

leasing
.com

Vehicle Remarketing Association,
24th September 2025



Agenda

1. About us
2. 2025 leasing trends
3. The EV Grant and consumer behaviour

About us

Established in 2000, Leasing.com is the car & van (and now bikes) leasing comparison website.

We help our advertising partners connect with in-market consumers.

We work with brands & funders to help their dealer and broker networks succeed.



leasing.com

THE car leasing comparison site

Get started with your search

Best new car deals

We're bringing you today's very best leasing deals using our unique value score algorithm, meaning you get more motor for your money!

Model	From only	Rating	View deals
Ford Puma	£129.99	9.8	View 10,000 deals
Leapmotor C10	£161.75	9.7	View 800 deals
Peugeot Rifter	£153.68	9.7	View 3,000 deals

leasing.com

Motorcycle Leasing Deals

The UK's first motorcycle business leasing service offers flexible contracts and fixed monthly costs on top brands like Kawasaki, Harley-Davidson, and Yamaha. Whether you are an experienced rider, a beginner or a motorcycle fleet operator, leasing provides an excellent opportunity to enjoy the thrill of new bikes without the hassle or substantial upfront expenses.

Popular motorcycle categories

- All Business Motorcycle Leasing Deals
- Brand New Scooters, Affordable Prices!
- Search In Stock Motorcycle Leasing
- Search Electric Motorcycle Leasing
- Motorcycle Leasing Under £200



What is motorcycle leasing?

Wondering whether a motorcycle lease would suit you? Choosing to lease a motorcycle gives you access to the biggest manufacturers in the industry at a more affordable price. You'll pay a fixed monthly cost over your chosen lease term, so no need to worry about unexpected expenses along the way.

And with flexible initial payments, you won't have to pay as much upfront as you would when buying new, giving you freedom to explore some of the more high-spec bikes at your leisure.

A motorcycle lease also means you'll pay less when it comes to maintenance, as your motorcycle will be covered by your manufacturer's warranty. Take advantage of lower costs and less hassle with a motorcycle lease deal, all with the benefit of unlimited mileage.

For fleet operators, this service delivers added benefits such as simplified budgeting, easier fleet management, and the ability to scale or update the fleet efficiently, all with the benefit of unlimited mileage for the duration of the lease.

Additionally, in most cases, there is an option to transfer ownership at the end of the lease period (subject to confirmation), providing further flexibility and value.

Search motorcycle lease deals

re. leasing.com

Pre-loved lease vehicles.

Ready to be loved again.

Best used car leasing deals

We've found these great used leasing deals. Hurry, they don't last long!

Model	From only	Rating	View deals
MG Motor UK ZS	£212.40	9.8	View deals
Peugeot 2008	£324.30	9.7	View deals
Tesla Model 3	£445.19	9.7	View deals



Leasing.com: A partner to global brands

We work collaboratively with our partners to deliver full-service campaigns that increase brand visibility and drive sales to private and business motorists.



Digital Partnerships

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Our network of digital partners

car

TopGear

MoneySavingExpert

Confused.com

PARKERS

motorway

chargedev

loveelectric

THE EV Cafe

EVERYTHING
Electric

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MR
MOTORING RESEARCH

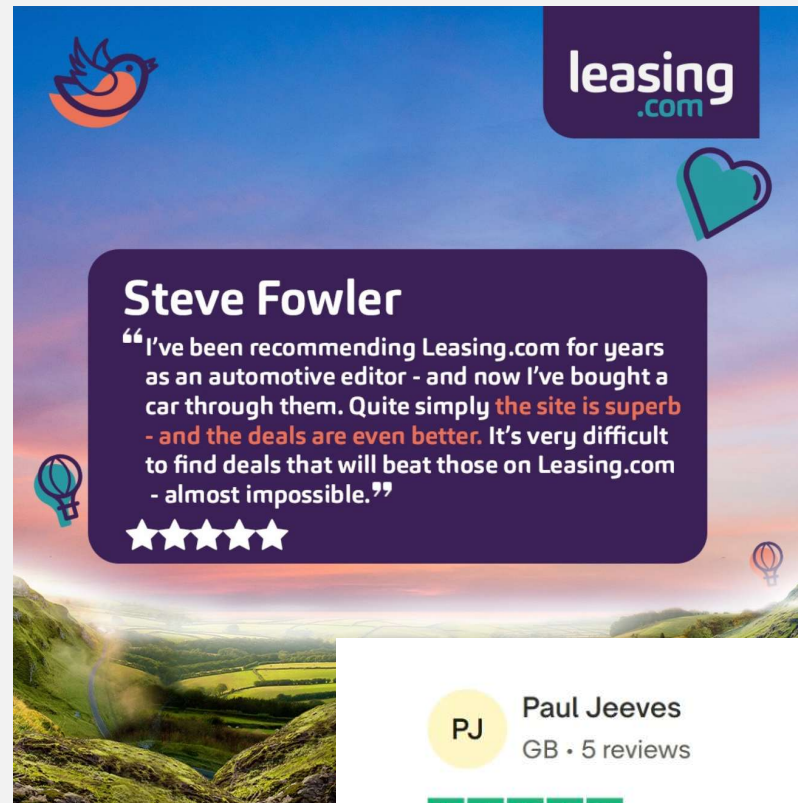
THE CAR EXPERT

FLEET&LEASING.COM

izmostock

SCLERA | cap hpi
Vehicle Solutions

Consumer testimonials



Paul Jeeves
GB • 5 reviews

3 days ago



Hands down the best place online to...

Hands down the best place online to find the most choice at the best value for car/van leasing

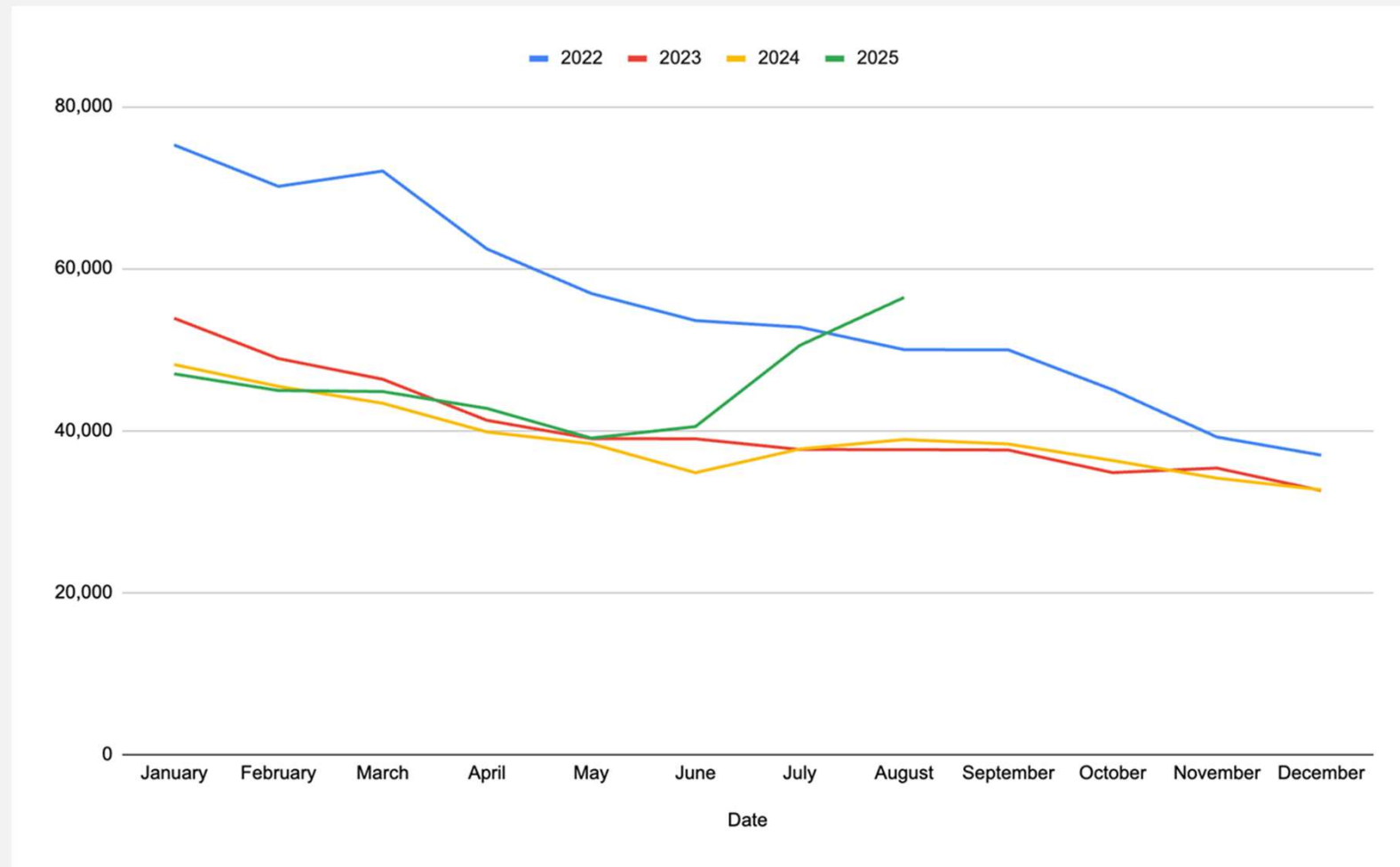
September 11, 2025

Unprompted review

2025 leasing trends

The UK search volume trends for the singular keyword 'car leasing' have experienced an uplift in recent months – we are entering a new period of growth in car leasing...

also, what will be the impact of ECOS on the sector?



Where's the demand?

Business leasing

25% of enquiries

51% of offers



Personal leasing

75% of enquiries

49% of offers

Most popular vehicles by enquiry volume – YTD 2025.

PCH Cars

1. Nissan Qashqai
2. Vauxhall Corsa
3. Hyundai Tucson
4. Vauxhall Grandland
5. Nissan Juke

BCH Cars

1. Vauxhall Grandland
2. BMW i4
3. Polestar 4
4. Volkswagen ID.7
5. BMW XM

BCH Vans

1. Volkswagen ID.Buzz
2. Land Rover Defender
3. Volkswagen Amarok
4. Nissan Townstar
5. Ford Transit Custom

But during the last two years some brands have dominated some months for enquiries – July 2024 (Lotus Electra), July 2025 (Leapmotor C10), August 2025 (Ford Puma).

Most popular payment profile: PCH Cars

12 months
advance rentals



51% Petrol

23 month
term



22% Hybrid

5,000 miles pa



25% BEV



£311 pm

Most popular payment profile: BCH Cars

12 months
advance rentals



16% Petrol

35 month
term



24% Hybrid

10,000 miles pa



56% BEV



£411+VAT pm

The EV Grant & consumer behaviour

Overview

- Government launched the £3,750 electric vehicle (EV) grant in July 2025.
- Intended to cut EV costs for drivers and boost uptake.
- £650m scheme expected to support transition to net zero, with indications that the budget will run to at least 2028-29.

Eligibility Problems

- Only 38 car models listed as eligible.
- Only 2 qualify for full Band 1 (£3,750) grant including:
 - Ford Puma Gen-E & Ford E-Tourneo Courier.
- Another 36 qualify for the smaller Band 2 (£1,500) grant including cars from:
 - Citroen (x7), Cupra (x1), DS (x2), MINI (x1), Nissan (x2), Peugeot (x6), Renault (x5), Skoda (x2), Toyota (x2), Vauxhall (x7), VQ (x1).

Industry Reaction

- Industry leaders say scheme has created confusion.
 - Dealers report that buyers are delaying purchases, waiting for clarity ("wait and see").
 - Manufacturers criticise non-transparent criteria (e.g. emissions in production).
 - Concerns that scheme fails to encourage EV uptake.
 - Concerns about how this will affect the used EV market — possibly depressing second-hand values.
-

Government Response

- Government expects ‘dozens’ of models to qualify in future and approved models list will be continually updated.
- Consumers don’t need to fill out extra paperwork - discount applied at point of sale.
- Indicated that new funds will be made available to support charging infrastructure: e.g. cross-pavement technology.
- That said – it's acknowledged that some drivers are “nervous” or hesitant, citing barriers beyond just cost (e.g. charger access).
- Changes announced on how the grant will apply to vehicle variants (entry level of £37k and below) with a new upper threshold of £42k introduced.

EV Sales Snapshot – August 2025

- BEVs made up 26.5% of new car sales in August 2025, up 4.2% vs August 2024.
- Similar picture in Europe with growth at 4.5%.
- Ford experiencing +400% uplift in BEV sales compared to prior year.
- Tesla remains most popular EV brand, but sales growth slowing.
- Despite grant uncertainty, demand remains strong.

Market Shifts in 2025

- August YTD 2025 car registrations:
 - BEVs: 254,071 (+27.4%) → 21.6% share
 - PHEVs: 122,782 (+26.5%) → 10.4% share
 - Petrol: 347,465 (-26.5%) → 29.6% share
 - Diesel: 67,093 (-12.4%) → 5.7% share
- HEVs remain largest single category at 32.7% market share.
- The Independent EV Price Index has reported that prices have fallen 7.5% over the last 12 months, equivalent to £3,750! No surprise as vehicle choice has grown 25% to 111 models.

ZEV Mandate Progress – 2025

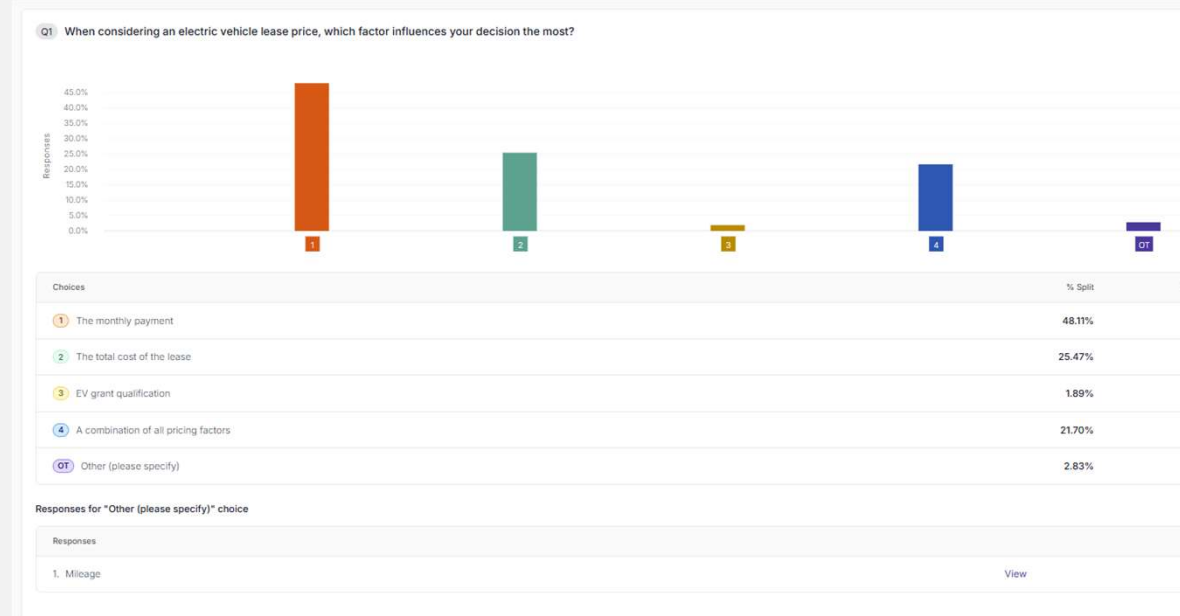
- Real ZEV target for 2025 estimated at ~22%.
- Surplus: Tesla, VW, BMW, BYD, Geely ahead of targets.
- Shortfall: Nissan, Toyota, Ford, Stellantis behind targets.
- Nissan shows largest deficit (–9,777 credits).
- Policy pressure increasing on lagging manufacturers.

Vans & Other Segments

- Electric van registrations YTD: 14,855 (+5,036), 8.5% market share. Up 110% year-on-year.
- Diesel vans still dominant (84%) - but shrinking.
- Electric HGVs: 393 registered so far in 2025 (+418%).
- Electric motorbikes remain niche (3.2% market share).
- Ford & VW are currently leading BEV van sales.

Leasing.com EV research

- The monthly payment: **48.11%**
- The total cost of the lease: **25.47%**
- EV grant qualification: **1.89%**
- A combination of all pricing factors: **21.70%**
- Other: 2.83%



The response from manufacturers

- Established manufacturers benefited from the spike in consumer interest when their vehicles were approved for the grant.
- Stellantis, Renault, Toyota, Cupra, Skoda, Nissan and Volkswagen – all Band 2 grant.
- Only the Ford Puma Gen-E has initially qualified for the Band 1 grant, and demand exploded overnight.
- Puma currently outperforming the next best offer by 5:1!

The response from manufacturers

- Some manufacturers ineligible for grant.
- Chinese brands such as Leapmotor, GWM and MG moved quickly, offering various 'non-grant' discounts off the list price of their vehicles to secure market interest from consumers.
- Jeep announced they would offer a grant equivalent discount on their Avenger range.
- The impact within the market has been immediate.

Leapmotor C10

The price did drop as low as £109 pcm

★★★★★

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Any make

Any model

£ min

£ max

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Old for new. Value and sell your car

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*images for illustration only

Electric

Fuel type

Automatic

Transmission

5

Seats

370 litres

Boot space

261 miles

Range

0 g/km

CO2

7.5 secs

0-62 MPH

20" alloy

Wheel size

Leapmotor C10 Estate

160kW 70kWh 5dr Auto [11 KWCh]

Delivery within 3-6 months

£161.75 p/m

All prices inc. of VAT

£1,941.00 Initial rental

£354.00 Additional fees

Deal overview

Explain terms

Finance type	Personal Contract Hire
Road tax	Included
Annual mileage	5,000
Contract length	24 months
Initial rental	12 months = £1,941.00

Customise your lease

Get a quote

Call

Get in touch with no obligation for this personalised quote. The advertiser will confirm final offer details.

Ford Puma Gen-E

The price did drop as low as £119 pcm

★★★★★

REVIEWS

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Any make

Any model

£ min

£ max

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Find your dream car

UK's biggest leasing comparison site

100% independent. Excellent ★★★★★

9/10 find the best deal

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Electric Fuel type

233 miles Range

Automatic Transmission

0 g/km CO2

5 Seats

8.0 secs 0-62 MPH

556 litres Boot space

17" alloy Wheel size

Ford Puma Gen-E Hatchback

123kW Select 43kWh 5dr Auto

Delivery within 2-3 months

£129.60 p/m

All prices inc. of VAT

£1,555.20 Initial rental

£295.00 Additional fees

Deal overview

Explain terms

Finance type	Personal Contract Hire
Road tax	Included
Annual mileage	5,000
Contract length	24 months
Initial rental	12 months = £1,555.20

Customise your lease

Get a quote

Call

Get in touch with no obligation for this personalised quote. The advertiser will confirm final offer details.

Impact of the grant?

Month	BEV share of total PCH demand?
June (pre-Grant)	24.7%
July	32.5%
August	31.2%
September (so far)	44.7%

My Opinion based on what we are seeing.....the EV Grant absolutely drives interest, but the monthly lease cost is what drives enquiry volumes.

Questions?



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.com

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