

### About Eurofinas

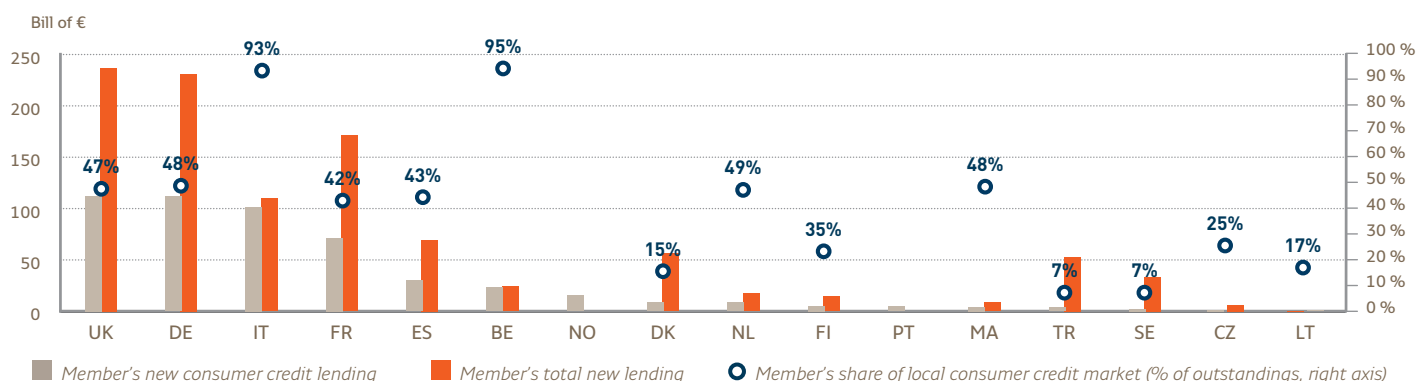
Eurofinas is the voice of the specialised consumer credit industry at European level. It currently represents 17 Member Associations, in turn bringing together around 680 firms employing more than 92,000 people across Europe. The types of consumer credit providers represented through Eurofinas members 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 47% of the European consumer credit market expressed in terms of outstanding loans for the 16 countries covered by the Federation's 2016 Annual Statistical Enquiry<sup>1</sup>. 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 2016 by each Eurofinas member.

**Fig. 2 New consumer credit lending & market share per member (outstandings), 2016**



1. The figures provided are based on the results of the Eurofinas 2016 Annual Statistical Enquiry. The following Eurofinas members did not take part in this survey: Poland: Konferencja Przedsiębiorstw Finansowych w Polsce. 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 2016 unless otherwise stated.

### Total Eurofinas lending in 2016

During the course of 2016, the firms represented through Eurofinas members granted new loans worth €456.6 billion in total and their portfolio of outstanding loans exceeded the trillion euro mark for the first time in the time series, reaching €1.024 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 2016, 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).

In addition to consumer credit and vehicle financing, Eurofinas members also granted €67.7 billion worth of new mortgage loans and €35.0 billion of industrial credit. Mortgage lending increased by 10.7% in 2016 compared to 2015, while industrial credit increased by 15.2%.

Total new consumer credit lending increased by 10.8% in 2016 compared to 2015, reaching €320.4 billion.

**Fig. 3 New credit granted by product type in 2016**

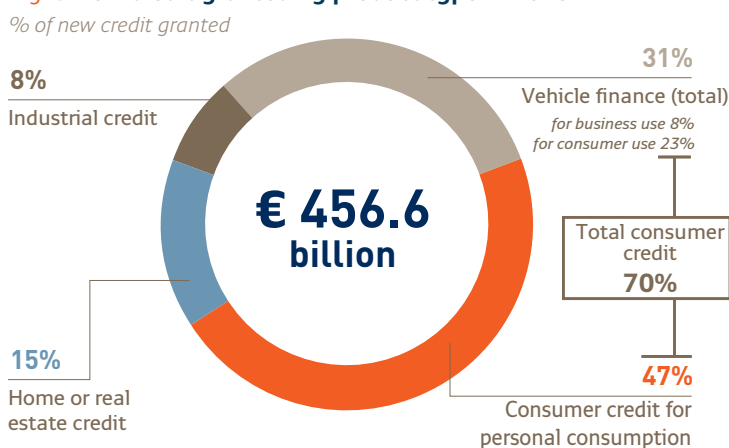
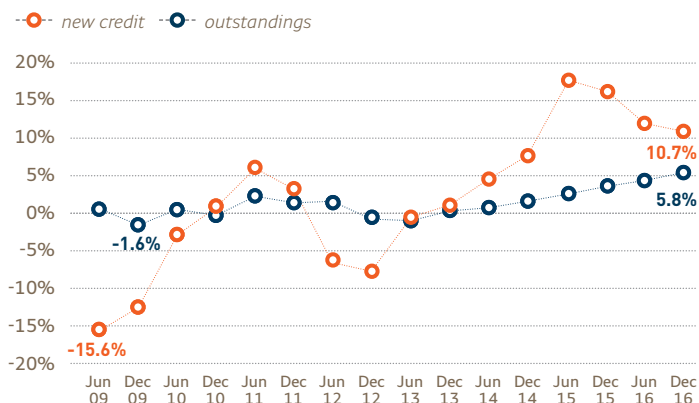


Fig. 4 shows the evolution of total Eurofinas lending in terms of both new credit and outstandings over the period 2009-2016. Total Eurofinas new lending increased by 10.7% in 2016. Total outstanding loans at the end of 2016 increased by 5.8% compared to 2015.

**Fig. 4 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. 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 (2016/2015)**

	<b>Total consumer credit</b> (Consumer Credit for Personal Consumption and Consumer Vehicle Finance)	<b>Total lending</b> (Consumer Credit for Personal Consumption, Vehicle Finance, Mortgage Lending and Industrial Credit)
TR	63.1%	16.2%
PT	24.8%	29.3%
NL	20.3%	23.2%
DK	16.8%	14.9%
NO	15.7%	16.7%
IT	15.6%	18.5%
MA	14.8%	14.8%
ES	12.8%	14.0%
DE	12.2%	10.9%
BE	11.4%	4.3%
UK	8.4%	8.3%
FI	7.9%	7.9%
FR	2.9%	3.0%
CZ	1.5%	1.5%
LT	-17.6%	-17.6%
SE	-30.4%	11.0%
<b>TOTAL</b>	<b>10.8%</b>	<b>10.7%</b>

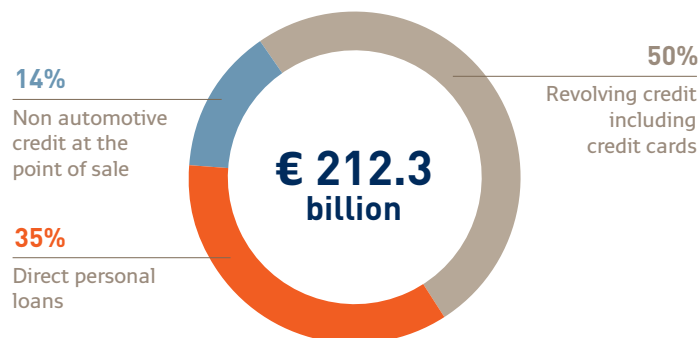
Figures are adjusted to exclude the impact of exchange rate fluctuations.

## 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 46.5% of all new Eurofinas lending in 2016. New loans granted in this category amounted to €212.3 billion, which represents an increase of 10.2% in comparison to 2015. Outstanding loans in this category reached €297.9 billion at the end of 2016.

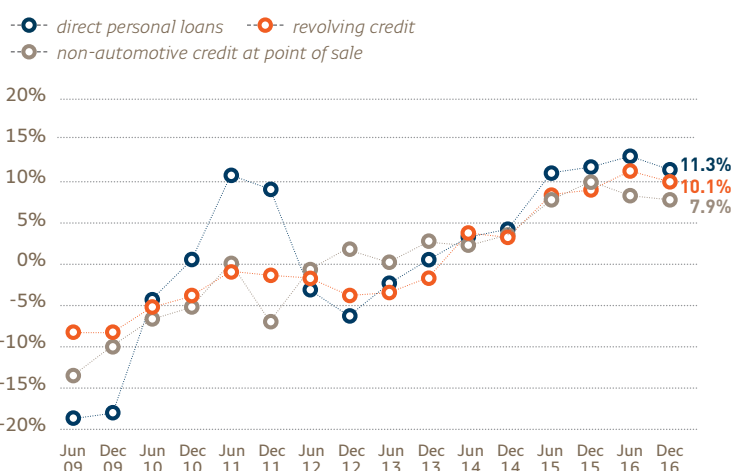
**Fig. 5 Consumer credit for personal consumption in 2016**

% of new credit granted



At €106.9 billion, revolving credit, including credit cards, made up more than half of total new consumer loans for personal consumption in 2016. Revolving credit remains the largest individual product category of all Eurofinas lending, with new lending for this category increasing by 10.1% in 2016. There was an even stronger increase – 11.3% – in new direct personal loans, which reached €74.9 billion. Non-automotive point of sale credit (i.e. credit granted at the point of sale to finance consumer goods and services) grew by 7.9% with new loans worth €30.5 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.

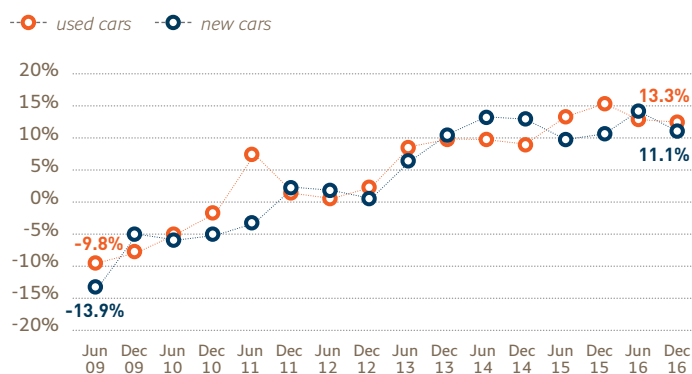
## Vehicle finance

New loans worth €108.1 billion were granted to finance vehicles for consumer use and made up 23.7% of the Federation's total new lending in 2016. Loans for consumer use made up the largest part of all vehicle lending (76.4%). The remaining €33.5 billion of motor lending was granted for the financing of passenger cars for business use and commercial vehicles.

Consumer car lending (for both new and used cars together) performed very well, expanding by 12.0% in 2016 in comparison to 2015. During 2016, Eurofinas members granted loans to consumers to finance some 3.6 million new cars and 3.5 million used cars.

There was also strong growth in new credit granted for commercial vehicles (10.6%) while cars for business purposes (new and used) increased by 3.9%.

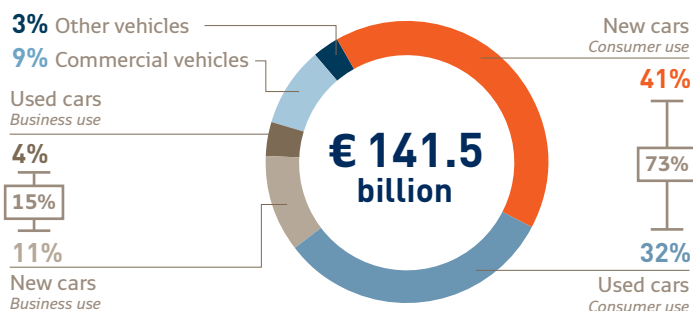
**Fig. 7 Consumer car finance (new lending) year on year growth rates**



Figures are adjusted for exchange rates.

**Fig. 8 Vehicle Finance, new lending by product type, 2016**

% 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 2016, the companies represented through Eurofinas provided 45.4 million new loans – more than 42 million of these contracts were for the purpose of consumer credit. Table 2 shows the number of new contracts, average loan size for some product categories in 2016 and the percentage change compared to 2015.

**Table 2 Number of new contracts & average loan, 2016**

	Number of new contracts, 2016	Average loan, 2016	% Change in average loan, 2016 versus 2015
Personal loans	7 897 000	€ 9 481	6.1%
Revolving credit (incl. credit cards)	6 828 000	n/a	n/a
Credit at the point of sale	20 251 000	€ 1 010	-7.5%
New consumer cars	3 637 000	€ 16 012	-0.3%
Used consumer cars	3 521 000	€ 12 790	0.6%

## 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](http://www.eurofinas.org)  
for more information on  
the Federation's members  
and activities.