Consumer Automotive Financial Services in Belgium

Description: Consumer Automotive Financial Services in Belgium investigates the market for automotive financial services linked to sales of new and used passenger cars to individual buyers in Belgium. In addition to analysing the market for finance and leasing services, the study also covers creditor insurance, motor insurance, road assistance, extended warranties, prepaid service contracts and GAP insurance.

Using survey results for average take-up rates for finance and leasing propositions at the point of sale, data for the size and growth of the automotive finance and leasing market for consumers in Belgium is provided in terms of gross advances and assets leased for 2008 to 2012 with splits between finance for new and used cars and between finance organised through dealerships at the point of sale and directly with banks or other lending institutions.

Moreover, also by means of data for average take-up rates, the markets for creditor insurance, motor insurance, road assistance, extended warranties, prepaid service contracts and GAP insurance are sized in terms of gross written premiums and other revenues sold through the automotive trade (i.e. via dealers and manufacturers) in 2012. These markets, estimated to be worth EUR 259.4 million in total in 2012, are broken down between new and used cars, and between new contracts sold during 2012 and in-force business sold in previous years but still being renewed in 2012.

The report draws on a survey of 50 leading car dealerships as well as an analysis of the approach to consumer automotive financial services of 37 car manufacturer brands in Belgium. The PartnerBASE™ dataset that accompanies the report details each of the marketing initiatives for consumer automotive financial services traced by us for both dealers and manufacturers; a market data annexe is also available in a convenient spreadsheet format so that there is no need to re-enter key data points from the report.

In addition to captive finance companies owned by manufacturer brands, organisations covered by the report include Actel, Allianz Global Assistance, AlphaCredit, Buy Way Personal Finance, Corona, IMA Benelux, Record Bank, Touring, VAB and Van Breda Car Finance. Together, the report and database will provide you with the definitive guide to current and future opportunities in consumer automotive financial services in Belgium.

Contents:

0.0 EXECUTIVE SUMMARY

1.0 INTRODUCTION

What is this report about?

The focus of the report is on financial services related to the sale of passenger cars to individuals

Rationale

The provision of financial services is essential to support both car sales and profitability

This report offers a detailed updated analysis of the subject in Belgium based on primary research

Methodology

Survey of dealers and manufacturers

Market data

Computation of market data is based on a complex set of assumptions and variables...

...in order to provide market segmentations in unrivalled detail
2.0 MARKET ANALYSIS

Introduction

Passenger vehicle data

New car sales fell between 2008 and 2012, but this decline was outweighed by a rise in sales of used cars.

VW, PSA and Renault Nissan share more than 50% of the new car market between them.

Consumer automotive finance and leasing market

Market size and growth

Point-of-sale finance on used cars rose significantly between 2010 and 2012...

...with the result that this segment rose in value by more than 10% a year between 2008 and 2012.

Types of finance and leasing product

Over three quarters of private car finance takes the form of simple loans with no option to return the car.

Consumer automotive insurance, warranty and assistance markets

Market sizes

In total, the automotive trade is likely to have sold policies worth over EUR 250 million in 2012.

Survey of automotive dealers and manufacturer brands - overview

Introduction

Provision of consumer automotive financial services

The provision rate for motor and GAP insurance by dealers has risen since the last survey.

Number and nature of dealer schemes

The number of partners used by dealers has risen for most products...

...and especially for non-tied finance providers.

Types of creditor insurance policy sold by dealers.
The great majority of dealers offer creditor insurance policies giving comprehensive protection.

Types of motor insurance policy sold by dealers

All motor insurance policies sold through dealers offer comprehensive cover.

Sources of road assistance distributed by dealers

Road assistance is often bundled with extended warranties and motor insurance.

Consumer uptake of automotive financial services through dealers

Take-up rates for point-of-sale finance have apparently fallen for new cars and risen for used ones...

...while the take-up rate for extended warranties on new cars has also risen.

Survey of automotive dealers and manufacturer brands - partnerships

Introduction

Finance and leasing

Van Breda Car Finance has the largest share of partnerships as a non-tied provider...

...with at least 15 companies active through this channel.

AlphaCredit is the leading non-captive partner for manufacturer brands...

...as captive providers accounted for 60% of the weighted share of partnerships.

Across all types of provider, the leading firm has an implied market share of new business of 16.7%

Creditor insurance

Only three competitors have direct ties with manufacturer brands...

...namely BNP Paribas Cardif, PSA and Genworth Financial.

Motor insurance

Virtually all dealers utilise tied providers only for motor insurance.

Subsidiaries of AXA are especially strong in the market for manufacturer-branded cover.

Extended warranties

Europ Assistance is used by dealers most often for non-tied partnerships.

Over half of manufacturer brands offering extended warranties operate these schemes themselves...

...while CarGarantie has the largest share of non-captive partnerships.

A combined analysis assigns an implied 21.9% market share to the leading competitor.

Road assistance

Where made available on a non-tied basis, this can be distributed in a variety of different formats.

Three main competitors compete for manufacturer brand mandates for road assistance...

... among which Touring alone holds a half of deals in weighted terms.
GAP insurance

Dealers only offer the GAP insurance provided by their manufacturer brands...
...which is actually limited to just two manufacturer groups

Prepaid service contracts

Axus is the only non-tied provider named by dealers...
...and is also the only external provider named by manufacturer brands

LIST OF GRAPHICS / TABLES

TABLE OF CONTENTS

0.0 EXECUTIVE SUMMARY

Key market data for consumer automotive financial services in Belgium, 2012

1.0 INTRODUCTION

2.0 MARKET ANALYSIS

Passenger car parc and new / used passenger car sales in Belgium, 2008 to 2012

Passenger car parc and new / used passenger car sales in Belgium, 2008 to 2012 (data)

New car registrations in Belgium, segmented by manufacturer group, 2012

New and used passenger car finance market in Belgium, segmented by distribution channel: volumes, 2008 to 2012

New and used passenger car finance market in Belgium, segmented by distribution channel: values, 2008 to 2012

New and used passenger car finance market in Belgium, segmented by distribution channel: values and volumes, 2008 to 2012 (data)

% split between the different types of finance and leasing contract organised at the point of sale in Belgium, 2013

Total revenues from consumer automotive insurance, warranty, assistance and service contract markets in Belgium, 2012

Total revenues from consumer automotive insurance, warranty, assistance and service contract markets in Belgium, 2012 (data)

Comparison of the provision of each type of automotive financial service by dealers and manufacturer brands in Belgium, 2013

Average number of tied and non-tied schemes organised by dealers for each type of automotive financial service in Belgium, 2013

Average number of tied and non-tied schemes organised by dealers for each type of automotive financial service in Belgium, 2013 (data)

% split between the different types of creditor insurance policy sold at the point of sale in Belgium, 2013

% split between the different types of motor insurance policy sold at the point of sale in Belgium, 2013
% availability of road assistance through factory warranties, extended warranties, motor insurance, prepaid service contracts and as a stand-alone product in Belgium, 2013

% of new and used car purchasers acquiring each type of automotive financial service at the point of sale in Belgium, 2013

Provision of finance and leasing by dealers in Belgium, 2013: provision rate, product sources and provider share of non-tied partnerships

Provision of finance and leasing by manufacturer brands in Belgium, 2013: provision rate, operating models and weighted provider share of partnerships

Implied market shares of new business for finance and leasing in Belgium, 2013

Provision of creditor insurance by manufacturer brands in Belgium, 2013: provision rate, operating models and weighted provider share of partnerships

Provision of motor insurance by dealers in Belgium, 2013: provision rate and product sources

Provision of motor insurance by manufacturer brands in Belgium, 2013: provision rate, operating models and weighted provider share of partnerships

Provision of extended warranties by dealers in Belgium, 2013: provision rate, product sources and provider share of non-tied partnerships

Provision of extended warranties by manufacturer brands in Belgium, 2013: provision rate, operating models and weighted provider share of partnerships

Implied market shares of new business for extended warranties in Belgium, 2013

Provision of road assistance by dealers in Belgium, 2013: provision rate and product sources

Provision of road assistance by manufacturer brands in Belgium, 2013: provision rate, operating models and weighted provider share of partnerships

Provision of GAP insurance by dealers in Belgium, 2013: provision rate and operating models

Provision of GAP insurance by manufacturer brands in Belgium, 2013: provision rate and operating models

Provision of prepaid service contracts by dealers in Belgium, 2013: provision rate and operating models

Provision of prepaid service contracts by manufacturer brands in Belgium, 2013: provision rate, operating models and weighted provider share of partnerships

Ordering:

Order Online - [http://www.researchandmarkets.com/reports/2686140/](http://www.researchandmarkets.com/reports/2686140/)

Order by Fax - using the form below

Order by Post - print the order form below and send to

Research and Markets,
Guinness Centre,
Taylors Lane,
Dublin 8,
Ireland.
Fax Order Form
To place an order via fax simply print this form, fill in the information below and fax the completed form to 646-607-1907 (from USA) or +353-1-481-1716 (from Rest of World). If you have any questions please visit http://www.researchandmarkets.com/contact/

Order Information
Please verify that the product information is correct and select the format(s) you require.

Product Name: Consumer Automotive Financial Services in Belgium
Web Address: http://www.researchandmarkets.com/reports/2686140/
Office Code: SCH32Q5Y

Product Formats
Please select the product formats and quantity you require:

<table>
<thead>
<tr>
<th>Format</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic (PDF) - Single User:</td>
<td>USD 1090</td>
<td></td>
</tr>
<tr>
<td>Electronic (PDF) - Site License:</td>
<td>USD 1308</td>
<td></td>
</tr>
<tr>
<td>Electronic (PDF) - Enterprisewide:</td>
<td>USD 2180</td>
<td></td>
</tr>
</tbody>
</table>

Contact Information
Please enter all the information below in BLOCK CAPITALS

<table>
<thead>
<tr>
<th>Title</th>
<th>Mr</th>
<th>Mrs</th>
<th>Dr</th>
<th>Miss</th>
<th>Ms</th>
<th>Prof</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Name:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Email Address:*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Job Title:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Organisation:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Address:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>City:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Postal / Zip Code:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Country:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone Number:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax Number:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Please refrain from using free email accounts when ordering (e.g. Yahoo, Hotmail, AOL)
Payment Information

Please indicate the payment method you would like to use by selecting the appropriate box.

□ Pay by credit card: You will receive an email with a link to a secure webpage to enter your credit card details.

□ Pay by check: Please post the check, accompanied by this form, to:
Research and Markets,
Guinness Center,
Taylors Lane,
Dublin 8,
Ireland.

□ Pay by wire transfer: Please transfer funds to:
Account number 833 130 83
Sort code 98-53-30
Swift code ULSBIE2D
IBAN number IE78ULSB98533083313083
Bank Address Ulster Bank,
27-35 Main Street,
Blackrock,
Co. Dublin,
Ireland.

If you have a Marketing Code please enter it below:
Marketing Code: ____________________________

Please note that by ordering from Research and Markets you are agreeing to our Terms and Conditions at http://www.researchandmarkets.com/info/terms.asp

Please fax this form to:
(646) 607-1907 or (646) 964-6609 - From USA
+353-1-481-1716 or +353-1-653-1571 - From Rest of World