

# Leasing Platform : Leasing Finance and Software Platform

**A Personal Primer : Sudhakar Krishnamachari**

Created : Mar 1 2022

Updated: Mar 2 2022

## Contents

- Leasing Platform : Leasing Finance and Software Platform..... 1
  - Conceptual Future Directions:..... 1
  - Leasing Finance :..... 1
  - Leasing worldwide..... 2
  - Recent Developments..... 2
  - Competition Leasing Finance Software..... 2
  - Asset Leasing Architecture:..... 3
  - Charts/ Tables:..... 6
  - 2025 and Ahead:..... 7
  - References:..... 8

## Conceptual Future Directions:

From the cloud hosted solutions base, the current and future technology initiatives will be led by AI-ML, blockchain, cloud native actions with more integrated platform driven through microservices modularizations.

Domains will also evolve in future with mobility changes, frontier tech impacts on industries. ESG will also drive major impacts, including development of a circular economy.

## Leasing Finance :

Any operation asset : Typically some equipment fixed or movable.. OR Hire Purchase

Multiple sectors ranging from Oil, construction, agriculture, retail, consumer , SME and many others.

**Equipment Type Classified as:** Agriculture, Construction, Manufacturing & Warehouse Tools, Medical & Biotechnology, Office Furniture, IT Hardware & Software, and **Transportation (key sector).**

**Sales Channel Classification:** Manufacturer/Distributor/Service Provider and Aftermarket

**Lease Types:** Financial, Operating, Leveraged/Non Leveraged, Conveyance, Sale & leaseback, Full & non payout, Specialized Service, Net & non-net, Sales aid, Cross Border, Tax oriented, Import, International

### Leasing worldwide

- CAGR of 10.35% between 1983 and 2000
- CAGR of 5.04% between 2000 and 2014
- CAGR projected of 14.5% 2021 to 2026

**2014: leasing volumes** rose from USD 93.5 billion in 1983 to USD 994 billion.

#### **Software revenues:**

- **2026:** Equipment Leasing Projected volumes of 1.35B from a base of 694 million in 2021
- **Alt. from Facts & Figures:** Asset Leasing : 961million in 2020 to 1.915B in 2026 CAGR of 12.2%

Region-wise, North America followed by Europe and Asia. As at the end of **2014, Australia, Canada and UK have penetration rates with 40%, 31% and 28.6% respectively.**

Regulatory developments globally, **IFRS 16 replaced FAS 13 (in USA) and IAS 17 (internationally)** from 1st January, 2019. Changes the **lessee's way of lease accounting** substantially. This standard removes the distinction between operating leases and financial leases. Except for SMEs, short-term leases or small-value leases, the assets will be **capitalised in the books of the lessee at a discounted value of the lease** rentals. Lead to new era of **shorter term, higher residual value leases**, the value of the asset that goes on the **balance sheet of the lessee is much lesser than the actual fair value of the asset.**

Regional Dynamics : APAC is projected to lead the market ... through 2030..

### Recent Developments

1. Schneider Electric -> Accruent's Lucernex Lease Administration and Accounting solution - 29th October 2019
2. Nakisa acquired IMNAT cloud - 24th November 2020

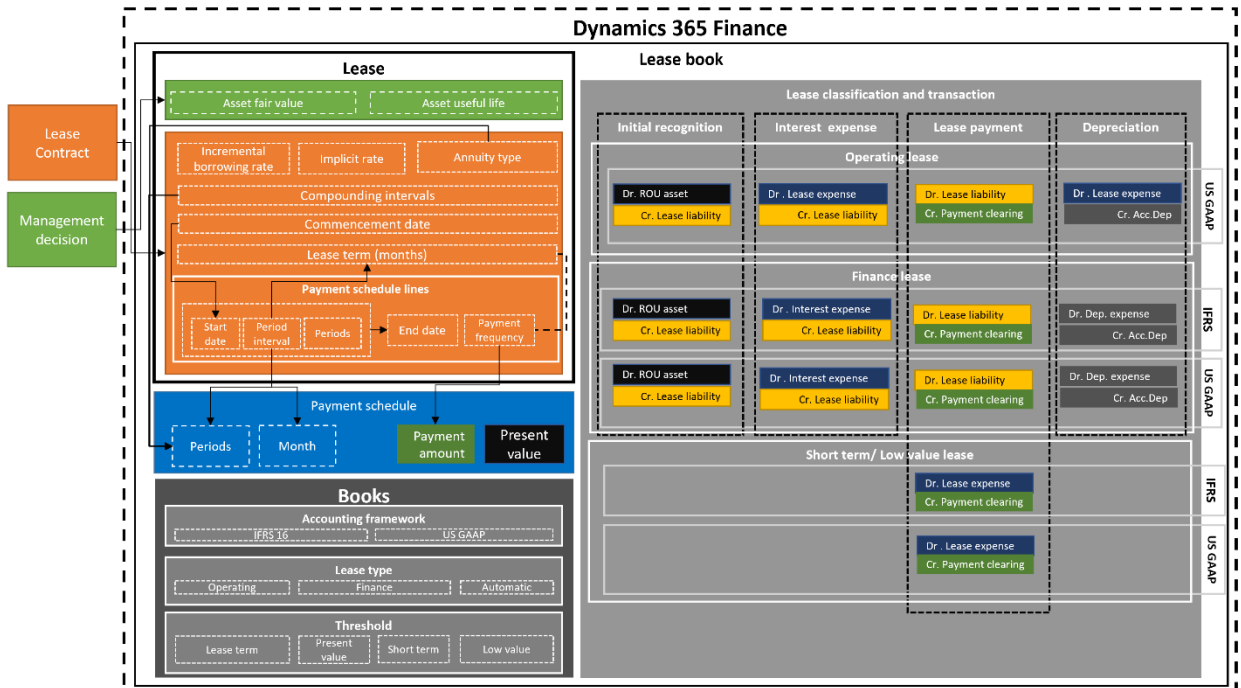
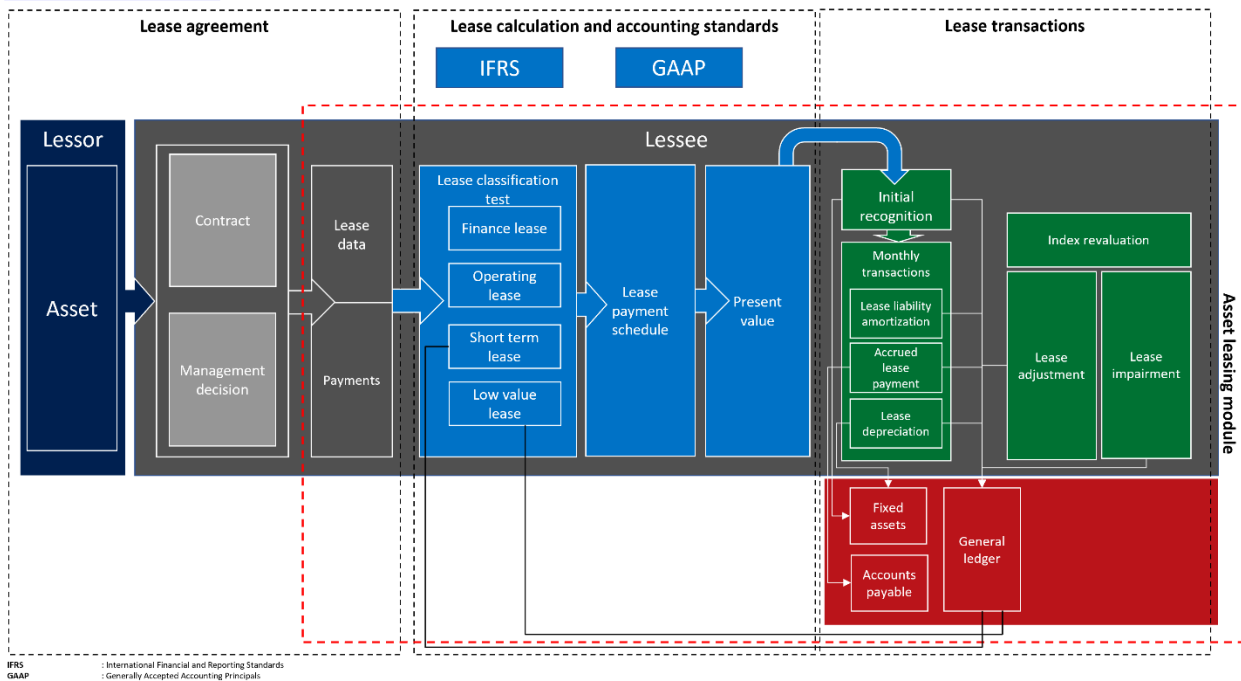
### Competition Leasing Finance Software:

LeaseWave, Q2, Cassiopae, Constellations, Asset Panda, Visual Lease, IMNAT Software, VTS, ServusConnect, Accruent, Property Manager and many others...

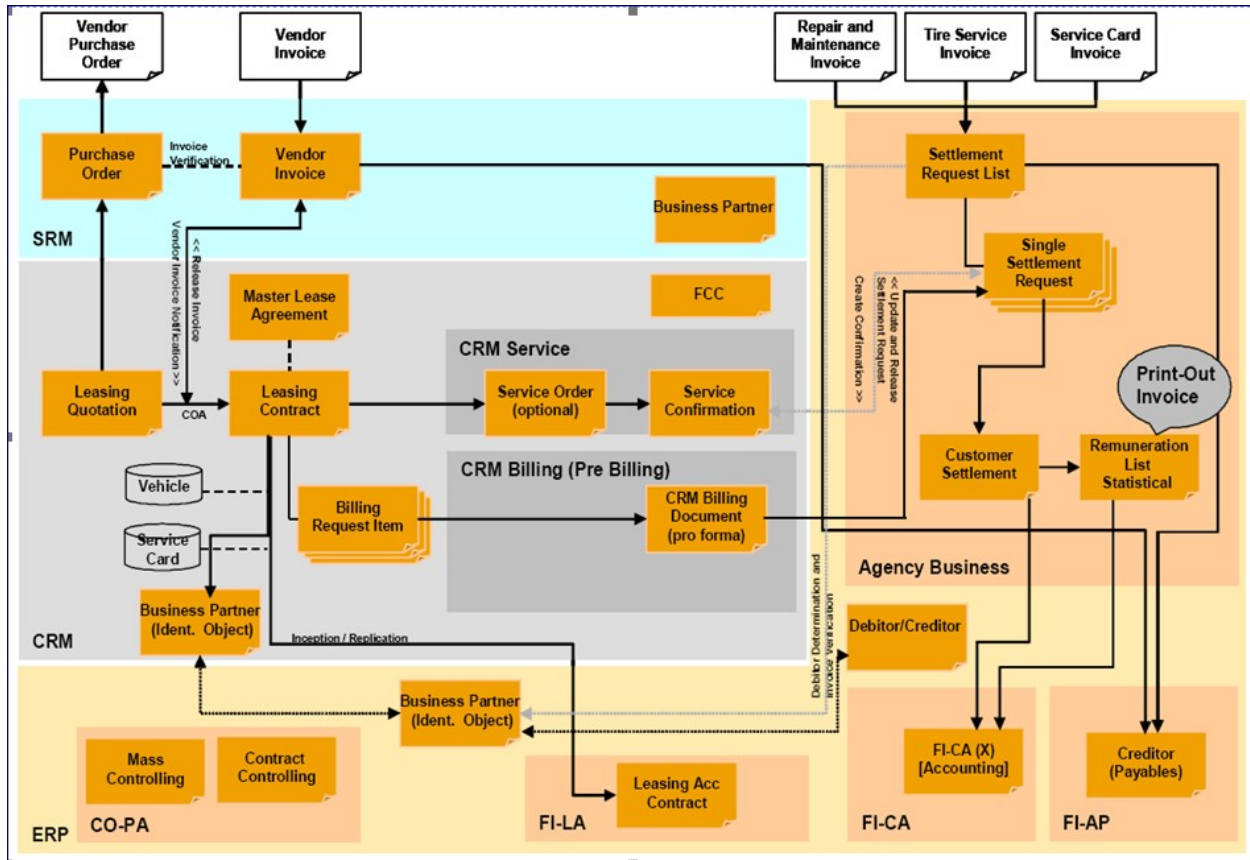
Reference : 7 elfa software guide 2021 pdf.

# Asset Leasing Architecture:

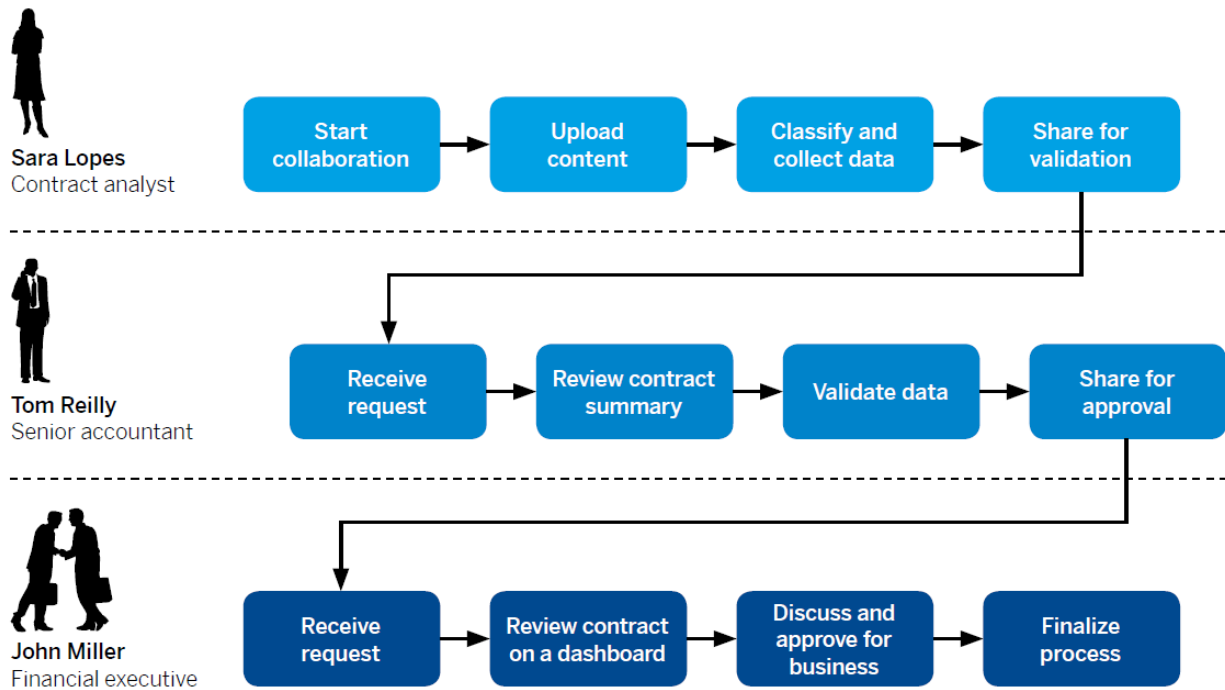
MS Dynamics Asset Leasing: [Asset leasing get started - Finance | Dynamics 365 | Microsoft Docs](#)



## SAP Leasing: [Lease Accounting in SAP - An Overview | SAP Blogs](#)



## [5 Things to Look for in Lease Accounting Software in Light of New Regulations | SAP Blogs](#)



# Odessa Leasing Platform

120 configurable modules:

## Odessa Platform Features

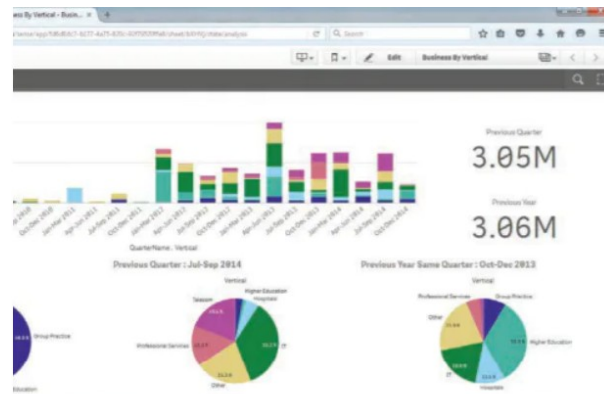
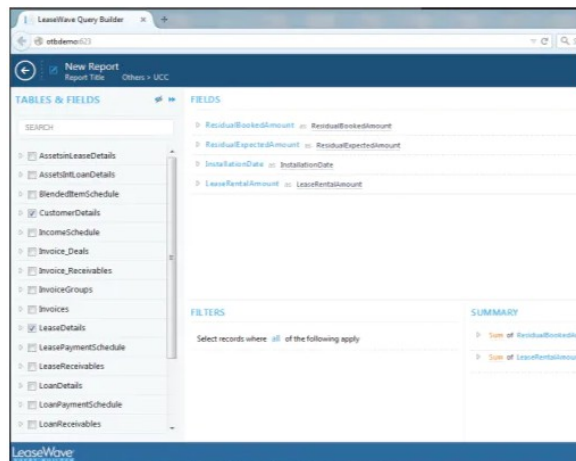
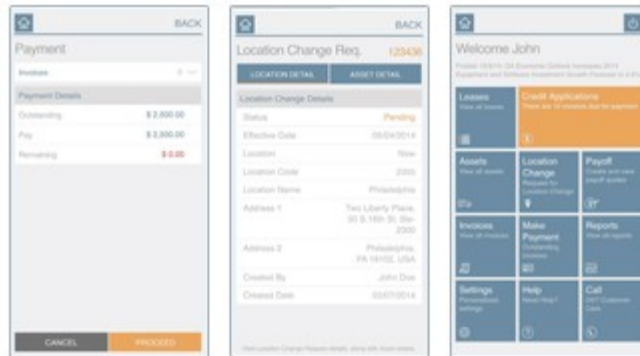
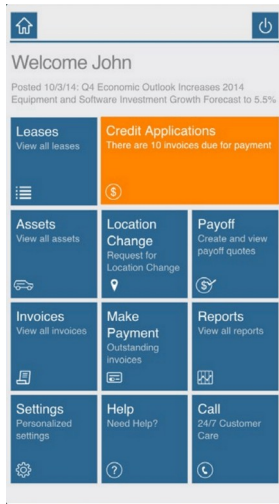
Features are displayed in alphabetical order.

- Billing & Invoicing
- Commercial Leases
- Compliance Tracking
- Contact Management
- Dispatch Management
- Document Management
- Employee Management
- For Equipment Leases
- Fuel Management
- Inspection Management
- Inventory Management
- Lease Origination
- Maintenance Management
- Mileage Tracking
- Motor Pool

### ADDITIONAL FEATURES

- Multi-Branch
- Portfolio Management
- Property Management
- Retail Leases
- Risk Management
- VIN Lookup

### Mobile Screenshot:



Odessa Platform data visualization

Charts/ Tables:

Table 4: Volume and growth by region (2013 - 14)

Rank by Volume	Region	Annual Volume (US\$bn)	Growth 2013-14 (%)	Percentage of World Leasing market volume 2013	Percentage of World Leasing market volume 2014
1	North America	368.4	9.9	37.9	39.0
2	Europe	327.8	-1.7	37.7	34.7
3	Asia	195.0	10.0	20.1	20.6
4	Australia/NZ	35.6	185.1	1.4	3.8
5	South America	10.7	-40.5	2.0	1.1
6	Africa	6.8	-10.0	0.8	0.7
<b>Total</b>		<b>944.31</b>			

Source: White Clarke Global Leasing Report, 2016

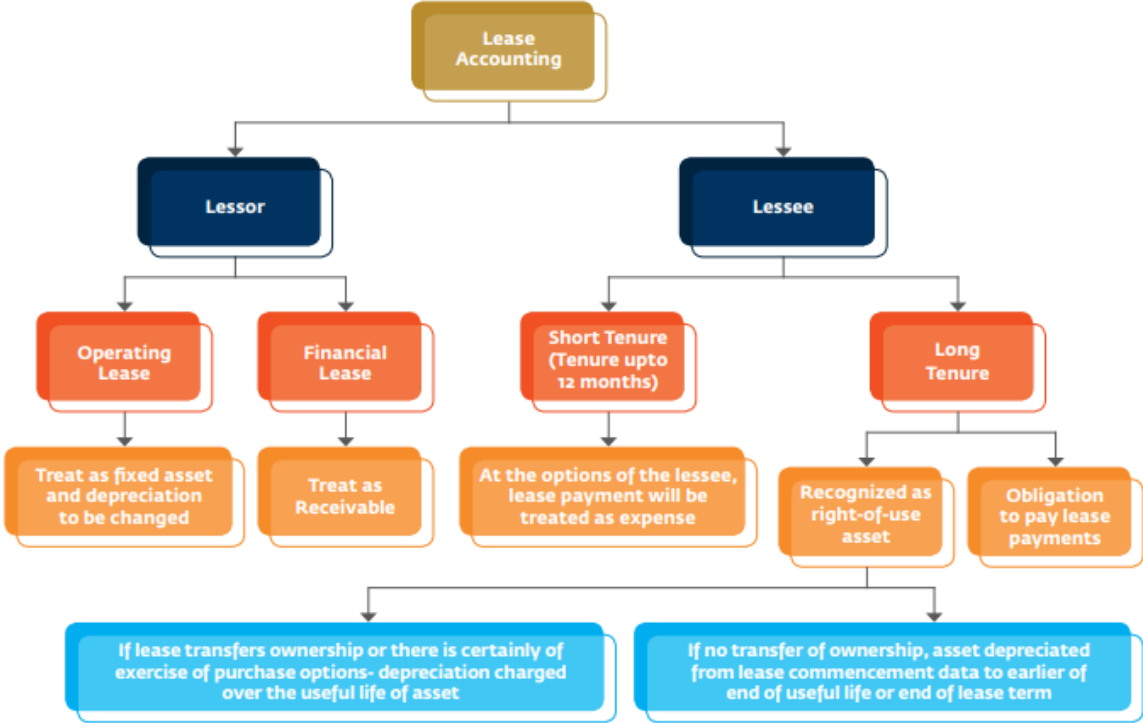
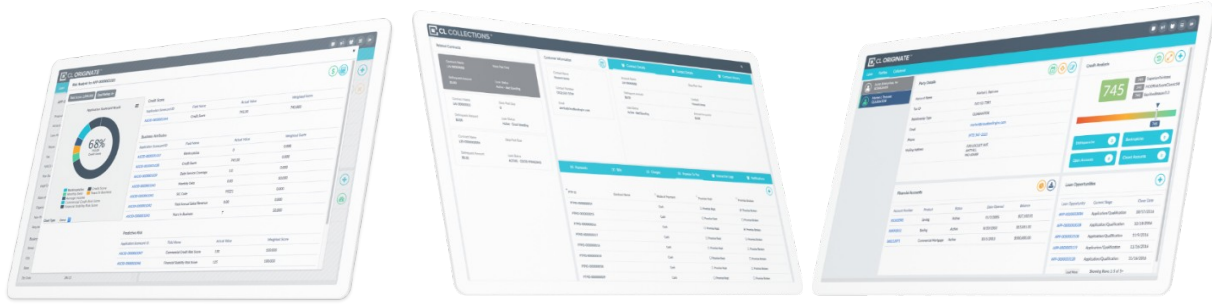
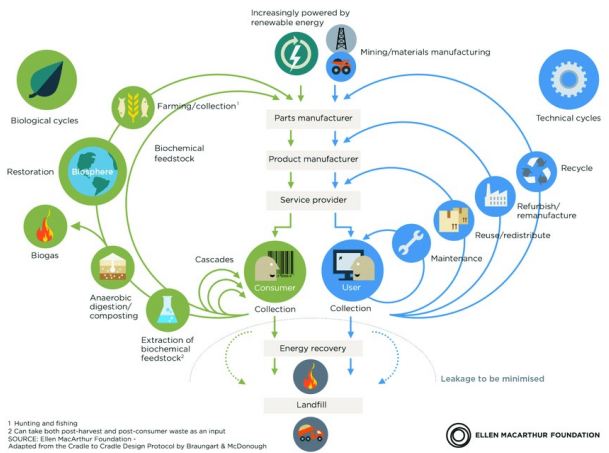
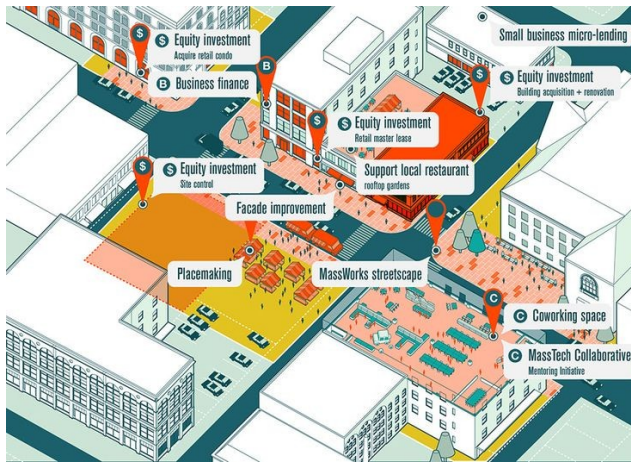


Figure 7: Lease accounting under IFRS 16

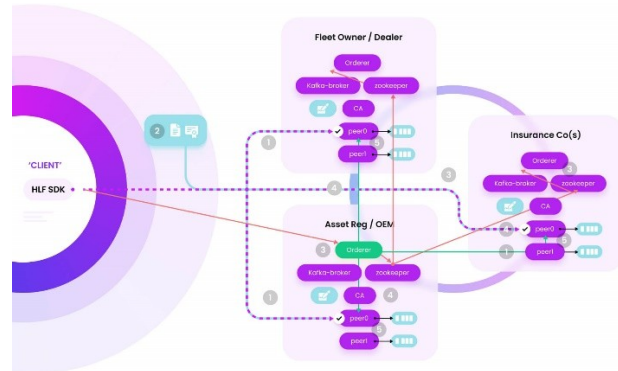
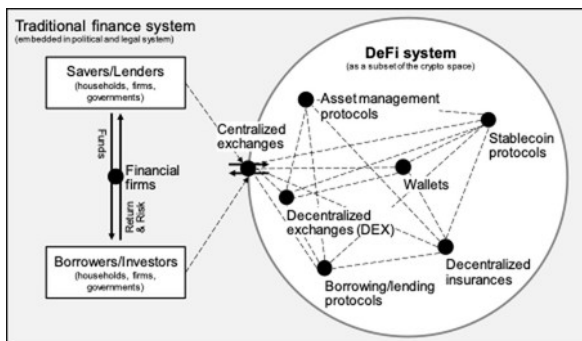
## Q2 / Cloud Lending: Salesforce based



## 2025 and Ahead: Metaverse integration and Circular Economy:



## DeFi:





## References:

1. <https://www.researchandmarkets.com/reports/5515485/global-equipment-leasing-software-market-2021>
2. [Global Asset Leasing Software Market Size Will Reach USD \(globenewswire.com\)](https://www.globenewswire.com)
3. <https://www.rbi.org.in/Scripts/NotificationUser.aspx>
4. [Finance lease - Wikipedia](https://en.wikipedia.org/wiki/Finance_lease)
5. [Home \(elfaonline.org\)](https://www.elfaonline.org)
6. [2021SoftwareGuide.pdf \(elfaonline.org\)](https://www.elfaonline.org/2021SoftwareGuide.pdf)
7. [Different types of leases \(accountlearning.com\)](https://www.accountlearning.com)
8. [Hire purchase and leasing | Types of finance | Business Finance | ACCA | ACCA Global](https://www.acca.org.uk/~/media/ACCA/Global/ACCA_Global/Ind_AS17.pdf)
9. [Ind\\_AS17.pdf \(mca.gov.in\)](https://www.mca.gov.in)
10. [https://www.theseus.fi/bitstream/handle/10024/128235/Asya\\_Starodubtseva\\_Thesis\\_EBA12.pdf](https://www.theseus.fi/bitstream/handle/10024/128235/Asya_Starodubtseva_Thesis_EBA12.pdf)
11. [https://www.ifc.org/wps/wcm/connect/098d9d0e-a553-4d2a-9b46-bf1701b19bf4/Evolution+of+Leasing+in+India\\_Aug+30+2019.pdf](https://www.ifc.org/wps/wcm/connect/098d9d0e-a553-4d2a-9b46-bf1701b19bf4/Evolution+of+Leasing+in+India_Aug+30+2019.pdf)
12. [SSRN-id3352709.pdf](https://ssrn.com/abstract=3352709)
13. [The Best Lease Accounting Software of 2022 - Digital.com](https://www.digital.com)
14. [Best Asset Leasing Software in 2022 | G2](https://www.g2.com)
15. [Equipment Leasing Software | Q2](https://www.q2.com)
16. [Asset leasing get started - Finance | Dynamics 365 | Microsoft Docs](https://dynamics365.com)
17. [Leasing & Asset Finance: An Industry Need to Embrace the Circular Economy - VIP Apps Consulting](https://www.vipapps.com)
18. [Providers of the Odessa Platform, the world's leading asset finance software. Book A Demo. \(odessainc.com\)](https://www.odessainc.com)