

ISSUE FOURTEEN

DECEMBER 2021

OUT OF THE BLUE

ECONOMIC AND MARKET OVERVIEW
FROM BLUESTONE MOTOR FINANCE

Donal's Diary

**Happy Christmas and
All the Best for 2022**



Process Improvement and
Intelligent Automation

Bluestone.
motor finance



Happy Christmas and All the Best for 2022

from the Award-Winning Team at Bluestone Motor Finance

I hope you don't mind me 'blowing our trumpet', but we were delighted and honoured when we won our very first industry award and did so in exalted company.

Having flown to London to attend the Asset Finance Connect UK Conference & Awards on November 9th, we were so delighted to have been shortlisted for the Process Improvement and Intelligent Automation Award. The event and awards featured a host of finance companies and fintech software providers from across Europe. When it was announced that we were the category winner, to say we were thrilled would be an understatement.

I believe we all know that digitisation in car retailing and financing has accelerated. Over the last, almost two challenging years, we have continued to invest, innovate and collaborate to support our dealers and their customers to digitise peoples' financing journeys while retaining that human touch that is often needed for people with complex credit histories. The very title of the award, 'Process Improvement and Intelligent Automation,' is a perfect summary of what we aim to deliver. An honour for us, I hope it is reassuring to our dealers that Bluestone is a finance company that the dealer can be sure is working to help them and their customers in today's ever-changing market.

We hope you appreciate the additional level of credibility that working with an award-winning finance company can add for your customers!

Self-promotion over, I want to take the opportunity to thank the growing number of dealers across the country who have worked with us this year for your support. Everyone at Bluestone wishes you, your team and your families a very Merry Christmas and a happy, healthy and prosperous 2022. We all know that the resilience and agility we have continued to see this year will be required again in the year ahead. Be sure we will be ready and willing to help you and your customers wherever we can.

Best Wishes

Donal

Donal Murphy
Managing Director
Bluestone Motor Finance

**Bluestone are proud to support
The Irish Kidney Association
this Christmas.**
www.ika.ie



Our Christmas Charity – The Irish Kidney Association

Stacey O'Connor
Head of Marketing
at Bluestone Motor Finance

Kidney disease is something that has affected a number of people and their families within our Bluestone team, making it a natural choice for us. On a personal level, I'm in the very privileged position that I was able to donate my kidney as part of the Living Kidney Sharing Scheme that enabled my Mom to have a successful transplant.

My experience means that I understand only too well the impact of kidney disease. It affects all age groups, men, women and children. Kidney disease can impinge on many strands of a person's life including: health, employment, education, social life and relationships, physical fitness and general well-being.

On a daily basis, it can mean a lifetime of treatment: regular out-patient monitoring, on-going medication, surgery for dialysis access, dialysis, transplantation, failed transplant, re-dialysis, re-transplantation, and so on often developing additional health problems such as hypertension, bone disease, restricted mobility, cardiac complications, etc.

The Irish Kidney Association charity supports patients and their families affected by end stage kidney disease and are either being treated by dialysis or have a working kidney transplant.

If you are able to do so, please join us and make a donation to help a charity that makes a massive difference to people coping with kidney failure:

www.ika.ie

Thank you.

Donate

60 Seconds with... Liz McNab

Name:
Liz McNab
Job Role:
Head of Lending
Length of time at
Bluestone Motor
Finance:
Nearly 8 years



What is your favourite thing about working at BMFI and why?

My favourite thing would have to be the people, a great team who all work really hard together. Like one big happy family!

If you could choose one song to play every time you walked into a room, what song would you choose and why?

Eye of the Tiger - Survivor.

Always loved the Rocky movies growing up and this song to this day is still one of my favourites.



What do you like about working with Motor Retailers?

Working with them for over 25 years I have made some good friends, along the way. No day is the same. Different personalities, daily queries, helping them and watching their businesses grow.

What attracted you to work at Bluestone Motor Finance?

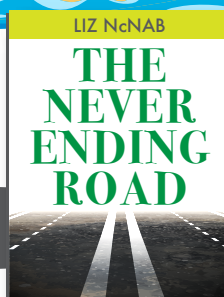
The idea of being involved in launching a new motor finance company in Ireland, building it from the idea to what it is today.

What motivates you?
Results, whether it's personal or professional. Achieving goals you set makes it all worthwhile.

If you had to be shipwrecked on a deserted island, what 2 items would you HAVE to have with you?

Would definitely have to be my two kids, there would never be a dull moment.

What title would you give your autobiography? The Never Ending Road...



If Hollywood made a movie about your life, whom would you like to see play the lead role as you?

Kate Winslet, she is a strong actress and able to hold her own.



Who would you most like to meet and why?



Hugh Jackman, he is very easy on the eye, super actor and comes across in interviews like a really genuine guy.

What's your favourite thing about Christmas?

The excitement of Santa, coming down on Christmas morning then catching up with family and friends.



If you bought a boat, what would you call it?

Woody, just love the name.



**SWEEP UP WITH
MORE FINANCE
APPLICATIONS.**



Bluestone go live with Sweep

Bluestone has teamed up with innovative car buying app, Sweep, which assists the TikTok Generation in finding their next car, to provide an online finance option to car buyers. Offering over 20,000 vehicles from over 500 of Ireland's trusted dealerships, used car marketplace provider Sweep provides a distinctive, highly tailored online car buying experience that has captured tens of thousands of monthly active users in just eighteen months.

www.sweep.ie

**Christmas
opening
hours...**

Key economic data summary

as at 24/11/21

Consumer Confidence - (Nov)	83.1	Down from 86.8 in October
Annual Inflation CPI (Oct)	5.1%	Up from 3.7% in September
Annual Inflation HICP (Oct)	5.1%	Up from 3.9% in September
Unemployment Rate (Oct)	5.2%	Unchanged from September

Consumer confidence falls back – KBC 23/11/21

Modest monthly drop in November pushes sentiment index to seven month low.

Higher Covid cases, rising energy costs and renewed Brexit concerns likely drivers.

November survey suggests caution increasing but confidence not collapsing.

Special question asked in November finds only one in eight consumers plans to spend more this Christmas than last while one in three expects to spend less. Christmas spending power down on last year likely reflecting higher living costs.

We read these results as suggesting that Christmas 2021 will be 'careful' rather than 'cancelled'.

Motor Industry News – SIMI 01/12/21

1,131 New cars registrations for November compared to 913 in November 2020 (+24%) and 761 in November 2019 (+48.6%).

104,563 new cars registered year to date compared to 87,724 for the same period in 2020 (+19.2%) and 116,885 in 2019 (-10.5%). 195 new electric vehicles registered in November compared to 61 in November 2020 (+219.7%).

8,533 new electric cars registered year to date in comparison to 3,928 on the same period 2020 (+117.2%).

Light Commercial Vehicles (LCV) saw a decrease of 767 registrations compared to November last year 829 and an increase on 857 registrations for the same month in 2019. Year to date 28,424 new LCVs were registered, an increase on last year's 21,431 (+32.6%) and on 25,161 in 2019 (+13.0%).

4,445 used cars were imported in November 2021, compared with 8,645 imports in November 2020, and a decrease on the 10,008 imports in November 2019. Year to date used imports are down 10.7% (59,982) on 2020 (67,149) and down 42.3% on 2019 (103,900).

195 new electric vehicles registered in November compared to 61 in November 2020.

DECEMBER

24th Closed • 27th Closed • 28th Closed
29th Open • 30th Open • 31st Open

JANUARY

3rd Closed • 4th Open

Bluestone.
motor finance

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Lines open: 9.00am - 5.30pm Monday to Friday. Calls may be recorded.

Bluestone Motor Finance is a registered business name of Bluestone Motor Finance (Ireland) DAC.

Directors: A Curtin, A Jeffery (British), P McGuinness (British), D Murphy.

Registered in Dublin, Ireland No. 507250. Registered Office: Unit 18 Northwood House, Northwood Business Campus, Santry, Dublin 9.

OOTB 1221

**Rated
Excellent**

★ Trustpilot