



# **FICO® Resilience Index 2 Industry Benchmarking Resources: Auto Finance Industry**

Benchmark Date: April 2021

Release Date: September 2021

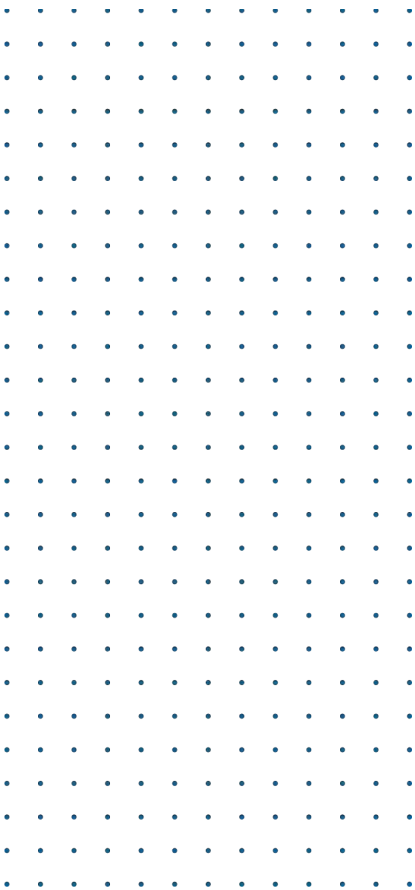
Based on Equifax® Data

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# Benchmarking Data Source & Key Definitions

- These benchmarks are based on a large, nationally representative sample of anonymized credit bureau data.
- April 2021 benchmarks are based on borrowers' FICO® Score and FICO Resilience Index® values as of April 27, 2021.
- Like the FICO® Score, FICO® Resilience Index values are derived solely from credit bureau data.
- “Account management” (AM) views are based on consumers with one or more open tradelines in a given industry and satisfying the minimum FICO scoring criteria (scored as of the reference date).
- “Account origination” (AO) views are based on consumers with one or more new tradelines opened in a given industry in the months following the reference date. The Jan 2021 AO benchmarks are based on accounts originated from Feb to Apr 2021 (most recent three months of originations leading up to Apr 2021). All other AO benchmarks (Oct 2007, Oct 2013, and Jan 2020) are based on accounts originated in the six months following the reference date.
- **Account origination borrowers are scored as of the reference date (prior to loan origination) to avoid factoring the newly opened account(s) in the score.**
- Note that the account management population is inclusive of the account origination subpopulation (3-6% of account management population).

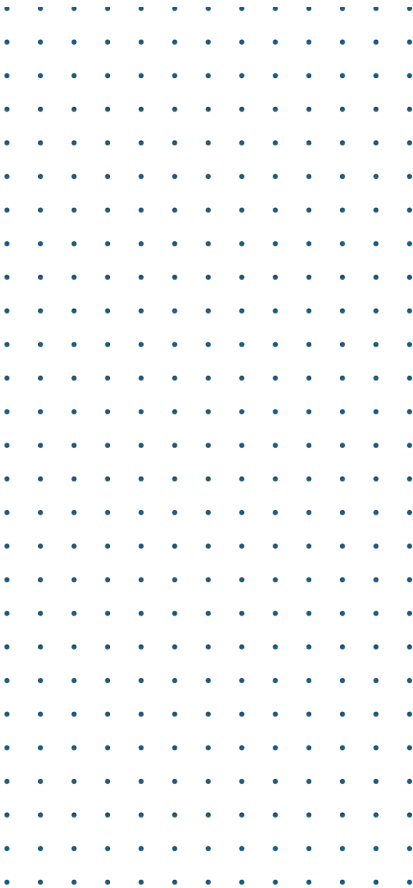
# FICO® Resilience Index 2 Benchmark Uses

The national distributions and average FICO® Resilience Index values of borrowers are provided by FICO periodically to:

- Facilitate portfolio benchmarking by lenders and investors
  - Helps answer, *"How do our borrower resilience levels compare to industry averages?"*
  - Helps identify areas of above-average exposure to economic stress in portfolios
- Provide resilience reference values to other stakeholders in the lending ecosystem
  - Investors in asset/receivables-backed securities
  - Securities issuers: U.S. government-sponsored agencies and private issuers
  - Policy-makers

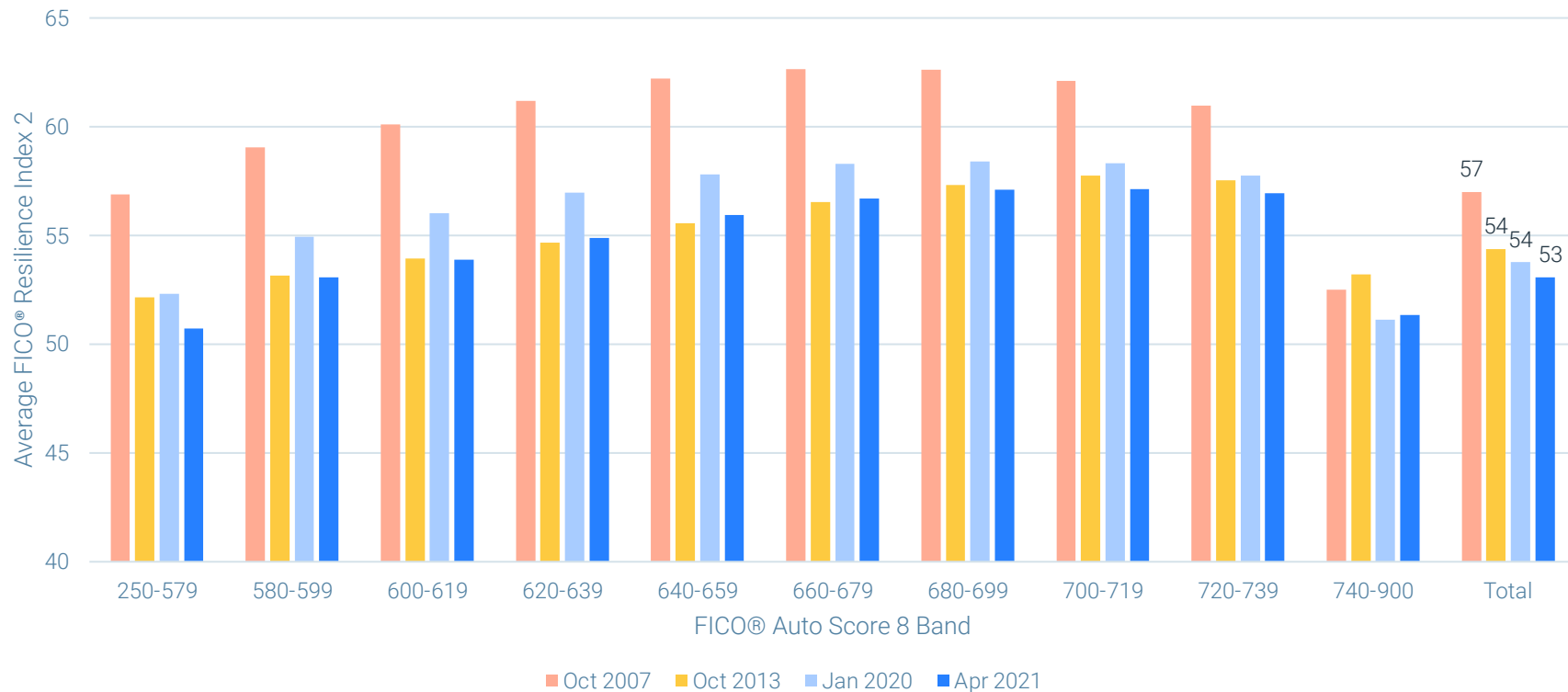
# Contents

- Average Resilience of U.S. Auto Loan Borrowers as defined by FICO® Resilience Index 2
  - Account Management Average by FICO® Score Band: April 2021 vs. Prior Dates
  - Account Origination Average by FICO® Score Band: January 2021 vs. Prior Dates
  - Account Management vs. Account Origination Average by FICO® Score Band
  - Balance-Weighted Averages by FICO® Score Band
  - Comparison: High-Cost State (CA) vs. National Borrower Average
- Distribution of U.S. Auto Loan Borrowers by FICO® Resilience Index 2
  - Account Management View: April 2021 vs. Prior Dates
  - Account Origination View: January 2021 vs. Prior Dates
  - Account Management vs. Account Origination Distributions
  - Distribution by FICO® Score Band and FICO® Resilience Index 2



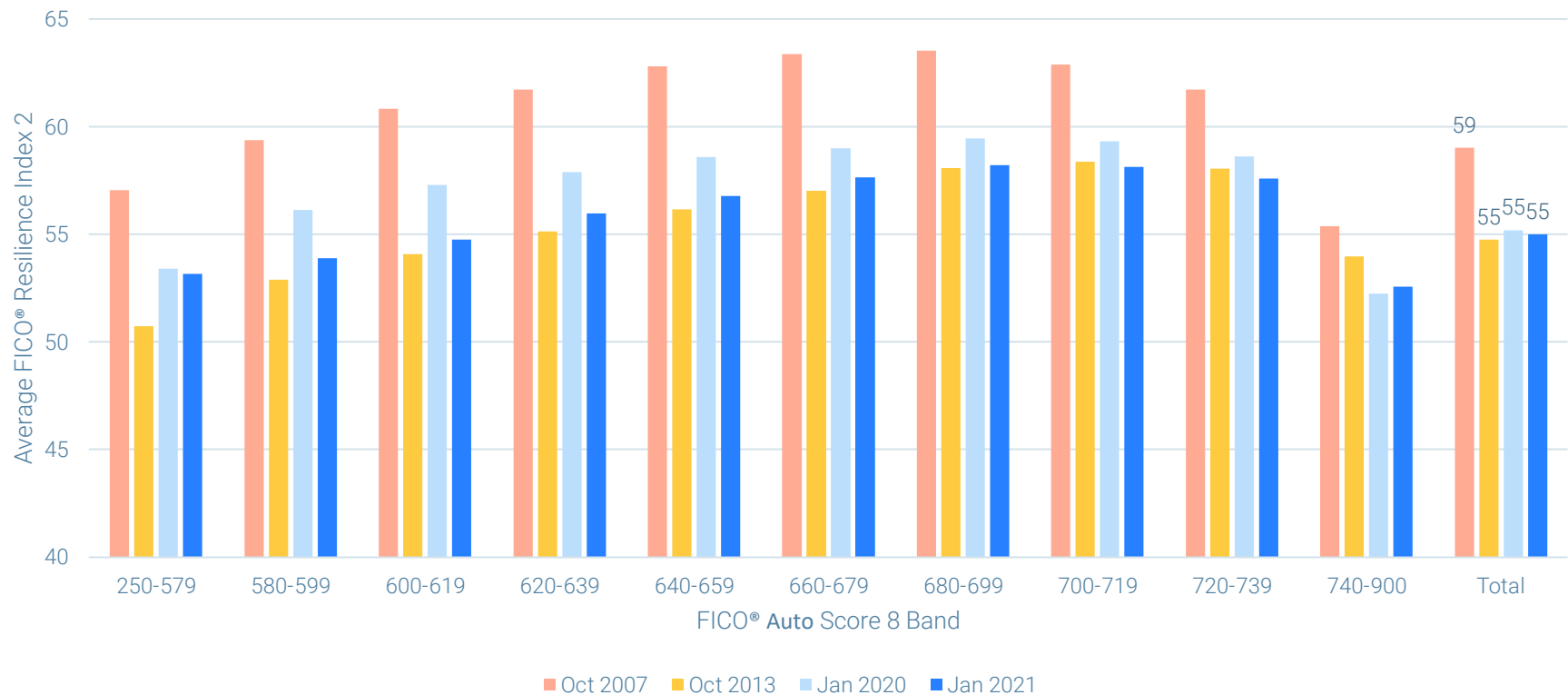
# Average FICO® Resilience Index 2 Values for U.S. Auto Loan Borrowers: April 2021 vs. Prior Snaps

Average FICO® Resilience Index 2 by FICO® Auto Score 8 Band:  
Auto Finance Account Management



# Average FICO® Resilience Index 2 Values for U.S. Auto Loan Borrowers: Jan 2021 vs. Prior Snaps

Average FICO® Resilience Index 2 by FICO® Auto Score 8 Band:  
Auto Finance Account Origination\*



## Recent Average FICO® Resilience Index 2 Values for U.S. Auto Loan Borrowers vs. Previous Snaps

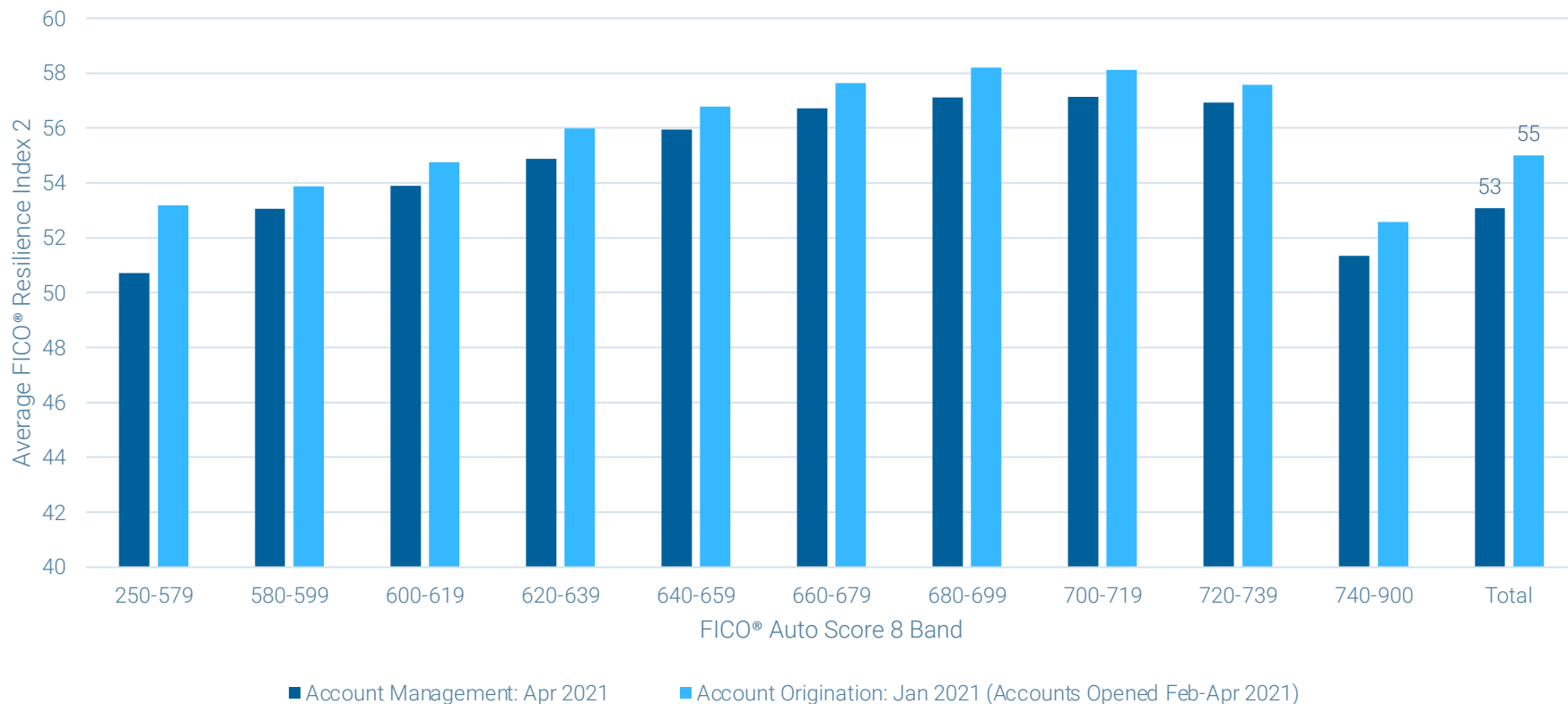
Apr 2021 Account Management (AM), Jan 2021 New Accounts Opened Feb-Apr 2021 (AO)

Auto Finance AM	Average FICO® Resilience Index 2 Value			
FICO® Auto Score 8	Oct 2007	Oct 2013	Jan 2020	Apr 2021
250-579	56.9	52.2	52.3	50.7
580-599	59.1	53.2	54.9	53.1
600-619	60.1	53.9	56.0	53.9
620-639	61.2	54.7	57.0	54.9
640-659	62.2	55.6	57.8	55.9
660-679	62.6	56.5	58.3	56.7
680-699	62.6	57.3	58.4	57.1
700-719	62.1	57.7	58.3	57.1
720-739	61.0	57.5	57.8	56.9
740-900	52.5	53.2	51.1	51.3
Total	57.0	54.4	53.8	53.1

Auto Finance AO	Average FICO® Resilience Index 2 Value			
FICO® Auto Score 8	Oct 2007	Oct 2013	Jan 2020	Jan 2021
250-579	57.0	50.7	53.4	53.2
580-599	59.4	52.9	56.1	53.9
600-619	60.8	54.1	57.3	54.8
620-639	61.7	55.1	57.9	56.0
640-659	62.8	56.2	58.6	56.8
660-679	63.4	57.0	59.0	57.6
680-699	63.5	58.1	59.5	58.2
700-719	62.9	58.4	59.3	58.1
720-739	61.7	58.1	58.6	57.6
740-900	55.4	54.0	52.3	52.6
Total	59.0	54.7	55.2	55.0

# Average FICO® Resilience Index 2 Values for Existing vs. Newly Originated\* Accounts

## U.S. Auto Loan Borrowers



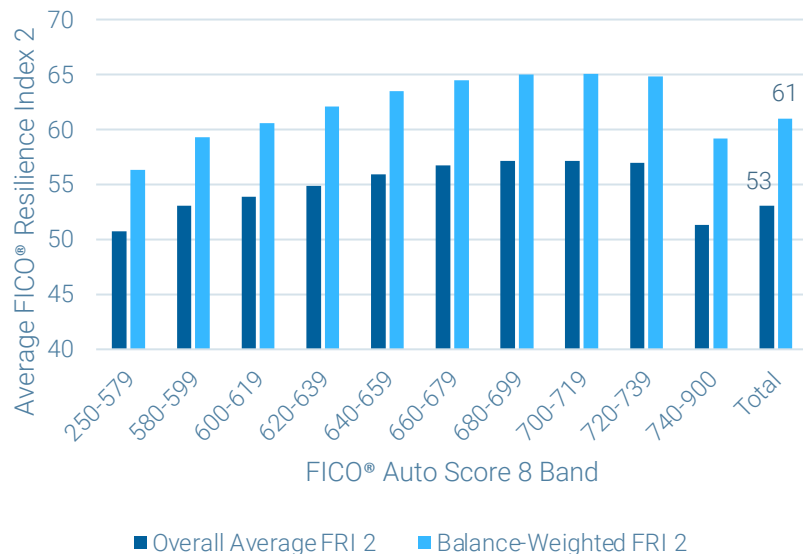
■ Account Management: Apr 2021

■ Account Origination: Jan 2021 (Accounts Opened Feb-Apr 2021)

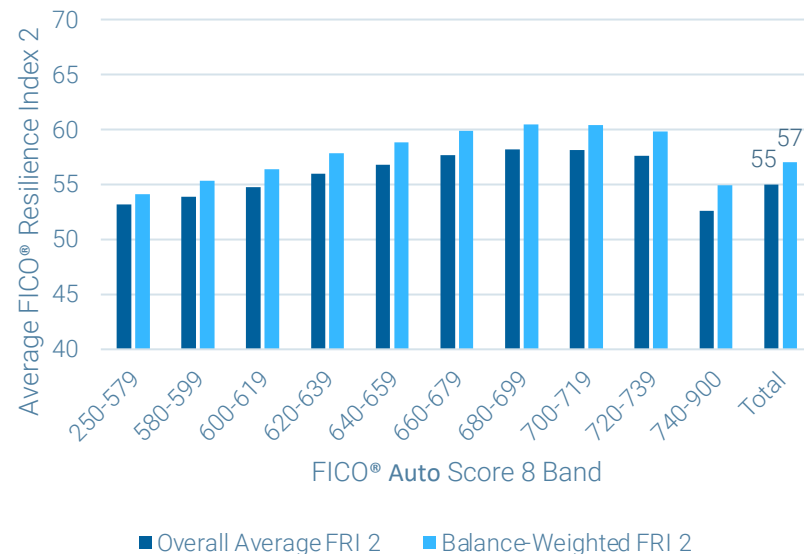


# Balance-Weighted Average FICO® Resilience Index 2 Values for U.S. Auto Loan Borrowers

Auto Finance Account Management:  
Apr 2021



Auto Finance Account Origination:  
Jan 2021: New Accounts Opened Feb-Apr 2021



## Balance-Weighted Average FICO® Resilience Index 2 Values for U.S. Auto Loan Borrowers

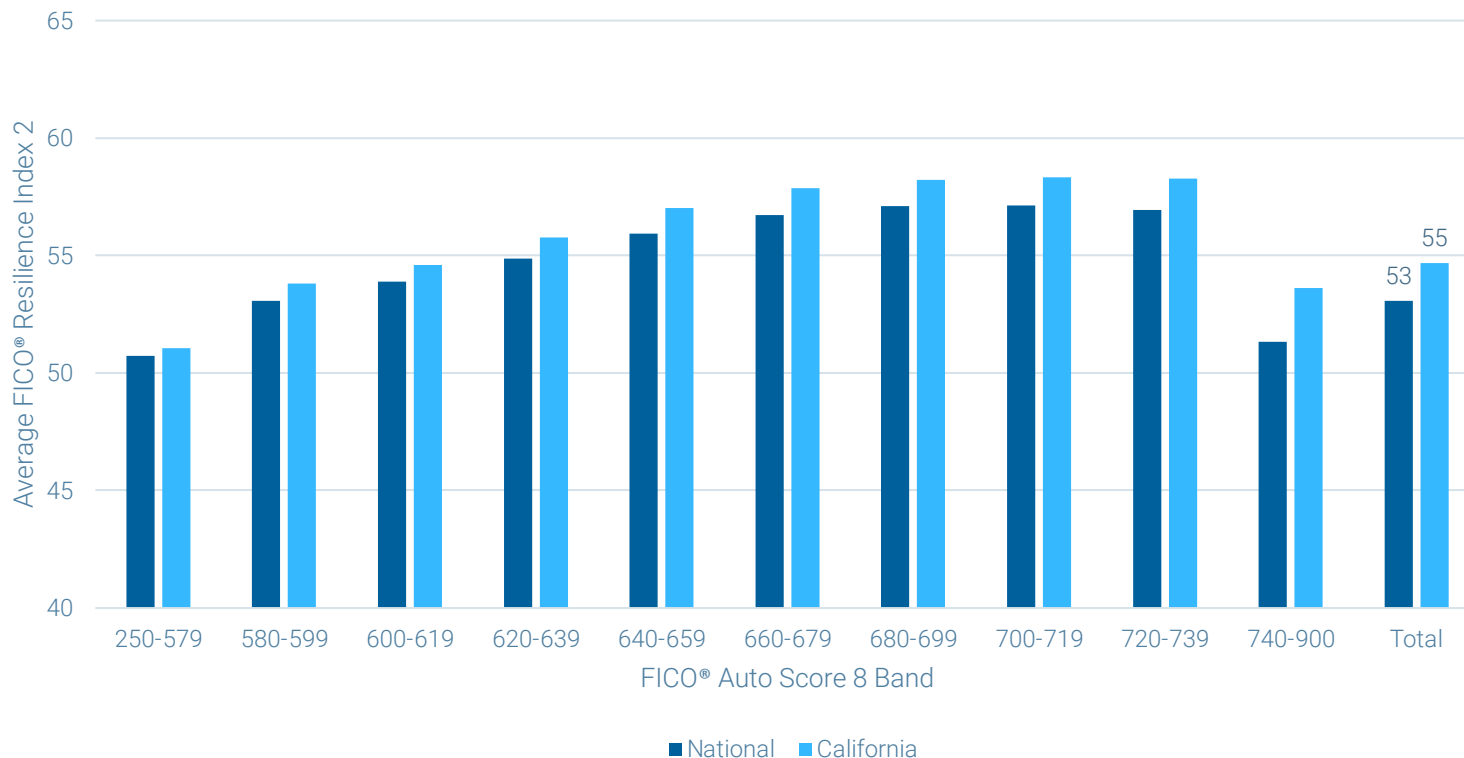
Apr 2021 Account Management (AM), Jan 2021 New Accounts Opened Feb-Apr 2021 (AO)

Auto Finance AM	Average FICO® Resilience Index 2 Value	
FICO® Auto Score 8	Overall	Balance-Weighted
250-579	50.7	56.3
580-599	53.1	59.3
600-619	53.9	60.6
620-639	54.9	62.1
640-659	55.9	63.5
660-679	56.7	64.5
680-699	57.1	65.0
700-719	57.1	65.1
720-739	56.9	64.8
740-900	51.3	59.2
Total	53.1	61.0

Auto Finance AO	Average FICO® Resilience Index 2 Value	
FICO® Auto Score 8	Overall	Balance-Weighted
250-579	53.2	54.1
580-599	53.9	55.4
600-619	54.8	56.4
620-639	56.0	57.9
640-659	56.8	58.9
660-679	57.6	59.9
680-699	58.2	60.5
700-719	58.1	60.4
720-739	57.6	59.8
740-900	52.6	54.9
Total	55.0	57.0

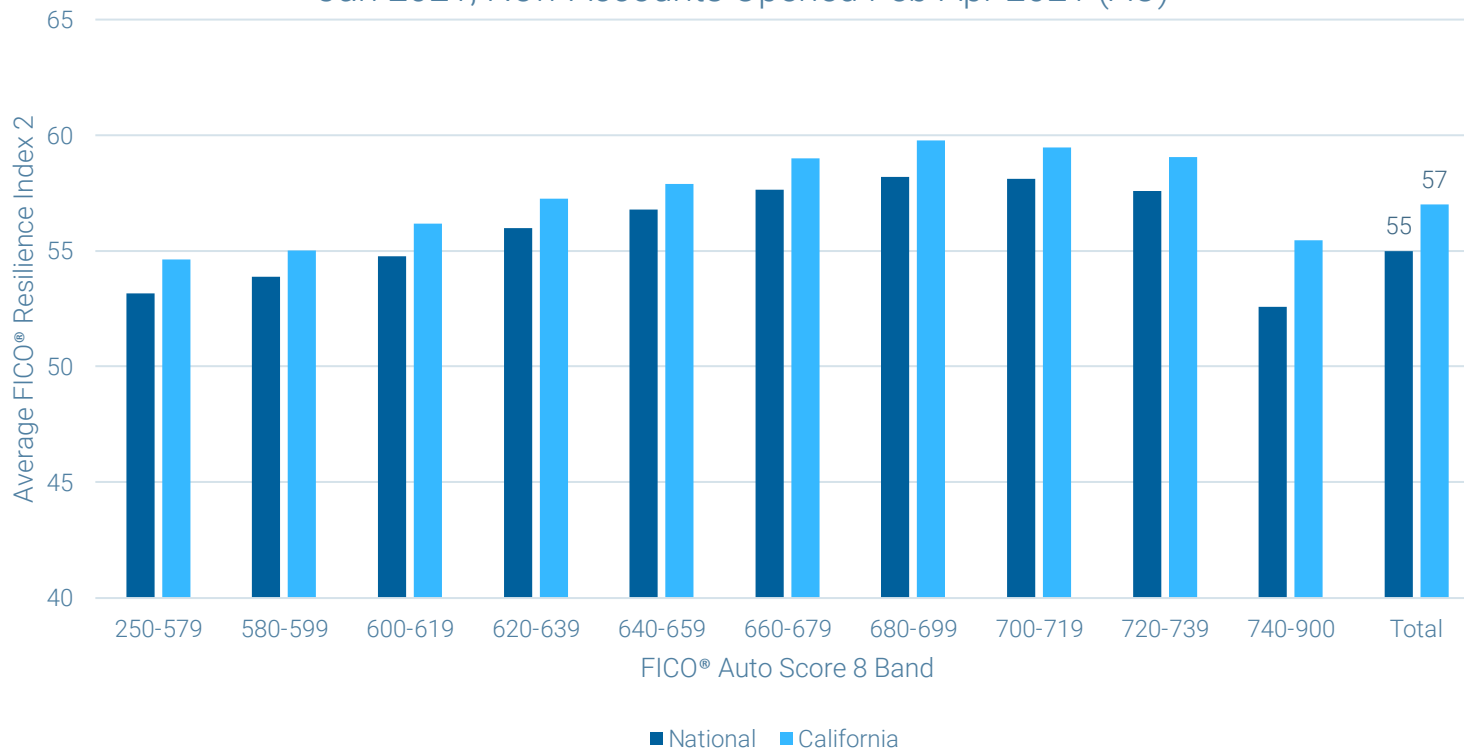
# Average FICO® Resilience Index 2 Value in High-Cost State (CA) vs. National Average

Auto Finance Account Management, National vs. CA Borrowers: April 2021



# Average FICO® Resilience Index 2 Value in High-Cost State (CA) vs. National Average

Auto Finance Account Origination, National vs. CA Borrowers:  
Jan 2021, New Accounts Opened Feb-Apr 2021 (AO)



# Average FICO® Resilience Index 2 Value in High-Cost State (CA) vs. National Average

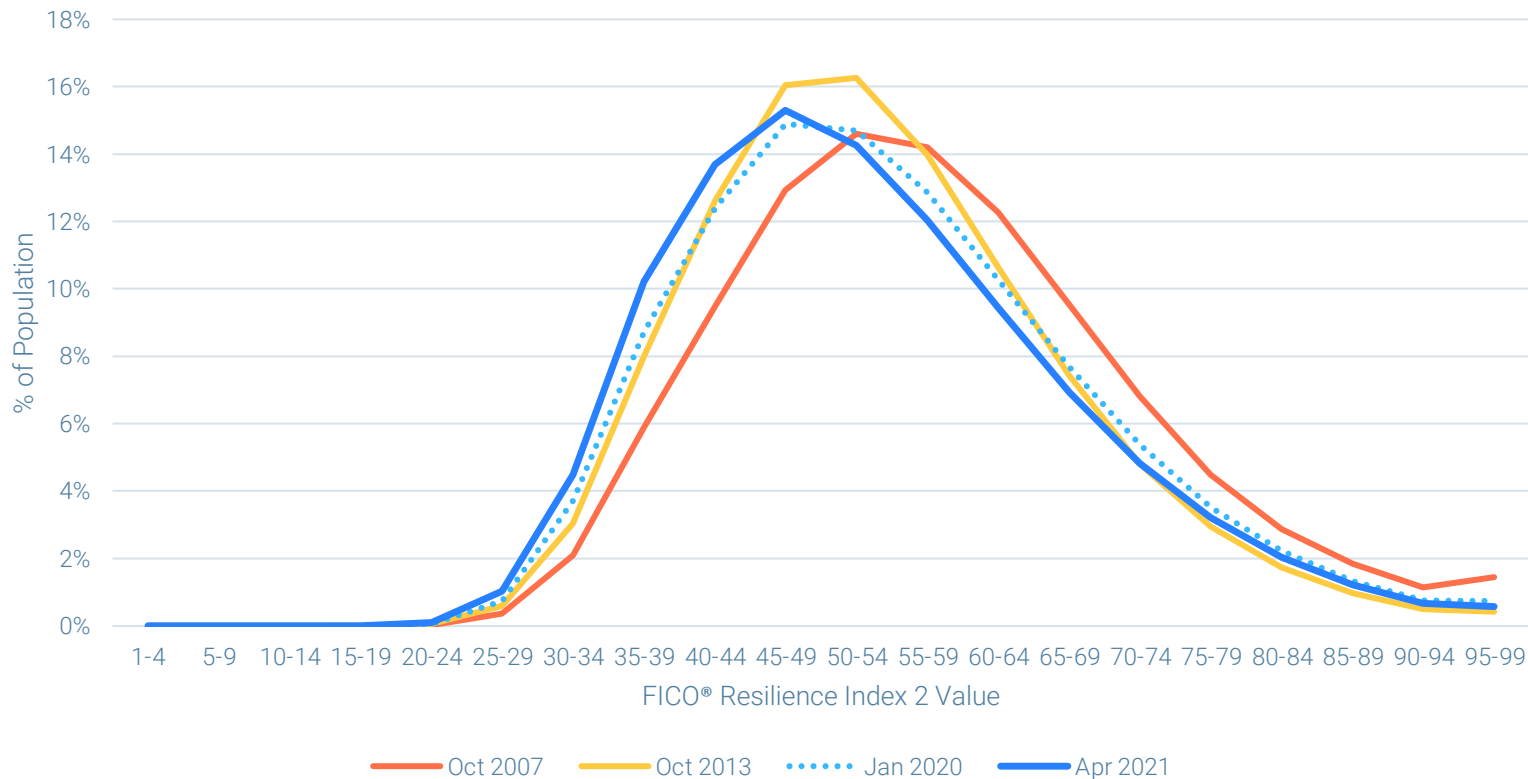
Apr 2021 Auto Finance Account Management (AM), Jan 2021 New Accounts Opened Feb-Apr 2021 (AO)

Auto Finance AM	Average FICO® Resilience Index 2 Value	
FICO® Auto Score 8	Overall	California
250-579	50.7	51.1
580-599	53.1	53.8
600-619	53.9	54.6
620-639	54.9	55.8
640-659	55.9	57.0
660-679	56.7	57.9
680-699	57.1	58.2
700-719	57.1	58.3
720-739	56.9	58.3
740-900	51.3	53.6
Total	53.1	54.7

Auto Finance AO	Average FICO® Resilience Index 2 Value	
FICO® Auto Score 8	Overall	California
250-579	53.2	54.6
580-599	53.9	55.0
600-619	54.8	56.2
620-639	56.0	57.3
640-659	56.8	57.9
660-679	57.6	59.0
680-699	58.2	59.8
700-719	58.1	59.5
720-739	57.6	59.1
740-900	52.6	55.5
Total	55.0	57.0

# Distribution of U.S. Auto Loan Borrowers by FICO® Resilience Index 2 Value

Auto Finance Account Management: April 2021 vs. Previous Snapshots



# Distribution of U.S. Auto Loan Borrowers by FICO® Resilience Index 2 Value

Auto Finance Account Management: April 2021 vs. Previous Snapshots

Percentage Population by FICO® Resilience Index 2 Band:

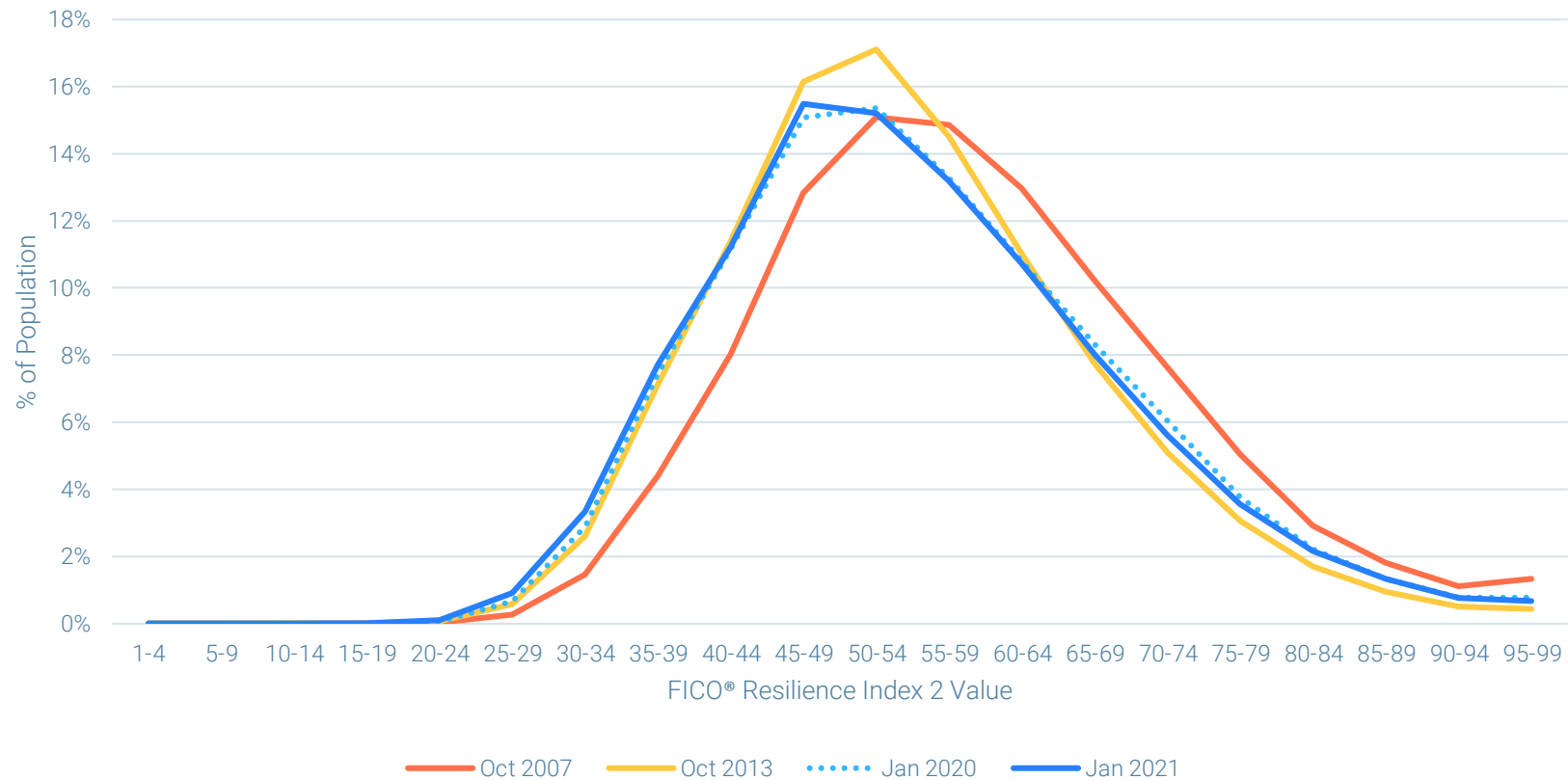
FICO Resilience Index 2 Value	Auto Finance AM			
	Oct 2007	Oct 2013	Jan 2020	Apr 2021
1-4	0.0	0.0	0.0	0.0
5-9	0.0	0.0	0.0	0.0
10-14	0.0	0.0	0.0	0.0
15-19	0.0	0.0	0.0	0.0
20-24	0.0	0.1	0.1	0.1
25-29	0.4	0.6	0.7	1.0
30-34	2.1	3.0	3.7	4.5
35-39	5.9	8.0	8.7	10.2
40-44	9.5	12.6	12.4	13.7
45-49	12.9	16.1	14.9	15.3
50-54	14.6	16.3	14.7	14.3
55-59	14.2	14.0	12.9	12.0
60-64	12.3	10.6	10.3	9.4
65-69	9.5	7.4	7.7	6.9
70-74	6.8	4.8	5.4	4.8
75-79	4.5	2.9	3.5	3.2
80-84	2.9	1.7	2.2	2.0
85-89	1.8	1.0	1.3	1.2
90-94	1.1	0.5	0.8	0.7
95-99	1.4	0.4	0.7	0.6

Percentage Population by FICO® Resilience Index 2 Category:

Month	Resilient (1-44)	Moderate (45-59)	Sensitive (60-69)	Very Sensitive (70-99)
Oct 2007	17.9	41.7	21.8	18.6
Oct 2013	24.3	46.3	18.0	11.4
Jan 2020	25.7	42.5	17.9	14.0
Apr 2021	29.5	41.6	16.4	12.5

# Distribution of U.S. Auto Loan Borrowers by FICO® Resilience Index 2 Value

Auto Finance Account Origination\*: January 2021 vs. Previous Snapshots



# Distribution of U.S. Auto Loan Borrowers by FICO® Resilience Index 2 Value

Auto Finance Account Origination\*: Jan 2021 vs. Previous Snapshots

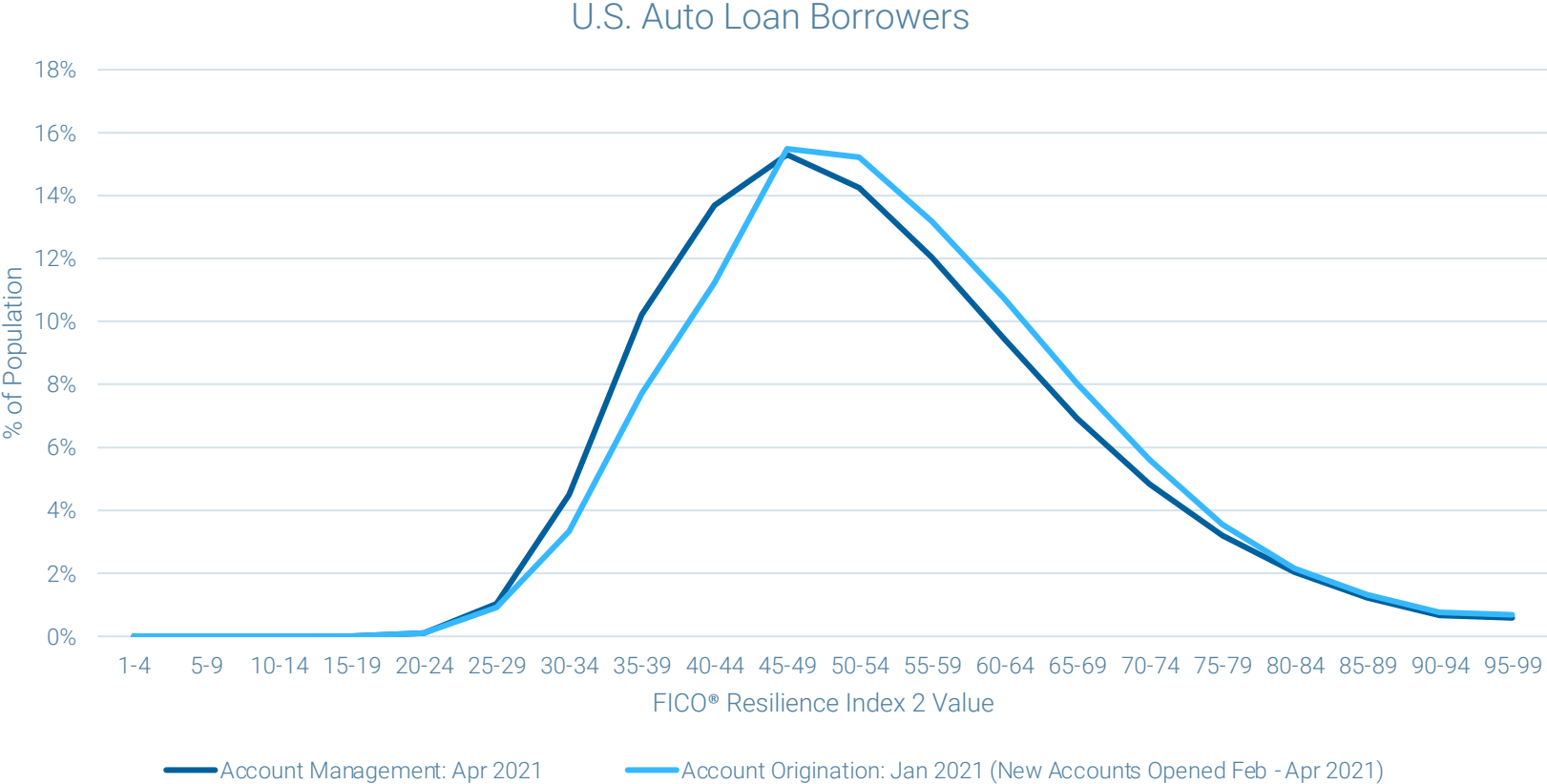
Percentage Population by FICO® Resilience Index 2 Band:

FICO Resilience Index 2 Value	Auto Finance AO			
	Oct 2007	Oct 2013	Jan 2020	Jan 2021
1-4	0.0	0.0	0.0	0.0
5-9	0.0	0.0	0.0	0.0
10-14	0.0	0.0	0.0	0.0
15-19	0.0	0.0	0.0	0.0
20-24	0.0	0.1	0.1	0.1
25-29	0.3	0.6	0.7	0.9
30-34	1.5	2.6	2.9	3.3
35-39	4.4	7.1	7.5	7.7
40-44	8.0	11.4	11.2	11.2
45-49	12.8	16.2	15.1	15.5
50-54	15.1	17.1	15.4	15.2
55-59	14.9	14.5	13.3	13.2
60-64	13.0	11.0	10.8	10.7
65-69	10.2	7.7	8.3	8.0
70-74	7.6	5.1	6.0	5.6
75-79	5.0	3.1	3.8	3.6
80-84	2.9	1.7	2.2	2.2
85-89	1.8	0.9	1.3	1.3
90-94	1.1	0.5	0.8	0.8
95-99	1.3	0.4	0.8	0.7

Percentage Population by FICO® Resilience Index 2 Category:

Month	Resilient (1-44)	Moderate (45-59)	Sensitive (60-69)	Very Sensitive (70-99)
Oct 2007	14.2	42.8	23.2	19.8
Oct 2013	21.7	47.8	18.8	11.7
Jan 2020	22.3	43.7	19.1	14.9
Jan 2021	23.3	43.9	18.8	14.1

# FICO® Resilience Index 2 Distribution for Existing vs. Newly Originated Accounts



# FICO® Resilience Index 2 Distribution for Existing vs. Newly Originated Accounts

**U.S. Auto Loan Borrowers:** April 2021 Account Management (AM), Jan 2021 New Accounts Opened Feb-Apr 2021 (AO)

Percentage Population by FICO®  
Resilience Index 2 Band:

FICO® Resilience Index 2 Value	Auto Finance	
	AM	AO
1-4	0.0	0.0
5-9	0.0	0.0
10-14	0.0	0.0
15-19	0.0	0.0
20-24	0.1	0.1
25-29	1.0	0.9
30-34	4.5	3.3
35-39	10.2	7.7
40-44	13.7	11.2
45-49	15.3	15.5
50-54	14.3	15.2
55-59	12.0	13.2
60-64	9.4	10.7
65-69	6.9	8.0
70-74	4.8	5.6
75-79	3.2	3.6
80-84	2.0	2.2
85-89	1.2	1.3
90-94	0.7	0.8
95-99	0.6	0.7

Percentage Population by FICO® Resilience Index 2 Category:

Month	Resilient (1-44)	Moderate (45-59)	Sensitive (60-69)	Very Sensitive (70-99)
AM	29.5	41.6	16.4	12.5
AO	23.3	43.9	18.8	14.1

# Distribution of U.S. Auto Loan Borrowers by FICO® Score and FICO® Resilience Index 2

Auto Finance Account Management: April 2021

Auto Finance AM, Apr 2021		FICO® Resilience Index 2														
Total %		1-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-69	70-74	75-79	80-84	85-89	90-99	Total
FICO® Auto Score 8	250-579	0.08%	0.36%	1.70%	2.46%	2.69%	2.34%	1.77%	1.18%	0.73%	0.43%	0.23%	0.13%	0.07%	0.06%	14.22%
	580-599	0.02%	0.09%	0.27%	0.42%	0.52%	0.52%	0.44%	0.31%	0.21%	0.14%	0.08%	0.05%	0.03%	0.02%	3.12%
	600-619	0.02%	0.09%	0.28%	0.45%	0.55%	0.55%	0.46%	0.35%	0.26%	0.17%	0.11%	0.06%	0.04%	0.04%	3.43%
	620-639	0.03%	0.11%	0.32%	0.49%	0.61%	0.62%	0.54%	0.43%	0.33%	0.23%	0.15%	0.09%	0.05%	0.06%	4.05%
	640-659	0.03%	0.13%	0.34%	0.52%	0.66%	0.68%	0.63%	0.52%	0.41%	0.29%	0.19%	0.13%	0.08%	0.09%	4.69%
	660-679	0.04%	0.14%	0.34%	0.53%	0.69%	0.74%	0.69%	0.59%	0.47%	0.34%	0.23%	0.15%	0.10%	0.11%	5.16%
	680-699	0.04%	0.12%	0.32%	0.58%	0.79%	0.80%	0.74%	0.64%	0.50%	0.37%	0.26%	0.18%	0.11%	0.14%	5.59%
	700-719	0.03%	0.13%	0.40%	0.64%	0.80%	0.85%	0.80%	0.69%	0.56%	0.41%	0.28%	0.19%	0.12%	0.15%	6.06%
	720-739	0.03%	0.16%	0.46%	0.69%	0.87%	0.92%	0.88%	0.78%	0.60%	0.43%	0.31%	0.21%	0.13%	0.15%	6.61%
	740-900	0.80%	3.16%	5.81%	6.92%	7.11%	6.22%	5.10%	3.94%	2.86%	2.02%	1.36%	0.86%	0.50%	0.44%	47.08%
Total		1.12%	4.49%	10.21%	13.69%	15.30%	14.26%	12.05%	9.43%	6.93%	4.82%	3.21%	2.04%	1.22%	1.25%	100.00%

Auto Finance Account Management: April 2021 (Row percentages)

Auto Finance AM, Apr 2021		FICO® Resilience Index 2														
Row %		1-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-69	70-74	75-79	80-84	85-89	90-99	Total
FICO® Auto Score 8	300-579	0.53%	2.51%	11.93%	17.33%	18.95%	16.46%	12.45%	8.28%	5.15%	3.02%	1.64%	0.88%	0.46%	0.41%	100.00%
	580-599	0.73%	2.91%	8.59%	13.47%	16.80%	16.72%	14.00%	9.89%	6.79%	4.38%	2.63%	1.51%	0.82%	0.78%	100.00%
	600-619	0.71%	2.76%	8.08%	13.02%	16.10%	16.17%	13.44%	10.22%	7.47%	5.02%	3.10%	1.84%	1.04%	1.03%	100.00%
	620-639	0.72%	2.68%	7.92%	12.00%	14.98%	15.27%	13.37%	10.73%	8.11%	5.58%	3.66%	2.23%	1.35%	1.40%	100.00%
	640-659	0.71%	2.72%	7.15%	11.01%	14.17%	14.45%	13.39%	11.17%	8.71%	6.18%	4.15%	2.68%	1.64%	1.88%	100.00%
	660-679	0.75%	2.66%	6.51%	10.21%	13.46%	14.42%	13.39%	11.49%	9.03%	6.51%	4.53%	2.99%	1.90%	2.17%	100.00%
	680-699	0.65%	2.22%	5.76%	10.34%	14.15%	14.37%	13.25%	11.41%	9.01%	6.63%	4.64%	3.16%	1.99%	2.42%	100.00%
	700-719	0.54%	2.13%	6.54%	10.59%	13.26%	14.09%	13.24%	11.45%	9.16%	6.68%	4.69%	3.18%	2.02%	2.43%	100.00%
	720-739	0.51%	2.44%	6.90%	10.37%	13.11%	14.00%	13.29%	11.74%	9.09%	6.52%	4.63%	3.14%	1.99%	2.28%	100.00%
	740-850	1.69%	6.71%	12.33%	14.70%	15.09%	13.21%	10.83%	8.37%	6.08%	4.30%	2.89%	1.82%	1.05%	0.93%	100.00%

# Distribution of U.S. Auto Loan Borrowers by FICO® Score and FICO® Resilience Index 2

Auto Finance Account Origination: New Accounts Opened Feb-Apr 2021

Auto Finance AO, Jan 2021		FICO® Resilience Index 2														
Total %		1-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-69	70-74	75-79	80-84	85-89	90-99	Total
FICO® Auto Score 8	250-579	0.04%	0.16%	0.67%	1.28%	1.66%	1.66%	1.44%	1.07%	0.67%	0.40%	0.19%	0.08%	0.04%	0.04%	9.42%
	580-599	0.02%	0.07%	0.26%	0.44%	0.54%	0.58%	0.50%	0.38%	0.28%	0.17%	0.09%	0.04%	0.02%	0.02%	3.43%
	600-619	0.03%	0.09%	0.27%	0.46%	0.62%	0.67%	0.58%	0.47%	0.34%	0.22%	0.13%	0.06%	0.04%	0.04%	4.02%
	620-639	0.03%	0.10%	0.30%	0.49%	0.67%	0.75%	0.71%	0.58%	0.45%	0.30%	0.19%	0.10%	0.06%	0.07%	4.81%
	640-659	0.05%	0.12%	0.33%	0.58%	0.75%	0.85%	0.85%	0.71%	0.57%	0.39%	0.24%	0.15%	0.09%	0.11%	5.79%
	660-679	0.05%	0.12%	0.34%	0.57%	0.77%	0.94%	0.91%	0.78%	0.63%	0.46%	0.29%	0.18%	0.12%	0.14%	6.31%
	680-699	0.04%	0.12%	0.34%	0.57%	0.86%	0.98%	0.99%	0.86%	0.71%	0.53%	0.34%	0.20%	0.13%	0.17%	6.84%
	700-719	0.04%	0.14%	0.37%	0.63%	0.91%	1.06%	1.06%	0.94%	0.77%	0.56%	0.35%	0.22%	0.15%	0.17%	7.37%
	720-739	0.05%	0.17%	0.41%	0.69%	1.04%	1.21%	1.19%	1.03%	0.79%	0.56%	0.35%	0.23%	0.15%	0.18%	8.06%
	740-900	0.66%	2.23%	4.42%	5.50%	7.67%	6.52%	4.95%	3.91%	2.83%	2.01%	1.37%	0.89%	0.52%	0.50%	43.97%
Total		1.01%	3.33%	7.72%	11.22%	15.49%	15.22%	13.18%	10.73%	8.03%	5.61%	3.55%	2.16%	1.33%	1.43%	100.00%

Auto Finance Account Origination: New Accounts Opened Feb-Apr 2021 (Row percentages)

Auto Finance AO, Jan 2021		FICO® Resilience Index 2														
Row %		1-29	30-34	35-39	40-44	45-49	50-54	55-59	60-64	65-69	70-74	75-79	80-84	85-89	90-99	Total
FICO® Score 8	300-579	0.42%	1.72%	7.16%	13.60%	17.58%	17.65%	15.31%	11.36%	7.15%	4.27%	2.02%	0.87%	0.48%	0.41%	100.00%
	580-599	0.61%	2.12%	7.61%	12.86%	15.76%	16.78%	14.68%	11.15%	8.03%	4.94%	2.74%	1.30%	0.70%	0.73%	100.00%
	600-619	0.64%	2.12%	6.72%	11.55%	15.36%	16.77%	14.44%	11.63%	8.46%	5.59%	3.33%	1.58%	0.91%	0.90%	100.00%
	620-639	0.67%	2.15%	6.28%	10.29%	13.94%	15.56%	14.78%	12.06%	9.39%	6.26%	3.94%	2.05%	1.27%	1.37%	100.00%
	640-659	0.84%	2.10%	5.76%	10.00%	13.04%	14.64%	14.70%	12.19%	9.77%	6.80%	4.18%	2.52%	1.61%	1.85%	100.00%
	660-679	0.73%	1.95%	5.32%	9.02%	12.28%	14.93%	14.45%	12.37%	10.07%	7.33%	4.65%	2.84%	1.82%	2.24%	100.00%
	680-699	0.62%	1.82%	4.90%	8.34%	12.56%	14.34%	14.44%	12.58%	10.37%	7.69%	4.95%	3.00%	1.93%	2.45%	100.00%
	700-719	0.58%	1.86%	5.04%	8.57%	12.32%	14.36%	14.35%	12.82%	10.45%	7.58%	4.75%	2.99%	1.97%	2.34%	100.00%
	720-739	0.67%	2.08%	5.14%	8.58%	12.90%	15.04%	14.71%	12.79%	9.75%	6.99%	4.33%	2.89%	1.92%	2.23%	100.00%
	740-850	1.51%	5.07%	10.05%	12.52%	17.44%	14.82%	11.27%	8.89%	6.43%	4.57%	3.12%	2.01%	1.18%	1.13%	100.00%

To keep up with the latest  
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