

BRISTOL COUNTY  
MEETINGS BUREAU

Impact of the Great Recession on Consumers,  
Creditworthiness and Underwriting Standards

June 13, 2013

*Making a difference*

# What is Indirect Automobile Lending?

*Making a difference*

- Dealerships act as “informal loan centers” for the Bank
- Customers are given the convenience of “one stop shopping”
- Loan documentation is completed at the dealership and submitted to the Bank for review and funding
- The loan is serviced by the Bank

The top of the slide features a dark teal background with a faint, circular logo. The logo contains the text "BRISTOL COUNTY MEETINGS ROOM" in a serif font, arranged in a semi-circle.

# Why choose to participate in Indirect Automobile Lending?

*Making a difference*

# Advantages to Indirect Automobile Lending

- Assists in increasing loan volume
- Helps to diversify the Bank's loan portfolio
- Offers consumers in the Bank's market area convenience
- Expands the customer base
- The Bank does not have to wait for the customer to walk into our branches to obtain a loan



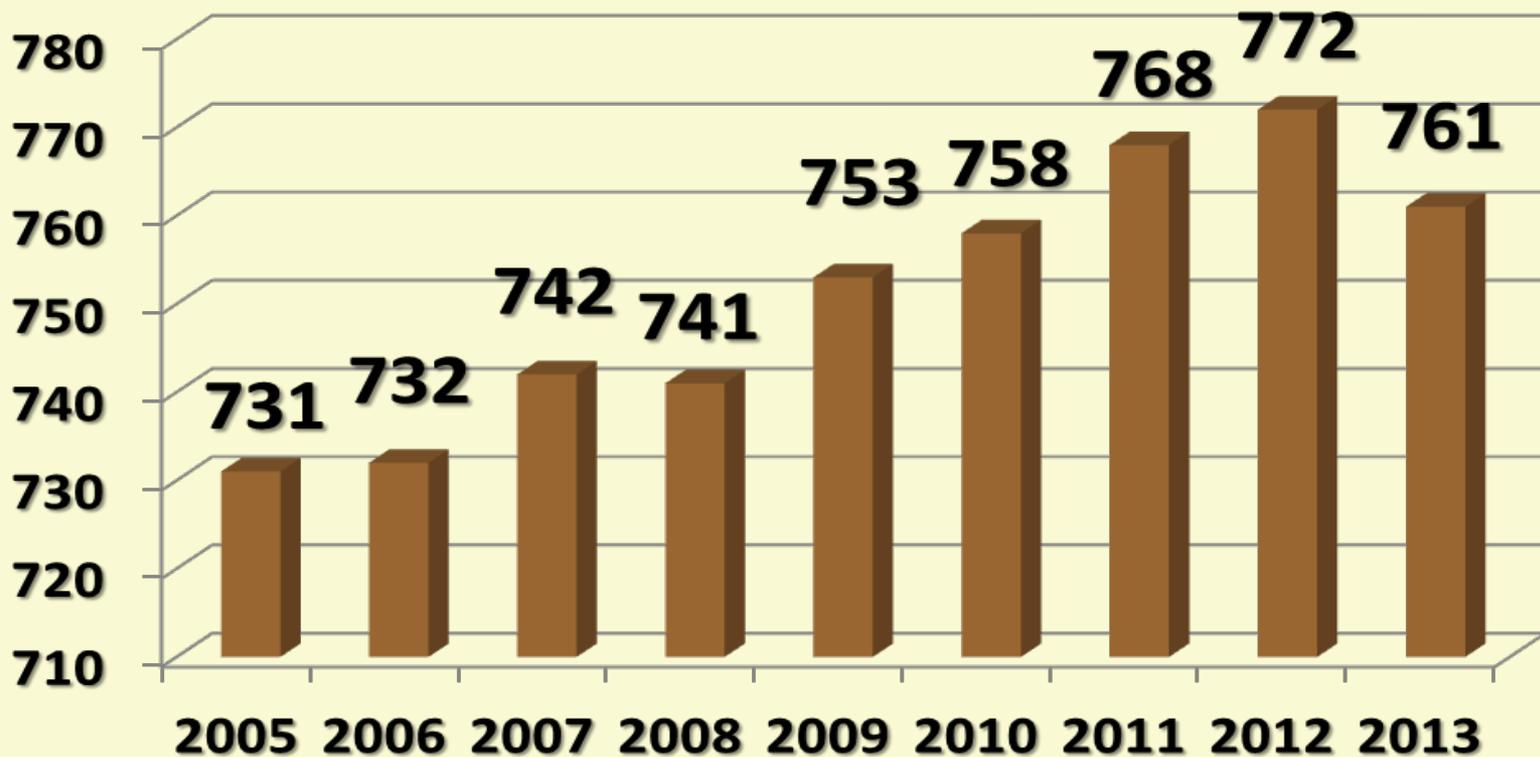
Why did Bristol County Savings  
Bank decide to participate in  
Indirect Automobile Lending?

*Making a difference*

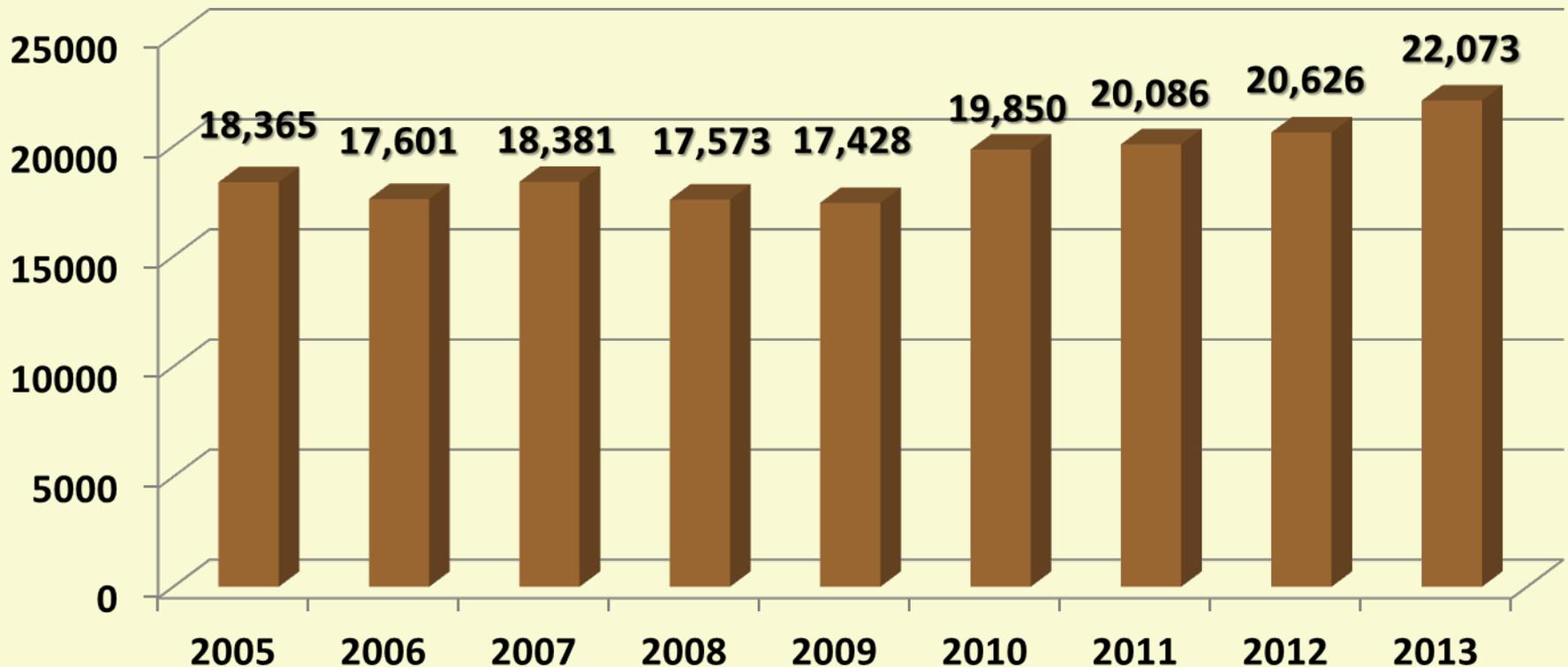
# Why Auto Lending and BCSB?

- BCSB was looking to diversify its' loan portfolio
- Commercial and residential loans made up the loan portfolio prior to 2005
- BCSB decided to expand consumer lending to reduce risk and grow the loan portfolio

# Average Credit Score

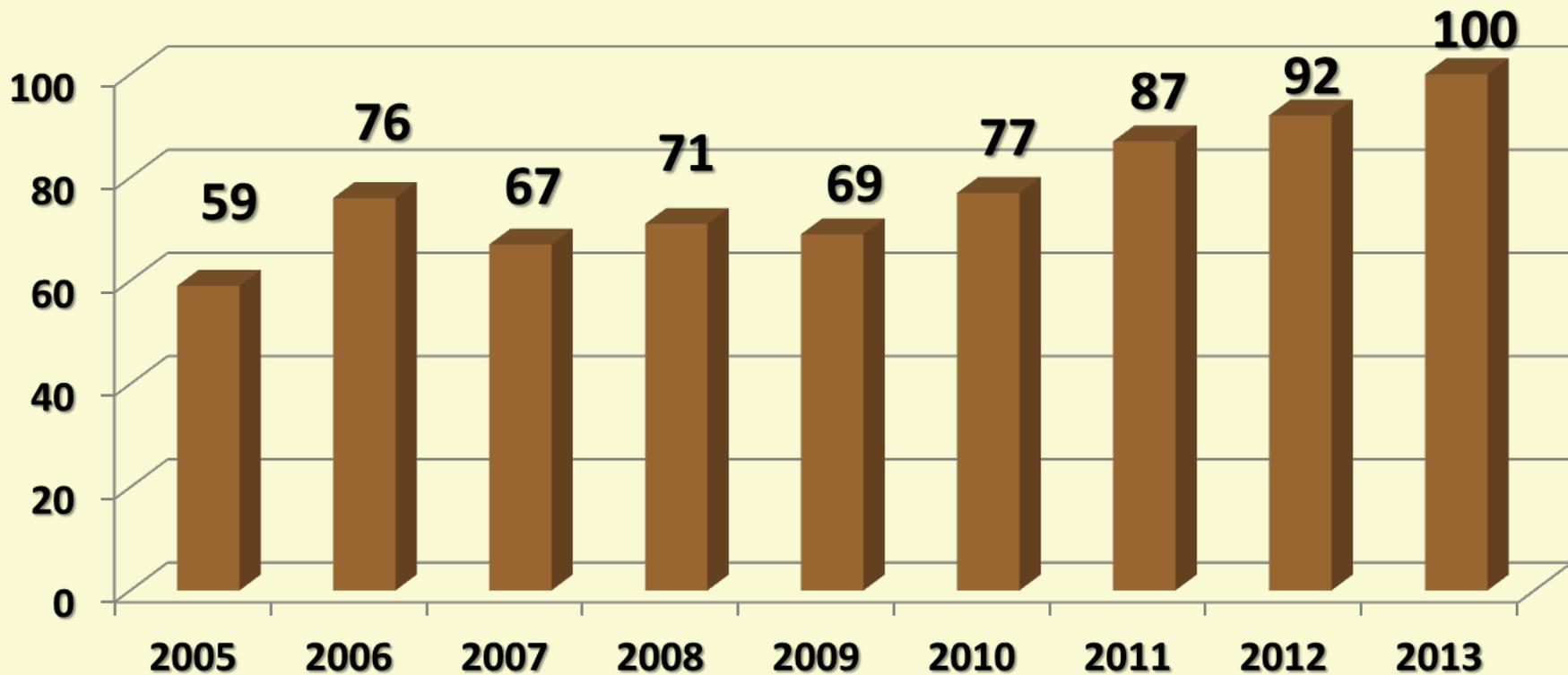


# Average Loan Amount



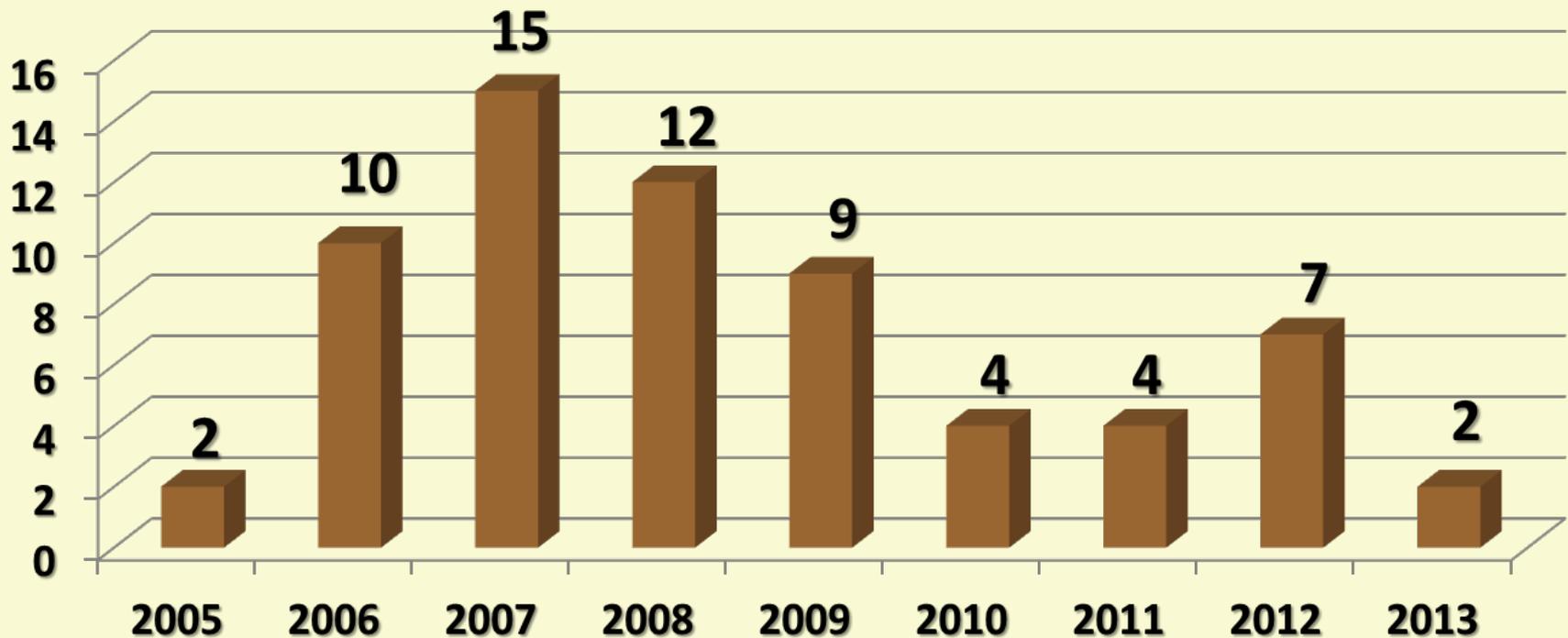
# Number of Dealers

Dealers In BCSB Auto Lending Program

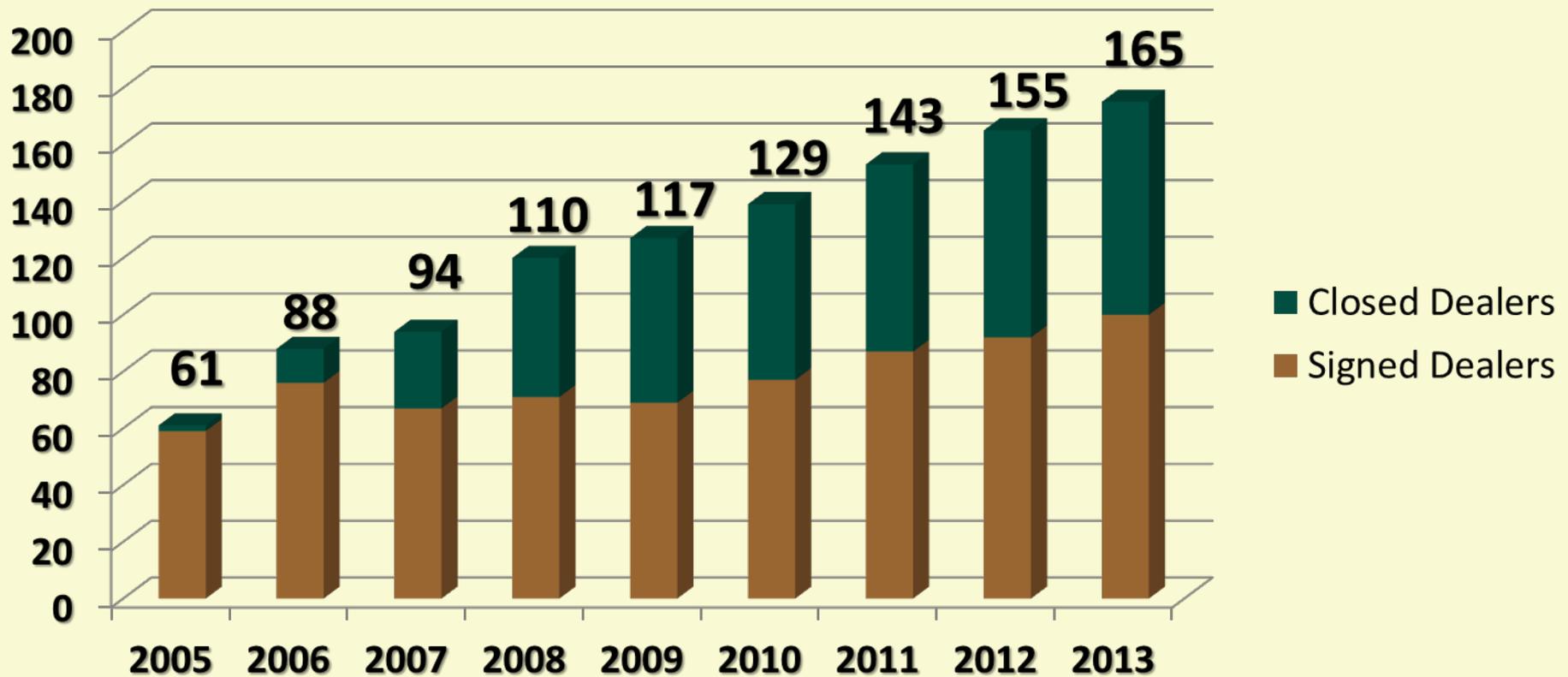


# Closed Dealerships

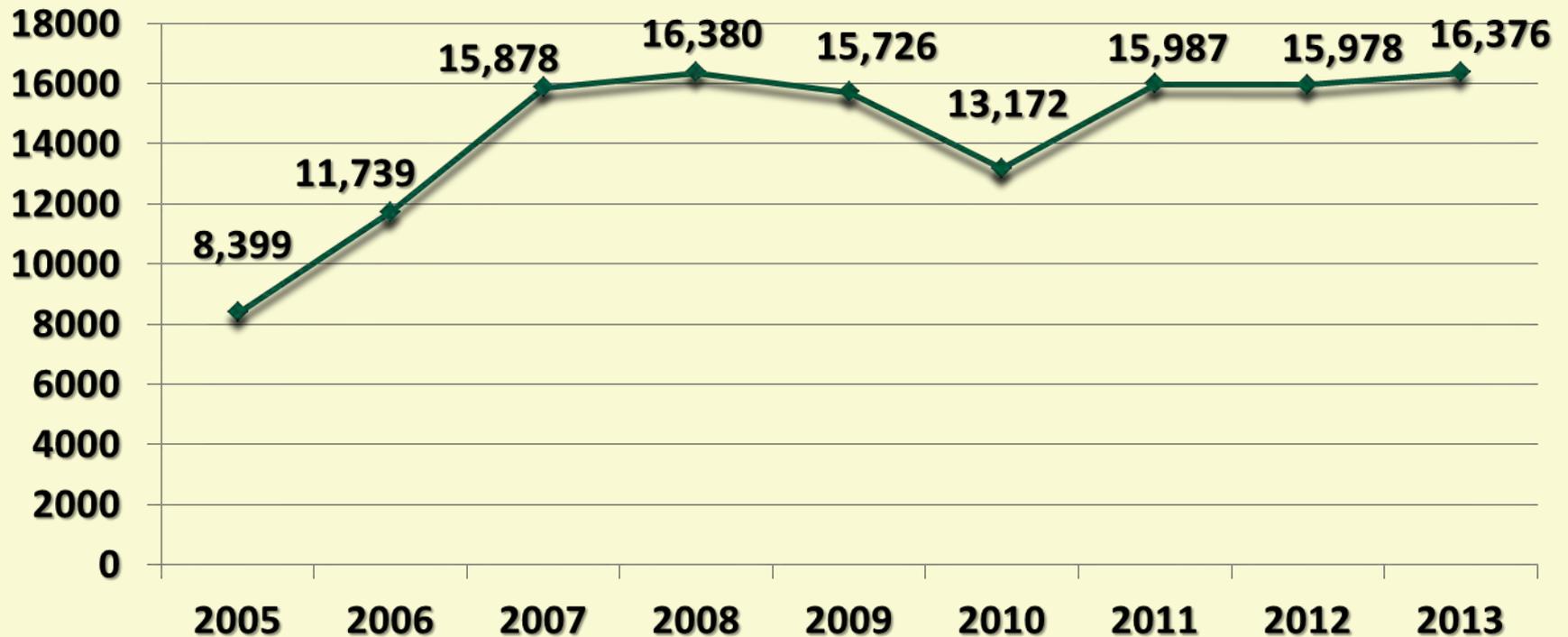
Signed Dealerships That Have Closed



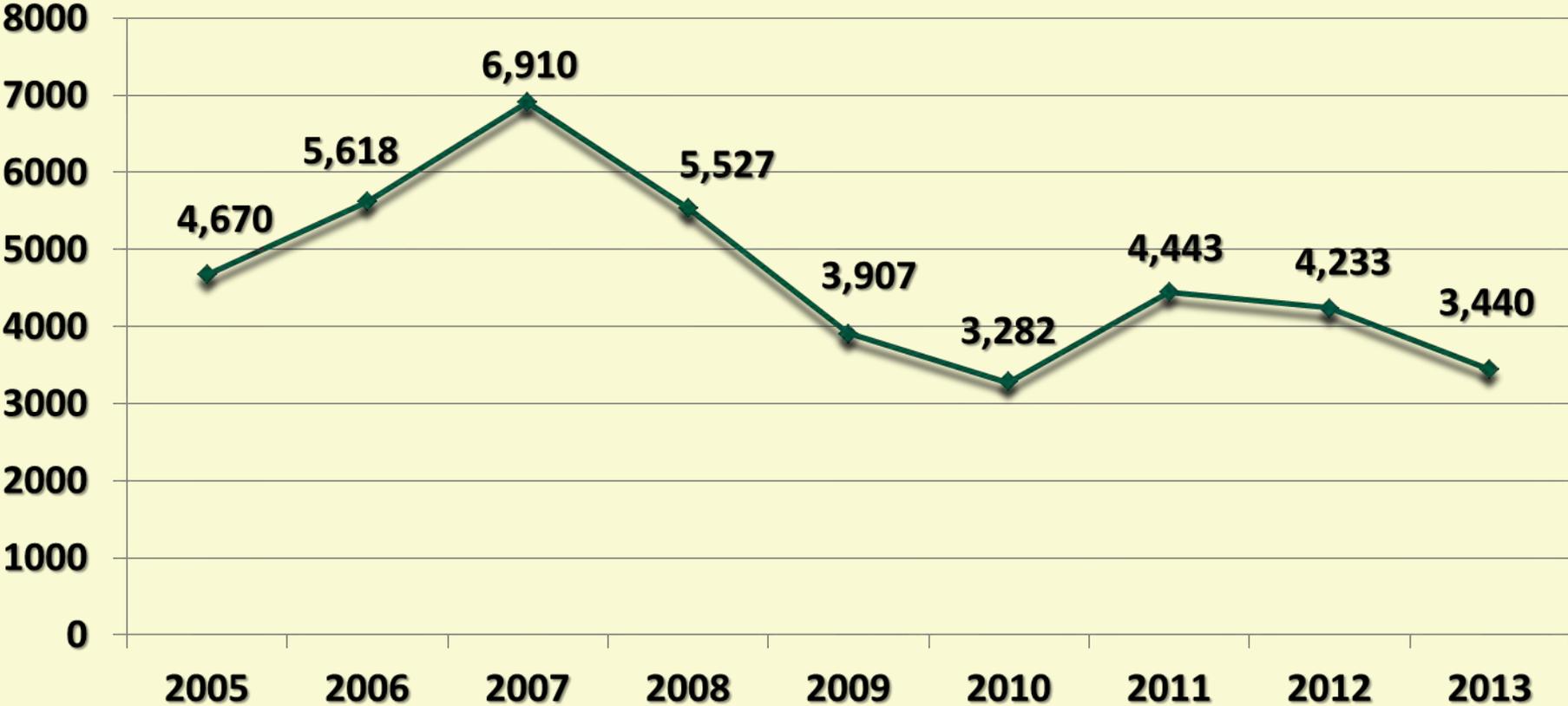
# Signed Dealers With No Closures



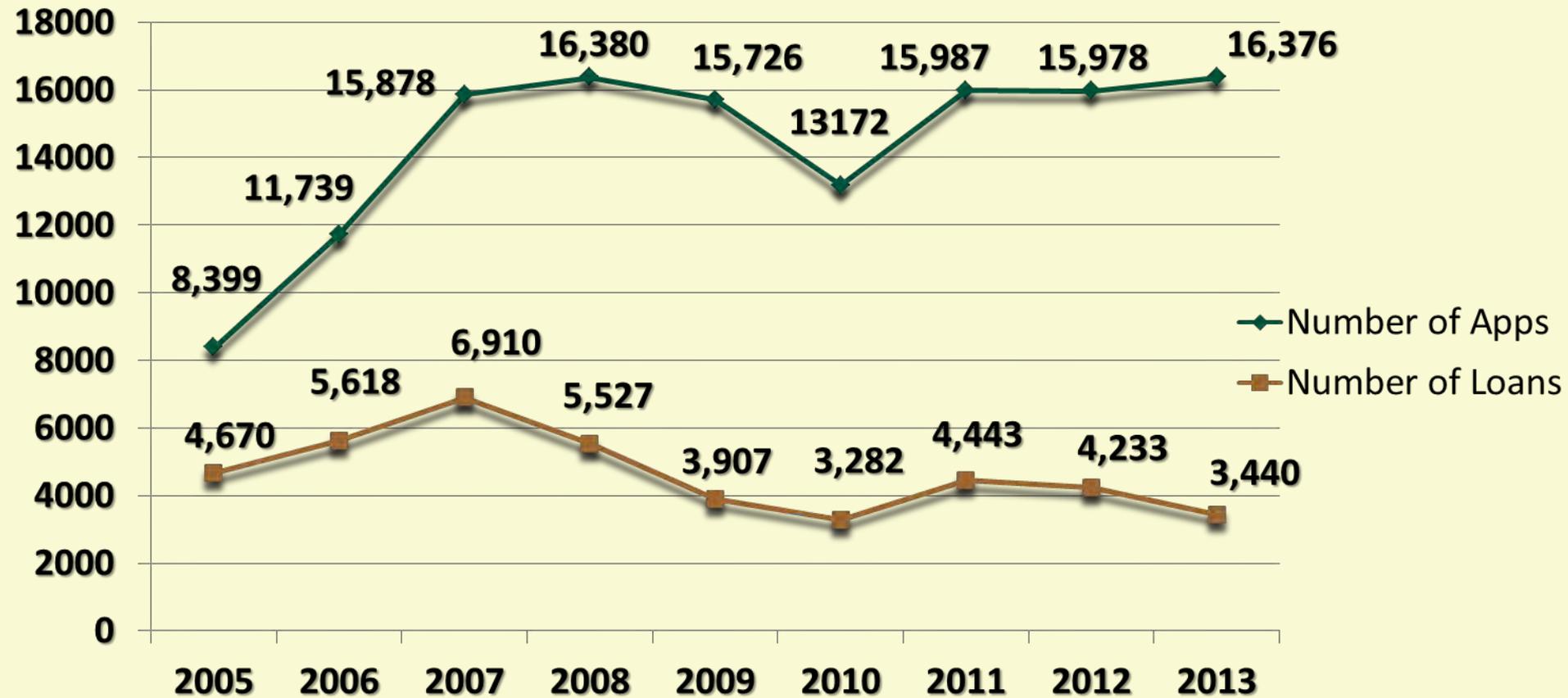
# Number of Applications Received



# Number of Loans

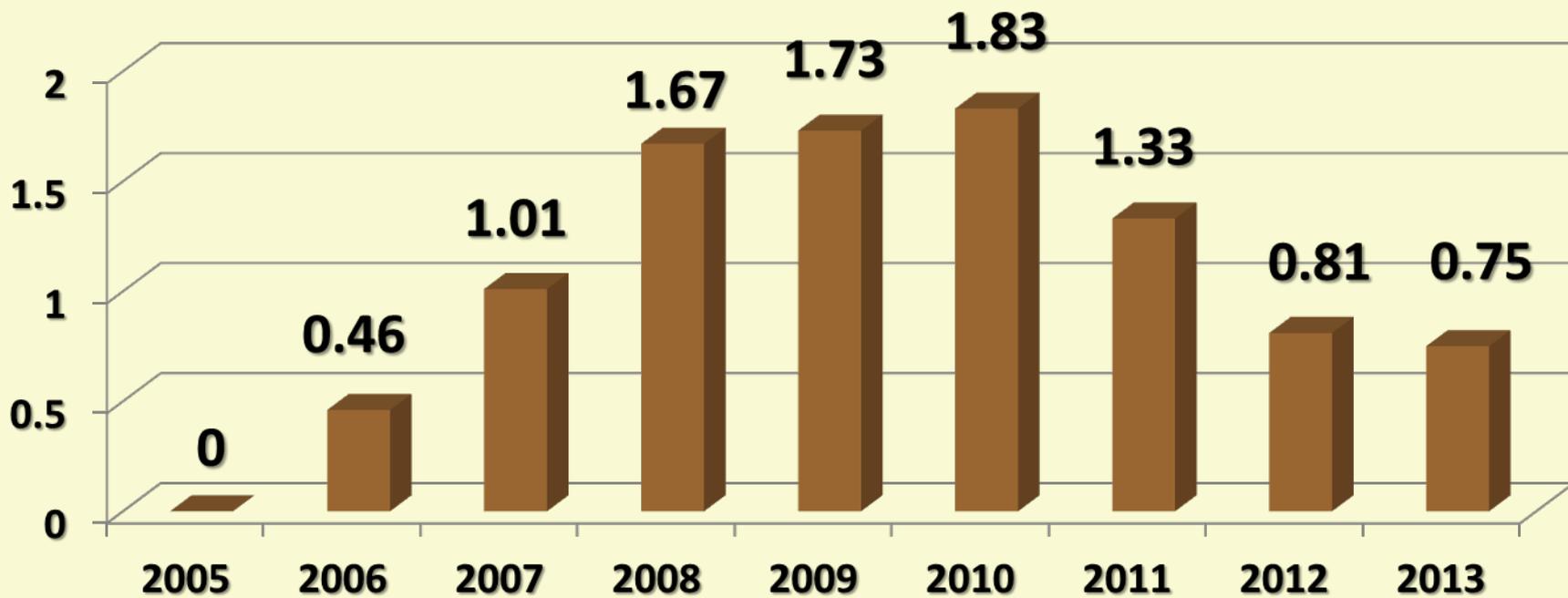


# Applications Received vs. Loans Booked

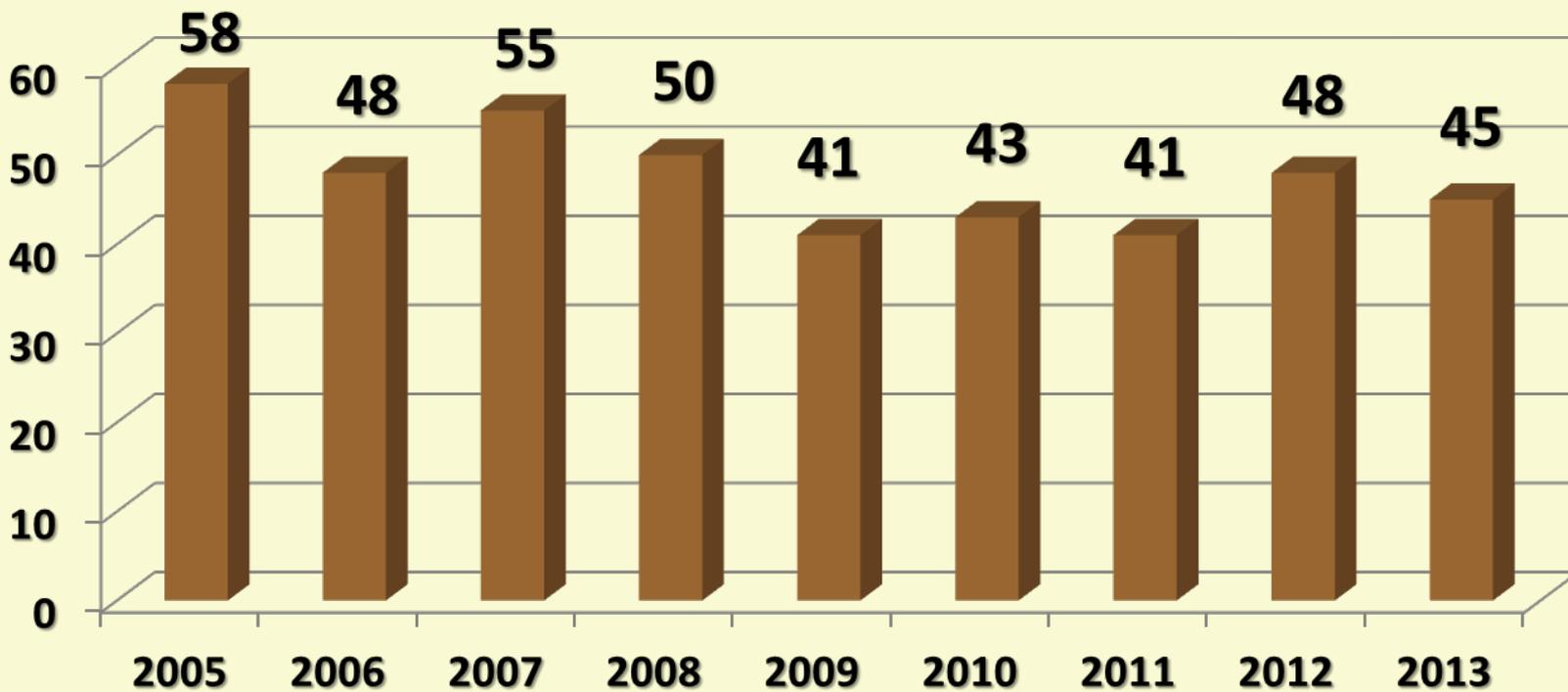


# Delinquency %

30 Day +



# % New Vehicles



# Effects of the Great Recession on Consumers

- Lenders tightened up on credit
- High gas prices changed buying habits
- Vehicles are remaining in the household longer
- Pent up demand
- Higher average cost for replacement vehicle

# Effects of the Great Recession on BCSB

- Changes in Underwriting
- Reduced Loan Volume
- Excess Cash to Lend
- Historically Low Rates

# 2013 and Beyond

- Pent Up Demand will Increase Auto Sales and Lending
- More Lenders Looking to Increase Their Volume
- More Competition
- Technology will Make Car Buying More Efficient
- Increase in Rates will Increase Earnings



BRISTOL  
COUNTY  
SAVINGS  
BANK

*Commitment. Stability. Community.*

**Thank You!**