

Annual Survey 2016

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The following members contributed to the Eurofinas 2016 Annual Survey: BE, CZ, DE, DK, ES, FI, FR, IT, LI, MA, NL, NO, PT, SE, TR and UK.

Total New Lending by Eurofinas members increased by 10.7% in 2016 compared to 2015.

Consumer Credit for Personal Consumption increased by 10.2% in 2016 compared to 2015.

Vehicle Finance increased by 10.3% in 2016 compared to 2015.

Industrial Credit increased by 15.2% in 2016 compared to 2015.

Mortgage Credit increased by 10.7% in 2016 compared to 2015.

Note: Growth rates provided above are adjusted to exclude the impact of exchange rate fluctuations.

European Consumer Credit Market Continues Recovery Trend in 2016

European consumer credit providers, represented through Eurofinas¹, granted new loans worth €456.6 billion in 2016, an increase of 10.7% compared to 2015². The results of the Eurofinas 2016 Annual Survey show increases in new business across all lending categories, with particularly strong growth in personal loans and used vehicles. The automotive sector generally continued to exhibit high growth, while non-automotive point of sale and revolving credit are enjoying strong increases.

Total new consumer credit lending³ showed gains in new business financed of 10.8% in 2016. In fact, 2016 saw the first double digit growth levels in consumer credit since the pre-crisis years, highlighting that the recovery of this sector is solidifying. Industrial credit and mortgages contribute a smaller proportion of total new business, but both charted strong growth of 15.2% and 10.7% respectively.

In the consumer credit lending category, personal loans contribute around a quarter of new credit granted in 2016 and revolving credit just over a third. Personal loans continued to grow in 2016, increasing by 11.3%, and revolving credit saw a significant improvement in growth, increasing by 10.1%. Non-automotive point of sale also saw a continued growth trend, with an increase in 2016 of 7.9%.

The consumer vehicle financing business continued to develop well in 2016, with new car business increasing by 11.1% and used cars by 13.3%. The other vehicle category (motorbikes, caravans etc.) also increased, showing 10.3% growth. Business car lending experienced a slowdown in 2016, with an increase of 6.6% for used cars and barely any growth at 1.2% for new cars. Commercial vehicles on the other hand enjoyed 10.6% growth.

Aggregate figures for 2016 show continued strong performance across almost all Eurofinas Members' national markets. Portugal and the Netherlands are the highest performers in new consumer credit lending, with growth rates at or above 20%, however, the majority of reporting countries enjoyed double digit growth. Significant markets such as Germany, Italy and the UK continued to perform well, however growth in France remains more muted compared to most other European markets. Sweden and Lithuania were the only reporting countries to experience negative growth in consumer credit.

Valentino Ghelli, Chairman of Eurofinas, commented that "Consumer credit continues its strong, broad based recovery in 2016 on the back of equally strong personal consumption growth driving GDP across Europe last year. Personal loans and vehicle finance remain particularly well performing sectors, while revolving credit growth has become more robust. In 2017 a slight moderation is expected in consumer spending due to higher inflation, with the European Commission forecasting GDP growth of 1.9% for the EU and 1.7% for the euro area. Recovery for the industry seems to be well solidified at this point, however consumer credit institutions should remain vigilant this year. While falling unemployment is a good signal for personal consumption in the future, declines in purchasing power and various political risks could have an impact going forward."

¹The following Eurofinas members took part in the survey: UPC/BVK (BE), CLFA (CZ), BFACH (DE), Finans og Leasing (DK), ASNEF (ES), FKL (FI), ASF (FR), ASSOFIN (IT), LBA (LT), APSF (MA), VFN (NL), FINFO (NO), ASFAC (PT), AFINA (SE), AFI/FKB (TR), FLA (UK).

² The growth rates shown are adjusted to exclude the impact of exchange rate fluctuations.

³ Total consumer credit includes consumer credit for personal consumption (including personal loans, revolving credit and non-automotive point of sale finance) and consumer point of sale vehicle finance.

EUROPEAN TRENDS
Breakdown Per Loan Type

LOAN TYPE	NEW CREDIT GRANTED		
	in mio EURO	% change	
		Unadjusted for exchange rates	Adjusted for exchange rates
CONSUMER CREDIT FOR PERS. CONSUMPTION	212 343	5.8%	10.2%
Personal loans	74 870	10.3%	11.3%
Revolving credit including credit cards	106 938	3.6%	10.1%
Credit at the point of sale	30 534	3.2%	7.9%
- Consumer goods	27 110	2.6%	7.9%
- Other	3 424	8.1%	8.1%
CAR FINANCE	141 518	4.9%	10.3%
New cars	73 865	3.5%	8.8%
- Business	15 629	-4.7%	1.2%
- Consumer	58 236	5.9%	11.1%
Used cars	50 389	7.3%	12.6%
- Business	5 354	3.2%	6.6%
- Consumer	45 034	7.8%	13.3%
Commercial vehicles (excl. cars for business use)	12 466	3.7%	10.6%
Other vehicles (motorcycles, caravans, ...)	4 799	5.6%	10.3%
INDUSTRIAL CREDIT	35 019	10.6%	15.2%
HOME OR REAL ESTATE MORTGAGES	67 686	10.7%	10.7%
TOTAL	456 566	6.6%	10.7%

Notes:

Data shown here are those contributed to Eurofinas by its Member Associations in the context of the 2016 Annual Survey. Data can include estimates provided by Member Associations. Data represents the share of the total national market represented by each association unless otherwise specified.

Data were provided in local currency. The exchange rates used are yearly average rates taken from Eurostat and can be found on the last page.

The data for 2015 are those provided by Eurofinas Member Associations in the 2015 Annual Survey, except when changes in membership or major data modifications warranted the restating of 2015 figures.

Growth rates shown are calculated based on a homogenous sample of members reporting in both the 2015 and 2016 Annual Surveys.

Eurofinas members not reporting in this survey: Poland - Konferencja Przedsiębiorstw Finansowych w Polsce

TOTAL NATIONAL CONSUMER CREDIT
Consumer credit for personal consumption & consumer vehicles

Member	New credit granted		
	in mio EURO	% change	
		Unadjusted for exchange rates	Adjusted for exchange rates
BE	11 001	11.39%	11.39%
CZ	1 399	2.41%	1.49%
DE	54 224	12.19%	12.19%
DK ¹	3 452	16.99%	16.78%
ES	25 835	12.79%	12.79%
FI	7 407	7.88%	7.88%
FR	32 925	2.89%	2.89%
IT	59 031	15.60%	15.60%
LT	122	-17.57%	-17.57%
MA	1 341	14.66%	14.81%
NL	3 441	20.27%	20.27%
NO	5 960	11.47%	15.72%
PT	4 018	24.80%	24.80%
SE	1 072	-31.27%	-30.42%
TR ²	3 674	47.56%	63.06%
UK	105 511	-3.99%	8.40%
TOTAL	320 412	6.08%	10.79%

¹ Danish growth rates do not necessarily reflect market developments

² High Turkish growth rates are a result of a large new firm entering the Turkish market

MEMBER ASSOCIATIONS' MARKET SHARES
Consumer Credit Outstandings - mio€

Member	Eurofinas Member Market	Total National Market for Cons Credit ¹	Eurofinas Member Share
BE	22 999	24 190	95.1%
CZ	1 458	5 918	24.6%
DE	111 650	231 154	48.3%
DK	8 563	56 412	15.2%
ES	29 863	69 188	43.2%
FI	5 091	14 555	35.0%
FR	71 225	171 030	41.6%
IT	101 535	109 718	92.5%
LT	144	841	17.1%
MA	4 200	8 701	48.3%
NL	8 494	17 409	48.8%
NO	15 503	na	na
PT	4 606	na	na
SE	2 311	33 175	7.0%
TR	3 765	52 686	7.1%
UK	112 315	236 853	47.4%
TOTAL	503 722	1 031 830	46.9%²

¹ National market figures are estimates provided by the relevant Member Association. These may differ from Eurostat or national central bank figures, for example in cases where these exclude non-MFIs from their figures.

² excluding NO, PT

EXCHANGE RATES

Country		2016	2015
BE	Belgium	1	1
CZ	Czech Republic	27.034	27.279
DE	Germany	1	1
DK	Denmark	7.4452	7.4587
ES	Spain	1	1
FI	Finland	1	1
FR	France	1	1
IT	Italy	1	1
LT	Lithuania	1	1
MA	Morocco	10.836	10.8215
NL	Netherlands	1	1
NO	Norway	9.2906	8.9496
PL	Poland	4.3632	4.1841
PT	Portugal	1	1
SE	Sweden	9.4689	9.3535
TR	Turkey	3.3433	3.0255
UK	United Kingdom	0.8194	0.7258

Notes:

These rates are a yearly average and are taken from Eurostat's database except for Morocco where the rate provided is a yearly average of end of month rates taken from the Al-Maghrib Bank

Rates in the table are provided in the following way: 1 Eur = x Local Currency, for instance 1 Eur = 0.8194 GBP in 2016