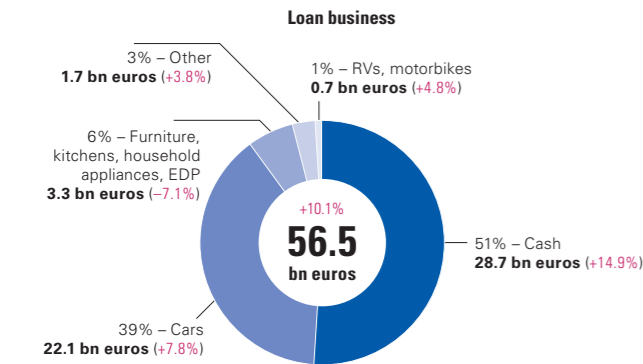


FINANCING 2017 IN GERMANY

CREDIT BANKS In 2017 the member banks of the Bankenfachverband have lent 168 billion euros to consumers and companies in Germany – and financed 1.9 million motor vehicles.

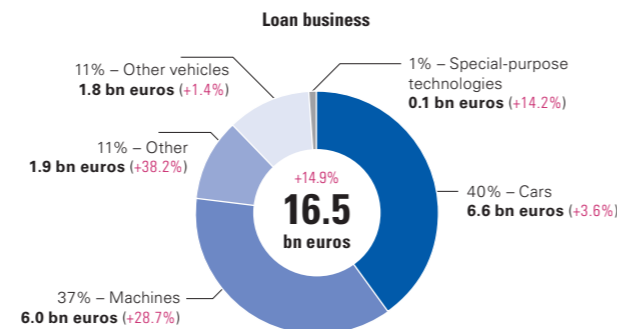


CONSUMPTION FINANCING

The credit banks finance private consumption at branch banks, on the internet and above all in retail trade. In 2017 they increased their portfolio by eleven percent. Consumer finance mainly involves instalment loans.

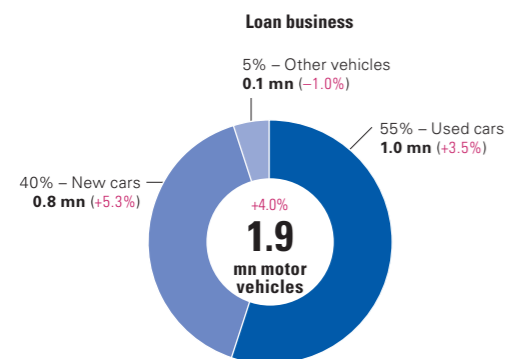
INVESTMENT FINANCING

The credit banks finance commercial investments in trade or directly to the customer. Their portfolio increased in 2017 by eleven percent. The main focus of investment financing is loans with a term of one to five years.



AUTOMOTIVE FINANCING

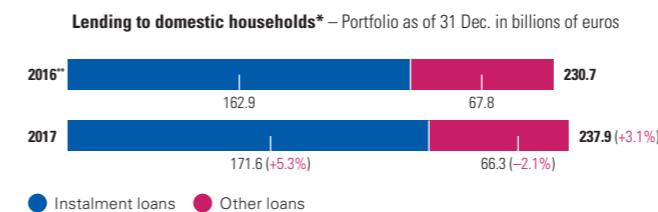
The most important item in consumer and investment finance is the motor vehicle. In 2017 the credit banks increased their loan business by six percent as well as their loan portfolio by eleven percent.



MARKETS In 2017 German consumers borrowed three percent more than in 2016. Companies in Germany financed four percent more investments per loan compared to the previous year. The market leaders in consumption financing are the credit banks with a share of 61 percent.

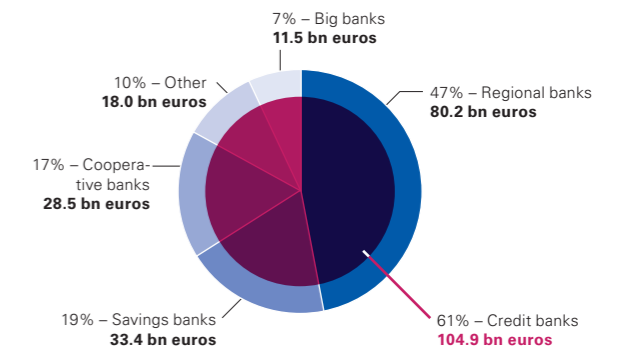
CONSUMPTION FINANCING

At the end of 2017 consumers had borrowed three percent more for consumption purposes than in the previous year. Within this rate instalment loans rose by five percent. Private consumption in total rose by two percent.



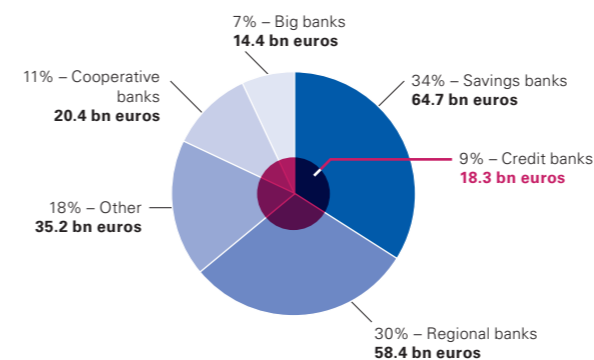
* Lending to domestic employees and other individuals (without housing loans)
** The figures of the previous year are based on the consolidated quarterly changes.

Market shares instalment loans – Portfolio as of 31 Dec. 2017: 171.6 bn euros



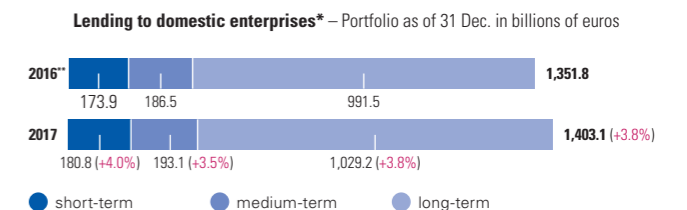
Sources: Deutsche Bundesbank, calculations: Bankenfachverband

Market shares medium-term business loans – Portfolio as of 31 Dec. 2017: 193.1 bn euros



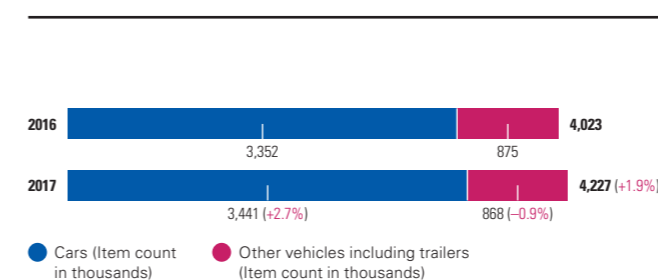
INVESTMENT FINANCING

Investments in equipment in the economy as a whole increased in 2017 by four percent. Companies had also financed four percent more investments per loan compared to the previous year.

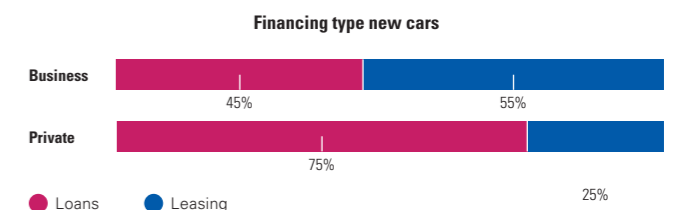


Sources: Deutsche Bundesbank, calculations: Bankenfachverband
* Lending to domestic enterprises and self-employed persons
** The figures of the previous year are based on the consolidated quarterly changes.

NEW AUTOMOBILE REGISTRATIONS



Sources: KBA, calculations: Bankenfachverband



Sources: GfK market study 2017, Kantar TNS market study 2017