

Personal Loan Report



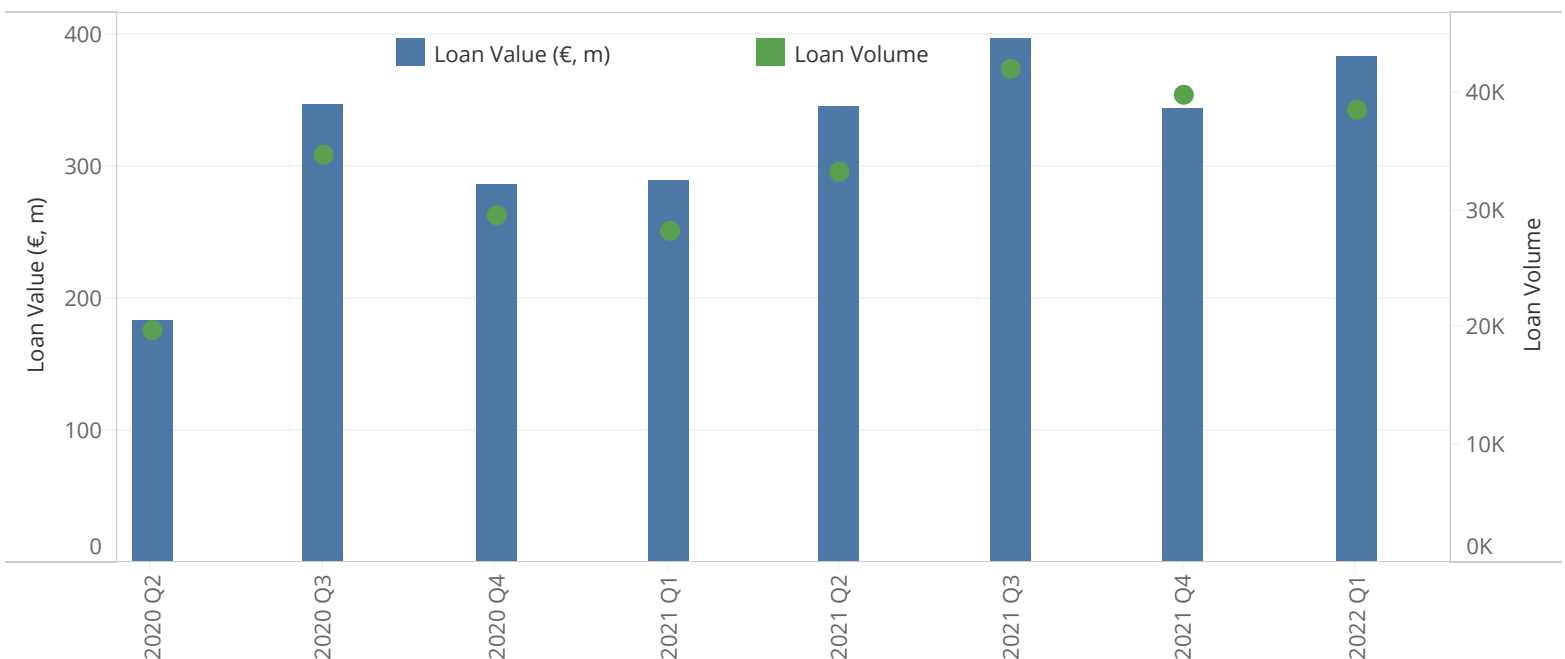
| | | 2021 Q1 | 2021 Q4 | 2022 Q1 | YoY |
|-------------------|---------------------|---------|---------|---------|-------|
| Loan Volume | Car or Auto finance | 10,802 | 10,201 | 11,901 | 10.2% |
| | Home improvements | 8,586 | 11,906 | 10,837 | 26.2% |
| | Education | 1,960 | 3,230 | 3,067 | 56.5% |
| | Other | 6,892 | 14,466 | 12,719 | 84.5% |
| | Total | 28,240 | 39,803 | 38,524 | 36.4% |
| Loan Value (€, m) | Car or Auto finance | 118 | 107 | 134 | 14.1% |
| | Home improvements | 96 | 116 | 126 | 31.0% |
| | Education | 10 | 16 | 16 | 61.5% |
| | Other | 65 | 106 | 108 | 65.3% |
| | Total | 289 | 344 | 384 | 32.9% |

There were 38,524 personal loan drawdowns in Q1 2022, valued at €384 million.

Personal loan drawdown activity rose in volume terms by 36.4% year on year and increased in value terms by 32.9% over the same period.

The volume and value of personal loan drawdowns rose in year-on-year terms for the fourth successive quarter.

The average personal loan fell to €9,963, the highest level since Q2 2021.



Disclaimer
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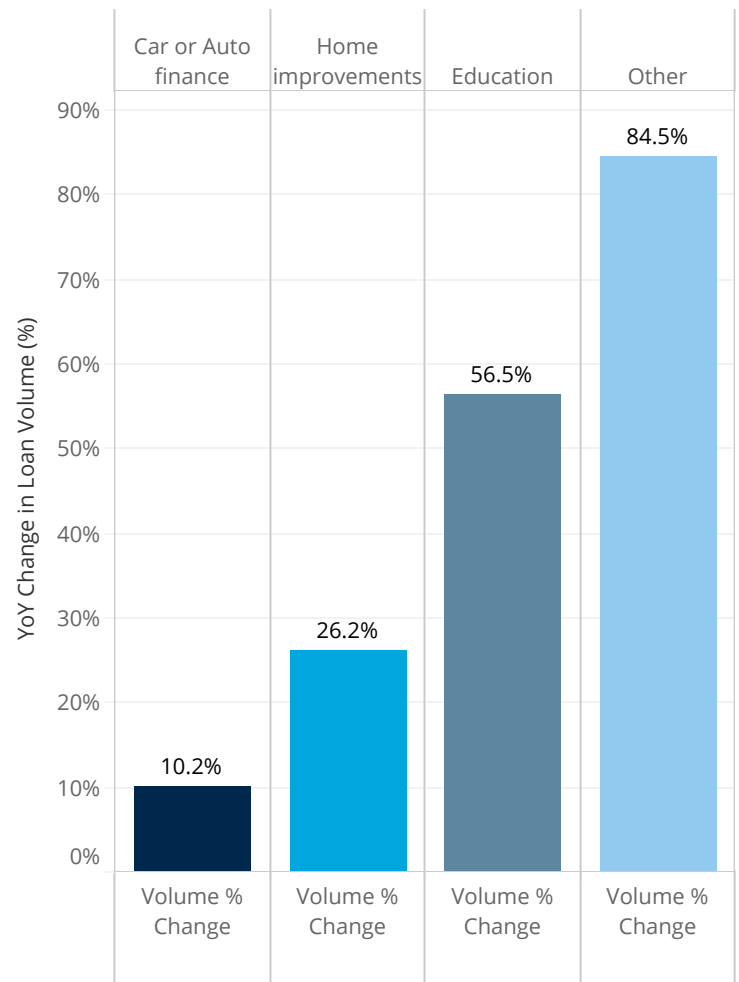
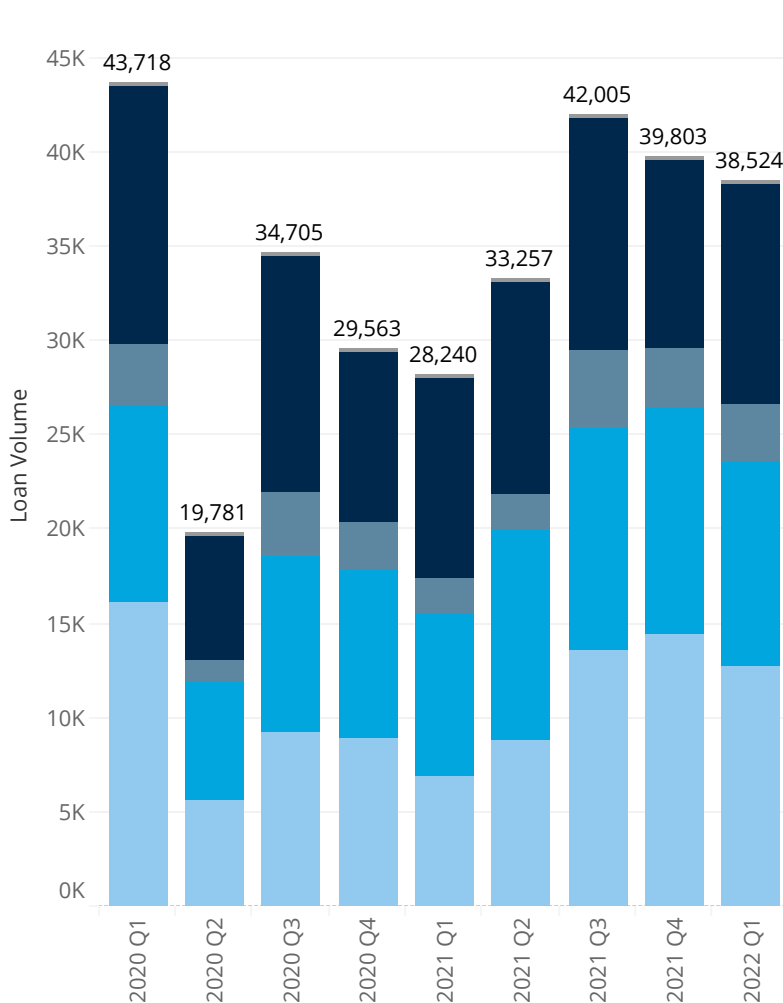


Loan Volumes

In Q1 2022, 11,901 unsecured car/auto finance loans were drawn down in Q1 2022, 10.2% higher than in Q1 2021. The first quarter is a key period for new car sales accounting for about half of new private cars licensed in the past few years, according to the Central Statistics Office.

The number of home improvement loans rose by 26.2% year on year to 10,837. The number of loans for education purposes increased by 56.5% to 3,067 while loans for other purposes increased by 84.5% year on year to 12,719.

Car or Auto finance Education Home improvements Other



Notes:

What are personal loan drawdowns?

Personal loan drawdowns are funds drawn down by household borrowers as term loans granted for the purpose of personal use in the consumption of goods or services and where the credit is not secured on any form of asset.

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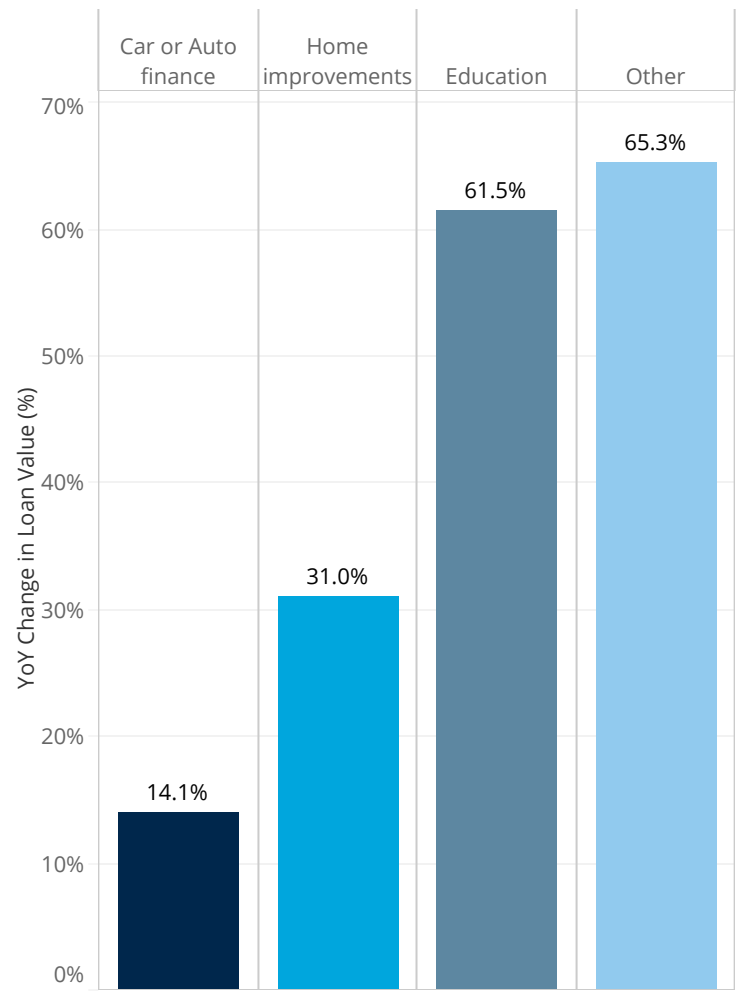
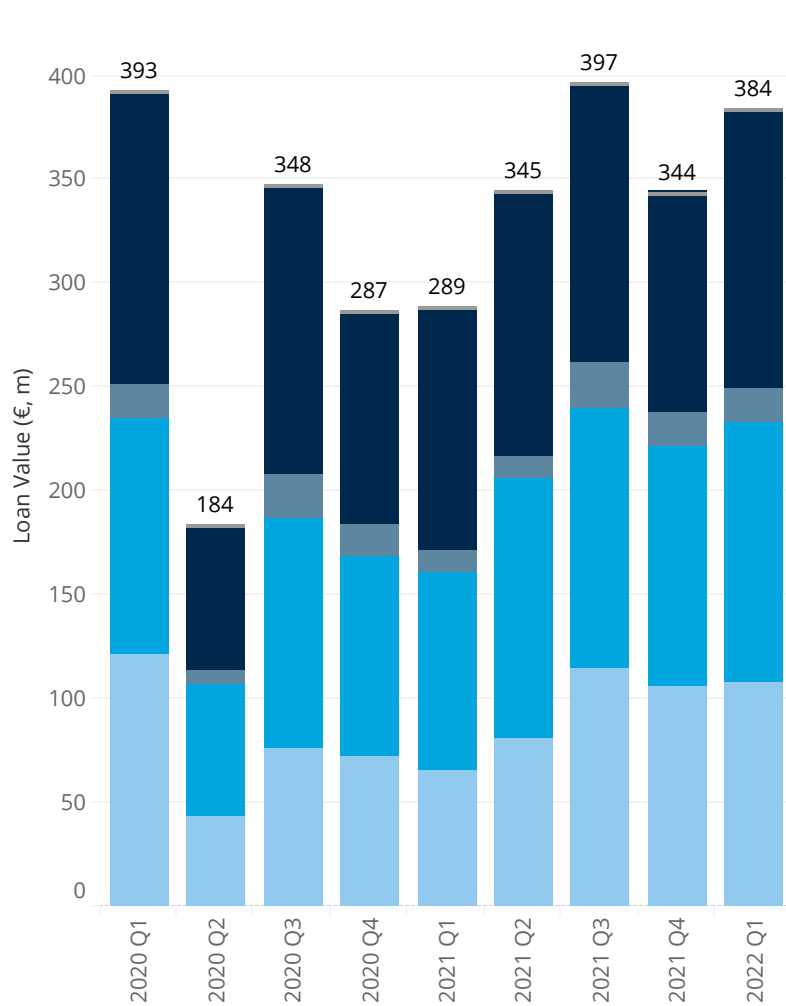
Loan Values

Some €134 million was drawn down in car/auto finance loans in Q1 2022, 14.1% more than in the same period of 2021.

The value of personal loan drawdowns for home improvements rose by 31% year on year to €126 million, the highest value since the data series began in 2020.

The value of loans for education purposes increased by 61.5% to €16 million while loans for other purposes increased by 65.3% year on year to €108 million.

■ Car or Auto finance
 ■ Education
 ■ Home improvements
 ■ Other



Notes:

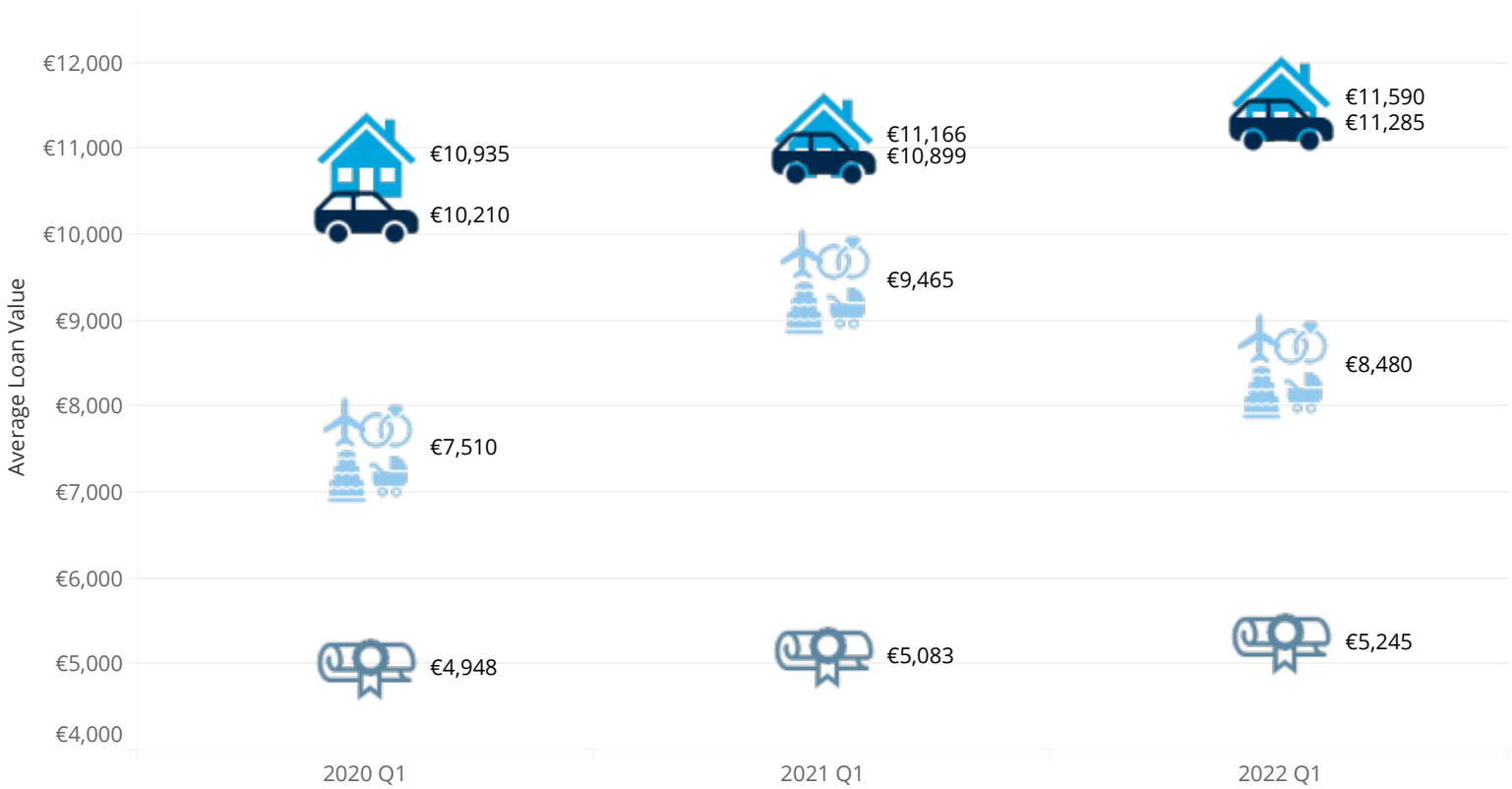
About this data

This data relates to loans drawn down from participating BPFI member institutions: AIB, Avant Money, Bank of Ireland, KBC Bank Ireland and permanent tsb. The full data series, and the list of participating institutions, is available on the BPFI website at www.bpfi.ie.

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Average Values



The average loan value rose in most segments between Q1 2021 and Q1 2022 with the average home improvement loan up by about €400 to €11,590 and the average car/auto loan by almost €400 higher at €11,285.

Notes:

About Us

Banking & Payments Federation Ireland (BPFI) is the principal voice of the banking and financial services sector in Ireland. For queries, contact Anthony O'Brien, Head of Sector Research & Analysis, BPFI at anthony.obrien@bpfi.ie.

Loan Purpose Explained

This is the purpose stated by the customer for the loan funds based on the information provided in the application or based on the lender loan product for which the customer applied.

Car/Auto finance excl. HP

A loan for which the customer's stated purpose is to buy a new or used car or other light motor vehicle or where the lender loan product is car loan. Any finance secured on a motor vehicle is excluded.

Education

A loan for which the customer's stated purpose is to pay for education including student loans or loans drawn down by parents to pay for their children's education or where the lender loan product is education or student loan.

Home improvements

A loan for which the customer's stated purpose is to pay for home improvements or where the lender loan product is home improvement loan. Green loans and loans to pay for home environmental improvement or to enhance energy efficiency may be included. The loan is not be secured on property.

Other/Unclassified

A loan for any purpose other than car/auto finance, education or home improvement or where the purposes is not stated.