

EQUIPMENT DECISIONS NOW GO BEYOND PURCHASE

Lifecycle complexity is reshaping procurement decisions



COMPLEXITY IS INCREASING

87% find end-of-life asset management challenging

68% say asset lifecycle considerations influence procurement

Lifecycle accountability is now part of purchasing decisions



EXTERNAL PRESSURES ARE GROWING

42% cite interest rates as a key influence

38% cite Circular Economy Act

37% cite CSRD / SFDR

Regulation and ESG expectations are reshaping equipment strategy



COMPLEXITY ACROSS THE LIFECYCLE



PLAN & PURCHASE



USE & OPERATE



MAINTAIN & OPTIMISE



RETURN & RECYCLE

87% say managing end-of-life is challenging

Managing equipment is a continuous lifecycle challenge - not a one-off decision



KEY TAKEAWAY

Equipment strategy is becoming a lifecycle strategy



BNP PARIBAS
LEASING SOLUTIONS

Equipment finance for a changing world