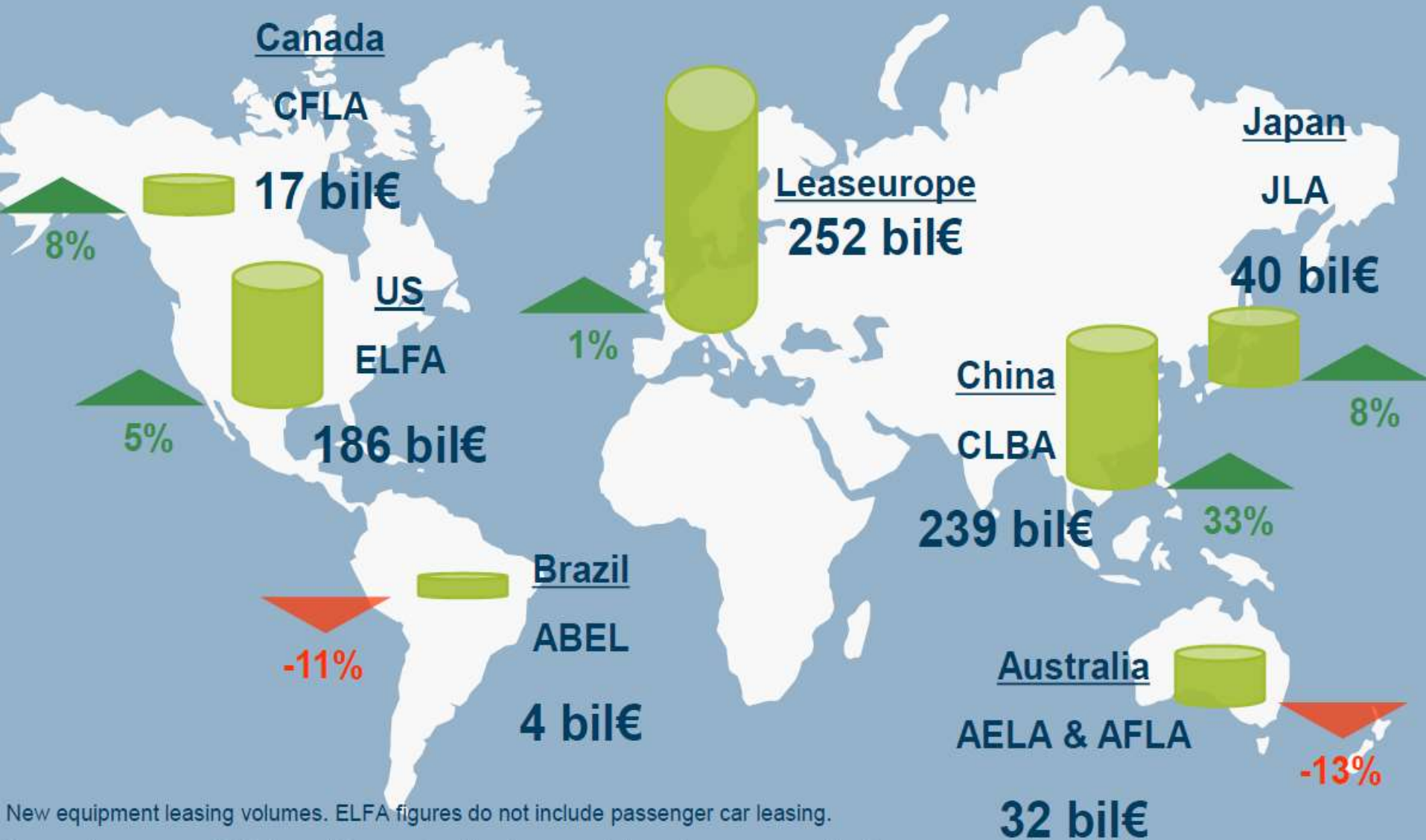
2014

Felix Daniliuc

President of the Financial Companies Association - ALB Romania



Global Leasing Markets in 2013



New equipment leasing volumes. ELFA figures do not include passenger car leasing.

Source: Leaseurope 2013 Annual Survey, local leasing associations, Leaseurope estimates

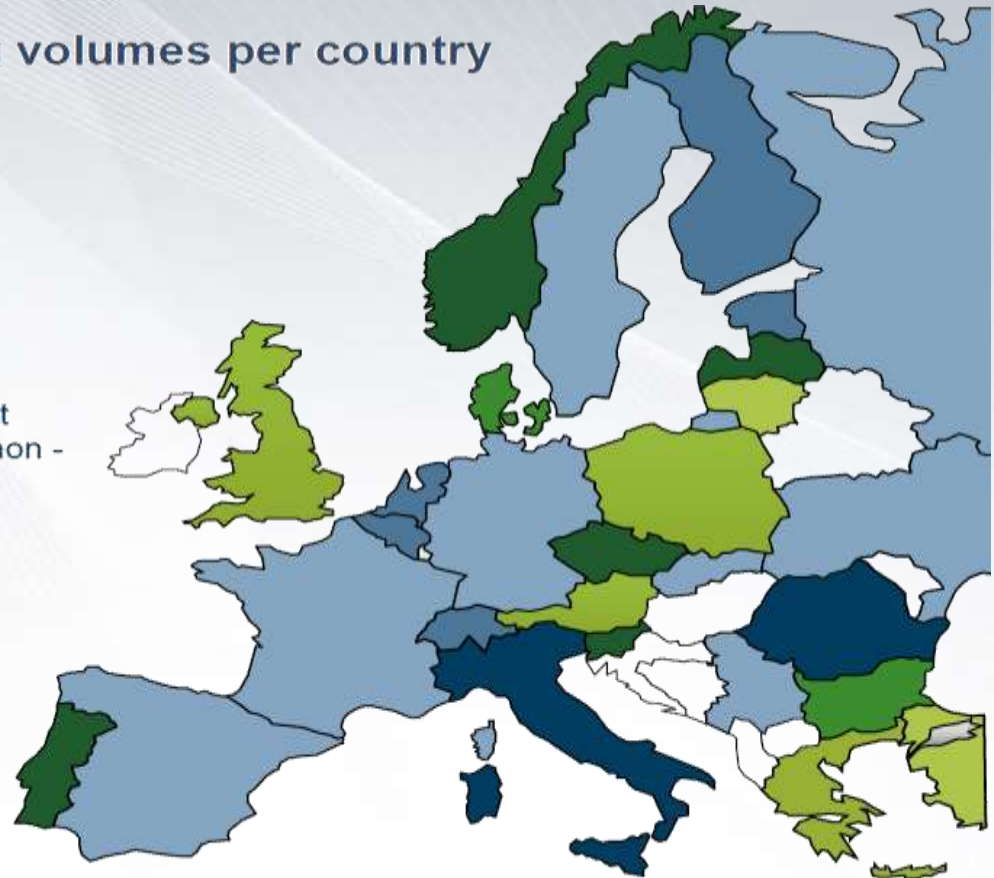
Financial Leasing in Europe

Annual growth of new leasing volumes per country

2013/2012
0.7%

- Over 10%
- 5 to 10%
- 0 to 5%
- 5 to 0%
- 10 to -5%
- Under - 10%

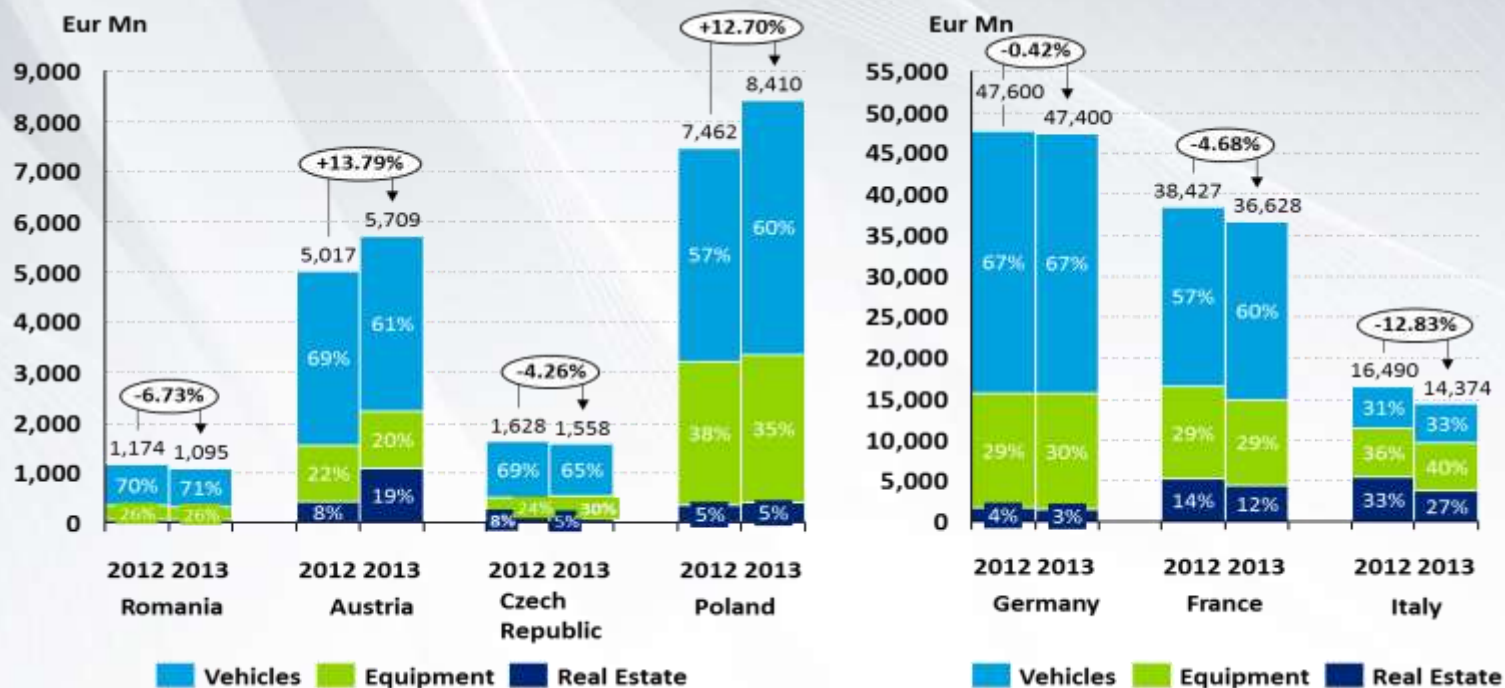
Members not reporting & non-members



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

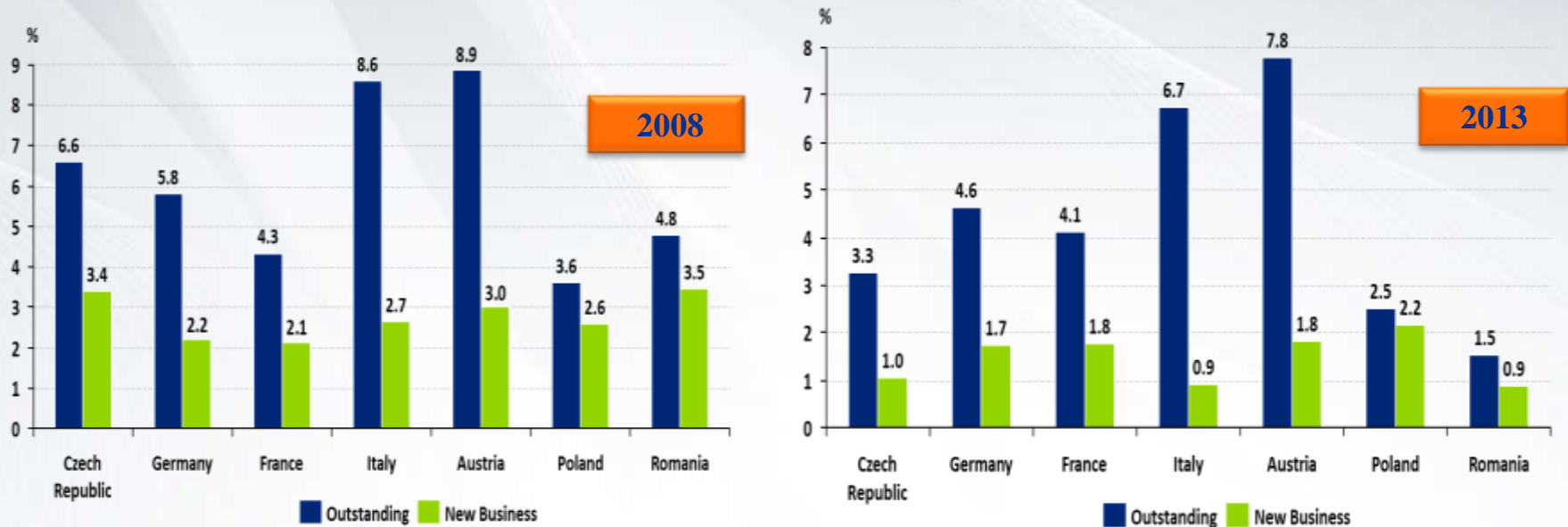
Financial Leasing in Europe

New lease volumes per asset type 2012/ 2013



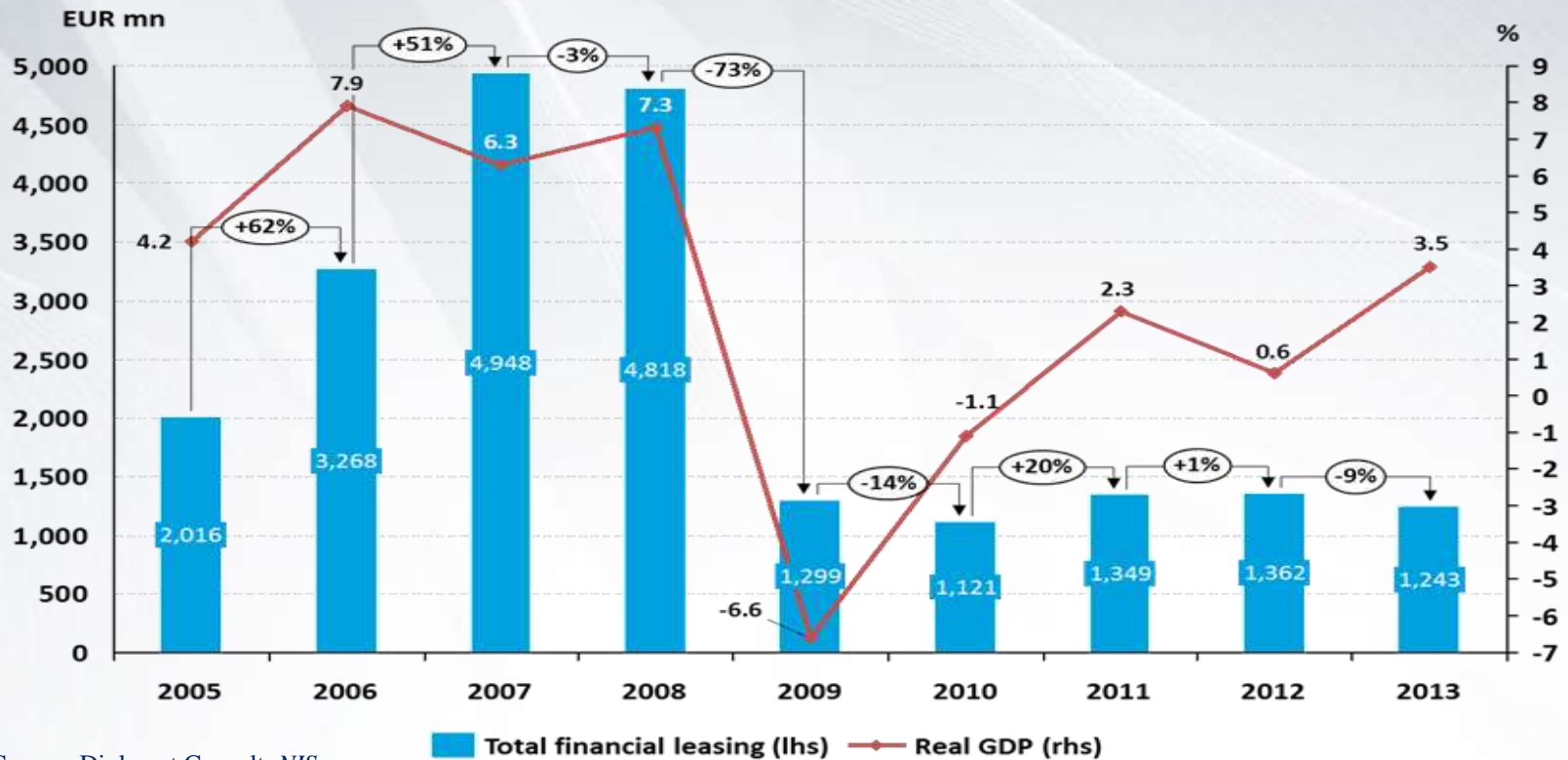
Financial Leasing in Europe

Financial Leasing Penetration of GDP by country - Outstanding and new business 2008/ 2013



Romanian Financial Leasing Market

New business growth dynamics vs. real GDP



Source: Diplomat Consult, NIS

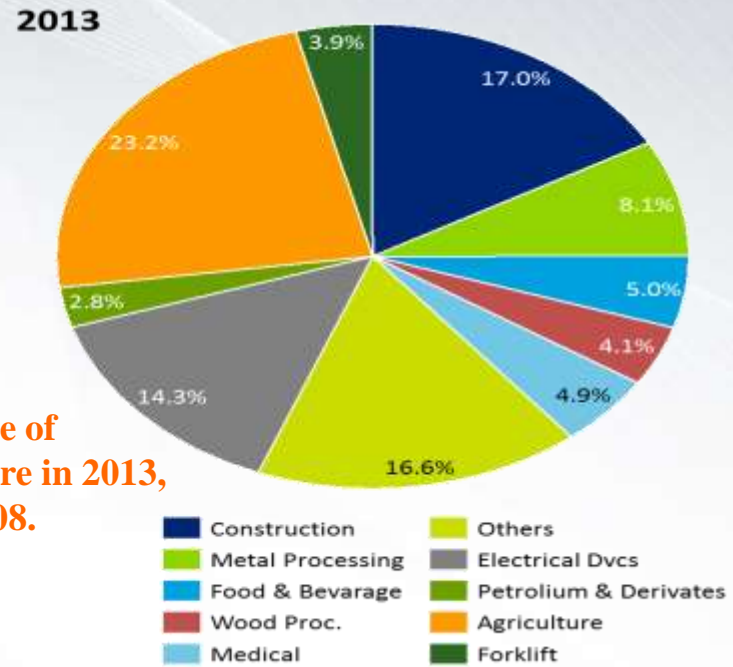
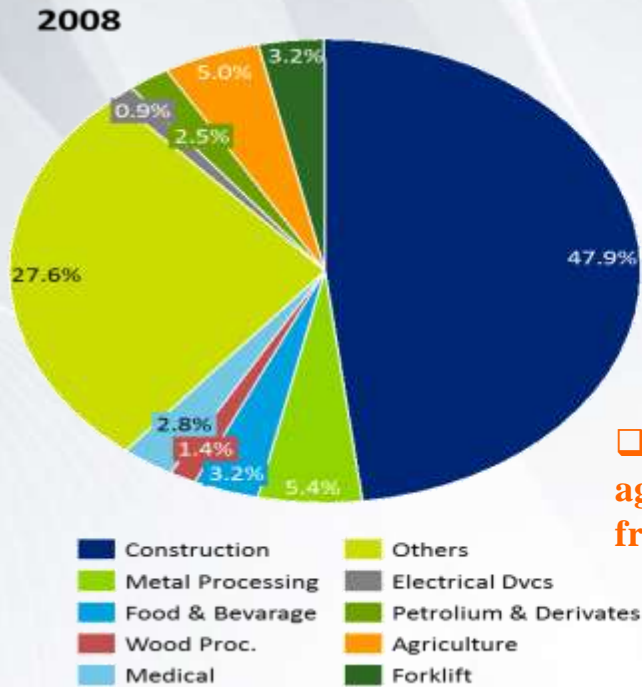
Romanian Financial Leasing Market

Growth dynamics vs. real GDP



Romanian Financial Leasing Market

Romanian Financial Leasing for Equipment 2008/ 2013

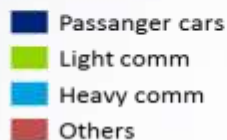
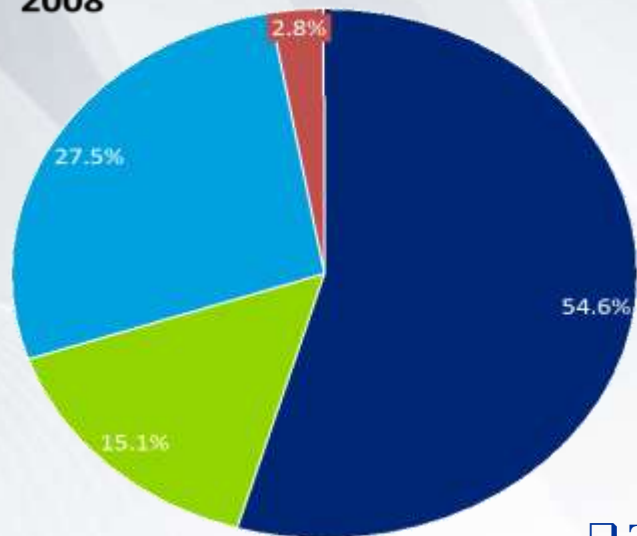


□ 23% increase of agriculture share in 2013, from 5% in 2008.

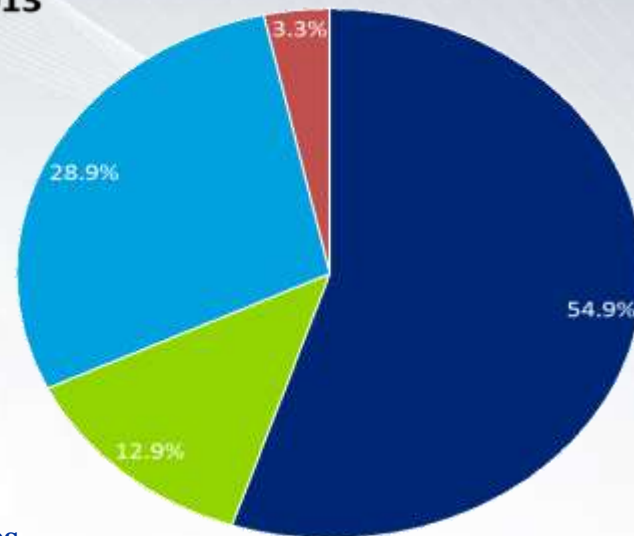
Romanian Financial Leasing Market

Financial Leasing for Vehicles 2008/ 2013

2008



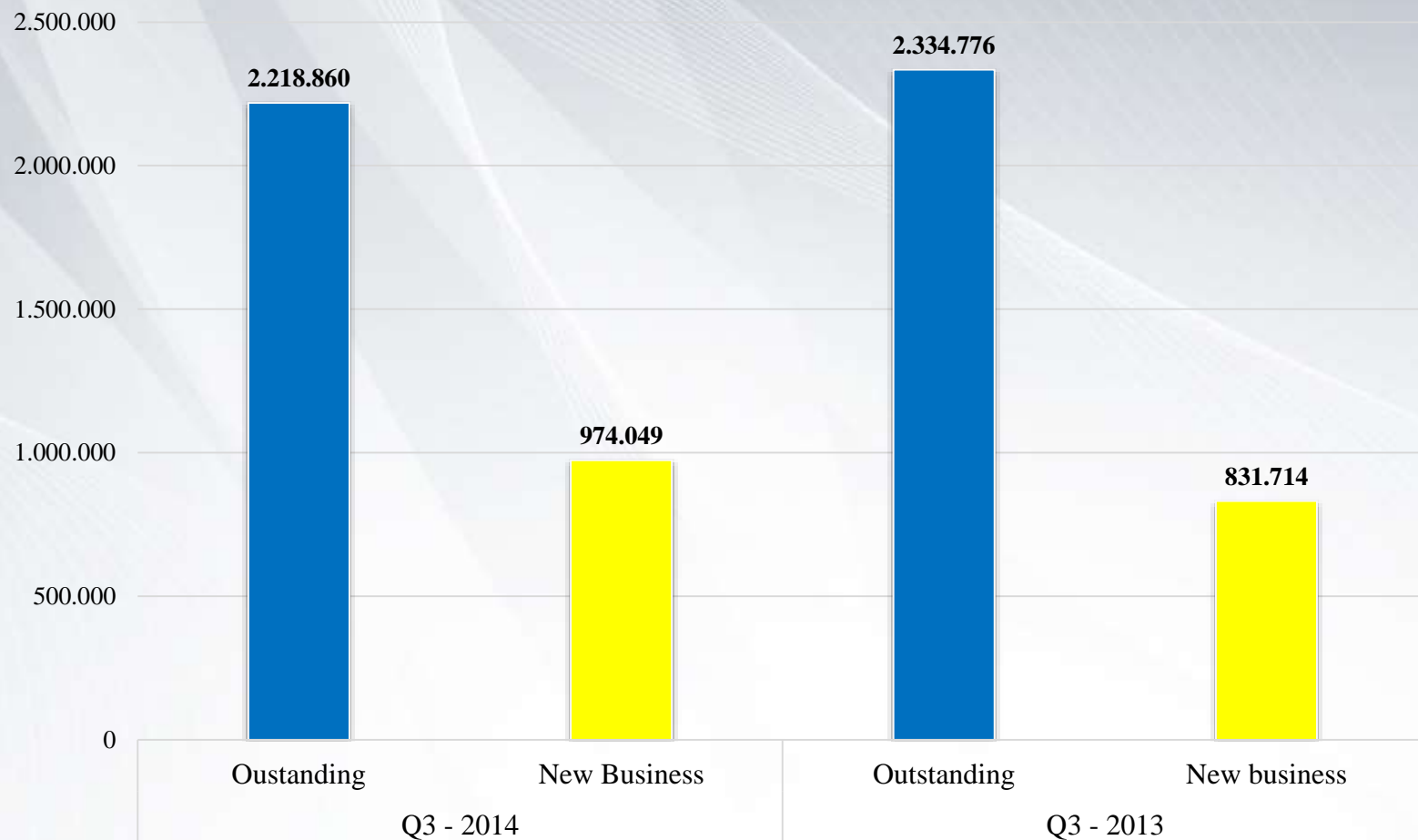
2013



□ The share of vehicles leasing has remained flat in the 70 % zone.

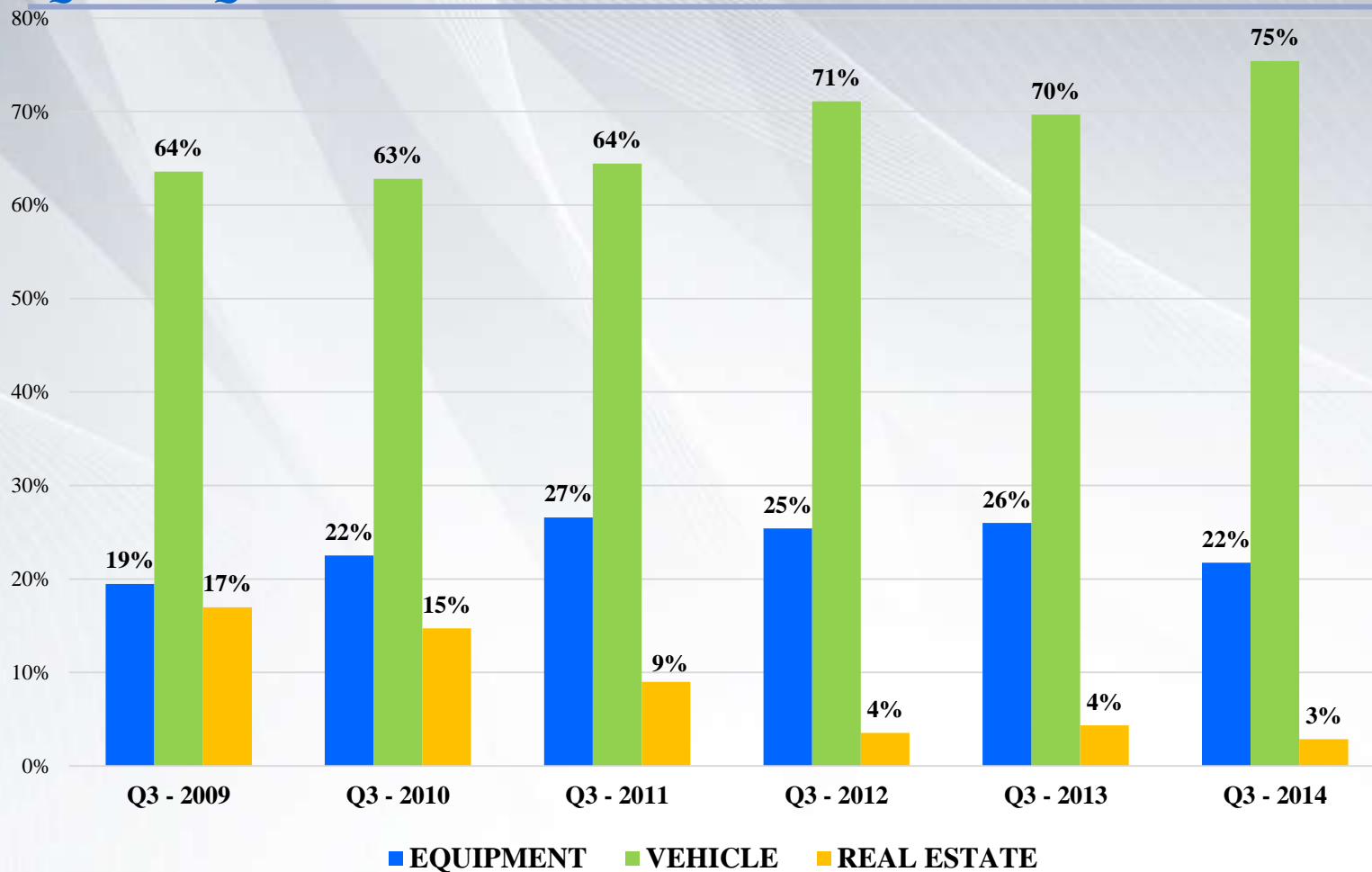
Romanian Financial Leasing Market

Evolution of Outstanding vs. New Business Q3 2014/ Q3 2013



Romanian Financial Leasing Market

New Business Evolution per Asset Type Q3 2009 - Q3 2014

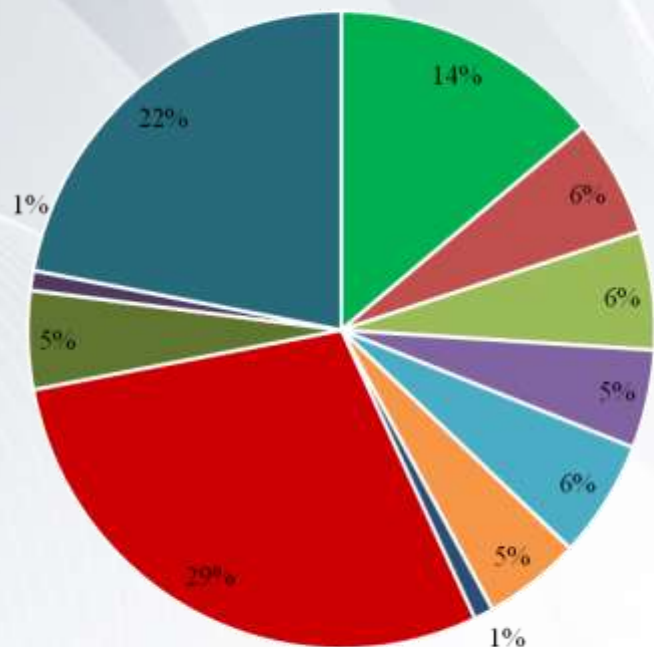


TOTAL Q3 (000)	
2006	2,339,471
2007	3,449,446
2008	4,170,365
2009	1,078,625
2010	780,209
2011	1,008,047
2012	920,831
2013	831,714
2014	974,049

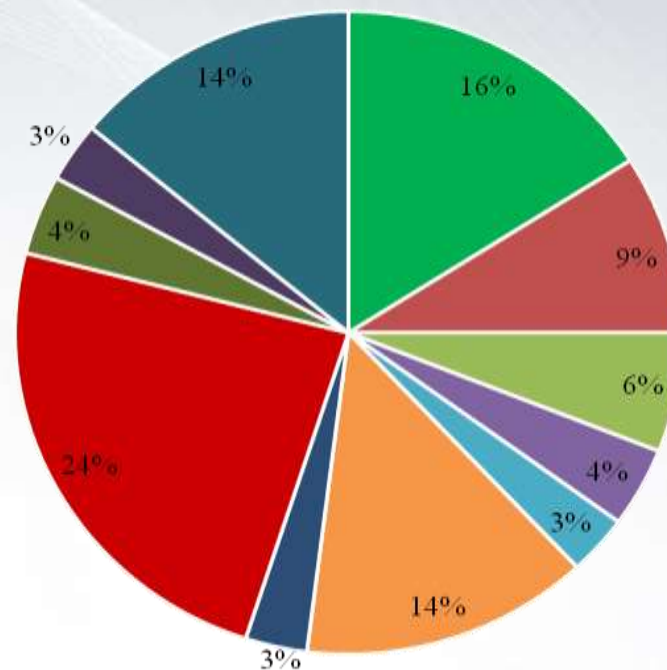
Romanian Financial Leasing Market

Leasing for Equipments Q3 2014/ Q3 2013

Q3 - 2014



Q3 - 2013



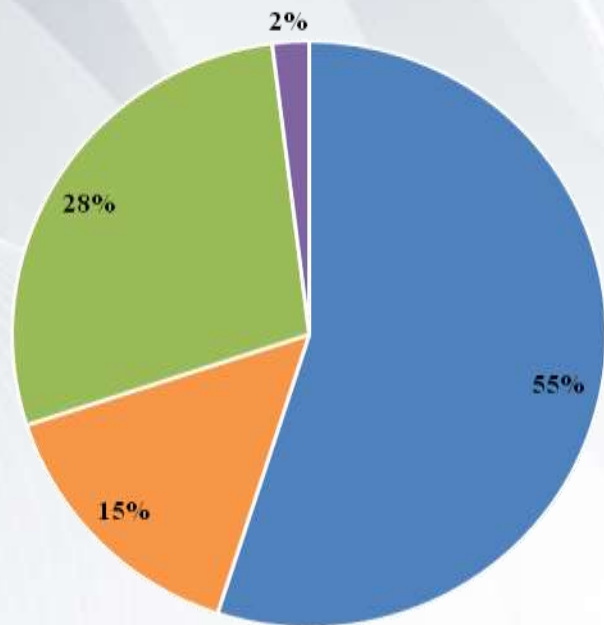
- Construction
- Metal processing
- Food & Beverage
- Wood processing
- Medical
- Electrical devices
- Petroleum & Derivatives
- Agriculture
- Forklift
- Car Service
- Others

Romanian Financial Leasing Market

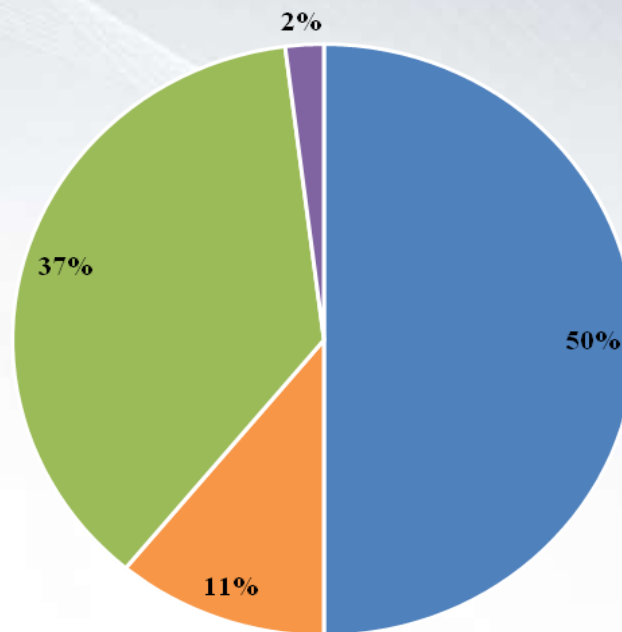
Leasing for Vehicles

Q3 2014/ Q3 2013

Q3 - 2014



Q3 - 2013



- PASSANGERS CARS
- LIGHT COMMERCIALS
- HEAVY COMMERCIALS
- OTHERS

End of 2014:



$$974:9 \times 12 = 1.300$$

Romanian Financial Leasing Market

2015+ What priorities

Cost of Usage vs. Cost of Ownership

Financing Solution for the Client

Leasing at the Heart of Real Economy