



SPECIALISED CONSUMER CREDIT PROVIDERS IN EUROPE

A Look at the European Consumer Credit Market

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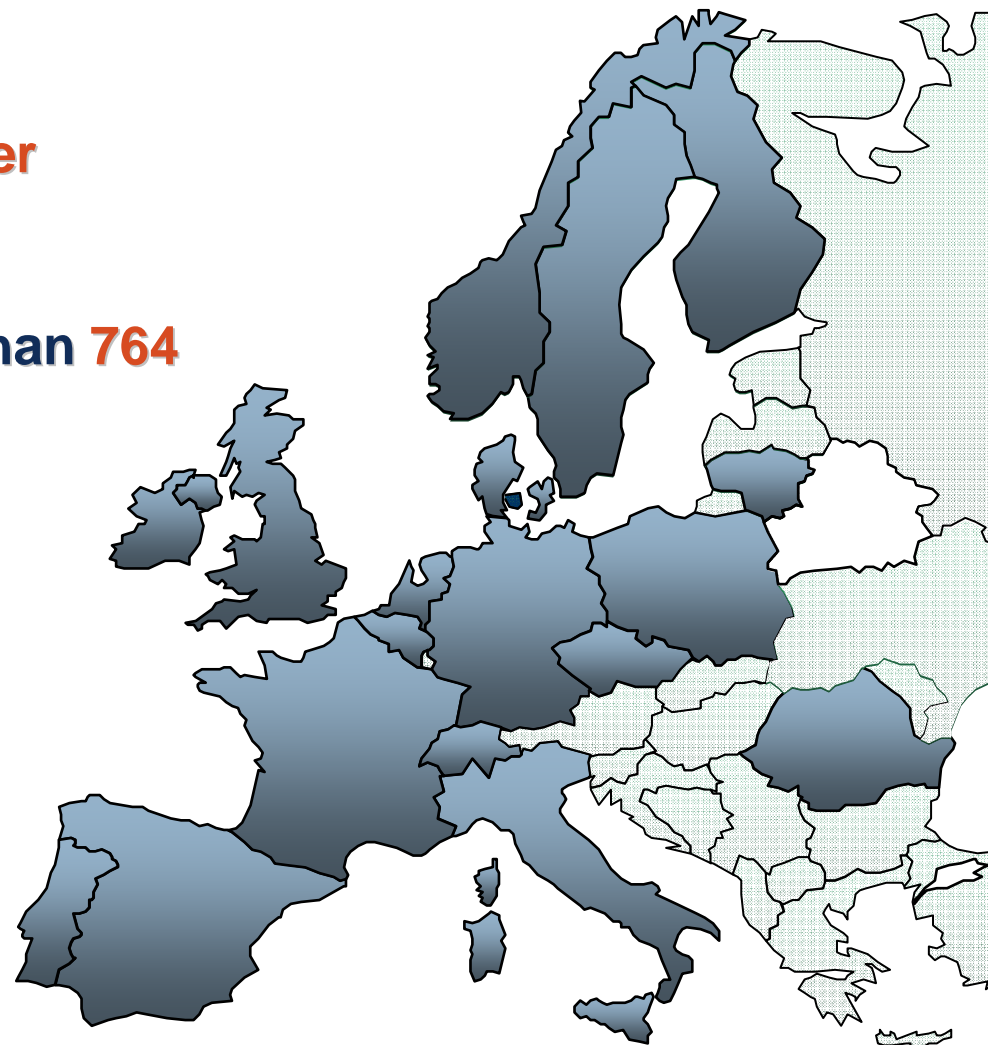
- About Eurofinas
- Eurofinas Market Evolution
- Consumer Credit
- Consumer Credit for Personal Consumption
- Vehicle Finance
- Consumer Credit Market in 2010

About Eurofinas



- The voice of **specialised consumer credit providers** at **European level**
- It currently represents **18 Member Associations**
- In turn bringing together more than **764 finance and credit institutions**
- Employing over **78 000 people**

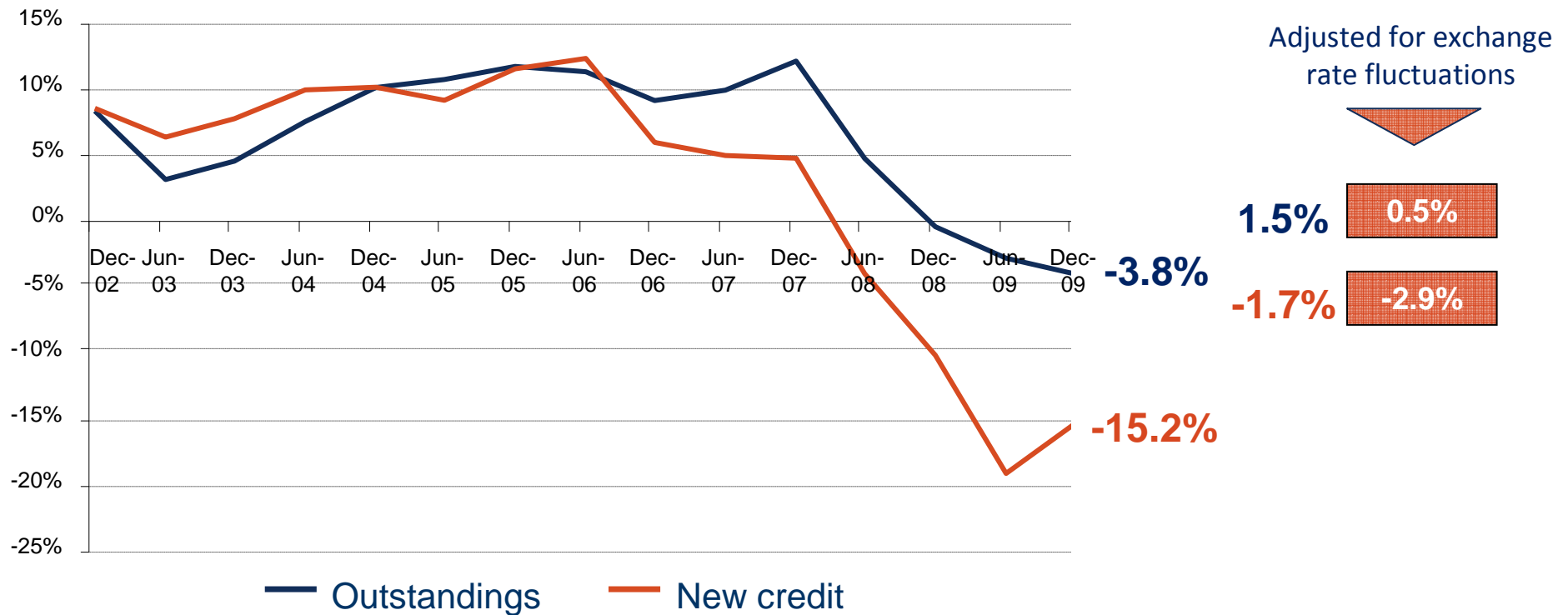
■ **Eurofinas members**



Eurofinas Market Evolution



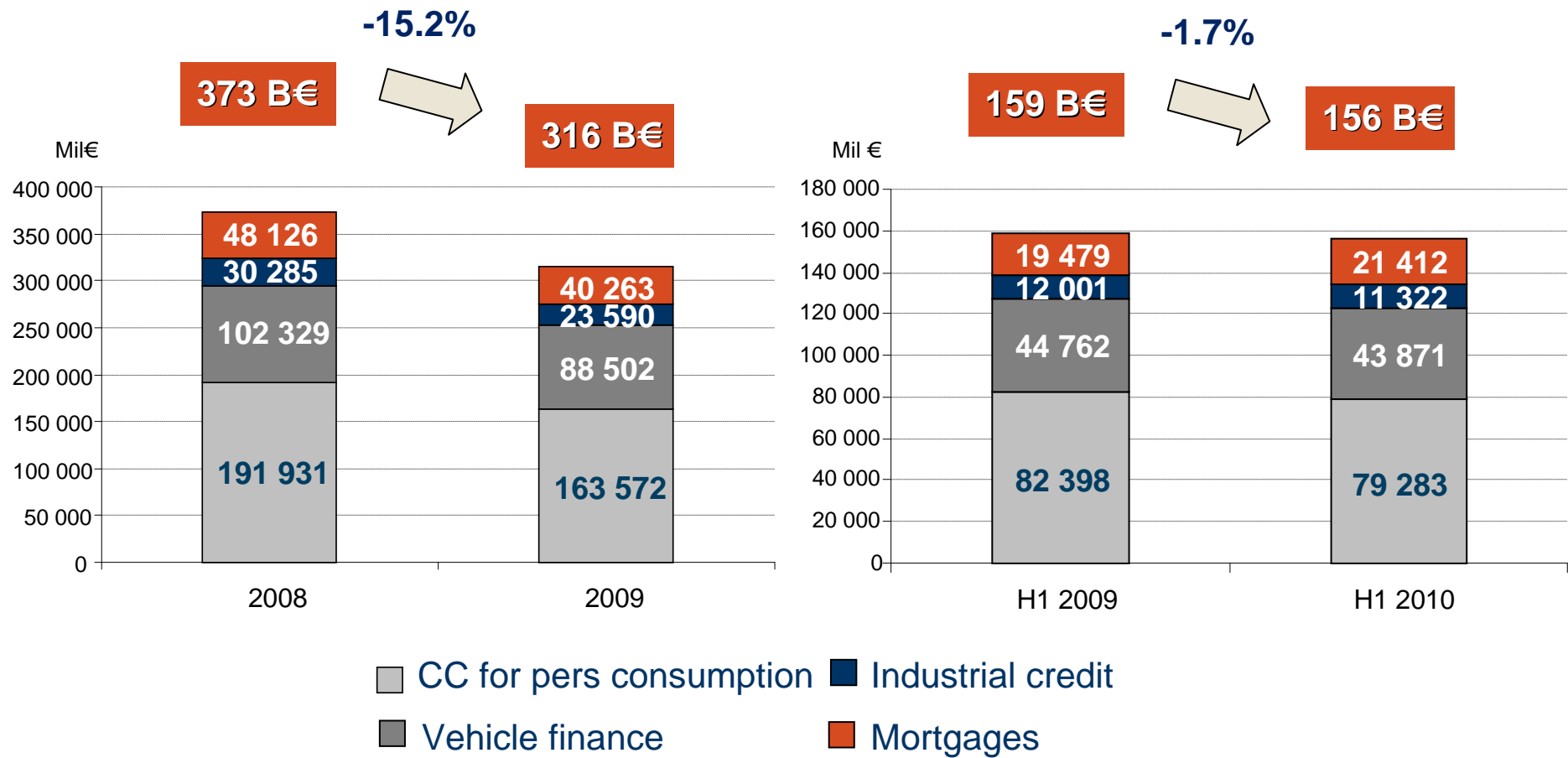
➤ Total Eurofinas lending – period on period growth rates



Growth rates for new credit compare the first 6 months of the year for biannual figures while they compare 12 months for annual figures



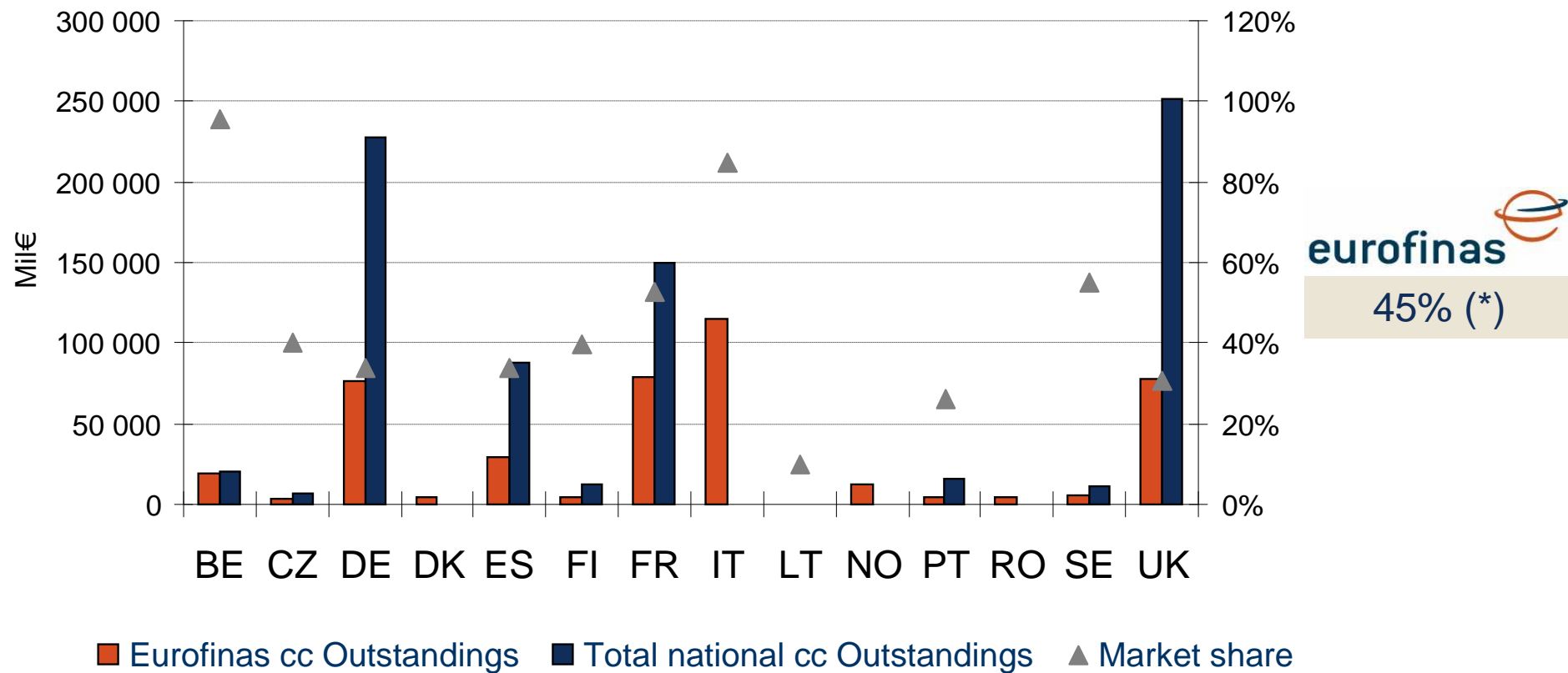
➤ Total new credit



Eurofinas Market



➤ New consumer credit lending & market share per Eurofinas member in H1 2010

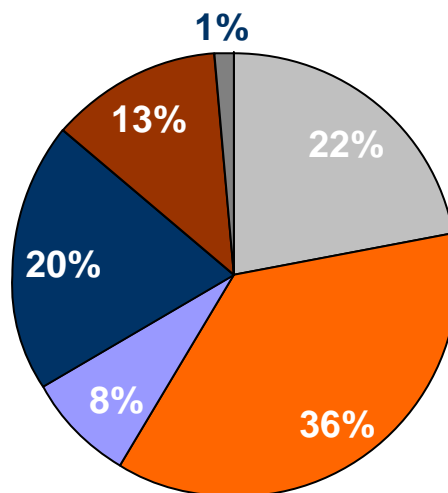


(*) Eurofinas Market Share calculated excluding NO, DK, RO



➤ Total new consumer credit by product type (2009)

230 Bil €

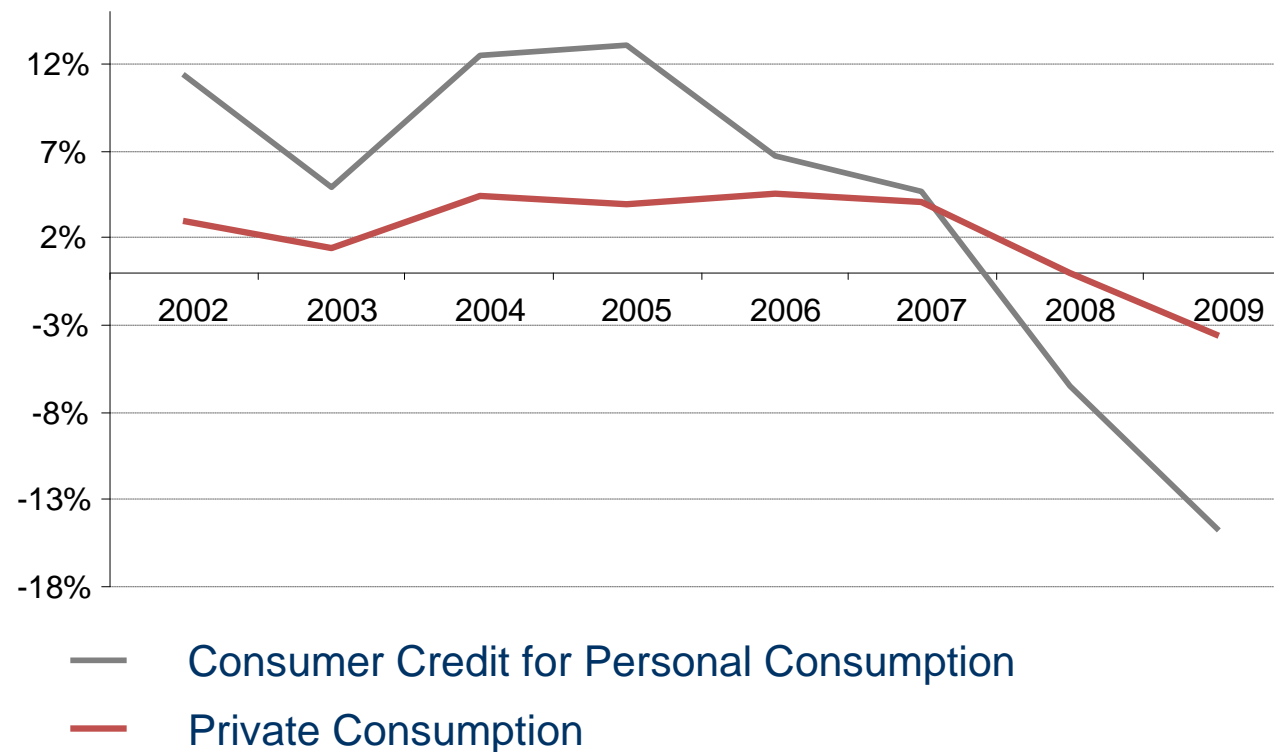


- Personal loans
- Revolving
- Non-auto Pos
- New car finance Pos
- Used car finance PoS
- Other vehicle PoS

Consumer Credit for Personal Consumption



➤ Consumer credit vs private consumption – period on period growth rates



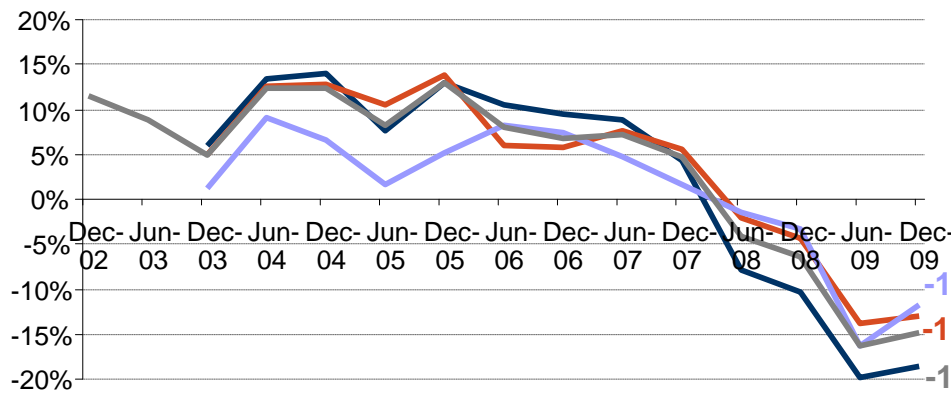
Source: Eurofinas Annual Surveys, Eurostat

Consumer Credit for Personal Consumption

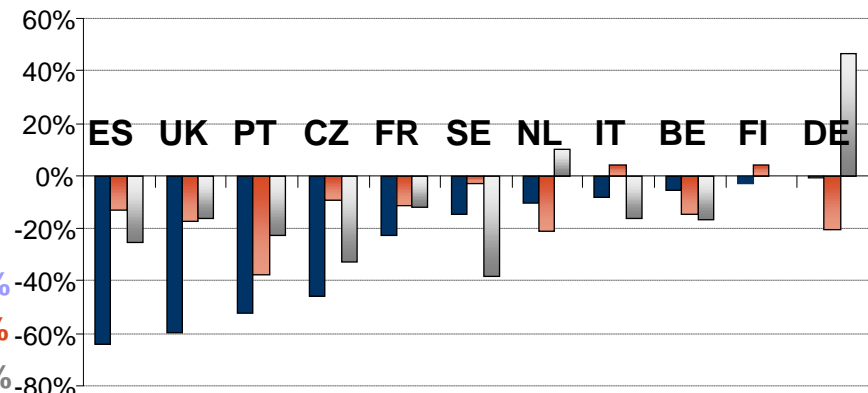


➤ **New credit – period on period growth rates**

➤ **New credit – growth per member (2009 vs 2008)**



— Personal loans — Non-auto PoS
— Revolving — Overall



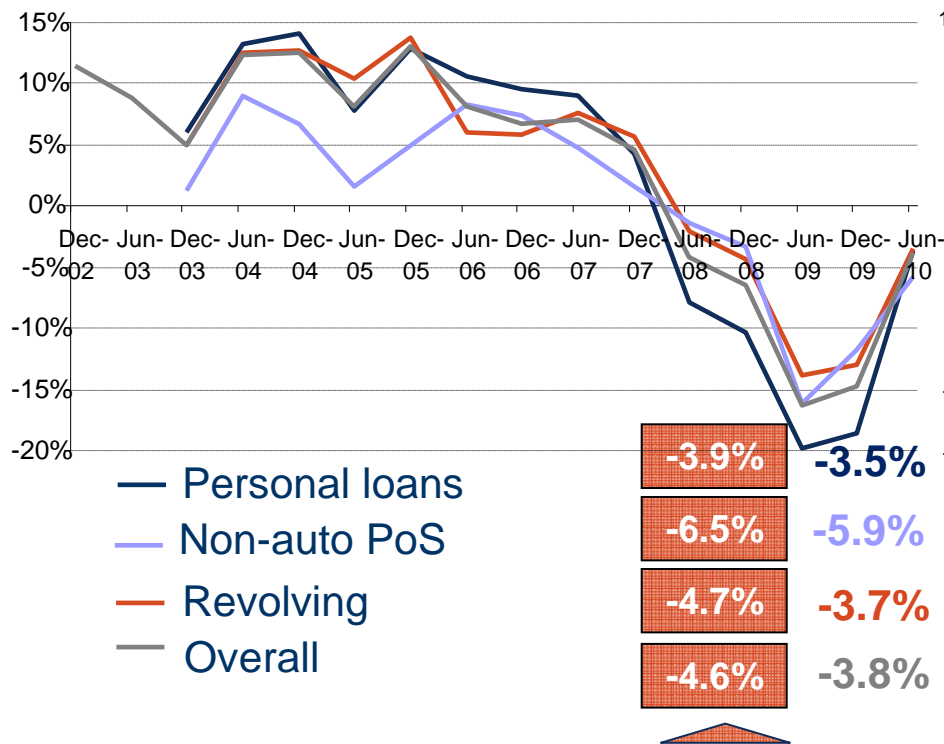
■ Personal Loans ■ Non-auto Pos
■ Revolving credit

Growth rates for new credit compare the first 6 months of the year for biannual figures while they compare 12 months for annual figures

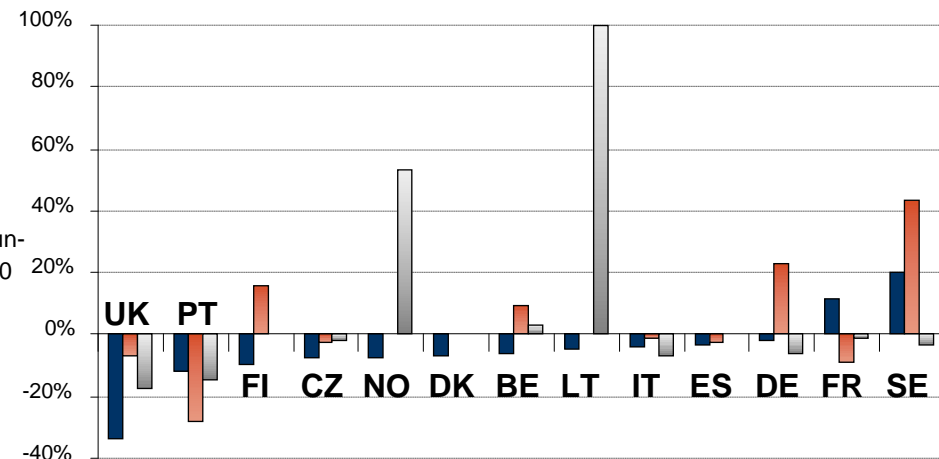
Consumer Credit for Personal Consumption



- New credit – period on period growth rates
- New credit – growth per member (H1 2010 vs H1 2009)



Adjusted for exchange rate fluctuations



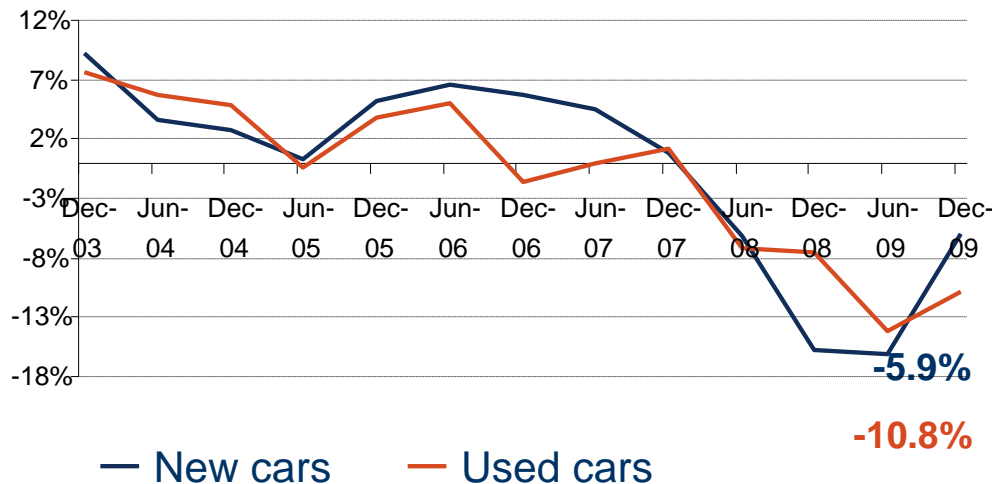
- Personal Loans
- Revolving credit
- Non-auto Pos

Growth rates for new credit compare the first 6 months of the year for biannual figures while they compare 12 months for annual figures

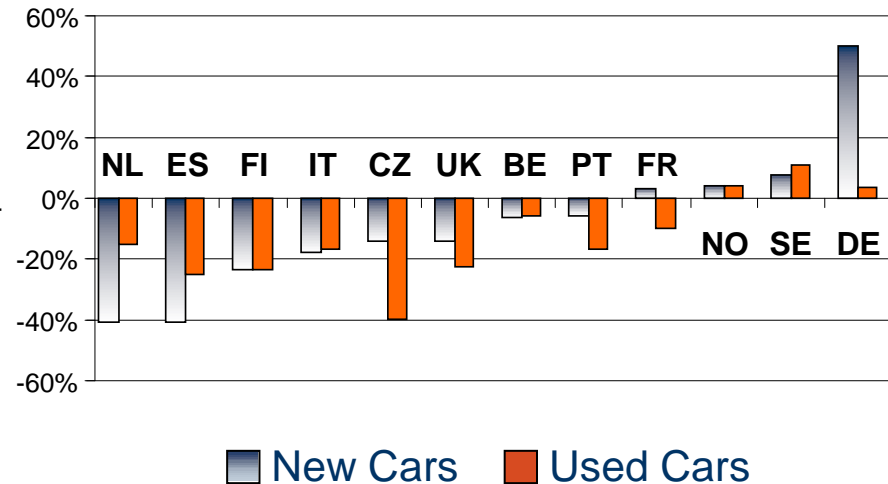
Vehicle Finance



➤ Consumer car finance – new credit granted period on period growth



➤ Consumer car finance – growth per member (2009 vs 2008)

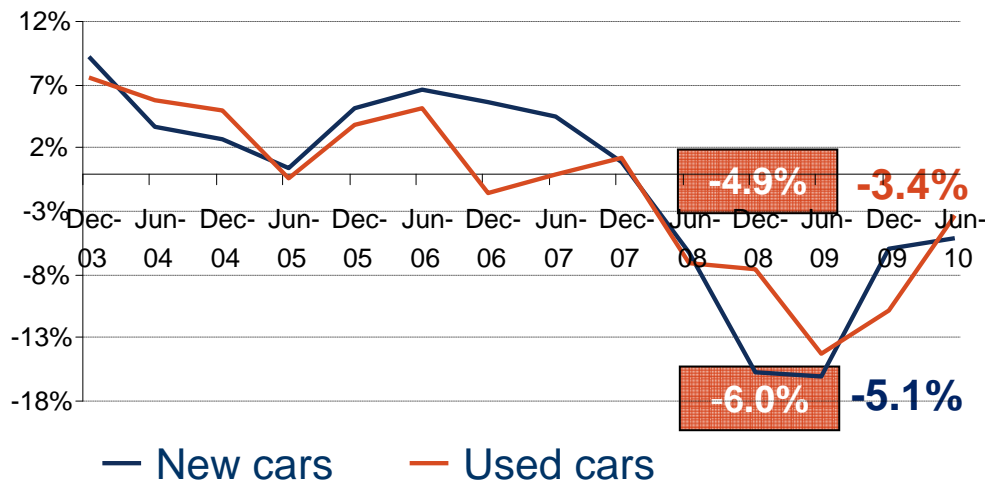


Growth rates for new credit compare the first 6 months of the year for biannual figures while they compare 12 months for annual figures

Vehicle Finance

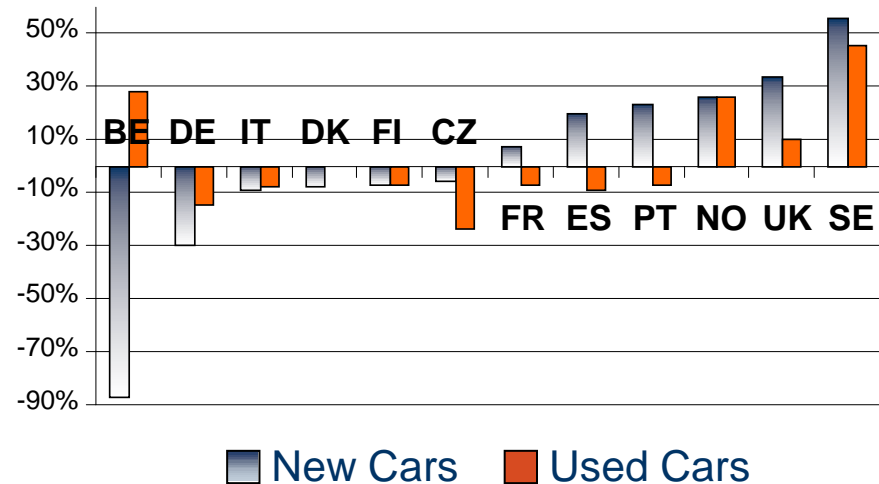


➤ Consumer car finance – new credit granted period on period growth



Adjusted for exchange rate fluctuations

➤ Consumer car finance – growth per member (H1 2010 vs H1 2009)

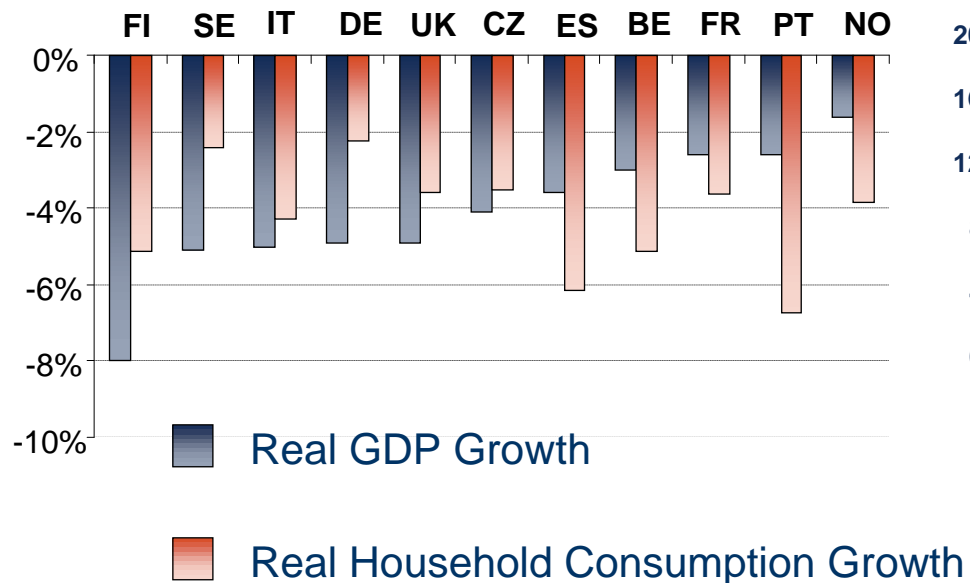


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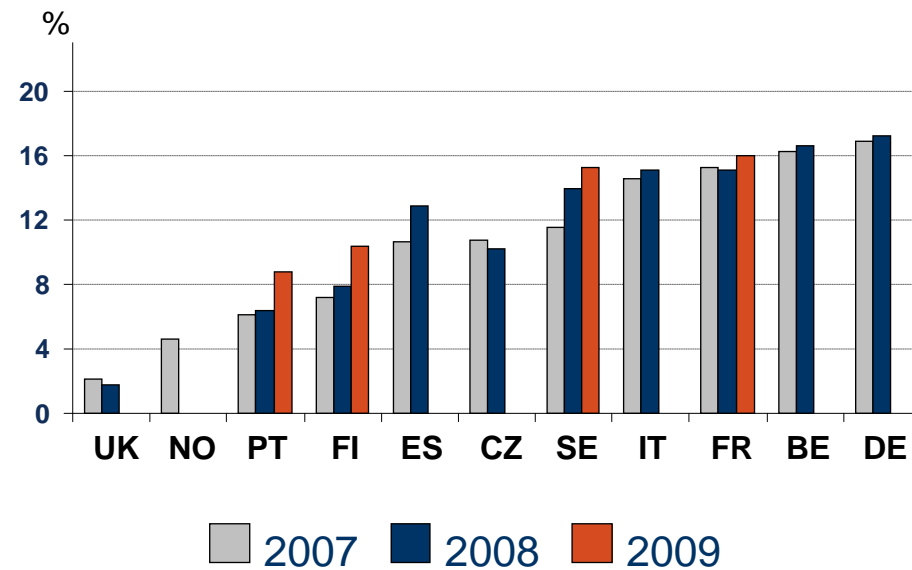
Economic Context



➤ GDP growth and household final consumption expenditure (2009)



➤ Household saving rate (2009)



Consumer Credit Market in 2010



There is support to the view that the economic recovery is broadening....

- Consumer confidence is advancing
- While disposable income remains weak, the decline in the household saving rate from its peak during the crisis, subdued inflation and stabilising labour-market conditions bode well for consumer spending in the near term

...however uncertainty remains high

- So far lending growth to households has remained very moderate
- Poor expectations for new car registrations in H1 2010 in the main European markets



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