

## Consumer Attitudes towards Retail Credit - UK - December 2017

Report Price: £2195.00 | \$2914.30 | €2501.64

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“Consumer credit has been rising fast to finance recent retail sales growth. But consumer confidence is falling and incomes are under pressure. We think that consumers will start to cut back and pay down some of their debt. So all credit will fall, not just retail credit.”

– **Richard Perks, Director of Retail Research**

This report looks at the following areas:

- **Do people still need retail credit?**
- **Interest free credit (IFC) – an unavoidable expense**
- **So what if there’s a consumer slowdown?**

Consumer credit has been rising fast and has helped to finance recent retail sales growth. It is important for the retail sector as credit extended accounts for around a third of all retail sales. But retail credit is a small part of that.

Consumer credit is all lending to consumers. So that includes money to finance car purchases, credit card purchases, even if the balance is fully paid off at the end of the month, personal loans, second mortgages and the like. Retail credit is credit extended by the retailers themselves and that can be through loan agreements which can be interest bearing (eg Brighthouse, JD Williams) or interest free, the preferred marketing tool of the furniture sector.

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Do people still need retail credit?

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The implications

Interest free credit (IFC) – an unavoidable expense

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Opportunities in Open Banking  
Helping choice and decision making

## The Consumer – What You Need to Know

Credit cards and PayPal top the list  
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