

Vehicle Financing Market

September/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).

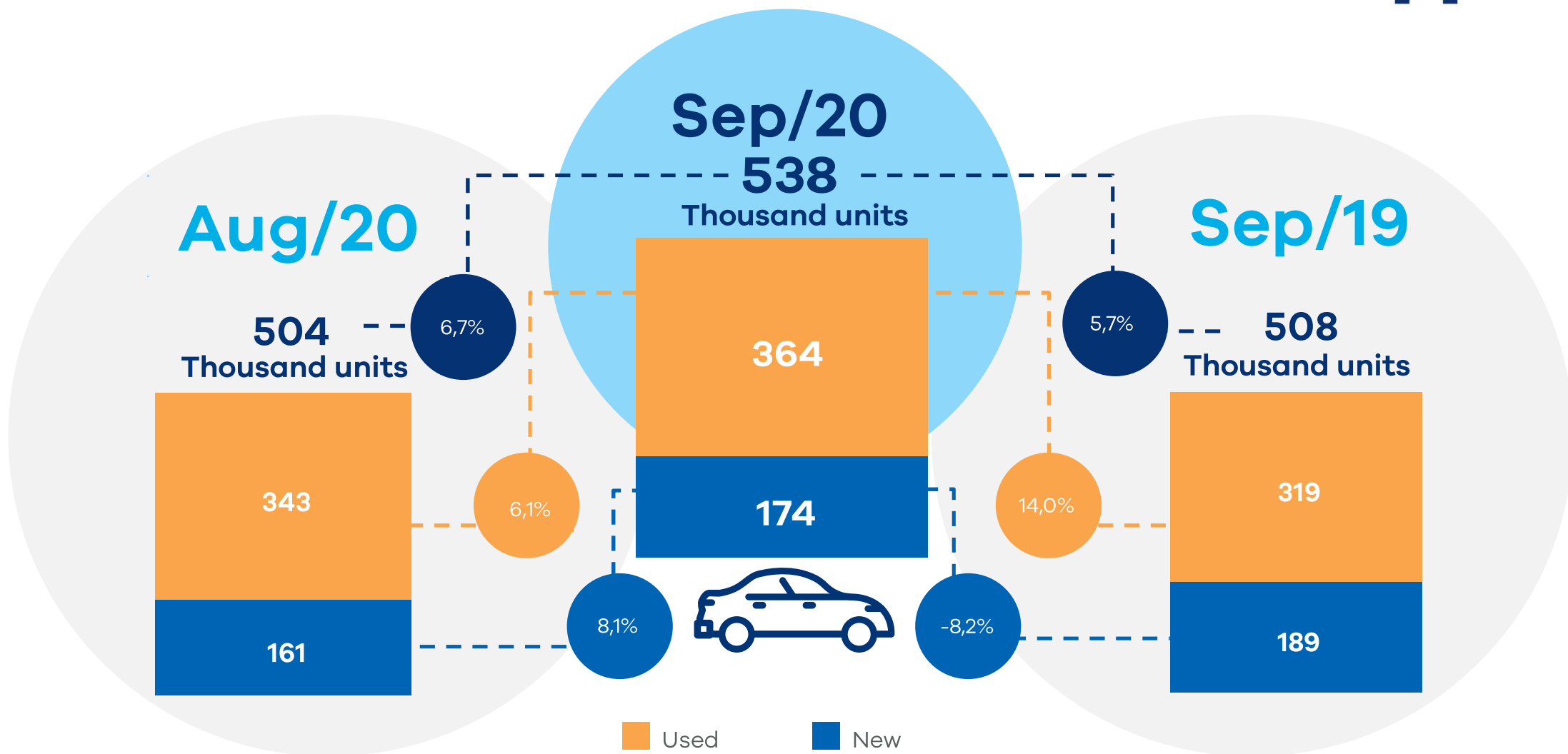
AGENDA

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

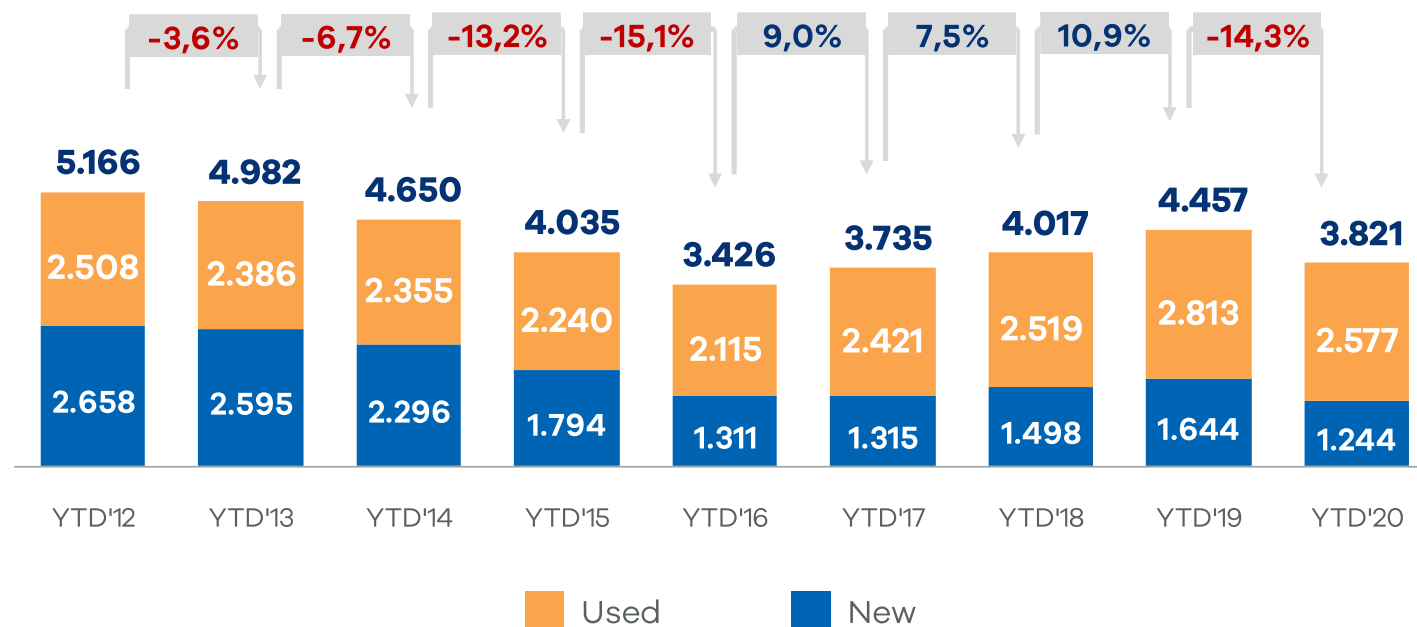
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VEHICLE FINANCING DATA

VEHICLE FINANCING QUANTITY

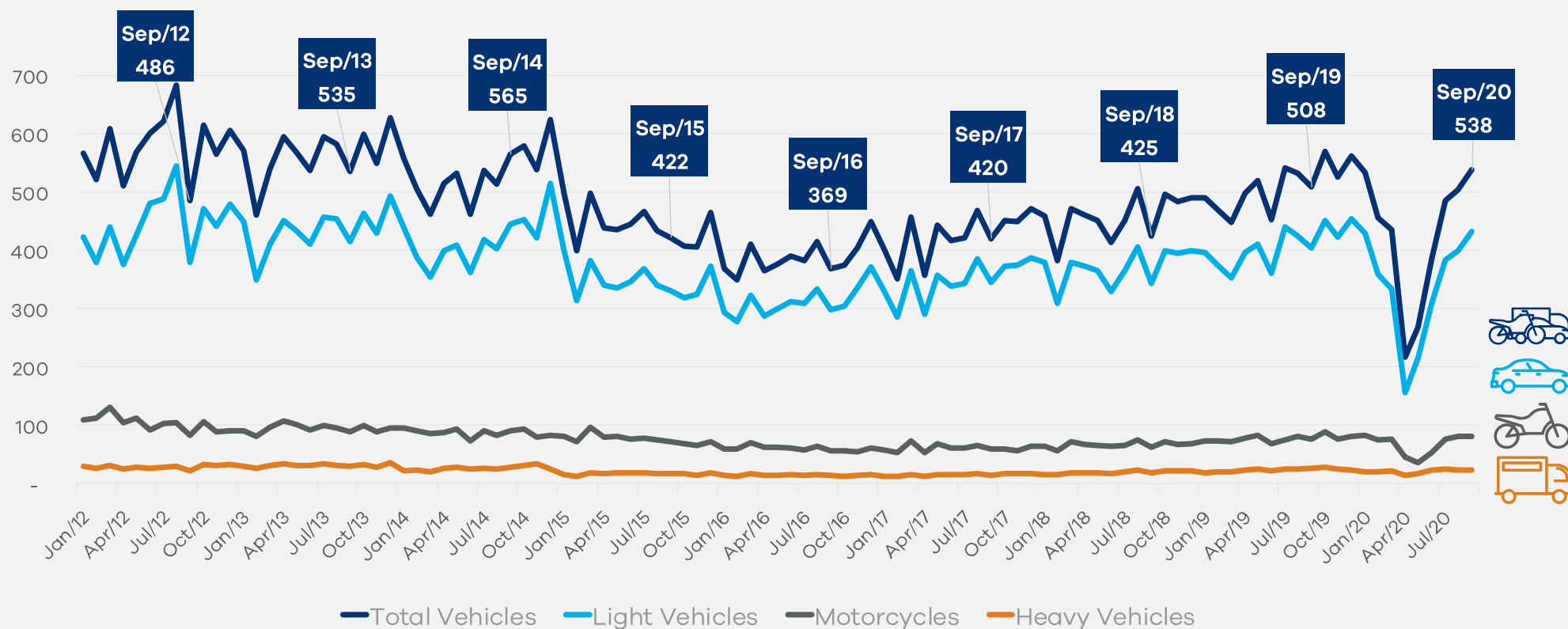


VEHICLE FINANCING QUANTITY | YTD 2020



For YTD 2020 (until September), sales of financed vehicles totaled **3,821 million units**, including new and used vehicles comprising motorcycles, light and heavy vehicles. This figure showed a decrease of **-14,3%** over 2019. This is equivalent to **636 thousand units** less than last year.

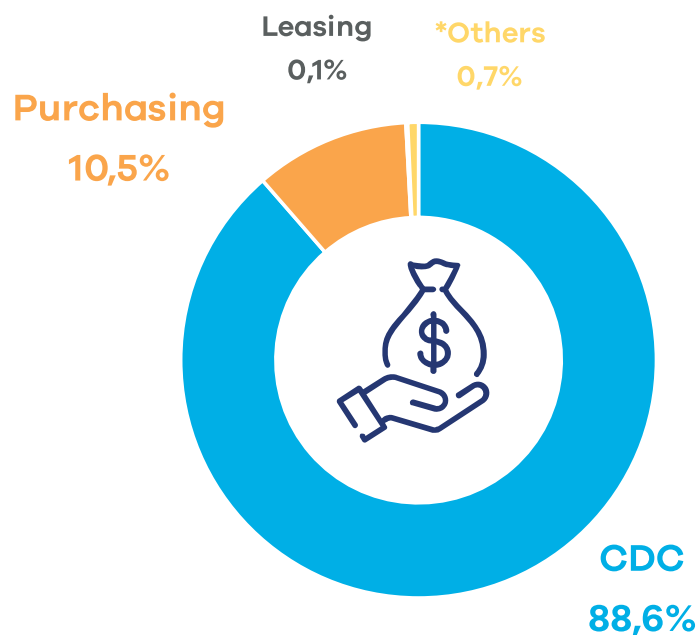
Evolution of the Vehicle Financing Market for the Months of September



In million units

VEHICLE FINANCING MODELS

Breakdown of vehicle financing models
in September 2020



	UNITS'000 (MONTH/YEAR)			VARIATION %	
	Sep'20	Sep'19	Aug'20	Sep'20 vs. Sep'19	Sep'20 vs. Aug'20
CDC	476	444	438	7,3%	8,7%
Purchasing	57	57	61	-1,0%	-6,9%
Leasing	1	4	1	-80,7%	-25,4%
*Others	4	4	4	7,2%	8,7%
Total	538	508	504	5,7%	6,7%

*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 September 2020 it showed an increase of 7.3% compared to September in the previous year.

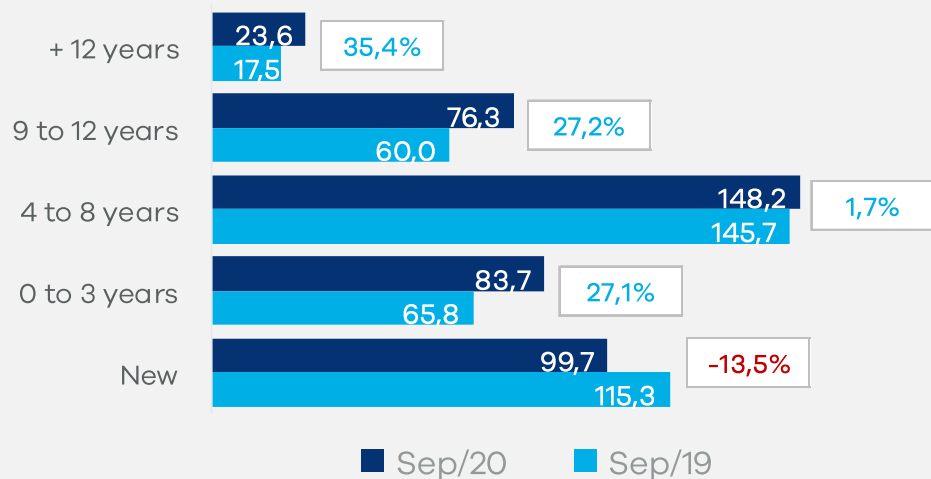
FINANCING PER TIME-OF-USE PERIOD AND PER TERM AND USE RANGE | LIGHT VEHICLES

GRAND TOTAL (thousands of units)

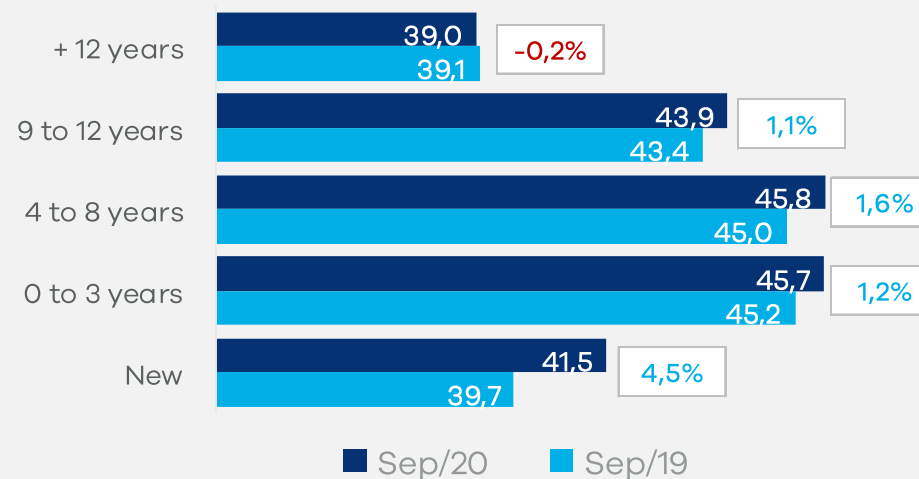
GRAND TOTAL (in months)



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

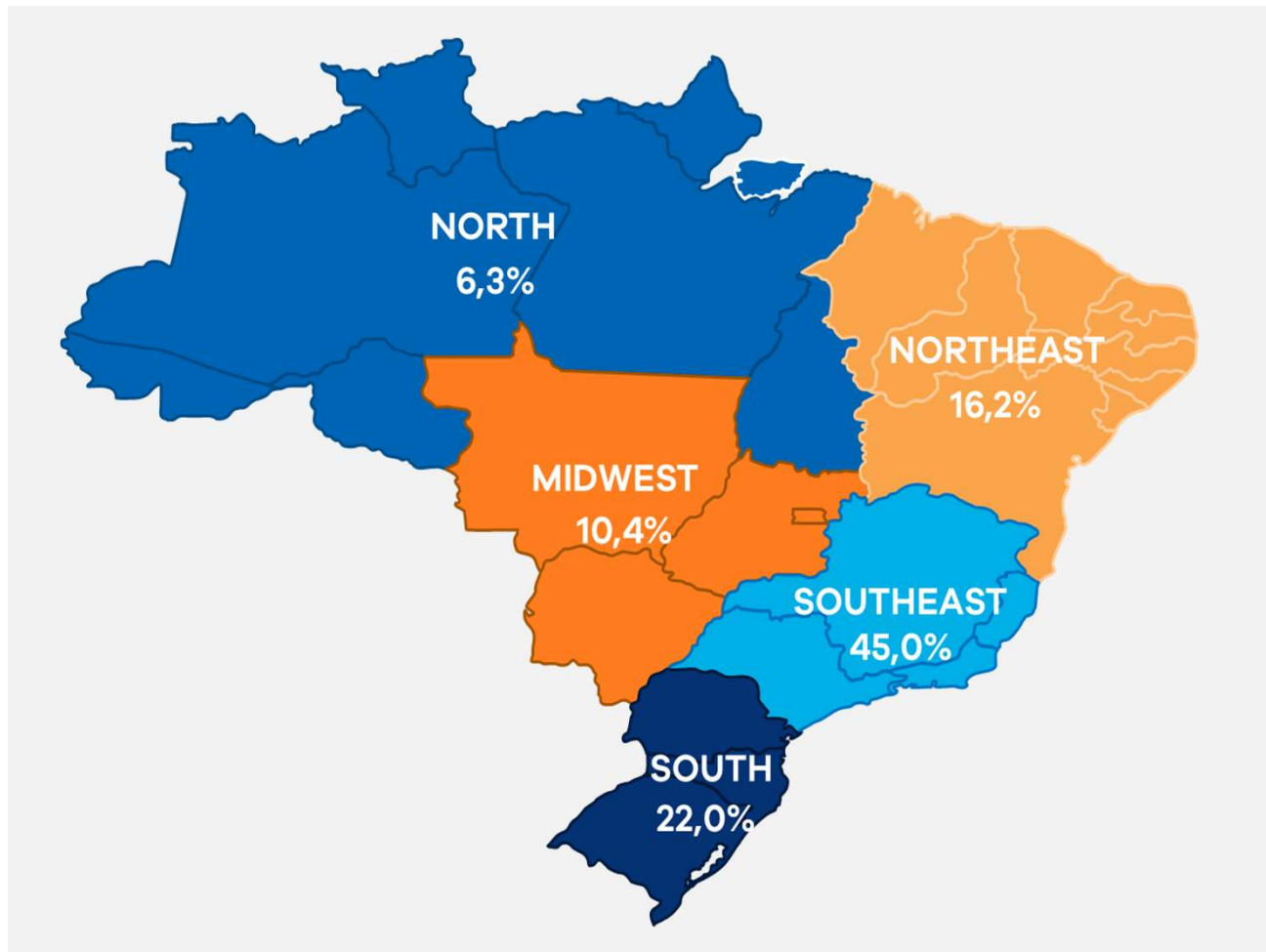


Financing per term and use range
Months and Variation %



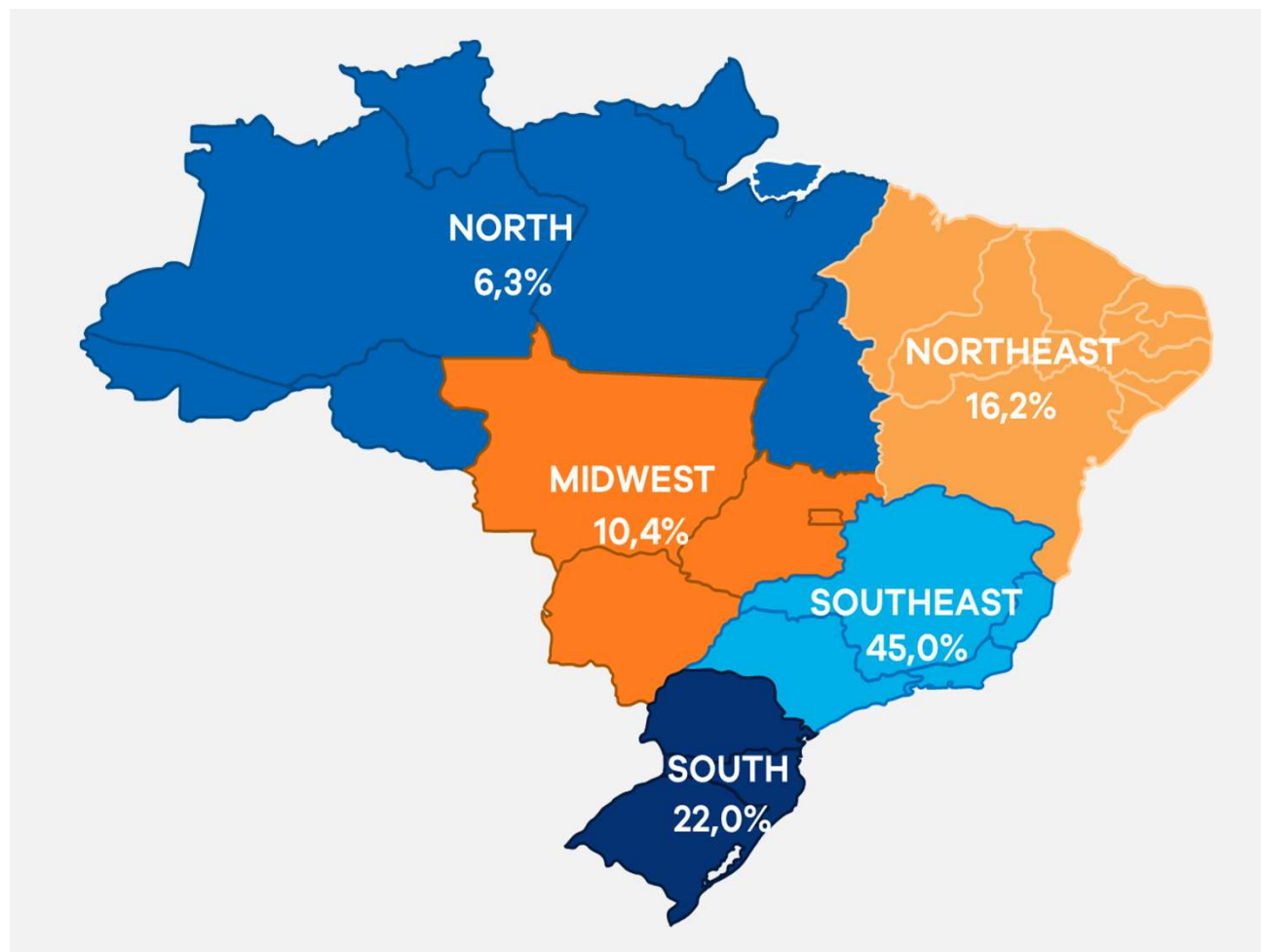
FINANCING PER BRAZILIAN REGION | QUANTITY AND BREAKDOWN PER BRAZILIAN REGION

Breakdown per Brazilian Region (January-September 2020)



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

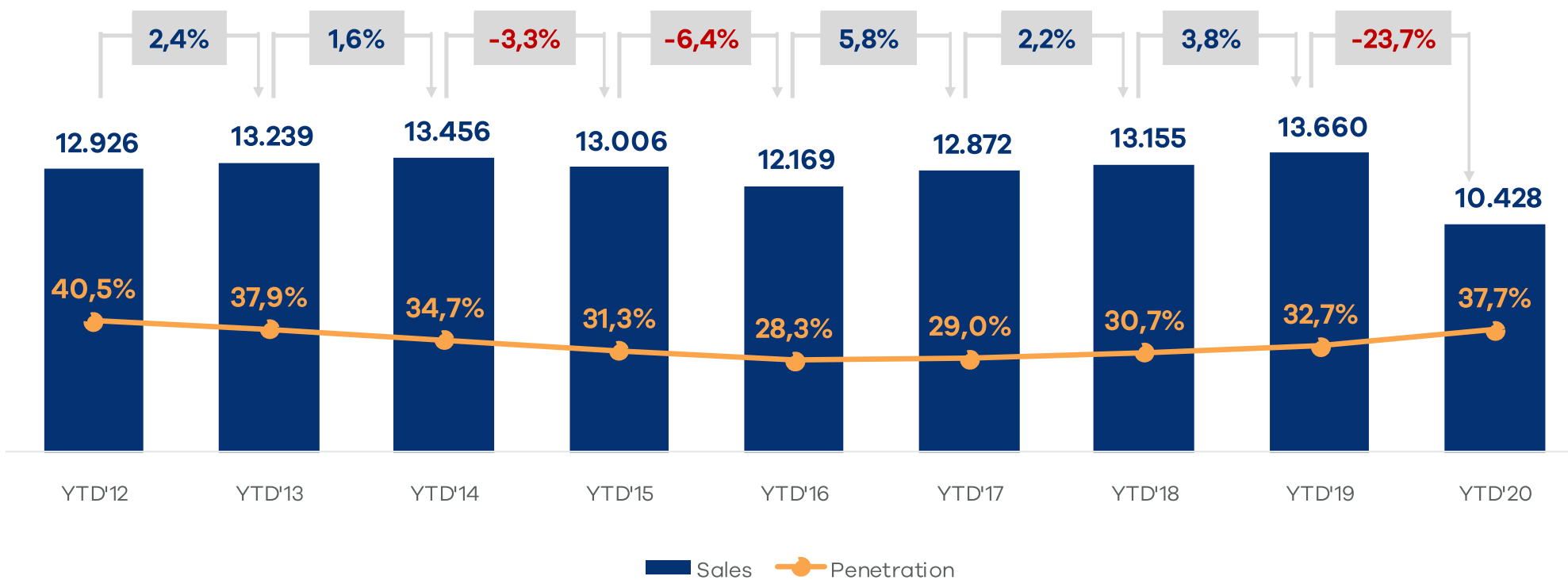
Variation per Brazilian Region (Jan-Sep 2020 vs. Jan-Sep 2019)



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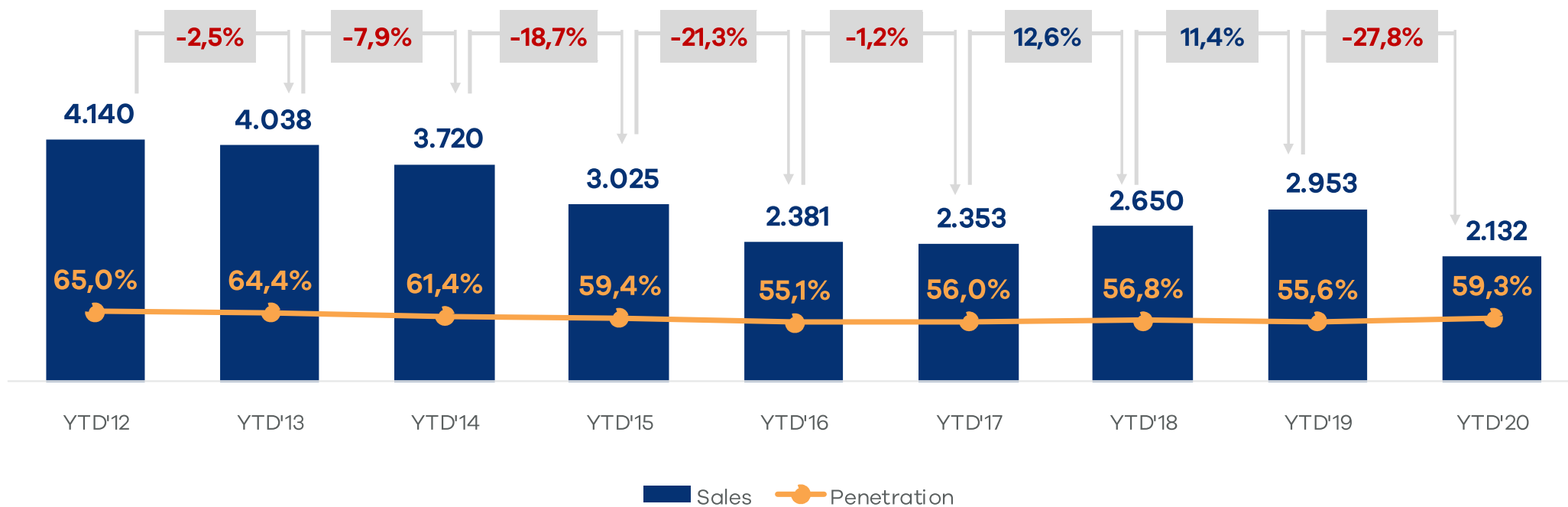
VEHICLE FINANCING VS. SALES

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



Source Sales: Fenabrave

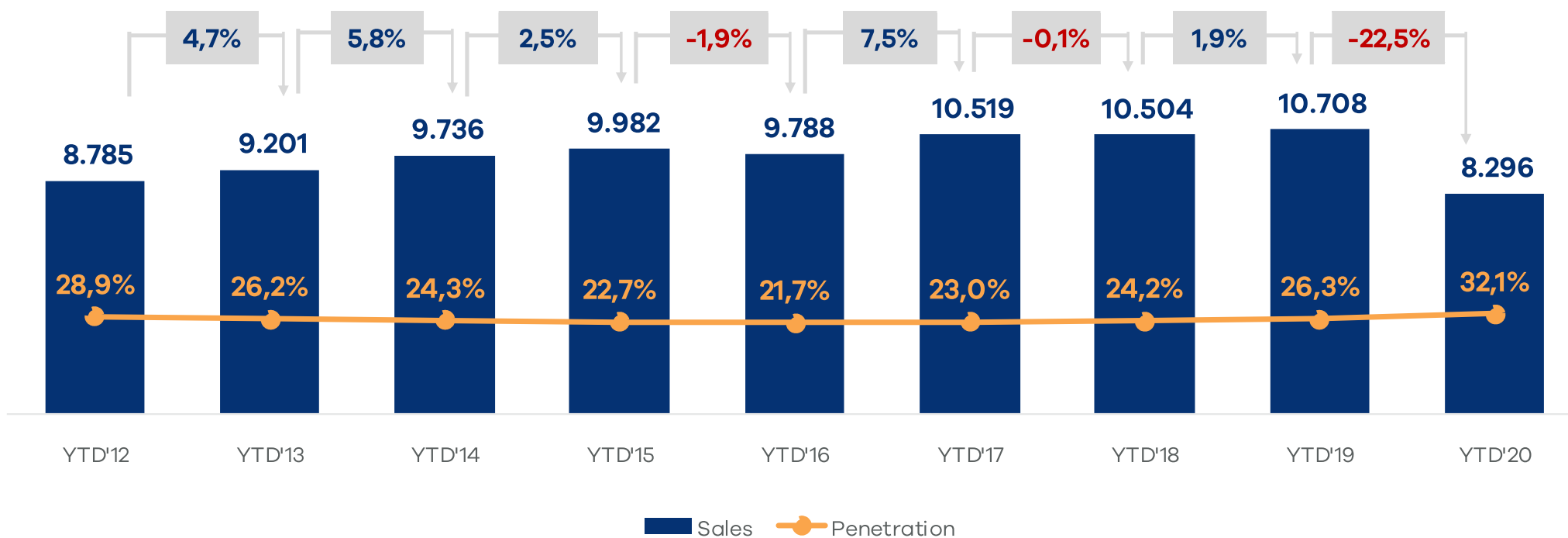
YTD January-September
Units'000, Variation and Vehicle Penetration over Sales



Source Sales: Fenabrave

YTD January-September

Units'000, Variation and Vehicle Penetration over Sales

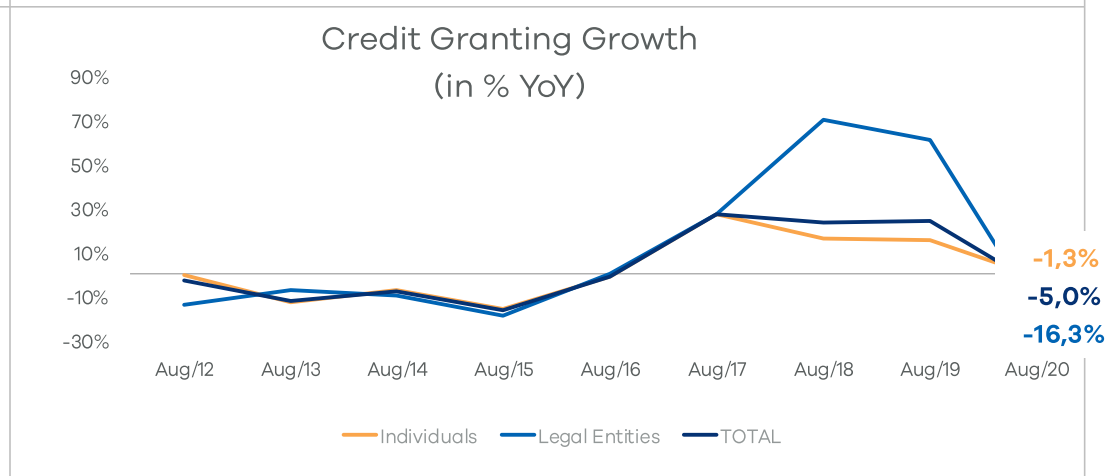
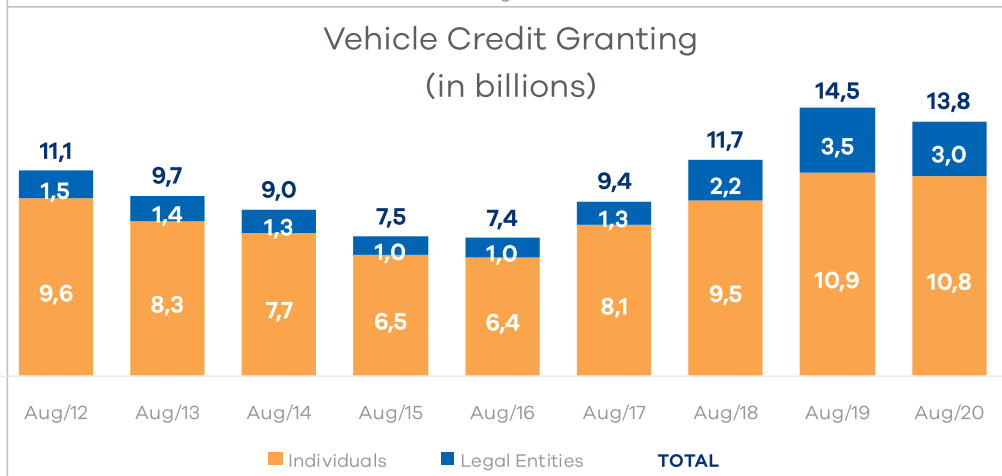
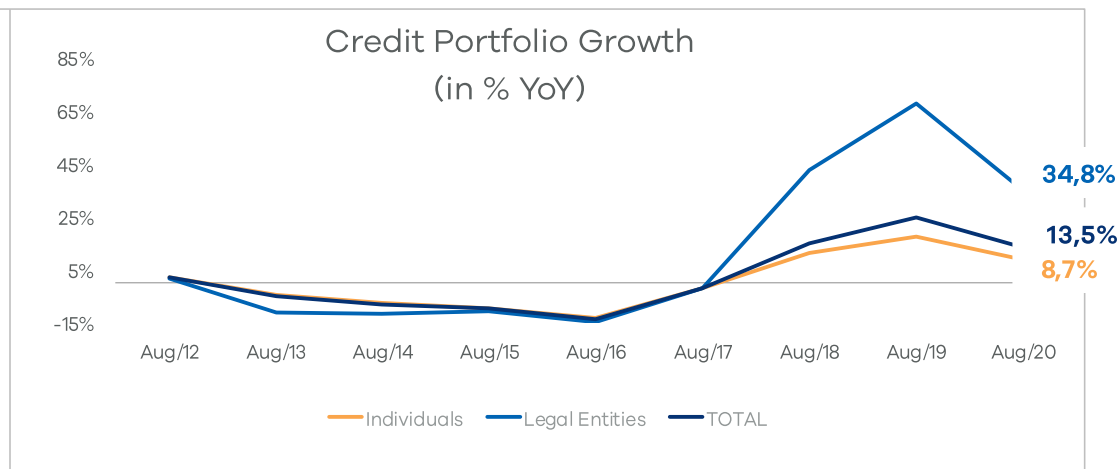
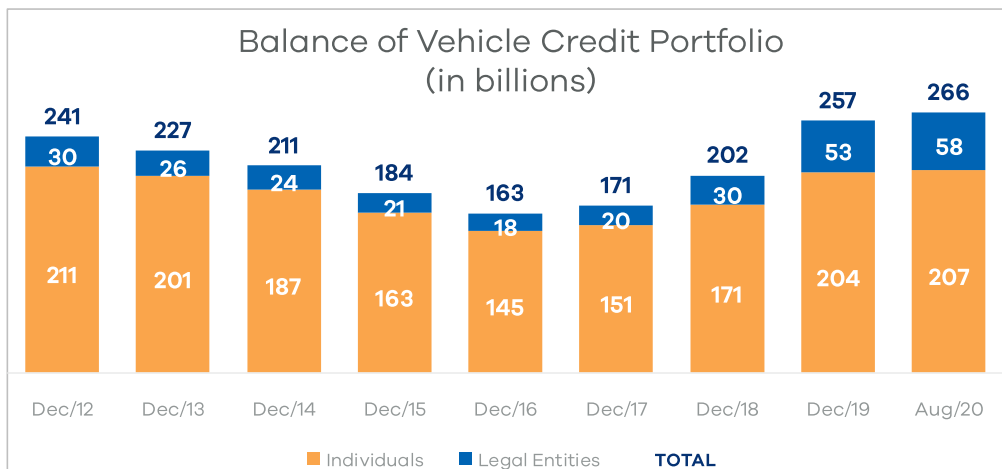


Source Sales: Fenabrave

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CREDIT DATA ON VEHICLE PURCHASE

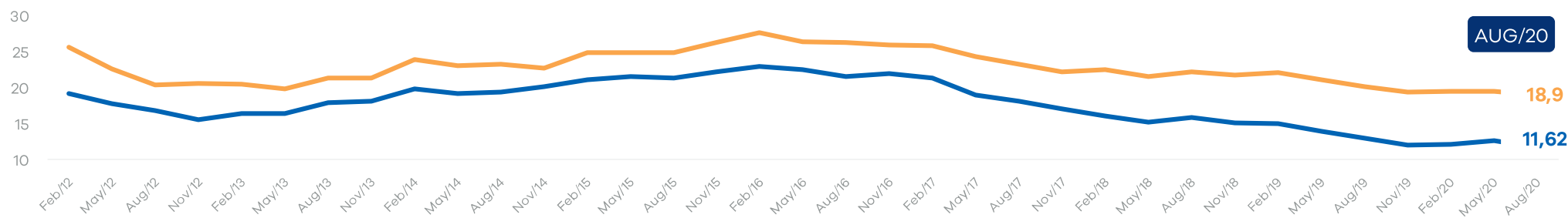
VEHICLE CREDIT | TOTAL | AUGUST



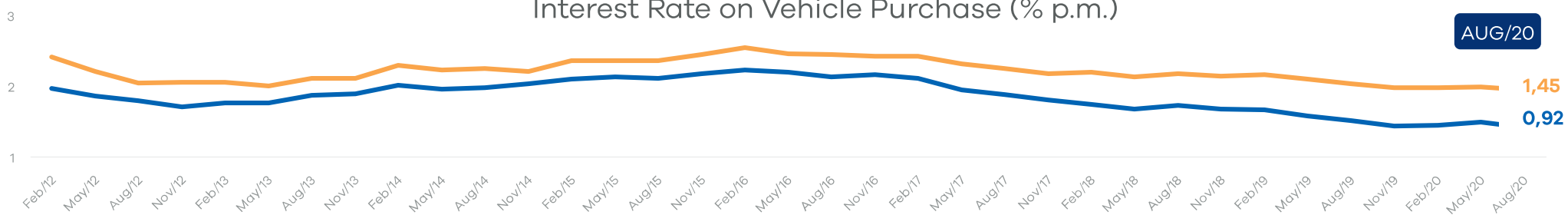
(1) Source: Central Bank of Brazil

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

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



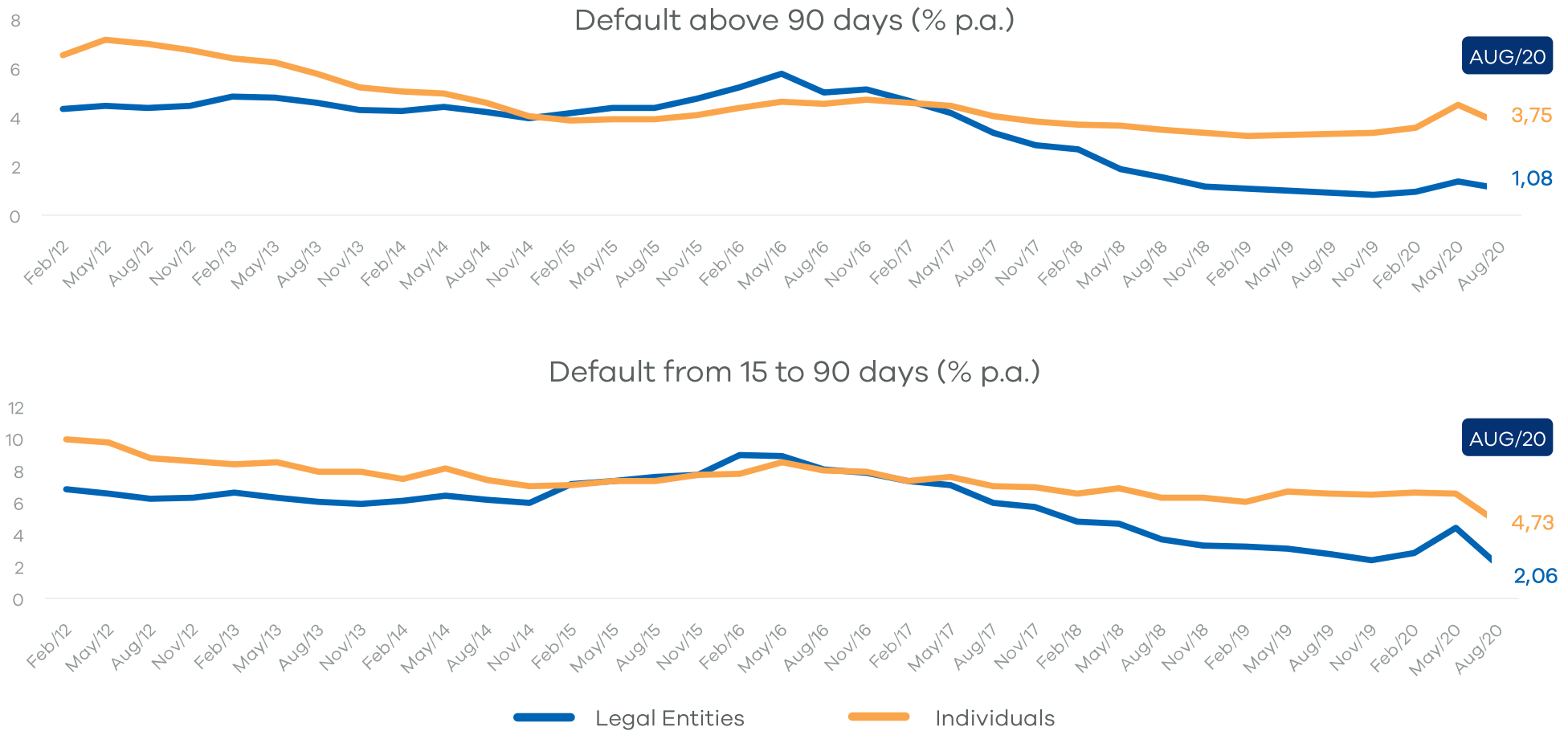
Interest Rate on Vehicle Purchase (% p.m.)



Individuals Legal Entities

(1) Source: Central Bank of Brazil

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



(1) Source: Central Bank of Brazil



PLANEJAMENTO E KPI'S | UNIDADE DE FINANCIAMENTOS