

About Eurofinas

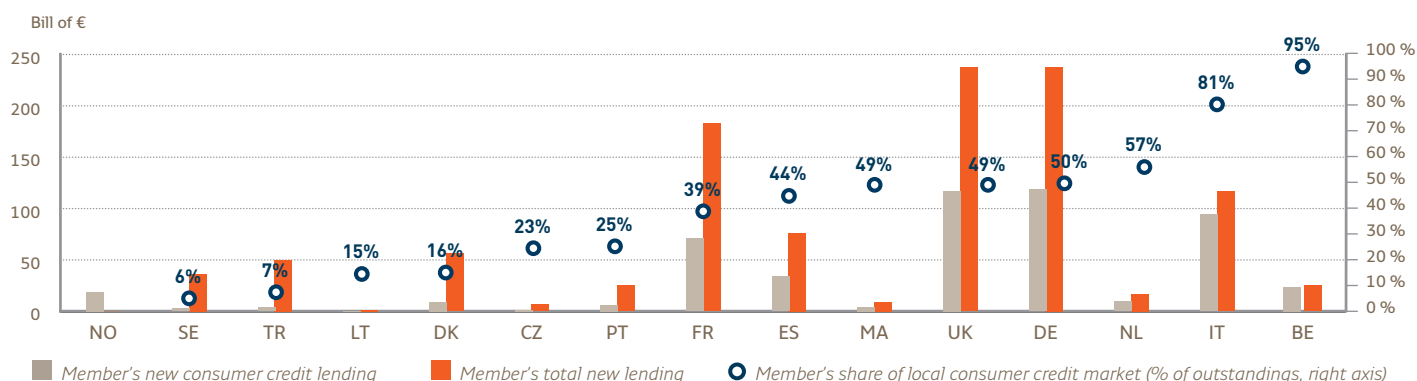
Eurofinas is the voice of the specialised consumer credit industry at European level. It currently represents 17 Member Associations, in turn bringing together more than 680 firms employing more than 92,000 people across Europe. The types of consumer credit providers represented through Eurofinas members are described in the box below (Fig. 1).

Fig. 1 Consumer credit providers

Category	Description
Finance house	Specialised consumer credit provider not taking deposits (or substitutes for deposits).
Captive company	Financing arm of a manufacturing parent company (e.g. in the automotive sector). Captives may or may not be authorised to take deposits (or substitutes for deposits).
Specialised bank	Institution authorised to take deposits. Activity focused on the provision of consumer credit (and, where applicable, mortgage lending).
Universal bank	Bank providing all kinds of products, e.g. retail and corporate lending, etc. The consumer credit departments of these banks will typically be represented through Eurofinas member associations.

Together, Eurofinas members represent approximately 46% of the European consumer credit market expressed in terms of outstanding loans for the countries covered by the Federation's 2017 Annual Statistical Enquiry¹. At individual country level, the market shares of individual Eurofinas member associations vary substantially depending, for instance, on the extent to which consumer credit is provided by specialist players in the national market or the membership profile of the association (see Fig. 2, right axis). The left axis on Fig. 2 shows the amount of new lending (both in total and for consumer credit) granted in 2017 by each Eurofinas member.

Fig. 2 New consumer credit lending & market share per member (outstandings), 2017



1. The figures provided are based on the results of the Eurofinas 2017 Annual Statistical Enquiry. The following Eurofinas members did not take part in this survey: Poland: Konfederacja Przedsiębiorstw Finansowych w Polsce, Finland: Federation of Finnish Financial Services. Norway is not included in the market share figures in 2017, as full market data was not available at the time the data collection was concluded. Growth rates are based on a homogenous sample of members reporting in the Eurofinas Annual Statistical Enquiries and are adjusted to exclude the impact of exchange rate fluctuations during 2017 unless otherwise stated.

Total Eurofinas lending in 2017

During the course of 2017, the firms represented through Eurofinas members granted new loans worth €457 billion and their portfolio of outstanding loans exceeded the trillion euro mark for the second year in a row, reaching €1.079 trillion at the end of the year.

Consumer credit lending is made up of consumer credit for personal consumption and the financing of motor vehicles for private use. Out of the total new lending in 2017, 70% was granted to consumers, with the remainder (30%) of new loans granted to finance cars for business use and commercial vehicles, as well as industrial credit and mortgages (Fig. 3).

Eurofinas members granted €68 billion worth of new mortgage loans and €36 billion of industrial credit. Mortgage lending contracted by 2.9% in 2017 compared to 2016, while industrial credit increased by 10.2%.

Total new consumer credit lending increased by 8.2% in 2017 compared to 2016, reaching €322 billion.

Fig. 3 New credit granted by product type in 2017

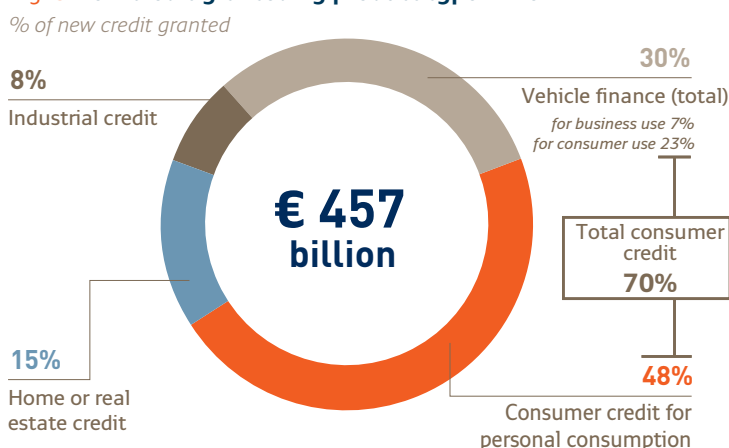
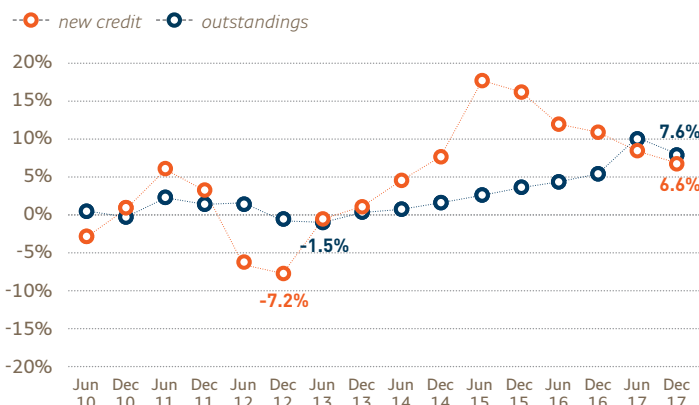


Fig. 4 shows the evolution of total Eurofinas lending in terms of both new credit and outstandings over the period 2009-2017. Total Eurofinas new lending increased by 6.6% in 2017. Total outstanding loans at the end of 2017 increased by 7.6% compared to 2016.

Fig. 4 Total Eurofinas lending, year on year growth rates



Growth rates for new credit compare the first 6 months of the year for biannual figures while they compare 12 months for annual figures. Figures are adjusted for exchange rates.

Table 1 shows the growth rates for total lending and total consumer credit by country (adjusted for exchange rate fluctuations).

Table 1 Annual % change in new lending (2017/2016)

	Total consumer credit (Consumer Credit for Personal Consumption and Consumer Vehicle Finance)	Total lending (Consumer Credit for Personal Consumption, Vehicle Finance, Mortgage Lending and Industrial Credit)
SE	48.6%	20.9%
PT	28.8%	18.3%
NO	24.0%	21.7%
TR	19.5%	30.4%
ES	15.1%	15.1%
NL	14.9%	31.6%
DE	10.1%	11.1%
IT	9.6%	4.8%
MA	6.3%	6.3%
DK	6.2%	5.6%
UK	5.9%	5.9%
LT	4.9%	4.9%
FR	0.4%	-1.9%
CZ	-0.9%	-1.0%
BE	-2.4%	-4.7%
TOTAL	8.2%	6.6%

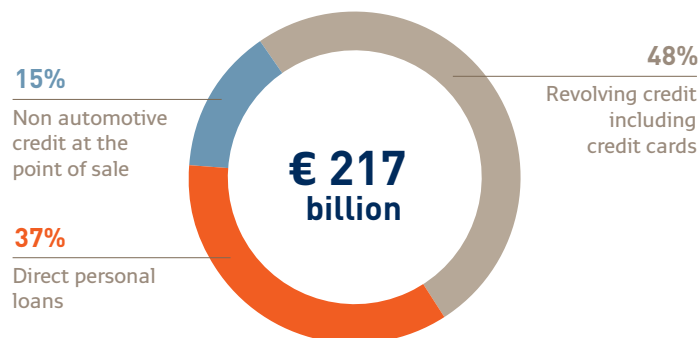
Figures are adjusted to exclude the impact of exchange rate fluctuations.

Consumer credit lending for private consumption

The category consumer credit loans for private consumption, which includes direct personal loans, revolving credit and non-automotive credit granted at the point of sale, represented 47.4% of all new Eurofinas lending in 2017. New loans granted in this category amounted to €217 billion, which represents an increase of 7.8% in comparison to 2016. Outstanding loans in this category reached €309 billion at the end of 2017.

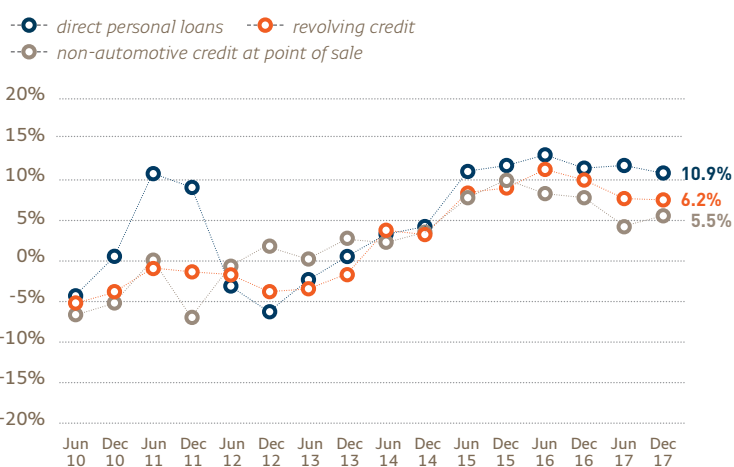
Fig. 5 Consumer credit for personal consumption in 2017

% of new credit granted



At €104 billion, revolving credit, including credit cards, made up almost half of total new consumer loans for personal consumption in 2017. Revolving credit remains the largest individual product category of all Eurofinas lending, with new lending for this category increasing by 6.2% in 2017. There was an even stronger increase – 10.9% – in new personal loans, which reached €80 billion. Non-automotive point of sale credit (i.e. credit granted at the point of sale to finance consumer goods and services) grew by 5.5% with new loans worth €33 billion granted (see Fig.6).

Fig. 6 Eurofinas consumer credit for personal consumption, new lending year on year growth rates



Figures are adjusted for exchange rates from June 2009 onwards. Growth rates for 2008 and previous periods are on an unadjusted basis.

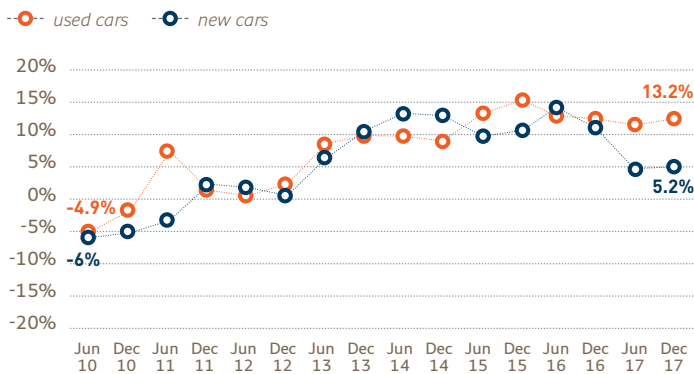
Vehicle finance

New loans worth €137 billion were granted to vehicle finance and made up 29.9% of the Federation's total new lending in 2017. Loans for consumer use made up the largest part of all vehicle lending (76.0% of vehicle finance).

Consumer car lending performed well this year again, expanding by 13.2% in the used cars segment, and 5.2% for new cars as seen in figure 7. **During 2017, Eurofinas members granted loans to consumers to finance some 3 million new cars and 3.6 million used cars.**

Cars for business grew by 14.4% for new cars, and 8.6% for used cars. The commercial vehicle sector grew by 2.8% while the “other” category (motorcycles, caravans,...) grew by 13.2%.

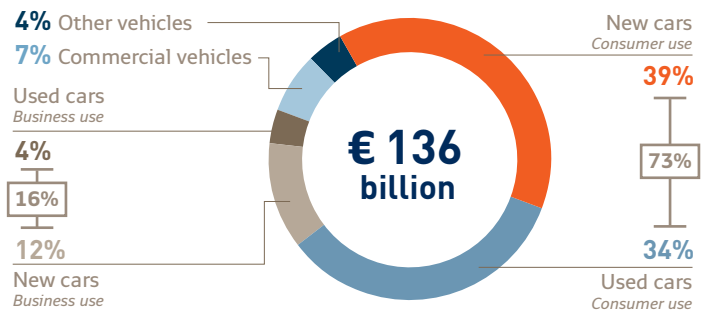
Fig. 7 Consumer car finance (new lending) year on year growth rates



Figures are adjusted for exchange rates from June 2009 onwards. Growth rates for 2008 and previous periods are on an unadjusted basis.

Fig. 8 Vehicle Finance, new lending by product type, 2017

% of new credit granted



Number of New Contracts & Average Loan Size

Eurofinas members also report statistics on the number of new credit contracts granted by their member companies. In 2017, the companies represented through Eurofinas provided 47.2 million new loans. Over 37 million of these were consumer credit for personal consumption. Table 2 shows the number of new contracts, average loan size for some product categories in 2017 and the percentage change compared to 2016.

Table 2 Number of new contracts & average loan, 2017

	Number of new contracts, 2017	Average loan, 2017	% Change in average loan, 2017 versus 2016
Personal loans	7,645,000	10,437 €	3.7%
Revolving credit (incl. credit cards)	7,871,000	na	na
Credit at the point of sale	21,771,000	960 €	-4.4%
New consumer cars	3,155,000	16,861 €	3.1%
Used consumer cars	3,641,000	12,899 €	1.7%

Eurofinas members

Eurofinas, the European Federation of Finance House Associations, was founded in 1963. It represents as an umbrella body the specialised consumer credit providers in Europe.

Full Members >

Belgium

Union Professionnelle du Crédit - UPC/
Beroepsvereniging van het Krediet - BVK

Czech Republic

Czech Leasing and Financial Association - CLFA

Denmark

Finans og Leasing

Finland

Federation of Finnish Financial Services - FKL

France

Association Française des Sociétés
Financières - ASF

Germany

Bankenfachverband

Italy

Associazione Italiana del Credito al Consumo e
Immobiliare - ASSOFIN

Netherlands (the)

Vereniging van Financieringsondernemingen in
Nederland - VFN

Norway

Finansieringsselskapenes Förening

Poland

Konferencja Przedsiębiorstw
Finansowych w Polsce - KPF

Portugal

Associação de Sociedades Financeiras
para Aquisicoes a Credito - ASFAC

Spain

Asociacion Nacional de Establecimientos
Financieros de Credito - ASNEF

Sweden

Finansbolagens Förening

Turkey

Turkey Association of Financial Institutions -
AFI/FKB

United Kingdom

Finance & Leasing Association - FLA

Correspondent Members >

Lithuania

Lietuvos Vartojimo Lizingo ir Kredito
Asociacija - LVLKA

Morocco

Association Professionnelle des Sociétés
de Financement - APSF

Visit the Eurofinas website
at www.eurofinas.org
for more information on
the Federation's members
and activities.