

Captive finance share

Type of loan	2006	2005	Point chg.
Total all loans/leases	31.5	29.8	1.7
Total all loans	25.1	24.8	0.3
New-vehicle loans	47.9	45.5	2.4
Used-vehicle loans	9.8	10.0	-0.2
Total all leases.....	83.9	75.9	8.0
New-vehicle leases	86.0	78.0	8.0
Used-vehicle leases	46.9	41.4	5.5

Data reflect the percent of total new- and used-vehicle finance transactions made from franchise and independent dealerships via 19 finance companies owned by or affiliated with an automaker.

Source: AutoCount data from Experian Automotive

Top 10 total all loans, all leases

Lender	2006	2005	% chg.
1 GMAC	1,391,044	1,356,775	2.5
2 Ford Motor Credit	1,349,332	1,198,626	12.6
3 Toyota Financial Services	1,106,206	991,929	11.5
4 DaimlerChrysler Financial Services	1,047,322	1,018,845	2.8
5 American Honda Finance	811,358	823,944	-1.5
6 Chase Auto Finance	740,474	723,467	2.4
7 Nissan/Infiniti Financial Services	492,932	498,539	-1.1
8 WFS Financial	453,432	370,161	22.5
9 Wells Fargo Auto Finance	416,362	172,934	140.8
10 CitiFinancial Auto	365,850	309,300	18.3

Source: AutoCount data from Experian Automotive

Top 10 total loans, new and used

Lender	2006	2005	% chg.
1 Ford Motor Credit	1,069,333	992,544	7.7
2 GMAC	1,013,414	1,007,362	0.6
3 Toyota Financial Services	867,743	803,649	8.0
4 Chase Auto Finance	707,414	702,029	0.8
5 DaimlerChrysler Financial Services	686,523	754,700	-9.0
6 American Honda Finance	593,244	622,585	-4.7
7 WFS Financial	453,039	369,912	22.5
8 Wells Fargo Auto Finance	388,797	140,683	176.4
9 CitiFinancial Auto	365,031	308,704	18.2
10 Capital One Auto Finance	341,891	311,952	9.6

Source: AutoCount data from Experian Automotive

Top 10 total new-vehicle loans

Lender	2006	2005	% chg.
1 Ford Motor Credit	854,249	772,906	10.5
2 GMAC	815,103	780,288	4.5
3 Toyota Financial Services	621,012	560,455	10.8
4 DaimlerChrysler Financial Services	536,115	626,648	-14.4
5 American Honda Finance	466,164	489,740	-4.8
6 Chase Auto Finance	388,839	405,491	-4.1
7 Nissan/Infiniti Financial Services	216,787	262,628	-17.5
8 Bank of America	143,258	180,456	-20.6
9 Capital One Auto Finance	114,211	102,359	11.6
10 WFS Financial	105,342	91,762	14.8

Source: AutoCount data from Experian Automotive

Top 10 total used-vehicle loans

Lender	2006	2005	% chg.
1 WFS Financial	347,697	278,150	25.0
2 Chase Auto Finance	318,575	296,538	7.4
3 Wells Fargo Auto Finance	292,173	95,533	205.8
4 CitiFinancial Auto	277,670	224,889	23.5
5 AmeriCredit Financial Services Inc.	254,501	210,971	20.6
6 Toyota Financial Services	246,731	243,194	1.5
7 Capital One Auto Finance	227,680	209,593	8.6
8 Ford Motor Credit	215,084	219,638	-2.1
9 GMAC	198,311	227,074	-12.7
10 Bank of America	177,095	244,386	-27.5

Source: AutoCount data from Experian Automotive

Top 10 total lease lenders, new and used vehicles

Lender	2006	2005	% chg.
1 GMAC	377,630	349,413	8.1
2 DaimlerChrysler Financial Services	360,799	264,145	36.6
3 Ford Motor Credit	279,999	206,082	35.9
4 Toyota Financial Services	238,463	188,280	26.7
5 American Honda Finance	218,114	201,359	8.3
6 Nissan/Infiniti Financial Services	216,427	172,041	25.8
7 BMW Bank of North America	147,955	119,035	24.3
8 Volkswagen Credit	101,930	88,649	15.0
9 US Bank	63,862	70,233	-9.1
10 Chase Auto Finance	33,060	21,438	54.2

Source: AutoCount data from Experian Automotive