

Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"While both Irish economies have returned to growth following the severe downturn of a decade ago, consumers have not developed anything like the same appetite for borrowing that characterised the last economic boom.

Albeit with some exceptions, the attitude towards borrowing is broadly responsible and measured."

- Brian O'Connor, Senior Consumer Analyst

This report looks at the following areas:

This Report examines loans and other forms of credit in NI and RoI. It analyses the main factors determining supply and demand for loans and other credit products. Drawing on exclusive consumer data, it analyses levels of ownership among consumers of loans and other credit products, the amount owed on these products, reasons for taking out past loans and reasons for taking out future loans.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL:EMEA
+44 (0) 20 7606 4533

Brazil 0800 095 9094

Americas +1 (312) 943 5250

+86 (21) 6032 7300

APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Overview

What you need to know

Issues covered in this Report

Definitions

Executive Summary

The market

Figure 1: Outstanding credit advanced to households, IoI, RoI and NI, actual, forecast and projected, 2014-19

Forecast

Figure 2: Index of outstanding credit advanced to households, RoI and NI, actual, forecast and projected, 2014-23

Market factors

Both economies continuing to grow, but uncertainties around NI

Consumer confidence relatively high, but Brexit-related doubts abound

Less credit available in NI, but demand higher

Demand for credit up within eurozone (including RoI)

Companies and brands

The consumer

Around six in 10 consumers have outstanding loan or credit

Figure 3: Credit/loan products that consumers currently owe money on, NI and RoI, November 2018

Value of debts low and manageable in case of most consumers

Figure 4: How much consumers currently owe on loans or credit products (excluding mortgages and student loans), NI and RoI, November 2018

Most loans taken out for practical and sensible reasons

Figure 5: Main reason for taking out most recent loan, NI and RoI, November 2018

Openness to borrowing for cars, home repairs and household items

Figure 6: Reasons consumers would consider taking out a loan in the future, NI and RoI, November 2018

What it means

The Market - What You Need to Know

€21 billion owed by Irish consumers on loans and credit in 2018

Growth in NI and RoI economies, but future doubts ahead

Consumer confidence still high but anxieties emerging

Demand for credit up among NI consumers, but supply down

Credit standards constant, while demand for credit up in eurozone

Market Size and Forecast

Just over €21 billion in outstanding credit to Irish consumers in 2018

Figure 7: Outstanding credit advanced to households, IoI, RoI and NI, actual, forecast and projected, 2014-23

Outstanding debt expected to top €26 billion by 2023

Figure 8: Index of outstanding credit advanced to households, RoI and NI, actual, forecast and projected, 2014-23

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Market Drivers

Economic outlook strong for RoI, but weaker for NI

Figure 9: Economic growth forecast, NI and RoI, 2018-23

Continued employment growth in RoI, but slight contraction in NI

Figure 10: Employment forecasts, % change, NI and RoI, 2018-23

Wages rising strongly in RoI, growing more modestly in NI

Figure 11: Wage forecasts, % change, NI and RoI, 2018-23

NI consumer confidence down, nervousness up

Figure 12: Consumer confidence index, sub-index readings, NI, Q3 2017 AND Q3 2018

RoI consumer confidence steady, but worries mounting

Figure 13: Consumer sentiment index, RoI, June 2013-December 2018

Availability of credit down while demand up in Q3 2018 in UK (including NI)

Figure 14: Availability of unsecured credit provided to households, % change, UK (including NI), Q4 2015-Q3 2018

Figure 15: Demand for unsecured credit provided to households, % change, UK (incl. NI), Q4 2015-Q3 2018

Credit standards unchanged, credit demand increasing within eurozone

Most Irish consumers rate own finances as either 'healthy' or 'OK'

Figure 16: How consumers rate their own financial situation, NI and RoI, November 2018

Finances tightening for NI consumers over recent months

Figure 17: How consumers rate their own financial situation, NI, February 2016-December 2018

RoI consumers' finances broadly unchanged over recent months

Figure 18: How consumers rate their own financial situation, RoI, February 2016-December 2018

Companies and Brands - What You Need to Know

Amigo Loans obtains licence to operate in RoI

Central Bank of Ireland finds changing credit union industry

Debt sale of non-performing loans continues for Irish banks

Investment banking analysts expecting a growth in total loan market in RoI

Who's Innovating?

Revolut obtains European Union banking licence

Cryptocurrency-backed loans launching in international markets

JPMorgan Chase using Pinterest for loan applications

AIB draws ire for using customer social media

Companies and Brands

Banks

Allied Irish Bank/First Trust

Key facts

Product portfolio

Figure 19: AIB credit card portfolio with interest rates and APRs, RoI, 2018

Figure 20: First Trust credit card portfolio with features, NI, 2018

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Recent developments

Bank of Ireland

Key facts

Product portfolio

Figure 21: Bank of Ireland personal loan amounts with APRs, RoI, 2018

Figure 22: Bank of Ireland credit card portfolio, with features, RoI, 2018

Figure 23: Bank of Ireland credit card portfolio, with features, NI, 2018

Recent developments

Danske Bank (NI only)

Key facts

Product portfolio

Figure 24: Danske Bank fixed-rate personal loan amounts with APRs, NI, 2018

Recent developments

First Direct (NI only)

Key facts

Product portfolio

Figure 25: First Direct loan amount with APRs, NI, 2018

Recent developments

KBC Ireland (RoI only)

Key facts

Product portfolio

Figure 26: KBC Ireland personal loan amounts with representative APRs, RoI, 2018

Figure 27: KBC Home Improvements with representative APRs, RoI, 2018

Recent developments

Nationwide (NI only)

Key facts

Product portfolio

Figure 28: Nationwide personal loan amounts with representative APRs , NI, 2018

Recent developments

Permanent TSB (RoI only)

Key facts

Product portfolio

Figure 29: Permanent TSB personal loan amounts with interest rates and APRs, RoI, 2018

Figure 30: Permanent TSB home improvement loan amounts with interest rate and APR, RoI, 2018

Figure 31: Permanent TSB Cash secured loan, with interest rates and APRs, RoI, 2018

Recent developments

Santander (NI only)

Key facts

Product portfolio



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 32: Santander personal loan amounts with APRs, NI, 2018

Recent developments

Credit unions

Dubco

Key facts

Product portfolio

Figure 33: Dubco loan portfolio with interest rates and APRs, RoI, 2018

Recent developments

Irish League of Credit Unions

Key facts

Product portfolio

Recent developments

Life Credit Union (RoI only)

Key facts

Product portfolio

Figure 34: Life Credit Union, loan portfolio with APRs, RoI, 2018

Payday loan providers

118 118 Money (NI only)

Key facts

Product portfolio

Recent developments

Quick Quid (NI only)

Key facts

Product portfolio

Recent developments

Peachy (NI only)

Key facts

Product portfolio

Recent developments

Sunny (NI only)

Key facts

Product portfolio

Figure 35: Sunny loan portfolio with corresponding repayment terms, NI, 2018

Recent developments

Personal loan providers

Amigo Loans (NI only)

Key facts

Product portfolio

Recent developments



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Avantcard (RoI only)

Key facts

Product portfolio

Figure 36: Avantcard loan amounts with interest rates and APRs, RoI, 2018

Recent developments

Chill Money (RoI only)

Key facts

Product portfolio

Figure 37: Chill Money personal loan amounts with interest rates and APRs, 2018

The Consumer - What You Need to Know

Majority of consumers owe money on loan or credit product

Majority of consumers have low-value, generally manageable debts

Consumers' borrowing largely sensible and sustainable

Future borrowing likely to be for sensible, practical reasons

Ownership of Loans and Credit Products

Most consumers owe money on a credit or loan product

Figure 38: Credit/loan products that consumers currently owe money on, NI and RoI, November 2018

ABC1s and high earners most likely to owe money on credit cards

Figure 39: Consumers who currently owe money on a credit card, by social class and gross annual household income, NI and RoI, November 2018

Credit union loans popular among women, over-55s and C2DEFs in RoI

Figure 40: Consumers who currently owe money on a credit union loan, by gender, age, employment status and social class, RoI, November 2018

Women, 18-24s and ABC1s in NI particularly likely to have a student loan

 $Figure \ 41: Consumers \ who \ currently \ owe \ money \ on \ a \ student \ loan, \ by \ gender, \ age, \ social \ class \ and \ gross \ annual \ household \ income, \ NI, \ November \ 2018$

High earners' above-average tendency to be overdrawn

Figure 42: Consumers who currently owe money on a current account overdraft, by age, social class and gross annual household income, NI and RoI, November 2018

Significant minority have no outstanding loans or debts

Figure 43: Consumers who do not currently owe money on any loan or credit product, by social class and gross annual household income, NI and RoI, November 2018

Value of Loans and Credit Products Owned

Majority of consumers have 'manageable' debt levels

Figure 44: How much consumers currently owe on loans or credit products (excluding mortgages and student loans), NI and RoI, November 2018

C2DEFs and low earners most inclined to have low-value debts

Figure 45: Consumers who currently owe less than \leq 600/£500 on loans or credit products (excluding mortgages and student loans), by social class and gross annual household income, NI and RoI, November 2018

ABC1s and high earners most inclined to have high-value debt levels

Reasons for Most Recent Loan

Consumers borrowing to 'invest' in themselves, homes or families

Figure 46: Main reason for taking out most recent loan, NI and RoI, November 2018

A third of RoI and a fifth of NI consumers borrowed for car/vehicle

Figure 47: Consumers who took out their most recent loan to pay for a new car/vehicle, by age and gross annual household income, RoI, November 2018

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £1995.00 | \$2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Major purchases/expenses other relatively common reasons for borrowing

More than an eighth of all consumers borrowed to make ends meet

Reasons for Future Borrowing

Consumers would borrow for vehicles, home repairs and household items

Figure 48: Reasons consumers would consider taking out a loan in the future, NI and RoI, November 2018

Openness to borrowing for new car/vehicle consistent across all ages

Figure 49: Consumers who would consider taking out a loan to pay for a new car/vehicle in the future, by age, NI and RoI, November 2018

Women and 35-54s would borrow to spend on their home

Figure 50: Consumers who would consider taking out a loan to pay for home improvements/repairs in the future, by gender and age,

NI and RoI, November 2018
Figure 51: Consumers who would consider taking out a loan to pay for a large household item (eg a new boiler) in the future, by gender and age, NI and RoI, November 2018

Consumers aged 25-44 most open to borrowing for holiday or special occasion

Figure 52: Consumers who would consider taking out a loan to pay for a holiday in the future, by gender, age and social class, NI and

RoI, November 2018
Figure 53: Consumers who would consider taking out a loan to pay for a special occasion (such as a wedding) in the future, by gender, age and social class, NI and RoI, November 2018

C2DEFs borrow to make ends meet, ABC1s borrow to consolidate debts

Figure 54: Consumers who would consider taking out a loan to help make ends meet in the future, by social class, NI and RoI, November 2018
Figure 55: Consumers who would consider taking out a loan to consolidate debts/pay off other credit products in the future, by social

class, NI and RoI, November 2018

Older consumers and low earners resistant to borrowing for any reason

Figure 56: Consumers who would not consider taking out a loan in the future for any reason, by gender, age and gross annual household income, NI and RoI, November 2018

Appendix - Data Sources, Abbreviations and Supporting Information

Data sources

Abbreviations