



Vehicle Financing Market

November/2020

INTRODUCTION

The vehicle financing market structure was developed by B3 together with financial institutions as a solution to bring agility and security to the process of collateral provision in the Brazilian financial system.

SNG (National Liens System) is a system that manages the financial restrictions on motor vehicles, and its main objective is to provide banks, lending firms, leasing companies and purchasing pool administrators with information about vehicles offered as collateral in a credit transaction.

After SNG was created, fraud involving credit transactions for vehicle financing in the Brazilian market was virtually extinguished.

This file contains detailed information on the performance of the Brazilian vehicle financing market and on the penetration of financing on vehicle sales (source: Fenabrave) and comes as a complement to the vision of the vehicle credit portfolio (source: Central Bank of Brazil).

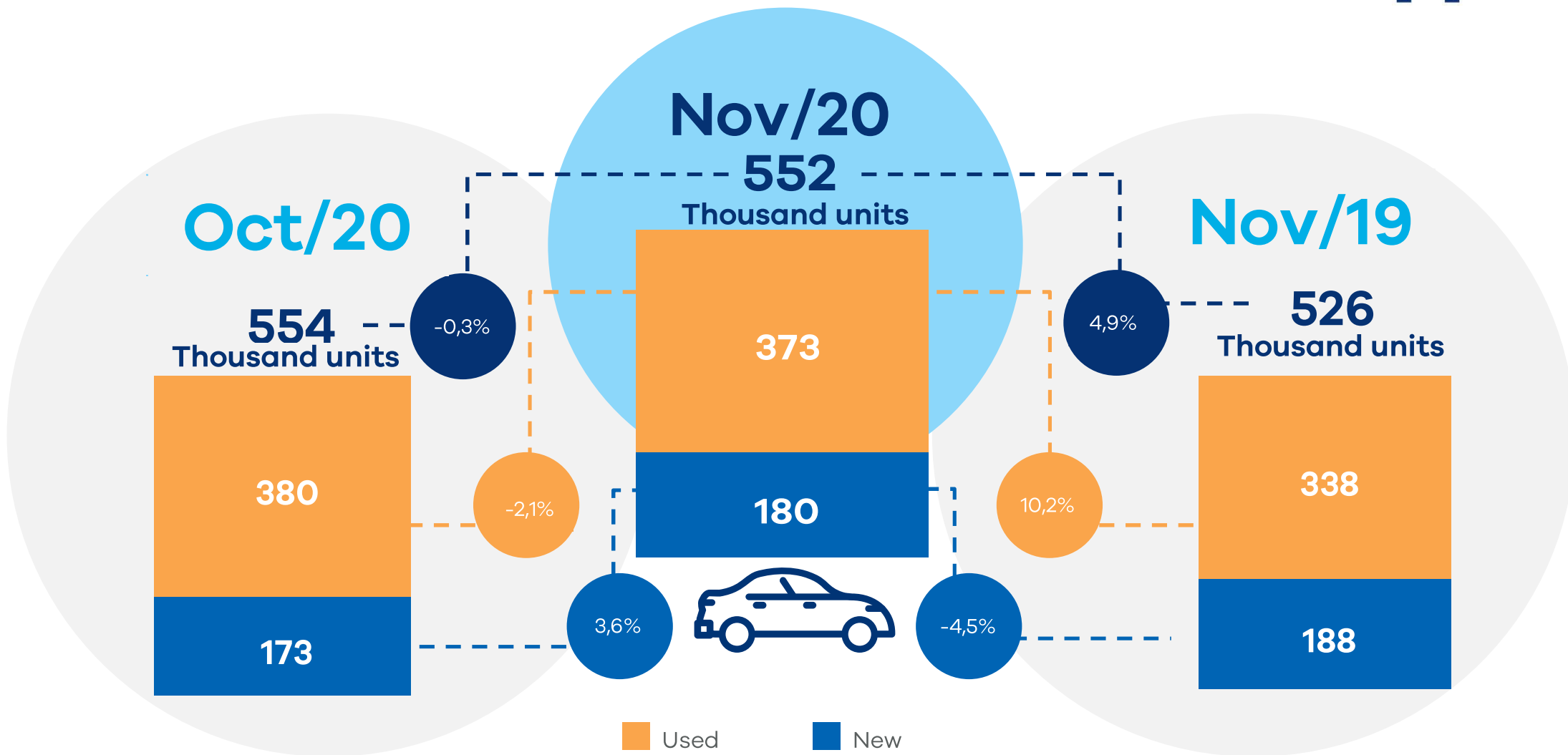
AGENDA

- 1** VEHICLE FINANCING DATA
- 2** VEHICLE FINANCING VS. SALES
- 3** CREDIT DATA ON VEHICLE PURCHASE

1

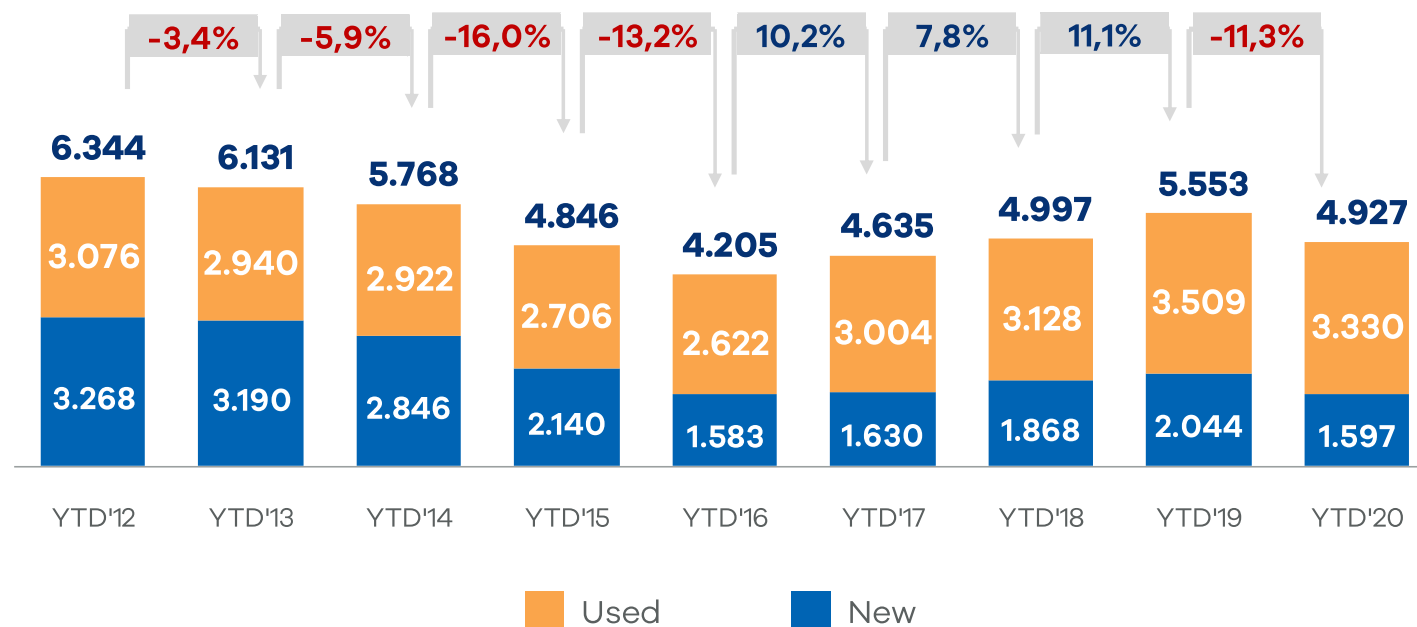
VEHICLE FINANCING DATA

VEHICLE FINANCING QUANTITY



Used New

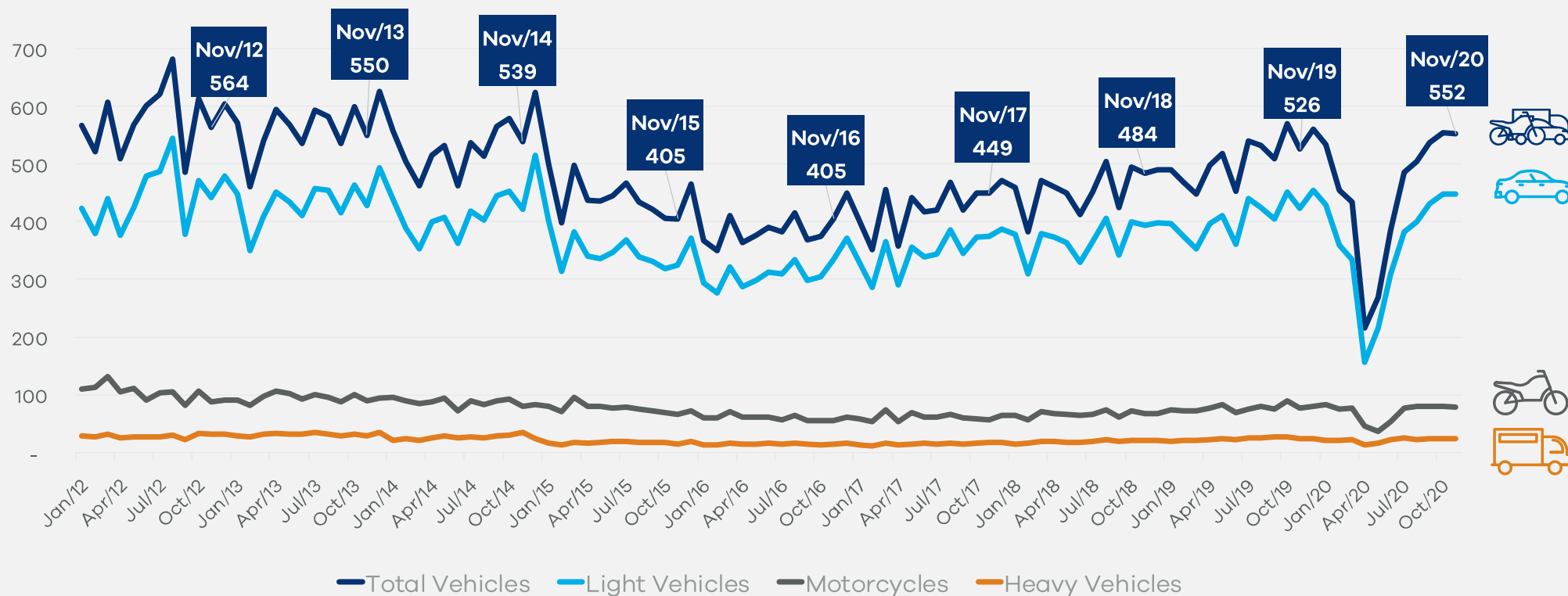
VEHICLE FINANCING QUANTITY | YTD 2020



For YTD 2020 (until October), sales of financed vehicles totaled **4,927 thousand units**, including new and used vehicles comprising motorcycles, light and heavy vehicles. This figure showed a decrease of **-11,3%** over 2019. This is equivalent to **626 thousand units** less than last year.

VEHICLE FINANCING QUANTITY | FOR NOVEMBER

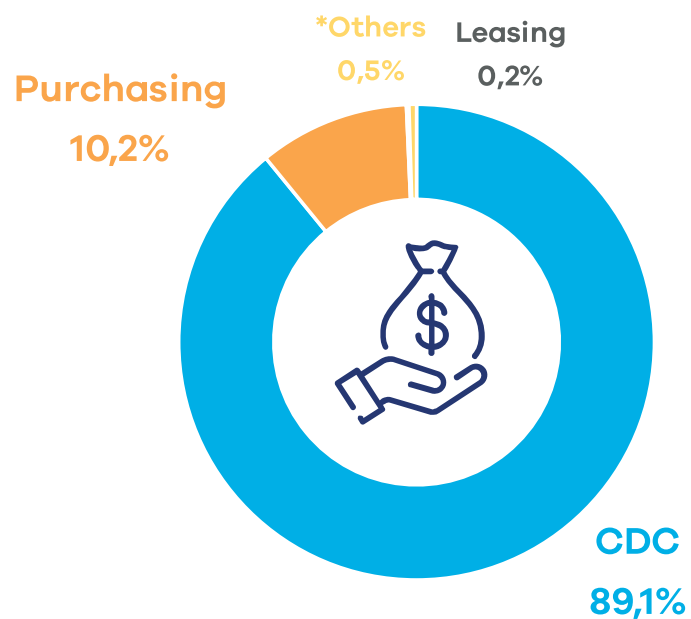
Evolution of the Vehicle Financing Market for the Months of November



In million units

VEHICLE FINANCING MODELS

Breakdown of vehicle financing models
in November 2020



	UNITS'000 (MONTH/YEAR)			VARIATION %	
	Nov'20	Nov'19	Oct'20	Nov'20 vs. Nov'19	Nov'20 vs. Oct'20
CDC	492	470	491	4,7%	0,1%
Purchasing	57	51	58	10,5%	-3,2%
Leasing	1	2	1	-42,6%	57,5%
*Others	3	4	3	-20,3%	-13,7%
Total	552	526	554	4,9%	-0,3%

*Others: Reservation of Ownership and other financing modalities.

CDC (Direct Consumer Credit) is the most representative financing model among the other models – purchasing pool, leasing and others. In November 2020 it showed an increase of 4,7% compared to November in the previous year.

FINANCING PER TIME-OF-USE PERIOD AND PER TERM AND USE RANGE | LIGHT VEHICLES

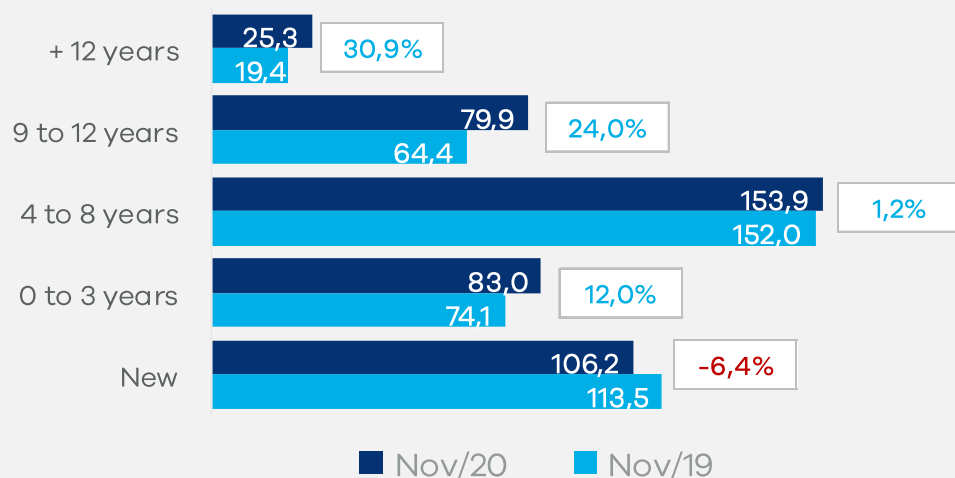


GRAND TOTAL (thousands of units)

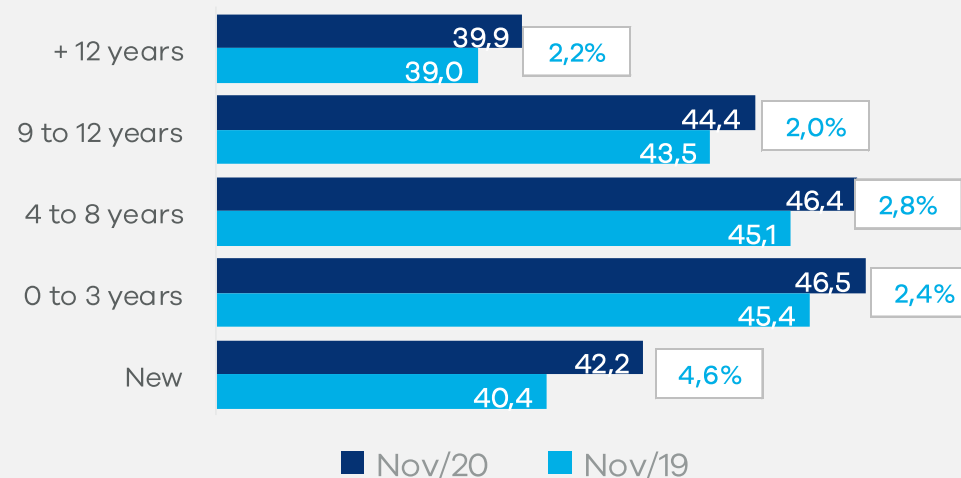
GRAND TOTAL (in months)



Financing per time-of-use period
Units'000 and Variation %

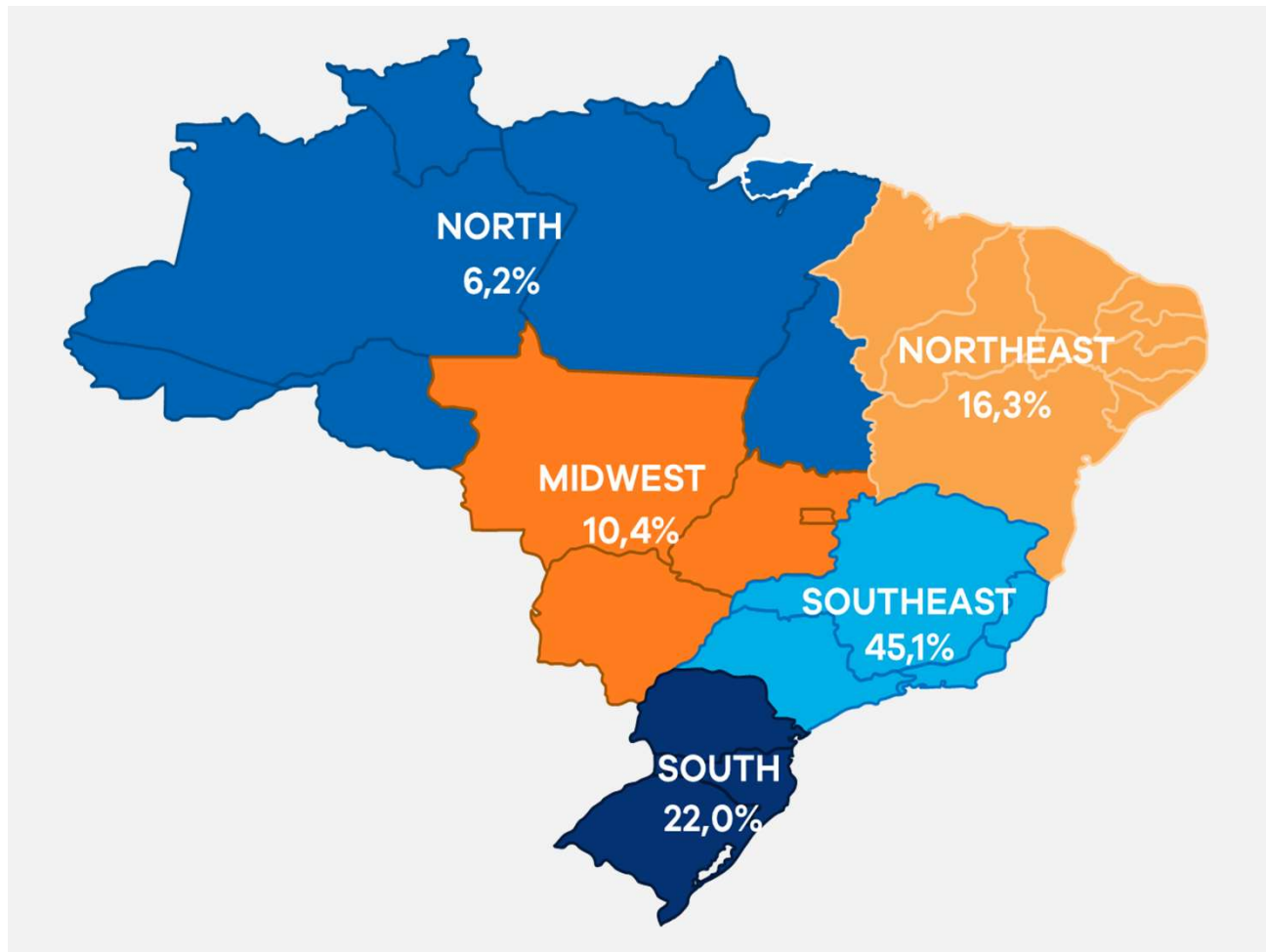


Financing per term and use range
Months and Variation %



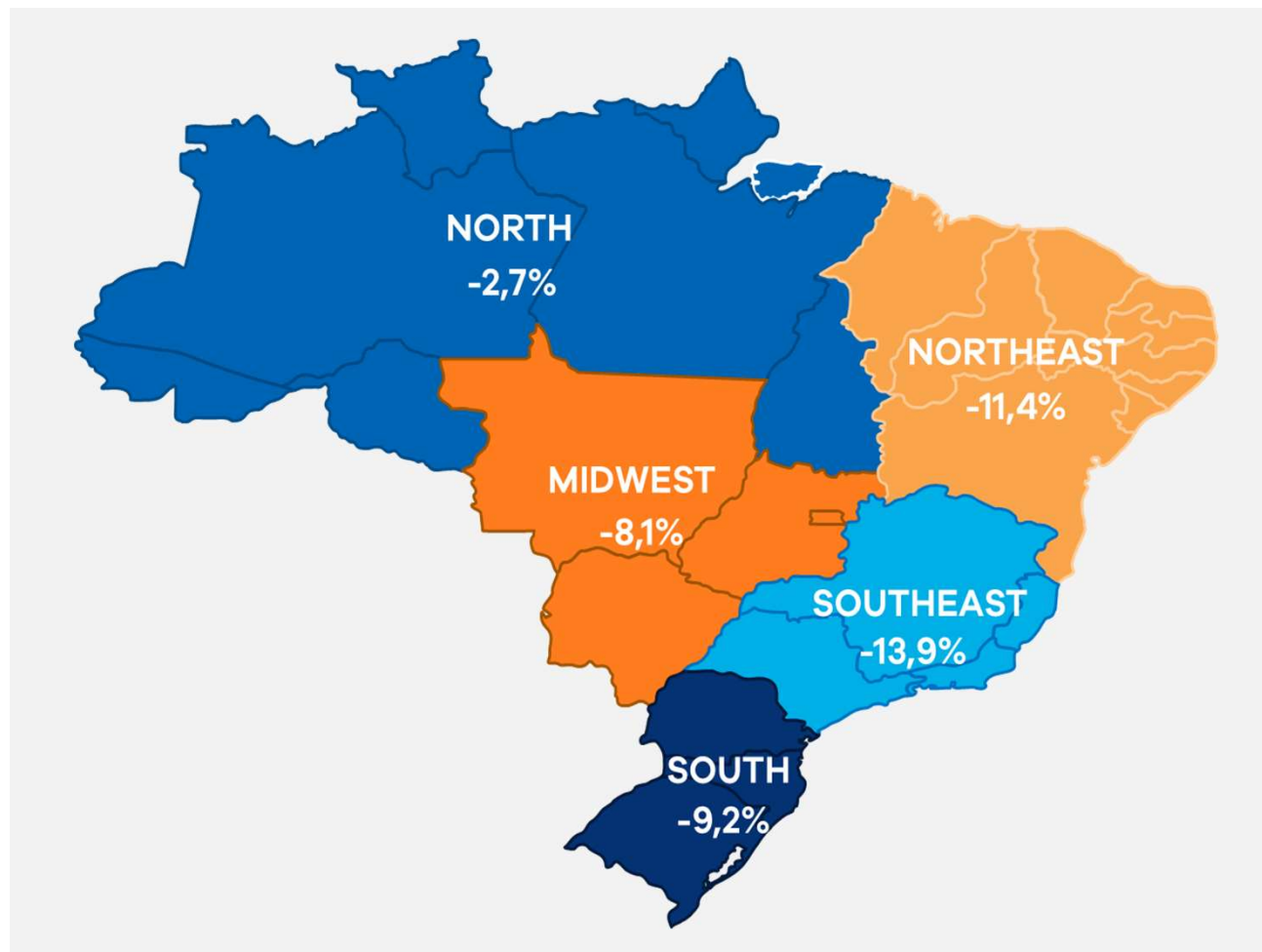
FINANCING PER BRAZILIAN REGION | QUANTITY AND BREAKDOWN PER BRAZILIAN REGION

Breakdown per Brazilian Region (January - November 2020)



FINANCING PER BRAZILIAN REGION | VARIATION % PER BRAZILIAN REGION 2020 VS 2019 (JANUARY - NOVEMBER)

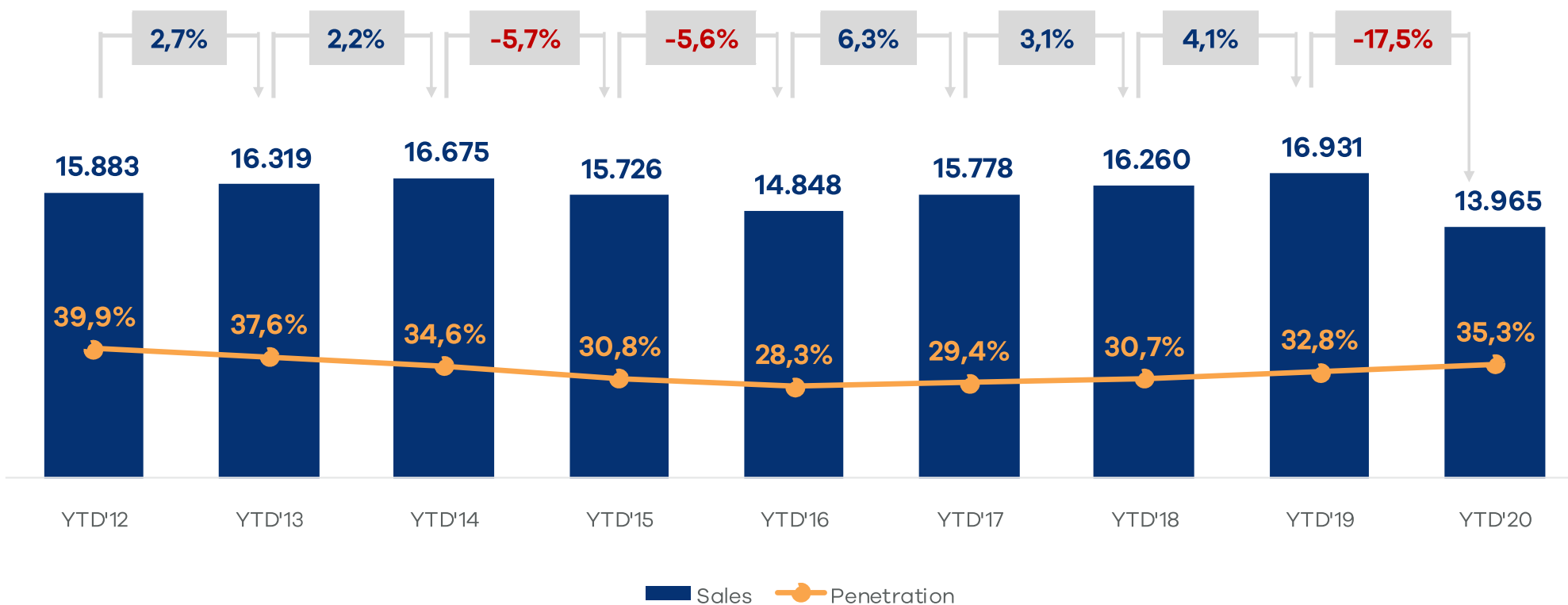
Variation per Brazilian Region (Jan - Nov 2020 vs. Jan - Nov 2019)



2

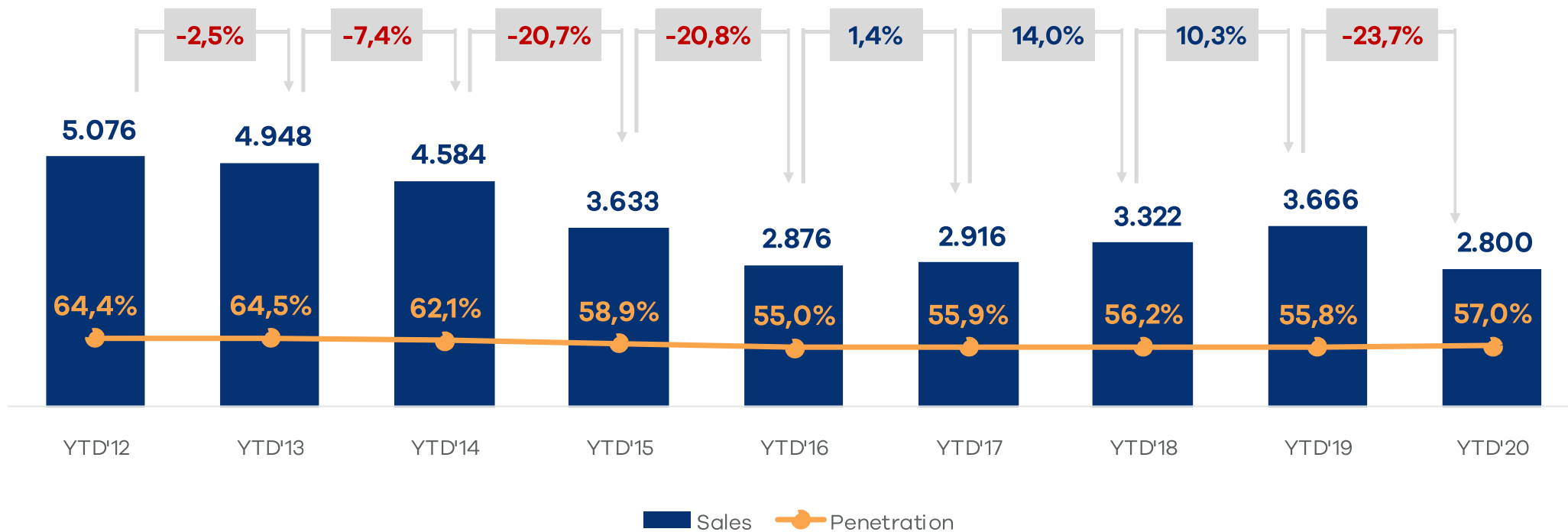
VEHICLE FINANCING VS. SALES

YTD January - November
Units'000, Variation and Vehicle Penetration over Sales



Source Sales: Fenabrave

YTD January - November
Units'000, Variation and Vehicle Penetration over Sales



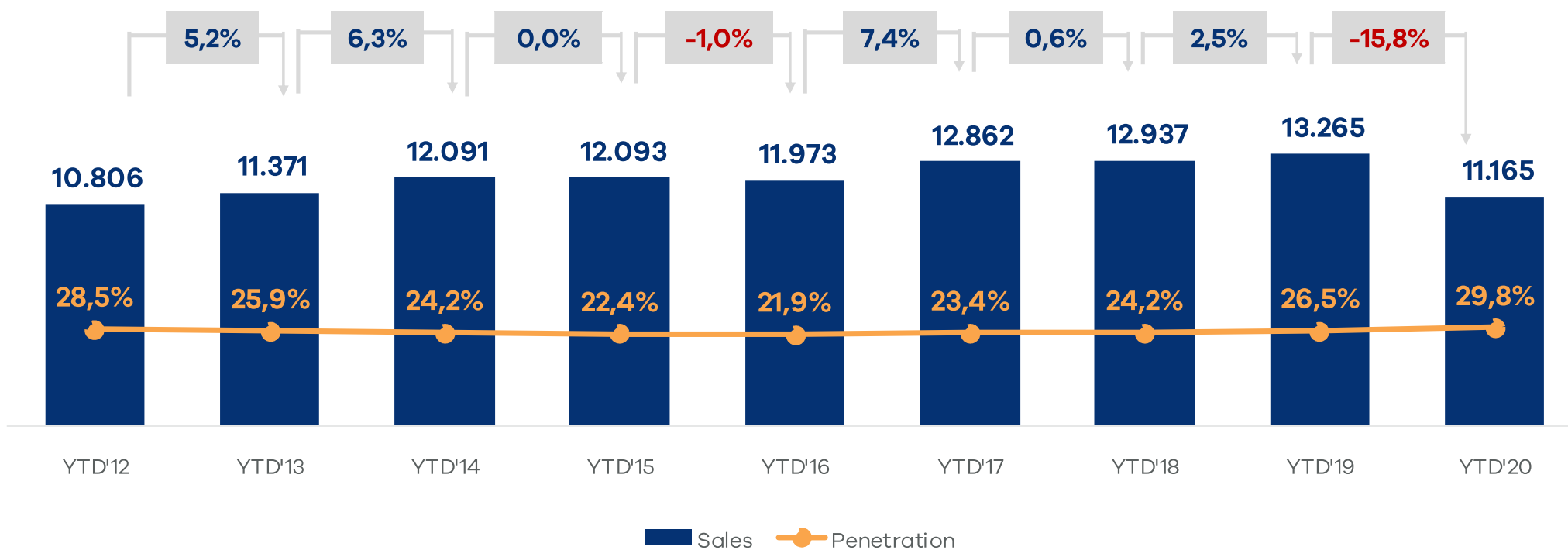
Source Sales: Fenabrave

OPERATING PERFORMANCE | FINANCING VS. SALES | USED VEHICLES



YTD January - November

Units'000, Variation and Vehicle Penetration over Sales

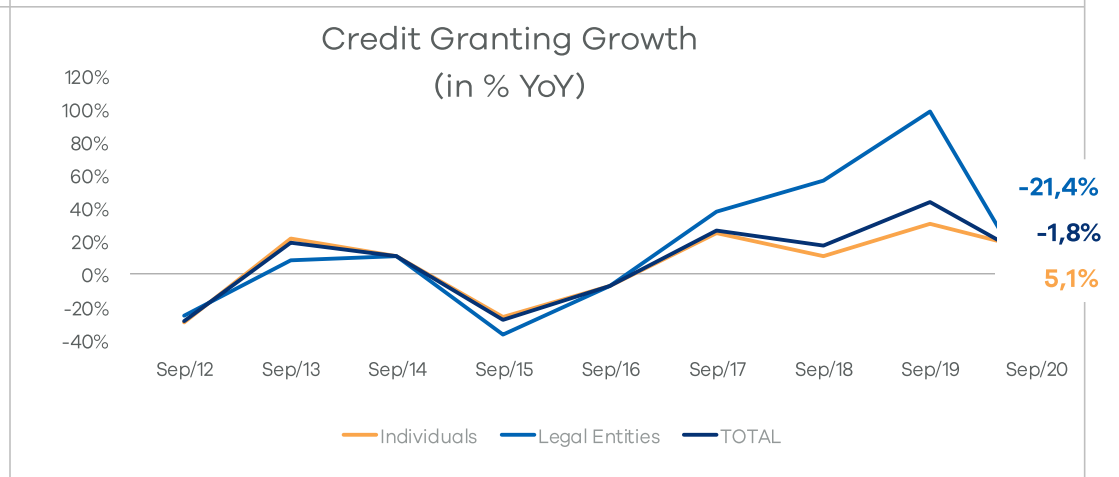
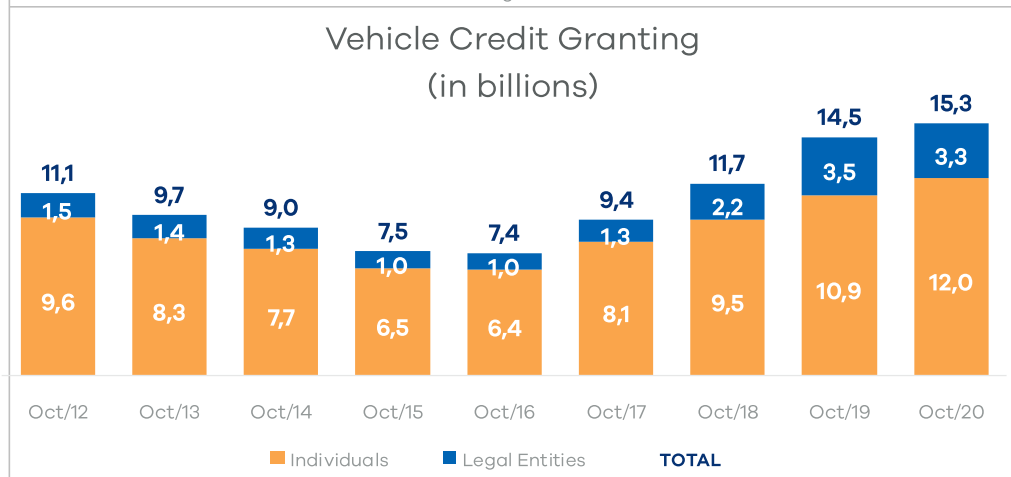
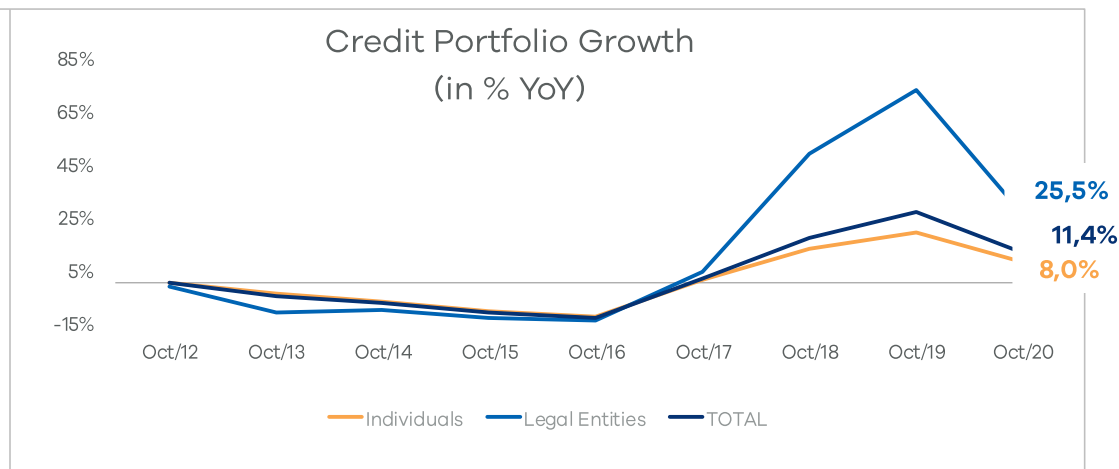
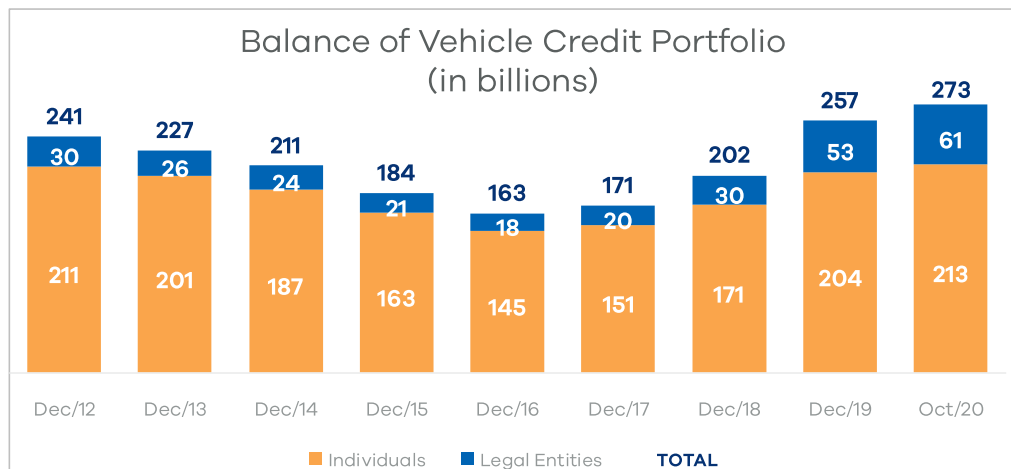


Source Sales: Fenabrave

3

CREDIT DATA ON VEHICLE PURCHASE

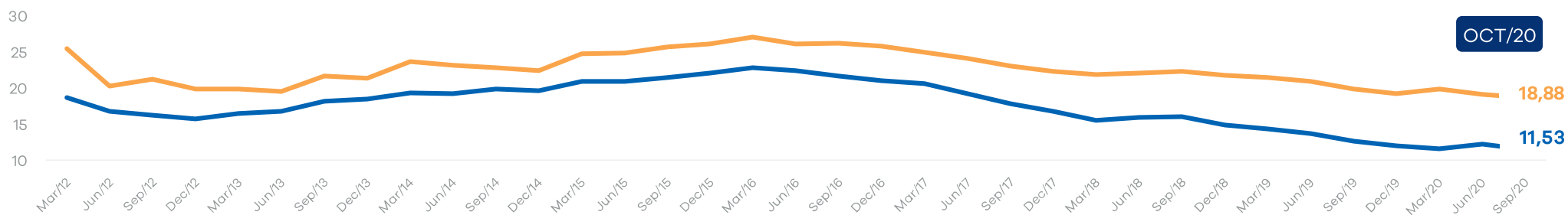
VEHICLE CREDIT | TOTAL | OCTOBER



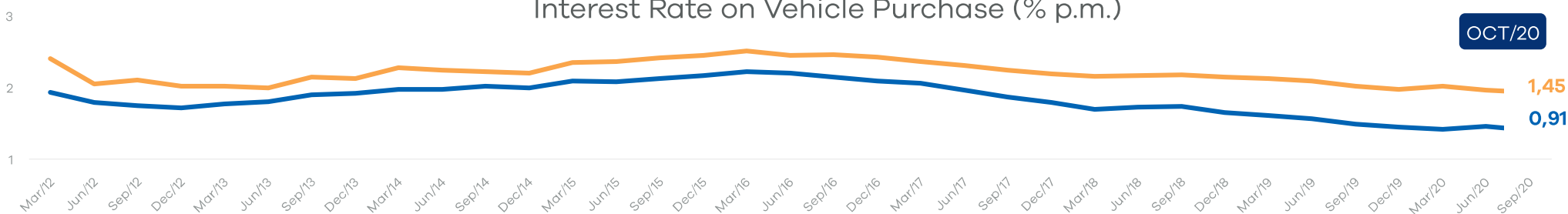
(1) Source: Central Bank of Brazil

INTEREST RATE ON VEHICLE PURCHASE | INDIVIDUALS VS. LEGAL ENTITIES | OCTOBER

Interest Rate on Vehicle Purchase (% p.a.)



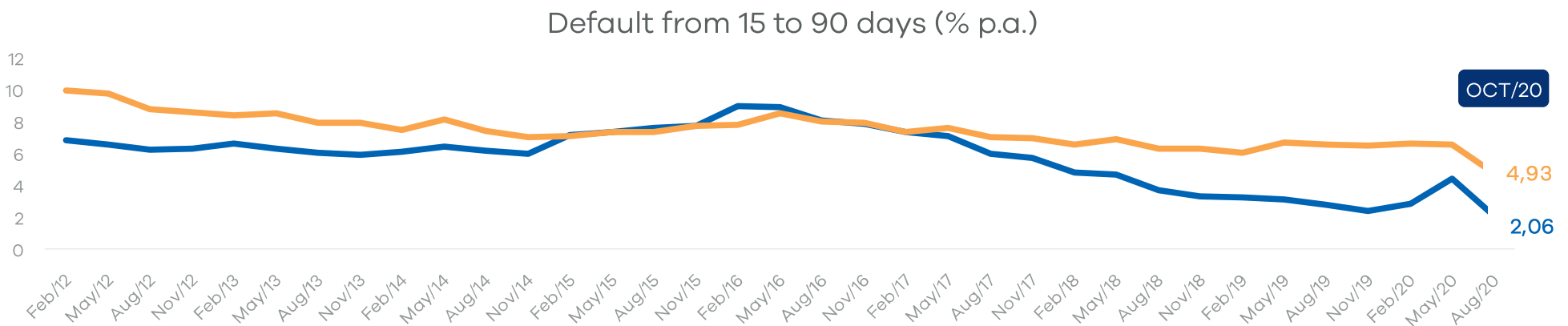
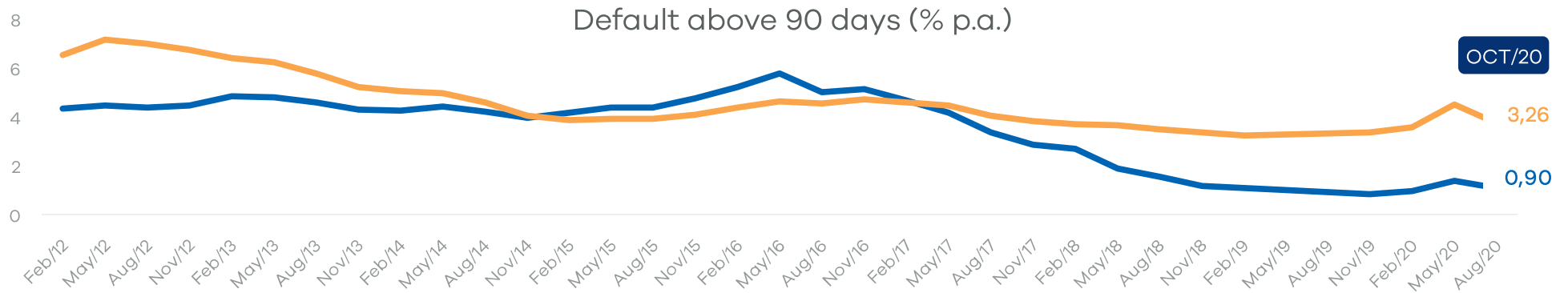
Interest Rate on Vehicle Purchase (% p.m.)



Individuals Legal Entities

(1) Source: Central Bank of Brazil

DEFAULT ON VEHICLE FINANCING | INDIVIDUALS VS. LEGAL ENTITIES | OCTOBER



— Individuals — Legal Entities

(1) Source: Central Bank of Brazil



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