

Australia Car Finance Market by Finance Type [Direct Financing (Loans from Banks, Credit Unions), Indirect Financing (Dealer Financing, Captive Finance Companies), Leasing Options (Operational Leasing, Financial Leasing), Personal Contract Purchase, Hire Purchase], by Vehicle Type (New Cars, Used Cars, Commercial Vehicles), by Loan Type (Secured Car Loans, Unsecured Car Loans), by Distribution Channel (Banks and Financial Institutions, Online Platforms and Marketplaces, Car Dealerships, Credit Unions), and by End Users (Individual Buyers, Businesses and Fleets) Forecast till 2032

Market Report | 2025-09-10 | 105 pages | Market Research Future

AVAILABLE LICENSES:

- Single User Price \$2950.00
- Enterprisewide Price \$3950.00
- \$5250.00

Report description:

Australia Car Finance Market by Finance Type [Direct Financing (Loans from Banks, Credit Unions), Indirect Financing (Dealer Financing, Captive Finance Companies), Leasing Options (Operational Leasing, Financial Leasing), Personal Contract Purchase, Hire Purchase], by Vehicle Type (New Cars, Used Cars, Commercial Vehicles), by Loan Type (Secured Car Loans, Unsecured Car Loans), by Distribution Channel (Banks and Financial Institutions, Online Platforms and Marketplaces, Car Dealerships, Credit Unions), and by End Users (Individual Buyers, Businesses and Fleets) Forecast till 2032

Market Overview

The Australia Car Finance Market is projected to reach USD 17,845.7 million by 2032, growing at a CAGR of 3.1% from 2024 to

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

2032. Car finance refers to the various financial products that allow individuals to purchase a vehicle without paying the full amount up front. It typically involves taking a loan or entering a lease agreement, where the buyer repays the amount over a fixed period with interest.

The Australia car finance market is largely influenced by the increased sales of vehicles, which is a result of urbanization, the economic recovery, and the general upward trend of consumer mobility. Besides, new car sales of over 1.2 million units reached a record high in 2023, and the ever-growing demand for SUVs and electric vehicles has pushed the financing needs high. Furthermore, with banks and fintech firms presenting easy, quick-approval, and flexible loans, car finance has become a necessity in the process of owning a vehicle, despite the rising costs and changing consumer preferences.

Key Company Development

In July 2020, Toyota Financial Services, the financial arm of Toyota Motor Corporation, broadened its Singaporean operations by launching Toyota Financial Services Singapore (TFSSG). The endeavor is a significant step in fortifying Toyota's worldwide financial network, providing locally optimized financing solutions for Toyota and Lexus customers. Thanks to its partnership with Borneo Motors Singapore, TFSSG not only plans to make the customer journey more comfortable but also to increase brand loyalty throughout the premium automotive sector.

Major Players

Major competitors in the Australia car finance market are Toyota Finance Australia Limited, National Australia Bank Limited, Australia and New Zealand Banking Group Limited, Commonwealth Bank, Nissan Finance, BMW Group, Hyundai Motor Company, Australia Pty Limited, Westpac, Dutton Group, and St George Bank.

Report Attribute Details

- Market Size 2023: USD 13,896.8 Million
- Market Size 2032: USD 17,845.7 Million
- CAGR (2024-2032): 3.1%
- Base Year: 2023
- Market Forecast Period: 2024-2032

Market Segmentations

- By Finance Type: Direct Financing - 2.9%, Indirect Financing - 3.1%.
- By Vehicle Type: New Cars - 3.2%, Used Cars - 2.9%.
- By Loan Type: Secured Car Loans - 3.1%, Unsecured Car Loans - 2.5%.
- By Distribution Channel: Banks and Financial Institutions - 2.6%, Online Platforms and Marketplaces - 3.4%.

Table of Contents:

TABLE OF CONTENTS

1 EXECUTIVE SUMMARY	. 15
2 MARKET INTRODUCTION	17
2.1 DEFINITION	17
2.2 SCOPE OF THE STUDY	17
2.3 RESEARCH OBJECTIVE	17
2.4 MARKET STRUCTURE	18
3 RESEARCH METHODOLOGY	19
3.1 OVERVIEW	19
3.2 DATA FLOW	20
3.2.1 DATA MINING PROCESS	. 21
3.3 PURCHASED DATABASE:	. 22

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

3.4 SECONDARY SOURCES:	23
3.4.1 SECONDARY RESEARCH DATA FLOW:	24
3.5 PRIMARY RESEARCH:	. 25
3.5.1 PRIMARY RESEARCH DATA FLOW:	. 26
3.5.2 PRIMARY RESEARCH: NUMBER OF INTERVIEWS CONDUCTED	27
3.6 APPROACHES FOR MARKET SIZE ESTIMATION:	. 27
3.6.1 REVENUE ANALYSIS APPROACH	27
3.7 DATA FORECASTING	. 28
3.7.1 DATA FORECASTING TECHNIQUE	28
3.8 DATA MODELING	29
3.8.1 MICROECONOMIC FACTOR ANALYSIS:	. 29
3.8.2 DATA MODELING:	. 29
3.9 TEAMS AND ANALYST CONTRIBUTION	. 31
4 MARKET DYNAMICS	33
4.1 INTRODUCTION	. 33
4.2 DRIVERS	. 34
4.2.1 INCREASED VEHICLE SALES	. 34
4.2.2 FLEXIBLE FINANCING OPTIONS	34
4.2.3 RISING DEBTS OWED TO VARIOUS BORROWERS	35
4.3 RESTRAINTS	35
4.3.1 REGULATORY CHALLENGES IN FINANCING INDUSTRY	. 35
4.3.2 LACK OF FINANCIAL LITERACY IN THE MARKET	36
4.3.3 INCREASED USE OF RIDESHARING SERVICES	. 36
4.4 OPPORTUNITY	. 37
4.4.1 EMERGING CAR FINANCE MARKETS	37
4.4.2 GROWTH OF CAR SUBSCRIPTION SERVICES	38
4.4.3 INTEGRATION OF AI IN LOAN APPROVAL PROCESSES	. 38
4.5 IMPACT ANALYSIS OF COVID-19	39
4.5.1 IMPACT ON OVERALL BFSI	. 39
4.5.2 IMPACT ON AUSTRALIA CAR FINANCE MARKET	39
4.5.3 IMPACT ON THE MARKET DEMAND OF AUSTRALIA CAR FINANCE MARKET	40
4.5.4 IMPACT ON THE PRICING OF AUSTRALIA CAR FINANCE MARKET	40
5 MARKET FACTOR ANALYSIS	41
5.1 VALUE CHAIN	
ERROR! BOOKMARK NOT DEFINED.	
5.1.1 MANUFACTURERS	41
5.1.2 DEALERSHIPS	41
5.1.3 LENDERS	41
5.1.4 INSURANCE PROVIDERS	. 41
5.1.5 REGULATORY BODIES	. 42
5.1.6 TECHNOLOGY PROVIDERS	42
5.1.7 CONSUMERS	42
5.2 PORTER'S FIVE FORCES MODEL	. 43
5.2.1 THREAT OF NEW ENTRANTS	. 43
5.2.2 BARGAINING POWER OF SUPPLIERS	. 43
5.2.3 THREAT OF SUBSTITUTES	44
5.2.4 BARGAINING POWER OF BUYERS	44

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

5.2.5 INTENSITY OF RIVALRY	44
6 AUSTRALIA CAR FINANCE MARKET, BY FINANCE TYPE	. 46
6.1 OVERVIEW	46
6.2 DIRECT FINANCING	. 47
6.3 INDIRECT FINANCING	47
6.4 LEASING OPTIONS	. 48
6.5 PERSONAL CONTRACT PURCHASE (PCP)	. 48
6.6 HIRE PURCHASE (HP)	. 48
7 AUSTRALIA CAR FINANCE MARKET, BY VEHICLE TYPE	. 50
7.1 INTRODUCTION	. 50
7.2 NEW CARS	51
7.3 USED CARS	51
7.4 COMMERCIAL VEHICLES	. 51
8 AUSTRALIA CAR FINANCE MARKET, BY LOAN TYPE	. 53
8.1 INTRODUCTION	. 53
8.2 SECURED CAR LOANS	. 53
8.3 UNSECURED CAR LOANS	. 54
9 AUSTRALIA CAR FINANCE MARKET, BY DISTRIBUTION CHANNEL	55
9.1 INTRODUCTION	. 55
9.2 BANKS AND FINANCIAL INSTITUTIONS	. 55
9.3 ONLINE PLATFORMS AND MARKETPLACES	56
9.4 CAR DEALERSHIPS	56
9.5 CREDIT UNIONS	56
10 AUSTRALIA CAR FINANCE MARKET, BY END-USERS	57
10.1 INTRODUCTION	. 57
10.2 INDIVIDUAL BUYERS	57
10.3 BUSINESSES AND FLEETS	58
11 COMPETITIVE LANDSCAPE	60
11.1 INTRODUCTION	. 60
11.2 COMPANY MARKET SHARE ANALYSIS, 2023	. 60
11.3 COMPETITOR DASHBOARD	. 61
11.4 PUBLIC PLAYERS STOCK SUMMARY	. 62
11.5 COMPARATIVE ANALYSIS: KEY PLAYERS FINANCIAL	62
11.6 KEY DEVELOPMENTS & GROWTH STRATEGIES	63
11.6.1 NEW PRODUCT LAUNCH/ DEVELOPMENT	63
11.6.2 PARTNERSHIP	. 64
12 COMPANY PROFILES	65
12.1 TOYOTA FINANCE AUSTRALIA LIMITED	. 65
12.1.1 COMPANY OVERVIEW	. 65
12.1.2 FINANCIAL OVERVIEW	66
12.1.3 PRODUCTS OFFERED	. 67
12.1.4 KEY DEVELOPMENTS	68
12.1.5 SWOT ANALYSIS	69
12.1.6 KEY STRATEGIES	69
12.2 COMMONWEALTH BANK	. 70
12.2.1 COMPANY OVERVIEW	. 70
12.2.2 FINANCIAL OVERVIEW	71

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

12.2.3 PRODUCTS OFFERED	. 72
12.2.4 KEY DEVELOPMENTS	73
12.2.5 SWOT ANALYSIS	74
12.2.6 KEY STRATEGIES	74
12.3 NATIONAL AUSTRALIA BANK LIMITED	. 75
12.3.1 COMPANY OVERVIEW	. 75
12.3.2 FINANCIAL OVERVIEW	76
12.3.3 PRODUCTS OFFERED	. 77
12.3.4 KEY DEVELOPMENTS	77
12.3.5 SWOT ANALYSIS	78
12.3.6 KEY STRATEGIES	78
12.4 AUSTRALIA AND NEW ZEALAND BANKING GROUP LIMITED	79
12.4.1 COMPANY OVERVIEW	. 79
12.4.2 FINANCIAL OVERVIEW	79
12.4.3 PRODUCTS OFFERED	. 80
12.4.4 KEY DEVELOPMENTS	81
12.4.5 SWOT ANALYSIS	81
12.4.6 KEY STRATEGIES	81
12.5 ST GEORGE BANK	. 82
12.5.1 COMPANY OVERVIEW	. 82
12.5.2 FINANCIAL OVERVIEW	83
12.5.3 PRODUCTS OFFERED	. 83
12.5.4 KEY DEVELOPMENTS	83
12.5.5 SWOT ANALYSIS	84
12.5.6 KEY STRATEGIES	84
12.6 WESTPAC	85
12.6.1 COMPANY OVERVIEW	. 85
12.6.2 FINANCIAL OVERVIEW	86
12.6.3 PRODUCTS OFFERED	. 86
12.6.4 KEY DEVELOPMENTS	87
12.6.5 SWOT ANALYSIS	88
12.6.6 KEY STRATEGIES	88
12.7 NISSAN FINANCIAL SERVICES	. 89
12.7.1 COMPANY OVERVIEW	. 89
12.7.2 FINANCIAL OVERVIEW	90
12.7.3 PRODUCTS OFFERED	. 90
12.7.4 KEY DEVELOPMENTS	91
12.7.5 SWOT ANALYSIS	92
12.7.6 KEY STRATEGIES	92
12.8 HYUNDAI MOTOR COMPANY, AUSTRALIA PTY LIMITED	93
12.8.1 COMPANY OVERVIEW	. 93
12.8.2 FINANCIAL OVERVIEW	94
12.8.3 PRODUCTS OFFERED	. 94
12.8.4 KEY DEVELOPMENTS	95
12.8.5 SWOT ANALYSIS	95
12.8.6 KEY STRATEGIES	95
12.9 BMW GROUP AUSTRALIA	. 96

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

12.9.1 COMPANY OVERVIEW	. 96
12.9.2 FINANCIAL OVERVIEW	97
12.9.3 PRODUCTS OFFERED	. 97
12.9.4 KEY DEVELOPMENTS	97
12.9.5 SWOT ANALYSIS	98
12.9.6 KEY STRATEGIES	98
12.10 DUTTON FINANCIAL SERVICES	99
12.10.1 COMPANY OVERVIEW	. 99
12.10.2 FINANCIAL OVERVIEW	99
12.10.3 PRODUCTS OFFERED	. 100
12.10.4 KEY DEVELOPMENTS	100
12.10.5 SWOT ANALYSIS	101
12.10.6 KEY STRATEGIES	101
12.11 DATA CITATIONS	. 103

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Australia Car Finance Market by Finance Type [Direct Financing (Loans from Banks, Credit Unions), Indirect Financing (Dealer Financing, Captive Finance Companies), Leasing Options (Operational Leasing, Financial Leasing), Personal Contract Purchase, Hire Purchase], by Vehicle Type (New Cars, Used Cars, Commercial Vehicles), by Loan Type (Secured Car Loans, Unsecured Car Loans), by Distribution Channel (Banks and Financial Institutions, Online Platforms and Marketplaces, Car Dealerships, Credit Unions), and by End Users (Individual Buyers, Businesses and Fleets) Forecast till 2032

Market Report | 2025-09-10 | 105 pages | Market Research Future

To place an Order with Scotts International:

- Print this form
- Complete the relevant blank fields and sign
- Send as a scanned email to support@scotts-international.com

ORDER FORM:

Select license	License	Price
	Single User Price	\$2950.00
	Enterprisewide Price	\$3950.00
		\$5250.00
		VAT
		Total

*Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 346.

** VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid EU Vat Numbers.

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Email*	<input type="text"/>	Phone*	<input type="text"/>
First Name*	<input type="text"/>	Last Name*	<input type="text"/>
Job title*	<input type="text"/>		
Company Name*	<input type="text"/>	EU Vat / Tax ID / NIP number*	<input type="text"/>
Address*	<input type="text"/>	City*	<input type="text"/>
Zip Code*	<input type="text"/>	Country*	<input type="text"/>
		Date	<input type="text" value="2026-03-02"/>
		Signature	<input type="text"/>