

RENTING AND LEASING of other machinery, equipment and tangible goods (ISIC 77.30)

Mini – presentation for SPPI









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- 1 CLASSIFICATION**
- 2 MARKET**
- 3 SPPI MEASUREMENT**
- 4 CHALLENGES**

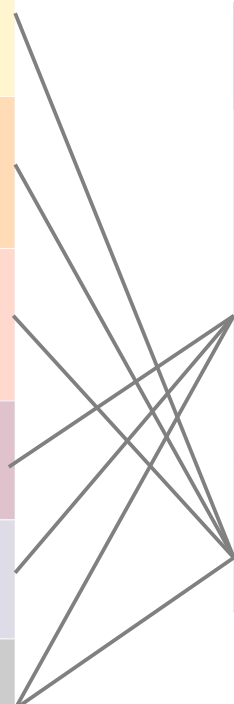
01 CLASSIFICATION

CPA

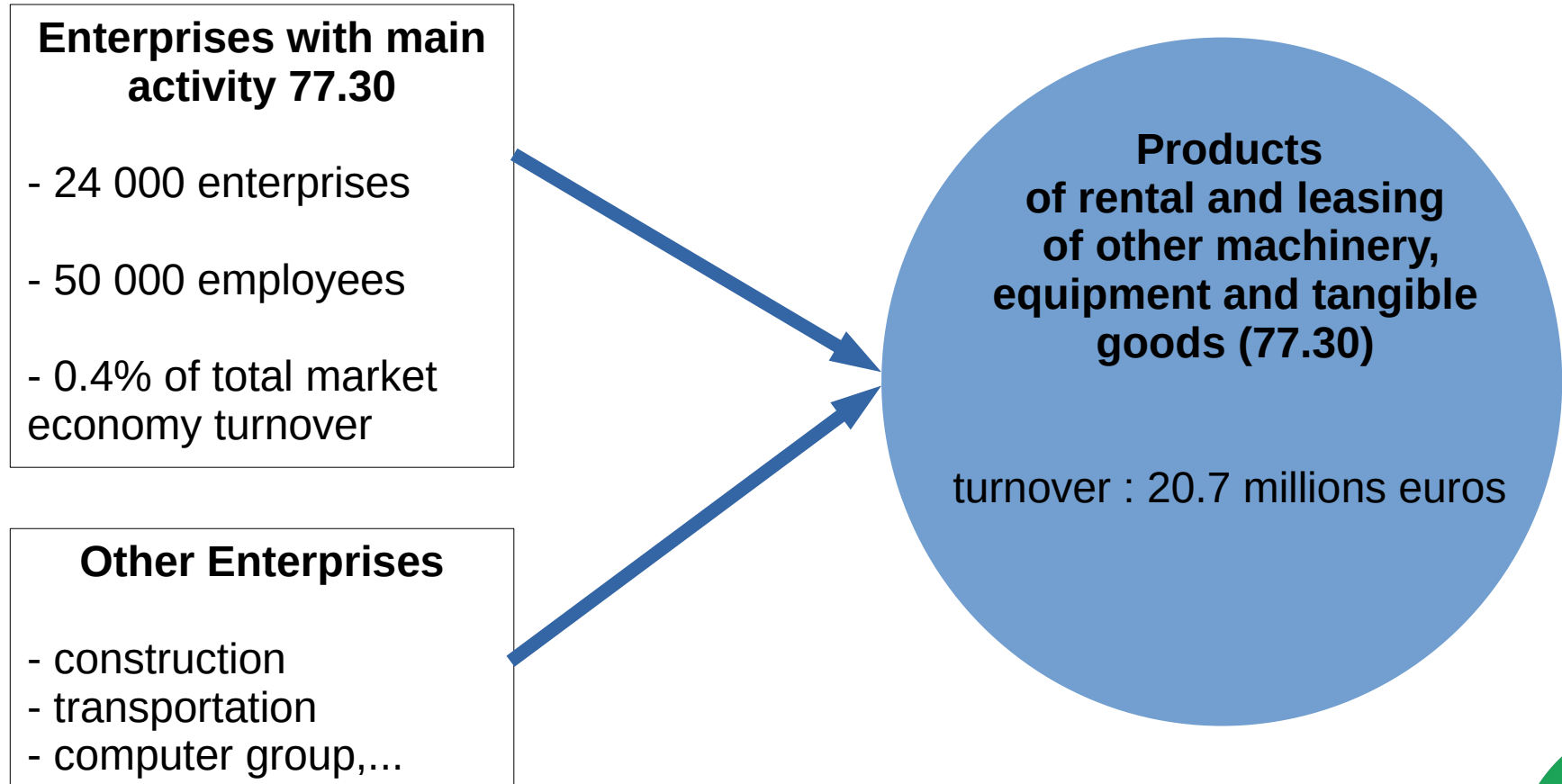
	7731	Rental and leasing services of agricultural machinery and equipment
	7732	Rental and leasing services of construction and civil engineering machinery and equipment
	7733	Rental and leasing services of office machinery and equipment (including computers)
	7734	Rental and leasing services of water transport equipment
	7735	Rental and leasing services of air transport equipment
	7739	Rental and leasing services of other machinery, equipment and tangible goods n.e.c.

CPC

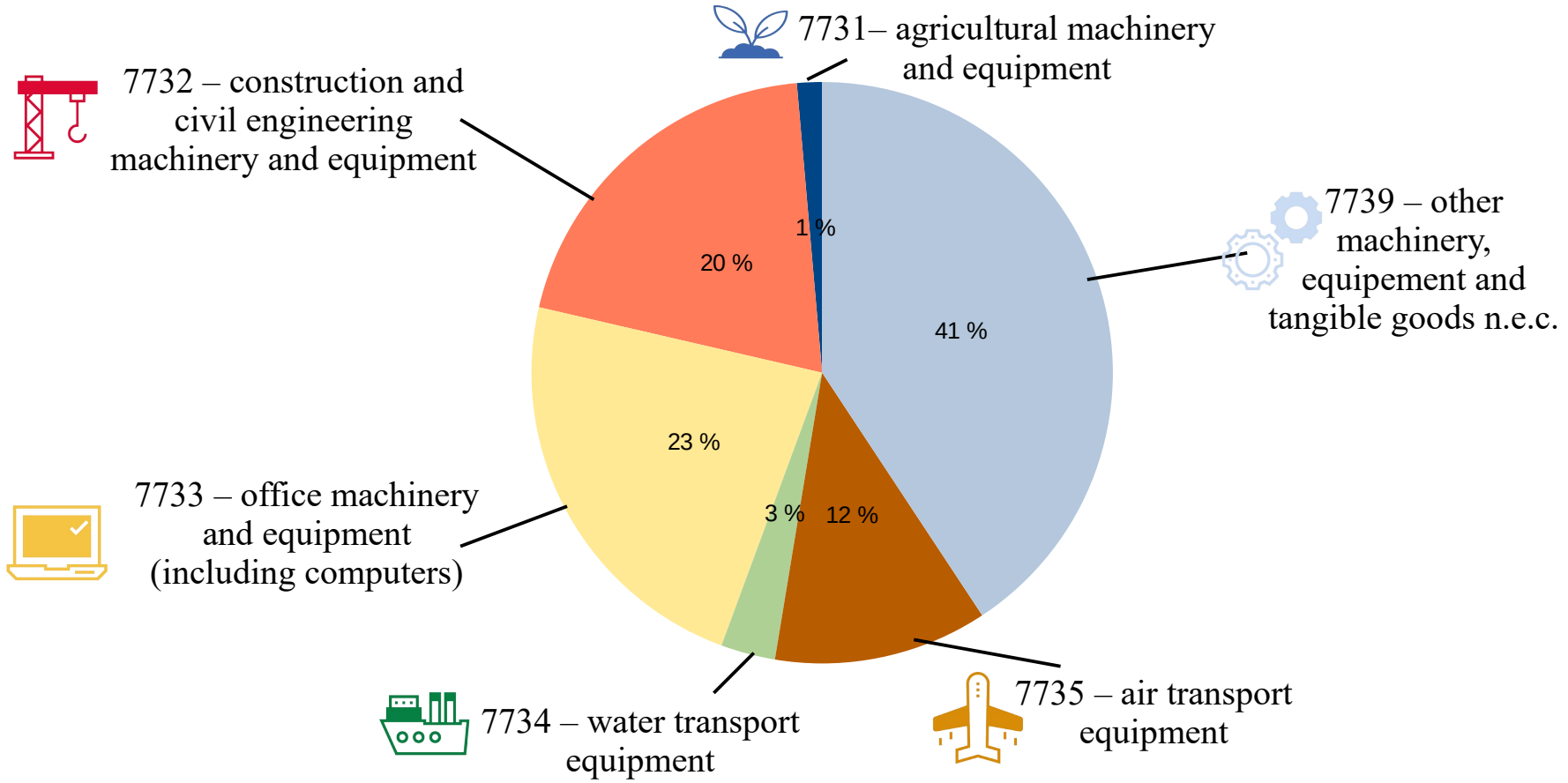
7311	Leasing or rental services concerning cars and light vans without operator
	<ul style="list-style-type: none"> - cars and light vans - goods transport motor vehicles - railroad vehicles - other land transport equipment - vessels - aircraft - containers
7312	Leasing or rental services concerning goods transport motor vehicles without operator



02 MARKET



Distribution of turnover in CPA 77.30, 2018



– A rental business on the rise :

Save time :
the right product
at the right time

Save money :
defer the
investments

Gain in quality :
a machine
adapted

Gain in security :
maintenance, repair,
regulatory constraints

Enjoy immediately

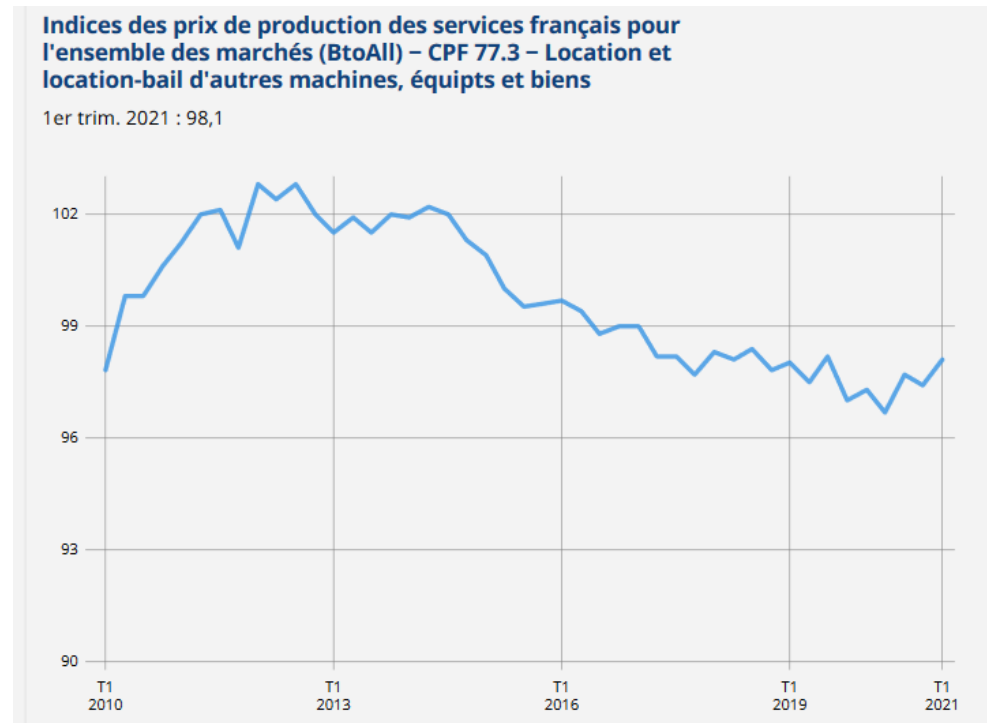
– Directly linked to the economic situation :

- More rental when the activity of the user companies increases
- In times of uncertainty, leasing is preferred to investing
- Key factors by sector : state allocations for public works for the construction, business tourism for air transport, technological evolutions

03

SPPI MEASUREMENT

- Laspeyres index
- Quarterly periodicity since 2010
- Lower level of granularity :
 - 7731, 7732, 7733, 7739 published
 - for BtoB and BtoAll



=> Used as deflators in the national accounts and as economic indicators

- **Turnover of cpf4 levels coming from the structural business statistics**
- **Products details are defined by a renewal operation (every 5 years)**
 - Sample of firms by cut-off
 - Products (and their weights) provided by INSEE surveyors during a visit to the company,
in order to define representative and easy to follow products
- **The price are collected quarterly**
 - 134 companies
 - 613 products

DIRECT USE OF PRICES OF REPEATED SERVICES

- **Type of services** : construction machinery, earthworks
- **Type of machine and equipment** : 057-0004 MINIPELLE 2.3 TO 2.8T
- **Duration of rental** : 1 to 2 days
- **Base price invoiced per day for all customers** : 105 euros



Try to distinguish the associated services, included or not in the product

CONTRACT PRICING METHOD

- A machine for a given customer
- For large customers who often rent one type of equipment



The contract must not change (especially in terms of volume)

=> Multiply the number of prices to be recorded

=> Exclude the financial leasing.

04 CHALLENGES



Products tangible and easily identifiable



Adaptation to technological changes and emerging trends in certain sectors



How to cover small rental sectors (boats, agricultural)?

- Too many companies to survey with regards to their small weight
- Link with another industry for comparison?

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