



2025 Fleet Report

Managing change and delivering stability.

Better with every move.

 **ayvens**
SOCIETE GENERALE GROUP

2025 executive summary

A year of change

2025 was defined by shifting economic conditions, evolving regulations, and rapid technological advancement. Against this backdrop, Ayvens continued its role as a global sustainability partner, supporting organisations in navigating a complex and fast-moving fleet landscape. Our focus has been on enabling informed decision-making, resilient operations, and confident progression toward long-term cost and sustainability goals.

What happened in 2025?

Economic and policy landscape

- The Autumn Budget introduced changes affecting electric vehicles (EVs), including raising the list-price threshold for the Expensive Car Supplement and outlining a future transition to pay-per-mile taxation for zero-emission vehicles from 2028 (currently under consultation).
- Interest rates gradually eased throughout the year, providing some relief to businesses amid modest but fragile economic growth, low but rising unemployment, and inflation that continued to outpace wage increases.

Vehicle market trends

- The UK new car market exceeded two million registrations for the first time since 2019, according to the SMMT, with EV uptake still heavily driven by the fleet sector despite falling short of ZEV Mandate trajectories.
- Light commercial vehicles (LCVs) experienced a notable decline, highlighting ongoing operational pressures for businesses reliant on vans.
- Business demand continued to outpace retail appetite for EVs, with salary sacrifice schemes remaining a major growth area across the industry.

What were our priorities?

Championing best practice across the fleet industry

As Platinum Sponsor of the Association of Fleet Professionals (AFP), Ayvens supported a programme of events, insights and training throughout 2025, helping decision-makers stay informed on funding, reimbursement, EV adoption and policy developments. This collaboration will continue into 2026.

Supporting operational resilience for fleets

Many fleets faced longer workshop lead times due to capacity constraints, parts availability issues and increased vehicle complexity. Ayvens focused on enhancing the service experience for customers by promoting consistent maintenance standards, working closely with supplier partners and providing broader access to flexible maintenance support options that help reduce vehicle downtime.

Enabling more sustainable, cost-effective fleets

Electrification remained a core priority for many organisations. Our consultancy teams provided insight-driven guidance and total cost of ownership modelling, helping customers identify the most suitable vehicles and charging strategies while balancing operational demands and budget requirements.

What's next for 2026?

Completing the next phase of our UK integration

As Ayvens in the UK, we are progressing integration of the ALD Automotive and LeasePlan UK businesses, bringing together our capabilities to create a broader product offering and a more unified experience for customers. Progress made during 2025 has brought key teams and services closer together, widening access to specialist support across consultancy, commercial vehicles and rental.

Helping organisations adapt to a fast-changing landscape

Policy, taxation and economic factors are expected to evolve rapidly in 2026. Ayvens will continue offering impartial guidance, underpinned by a full suite of funding and fleet management solutions that help customers balance cost control, operational resilience and sustainability ambitions.

Working in close partnership with customers

We believe the strongest outcomes are delivered collaboratively. Throughout 2026, we will continue working alongside customers to help keep drivers mobile, optimise fleet costs and build solutions shaped around their operational needs.

A passionate team delivering results

In a market defined by uncertainty, strong partnerships have never been more important. Throughout 2025, our teams worked closely with customers to provide clear guidance, proactive support and tailored fleet solutions aligned to their goals. We look forward to building on these relationships in the year ahead.

Our services and expertise

Ayvens Consultancy

Our consultancy services team is leveraging more than 60 years of combined experience to help decision-makers navigate a fast-changing fleet landscape. We're unlocking rich insights from their data,

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<https://www.racfoundation.org/motoring-faqs/mobility>

empowering them to operate a safer, more sustainable and cost-effective fleet, with the right vehicles, charging and funding options and tailored policy design.

Ayvens Insurance

Ayvens work alongside Ayvens Insurance* to offer customers insurance, together with financing, fleet management, driver, and fleet risk solutions. Ayvens Insurance is an international insurance company which launched in the UK last year and works with Ayvens to offer this solution to its UK customers.

Ayvens work to coordinate a holistic fleet management approach, by offering a one stop shop.

In partnership with Ayvens Insurance, we focus on creating a more effective fleet, enabling customers to drive their business forward.

*Euro Insurances DAC – trading as Ayvens Insurance

Total Cost of Ownership (TCO)

Fleet procurement has never been more complex. Ayvens' TCO+ solution enables fleets to select the optimal vehicles for their needs by mapping them against real-world data. We're looking beyond rentals, mileage and tax, considering factors such as operational suitability, downtime and proximity to workshops, while highlighting opportunities to electrify.

Overcoming challenges together

Although 2025 brought signs of stabilisation, the operating environment remained demanding for fleets. Parts supply issues, an ageing vehicle parc, technician shortages and the increasing complexity of modern vehicles placed pressure on workshops and repair networks.

Ayvens worked closely with industry partners to mitigate the impact of these pressures and provide customers with reliable, transparent support. Our focus has been on delivering smoother maintenance journeys, more efficient accident management and clear communication throughout the process.

What to expect in 2026

Economic stability with some uncertainty

What is happening?

Analysts continue to expect modest UK economic growth through 2026, supported by increased public spending, though business confidence remains cautious amid ongoing geopolitical instability. Recent escalation in the Middle East, including the conflict involving Iran, has added to volatility in energy markets and inflation expectations, reinforcing a more risk-aware outlook. Interest rates are still expected to ease gradually, while the used vehicle market is forecast to normalise towards pre-pandemic volumes.

For fleets, this environment points to a year of prudent decision-making, value-focused procurement and an increased emphasis on flexibility. Ayvens will continue to support customers through tailored contract extensions, adaptive funding strategies and robust modelling to help manage cost uncertainty and minimise exposure to depreciation risk, particularly across electric vehicle fleets.

Changing regulations

The delayed Euro 7 emissions standard will begin implementation from November 2026, introducing tougher requirements on pollutant emissions and durability. At the same time, evolving European CO₂ targets and discussions around low-carbon fuels are reshaping the regulatory environment.

While the UK has flexibility to set its own rules, most manufacturers will design for EU standards, influencing vehicle availability and specification. Our consultancy teams will continue helping customers navigate these shifts and identify operationally suitable options.

More affordable and diverse EV choices

With battery prices continuing to fall and economies of scale improving, EVs are becoming more competitively priced. The SMMT expects a significant expansion in available models across both car and van segments, including more options under key fleet price points.

While increased competition is positive, it also introduces new considerations around brand stability, aftersales coverage and long-term suitability. Ayvens offers independent, data-led support to help fleets make confident choices as the market evolves.

A new phase for Ayvens

2026 marks the next stage in Ayvens' evolution as one of the UK's leading mobility and fleet partners. The continued integration of our combined businesses will enhance the breadth, depth and consistency of what we offer customers. Our goal is simple: to provide a stronger, more capable and more connected service, supporting fleets through a period of unprecedented change.

We look forward to continuing this journey with you.



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