

Peer to Peer (P2P) Lending Market – Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By Business Model (Traditional P2P Model, Marketplace Lending Model), By End User (Consumer Credit, Small Business, Student Loans, Real Estate), By Region, By Competition, 2019-2029F

<https://marketpublishers.com/r/PCAB83EEA6BCEN.html>

Date: April 2024

Pages: 185

Price: US\$ 4,900.00 (Single User License)

ID: PCAB83EEA6BCEN

Abstracts

The Global Peer to Peer (P2P) Lending Market was valued at USD 161.25 Billion in 2023 and is anticipated to grow with a CAGR of 27.6% through 2029. The Global Peer-to-Peer (P2P) Lending Market has experienced substantial growth in recent years, revolutionizing traditional lending models. P2P lending platforms connect borrowers directly with individual lenders, bypassing traditional financial intermediaries like banks. This decentralized approach offers borrowers access to funding with potentially lower interest rates, while providing lenders with attractive returns on their investments. The market has witnessed increased adoption due to its efficiency, accessibility, and streamlined application processes. P2P lending is particularly popular among small and medium-sized enterprises (SMEs) and individual borrowers who may face challenges obtaining loans through traditional channels.

However, the P2P lending market is not without challenges. The lack of regulatory frameworks in some regions poses risks for both lenders and borrowers, and concerns about credit risk, fraud, and platform stability persist. Despite these challenges, the market is expected to continue its growth trajectory, driven by technological advancements, increasing demand for alternative financing options, and a growing acceptance of the P2P lending model. As the market matures, regulatory clarity and risk management strategies will play pivotal roles in sustaining its growth and ensuring a stable and trustworthy ecosystem for participants.

Market Drivers

Technological Advancements and Digitalization

One of the primary drivers propelling the P2P lending market is the advent of advanced technologies and the widespread digitalization of financial services. P2P lending platforms leverage digital platforms to connect borrowers directly with lenders, eliminating the need for traditional intermediaries like banks. The use of sophisticated algorithms and data analytics enhances the efficiency of risk assessment and credit scoring, enabling faster and more accurate lending decisions. This digitalization not only streamlines the lending process but also reduces operational costs, making P2P lending an attractive alternative for both borrowers and lenders.

Increased Access to Finance

P2P lending has played a pivotal role in democratizing access to finance, especially for individuals and small businesses that may face challenges obtaining loans from traditional financial institutions. These platforms provide a platform for borrowers who may have been overlooked by traditional lenders due to limited credit history, collateral, or other constraints. The accessibility of P2P lending opens up new avenues for borrowers, fostering financial inclusion and allowing a broader spectrum of individuals and businesses to access the capital they need. This increased access to finance is a significant driver fueling the growth of the P2P lending market globally.

Changing Consumer Behavior and Preferences

Shifts in consumer behavior and preferences have contributed to the rising popularity of P2P lending. Modern consumers are increasingly comfortable with digital transactions and are drawn to the convenience and speed offered by online lending platforms. The demand for more personalized and user-friendly financial services has driven individuals away from traditional banking models toward alternative lending options like P2P platforms. Additionally, borrowers often appreciate the transparency in fees and interest rates that P2P lending platforms offer, fostering trust and aligning with the preferences of a more informed and tech-savvy customer base.

Search for Higher Returns by Investors

On the investor side, the P2P lending market attracts individuals seeking higher returns

on their investments compared to traditional savings or investment products. With interest rates in many traditional financial instruments remaining relatively low, investors are turning to P2P lending as an alternative asset class that offers potentially higher yields. The direct lending model allows investors to diversify their portfolios by participating in loans across various risk profiles and industries. However, it is important to note that the pursuit of higher returns comes with increased risk, and investors need to carefully assess and manage these risks when participating in P2P lending platforms.

Global Economic Conditions and Regulatory Environment

The economic landscape and regulatory environment significantly influence the dynamics of the P2P lending market. Economic conditions, such as interest rates and overall market stability, impact both borrower demand and investor confidence. Furthermore, the regulatory environment plays a crucial role in shaping the development of the P2P lending industry. Clear and supportive regulations provide a framework for sustainable growth, instill confidence among participants, and mitigate potential risks. Conversely, a lack of regulatory clarity or stringent regulations may hinder the expansion of P2P lending or lead to a fragmented and uncertain market. As global regulatory bodies continue to adapt to the evolving nature of fintech, the regulatory framework will play a pivotal role in determining the trajectory of the P2P lending market.

Key Market Challenges

Regulatory Uncertainty and Compliance

The regulatory landscape for P2P lending varies significantly across different regions and countries. The absence of clear and uniform regulations poses a challenge for both platform operators and users. Lack of regulatory oversight can lead to concerns about fraud, inadequate consumer protection, and unfair lending practices. In some jurisdictions, P2P lending platforms operate in a regulatory gray area, creating uncertainty for investors and borrowers alike. Establishing a coherent and standardized regulatory framework is essential to foster trust in the P2P lending market, protect the interests of all stakeholders, and ensure the industry's long-term viability.

Credit Risk and Default Management

Managing credit risk is a central challenge for P2P lending platforms. The direct nature of the lending model means that investors bear the risk of borrower defaults. While

technological advancements enable platforms to utilize sophisticated algorithms for credit scoring and risk assessment, unforeseen economic downturns or industry-specific challenges can still lead to increased default rates. Effective default management strategies and robust risk assessment mechanisms are crucial to maintaining investor confidence. P2P lending platforms need to continuously refine their risk models, incorporate new data sources, and implement proactive measures to mitigate credit risk and protect the interests of lenders.

Liquidity and Secondary Market Development

The lack of a liquid secondary market for P2P loans poses a challenge for investors seeking to exit their investments before the loan maturity date. Unlike traditional financial instruments, P2P loans often lack a readily accessible secondary market where investors can sell or trade their loan positions. This lack of liquidity may discourage certain investors who prefer more flexibility in managing their portfolios. Developing mechanisms for a secondary market, where investors can buy and sell existing loan positions, would enhance the attractiveness of P2P lending as an investment option and provide greater liquidity for participants. However, creating a functioning secondary market requires addressing legal, operational, and technological challenges.

Cybersecurity and Platform Stability

As P2P lending platforms handle vast amounts of sensitive financial and personal data, cybersecurity is a critical concern. The threat of cyberattacks, data breaches, and identity theft poses significant risks to both platform operators and users. Ensuring the security and stability of the platform is essential to maintain trust among borrowers and lenders. P2P lending platforms must invest in robust cybersecurity measures, conduct regular audits, and stay vigilant against evolving cyber threats. A single security breach can have severe consequences, damaging the reputation of the platform and undermining the trust of participants. Therefore, ongoing investments in cybersecurity infrastructure are imperative to safeguard the integrity of the P2P lending ecosystem.

Market Fragmentation and Platform Differentiation

The P2P lending market is marked by the presence of numerous platforms, each with its own unique value proposition and business model. While competition can be beneficial for innovation and customer choice, market fragmentation poses challenges in terms of standardization, interoperability, and user experience. Investors and

borrowers may face difficulties navigating the diverse landscape of P2P lending platforms, each with its own terms, fees, and lending criteria. Platform differentiation can be positive, but there is a need for industry-wide standards and best practices to enhance transparency, comparability, and overall trust in the market. Collaborative efforts to establish common frameworks and guidelines can help create a more cohesive and user-friendly P2P lending ecosystem.

In conclusion, the Global Peer-to-Peer (P2P) Lending Market, while thriving, encounters challenges that require concerted efforts from industry participants, regulators, and stakeholders to address. Overcoming regulatory uncertainties, effectively managing credit risk, enhancing liquidity through secondary market development, prioritizing cybersecurity, and addressing market fragmentation are critical steps toward ensuring the long-term sustainability and success of P2P lending as a transformative force in the financial landscape. As the industry matures, proactive measures and collaborative initiatives will play a crucial role in overcoming these challenges and shaping a resilient and transparent P2P lending ecosystem.

Key Market Trends

Integration of Artificial Intelligence and Machine Learning

Recent years have witnessed a surge in the integration of artificial intelligence (AI) and machine learning (ML) technologies within P2P lending platforms. These technologies play a crucial role in enhancing credit risk assessment, fraud detection, and overall decision-making processes. AI algorithms analyze vast datasets to provide more accurate credit scores, enabling lenders to make informed decisions about borrower creditworthiness. Additionally, machine learning models continuously learn and adapt to changing market conditions, improving their predictive capabilities over time. The use of AI and ML not only enhances the efficiency of P2P lending platforms but also contributes to the development of more sophisticated risk management strategies, benefitting both lenders and borrowers.

Emergence of Decentralized Finance (DeFi)

The rise of Decentralized Finance, or DeFi, is influencing the P2P lending market by introducing decentralized lending and borrowing protocols built on blockchain technology. DeFi platforms leverage smart contracts to automate lending processes, reducing the need for traditional intermediaries. These platforms often operate on blockchain networks like Ethereum, providing transparency, security, and immutability.

DeFi in P2P lending allows for greater accessibility, as users worldwide can participate without relying on traditional banking infrastructure. However, challenges such as regulatory uncertainty and smart contract vulnerabilities need to be addressed for DeFi in P2P lending to reach its full potential. The emergence of DeFi is reshaping the financial landscape, offering new possibilities for P2P lending and decentralized financial services.

Increased Focus on ESG (Environmental, Social, and Governance) Criteria

There is a growing emphasis on Environmental, Social, and Governance (ESG) considerations within the P2P lending market. Investors and borrowers are increasingly incorporating ESG criteria into their decision-making processes. P2P lending platforms are responding by integrating sustainability metrics, ethical lending practices, and social impact indicators into their operations. This trend aligns with a broader global movement towards responsible and sustainable finance. P2P lending platforms that prioritize ESG factors aim to attract socially conscious investors and borrowers, contributing to a more sustainable and socially responsible financial ecosystem. As awareness of ESG issues continues to rise, integrating these criteria into P2P lending practices is likely to become a standard industry practice.

Expansion of P2P Lending into New Asset Classes

Traditional P2P lending focused primarily on unsecured personal and small business loans. However, recent trends indicate an expansion into new asset classes, broadening the scope of P2P lending. Platforms are increasingly facilitating lending and borrowing for a variety of assets, including real estate, education loans, and even digital assets. This diversification allows investors to explore alternative investment opportunities beyond traditional financial instruments. Real estate crowdfunding, in particular, has gained traction, allowing individuals to invest in property projects through P2P lending platforms. As the market matures, the expansion into new asset classes provides participants with increased choices and opportunities for portfolio diversification.

Collaborations and Partnerships with Traditional Financial Institutions

P2P lending platforms are increasingly engaging in collaborations and partnerships with traditional financial institutions. Rather than viewing each other as competitors, P2P lenders and traditional banks are recognizing the potential benefits of collaboration. Partnerships may involve banks using P2P platforms to extend their lending reach or

P2P platforms leveraging the established infrastructure and regulatory compliance of traditional banks. These collaborations enhance the credibility of P2P lending, improve access to capital for borrowers, and provide additional funding sources for lenders. Such partnerships can also contribute to regulatory acceptance and create a more integrated financial ecosystem where both traditional and alternative finance institutions coexist and complement each other.

In conclusion, the Global Peer-to-Peer (P2P) Lending Market is marked by dynamic trends that reflect the ongoing evolution of the financial industry. The integration of AI and machine learning, the emergence of decentralized finance, the focus on ESG criteria, the expansion into new asset classes, and collaborations with traditional financial institutions are reshaping the P2P lending landscape. These trends not only enhance the efficiency and inclusivity of P2P lending but also contribute to the industry's maturation and acceptance within the broader financial ecosystem. As P2P lending continues to adapt to changing market dynamics, monitoring and understanding these trends will be crucial for industry participants and stakeholders.

Segmental Insights

Business Model Insights

The rising demand for the Marketplace Lending Model is a significant trend in the Global Peer-to-Peer (P2P) Lending Market. This model, also known as the 'platform-based' or 'online lending' model, involves P2P lending platforms acting as intermediaries that connect borrowers with a diverse pool of lenders. The marketplace lending model has gained popularity due to its efficiency, accessibility, and scalability. Borrowers benefit from a streamlined application process, faster approval times, and often more competitive interest rates than those offered by traditional financial institutions. Additionally, the model provides lenders with the opportunity to diversify their portfolios by participating in a range of loans with varying risk profiles and returns. The marketplace lending model's success is attributed to its ability to leverage technology, data analytics, and a broad network of investors, meeting the evolving demands of borrowers and investors in the modern financial landscape.

The marketplace lending model's rise is also fueled by a shift in consumer behavior towards digital and online financial services. With a growing preference for convenient and transparent lending experiences, borrowers are increasingly turning to marketplace lending platforms that offer user-friendly interfaces, quick decision-making processes, and competitive terms. As this demand continues to surge, marketplace lending is

poised to play a pivotal role in reshaping the lending landscape, providing an alternative and agile approach to meeting the financial needs of individuals and businesses globally.

End User Insights

The Global Peer-to-Peer (P2P) Lending Market is experiencing a notable surge in demand from the small business segment. Small businesses often face challenges in accessing traditional financing avenues, such as banks, due to stringent eligibility criteria and lengthy approval processes. P2P lending platforms have emerged as a viable alternative, offering small businesses a faster and more accessible means of obtaining financing. The streamlined application processes, coupled with innovative credit scoring models, enable small businesses to secure loans with greater ease. The rise in demand from the small business segment can be attributed to the flexibility and responsiveness of P2P lending platforms, which cater to the unique funding needs of these enterprises, fostering entrepreneurship and fueling economic growth.

The increasing popularity of P2P lending among small businesses is also fueled by the desire for more personalized and transparent financial solutions. P2P platforms provide a direct connection between borrowers and lenders, fostering a sense of community and trust. Small businesses appreciate the agility of P2P lending, allowing them to access capital quickly for expansion, working capital, or other business needs. As traditional lending options may be more restrictive, the rising demand from the small business segment underscores the transformative role of P2P lending in democratizing access to finance and supporting the growth of entrepreneurial ventures worldwide.

Regional Insights

The North America region is witnessing a significant upswing in demand within the Global Peer-to-Peer (P2P) Lending Market. This surge in popularity is fueled by several factors, including the region's robust fintech ecosystem, high internet penetration, and a growing awareness of alternative lending options. North American borrowers, ranging from individuals to small businesses, are increasingly turning to P2P lending platforms for their financial needs. The streamlined application processes and quicker approval timelines offered by these platforms align with the preferences of the modern consumer in North America, where convenience and efficiency play pivotal roles in financial decision-making. Additionally, the presence of established and emerging P2P lending platforms in the region contributes to the diversity of lending options, catering to a wide range of borrowers with varying credit profiles.

The rising demand from North America also reflects a shift in investor behavior, as more individuals seek alternative investment opportunities. The P2P lending model provides investors in North America with a chance to diversify their portfolios beyond traditional asset classes. The transparent and accessible nature of P2P lending platforms appeals to a demographic seeking higher returns and increased control over their investment decisions. As this trend continues, North America is likely to play a central role in shaping the future trajectory of the Global P2P Lending Market, driving innovation and further integration of these platforms into the broader financial landscape.

Key Market Players

Funding Circle Limited

Lendingclub Bank

LendingTree, LLC

SocietyOne Australia Pty Ltd.

Upstart Network, Inc.

Lending Loop

Prosper Funding LLC

goPeer Corporation

Harmony Australia Pty Ltd

Linked P2P Limited

Report Scope:

In this report, the Global Peer to Peer (P2P) Lending Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

Peer to Peer (P2P) Lending Market,By Business Model:

oTraditional P2P Model

oMarketplace Lending Model

Peer to Peer (P2P) Lending Market,By End User:

oConsumer Credit

oSmall Business

oStudent Loans

oReal Estate

Peer to Peer (P2P) Lending Market, By Region:

oNorth America

United States

Canada

Mexico

oEurope

France

Germany

Spain

Italy

United Kingdom

oAsia-Pacific

China

Japan

India

Vietnam

South Korea

oMiddle East Africa

South Africa

Saudi Arabia

UAE

Turkey

Kuwait

Egypt

oSouth America

Brazil

Argentina

Colombia

Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Global Peer to Peer (P2P) Lending Market.

Available Customizations:

Global Peer to Peer (P2P) Lending Market report with the given market data, Tech Sci 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.
- 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.Objective of the Study
- 2.2.Baseline Methodology
- 2.3.Key Industry Partners
- 2.4.Major Association and Secondary Sources
- 2.5.Forecasting Methodology
- 2.6.Data Triangulation Validation
- 2.7.Assumptions and Limitations

3.EXECUTIVE SUMMARY

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

4.VOICE OF CUSTOMER

- 4.1.Factors Influencing Purchase Decision
- 4.2.Sources of Information

5.GLOBAL PEER TO PEER (P2P) LENDING MARKET OUTLOOK

- 5.1.Market Size Forecast
 - 5.1.1.By Value
- 5.2.Market Share Forecast
 - 5.2.1.By Business Model Market Share Analysis (Traditional P2P Model, Marketplace Lending Model)

5.2.2.By End User Market Share Analysis (Consumer Credit, Small Business, Student Loans, Real Estate)

5.2.3.By Regional Market Share Analysis

5.2.3.1.North America Market Share Analysis

5.2.3.2.Europe Market Share Analysis

5.2.3.3.Asia-Pacific Market Share Analysis

5.2.3.4.Middle East Africa Market Share Analysis

5.2.3.5.South America Market Share Analysis

5.2.4.By Top 5 CompaniesMarketShare Analysis, Others (2023)

5.3.Global Peer to Peer (P2P) Lending Market Mapping Opportunity Assessment

5.3.1.By Business ModelMarketMapping Opportunity Assessment

5.3.2.By End User MarketMapping Opportunity Assessment

5.3.3.By RegionalMarketMapping Opportunity Assessment

6.NORTH AMERICA PEER TO PEER (P2P) LENDING MARKET OUTLOOK

6.1.Market Size Forecast

6.1.1.By Value

6.2.Market Share Forecast

6.2.1.By Business Model Market Share Analysis

6.2.2.By End User Market Share Analysis

6.2.3.By Country Market Share Analysis

6.2.3.1.United States Peer to Peer (P2P) Lending Market Outlook

6.2.3.1.1.Market Size Forecast

6.2.3.1.1.1.By Value

6.2.3.1.2.Market Share Forecast

6.2.3.1.2.1.By Business Model Market Share Analysis

6.2.3.1.2.2.By End User Market Share Analysis

6.2.3.2.Canada Peer to Peer (P2P) Lending Market Outlook

6.2.3.2.1.Market Size Forecast

6.2.3.2.1.1.By Value

6.2.3.2.2.Market Share Forecast

6.2.3.2.2.1.By Business Model Market Share Analysis

6.2.3.2.2.2.By End User Market Share Analysis

6.2.3.3.Mexico Peer to Peer (P2P) Lending Market Outlook

6.2.3.3.1.Market Size Forecast

6.2.3.3.1.1.By Value

6.2.3.3.2.Market Share Forecast

6.2.3.3.2.1.By Business Model Market Share Analysis

6.2.3.3.2.2.By End User Market Share Analysis

7.EUROPE PEER TO PEER (P2P) LENDING MARKET OUTLOOK

7.1.Market Size Forecast

7.1.1.By Value

7.2.Market Share Forecast

7.2.1.By Business Model Market Share Analysis

7.2.2.By End User Market Share Analysis

7.2.3.By Country Market Share Analysis

7.2.3.1.France Peer to Peer (P2P) Lending Market Outlook

7.2.3.1.1.Market Size Forecast

7.2.3.1.1.1.By Value

7.2.3.1.2.Market Share Forecast

7.2.3.1.2.1.By Business Model Market Share Analysis

7.2.3.1.2.2.By End User Market Share Analysis

7.2.3.2.Germany Peer to Peer (P2P) Lending Market Outlook

7.2.3.2.1.Market Size Forecast

7.2.3.2.1.1.By Value

7.2.3.2.2.Market Share Forecast

7.2.3.2.2.1.By Business Model Market Share Analysis

7.2.3.2.2.2.By End User Market Share Analysis

7.2.3.3.Spain Peer to Peer (P2P) Lending Market Outlook

7.2.3.3.1.Market Size Forecast

7.2.3.3.1.1.By Value

7.2.3.3.2.Market Share Forecast

7.2.3.3.2.1.By Business Model Market Share Analysis

7.2.3.3.2.2.By End User Market Share Analysis

7.2.3.4.Italy Peer to Peer (P2P) Lending Market Outlook

7.2.3.4.1.Market Size Forecast

7.2.3.4.1.1.By Value

7.2.3.4.2.Market Share Forecast

7.2.3.4.2.1.By Business Model Market Share Analysis

7.2.3.4.2.2.By End User Market Share Analysis

7.2.3.5.United Kingdom Peer to Peer (P2P) Lending Market Outlook

7.2.3.5.1.Market Size Forecast

7.2.3.5.1.1.By Value

7.2.3.5.2.Market Share Forecast

7.2.3.5.2.1.By Business Model Market Share Analysis

7.2.3.5.2.2.By End User Market Share Analysis

8.ASIA-PACIFIC PEER TO PEER (P2P) LENDING MARKET OUTLOOK

8.1.Market Size Forecast

8.1.1.By Value

8.2.Market Share Forecast

8.2.1.By Business Model Market Share Analysis

8.2.2.By End User Market Share Analysis

8.2.3.By Country Market Share Analysis

8.2.3.1.China Peer to Peer (P2P) Lending Market Outlook

8.2.3.1.1.Market Size Forecast

8.2.3.1.1.1.By Value

8.2.3.1.2.Market Share Forecast

8.2.3.1.2.1.By Business Model Market Share Analysis

8.2.3.1.2.2.By End User Market Share Analysis

8.2.3.2.Japan Peer to Peer (P2P) Lending Market Outlook

8.2.3.2.1.Market Size Forecast

8.2.3.2.1.1.By Value

8.2.3.2.2.Market Share Forecast

8.2.3.2.2.1.By Business Model Market Share Analysis

8.2.3.2.2.2.By End User Market Share Analysis

8.2.3.3.India Peer to Peer (P2P) Lending Market Outlook

8.2.3.3.1.Market Size Forecast

8.2.3.3.1.1.By Value

8.2.3.3.2.Market Share Forecast

8.2.3.3.2.1.By Business Model Market Share Analysis

8.2.3.3.2.2.By End User Market Share Analysis

8.2.3.4.Vietnam Peer to Peer (P2P) Lending Market Outlook

8.2.3.4.1.Market Size Forecast

8.2.3.4.1.1.By Value

8.2.3.4.2.Market Share Forecast

8.2.3.4.2.1.By Business Model Market Share Analysis

8.2.3.4.2.2.By End User Market Share Analysis

8.2.3.5.South Korea Peer to Peer (P2P) Lending Market Outlook

8.2.3.5.1.Market Size Forecast

8.2.3.5.1.1.By Value

8.2.3.5.2.Market Share Forecast

8.2.3.5.2.1.By Business Model Market Share Analysis

8.2.3.5.2.2.By End User Market Share Analysis

9.MIDDLE EAST AFRICA PEER TO PEER (P2P) LENDING MARKET OUTLOOK

9.1.Market Size Forecast

9.1.1.By Value

9.2.Market Share Forecast

9.2.1.By Business Model Market Share Analysis

9.2.2.By End User Market Share Analysis

9.2.3.By Country Market Share Analysis

9.2.3.1.South Africa Peer to Peer (P2P) Lending Market Outlook

9.2.3.1.1.Market Size Forecast

9.2.3.1.1.1.By Value

9.2.3.1.2.Market Share Forecast

9.2.3.1.2.1.By Business Model Market Share Analysis

9.2.3.1.2.2.By End User Market Share Analysis

9.2.3.2.Saudi Arabia Peer to Peer (P2P) Lending Market Outlook

9.2.3.2.1.Market Size Forecast

9.2.3.2.1.1.By Value

9.2.3.2.2.Market Share Forecast

9.2.3.2.2.1.By Business Model Market Share Analysis

9.2.3.2.2.2.By End User Market Share Analysis

9.2.3.3.UAE Peer to Peer (P2P) Lending Market Outlook

9.2.3.3.1.Market Size Forecast

9.2.3.3.1.1.By Value

9.2.3.3.2.Market Share Forecast

9.2.3.3.2.1.By Business Model Market Share Analysis

9.2.3.3.2.2.By End User Market Share Analysis

9.2.3.4.Turkey Peer to Peer (P2P) Lending Market Outlook

9.2.3.4.1.Market Size Forecast

9.2.3.4.1.1.By Value

9.2.3.4.2.Market Share Forecast

9.2.3.4.2.1.By Business Model Market Share Analysis

9.2.3.4.2.2.By End User Market Share Analysis

9.2.3.5.Kuwait Peer to Peer (P2P) Lending Market Outlook

9.2.3.5.1.Market Size Forecast

9.2.3.5.1.1.By Value

9.2.3.5.2.Market Share Forecast

9.2.3.5.2.1.By Business Model Market Share Analysis

- 9.2.3.5.2.2.By End User Market Share Analysis
- 9.2.3.6.Egypt Peer to Peer (P2P) Lending Market Outlook
 - 9.2.3.6.1.Market Size Forecast
 - 9.2.3.6.1.1.By Value
 - 9.2.3.6.2.Market Share Forecast
 - 9.2.3.6.2.1.By Business Model Market Share Analysis
 - 9.2.3.6.2.2.By End User Market Share Analysis

10.SOUTH AMERICA PEER TO PEER (P2P) LENDING MARKET OUTLOOK

- 10.1.Market Size Forecast
 - 10.1.1.By Value
- 10.2.Market Share Forecast
 - 10.2.1.By Business Model Market Share Analysis
 - 10.2.2.By End User Market Share Analysis
 - 10.2.3.By Country Market Share Analysis
 - 10.2.3.1.Brazil Peer to Peer (P2P) Lending Market Outlook
 - 10.2.3.1.1.Market Size Forecast
 - 10.2.3.1.1.1.By Value
 - 10.2.3.1.2.Market Share Forecast
 - 10.2.3.1.2.1.By Business Model Market Share Analysis
 - 10.2.3.1.2.2.By End User Market Share Analysis
 - 10.2.3.2.Argentina Peer to Peer (P2P) Lending Market Outlook
 - 10.2.3.2.1.Market Size Forecast
 - 10.2.3.2.1.1.By Value
 - 10.2.3.2.2.Market Share Forecast
 - 10.2.3.2.2.1.By Business Model Market Share Analysis
 - 10.2.3.2.2.2.By End User Market Share Analysis
 - 10.2.3.3.Colombia Peer to Peer (P2P) Lending Market Outlook
 - 10.2.3.3.1.Market Size Forecast
 - 10.2.3.3.1.1.By Value
 - 10.2.3.3.2.Market Share Forecast
 - 10.2.3.3.2.1.By Business Model Market Share Analysis
 - 10.2.3.3.2.2.By End User Market Share Analysis

11.MARKET DYNAMICS

- 11.1.Drivers
- 11.2.Challenges

12.IMPACT OF COVID-19 ON GLOBAL PEER TO PEER (P2P) LENDING MARKET

12.1.Impact Assessment Model

12.1.1.Key Segments Impacted

12.1.2.Key Regions Impacted

12.1.3.Key Countries Impacted

13.MARKET TRENDS DEVELOPMENTS

14.COMPETITIVE LANDSCAPE

14.1.Company Profiles

14.1.1.Funding Circle Limited

14.1.1.1.Company Details

14.1.1.2.Products

14.1.1.3.Financials (As Per Availability)

14.1.1.4.Key Market Focus Geographical Presence

14.1.1.5.Recent Developments

14.1.1.6.Key Management Personnel

14.1.2.Lendingclub Bank

14.1.2.1.Company Details

14.1.2.2.Products

14.1.2.3.Financials (As Per Availability)

14.1.2.4.Key Market Focus Geographical Presence

14.1.2.5.Recent Developments

14.1.2.6.Key Management Personnel

14.1.3.LendingTree, LLC

14.1.3.1.Company Details

14.1.3.2.Products

14.1.3.3.Financials (As Per Availability)

14.1.3.4.Key Market Focus Geographical Presence

14.1.3.5.Recent Developments

14.1.3.6.Key Management Personnel

14.1.4.SocietyOne Australia Pty Ltd.

14.1.4.1.Company Details

14.1.4.2.Products

14.1.4.3.Financials (As Per Availability)

14.1.4.4.Key Market Focus Geographical Presence

- 14.1.4.5.Recent Developments
- 14.1.4.6.Key Management Personnel
- 14.1.5.Upstart Network, Inc.
 - 14.1.5.1.Company Details
 - 14.1.5.2.Products
 - 14.1.5.3.Financials (As Per Availability)
 - 14.1.5.4.Key Market Focus Geographical Presence
 - 14.1.5.5.Recent Developments
 - 14.1.5.6.Key Management Personnel
- 14.1.6.Lending Loop
 - 14.1.6.1.Company Details
 - 14.1.6.2.Products
 - 14.1.6.3.Financials (As Per Availability)
 - 14.1.6.4.Key Market Focus Geographical Presence
 - 14.1.6.5.Recent Developments
 - 14.1.6.6.Key Management Personnel
- 14.1.7.Prospers Funding LLC
 - 14.1.7.1.Company Details
 - 14.1.7.2.Products
 - 14.1.7.3.Financials (As Per Availability)
 - 14.1.7.4.Key Market Focus Geographical Presence
 - 14.1.7.5.Recent Developments
 - 14.1.7.6.Key Management Personnel
- 14.1.8.goPeer Corporation
 - 14.1.8.1.Company Details
 - 14.1.8.2.Products
 - 14.1.8.3.Financials (As Per Availability)
 - 14.1.8.4.Key Market Focus Geographical Presence
 - 14.1.8.5.Recent Developments
 - 14.1.8.6.Key Management Personnel
- 14.1.9.Harmony Australia Pty Ltd
 - 14.1.9.1.Company Details
 - 14.1.9.2.Products
 - 14.1.9.3.Financials (As Per Availability)
 - 14.1.9.4.Key Market Focus Geographical Presence
 - 14.1.9.5.Recent Developments
 - 14.1.9.6.Key Management Personnel
- 14.1.10.Linked P2P Limited
 - 14.1.10.1.Company Details

14.1.10.2.Products

14.1.10.3.Financials (As Per Availability)

14.1.10.4.Key Market Focus Geographical Presence

14.1.10.5.Recent Developments

14.1.10.6.Key Management Personnel

15.STRATEGIC RECOMMENDATIONS/ACTION PLAN

15.1.Key Focus Areas

15.2.Target Business Model

15.3.Target End User

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