

# **B2B Fleet Services Market Forecasts to 2034 – Global Analysis By Service Type (Fleet Leasing & Financing, Fleet Maintenance & Repair, Telematics & Tracking Solutions, Fuel Management Services, Driver Management & Training and Insurance & Compliance Services), Fleet Type, End User and By Geography**

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## **Abstracts**

According to Statistics MRC, the Global B2B Fleet Services Market is accounted for \$22.0 billion in 2026 and is expected to reach \$42.3 billion by 2034 growing at a CAGR of 8.5% during the forecast period. B2B Fleet Services encompass a wide set of solutions designed for organizations managing large vehicle fleets for business operations. These solutions typically cover vehicle leasing, upkeep, fuel tracking, telematics integration, route planning, and driver performance monitoring. They assist enterprises in boosting efficiency, lowering operational expenses, and maximizing fleet productivity. With the use of digital tools and analytics, service providers offer real-time monitoring, maintenance forecasting, and improved operational insights. Sectors like logistics, delivery services, manufacturing, and transport depend on these offerings to maintain efficient supply chains, ensure punctual deliveries, and adhere to safety and regulatory requirements.

According to the International Transport Forum (OECD), commercial road freight activity is projected to grow by over 50% by 2050, increasing demand for fleet services and digital management solutions in logistics and transport.

### **Market Dynamics:**

### **Driver:**

## Rising demand for logistics and e-commerce

Growing demand in logistics and e-commerce is significantly driving the B2B Fleet Services Market. The surge in online retail activities has heightened the requirement for efficient transport systems and last-mile delivery networks. Companies now depend on organized fleet operations to ensure prompt deliveries, effective route planning, and management of high order volumes. Fleet service providers assist businesses with scalable fleet solutions, live tracking, and delivery optimization technologies. These capabilities enable logistics operators and retailers to satisfy increasing consumer expectations for speed and reliability. Expanding global trade and digital marketplaces further accelerate the adoption of advanced fleet management services across sectors.

### **Restraint:**

#### High initial investment and implementation costs

The requirement of high upfront investment and deployment expenses restricts growth in the B2B Fleet Services Market. Implementing modern fleet management solutions involves substantial costs related to software platforms, telematics hardware, and system integration. Small and medium businesses often find these investments difficult to manage, slowing adoption rates. Additional expenses arise from employee training and aligning new systems with existing operational frameworks. Ongoing maintenance charges and subscription models further increase financial burden. These cost-related challenges discourage organizations from transitioning away from traditional fleet management methods, making affordability a significant barrier, particularly in industries operating under tight budget constraints.

### **Opportunity:**

#### Growth of smart cities and IoT integration

The rise of smart city projects and broader adoption of IoT technologies offers major opportunities for the B2B Fleet Services Market. Smart urban developments depend on connected systems, real-time data analysis, and intelligent transport networks. Fleet management solutions integrated with IoT devices support live vehicle tracking, optimized traffic flow, and better utilization of resources. These capabilities help reduce congestion, fuel consumption, and operational inefficiencies. As more cities implement smart infrastructure, demand for advanced fleet solutions is expected to grow. Fleet

service providers can leverage this trend by delivering connected, data-driven systems aligned with smart city ecosystems to enhance efficiency and sustainability.

**Threat:**

Cybersecurity risks and data breaches

Cybersecurity threats and data breaches represent a serious risk for the B2B Fleet Services Market. Fleet management platforms handle highly sensitive information, including vehicle tracking details, driver performance data, and delivery routes, making them attractive targets for cybercriminals. These systems are exposed to risks such as hacking, malware attacks, and unauthorized data access. Any breach can lead to operational disruption, financial losses, and reputational harm. The growing use of IoT and cloud technologies increases system vulnerability further. Although companies invest in advanced security tools and encryption methods, evolving cyber threats continue to challenge the secure functioning of fleet management systems.

**Covid-19 Impact:**

The COVID-19 pandemic created both challenges and opportunities for the B2B Fleet Services Market. In the early stages, lockdown measures and movement restrictions disrupted supply chains, leading to lower transportation demand and reduced fleet usage. Logistics companies experienced delays, operational disruptions, and revenue declines. However, the crisis also boosted e-commerce activities and increased demand for last-mile delivery and essential goods transportation, driving the need for advanced fleet solutions. Businesses quickly adopted digital tracking systems, contactless delivery models, and real-time monitoring tools. After recovery, the importance of flexible, technology-enabled fleet management systems became more evident, supporting resilience during future disruptions.

The fleet leasing & financing segment is expected to be the largest during the forecast period

The fleet leasing & financing segment is expected to account for the largest market share during the forecast period as it allows businesses to utilize vehicle fleets without requiring large initial capital investment. Organizations favor leasing and financing options because they help lower upfront costs while providing greater operational flexibility. This segment enables companies to adjust fleet size according to business needs, improve financial liquidity, and minimize risks associated with vehicle ownership.

It is extensively used in logistics, transportation, and corporate mobility industries. The growing emphasis on affordable fleet expansion and improved financial management continues to strengthen the leading position of fleet leasing and financing services in the market.

The healthcare & pharmaceutical distribution segment is expected to have the highest CAGR during the forecast period

Over the forecast period, the healthcare & pharmaceutical distribution segment is predicted to witness the highest growth rate because of growing demand for fast and temperature-controlled transportation of medical supplies. Expansion in healthcare systems, rising drug manufacturing activities, and wider vaccine distribution requirements are increasing reliance on efficient fleet operations. This sector demands strict adherence to safety protocols, temperature regulation, and regulatory compliance, which drives the use of advanced fleet management technologies. Features such as live tracking, cold chain management, and optimized routing are widely implemented. Increasing emphasis on healthcare delivery and improved medical access further supports rapid adoption of fleet services in this segment.

### **Region with largest share:**

During the forecast period, the North America region is expected to hold the largest market share owing to its advanced transportation network, strong logistics and e-commerce sector presence, and early integration of modern fleet management technologies. The region widely adopts telematics, IoT systems, and digital fleet solutions to improve efficiency and reduce operational expenses. Key industries including retail, manufacturing, and delivery services depend heavily on organized fleet operations. Strict government regulations and high emphasis on safety and compliance further encourage the use of fleet services. In addition, the presence of major global fleet service providers reinforces the region's leading position in the overall market landscape.

### **Region with highest CAGR:**

Over the forecast period, the Asia Pacific region is anticipated to exhibit the highest CAGR driven by fast-paced industrial growth, urban expansion, and increasing logistics and e-commerce operations in developing economies. Nations like China, India, and various Southeast Asian countries are experiencing significant improvements in transportation and supply chain systems. Strong investments in infrastructure and digital

technology adoption are further encouraging fleet management usage. The rise of small and medium businesses and the demand for affordable logistics solutions also contribute to growth. Moreover, supportive government policies promoting smart transportation and digitalization are accelerating the market expansion across the region.

### **Key players in the market**

Some of the key players in B2B Fleet Services Market include Verizon Connect, Samsara, Geotab, Fleetio, Merchants Fleet, Motive, Webfleet, Teletrac Navman, Trimble, Element Fleet Management, Holman, Bosch Mobility Solutions, Scania, Michelin Group, Aptiv, DAF Trucks, Toyota Motor Corporation and Ericsson.

### **Key Developments:**

In December 2025, Geotab Inc. announced a significant expansion of its cooperative purchasing contracts with Sourcewell and Canoe Procurement Group. The contracts now include four innovative solutions: the GO Focus, the GO Focus Plus, the GO Anywhere asset tracker, and the Altitude by Geotab data analytics platform.

In November 2025, Aptiv PLC announced that it inked a strategic cooperation deal with Robust.AI to co-develop AI-powered collaborative robots. The partnership combines Aptiv's (APTIV) industry-leading portfolio, including Wind River platforms and tools, with Robust.AI's robotics expertise and human-centered design to accelerate innovation in warehouse and industrial automation.

In June 2025, Samsara Inc. and Element Fleet Management Corp. announced a holistic fleet and operations management offering. This joint offering streamlines procurement and onboarding for shared customers, delivering greater safety and efficiency through the combined power of product solutions—far beyond traditional telematics.

### **Service Types Covered:**

Fleet Leasing & Financing

Fleet Maintenance & Repair

Telematics & Tracking Solutions

Fuel Management Services

Driver Management & Training

Insurance & Compliance Services

Fleet Types Covered:

Light Commercial Vehicles (LCVs)

Heavy Commercial Vehicles (HCVs)

Passenger Transport Fleets

End Users Covered:

Logistics Providers

Retail Distribution Fleets

Manufacturing & Industrial Operations

Healthcare & Pharmaceutical Distribution

Government & Municipal Services

Regions Covered:

North America

United States

Canada

Mexico

## Europe

United Kingdom

Germany

France

Italy

Spain

Netherlands

Belgium

Sweden

Switzerland

Poland

Rest of Europe

## Asia Pacific

China

Japan

India

South Korea

Australia

Indonesia

Thailand

Malaysia

Singapore

Vietnam

Rest of Asia Pacific

South America

Brazil

Argentina

Colombia

Chile

Peru

Rest of South America

Rest of the World (RoW)

Middle East

Saudi Arabia

United Arab Emirates

Qatar

Israel

Rest of Middle East

Africa

South Africa

Egypt

Morocco

Rest of Africa

**What our report offers:**

- Market share assessments for the regional and country-level segments
- Strategic recommendations for the new entrants
- Covers Market data for the years 2023, 2024, 2025, 2026, 2027, 2028, 2030, 2032 and 2034
- Market Trends (Drivers, Constraints, Opportunities, Threats, Challenges, Investment Opportunities, and recommendations)
- Strategic recommendations in key business segments based on the market estimations
- Competitive landscaping mapping the key common trends
- Company profiling with detailed strategies, financials, and recent developments
- Supply chain trends mapping the latest technological advancements

**Free Customization Offerings:**

All the customers of this report will be entitled to receive one of the following free customization options:

**Company Profiling**

Comprehensive profiling of additional market players (up to 3)

SWOT Analysis of key players (up to 3)

**Regional Segmentation**

Market estimations, Forecasts and CAGR of any prominent country as per the client's interest (Note: Depends on feasibility check)

**Competitive Benchmarking**

Benchmarking of key players based on product portfolio, geographical presence, and strategic alliances

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