

# **France Car Loan Market Segmented, By Vehicle Type (New Car, Used Car), By Tenure (Less than 3 Years, 3-5 Years, More than 5 Years), By Provider Type (Banks, NBFCs (Non-Banking Financial Companies), OEM (Original Equipment Manufacturer), Others (Fintech Companies)), By Region, Competition, Forecast & Opportunities, 2020-2030F**

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## **Abstracts**

France Car Loan Market was valued at USD 30.68 billion in 2024 and is anticipated to grow USD 37.45 billion by 2030 with a CAGR of 3.44% during forecast period. This growth is driven by increasing consumer demand for both new and used vehicles, with a significant rise in the car segment used as affordability becomes a key factor.

Additionally, the market benefits from government incentives supporting electric vehicle adoption, though recent reductions in subsidies may influence consumer financing choices. The evolving financial landscape, including flexible loan options and digital lending platforms, also plays a crucial role in shaping market dynamics. In 2023, France experienced a 24.3% increase in new car registrations, totaling 113,599 units, according to the CCFA. This marks the country's largest growth since the easing of the supply crisis. Year-to-date, the market has seen 1,132,321 new car registrations, reflecting a 16.6% increase compared to the first eight months of 2022. These factors are key drivers behind the expansion of the market.

### **Key Market Drivers**

#### **Growing Preference for Used Cars**

One of the most significant drivers of the car loan market in France is the increasing

consumer preference for used cars. In recent years, many French consumers have shifted their attention to purchasing second-hand vehicles rather than new ones. This trend is attributed to various factors, including rising vehicle prices and economic uncertainty. Used cars offer a more affordable alternative for buyers, particularly as new car prices have soared due to global supply chain disruptions and inflationary pressures. According to the 2023 study, the French automotive market continues its upward trajectory. In August, new passenger car registrations increased by 24%, primarily fueled by the growing popularity of hybrid and electric vehicles. Meanwhile, the used car market shows a steady recovery, with registrations rising by 2.5%, contributing to the overall market growth. These factors are key drivers behind the expansion of the market.

Used vehicles generally depreciate at a slower rate than new cars, making them a more financially viable option for many consumers. As the used car market in France continues to thrive, the demand for financing options also increases. Financial institutions and lenders have adapted their loan offerings to cater to this segment, offering more competitive interest rates and flexible repayment terms.

### Increasing Adoption of Digital Financial Services

The rise of digital financial services has been a key driver in transforming the car loan market in France. The increasing reliance on online platforms for loan applications and approvals has made it easier for consumers to access financing solutions. Digital lending platforms provide greater convenience, speed, and transparency, making them an appealing option for tech-savvy French consumers.

With the growth of digital banking and online lending services, car buyers now have access to a wide range of loan products that can be customized to their specific needs. Online platforms enable consumers to compare loan terms, interest rates, and repayment schedules quickly, allowing them to make informed decisions. Additionally, the process of applying for a loan has become more straightforward, with many lenders offering fast approvals and minimal paperwork.

### Shifting Consumer Financing Behaviors

Changing consumer behaviors and attitudes toward car financing have significantly impacted the French car loan market. French consumers are becoming more open to financing their car purchases through loans and leasing options rather than paying outright for a vehicle. This shift in consumer financing behavior is particularly evident

among younger buyers and first-time car owners who may not have the capital to pay for a new car upfront.

Leasing options, such as long-term rentals and personal contract purchases (PCP), have become increasingly popular in France. These alternatives to traditional loans allow consumers to enjoy the benefits of a new car without the financial commitment of ownership. This trend is particularly attractive for individuals who prefer to drive a new car every few years, as leasing options typically include maintenance and warranty services.

The ease of access to financing and the availability of tailored loan products have made it easier for French consumers to consider purchasing a vehicle they may not have been able to afford previously. Lenders are also adapting to these changes, offering more flexible loan terms, competitive interest rates, and extended repayment periods to cater to evolving consumer needs.

## Key Market Challenges

### Increasing Interest Rates

One of the primary challenges facing the French car loan market is the rising interest rates. As the European Central Bank (ECB) has been raising interest rates in response to inflationary pressures, borrowing costs for consumers have increased. This has a direct impact on the affordability of car loans, particularly for individuals who rely on financing to purchase vehicles. Higher interest rates mean higher monthly repayments, making it more difficult for many consumers to afford car loans.

This issue is particularly concerning for first-time car buyers and those purchasing used vehicles, who may already be facing budget constraints. As loan repayments increase, the overall cost of vehicle ownership rises, potentially deterring consumers from purchasing cars or opting for cheaper alternatives. Additionally, for those with variable-rate loans, the impact of interest rate hikes could be even more pronounced, leading to financial strain.

### Risk of Rising Defaults and Economic Uncertainty

Economic uncertainty poses a significant challenge to the car loan market in France. As inflation rises and economic growth slows, many consumers may face financial difficulties, making it harder to keep up with their car loan repayments. The risk of

defaults could increase, particularly as many individuals may already be stretched thin with rising living costs and higher borrowing costs due to increased interest rates.

In addition, the economic uncertainty brought about by global events such as the COVID-19 pandemic, geopolitical tensions, and supply chain disruptions has created an unstable environment. This has led to fluctuations in consumer spending patterns and uncertainty in income levels. As a result, some borrowers may experience difficulty in making timely payments, increasing the risk of defaults and loan delinquencies.

## Key Market Trends

### Growing Preference for Electric Vehicle (EV) Loans

With the increasing emphasis on sustainability and the French government's strong push for environmental reforms, the demand for electric vehicles (EVs) has been growing steadily. This trend is particularly noticeable in the car loan market, where more consumers are seeking financing options specifically tailored to EVs. Government incentives, such as subsidies and tax benefits, have made electric vehicles more affordable and appealing, further driving this shift. The 2023 study highlights that hybrid vehicles, which now hold a 32% market share (including 8% for plug-in hybrids), continue to attract customers, with sales increasing by 39% (41% for plug-in hybrids) to reach 36,688 registrations (including 9,533 for plug-in hybrids). These factors further contribute to the market's expansion.

EV loans are becoming more common, with financial institutions offering specialized loan products to cater to this market segment. These loans often come with lower interest rates, longer repayment terms, and other benefits designed to encourage the adoption of green technologies. Lenders are also considering the specific needs of EV buyers, such as offering financing packages that include home charging equipment or subsidies for green energy sources.

The higher initial cost of EVs compared to traditional internal combustion engine (ICE) vehicles has led to an increased demand for financing options. While EVs can save money in the long term due to lower operating costs, the upfront investment remains a significant barrier for many consumers. As a result, tailored EV loan products that address these financial concerns are becoming more prevalent.

### Rise of Flexible Financing Options and Leasing

Another significant trend in the French car loan market is the increasing popularity of flexible financing options, such as car leasing and long-term rentals. This trend is partly driven by the desire for greater flexibility in vehicle ownership and the changing preferences of younger consumers, who are less likely to commit to owning a car for extended periods. As a result, leasing options, including personal contract purchases (PCP), are becoming more widespread.

Leasing allows consumers to drive a new car without the long-term financial commitment of ownership. With leasing, consumers typically pay lower monthly payments compared to traditional car loans, which makes it a more affordable option for many. At the end of the lease term, consumers have the option to buy the car, return it, or switch to a new model. This flexibility appeals to individuals who prefer not to be tied to a single vehicle for a long time.

### Influence of Government Incentives and Regulations

Government incentives and regulations continue to play a crucial role in shaping the French car loan market, particularly in the context of electric vehicles and sustainability. The French government has been actively promoting the transition to greener, more sustainable transportation through various financial incentives. These include subsidies for the purchase of electric cars, tax credits, and bonuses for consumers who trade in their older, more polluting vehicles.

These incentives not only make EVs more affordable but also encourage consumers to consider financing options that align with their environmental goals. Lenders have responded by offering loan products with favorable terms for electric and hybrid vehicles, further accelerating the adoption of green technologies.

### Segmental Insights

#### Vehicle Type Insights

New cars was the dominating segment in the France car loan market, driven by consumer preference for the latest models with advanced technology, safety features, and fuel efficiency. The availability of attractive financing options, including low-interest loans and long repayment terms, makes purchasing new vehicles more affordable for French consumers. Additionally, government incentives for electric and hybrid cars are further boosting the demand for new vehicles. This trend is supported by a strong automotive industry in France, with consumers opting for new cars to enjoy better

warranties and reduced maintenance costs compared to used vehicles, solidifying the dominance of new car loans.

## Regional Insights

Northern France was the dominating region in the France car loan market, driven by its strong economic activity, urbanization, and higher disposable incomes. Cities like Paris, Lille, and Rouen serve as key financial hubs, where a high concentration of consumers access car financing. This region's well-developed infrastructure, including extensive public transportation networks and a thriving automotive industry, supports car loan demand. Additionally, the availability of competitive loan options and government incentives for electric vehicles further stimulates the market, making Northern France a central area for both traditional and digital car financing solutions.

## Key Market Players

Credit Agricole S.A.

Societe Generale Group

BNP Paribas Group

BPCE SA

Cofidis Group

The La Banque Postale Group

Caisse Fédérale de Crédit Mutuel

Crédit Agricole Group (Sofinco)

Franfinance SA

Banque Stellantis France

## Report Scope:

In this report, the France Car Loan Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

France Car Loan Market, By Vehicle Type:

New Car

Used Car

France Car Loan Market, By Tenure:

Less than 3 Years

3-5 Years

More than 5 Years

France Car Loan Market, By Provider Type:

Banks

NBFCs (Non-Banking Financial Companies)

OEM (Original Equipment Manufacturer)

Others

France Car Loan Market, By Region:

Northern France

Western France

Southern France

Eastern France

Central France

## Competitive Landscape

Company Profiles: Detailed analysis of the major companies presents in the France Car Loan Market.

## Available Customizations:

France Car Loan Market report with the given market data, TechSci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

## Company Information

Detailed analysis and profiling of additional market players (up to five).



## Contents

### **1. INTRODUCTION**

- 1.1. Market Overview
- 1.2. Key Highlights of the Report
- 1.3. Market Coverage
- 1.4. Market Segments Covered
- 1.5. Research Tenure Considered

### **2. RESEARCH METHODOLOGY**

- 2.1. Methodology Landscape
- 2.2. Objective of the Study
- 2.3. Baseline Methodology
- 2.4. Formulation of the Scope
- 2.5. Assumptions and Limitations
- 2.6. Sources of Research
- 2.7. Approach for the Market Study
- 2.8. Methodology Followed for Calculation of Market Size & Market Shares
- 2.9. Forecasting Methodology

### **3. EXECUTIVE SUMMARY**

- 3.1. Market Overview
- 3.2. Market Forecast
- 3.3. Key Regions
- 3.4. Key Segments

### **4. VOICE OF CUSTOMER ANALYSIS**

- 4.1. Source of Information
- 4.2. Brand Awareness
- 4.3. Factors Influencing Awaiting Decision

### **5. FRANCE CAR LOAN MARKET OUTLOOK**

- 5.1. Market Size & Forecast
  - 5.1.1. By Value

## 5.2. Market Share & Forecast

5.2.1. By Vehicle Type Market Share Analysis (New Car, Used Car)

5.2.2. By Tenure Market Share Analysis (Less than 3 Years, 3-5 Years, More than 5 Years)

5.2.3. By Provider Type Market Share Analysis (Banks, NBFCs (Non-Banking Financial Companies), OEM (Original Equipment Manufacturer), Others (Fintech Companies))

5.2.4. By Regional Market Share Analysis

5.2.4.1. Northern France Market Share Analysis

5.2.4.2. Western France Market Share Analysis

5.2.4.3. Southern France Market Share Analysis

5.2.4.4. Eastern France Market Share Analysis

5.2.4.5. Central France Market Share Analysis

5.2.5. By Top 5 Companies Market Share Analysis, Others (2024)

## 5.3. France Car Loan Market Mapping & Opportunity Assessment

5.3.1. By Vehicle Type Market Mapping & Opportunity Assessment

5.3.2. By Tenure Market Mapping & Opportunity Assessment

5.3.3. By Provider Type Market Mapping & Opportunity Assessment

5.3.4. By Region Market Mapping & Opportunity Assessment

## 6. FRANCE NEW CAR LOAN MARKET OUTLOOK

### 6.1. Market Size & Forecast

6.1.1. By Value

### 6.2. Market Share & Forecast

6.2.1. By Tenure Market Share Analysis

6.2.2. By Provider Type Market Share Analysis

## 7. FRANCE USED CAR LOAN MARKET OUTLOOK

### 7.1. Market Size & Forecast

7.1.1. By Value

### 7.2. Market Share & Forecast

7.2.1. By Tenure Market Share Analysis

7.2.2. By Provider Type Market Share Analysis

## 8. MARKET DYNAMICS

### 8.1. Drivers

## 8.2. Challenges

## 9. MARKET TRENDS & DEVELOPMENTS

## 10. SWOT ANALYSIS

### 10.1. Strengths

### 10.2. Weaknesses

### 10.3. Opportunities

### 10.4. Threats

## 11. FRANCE ECONOMIC PROFILE

## 12. POLICY & REGULATORY LANDSCAPE

## 13. COMPETITIVE LANDSCAPE

### 13.1. Competitive Benchmarking

### 13.2. Company Profiles

#### 13.2.1. Credit Agricole S.A.

##### 13.2.1.1. Company Details

##### 13.2.1.2. Products & Services

##### 13.2.1.3. Financials (As Per Availability)

##### 13.2.1.4. Key Market Focus & Geographical Presence

##### 13.2.1.5. Recent Developments

##### 13.2.1.6. Key Management Personnel

#### 13.2.2. Societe Generale Group

##### 13.2.2.1. Company Details

##### 13.2.2.2. Products & Services

##### 13.2.2.3. Financials (As Per Availability)

##### 13.2.2.4. Key Market Focus & Geographical Presence

##### 13.2.2.5. Recent Developments

##### 13.2.2.6. Key Management Personnel

#### 13.2.3. BNP Paribas Group

##### 13.2.3.1. Company Details

##### 13.2.3.2. Products & Services

##### 13.2.3.3. Financials (As Per Availability)

##### 13.2.3.4. Key Market Focus & Geographical Presence

##### 13.2.3.5. Recent Developments

- 13.2.3.6. Key Management Personnel
- 13.2.4. BPCE SA
  - 13.2.4.1. Company Details
  - 13.2.4.2. Products & Services
  - 13.2.4.3. Financials (As Per Availability)
  - 13.2.4.4. Key Market Focus & Geographical Presence
  - 13.2.4.5. Recent Developments
  - 13.2.4.6. Key Management Personnel
- 13.2.5. Cofidis Group
  - 13.2.5.1. Company Details
  - 13.2.5.2. Products & Services
  - 13.2.5.3. Financials (As Per Availability)
  - 13.2.5.4. Key Market Focus & Geographical Presence
  - 13.2.5.5. Recent Developments
  - 13.2.5.6. Key Management Personnel
- 13.2.6. The La Banque Postale Group
  - 13.2.6.1. Company Details
  - 13.2.6.2. Products & Services
  - 13.2.6.3. Financials (As Per Availability)
  - 13.2.6.4. Key Market Focus & Geographical Presence
  - 13.2.6.5. Recent Developments
  - 13.2.6.6. Key Management Personnel
- 13.2.7. Caisse Fédérale de Crédit Mutuel
  - 13.2.7.1. Company Details
  - 13.2.7.2. Products & Services
  - 13.2.7.3. Financials (As Per Availability)
  - 13.2.7.4. Key Market Focus & Geographical Presence
  - 13.2.7.5. Recent Developments
  - 13.2.7.6. Key Management Personnel
- 13.2.8. Crédit Agricole Group (Sofinco)
  - 13.2.8.1. Company Details
  - 13.2.8.2. Products & Services
  - 13.2.8.3. Financials (As Per Availability)
  - 13.2.8.4. Key Market Focus & Geographical Presence
  - 13.2.8.5. Recent Developments
  - 13.2.8.6. Key Management Personnel
- 13.2.9. Franfinance SA
  - 13.2.9.1. Company Details
  - 13.2.9.2. Products & Services

- 13.2.9.3. Financials (As Per Availability)
- 13.2.9.4. Key Market Focus & Geographical Presence
- 13.2.9.5. Recent Developments
- 13.2.9.6. Key Management Personnel
- 13.2.10. Banque Stellantis France
  - 13.2.10.1. Company Details
  - 13.2.10.2. Products & Services
  - 13.2.10.3. Financials (As Per Availability)
  - 13.2.10.4. Key Market Focus & Geographical Presence
  - 13.2.10.5. Recent Developments
  - 13.2.10.6. Key Management Personnel

## **14. STRATEGIC RECOMMENDATIONS**

- 14.1. Key Focus Areas
- 14.2. Target Vehicle Type
- 14.3. Target Tenure

## **15. ABOUT US & DISCLAIMER**

## I would like to order

Product name: France Car Loan Market Segmented, By Vehicle Type (New Car, Used Car), By Tenure (Less than 3 Years, 3-5 Years, More than 5 Years), By Provider Type (Banks, NBFCs (Non-Banking Financial Companies), OEM (Original Equipment Manufacturer), Others (Fintech Companies)), By Region, Competition, Forecast & Opportunities, 2020-2030F

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