

# AUTOMOTIVE CRIF ROUNDTABLE TAKEAWAY

Back to growth in the "new normal"

The Role of Car Financing for the  
future of Automotive Sector

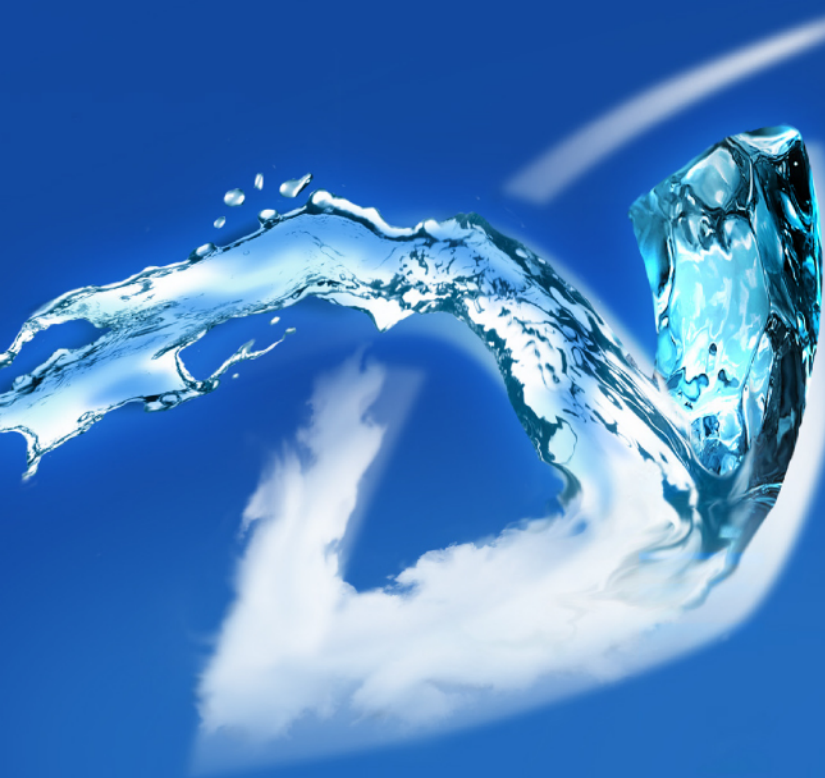
April 28th 2020  
10.30 – 12.00 CET Webinar



# Takeaway Messages

- ❑ The **main concerns** of the Automotive Finance Industry caused by COVID19 pandemic are
  - **Dealer liquidity**
  - **Increase risk of portfolio (expecially for SMEs)**
  - **Lower demand from customers for car purchase**
  - **Increased probability of default**
  
- ❑ **Not all segment are affected in the same way.** Trucks are less affected than buses or cars. For commercial vehicles there is more concern about long-term global economic situation than short term Covid effect.
  
- ❑ Automotive Finance companies will **support the relaunch** of the market by focusing on **renegotiations** and **tailored proposals** in order to deal with customers doubts and uncertainties. Flexibility is the key.
  
- ❑ **Digitalization** is no more an option and **Dealers will have to face a change management** program
  
- ❑ **European Governments will have a strong role** in supporting the recovery
  
- ❑ **Priorities:** Exit the emergency, Digitalization, Relationships, Innovative solutions (for customers evaluation), Tailor made financial solutions, Dealer network.





***THANKS FOR YOUR  
ATTENTION***

