

Annual Survey 2020

1. EUROPEAN TRENDS
2. TOTAL NATIONAL CONSUMER CREDIT
3. MEMBER ASSOCIATIONS' MARKET SHARES
4. EXCHANGE RATES

The following members contributed to the Eurofinas 2020 Annual Survey: BE, CZ, DE, DK, ES, FR, IT, LT, MA, NO, PT, SE, TR, and the UK

Total New Lending by Eurofinas members decreased by -13.1% in 2020 compared to 2019.

Consumer Credit for Personal Consumption decreased by -16.9% in 2020 compared to 2019.

Vehicle Finance decreased by -12.0% in 2020 compared to 2019.

Industrial Credit decreased by -11.5% in 2020 compared to 2019.

Mortgage Credit decreased by -4.2% in 2020 compared to 2019.

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

2020 Was A Challenging Year for European Consumer Credit

The European consumer credit industry was not exempt from the general downturn experienced as a result of the Covid-19 pandemic in 2020. European consumer credit providers, represented through Eurofinas¹, granted new loans worth €400.6 billion in 2020, a decrease of -13.1%² compared to 2019. The results of the Eurofinas 2020 Annual Survey show declines in new business across all lending categories.

Total new consumer credit lending³ showed losses in new business financed of -15.4% in 2020. Both industrial credit and mortgages contribute a smaller share of total new business, with both undergoing a decrease of -11.5% and 4.2% respectively.

In the consumer credit lending category, personal loans represented over a quarter of new credit granted in 2020, while revolving credit accounted for around a third. Personal loans and revolving credit shrank by -20.2% and -17.4% respectively. To a lesser extent, new credit granted via non-automotive point of sale was down by -7.4%.

Consumer vehicle finance also experienced declines in new credit granted, with new cars performing worse than used cars. While the former dropped by -16.4%, the latter showed a loss of -8.3%. The other vehicle category (motorbikes, caravans etc.) contracted by -7.2%. In contrast to the consumer car financing business, new business cars lending dropped by -5.9% but a higher decrease of -7.9% for used business cars. Commercial vehicles were the worst performer in the vehicle finance category, which showed negative growth of -19.9%.

Aggregate figures for 2020 showed that most of Eurofinas members' national markets saw large deteriorating results, except for Turkey, Germany and the Nordic countries. Turkey was the only country indicating growth in new lending volumes in 2020, as they increased from low levels of previous years. Germany and the Nordic countries recorded relatively moderate single-digit declines in 2020 compared to 2019. By contrast, the biggest losses were felt in Morocco, Spain, and Lithuania, with new credit granted falling by over -20%.

Anne Valette, Director General at Eurofinas, commented that *“Consumer credit growth has deteriorated in 2020 due to the global impact of Covid-19 on social and economic activities. A downturn in new credit granted was widespread across national markets and lending types. Despite that, the consumer credit industry showed remarkable resilience in supporting customers to access finance crucial for European economic recovery. As restrictions are eased, vaccination programs progress across Europe and consumer confidence rebounds, private consumption is expected to drive European economic recovery going forward.⁴ This presents opportunities for European consumer credit institutions to supporting much needed consumer financing and facilitate economic recovery.”*

¹ The following Eurofinas members took part in the survey: UPC/BVK (BE), CLFA (CZ), BFACH (DE), Finans og Leasing (DK), ASNEF (ES), ASF (FR), ASSOFIN (IT), LBA (LT), APSF (MA), FINFO (NO), ASFAC (PT), Finansbolagens Förening (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.

⁴ European Economic Forecast, Spring 2021.

EUROPEAN TRENDS
Breakdown Per Loan Type, 2020

LOAN TYPE	NEW CREDIT GRANTED	
	in mio EURO	% change adjusted for exchange rate impact
CONSUMER CREDIT FOR PERS. CONSUMPTION	197 424	-16.9%
Personal loans	73 954	-20.2%
Revolving credit including credit cards	89 649	-17.4%
Credit at the point of sale	33 821	-7.4%
- Consumer goods	29 011	-9.0%
- Other	4 810	3.7%
CAR FINANCE	98 485	-12.0%
New cars	41 369	-14.5%
- Business	7 904	-5.9%
- Consumer	33 465	-16.4%
Used cars	45 230	-8.3%
- Business	3 384	-7.9%
- Consumer	41 846	-8.3%
Commercial vehicles (excl. cars for business use)	8 107	-19.9%
Other vehicles (motorcycles, caravans, ...) ¹	3 779	-7.2%
INDUSTRIAL CREDIT	27 709	-11.5%
HOME OR REAL ESTATE MORTGAGES	74 351	-4.2%
TOTAL	400 614	-13.1%

Notes:

Data shown here are those contributed to Eurofinas by its Member Associations in the context of the 2020 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 2019 are those provided by Eurofinas Member Associations in the 2019 Annual Survey, except when changes in membership or major data modifications warranted the restating of 2019 figures.

Growth rates shown are calculated based on a homogenous sample of members reporting in both the 2019 and 2020 Annual Surveys.

Eurofinas members not reporting in this survey: Finland - Federation of Finnish Financial Services, Poland - Konferencja Przedsiębiorstw Finansowych w Polsce, the Netherlands - Vereniging van Financieringsonderneming in Nederland

¹ exclude FR

TOTAL NATIONAL CONSUMER CREDIT

Consumer credit for personal consumption & consumer vehicles, 2020

Member	New credit granted	
	in mio EURO	% change adjusted for exchange rate impact
BE	9 190	-13.92%
CZ	874	-17.28%
DE	51 606	-6.22%
DK	3 800	-3.68%
ES	19 725	-22.13%
FR	31 885	-13.17%
IT	51 881	-20.90%
LT	115	-26.52%
MA	1 354	-21.23%
NO	6 032	-1.12%
PT	5 625	-14.68%
SE	878	-2.81%
TR	2 076	61.77%
UK	94 118	-18.18%
TOTAL	279 159	-15.35%

MEMBER ASSOCIATIONS' MARKET SHARES
Consumer Credit Outstandings - 2020, mio€

Member	Eurofinas Member Market	Total National Market for Consumer Credit ¹	Eurofinas Member Share
BE	24 958	26 330	94.8%
CZ	1 298	1 686	77.0%
DE	131 715	235 153	56.0%
DK	10 875	63 188	17.2%
ES	18 584	91 796	20.2%
FR	70 555	207 631	34.0%
IT	108 675	139 103	78.1%
LT	176	1 315	13.4%
MA	5 213	10 213	51.0%
NO	16 474	na	na
PT	12 291	25 710	47.8%
SE	1 777	38 855	4.6%
TR	1 732	49 374	3.5%
UK	126 804	227 963	55.6%
TOTAL	531 128	1 118 317	46.0%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 exclude NO

EXCHANGE RATES

Country		2020	2019
BE	Belgium	1	1
CZ	Czech Republic	26.455	25.670
DE	Germany	1	1
DK	Denmark	7.454	7.466
ES	Spain	1	1
FR	France	1	1
IT	Italy	1	1
LT	Lithuania	1	1
MA	Morocco	10.846	10.779
NO	Norway	10.723	9.851
PT	Portugal	1	1
SE	Sweden	10.485	10.589
TR	Turkey	8.055	6.358
UK	United Kingdom	0.890	0.878

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 = 0.89 GBP in 2020