

Car Finance - UK - May 2015

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“The car finance market is currently experiencing strong levels of consumer demand. Although there is some uncertainty over whether this strong growth rate can be sustained or whether demand will start to soften, Mintel’s standard model five-year forecast paints a positive picture.”

– Sarah Hitchcock, Senior Analyst – Financial Services

This report looks at the following areas:

- Are we becoming a nation of car renters and how long will the boom last?
- Greater pricing transparency should lead to higher trust levels and greater loyalty?
- Car finance providers have nothing to fear from competition from high street lenders

The car finance market – like the wider car retail market – is currently experiencing strong levels of consumer demand. In 2014, around three quarters of new private car sales were paid for on finance arranged through dealers at the point of sale. In the new car sector, penetration has risen year on year since 2009. In this report, Mintel identifies the factors driving this growth and considers the market’s prospects for further expansion.

The report additionally provides an overview of the size and composition of the market, along with coverage of recent regulatory developments, industry innovation and promotional activity. The market analysis is complemented by the findings of Mintel’s latest online survey, which offers insight into consumer attitudes and behaviour in relation to car ownership and acquisition. It reveals the methods commonly used by consumers to fund a car purchase, and explores the likelihood of converting those who previously used dealer finance into repeat customers. Car buying and leasing intentions are also explored.

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DID YOU KNOW?

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

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Table of Contents

Introduction

Product definitions and report coverage

Abbreviations

Executive Summary

The market

Healthy demand will continue to underpin new sales growth

Figure 1: Volume of point-of-sale (private) car finance plans – Fan chart, 2009-19

Annual car finance advances predicted to rise to £36 billion by 2019

Figure 2: Value of point-of-sale (private) car finance plans – Fan chart, 2009-19

Market factors

Three in four new car sales were funded by point-of-sale dealer finance in 2014

Booming new car sales

Increased compliance costs

Companies, brands and innovation

Most of the major manufacturers fund their own finance operations

Product innovation

Brand reinforcement

Dealers dominate the sale the cars, with limited transactions being generated online

Figure 3: Channels used to purchase last car, February 2015

The consumer

High levels of car ownership in the UK

18% used dealer finance to fund their last car purchase

Figure 4: Method of financing most recent car purchase, February 2014

Consumers look for affordability and convenience when deciding which credit option to use

Figure 5: Influential factors affecting decision to use particular finance option, February 2015

85% of car finance customers would consider using their preferred credit option again

Figure 6: Agreement with statements regarding most recent car finance or loan, ranked in order of significance, February 2015

48% of households are planning to buy a car within the next three years

Figure 7: Likelihood of buying a car within the next three years, February 2015

What we think

Issues and Insights

Are we becoming a nation of car renters and how long will the boom last?

The facts

The implications

Greater pricing transparency should lead to higher trust levels and greater loyalty

The facts

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The implications

Car finance providers have nothing to fear from competition from high street lenders

The facts

The implications

Trend Application

Trend: Access Anything, Anywhere

Trend: Why Buy?

Trend: Collective Intelligence

Market Drivers

Key points

UK car sales boom in 2014...

Figure 8: Volume of new car registrations and used car sales via dealers, 2009-15

... but can it be repeated in 2015?

Nearly half of all new car sales are to private customers

Figure 9: New car registrations, by type, 2009-15

Feel-good factor helps drive demand for finance

Margins on loan rates are falling steadily as competition heats up

Figure 10: Average advertised unsecured loan rate, finance house base rate and three-month LIBOR, January 2008-January 2015

Update on consumer credit legislation and the shift towards full authorisation

The added cost of compliance could force some firms to cease offering credit

Market SWOT Analysis

Figure 11: Point-of-sale car finance – Market strengths, weaknesses, opportunities and threats, 2015

Who's Innovating?

Key points

LBG launches secured car finance proposition in new digital drive

Alphaera in push to build on recent success with new CRM propositions

New sub-prime products emerge to target increasing numbers of 'cash-rich, credit-poor'

Market Size and Forecast

Strong rise in demand for car finance

Figure 12: Volume and value of car finance contracts sold through dealerships (private sector only), 2009-14

More than half of all car finance plans are taken out by used car buyers

Figure 13: Volume and value of private car finance contracts sold via dealerships, segmented by new and used cars, 2009-14

Mintel predicts the market to grow at a healthy rate over the next five years

Figure 14: Volume of point-of-sale (private) car finance plans – Fan chart, 2009-19

Figure 15: Value of point-of-sale (private) car finance plans, at current prices – Fan chart, 2009-19

Figure 16: Forecast of the point-of-sale (private) car finance market, by volume and value, 2009-19

Market Penetration

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Key points

Three in four new cars bought with dealer finance in 2014

Figure 17: Proportion of new private car sales bought with a car finance agreement, 2009-14

The growth of PCPs is helping to drive to new car sales...

...but is there potentially a spoke in the wheel?

Car finance accounts for a much smaller share of used car sales

Figure 18: Proportion of used car sales bought with a car finance agreement, 2009-14

Market Share

Key points

Most car manufacturers have in-house finance operations

Figure 19: Share of new car registrations, by manufacturer, 2013-14

Companies and Products

Specialist providers

Manufacturer subsidiaries

Brand Communication and Promotion

Key points

Limited above-the-line adspend devoted purely to car finance products

Figure 20: Advertising expenditure on car finance and related loan products, 2011-15

Media mix varies from year to year

Figure 21: Advertising expenditure on car finance, by media type, 2013/14-2014/15

Barclays uses direct mail to promote to its unsecured loan as a financing solution for buying a car

Figure 22: Top five advertisers in the car finance market, 2014/15

Channels to Market

Key points

The vast majority of car finance is sold on the forecourt

Figure 23: Channel used to purchase last car, February 2015

Car Ownership

Key points

Survey background

Car ownership is determined as much by need as wealth

Figure 24: Car ownership, February 2015

More car owners buy second-hand than new

Figure 25: Condition of car when bought, February 2015

The majority of both new and used cars are sold through dealers

Figure 26: Where last car was bought, February 2015

One in ten non-car owners drive a car belonging to someone else

Figure 27: Proportion of non-car owners who lease or drive a car they do not own, February 2015

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Method of Funding Car Purchase

Key points

18% used car finance to fund their last car purchase

Figure 28: Method of financing most recent car purchase, February 2014

9% used their credit card

Car finance customers are more likely to part exchange

Figure 29: Method of financing most recent car purchase – Cross-analysis, February 2014

Rise in serial renters

Figure 30: Method of financing most recent car purchase, by condition of car when bought, February 2014

HP is now as popular with used car buyers as new

Figure 31: Method of financing most recent car purchase, by condition of car and length of time ago bought, February 2014

Factors Influencing Decision to Use Car Finance

Key points

Most plump for a solution that is affordable, convenient and familiar...

Figure 32: Influential factors affecting decision to use particular finance option, February 2015

...but a recommendation also helps to sway choice

PCP and lease plan holders are more likely to become repeat customers

Figure 33: Influential factors affecting decision to use particular finance option, by method of finance used, February 2015

Experience of and Attitudes toward Car Finance

Key points

Survey results suggest high customer satisfaction levels

Figure 34: Agreement with statements regarding most recent car finance or loan, ranked in order of significance, February 2015

64% of customers opting for a PCP or lease agreement say it enabled them to get a better spec of car

Figure 35: Agreement with statements about arranging most recent car finance or loan – Positive experiences, February 2015

Some small variation in the level of customers reporting negative experiences across the three main product types

Figure 36: Agreement with statements about arranging most recent car finance or loan – Negative experiences, February 2015

All three product types share similarly high levels of endorsement

Figure 37: Agreement with statements about arranging most recent car finance or loan – Future consideration and positive endorsement, February 2015

Car Purchasing and Leasing Intentions

Key points

Nearly half of all UK households have plans to buy at least one car within three years...

Figure 38: Likelihood of buying a car within the next three years, February 2015

...of which a significant proportion will use finance to fund the purchase

Figure 39: Proportion of prospective car buyers who used a loan or car finance to fund their last purchase February 2015

Around 6 million households expect to buy a car within the coming year

Figure 40: When expecting to make next car purchase, February 2015

The gap between new and used narrows when it comes to people's aspirations

Figure 41: Condition of car likely to buy, February 2015

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Report Price: £1750.00 | \$2834.04 | €2223.04

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

Results indicate a high level of interest in car leasing

Figure 42: Intentions to lease a new or used car within the next 12 months, February 2015

Appendix – Market Size and Forecast

Total market forecast - Best- and worst-case scenarios

Figure 43: Forecast of private car finance plans (volume) - Best- and worst-case scenarios, 2014-19

Figure 44: Forecast of private car finance plans (value) – Best- and worst-case scenarios, at current prices, 2014-19

New car sector forecast – Best- and worst-case scenarios

Figure 45: Forecast of private car finance plans (volume) in the new car sector – Best- and worst-case scenarios, 2014-19

Figure 46: Forecast of private car finance plans (value) in the new car sector – Best- and worst-case scenarios, at current prices, 2014-19

Used car sector forecast – Best- and worst-case scenarios

Figure 47: Forecast of private car finance plans (volume) in the used car sector – Best- and worst-case scenarios, 2014-19

Figure 48: Forecast of private car finance plans (value) in the used car sector – Best- and worst-case scenarios, at current prices, 2014-19

Forecast methodology

Fan chart explanation

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