

# Leasing vs Purchasing



# **Business vehicles**

## Why leasing beats purchasing

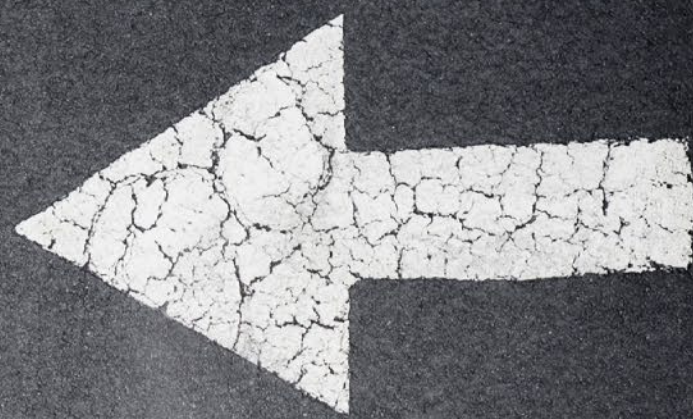
**No guesswork**



**No depreciation risk**

**No contest.**





**Leasing vs purchasing your company vehicles.**  
Sometimes, it's a fairly even fight.





Sometimes, it's an absolute  
**no-brainer.**



In most cases – whether they're commercial vans or company cars – **leasing tends to beat purchasing, hands down.**



# Here's why.



1

You don't have to worry about **depreciation**





## When you buy a vehicle outright, depreciation cost is your risk.

The moment a new car or van is driven off a forecourt, thousands of pounds are driven off its value.

In 2015 LeasePlan analysis revealed that on average, **12 month old used vehicles have depreciated by 35%.**

Now that's an average we're talking about. So some vehicles had depreciated more, and yes some less.

**Depreciation is always a gamble when you buy.**

When you lease, you can forget about depreciation risk. Simply put, **it becomes our problem, not yours.**

2

Your cash flow gets **healthier**







The money you would have spent paying for your vehicles up front **can now be put to better use.**

**(Like actually growing your business.)**

## A buy-back bonus.

If you already own your fleet, you stand to see  
**an even greater cashflow boost.**

Many leasing providers may buy your existing fleet from you, and lease it back – giving you a significant, instant cash injection.

3

Your costs are totally **predictable**





Here's a question. How much does your business currently spend on its vehicles?

If you don't know, you might be surprised.  
And not in a good way.

**For many small and medium sized businesses,  
buying, running and maintaining vehicles is their  
single biggest cost.**



**It's an unpredictable cost** that's time-consuming to track, and hard to plan for.



**You simply don't know** when a tyre's going to blow,  
or a van's going to get hit at the traffic lights.





To make it tougher, **the cost of service and repair**  
**may well rise** over the course of its life.



(And the older your vehicle gets, **the more work it's going to need** to keep it on the road. And if you've bought that vehicle, costs will spiral as it ages.)

**When you lease your business' vehicles, they become a more predictable cost.**

With service, maintenance and repair included in your leasing contract, **you know what you'll be spending next month, next year and in three years time.**



**(Plus if you lease with LeasePlan, with over 150,000 vehicles** in the UK our service network is entrusted to give your drivers the best possible service every time. We'll even make sure that there's a tyre bay waiting with their name on.)

**The result?**

## **A simpler, more predictable life.**


- You see your costs up front so budgeting is easy
- You spend less time on service, maintenance and repair
- Whatever happens on the road, your finances aren't on the line
- You only ever have one invoice to process at the end of the month (not multiple invoices for multiple services and repairs)



# 4

You get to focus on the stuff that **matters**



A mechanic wearing a blue uniform is holding a clipboard and a pen, standing next to a car with its hood open. The background is blurred, showing the engine compartment of the vehicle.

When you own your vehicles,  
keeping them roadworthy doesn't  
just drain your budgets.  
**It wastes your time.**

If a salesperson's car breaks down on the way to a meeting, **it's up to you to sort it out.**

We're guessing that – whether you head up the sales team, the Finance or Procurement department or even the whole business – **you've got way better things to do.**



Lease your vehicles with maintenance,  
and the driver rings us, **not you.**



We take charge of the rescue and repair, liaising with a garage, and organising a courtesy car.

**You get on with your job.**

5

Your drivers feel **better rewarded – and safer**





If you offer your employees 'perk' cars, you do it for a reason. You know offering the best models will help your business attract the best people. Those vehicles need to act as:

- **A motivating force**
- **A reward** for hard work
- **A sign** – to the rest of the world – of your brand values





When you lease, **you can upgrade to the latest make and model** every few years – ensuring your vehicles make the right impression on drivers and customers, everytime.

6

You can get moving towards your  
**sustainability goals**

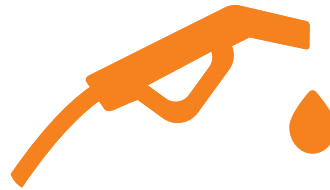


**Cost control** could leave you looking at a red light when it comes to meeting your green goals.

When you buy, you may need to hang onto those vehicles, even while more economical, low-emission options come on to the market.



When you lease, you can upgrade to the latest, greenest vehicles **every time you renew your contract.**



That means a lower carbon footprint and lower fuel costs.  
**(This is all starting to add up isn't it?)**

As your leasing provider **we'll also work with you to:**

- **Provide emissions reporting**
- **Develop leasing policies** around your sustainability goals
- **Create reward schemes for drivers** who choose low-emission models

**Which can really make a difference**



7

You get all this, and **you still stand to save money**







A life free from vehicle depreciation risk and with fewer costs (and ones that are more predictable), where you're able to budget more effectively, and you've more time to do your job, your drivers are happier and safer, and your business is greener?



**You'd think that would cost something extra.**  
But here's why leasing wins over purchasing so often...

## **When you consider the whole-life cost of your vehicle fleet**

– purchase costs, vehicle management, administration, national insurance contributions, fuel, insurance, servicing, maintenance, resale – leasing will save you time to focus on your growing business.

**You get all that good stuff. And, at the end of the day, it can cost you less than if you bought your vehicles outright.**

**That's it.**

No depreciation risk. No stress.

No wasted hours. No disappointed drivers.

No slipping backwards on your business goals...

**No contest.**

 **85%**

of our customers  
would recommend leasing  
(with LeasePlan).

**Ready to see what leasing could do for your business?**  
We should probably talk.

To learn more about leasing for your business download  
our eBook: **The eight levers of vehicle optimisation**



## **Thank you for reading.**

Why not share this slideshare, you never know who else might benefit from leasing.

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