

# THE SHIFT TO USAGE IS REAL — BUT NOT ABSOLUTE

Adoption is growing, but remains uneven



## ADOPTION TODAY



45% of businesses finance at least 25% of equipment via usage models



## EXPECTATIONS FOR THE FUTURE



53% expect usage levels to stay the same or increase



## PERCEIVED BENEFITS OF USAGE MODELS



58% say access improves performance



50% say CAPEX exposes them to unnecessary financial risk



48% gain access to newer technology more easily



## WHAT'S HOLDING ADOPTION BACK?



31% Preference for ownership



31% Limited supplier options



29% Perceived higher cost



## KEY TAKEAWAY

The shift is not from ownership - it is towards balance and flexibility



**BNP PARIBAS**  
LEASING SOLUTIONS

Equipment finance for a changing world