



Finance & Leasing Association

Key Facts

| What is the FLA?

Now in our 25th year, the Finance & Leasing Association (FLA) is the leading trade body for the asset, consumer and motor finance sectors in the UK, and the largest organisation of its kind in Europe.

Our members include banks of all sizes and their subsidiaries, the finance arms of leading retailers and manufacturing companies, and a wide range of independent firms.

| Key Facts

In 2016, £118 billion of new finance was provided by members of the FLA to UK households, businesses and the public sector.

£88 billion of this was in the form of consumer credit to support purchases ranging from cars to household goods.

£30 billion was provided to businesses and the public sector, representing almost a third of UK investment in machinery, equipment and purchased software in the UK last year.

At the end of 2016, FLA members had outstanding contracts with businesses and consumers worth £166 billion.

| Why is the FLA important?

Our members support growth and jobs right across the economy, by helping SMEs to expand their businesses, and consumers to finance purchases like furniture, cars and electrical goods.

Because of this vital role, one of the most important services we offer is making sure that our members' views are heard by those shaping the business environment in which they operate. We lobby on industry issues, both at home and in Europe, including as a member of Eurofinas and Leaseurope, the European umbrella bodies for the sectors we represent.

| Asset Finance

In 2016, FLA members provided £30 billion of new asset finance (primarily through leasing and hire purchase) to businesses and the public sector: almost a third of all UK investment in machinery, equipment and purchased software in the UK.

Whenever organisations invest in tangible assets – whether office equipment, manufacturing plant, cars or aircraft – they will usually need affordable and secure funding. That's where asset finance comes in. The application success rate of 96% is one of the reasons why asset finance now figures prominently in many Government schemes to support business funding.

| Consumer Finance

In 2016, FLA members provided £88 billion of new finance in the form of consumer credit to support all kinds of purchases, from cars to household goods, representing over a third of total new consumer credit written in the UK.

One of the opportunities which Brexit may afford is the chance to look again at those areas of the consumer credit regime where EU Directives – and in particular the Consumer Credit Directive (CCD) – may unnecessarily restrict our members' ability to provide their customers, with the service they want in the modern credit market.

| Motor Finance

In 2016, FLA members provided £41 billion of new finance to help households and businesses purchase cars. Over 86% of all private new car registrations in the UK were financed by FLA members through dealerships.

As the size of this competitive market has increased, we have continued to work with the Financial Conduct Authority to ensure they have a good understanding of the market and of the many industry initiatives aimed at ensuring that customers get the best possible advice. The FLA's Specialist Automotive Finance (SAF) scheme has been running since 2007. It helps dealership staff guide customers to the best product for their needs and budgets. The industry is also investing in its future with the launch of a new motor finance apprenticeship.

Get In Touch

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