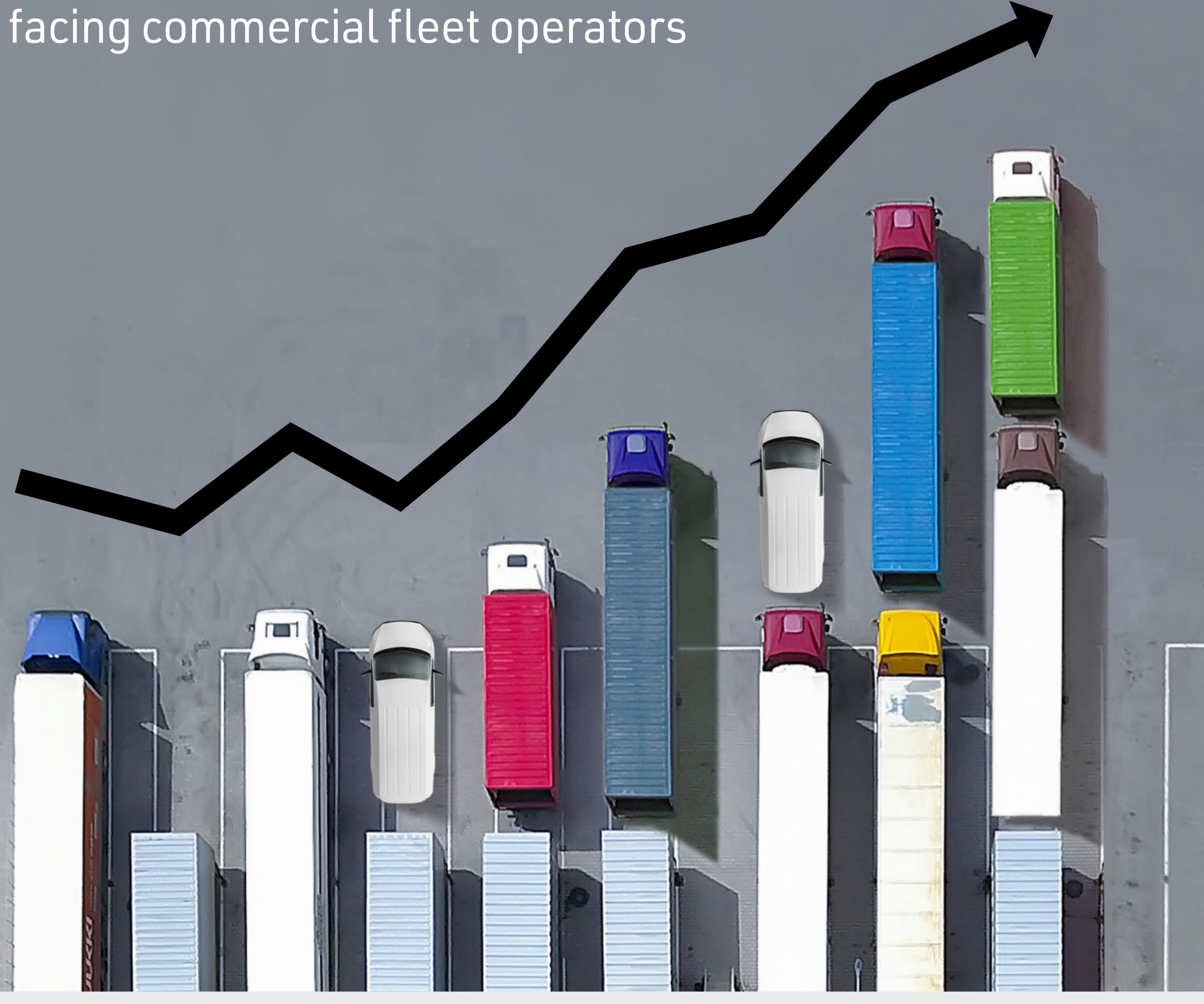




# THE COST OF BUSINESS SQUEEZE

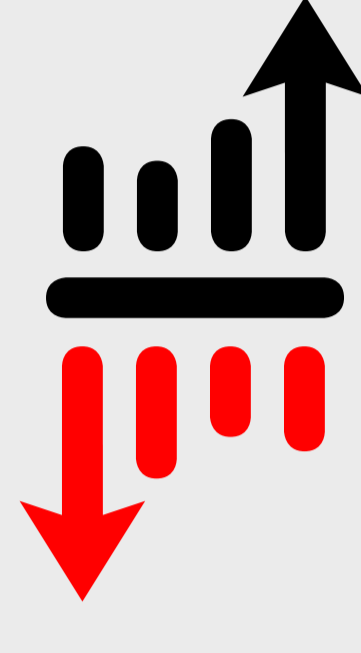
Research insights into the cost challenges facing commercial fleet operators



## GROW OR CONTRACT?

More than half of fleet businesses (55%) are still predicting growth for their operations in the year ahead.

But more than a third of HGV operators think they will contract: 36%



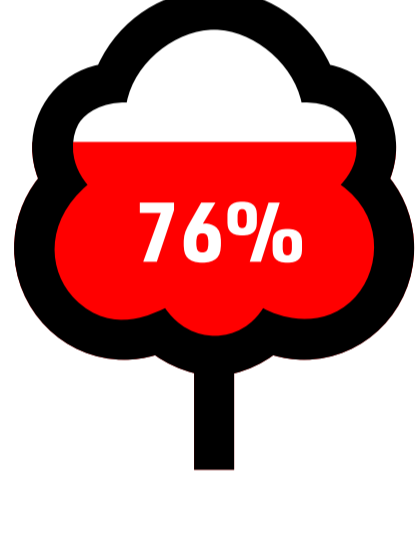
All fleets **55%**  
 🚚 59%  
 🚚 52%

## FLEETS FEELING THE PINCH



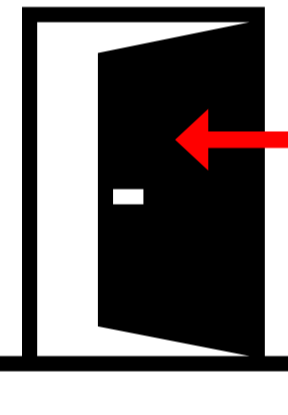
### SPENDING CUTS

85% of fleets tasked with cutting fleet spend in 2023.



### STILL KEEN TO BE GREEN?

76% will delay fleet decarbonisation moves due to current cost pressures.

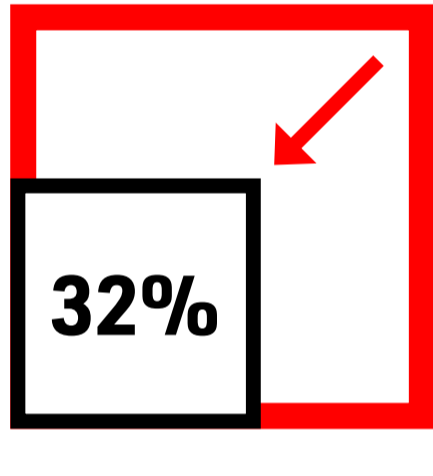


61%

### LAY-OFFS AHEAD

Almost two-thirds (61%) anticipating staff lay-offs in the next 12 months.

🚚 57% 🚚 64%



32%

### FLEET DOWNSIZING

Nearly a third (32%) of UK fleets looking to downsize in 2023.

🚚 23% 🚚 41%

## COST INCREASE HOT SPOTS

Which areas of your fleet are seeing the biggest cost increases?

**69%**  
 Fuel (petrol and diesel):  
 🚚 73% 🚚 64%

**49%**  
 Drivers' wages and overtime

**41%**  
 Service, maintenance and repair

**36%**  
 Vehicle procurement /lease and rental

**28%**  
 Insurance

**27%**  
 EV charging costs

**13%**  
 Administration

## KEY TARGETS FOR COST SAVINGS

FOCUS ON FUEL

**68%**  
 looking to introduce new fuel policies or strategies.

LONGER VEHICLE REPLACEMENT CYCLES

**72%**  
 looking to extend their vehicle replacement cycles.

TECHNOLOGY

**71%**  
 planning to introduce new fleet technology.

## UNDER PRESSURE

**75%**  
 say the cost of living crisis is impacting the mental wellbeing of their drivers.  
 🚚 67% 🚚 83%

**74%**  
 want to review fleet management systems to help reduce stress on drivers and themselves.  
 🚚 80% 🚚 69%