

Slovakia

MARKET REVIEW

General economic situation. Slovakia as a small country depends to a great extent on production for export and the Slovak economy is crucially driven by foreign trade. Therefore all changes in neighbouring countries, especially in Western Europe, have a direct impact on the economic development.

Due to the influence of the world's financial and economic crises in 2009, the Slovakian economy fell by 4.7%. The revival began in 2010 (+4.0%) and went further as GDP grew by 3.3% in 2011. The growth was witnessed in all quarters of 2010 and 2011 and has also been present in the first quarter of 2012, when GDP increased by 3.0% – amongst the highest in the EU. Inflation in 2011 reached 4.1%.

The progress is also seen in companies' increasing willingness to invest in 2011. Gross fixed capital creation grew by 5.9%, while in 2010 the increase was smaller, at 3.1%.

Machinery and equipment played an important part as it increased by 12.3% year-on-year (+5.9% in 2010). Relatively weak activities were shown in real estate, with only a 1.5% increase.

The main driver of the Slovak economy is vehicle production. Big producers,



Marian Tibensky, Secretary General, The Association of Leasing Companies of the Slovak Republic.

such as Volkswagen, PSA Peugeot-Citroen and KIA Motors, have built factories in Slovakia. The automotive industry accounts for 39% of total industry in the country. It employs 71,000 workers (2007: 77,000, 2008: 74,000, 2009: 68,000) and car production revenues reached €17bn.

A total of 640,000 cars were made in 2011. The expectations for 2012 are even higher at 780,000 cars. Hence the fact that Slovakia is number one worldwide for car production per head. Of course,

Leasing services

ALD Automotive S.R.O., Organizacná Zložka
Hodzovo nám 1A, 811 06 Bratislava, Slovak Republic. Tel: +421 (2) 5927 7901; Fax: +421 (2) 3211 3509; Email: infosk@aldautomotive.sk; Website: www.ald-automotive.sk. Managing Director: Daniel Tomáško; Email: daniel.tomasko@aldautomotive.com.
Activities: Member of the Leasing Association of Slovakia.

Allen & Overy Bratislava, s.r.o.
Carlton Savoy Building, Mostová 2, 5th Floor, SK-811 06 Bratislava, Slovak Republic. Tel: +421 (2) 5920 2400; Fax: +421 (2) 5920 2424; Email: information@allenoverly.com; Website: www.allenoverly.com. Contact Partners: Hugh Owen.

Activities: International legal practice with 31 offices in 22 countries. Advises on all types of domestic and cross-border, asset financial leasing (both tax based and non tax based) in all sectors including shipping, aviation and rail finance.

ARVAL Slovakia S.R.O.
Karpatská 18, 811 05 Bratislava, Slovak Republic. Tel: +421 (2) 5710 8011; Website: www.arval.sk. Managing Director: Gregor Bilik, Ing.; Email: gregor.bilik@arval.sk.
Activities: Member of the Leasing Association of Slovakia.

Aukčné Centrum S.R.O.
Liscie údolie 59, 841 04 Bratislava, Slovak Republic. Tel: +421 (2) 5479 3678. Company Representative: Andrej Kralik JUDr.; Email: kralik@barrister.sk.
Activities: Member of the Leasing Association of Slovakia.

AutoFinance A.S.
Pod Lesom 22, 060 01 Kezmarok, Slovak Republic. Tel: +421 (52) 3213 000; Fax: +421 (52) 7891 535; Email: autofinance@autofinance.sk; Website: www.autofinance.sk. Company Director: Ladislav Vlaháč; Email: vlahac@autofinance.sk.
Activities: Member of the Leasing Association of Slovakia.

Banco Mais S.A., Pobočka Zahranicnej Banky
Einsteinova 21, 851 01 Bratislava, Slovak Republic. Tel: +421 (2) 3222 2000; Fax: +421 (2) 3222 2099; Email: banifplus.sk@banifplus.sk; Website: www.banifplus.sk. Director: Pavel Rapos CSC.
Activities: Member of the Leasing Association of Slovakia.

BAWAG Leasing & Fleet S.R.O.
Trnavská cesta 50, 821 02 Bratislava, Slovak Republic. Tel: +421 (2) 4463 4400; Fax: +421 (2) 4445 8385; Email: slovensko@leasing.at; Website: www.bawagleasingandfleet.com. Managing Director: Radka Windhofer.
Activities: Deals with operational and financial leasing. Member of the Leasing Association of Slovakia.

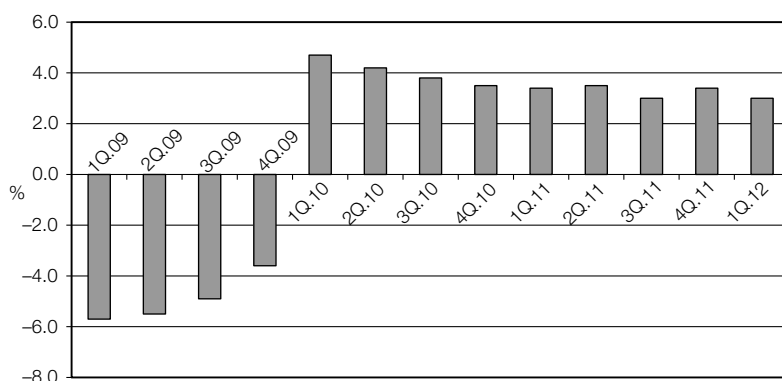
Benefit Leasing S.R.O.
Werferova 3, 040 11 Kosice, Slovak Republic. Tel: +421 (55) 2850 011/12; Fax: +421 (55) 2850 013; Email: info@benefitleasing.sk; Website: www.benefitleasing.sk. Company Representative: Martin Schwarc; Direct Tel: +421 903 907 794.
Activities: Dealing with the leasing of personal, utility and truck technology and production facilities. Member of the Leasing Association of Slovakia.

BKS-Leasing A.S.
Pribinova 4, 811 09 Bratislava, Slovak Republic. Tel: +421 (2) 5823 9601; Fax: +421 (2) 5823 9609; Email: bks-leasing@bks-leasing.sk; Website: www.bks-leasing.sk. Managing Director: Peter Knaze; Direct Tel: +421 (2) 3232 3051; Email: peter.knaze@bks-leasing.sk.
Activities: Member of the Leasing Association of Slovakia.

BPT Leasing A.S.
Drienová 34, 821 02 Bratislava, Slovak Republic. Tel: +421 (2) 4870 5011; Fax: +421 (2) 4341 2222; Website: www.bptleasing.sk. Chairman of the Board: Roman Zubal; Direct Tel: +421 (2) 4870 5032; Email: rzubal@bptleasing.sk.
Activities: Lessor. Member of the Leasing Association of Slovakia.

Business Lease Slovakia S.R.O.
City Business Center 1, Karadzicova 8, 821 08 Bratislava 2, Slovak Republic. Tel: +421 (2) 5810 3810; Fax: +421 (2) 5810 3811; Email: info@businesslease.sk; Website: www.businesslease.sk. Managing Director: Richard Heijnsbroek.
Activities: Full service operational lease for passenger cars and light commercial vehicles. Advice regarding mobility. Member of the Leasing Association of Slovakia.

Table 1: GDP growth in Slovakia (2009–2012)



this generates positive and negative effects.

However, in general, making cars *vis à vis* tendencies in world business, has brought strong development impulses to the country. It is worth mentioning that a substantial proportion of new cars produced are assigned to export.

Legislation. In general, legislation for business in Slovakia is quite favourable. A flat tax was applied to income tax with a rate of 19%. Also the value-added tax was set at the same rate, 19%, for all products and services. But it is due to increase to 20% for 2012.

Leasing operations are governed by Trade Code provisions and also, in part, by the Civil Code. Leasing companies and leasing activities are not directly subject to bank supervision, only indirectly

through parent banks, if they are in groups.

A new government was elected in 2010 and it claimed to continue reforms for the support of business. But in 2011 it

ASSOCIATION

THE ASSOCIATION OF LEASING COMPANIES OF THE SLOVAK REPUBLIC (ALS)

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Email: lizing@lizing.sk
Website: www.lizing.sk

President:

Juraj Erbringer

Secretary General:

Marian Tibenský

Leasing services

Car Detect Spol. S.R.O.

T. Vansovej 1, 974 01 Banská Bystrica, Slovak Republic. Tel: +421 (42) 4710 760/761; Fax: +421 (2) 6353 2030/2031; Email: cardetect@cardetect.sk; Website: www.cardetect.sk. Managing Director: Dusan Strelec; Direct Tel: +421 903 474 747; Email: strelec@cardetect.sk.

Activities: Member of the Leasing Association of Slovakia.

CHG-MERIDIAN Computer Leasing Slovakia S.R.O.

Mateja Bela 8, 811 06 Bratislava, Slovak Republic. Tel: +420 (2) 7210 2111; Fax: +420 (2) 7210 2766; Email: czech@chg-meridian.com; Website: www.chg-meridian.com. Executive Vice President, Sales, Eastern Europe: Thomas Albrecht; Direct Tel: +49 (171) 3156 085; Email: thomas.albrecht@chg-meridian.de. **Activities:** Part of the CHG-MERIDIAN Deutsche Computer Leasing AG, founded in 1979, one of Europe's top leasing companies in the field of information technology - independent of manufacturers and banks. As well as flexible finance and extensive services, the company also offers remarketing of used IT hardware.

Consumer Finance Holding A.S.

Hlavné námestie 12, 060 01 Kezmarok, Slovak Republic. Tel: +421 (52) 7861 786; Fax: +421 (52) 7861 856; Email: info@quatrocar.sk; Website: www.quatrocar.sk. Company Director, Chairman of the Board: Martin Vetyška; Direct Tel: +421 908 996 019; Email: mjuhan@cfh.sk.

Activities: Member of the Leasing Association of Slovakia.

Credium Slovakia A.S.

Einsteinova 21, 852 86 Bratislava, Slovak Republic. Tel: +420 (2) 3500 2111; Fax: +420 (2) 3500 2102; Email: info@credium.sk; Website: www.credium.sk. Managing Director, Chairman of the Board: Martin Vetyška; Direct Tel: +421 903 778 917; Email: vetyška@credium.sk.

Activities: Member of the Leasing Association of Slovakia.

CSOB Leasing A.S.

Paňónska cesta 11, 852 01 Bratislava, Slovak Republic. Tel: +421 (2) 6820 2111; Fax: +421 (2) 6381 5248; Email: info@csobleasing.sk; Website: www.csobleasing.sk. Chairman of the Board, CEO: Juraj Erbringer; Direct Tel: +421 (2) 6820 2192; Email: ebringer@csobleasing.sk; Marketing Manager: Stanislav Jassak; Direct Tel: +421 (2) 6820 2135; Email: jassak@csobleasing.sk.

Activities: Universal leasing company, financing and insuring full range of commodities for all type of clients. Long term market leader. Member of KBC Group.

Deutsche Leasing Slovakia Spol. S R.O.

Prievozská 4B, 821 09 Bratislava 111, Slovak Republic. Tel: +421 (2) 5775 9211; Fax: +421 (2) 5775 9222; Email: info@dlslovakia.sk; Website: www.deutsche-leasing.com.sk. Managing Director: Václav Matejka.

Activities: Member of the Leasing Association of Slovakia.

Erste Group Immorent Slovensko S.R.O.

Tomášikova 48, 832 52 Bratislava, Slovak Republic. Tel: +421 (2) 4862 9911; Fax: +421 (2) 4862 7222; Email: office.sk@immorent.com; Website: www.erstegroupimmorent.sk. Managing Directors: Peter Malik; Vladimír Krno.

Activities: Real estate leasing, equipment leasing, project development and construction services.

Finanz Servis Spol. S.R.O.

Zvolenská cesta 20, 974 01 Banská Bystrica, Slovak Republic. Tel/Fax: +421 (48) 4324 347; Email: info@finansservis.sk; Website: www.finanzservis.sk. Managing Director: Svetozár Kudron.

Activities: Submits finance leasing for personal cars, utility cars & lorries, machine & industrial appliances, computing & office technology.

Forward, s.r.o.

Nám. A. Hlinku 36/9, SK-017 01 Považská Bystrica, Slovak Republic. Tel: +421 (42) 4327 600/4326 704; Fax: +421 (42) 4327 983; Email: leasing@forward.sk; Website: www.forward.sk. Managing Director: Ivana Mosková; Direct Tel: +421 903 501 825.

Activities: Member of the Leasing Association of Slovakia.

GE Money A.S.

Bottova 7, PO Box 99, 811 09 Bratislava 1, Slovak Republic. Tel: +421 (2) 5922 5111; Fax: +421 (2) 5922 5176; Email: zakaznickyservis@ge.com; Website: www.gemoney.sk. General Manager: Juraj Ploskunák, JUDr.; Direct Tel: +421 (2) 5922 5114; Email: juraj.ploskunak@ge.com.

Activities: Member of the Leasing Association of Slovakia.

Gentle Car S.R.O.

Bajkalská, 821 09, Slovak Republic. Tel: +421 (2) 5341 0178; Website: www.sixt.sk. Director of Sales, Sixt Franchisee: Mensik Michal; Email: mensik@sixt.sk.

Activities: Member of the Leasing Association of Slovakia.

Global Sales Solutions s.r.o.

Strážnická 3, SK-811 08 Bratislava, Slovak Republic. Tel: +421 918 580 151; Fax: +421 (2) 5564 8883; Email: gss@moskovska13.sk; Website: www.aukcnymdom.sk.

Activities: Member of the Leasing Association of Slovakia.

Table 2: Leasing market development in Slovakia (2007–2011)

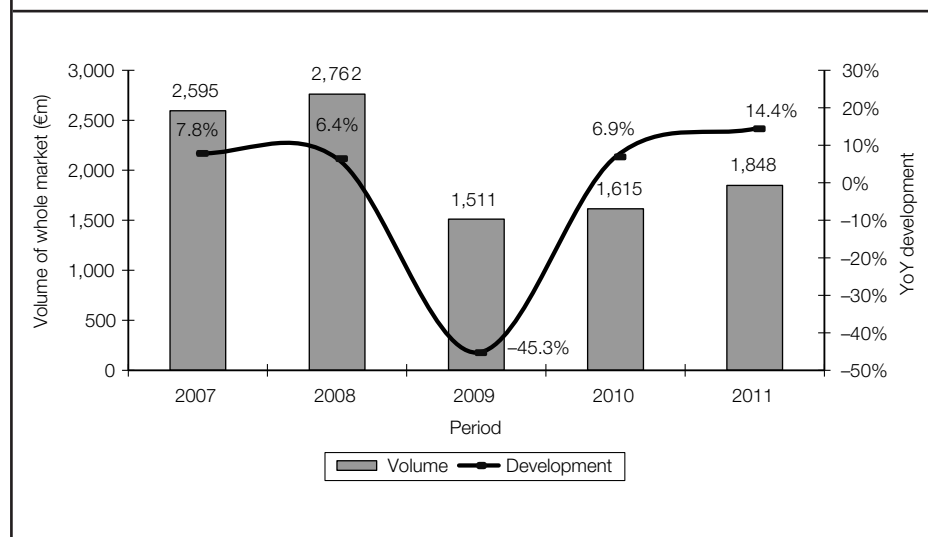
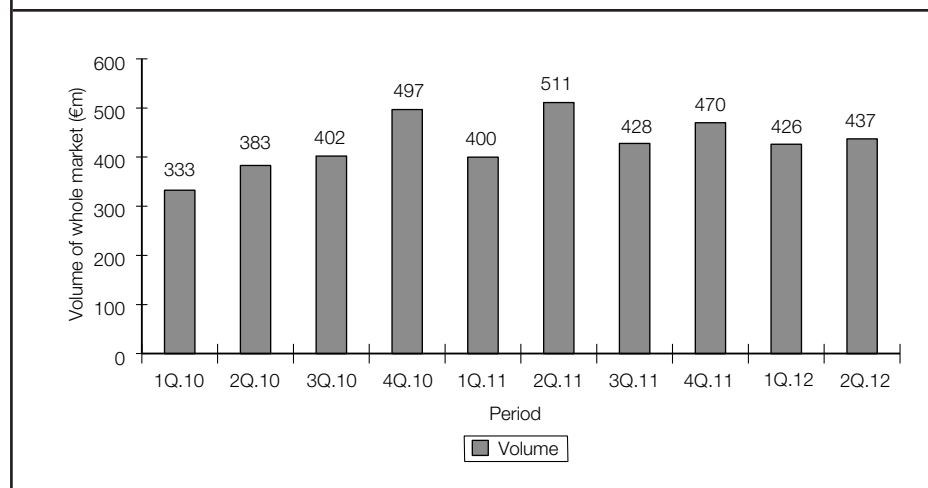


Table 3: Leasing market development in Slovakia from 1Q 2010 to 2Q 2012



Leasing services

Table 4: Leasing by asset type (2010–2011)

Asset type	Production in 2010 (€m)	Production in 2011 (€m)	Inter-annual production difference (%)
Passenger cars	697	768	10.2
Light commercial vehicles	134	99	-26.1
Lorry vehicles	262	339	29.4
Machinery and equipment	293	431	47.1
Information technology	11	9	-18.2
Ships, aeroplanes, and railway vehicles	51	32	-37.3
Others	46	17	-63.0
Total movable assets	1,494	1,695	13.5
Real estate	121	153	26.4
Whole market	1,615	1,848	14.4

Source: ALS.

lost the majority in parliament due to different opinions on how to proceed in the euro bail-out mechanism. Therefore there were new elections in 2012 and the left-wing government was replaced by the right. Nevertheless, the new government is generally in favour of the EU. It claimed its support for keeping the euro, but also will not be following several previous reforms.

Legislation for leasing in Slovakia is still good. The methods of depreciation are vitally important. There are three forms of writing-off in use – straight-line, accelerated and leasing method.

The pro-reform government in 2010 announced the fight for simplifying laws and abolishment of exemptions. A proposal for the removal of leasing depreciation did not gain enough support in parliament thanks to the efforts of the Slovak Leasing Association (ALS). Despite this, in 2011 the Ministry of Finance again put this proposal to the board, this time as a part of the so-called

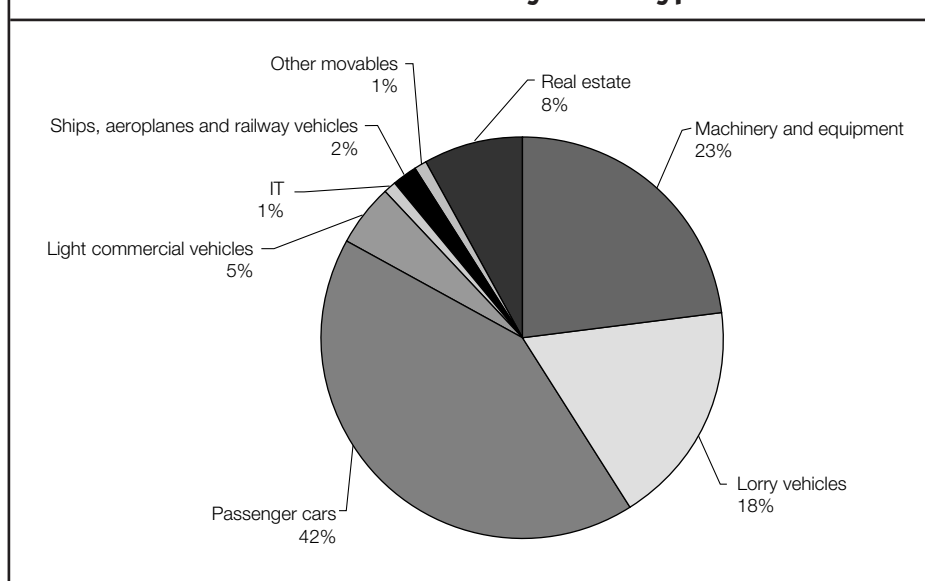
tax and levy reform (known simply as a ‘super-gross wage’).

The ALS’ objections, backed by analyses on the negative impact of the proposal on investment development had not been taken into account and so parliament abolished leasing depreciation from January 2012. However, the Slovak Leasing Association did not give up. It repeatedly forwarded its enumeration, confirmed by an independent expert. It also gained the support of other entrepreneurial organisations (to represent the lessees), amongst them the Automotive Industry Association, which was a good strategy.

In early 2012 the ALS once again succeeded in putting the issue of depreciation to parliament and finally, despite resistance from the outgoing government, the law passed, allowing the use of leasing depreciation. This activity is widely considered as the Slovak Leasing Association’s greatest success.

Leasing market in 2011. The leasing

Table 5: New business in 2011 by asset type

**GMAC S.R.O. - Organizacná Zložka**

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Activities: Member of the Leasing Association of Slovakia.

GR8 Auctions a.s.

Strážnická 3, 811-03 Bratislava, Slovak Republic. Email: gss@moskovska13.sk; Website: www.gr8auctions.sk. Chairman of the Board: Mojmir Chalupka.

Activities: Member of the Leasing Association of Slovakia

Home Credit Slovakia A.S.

Teplická 7434/147, 921 22 Piest'any, Slovak Republic. Tel: +421 850 11 11 18; Fax: +421 (33) 7767 219; Email: posta@homecredit.sk; Website: www.homecredit.sk. Sales & Marketing Director: Frantisek Klincko; Direct Tel: +421 918 847 638; Email: f.klincko@homecredit.sk.

Activities: Member of the Leasing Association of Slovakia.

IKB Leasing SR S.R.O.

Tomášikova 64, 831 04 Bratislava, Slovak Republic. Tel: +421 (2) 4911 2700; Fax: +421 (2) 4911 2710; Email: info@ikb-leasing.sk; Website: www.ikb-leasing.sk. Managing Director: Marian Baláz, Mgr.; Email: marian.balaz@ikb-leasing.sk.

Activities: Member of the Leasing Association of Slovakia.

Impuls-Leasing Slovakia S.R.O.

Stetinova 4, PO Box 249, 811 06 Bratislava, Slovak Republic. Tel: +421 (2) 3260 2000; Fax: +421 (2) 3260 2100; Email: office@impuls-leasing.sk; Website: www.impuls-leasing.sk. Managing Director: Radovan Polakovic Dipl. - Kfm; Direct Tel: +421 (2) 3260 2015; Email: polakovic@impuls-leasing.sk.

Activities: Member of the Leasing Association of Slovakia.

Iris Ident S.R.O.

Mládežnícka 36, 974 01 Banská Bystrica, Slovak Republic. Tel: +421 (48) 4151 518; Fax: +421 (48) 4151 152; Email: iris@iris.sk; Website: www.ko.sk. Company Director: Róbert Zrubák; Direct Tel: +421 903 771 771; Email: zrubak@iris.sk.

Activities: Member of the Leasing Association of Slovakia.

LeasePlan Slovakia S.R.O.

Sevcenkova 34, 851 01 Bratislava, Slovak Republic. Tel: +421 (2) 2064 9200; Fax: +421 (2) 2064 9205; Email: leaseplan@leaseplan.sk; Website: www.leaseplan.sk. Managing Director: Frantisek Stank; Direct Tel: +421 903 707 078; Email: frantisek.stank@leaseplan.sk.

Activities: Member of the Leasing Association of Slovakia.

Leasing Slovenskej Sporiteľne A.S.

Tomášikova 48, 832 69 Bratislava, Slovak Republic. Tel: +421 (2) 5070 9444; Fax: +421 (2) 5070 9450; Email: info@lslsp.sk; Website: www.leasinglsp.sk. Member of the Board: Alfréd Svoboda; Direct Tel: +421 (2) 4862 9201; Email: alfred.svoboda@factoringlsp.sk.

Activities: Member of the Leasing Association of Slovakia.

Mercedes-Benz Financial Services Slovakia S.R.O.

Tuhovská 11, 831 07 Bratislava, Slovak Republic. Tel: +421 (2) 4929 4624; Fax: +421 (2) 4929 4666; Email: leasing@mbfs.sk; Website: www.mbfs.sk. Company Representative, CEO: Tobias Waldeck; Direct Tel: +420 (2) 7107 7600; Email: tobias.waldeck@daimler.com.

Activities: Member of the Leasing Association of Slovakia.

Monaq Leasing A.S.

Panská 13, 811 01 Bratislava, Slovak Republic. Tel: +421 (2) 5930 0070-79; Fax: +421 (2) 5930 0078; Email: info@lslsp.sk; Website: monaq@monaqleasing.sk; Website: www.monaqleasing.sk. Company Representative: Jozef Baca Ing. M.Phil PhD.; Direct Tel: +421 (2) 5930 0071; Email: baca@monaqleasing.sk.

Activities: Member of the Leasing Association of Slovakia.

Oberbank Leasing S.R.O.

Galvániho 7/B, 821 04 Bratislava, Slovak Republic. Tel: +421 (2) 4821 4321; Fax: +421 (2) 4821 4340; Website: www.oberbankleasing.sk. Managing Director: Andrea Klukonová, Dip.; Email: andrea.klukonova@oberbank.sk.

Activities: Member of the Leasing Association of Slovakia.

PricewaterhouseCoopers Slovensko, s.r.o.

Hlavná 108, 040 01 Košice, Slovak Republic. Tel: +421 (55) 3215 311; Fax: +421 (55) 3215 322; Email: office.general@sk.pwc.com; Website: www.pwc.com.

Activities: PwC has a global network of asset finance and leasing experts providing business consulting, accounting, tax and legal expertise and experience.

PricewaterhouseCoopers Slovensko, s.r.o.

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Activities: PwC has a global network of asset finance and leasing experts providing business consulting, accounting, tax and legal expertise and experience.

market in Slovakia suffered from a record-breaking fall during the crises in 2009 (-45.3%). In 2010 there was a modest revival (+6.9%) and 2011 brought quite fast-paced growth as total business volume reached €1.8bn, which represents 14.4% growth.

This figure is still only level with total business volume in 2005. However, we cannot say that the pre-crisis level is a measure, because the amount of business in 2006–2008 (on average €2.5bn) was oversized. Therefore it could be said that the real optimal saturation with sustainable growth could be some 20% higher than the current level.

Leasing growth foreruns GDP growth

and that is a good sign for the vitality of the leasing market. Most of the market is made up of movables leasing, at up to 94%. In asset structure there are no big changes, with the exception of light commercial vehicles (LCV) which has dropped to 5% of the market in 2011 from 15% in 2009.

This is caused by the legislation change on VAT. Until the end of 2009 with personal cars used for business there was no claim for VAT deduction, but it was possible for LCVs. According to the VAT law these were used for transporting goods and services and they were distinguished with bars in the back part of a vehicle. So many entrepreneurs bought

Leasing services

PSA Finance Slovakia S.R.O.

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Activities: Member of the Leasing Association of Slovakia.

S Slovensko Spol. S.R.O.

Tomášikova 19, 821 02 Bratislava, Slovak Republic. Tel: +421 (2) 4826 9450; Fax: +421 (2) 4826 9451; Email: info@sslovensko.sk; Website: www.sslovensko.sk. Managing Director: Tibor Cunderlik; Direct Tel: +421 (2) 4826 9462; Email: tcunderlik@sslovensko.sk.

Activities: Primarily active in agriculture and farming. Member of the Leasing Association of Slovakia.

Salans

Námestie SNP 15, 811 06 Bratislava, Slovak Republic. Tel: +421 (220) 660 111; Fax: +421 (220) 660 999; Email: bratislava@salans.com; Website: www.salans.com. Managing Partner, Salans Bratislava: Ladislav Storek; Contact: Olga Humlová.

Activities: Multinational law firm advising financiers and corporates. Expertise in big ticket leasing, asset finance and real estate across 17 countries.

Santander Consumer Finance a.s., organizačná zložka

Mlynské Nivy 71, SK-821 05 Bratislava; Postal Address: PO Box 51, SK-828 53, Slovak Republic. Tel: +421 (2) 3211 111; Fax: +421 (2) 3211 100; Email: info.sk@santander.sk; Website: www.santander.sk. Managing Director: Peter Palkovic; Direct Tel: +421 (2) 3231 1999; Email: peter.palkovic@santander.sk.

Activities: Member of the Leasing Association of Slovakia.

Scania Finance Slovak Republic S.R.O.

Diaľničná cesta 4570/2A, 903 01 Senec, Slovak Republic. Tel: +421 (2) 4820 8387; Fax: +421 (2) 4820 8379; Website: www.scania.sk. Company Director: Bohuslav Víglašky; Direct Tel: +421 (2) 4820 8385; Email: bohuslav.viglasky@scania.sk.

Activities: Member of the Leasing Association of Slovakia.

SECO Leasing A.S.

Jesenského 25, 036 01 Martin, Slovak Republic. Tel: +421 (43) 4211 241; Fax: +421 (43) 4230 298; Email: leasing@seco.sk; Website: www.seco.sk. Chairman of the Board: Peter Kuruc; Email: kuruc@seco.sk.

Activities: Member of the Leasing Association of Slovakia.

SG Equipment Finance Czech Republic S.R.O., Organizačná Zložka

Hodzovo nám 1A, 811 06 Bratislava 1, Slovak Republic. Tel: +421 (2) 5920 6725; Fax: +421 (2) 5920 6767; Email: sg.ef@sgf.cz; Website: www.sgf.com. Treasury Manager: Michal Elan; Direct Tel: +421 (2) 5920 6721; Email: michel.elan@sgf.cz.

Activities: Equipment and vendor finance in the fields of high-tech, industrial equipment and transport, customised European vendor programmes.

Summit Finance Slovakia S.R.O.

Tuhovská 9, 831 07 Bratislava, Slovak Republic. Tel: +421 (2) 3352 6200-255; Fax: +421 (2) 3352 6290; Email: finance@summit.sk; Website: www.summit.sk. CEO: Aurélie Bielešchová; Direct Tel: +421 (2) 3352 6280; Email: bieleschova@summit.sk.

Activities: Member of the Leasing Association of Slovakia.

Tatra-Leasing S.R.O.

Hodzovo námestie 3, 811 06 Bratislava, Slovak Republic. Tel: +421 (2) 5919 3168; Fax: +421 (2) 5919 3048; Email: info@tatraleasing.sk; Website: www.tatraleasing.sk. Managing Director: Igor Horváth; Direct Tel: +421 (2) 5919 3053; Email: igor_horvath@tatraleasing.sk.

Activities: Member of the Leasing Association of Slovakia.

Top Leasing S.R.O.

Stred'anská 4056, 955 01 Topolčany, Slovak Republic. Tel: +421 (38) 5328 483; Fax: +421 (38) 5328 482; Email: sekretariat@topleasing.sk; Website: www.topleasing.sk. Managing Director: Jozef Nestina; Email: konatel@topleasing.sk.

Activities: Member of the Leasing Association of Slovakia.

Toyota Financial Services Slovakia S.R.O.

Gagarinova 7/C, 821 03 Bratislava, Slovak Republic. Tel: +421 (2) 4821 3851/2; Fax: +421 (2) 4821 3871; Email: tfssk@toyota-fs.com; Website: www.toyotafinance.sk. Managing Director: Ales Kamaryt; Direct Tel: +420 (2) 2299 8301; Email: ales.kamaryt@toyota-fs.com.

Activities: Member of the Leasing Association of Slovakia.

UniCredit Leasing Slovakia A.S.

Plynárenská 7/A, 814 16 Bratislava, Slovakia. Tel: +421 (2) 592 71 200; Fax: +421 (2) 592 71 704; Email: info@unicreditleasing.sk; Website: www.unicreditleasing.sk. CEO: Lukas Musilek; Direct Tel (Assistant): +421 (2) 592 71 456; Marketing Communications & PR Manager: Petra Salajková; Direct Tel: +421 (2) 592 71 333; Email: marketing@unicreditleasing.sk.

Activities: A universal leasing company with strong financial background, representing a long-standing leader in the leasing market in Slovakia.

Table 6: Type of financing (2010–2011)

Type of financing	Production in 2010 (€m)	Production in 2011 (€m)	Inter-annual production difference (%)
Financial lease	760	884	16.3
Operational lease	156	193	23.7
Hire purchase and loan	578	618	6.9
Total market – movables	1,494	1,695	13.5

Source: ALS.

Table 7: New business in 2011 by type of contract

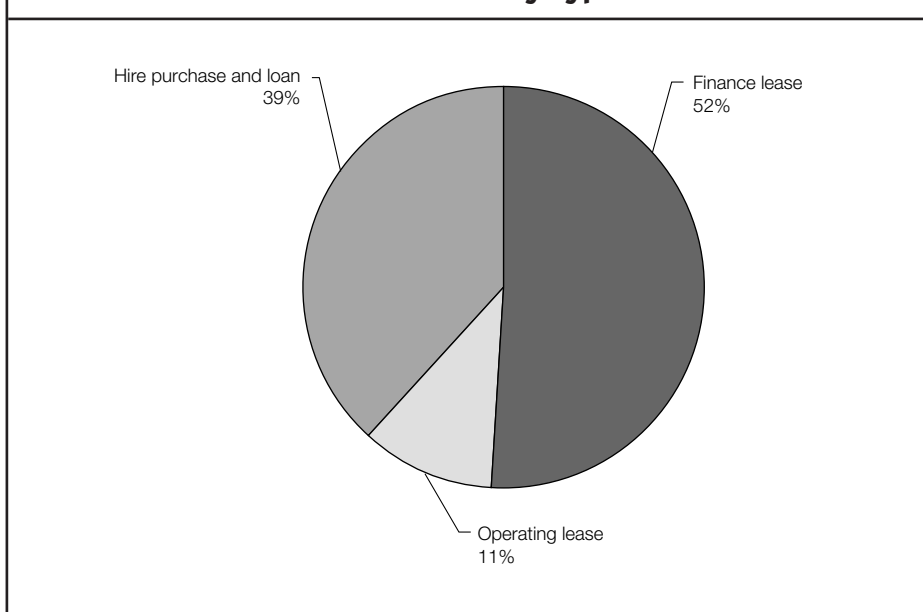
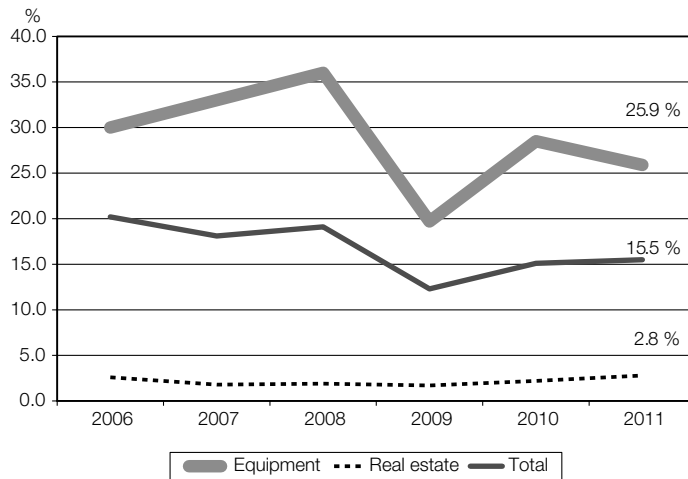


Table 8: New business by sector (2010–2011)

Type of financing	Production in 2010 (€m)	Production in 2011 (€m)	Inter-annual production difference (%)
Business sector	1,223	1,467	20.0
Retail sector	213	207	-2.8
Public sector	58	21	-63.8
Total market – movables	1,494	1,695	13.5

Source: ALS.

Table 9: Leasing penetration in Slovakia (2006–2011)



vehicles featured as LCVs (marked N1) even if they looked more like personal cars (marked M1).

However, from 2010 all vehicles for business could claim VAT deduction, and after that time came a sharp decline in N1 car leasing. On the contrary, car leasing increased by 10.2% in 2011 and LCVs dropped by 26.1%.

Remarkable growth of 47% was seen in the machinery sector. It is a conjectural fluctuation, again influenced by legislation. This group increased predominately due to leasing of equipment for renewable sources of energy (solar energy, hydropower plants, etc.), where state subventions were granted for the acquisition and running of these plants. This is only a short-term matter, as in 2012 due

to government cuts there will not be as much support.

Lorry leasing also made a remarkable increase, by 29.4%. This is partly caused by the fact that the demand in 2009–2010 fell rapidly and the market was left with many lorries from prematurely-ended contracts (not recovered items).

In general, the Slovakian leasing market is dominated by motor vehicles, which represent up to 65% of the market, with machinery and equipment holding a 23% share.

Leasing companies can cover a large scale in the financing of new vehicle purchases. When comparing statistics of new car sales and their funding through leasing companies, we see a strong involve-

Leasing services

VB Leasing SK Spol. S.R.O.

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Activities: Member of the Leasing Association of Slovakia.

VFS Financial Services Slovakia S.R.O.

Diaľničná cesta 9, 903 01 Senec, Slovak Republic. Tel: +421 903 807 741. Sales Director, Central East Europe: Martin Pisko; Email: martin.pisko@vfscsco.com.

Activities: Member of the Leasing Association of Slovakia.

Volkswagen Finančné Služby Slovensko S.R.O.

Vajnorská 98, 831 04 Bratislava, Slovak Republic. Tel: +421 (2) 4929 2012/2000; Fax: +421 (2) 4929 2001; Email: info@vwfs.sk; Website: www.vwfs.sk. Managing Director: Dusan Benovic; Direct Tel: +421 (2) 4929 2110; Email: dusan.benovic@vwfs.sk.

Activities: Personal and commercial finance. Member of the Leasing Association of Slovakia.

VÚB Leasing A.S.

Mlynské nivy 1, 820 05 Bratislava, Slovak Republic. Tel: +421 (2) 4855 3611; Fax: +421 (2) 5542 3176; Email: info@vubleasing.sk; Website: www.vubleasing.sk. Managing Director, Chairman of the Board: Miloš Bikár Ph.D.; Direct Tel: +421 (2) 4855 3601; Email: bikar@vubleasing.sk.

Activities: Financial leasing, operating leasing, fleet management, real estate financing. Founder of the Leasing Association of Slovakia, formerly B.O.F. Leasing.

Westfinreal S.R.O.

Zupné Námestie 9, 949 01 Nitra-Klokocina, Slovak Republic. Tel: +421 (37) 6524 5411; Fax: +421 (37) 6524 541; Email: westfinreal@westfinreal.sk; Website: www.westfinreal.sk. Company Director: Miroslav Mal; Direct Tel: +421 907 987 050; Email: maly@westfinreal.sk.

Activities: Member of the Leasing Association of Slovakia.

Wolf Theiss, Organizacná Zložka

Laurinská 3, 811 01 Bratislava, Slovak Republic. Tel: +421 (2) 5910 1240; Fax: +421 (2) 5910 1249; Email: bratislava@wolftheiss.com; Website: www.wolftheiss.com. Regional Coordinator: Erik Steger; Email: erik.steger@wolftheiss.com; Regional Contact: Lubos Frolkovic; Email: lubos.frolkovic@wolftheiss.com.

Activities: Substantial experience advising on leasing transactions, especially in Austria and the CEE/SEE region.

Table 10: Structure of leasing companies according to their ownership profile

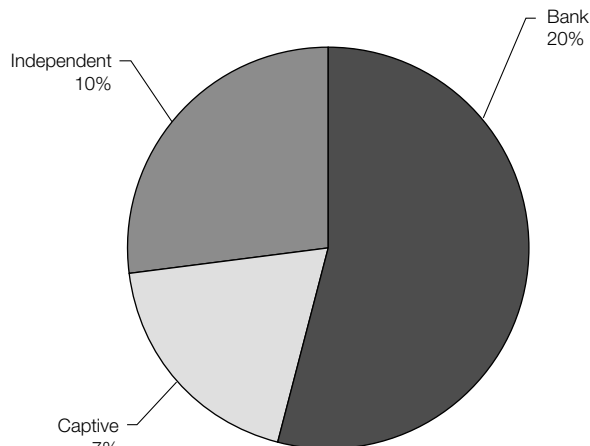


Table 11: Ranking of leasing companies in 2011

No.	Company	Volume (€m)
1	UniCredit Leasing Slovakia	295
2	ČSOB Leasing	279
3	VOLKSWAGEN Finančné služby Slovensko	178
4	Tatra-Leasing	171
5	VÚB Leasing	153
6	VB LEASING SK	94
7	S Slovensko	75
8	Mercedes-Benz Financial Services Slovakia	74
9	Oberbank Leasing	53
10	IMPULS-LEASING Slovakia	48
Total market		1,848

Source: ALS.

ment from leasing. The share of leasing companies is prevalent in this area. It accounts for almost half (48%) of personal car sales, nearly two-thirds of light commercial cars (63%), and three-quarters of lorries (76%) and buses (77%).

The structure by type of contract has not shown substantial changes. Growth can be seen in the number of operating leases. Its share now reaches a little over 11%, while three years ago it barely reached 6% of the market.

Companies, mainly those with activities across Slovakia, are still discovering the advantages of operating leasing, pre-

dominately personal and light commercial cars. In the area of machinery this kind of leasing is rarely used. The operating lease potential is here, however, and it is beginning to be used appropriately.

The contracts on credit dropped to 36% of the market (39% in 2010). Their share decreased by 3% in 2011. In the past this type of financing was widely used by consumers for financing their demand for buying cars for personal use. A new trend is that credits are gradually becoming popular amongst entrepreneurs as they prefer the fact that with credit they are owners of the financed asset.

In the client's sector there is a different development. Business for companies went up by 20%, whereas consumers showed a slight decline by 3%. A decisive share of new business is made up by the entrepreneur sector (87%), a small part by consumers (12%) and the rest is public sector, including other types of clients (non-profit organisations, etc.).

Leasing penetration. The strength of the leasing market in acquiring investment in Slovakia has mainly been visible over the last 10 years, when it reached, on average, 30% of reported investments in moveable assets. The exception was 2009 when penetration took less than a fifth of investment. The year 2011 witnessed the second inter-annual decrease in penetration, of some 26%.

The volume of real estate leasing in Slovakia is traditionally very low. This is why the penetration of real estate leasing is hovering around 2% of financed immovables. On average, leasing penetration in total achieves, on average, 20%, but only reached 15.5% in 2011.

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In 2010 there was a modest revival (+6.9%) in the Slovakian leasing market and 2011 brought quite fast-paced growth as total business volume reached €1.8bn, which represents 14.4% growth.