

About Eurofinas

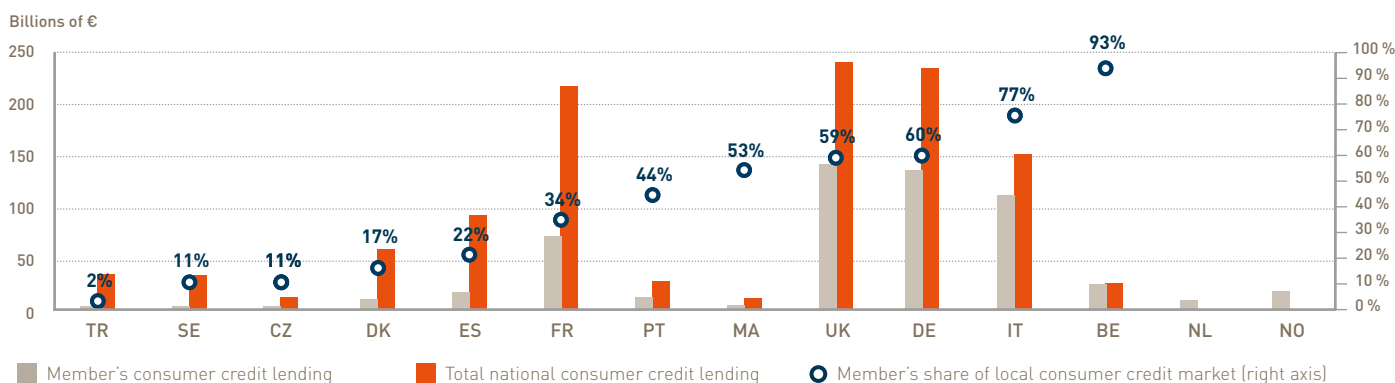
Eurofinas is the voice of the specialised consumer credit industry at European level. It currently represents 16 Member Associations, in turn bringing together more than 490 firms employing more than 187,000 people across Europe. The types of consumer credit providers represented through Eurofinas members 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 48% of the European consumer credit market expressed in terms of outstanding loans for the countries covered by the Federation's 2022 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 2022 by each Eurofinas member.

Fig. 2 New consumer credit lending & market share per member (outstandings), 2022



Total Eurofinas lending in 2022

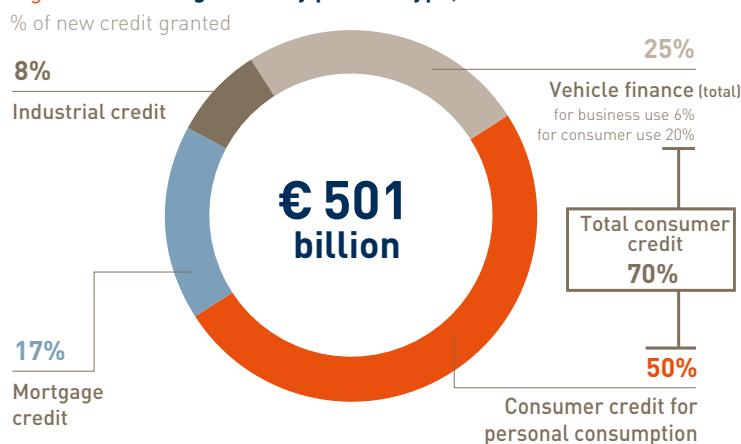
During the course of 2022, the firms represented through Eurofinas members granted new loans worth €501 billion and their portfolio of outstanding loans exceeded the trillion euro mark for the seventh year in a row, reaching €1.2 trillion at the end of the year.

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 2022, nearly 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 €85 billion worth of new mortgage loans and €38 billion of industrial credit. Mortgage lending declined by -4.7%, while industrial credit expanded by 26.6% respectively in 2022 compared to 2021.

Total new consumer credit lending grew by 12.9% in 2022 compared to 2021, reaching €350 billion

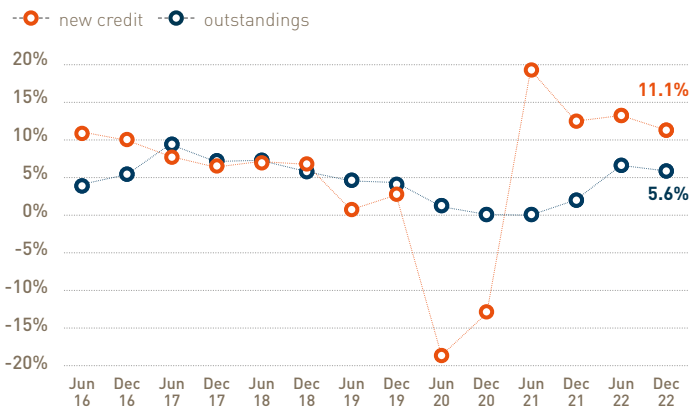
Fig. 3 New credit granted by product type, 2022



1. The figures provided are based on the results of the Eurofinas 2022 Annual Statistical Enquiry. The following Eurofinas members did not take part in this survey: Poland: Association of Financial Companies in Poland and Finland: Federation of Finnish Financial Services. Norway and Netherlands are not included in the market share figures in 2022, 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 2022 unless otherwise stated.

Fig. 4 shows the evolution of total Eurofinas lending in terms of both new credit and outstandings over the period 2016-2022. Total Eurofinas new lending grew by 11.1% in 2022 with total outstanding loans slightly increasing by 5.6% compared to 2021.

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 to exclude the impact of exchange rates. The growth rates for 2022 reflect nominal percentage changes without accounting for inflation adjustments.

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 (2022/2021)

| | 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) |
|--------------|---|---|
| BE | 10.7% | 0.1% |
| MA | 0.6% | 0.6% |
| IT | 11.5% | 1.1% |
| DK | 4.8% | 5.4% |
| FR | 7.8% | 7.7% |
| DE | 7.3% | 9.2% |
| CZ | 11.4% | 11.4% |
| PT | 17.2% | 13.9% |
| NO | 12.8% | 15.3% |
| UK | 16.7% | 15.8% |
| ES | 22.2% | 21.8% |
| SE | -5.7% | 45.2% |
| TR | 11.8% | 63.6% |
| NL* | 10.9% | 76.7%* |
| Total | 12.9% | 11.1% |

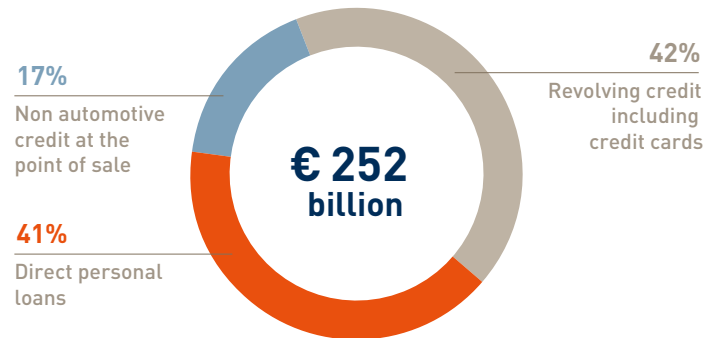
Figures are adjusted to exclude the impact of exchange rate fluctuations. They reflect nominal percentage changes without accounting for inflation adjustments. Growth rate for NL does not reflect market development, due to the incorporation of industrial credit and mortgages in this year's data.

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 half of all new Eurofinas lending in 2022. New loans granted in this category amounted to €252 billion, which showed growth of 14.7% in comparison to 2021. Outstanding loans in this category reached €383 billion at the end of 2022.

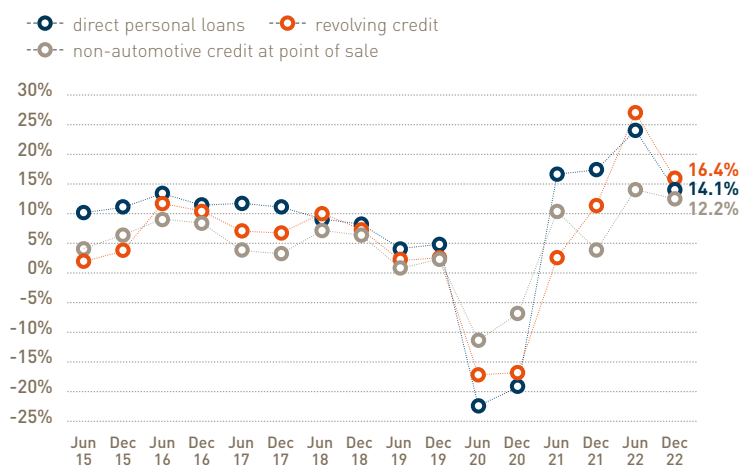
Fig. 5 Consumer credit for personal consumption, 2022

% of new credit granted



Personal loans and revolving credit (including credit cards) made up more than 80% of total new consumer loans for personal consumption in 2022, at more than €100 billion each. Personal loans were the largest individual product category of all Eurofinas lending, with new lending for this category rising by 14.1%. By comparison, there was an increase of 16.4% in new revolving credit. Non-automotive point of sale credit (i.e. credit granted at the point of sale to finance consumer goods and services) grew by 12.2% with new loans worth €43 billion granted [see Fig. 6].

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



Figures are adjusted to exclude the impact of exchange rate fluctuations. The growth rates for 2022 reflect nominal percentage changes without accounting for inflation adjustments.

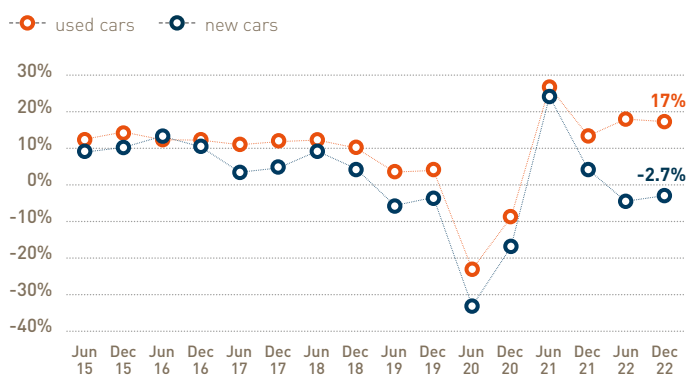
Vehicle finance

New loans worth €126 billion were granted to vehicle finance and made up a quarter of the Federation's total new lending in 2022. Vehicle loans for consumer use made up the largest part of all vehicle lending (78.0% of vehicle finance).

Consumer car lending experienced increases in new credit granted in 2022, driven by the growth in the used car category. Used consumer cars grew by 17.0%, while new consumer cars experienced a downward trend, declining by -2.7% [see Fig. 7]. **During 2022, Eurofinas members granted loans to consumers to finance some 1.4 million new cars and 3.4 million used cars.**

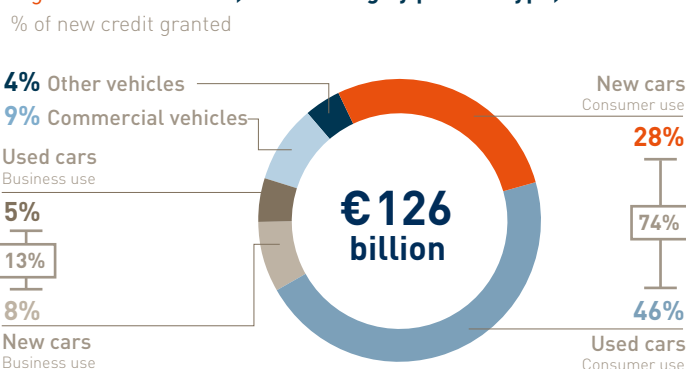
Business vehicle finance outperformed consumer vehicle finance. New cars for business grew by 30.7%, while used business cars showed a substantial increase of 51.9%. To a lesser extent, commercial vehicles also expanded 14.3%. The other vehicle category (motorbikes, caravans etc.) experienced a more subdued growth of 2.0%.

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



Figures are adjusted to exclude the impact of exchange rate fluctuations. The growth rates for 2022 reflect nominal percentage changes without accounting for inflation adjustments.

Fig. 8 Vehicle finance, new lending by product type, 2022



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 2022, the companies represented through Eurofinas provided 64 million new loans. Over 56 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 2022 and the percentage change compared to 2021.

Table 2 Number of new contracts & average loan, 2022

| | Number of new contracts, 2022 | Average loan, 2022 | % Change* in average loan, 2022 versus 2021 |
|---------------------------------------|-------------------------------|--------------------|---|
| Personal loans | 8,133,000 | € 12,706 | 0.7% |
| Revolving credit (incl. credit cards) | 7,601,000 | na | na |
| Credit at the p.o.s. | 40,659,000 | € 740 | 15.1% |
| New consumer cars | 1,431,000 | € 24,516 | 13.2% |
| Used consumer cars | 3,398,000 | € 17,153 | 11.5% |

*Figures represent nominal percentage changes without accounting for inflation adjustments.

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

The Netherlands

Vereniging van Financieringsondernemingen
in Nederland - VFN

Norway

Finansieringsselskapenes Förening

Poland

Association of Financial Companies
in Poland - ZPF

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 >

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.