



By the Numbers: Vehicle Financing and Personal Lending in Louisiana

ORIGINATIONS*

- Number of vehicle financing originations: 395,210
- Dollar value: \$10.673 billion

- Number of personal loan originations: 504,240
 - 268,040 to borrowers with credit score of 620 or less
 - 372,420 to borrowers with income of \$40K or less
 - 411,090 for amounts less than \$5,000
- Dollar value: \$1.774 billion

EMPLOYMENT IMPACT¹

- 3,042 employed directly in vehicle financing
- 10,000 jobs supported by industry activity (direct + suppliers + spending by employees of industry and suppliers)

- 1,613 employed directly in personal lending
- 3,800 jobs supported by industry activity (direct + suppliers + spending by employees of industry and suppliers)

GDP IMPACT

- \$886 million generated directly by vehicle financing
- \$1.7 billion supported by industry activity (direct + suppliers + spending by employees of industry and suppliers)

- \$157 million generated directly by personal lending
- \$370 million supported by industry activity (direct + suppliers + spending by employees of industry and suppliers)

* Originations compiled from data reported to Equifax Analytic Dataset for 2023. Personal loans are those originated by finance companies. Vehicle financing is contracts originated by all lenders for both purchase and lease. Economic impacts (employment and GDP) estimated by Oxford Economics.