

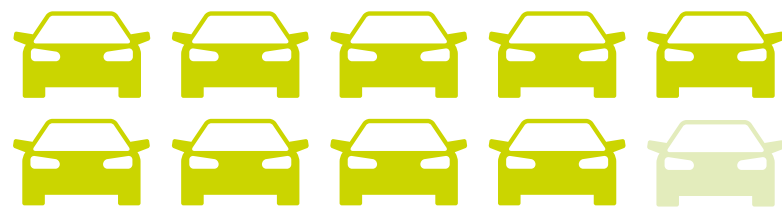
# HOW SMALL AND MEDIUM SIZE BUSINESSES ARE MANAGING THEIR VEHICLES WITH LESS THAN 50 VEHICLES

Corporate Vehicle Observatory



BASED ON MORE THAN **3,700** INTERVIEWS WITH DECISION MAKERS

## More vehicles?



A net 24% of businesses with 1-9 vehicles expect their fleet to grow in the next three years - up from last years survey, when the figure was 13%.

## But...

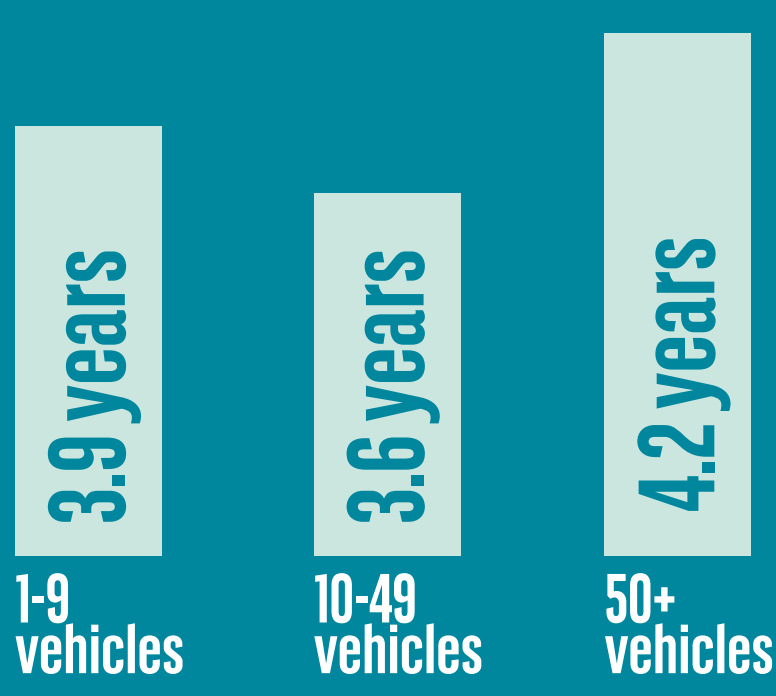
Businesses with 10-49 vehicles are less optimistic as 10% anticipate fleet growth, down from 24% when we asked last year.

(These figures show companies predicting an increase minus those who foresee a decrease)



## TIME FOR A CHANGE?

Smaller businesses are keeping their cars and vans for less time than larger ones on average.



## New Emissions testing

42% of businesses with 1-9 vehicles and 62% with 10-49 vehicles say WLTP has already impacted their vehicle policy, or they expect it to do so (WLTP is the new measure for fuel consumption and CO<sub>2</sub> emissions on passenger cars).



## NEW TECH



8% of businesses with 1-9 vehicles have at least one hybrid on fleet.  
As do 27% with 10-49 vehicles



8% of businesses with 1-9 vehicles have at least one plug-in hybrid on fleet.  
As do 24% with 10-49 vehicles



8% of businesses with 1-9 vehicles have at least one fully electric vehicle on fleet.  
As do 17% with 10-49 vehicles

## AND IT'S GOING TO GROW...

**52%**

of businesses with 1-9 vehicles

**64%**

of businesses with 10-49 vehicles



are planning to introduce at least one alternative fuel vehicle in the next three years

## VAN STATS



Operate vans within their fleet

**61%**

of businesses with 1-9 vehicles

**65%**

of businesses with 10-49 vehicles



Use telematics

**17%**

of businesses with 1-9 vehicles

**47%**

of businesses with 10-49 vehicles

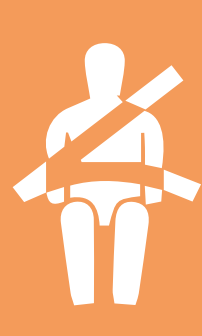
## TOP REASONS FOR TELEMATICS



**1.** Locate vehicles



**2.** Improve driver behaviour



**3.** Improve driver safety



**4.** Reduce fleet costs



**5.** Optimise journeys

## MOST POPULAR WAYS TO REDUCE DRIVER ROAD RISK



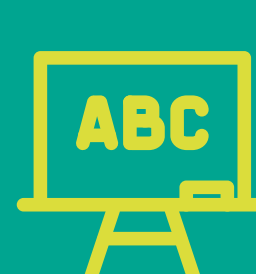
**1.** Risk assessment



**2.** Communications programme



**3.** On the road training



**4.** Classroom training

This information comes from Arval's 2018 Corporate Vehicle Observatory Barometer. It's annual research looking at the company vehicle sector, picking out trends across the UK and Europe. In 2018, more than 3,700 detailed interviews were held with relevant decision makers at companies of all sizes.

Corporate Vehicle Observatory

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