Consumer Automotive Financial Services in Switzerland

Description:
Consumer Automotive Financial Services in Switzerland investigates the market for automotive financial services linked to sales of new and used passenger cars to individual buyers in Switzerland. 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 Switzerland is provided in terms of gross advances and assets leased for 2011 to 2015 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 motor insurance, road assistance, extended warranties and prepaid service contracts are sized in terms of gross written premiums and other revenues sold through the automotive trade (i.e. via dealers and manufacturers) in 2015. These markets, estimated to be worth CHF 417.8 million in total in 2015, are broken down between new and used cars, and between new contracts sold during 2015 and in-force business sold in previous years but still being renewed in 2015.

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 Switzerland. 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 AIG Europe, AMAG Leasing, AXA Winterthur, Bank-now, Basler Versicherungen, CarGarantie, Cembra Money Bank, MultiLease, Real Garant and Touring Club Suisse. Together, the report and database will provide you with the definitive guide to current and future opportunities in consumer automotive financial services in Switzerland.

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 Switzerland 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
Both new and used car sales reach five-year high points in 2012

VW, PSA and Renault Nissan share close to a half of the new car market between them

Consumer automotive finance and leasing market

Market size and growth

Point-of-sale finance for used cars rose most significantly between 2008 and 2012...
...with the result that this segment rose in value by more than 7% a year over that time frame

Types of finance and leasing product

Financial leasing is the main type of contract used...
...and over half of all customers using it buy their car outright at the end of the contract

Consumer automotive insurance, warranty and assistance markets

Market sizes

In total, the automotive trade is likely to have sold policies worth over CHF 540 million in 2012

Survey of automotive dealers and manufacturer brands - overview

Introduction

 Provision of consumer automotive financial services

Dealer provision rates for motor insurance and extended warranties have risen since the last survey

Number and nature of dealer schemes

Non-tied providers are often used for both finance and leasing and for motor insurance...
...with the average number of non-tied finance providers overtaking tied providers

Types of creditor insurance policy sold by dealers
The great majority of dealers offer creditor insurance policies that encompass 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 available in a variety of formats in addition to through factory warranties

Consumer uptake of automotive financial services through dealers
Take-up rates for finance and leasing have remained broadly constant in recent years
Take-up rates for prepaid service contracts exceed those for extended warranties and motor insurance

Survey of automotive dealers and manufacturer brands - partnerships
Introduction
Finance and leasing
GE Money Bank has the largest share of partnerships as a non-tied provider...
...followed by BANK-now and cashgate...
...with five other non-tied providers also visible in the Swiss market
Captives dominate manufacturer-branded finance partnerships...
...accounting for 90% of the weighted share of partnerships
BANK-now has the most external partnerships with manufacturers
Across all types of provider, the leading firm has an implied market share of new business of 21.3%

Creditor insurance
Six competitors enjoy direct ties with manufacturer brands...
...led by Nationale Suisse, AIG Europe and Cardif Versicherung

Motor insurance
AXA Winterthur and Schweizerische Mobiliar are the most prominent non-tied providers...
...although Allianz Suisse is involved in the most manufacturer brand partnerships...
...and is one of three underwriters working with VW group brands

Extended warranties
Quality1 is the dominant non-tied provider of extended warranties to dealers...
...although a further six competitors are also active in this field
Quality1 is also one of four independent warranty providers used by manufacturer brands...
...along with Allianz Global Assistance, CarGarantie and The Warranty Group

A combined analysis assigns an implied 31.0% market share to the leading competitor

Road assistance

A small number of dealers distribute stand-alone cover from Touring Club Suisse

Three main competitors compete for manufacturer brand mandates for road assistance

...led by AXA Winterthur thanks to its relationship with VW group

Prepaid service contracts

Dealers generally stick to manufacturer brand products but three non-tied providers are also visible

All manufacturer brands with prepaid service contracts manage these on an internal basis

LIST OF GRAPHICS / TABLES

TABLE OF CONTENTS

0.0 EXECUTIVE SUMMARY

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

1.0 INTRODUCTION

2.0 MARKET ANALYSIS

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

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

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

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

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

New and used passenger car finance market in Switzerland, 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 Switzerland, 2013

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

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

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

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

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

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

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

% availability of road assistance through factory warranties, extended warranties, motor insurance, prepaid service contracts and as a stand-alone product in Switzerland, 2013

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

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

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

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

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

Provision of motor insurance by dealers in Switzerland, 2013: provision rate, product sources and provider share of non-tied partnerships

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

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

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

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

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

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

Provision of prepaid service contracts by dealers in Switzerland, 2013: provision rate, product sources and provider share of non-tied partnerships

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

Ordering:

Order Online - http://www.researchandmarkets.com/reports/2686156/

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 Switzerland
Web Address: http://www.researchandmarkets.com/reports/2686156/
Office Code: SCPLUWUC

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></td>
<td>USD 1079</td>
</tr>
<tr>
<td>Electronic (PDF) - Site License:</td>
<td></td>
<td>USD 1295</td>
</tr>
<tr>
<td>Electronic (PDF) - Enterprisewide:</td>
<td></td>
<td>USD 2159</td>
</tr>
</tbody>
</table>

Contact Information
Please enter all the information below in BLOCK CAPITALS

Title: [ ] Mr  [ ] Mrs  [ ] Dr  [ ] Miss  [ ] Ms  [ ] Prof
First Name: ___________________________ Last Name: ___________________________
Email Address: * ___________________________
Job Title: ___________________________
Organisation: ___________________________
Address: ___________________________
City: ___________________________
Postal / Zip Code: ___________________________
Country: ___________________________
Phone Number: ___________________________
Fax Number: ___________________________

* 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