

CONSUMER CREDIT INDEX 2018

Forecast for Private Borrowing in Germany 2018

GfK SE, Shopper
on behalf of Bankenfachverband e.V.





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The Consumer Credit Index of the Bankenfachverband

The Consumer Credit Index of the Bankenfachverband

Trend 2018



The consumer credit index for 2018 is stable at a value of **111 points**.

In total, consumers will take out about as many loans to finance purchases over the next 12 months as over the last 12 months.

The use of credit for household appliances will increase. However, the demand for credit for cars, furniture and kitchens and consumer electronics will be at a similar level as in the last 12 months.

Contacts:


Stephan Moll, Head of Market and PR, Bankenfachverband e.V., tel. +49 30 2462596 14, stephan.moll@bfach.de

Markus Schmidt, Director, GfK SE Shopper, tel. +49 911 395 3160, markus.schmidt@gfk.com

The Consumer Credit Index of the Bankenfachverband



About the study

 METHOD	Survey, supporting study: GfK Financial Market Panel (written survey, in parts online)
 SURVEY PERIOD	19 January 2018 to 20 February 2018
 TARGET GROUP	A representative selection of people between the ages of 18 and 69, chosen according to age, profession, the size of city where they live, and federal state
 SAMPLE	n=2,016 interviews; results were weighted according to age, profession, income, child status and size of location.
 FREQUENCY OF THE STUDY	Twice a year (spring and autumn)
 SURVEYED AREA	Federal Republic of Germany

The Consumer Credit Index of the Bankenfachverband

Overview

The consumer credit index measures the willingness of private individuals in Germany to make purchases in the next 12 months and to finance these using credit.

The following purchase categories are used to calculate the consumer credit index (Total ):



Cars



Consumer electronics



Furniture, kitchen



Other



Household appliances

Description and interpretation of the consumer credit index:



- Values **below 75** indicate a **decline** in the use of credit
- Values **between 75 and 125** indicate a **stable** use of credit
- Values **above 125** indicate a **rise** in the use of credit

Detailed outlook for the use of consumer credit in Germany in 2018

Consumer Credit Index 2018

To what extent will consumers use credit in the future?



The consumer credit index for 2018 is stable at a value of **111 points**.

In total, consumers will take out about as many loans to finance purchases over the next 12 months as over the last 12 months.

There will be a significant growth in loans to finance household appliances and other purchases.

Consumer Credit Index - Total

Trend 2018



Total

Consumer Credit Index



The consumer credit index for 2018 is stable at a value of **111 points**.

Purchase planning and the willingness to finance these purchases will remain stable over the next 12 months.



Purchase planning



Financing planning

Annual comparison	2018	2017
Consumer Credit Index	111	120
Purchase planning	98	102
Financing planning	113	117



If both fractional values are positive or negative, this results in a greater change in the Consumer Credit Index.

Credit Index for cars

Trend 2018

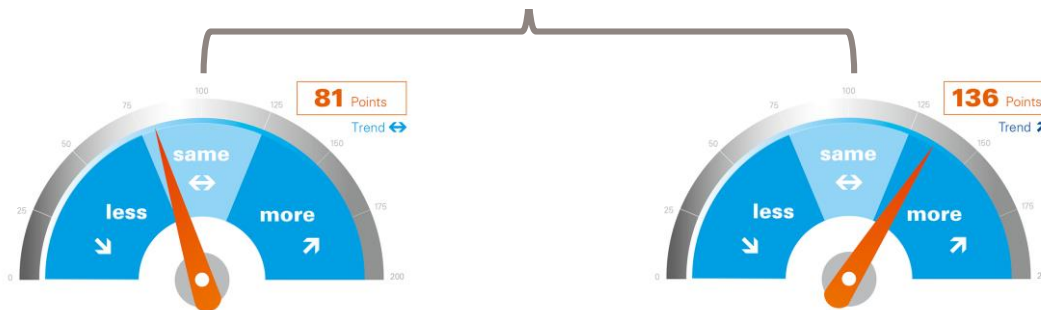


Credit Index for cars



The credit index for cars is stable at a value of **110 points**.

While consumers are generally more open to the use of credit in this area, given the lower level of intended car purchases, only a constant use of car loans can be expected.



Purchase planning

Financing planning

Annual comparison	2018	2017
Credit Index for cars	110	99
Purchase planning	81	74
Financing planning	136	133



If both fractional values are positive or negative, this results in a greater change in the Consumer Credit Index

Credit Index for furniture and kitchens

Trend 2018

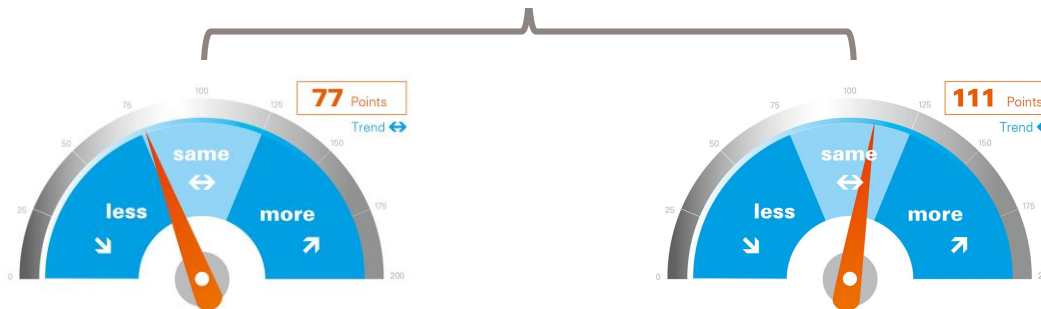


Credit Index for furniture and kitchens



The credit index for furniture and kitchens is stable at a value of **85 points**.

Due to the stable purchase and financing planning, a constant use of loans for furniture and kitchens can be assumed.



Purchase planning

Financing planning

Annual comparison	2018	2017
Credit Index for furniture and kitchens	85	141
Purchase planning	77	89
Financing planning	111	159



If both fractional values are positive or negative, this results in a greater change in the Consumer Credit Index.

Credit Index for consumer electronics

Trend 2018



Credit Index for consumer electronics



The credit index for consumer electronics is stable at a value of **85 points**.

Due to the stable purchase and financing planning, a constant use of loans for consumer electronics can be assumed.

Annual comparison	2018	2017
Credit Index for consumer electronics	85	106
Purchase planning	80	83
Financing planning	107	129



If both fractional values are positive or negative, this results in a greater change in the Consumer Credit Index.

Credit Index for household appliances

Trend 2018



Credit Index for household appliances



The credit index for household appliances is on a significant rise at a value of **142 points**.

This trend is supported by a stability in intended purchases in combination with a higher willingness to use credit in this segment.

Annual comparison	2018	2017
Credit Index for household appliances	142	105
Purchase planning	102	98
Financing planning	140	107



If both fractional values are positive or negative, this results in a greater change in the Consumer Credit Index.

Credit Index for Others

Trend 2018

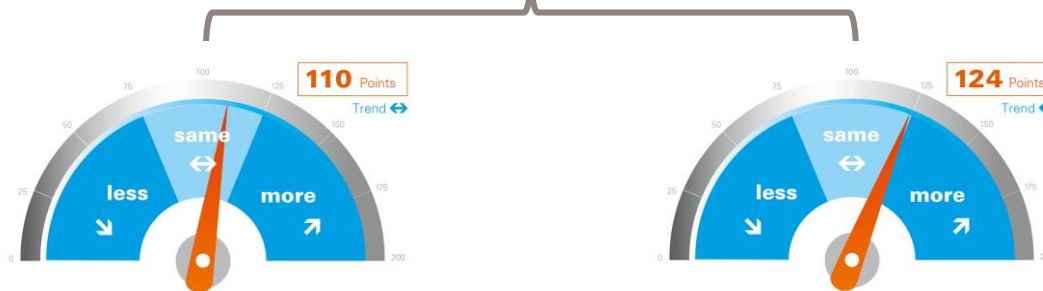


Credit Index for others



The credit index for other purchases is on a rise at a value of **137 points**.

This trend is supported by a stability in intended purchases in combination with a higher willingness to use credit in this segment.



Purchase planning

Financing planning

Annual comparison	2018	2017
Credit Index for others	137	124
Purchase planning	110	120
Financing planning	124	110

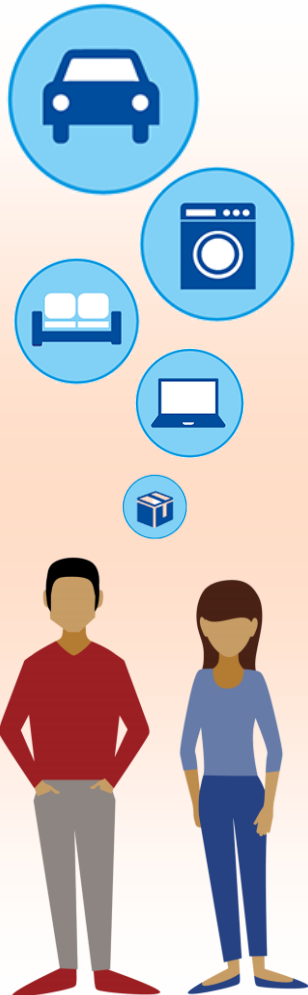


If both fractional values are positive or negative, this results in a greater change in the Consumer Credit Index.

Methodology

Consumer Credit Index

Basis of calculation



The Consumer Credit Index is based on the results of several studies:

1. Forecast for private borrowing in Germany 2017/2018
2. Forecast for private borrowing in Germany 2018 (current survey)

Hence, the Consumer Credit Index is based not only on current actual and planned values, but also on past actual and planned values.

The consumer credit index takes the following categories into account:

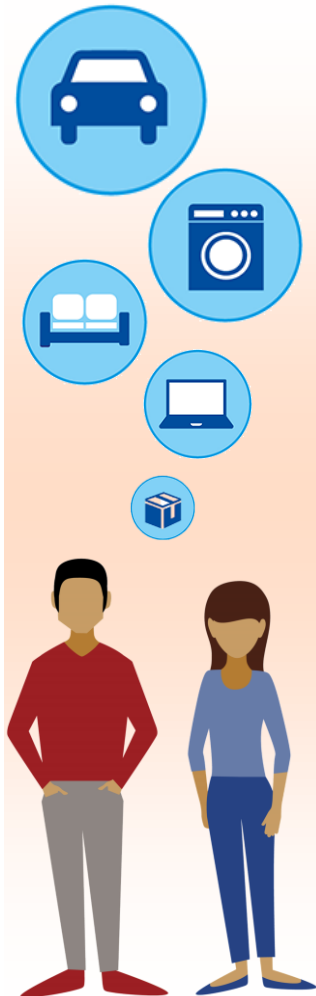
- | | |
|--|--|
|  Cars |  Consumer electronics |
|  Furniture, kitchen |  Other |
|  Household appliances | |

Specifically, the following parameters from the two surveys were taken into consideration for the subsequent calculation:

1. Purchases made and planned in advance in the past 12 months
2. Credit financing used for purchases made and planned in advance in the last 12 months
3. Planned purchases in the next 12 months
4. Credit financing planned in the next 12 months

Consumer Credit Index

Basis of calculation



The consumer credit index shows what changes should be expected regarding financing in each individual category.

It consists of a combination of two values:

- **Purchase planning**
(the intention to make purchases)
- **Financing planning**
(the intention to finance intended purchases using credit)

Interpretation of the index value:



- Values **below 75** indicate a **decline** in the use of credit
- Values between **75 and 125** indicate a **stable** use of credit
- Values **above 125** indicate a **rise** in the use of credit

Contacts



Stephan Moll

Head of Market and PR
Bankenfachverband e. V.

Tel. +49 30 2462596 14
stephan.moll@bfach.de



Markus Schmidt

Account Director
GfK SE, Shopper

Tel. +49 911 395 3160
markus.schmidt@gfk.com