

# Automotive Fleet Leasing Market to Cross 37.41 USD Billion by 2030 | AutoFlex AFV, ARI to Lead the Market

*The automotive fleet leasing market is poised for continued growth, driven by technological advancements, and the shift towards electric and hybrid vehicles.*

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/EINPresswire.com/ -- The latest market research report on [Automotive Fleet Leasing market](#) released by Market Research Future suggests, market size was valued at USD 23.4 billion in 2021. The automotive fleet leasing industry is projected to grow from USD 24.81 Billion in 2022 to USD 37.41 billion by 2030, exhibiting a compound annual growth rate (CAGR) of 6.04% during the forecast period (2022 - 2030). Growth in the production

and automobile manufacturing all over the world mainly in developing countries or in emerging economies is the key market drivers enhancing the market growth.

The automotive fleet leasing market is undergoing a significant transformation, propelled by technological advancements, evolving business models, and the global shift toward sustainable transportation. As organizations seek cost-effective and flexible mobility solutions, fleet leasing has emerged as a strategic approach to managing vehicle assets without the burdens of ownership.

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The market growth is driven by factors such as the increasing need for efficient fleet management solutions, rising operational costs, and stringent environmental regulations. Leasing offers economic benefits, including reduced capital expenditure and predictable



Automotive Fleet Leasing Market

budgeting, making it appealing to businesses, especially during economic uncertainties.

Key Market Trends of Automotive Fleet Leasing Market;

### 1. Integration of Advanced Telematics and Connectivity

The adoption of connected fleet management solutions has increased by 55%, aiding businesses in streamlining vehicle tracking and operational efficiency. Telematics technologies provide real-time data on vehicle performance, maintenance needs, and driver behavior, enhancing operational efficiency and contributing to cost savings by optimizing routes, improving fuel efficiency, and enabling proactive maintenance measures.

### 2. Shift Towards Electric and Hybrid Vehicles

Fleet leasing companies are increasingly integrating electric and hybrid vehicles into their offerings, aligning with corporate initiatives to reduce carbon footprints. This transition is supported by government incentives and stringent emission norms, leading to a 45% reduction in operational costs for companies integrating EVs into their fleets.

### 3. Rising Demand for Flexible Leasing Contracts

The demand for flexible leasing options, including open-ended leasing, has surged by 40%, particularly in corporate and SME sectors. Approximately 55% of companies prefer flexible contracts over fixed-term leasing due to their ability to adapt to changing economic conditions. Businesses leveraging these contracts have reduced operational costs by 20%, making fleet leasing a more viable option compared to ownership.

### 4. Expansion of Subscription-Based Leasing Models

The rise of subscription-based fleet leasing has created new opportunities, with market adoption growing by 50% in the last five years. Businesses and individuals are increasingly opting for monthly or pay-per-use leasing models, leading to a 35% increase in customer acquisition for leasing providers. Approximately 40% of new fleet contracts now include subscription-based features, allowing customers to switch vehicles as per their needs.

Automotive Fleet Leasing Key Market Players & Competitive Insights:

Major market players are spending a lot of money on R&D to increase their product lines, which will help the automotive fleet leasing market grow even more. Market participants are also taking a range of strategic initiatives to grow their worldwide footprint, with key market developments such as new product launches, contractual agreements, mergers and acquisitions, increased investments, and collaboration with other organizations.

Key Companies in the Automotive Fleet Leasing market includes;

- ARI (New Jersey)
- Glesby Marks (Texas)

- LeasePlan Corporation N.V. (Netherlands)
- AutoFlex AFV (U.S.)
- Velcor Leasing Corporation (U.S.)
- Caldwell fleet leasing (U.S.)
- Wheel, Inc. (U.S.)
- PRO Leasing Services (U.S.)
- Jim Pattison Lease (Canada)
- Sixt Leasing SE (Germany)

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Regional Analysis of Automotive Fleet Leasing Market;

**North America:** North America dominates the automotive fleet leasing market, accounting for 38% of the global share. This dominance is driven by a strong corporate sector, a high rate of adoption of advanced fleet management technologies, and the growing emphasis on operational efficiency. The United States and Canada are key markets, with businesses increasingly opting for fleet leasing to manage transportation needs cost-effectively.

**Europe:** Europe is a mature market with steady demand, driven by stringent environmental regulations and a strong emphasis on sustainability. The region's focus on reducing carbon emissions and promoting green transportation solutions aligns well with fleet leasing services, which offer the flexibility to upgrade to more efficient vehicle models.

**Asia-Pacific:** The Asia-Pacific region is experiencing substantial growth in the automotive fleet leasing market, fueled by rapid economic development and urbanization. Countries like China, India, and Japan are at the forefront of this expansion. The rising middle class and increasing industrialization contribute to a growing demand for fleet leasing services, especially in sectors such as e-commerce, manufacturing, and logistics. The adoption of electric vehicles is gaining traction, supported by government initiatives promoting sustainable transportation solutions.

**Middle East and Africa:** The Middle East and Africa exhibit a mix of opportunities and challenges in the automotive fleet leasing market. While some countries in the Middle East, such as the United Arab Emirates, showcase a robust demand for high-quality fleet services, other regions in Africa are still in the early stages of market development. The market in the Middle East is characterized by a preference for luxury and premium vehicles, driven by the region's affluent consumer base and tourism industry.

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## Recent Developments in Automotive Fleet Leasing Market;

- **SG Fleet's Takeover Bid:** In October 2024, SG Fleet, a prominent fleet management provider, opened its books to Pacific Equity Partners following a \$1.2 billion takeover bid, indicating significant consolidation activities within the industry.
- **Hertz's EV Fleet Reduction:** In January 2024, Hertz announced plans to sell a third of its electric vehicle fleet due to lower-than-expected demand and high maintenance costs, highlighting challenges in the rapid adoption of EVs in fleet operations.
- **ALD Automotive and LeasePlan's Ayvens Brand Launch:** In February 2024, ALD Automotive and LeasePlan introduced their Ayvens brand in India. The brand encompasses the strengths of two established leaders and boasts a combined fleet of 44,000 vehicles and operations in over 280 locations across India.

The automotive fleet leasing market is poised for continued growth, driven by technological advancements, the shift towards electric and hybrid vehicles, and the increasing demand for flexible and cost-effective mobility solutions. As businesses and governments prioritize sustainability and operational efficiency, fleet leasing offers a strategic approach to managing transportation needs. However, challenges such as high initial costs of electric vehicle leasing and limited charging infrastructure need to be addressed to fully realize the market's potential.

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