



The Financial & Professional Services

industry benchmark 2020-2022

Fleet trends in the European Financial
& Professional Services industry

May 2023



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In this Financial & Professional Services industry benchmark report, we highlight the most important fleet trends in Europe by comparing the passenger car registrations between 2020 and 2022.

We applied the following definition of the Financial & Professional Services industry: *Companies offering financial products (banks, insurers, etc) or professional services (accountants and consultants).*

This fleet trend analysis is based on LeasePlan passenger car data from over 120 international companies. For the scope and to make sure the data is representative, we've only included countries where at least 100 passenger cars were renewed within the industry each year (2020, 2021 and 2022).

If you would like to know how sustainable this industry is compared to other industries please check out our [Sustainable Industry Fleet Ranking 2022](#).

Key findings



The SUV-B1 segment has become the most popular segment in the Financial & Professional Services industry, surpassing the B1 segment from previous years.



As for powertrains, the switch from diesel to other powertrains is clear, with diesel declining by 16 percentage points (p.p.), while battery electric vehicles (BEVs) and plug-in hybrid vehicles (PHEVs) both increased by 11 p.p.



However, there are large differences per country in the pace of moving away from diesel. While in the Netherlands only 1% of vehicles were registered as diesel, this was still 71% for the Czech Republic.



The average CO₂ emissions across the industry, decreased to 91.2 g/km. The Netherlands has achieved the lowest average CO₂ emissions (45.1 g/km), while Poland has the highest average CO₂ emissions (150.3 g/km).

For more information, please contact your LeasePlan liaison or LeasePlan Consulting at ics@leaseplan.com.

The SUV-C1 segment has become the most popular segment

Most driven car segments*, 2020-2022

	2020		2021		2022	
1	B1	18%	B1	16%	SUV-B1	11%
2	C1	14%	SUV-B1	14%	C1	11%
3	D2	13%	C1	13%	SUV-D1	10%
4	SUV-C1	8%	D2	9%	D2	10%
5	D1	7%	SUV-D2	8%	SUV-C2	10%
6	SUV-D2	7%	SUV-C2	7%	SUV-D2	9%
7	SUV-C2	7%	SUV-D1	6%	B1	9%
8	SUV-D1	6%	C2	6%	SUV-C1	7%
9	C2	5%	SUV-C1	5%	C2	6%
10	SUV-B1	4%	D1	5%	D1	5%

Most popular car segment in 2022:

SUV-B1
segment



The **SUV trend continues** with a significant increase in its share in the top 10, from 32% in 2020 to 47% in 2022.

The **B1 segment** has decreased the most, from 18% in 2020 to 9% in 2022.

The choice of segments seems to have become less consolidated: the top 5 in 2022 all have a double-digit share, where this used to be only the top 3 in 2020.

* For more information on car segments, please see [Appendix A](#)

The Mercedes-Benz A-Class was the most popular vehicle in 2022

Most driven car models, 2020-2022

	2020	2021	2022
1	Renault Clio	Renault Captur	Mercedes-Benz A-Class
2	Skoda Octavia	Renault Clio	Hyundai Tucson
3	Mercedes-Benz C-Class	Citroen C3	Peugeot 2008
4	Peugeot 3008	Mercedes-Benz A-Class	Skoda Octavia
5	Mercedes-Benz GLC-Class	Renault Megane	BMW 3 Series
6	Volkswagen Passat	Mercedes-Benz GLC-Class	Mercedes-Benz GLC-Class
7	Citroen C3	Peugeot 3008	Mercedes-Benz C-Class
8	Renault Megane	BMW 3 Series	Fiat Tipo
9	Mercedes-Benz A-Class	Skoda Octavia	Mercedes-Benz CLA-Class
10	BMW 3 Series	BMW X1	BMW X1

Most popular car in 2022:

Mercedes-Benz
A-Class



The **Hyundai Tucson** was the second most popular vehicle in 2022, despite not making the top 10 in the previous 2 years.

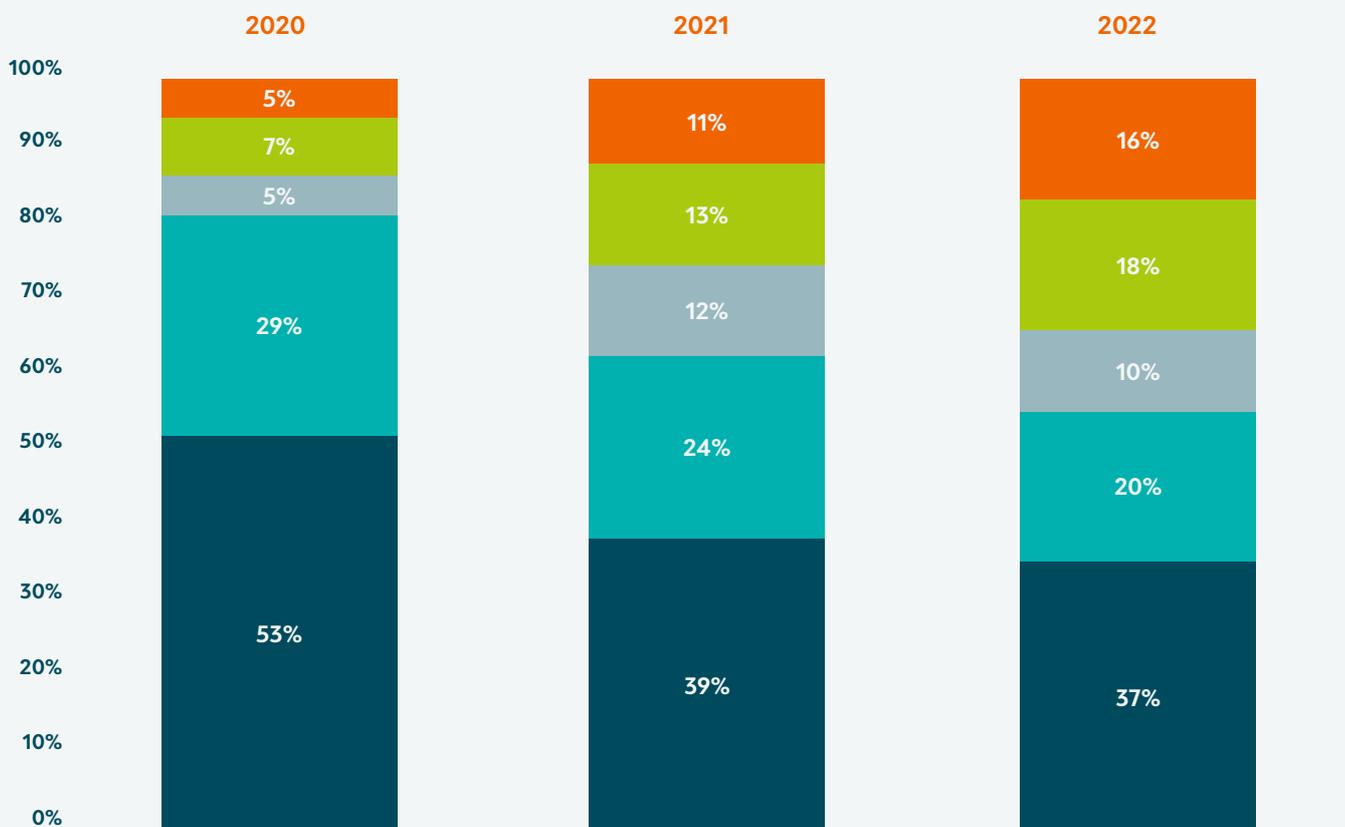
The **Renault Clio** has dropped the most in popularity, from 1st place in 2020 to outside the top 10 in 2022.

Mercedes-Benz is the most popular brand in the 2022 top 10, with four of the ten spots.

Despite BEV share having more than tripled in the past two years, diesel remains the most common fuel type

Share of fuel types, 2020-2022

● Diesel ● Petrol ● Hybrid ● PHEV ● BEV



Despite the drop of 16 p.p.* in diesel from 2020 – 2022, **diesel remains the most popular fuel type**.

Petrol has also seen a decrease of **9 p.p.***. However, it is still the second most popular fuel type.

BEV and PHEV were the biggest gainers, with both increasing by **11 p.p.***.

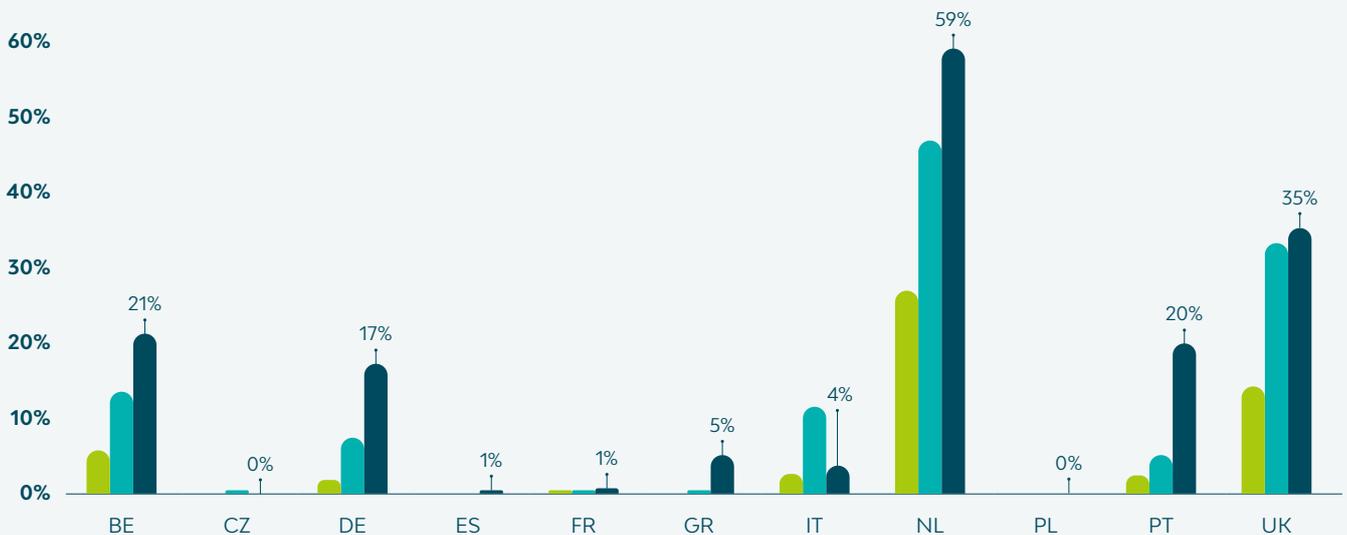
The share of hybrids doubled to **10%**.

*P.P = Percentage Points

When it comes to BEVs, The Netherlands is ahead of all countries with a share of 59% in 2022

Share of BEV per country*, 2020-2022

● 2020 ● 2021 ● 2022



The UK is second with a significant share of 35%.

The Netherlands also saw the largest increase in the past two years.

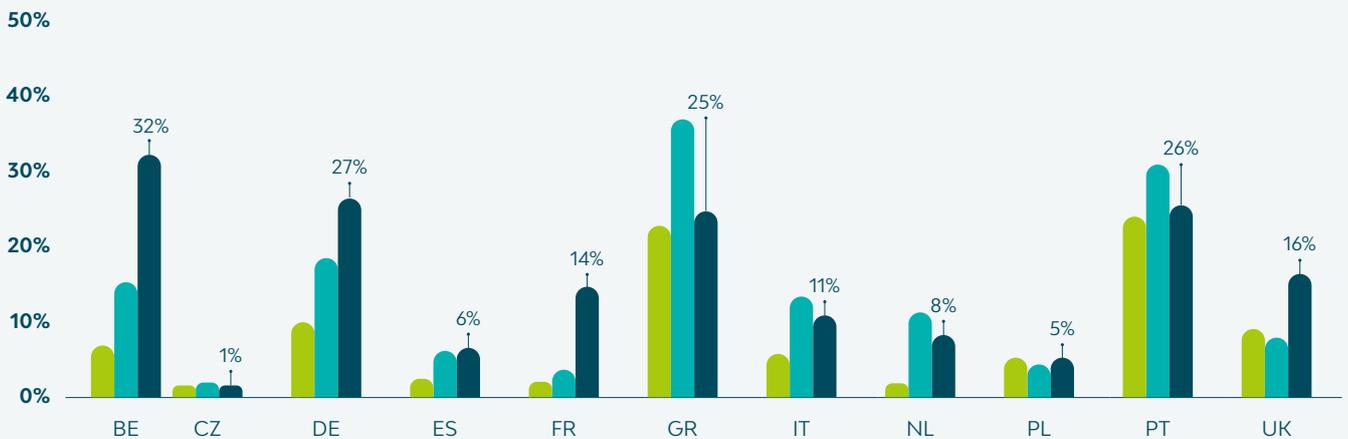
In **Belgium, Germany and Portugal**, the BEV transition has also started with double-digit shares in 2022.

*Only countries with at least 100 renewals each year are shown here to ensure representative statistics

Adoption of PHEVs and hybrids has been mixed across countries

Share of PHEV per country*, 2020-2022

● 2020 ● 2021 ● 2022



Share of hybrid per country*, 2020-2022

● 2020 ● 2021 ● 2022



Belgium has the largest PHEV share with 32% in 2022.

France has the largest share of hybrids with 40% in 2022.

In **Greece and Portugal**, the PHEV is large but is declining compared to 2021.

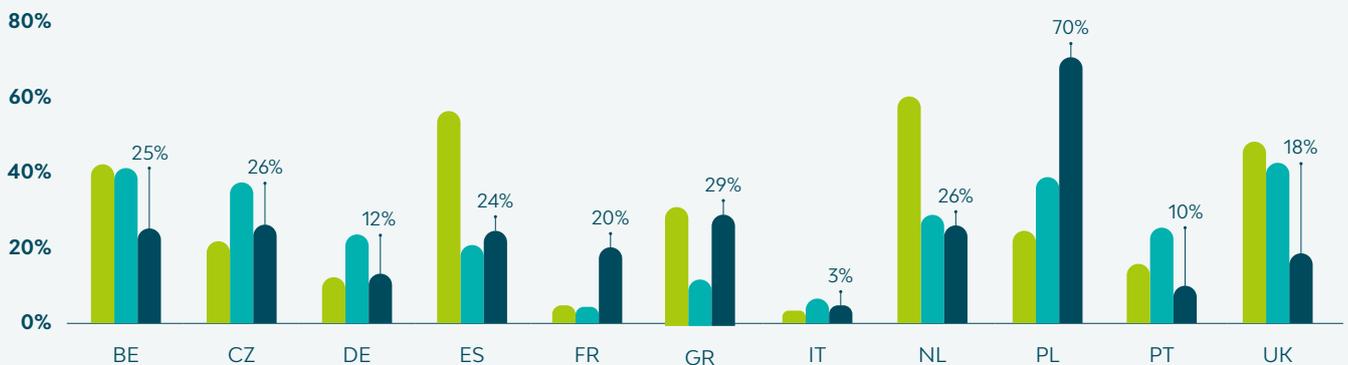
Poland's hybrid share has decreased significantly, from 55% in 2020 to 4% in 2022.

*Only countries with at least 100 renewals each year are shown here to ensure representative statistics

The shift away from diesel is seen in every country in the past years except for Poland and the UK

Share of petrol per country* 2020-2022

● 2020 ● 2021 ● 2022



Share of diesel per country*, 2020-2022

● 2020 ● 2021 ● 2022



Poland has the largest share of petrol with 70% and is also one of the few countries where this is increasing.

The Czech Republic still has the largest share of diesel (71%).

The Netherlands has the lowest share of diesel with only 1% in 2022.

*Only countries with at least 100 renewals each year are shown here to ensure representative statistics

Average* CO₂ emissions have decreased overall, however emissions in 5 countries have gone up over the past 2 years

CO₂ average per country**, 2020-2022

● 2020 ● 2021 ● 2022



The overall average CO₂ emissions has declined by 20.4 g/km since 2020.

Poland has the highest average CO₂ emissions, (150.3 g/km) due to its large petrol increase.

The Netherlands has the lowest average CO₂ emissions (45.1 g/km) because of its surge in BEV adoption.

*Based on the car manufacturers (OEM) reported CO₂

**Only countries with at least 100 renewals each year are shown here to ensure representative statistics

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LeasePlan Corporation N.V.

Gustav Mahlerlaan 360
1082 ME Amsterdam
The Netherlands
info@leaseplancorp.com
leaseplan.com



What's next?

Appendix A: Segmentation – Overview

The letter indicates the dimensions of the vehicle; **C** being smaller than **E**.
The number indicates the quality level of a brand; **1** being a ‘**volume brand**’ and **2** being ‘**premium brand**’.

	Volume cars (1)			Premium cars (2)		LCVs
	Hatchback / sedan / SW	SUV	MPV	Hatchback / sedan / SW	SUV	
Subcompact cars (B)	 B1 – VW Polo	 SUV-B1 – VW T-Cross	Not common	 B2 – Mini Cooper	Not common	 Small – VW Caddy
Compact cars (C)	 C1 – VW Golf	 SUV-C1 – VW T-Roc	 MPV-C – VW Touran	 C2 – BMW 1 series	 SUV-C2 – BMW X1	 Medium – VW Transporter
Midsized cars (D)	 D1 – VW Passat	 SUV-D1 – VW Tiguan	 MPV-D – VW Sharan	 D2 – BMW 3 series	 SUV-D2 – BMW X3	 Large – VW Crafter
Full-size cars (E)				 E2 – BMW 5 series	 SUV-E2 – BMW X5	 Pickup