

FINX CONCLAVE & AWARDS 3RD EDITION

BANKNBFC.COM

IN ASSOCIATION WITH PARK+

PRESENTS

INDIA'S FIRST AUTO LOANS CONCLAVE

DRIVING THE FUTURE OF MOBILITY FINANCE



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Park+
YOUR CAR APP



19th August 2026
10 AM – 4 PM



Hotel Aurika,
Intl Airport, Mumbai



FinXSummit.com



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NEW CAR MARKET SIZE IN INDIA

India is one of the largest automotive markets in the world, ranking among the top three in terms of annual vehicle production and sales. The broader automotive industry (including cars) is worth around USD 147–250+ billion and is forecasted to grow steadily through the decade.

Passenger vehicle (car) sales are a major segment, with total annual sales estimated at around 4.5–4.6 million units in 2025, driven by strong consumer demand, festive-season buying, and policy tailwinds.

Industry forecasts suggest that total vehicle sales (including passenger vehicles) could surpass 6–7+ million units by 2030, growing at a moderate CAGR of ~5.5–7.5% as urbanisation, income growth, and product diversification continue.

KEY DRIVERS OF GROWTH IN THE NEW CAR MARKET

Rising Disposable Incomes & Changing Lifestyles

Policy Support & Regulatory Tailwinds

Rapid Electrification & EV Adoption

Product Innovation & Segment Diversification

Manufacturing Expansion & Global Integration

Financing & Affordability

Urbanisation & Mobility Needs



INDIA USED CAR MARKET SIZE & GROWTH

The India used car market has grown rapidly in recent years and is becoming a major part of the automotive ecosystem. In 2025, the market size was valued at around USD 36.39 billion.

Industry forecasts suggest the market could expand significantly over the next decade. For example, it is projected to reach between USD 68+–110+ billion by around 2030–34, with double-digit CAGRs (~11–15%+) through the forecast years (2025–2034).

Volume trends also show strong demand used car sales in India reached nearly 5.9 million units in FY2024-25 and are expected to grow at about a 10% CAGR, reaching close to 9.5 million units by 2030.

Crisil Ratings projects used-car volumes rising faster than new car sales, with total annual used car sales crossing around 6 million units and the used-to new ratio climbing (from under 1:1 five years ago to ~1.4:1 recently).

KEY GROWTH DRIVERS

Cost Sensitivity & Value Seeking

Digital Marketplaces & Transparency

Financing & Credit Access

Demographic & Lifestyle Changes

Supply Growth & Shorter Upgrade Cycles

Organized Sector Expansion

KEY POLICY CHANGES IN INDIA'S AUTO INDUSTRY

GST Rationalisation & Tax Reforms

Electric Vehicle (EV) Promotion & Incentive Policies

Vehicle Scrappage & Emission Controls

Fuel Efficiency & Emission Norm Adjustments

Global Trade & Investment Policies

CHALLENGES IN THE CAR LOAN INDUSTRY (INDIA)

Rising vehicle prices, Interest rate volatility

Affordability pressure on customers

Credit risk and rising delinquencies

Informal income profiles

Used car valuation risk

EV financing challenges

Fraud and document manipulation

Multiple financing risk

Dealer and DSA dependency

High customer acquisition cost

Regulatory and compliance burden

Collection and recovery challenges

Delays in RC transfer and RTO processes

Technology integration gaps, Data quality and underwriting limitations

Slower growth in entry-level car segment

Repossession and legal risks



FUTURE OUTLOOK & TRENDS

Sustained Market Expansion

Premium & SUV Segments Rising

Shift toward Organized Sales

Digital Transformation Continues

Increasing Role of EVs in Pre-Owned

ABOUT FINX CONCLAVE



FinX Conclave is India's premier BFSI platform connecting Banks, NBFCs, FinTechs, Regulators and other Industry stake holders to drive collaboration, innovation and sustainable credit growth.

The 3rd Edition of FinX Conclave focuses on one of India's largest and fastest expanding retail credit markets "Auto Finance 2.0" and examines how lenders are leveraging digital channels, partnerships, data analytics, and innovative product structures to capture emerging demand and accelerate sustainable growth across the mobility ecosystem.

TARGET AUDIENCE

Vehicle manufacturers (OEMs)	Banks , Small Finance Banks, NBFCs
New car dealers ,Used car dealers	Captive finance arms of OEMs
Car loan aggregators	FinTech lending platforms
Credit bureaus	Fraud risk and identity verification companies
Vehicle valuation and inspection agencies	Insurance companies
Warranty and protection plan providers	Dealer management system (DMS) providers
Collections and recovery agencies	Telematics and asset tracking providers
Regulators and government authorities	Fleet operators and mobility service providers
Industry associations and ecosystem enablers	Credit Rating Organisations

OBJECTIVES OF THE CONCLAVE

1

Networking Platform

Facilitate meaningful engagement between Bankers, NBFCs, FinTechs and Channel Partners

2

Business Enablement

Enable partnerships, sourcing, co-lending and portfolio growth

3

Knowledge Exchange

Panel discussions, expert sessions and industry insights

4

Brand Visibility

Powerful branding opportunities for sponsors and partners

5

Ecosystem Development

Build a strong Tier-2 & Tier-3 car loan ecosystem across India



EVENT HIGHLIGHTS

1

Inaugural Address by Banking Leaders & Industry Experts

Insightful opening keynote from senior banking leaders and industry experts, setting the vision and direction for the auto finance ecosystem.

2

High-impact Panel Discussions

Engaging panel sessions featuring thought leaders discussing trends, challenges, innovations, and the future of auto loans in India.

3

Product & Technology Showcases

Live demonstrations of cutting-edge products, platforms, and digital solutions transforming auto lending and financial services.

4

B2B Partnering & Networking

Curated networking opportunities to connect with banks, NBFCs, fintechs, OEMs, and service providers for meaningful collaborations.

5

Awards & Recognition Ceremony

Celebrating excellence by honoring organizations and leaders driving innovation and growth in the auto finance sector.



KEY PANEL DISCUSSIONS

Auto Loans 2.0: The Next Growth Chapter

Digital & Instant Auto Lending Journeys

Financing Electric Vehicles & New Mobility Models

AI, Data & Analytics in Auto Credit Underwriting

Managing Delinquencies, Collections & Portfolio Quality

Fraud Risk, Identity & Vehicle Valuation Challenges

Used Car Finance: Opportunities & Risks

OEM-Lender-FinTech Collaboration Models

Customer Experience in the Age of Speed & Convenience

Regulatory Outlook & Responsible Auto Lending

VALUE PROPOSITION

- ✔ Understand emerging trends in auto finance.
- ✔ Explore digital transformation across the auto lending lifecycle.
- ✔ Discuss EV financing and future mobility models.
- ✔ Strengthen risk management and fraud prevention frameworks.
- ✔ Enable collaboration across the auto finance ecosystem.
- ✔ Create meaningful CXO-level networking opportunities.

KEY TAKE AWAY FOR FINANCIAL INSTITUTIONS

Growth drivers across new, used, and EV auto loans

Market demand trends and customer behaviour insights

Digital and instant auto loan journey frameworks

Data-driven credit underwriting and risk models

Fraud prevention and collateral protection strategies

Used car finance opportunity assessment

EV financing risks and emerging mobility models

OEM, dealer, and fintech partnership structures

Portfolio quality monitoring and collections optimization

Regulatory compliance and responsible lending practices

Profitability improvement and cost optimization strategies

Peer learning, market benchmarking, and CXO networking

KEY TAKE AWAY FOR VEHICLE MANUFACTURERS

Better understanding of auto finance trends influencing vehicle sales

Insights into lender expectations and credit approval dynamics

Financing-led demand creation strategies at dealerships

Collaboration models with banks, NBFCs, and captive financiers

Digital and embedded finance opportunities at point of sale

EV financing structures and customer affordability solutions

Used vehicle ecosystem and resale value considerations

Role of analytics in improving conversion and approval rates

Dealer financing optimization and working capital solutions

Customer experience enhancement through faster loan journeys

Risk-sharing and co-branded finance program opportunities

Stronger alignment between OEMs, dealers, and financiers



KEY TAKE AWAY FOR FINTECH

Emerging opportunities in digital auto lending and embedded finance

Integration models with banks, NBFCs, OEMs, and dealers

Use of AI and alternative data for faster credit decision

Technology solutions for instant loan approvals and on boarding

Fraud detection, identity verification, & document automation use cases

EV and mobility-focused fintech innovation opportunities

Used vehicle valuation, pricing, and analytics solutions

API-led ecosystem partnerships and scalability frameworks

Improving customer experience through seamless digital journeys

Data security, compliance, and regulatory alignment requirements

Monetization models and sustainable fintech partnerships

Market insights and collaboration with industry stakeholders

KEY TAKE AWAY FOR CAR LOAN AGGREGATORS, USED CAR LOAN PLATFORM

Deeper understanding of lender credit appetite and approval criteria

Insights into pricing, LTV norms, and risk segmentation models

Strengthening partnerships with banks, NBFCs, and captive financiers

Best practices for improving lead-to-disbursal conversion ratios

Digital integration frameworks with lender loan management systems

Used car valuation, residual value, and price discovery trends

Fraud prevention and document verification expectations

Enhancing customer experience through faster loan journeys

Expanding offerings across used, refinance, and top-up loans

Compliance, data-sharing, and regulatory alignment insights

Leveraging analytics to improve sourcing quality

Networking with key decision-makers across the auto finance ecosystem



AUTO LOAN SPONSORSHIP PACKAGE

DELIVERABLES	TITLE SPONSOR RS 10 LAKS	GOLD SPONSOR RS 5 LAKS	SILVER SPONSOR RS 3 LAKS	BRONZE SPONSOR RS 2 LAKS
Exclusive branding as Title Sponsor	Yes	-	-	-
Prominent Coverage in TV, You tube, Print media Instagram Promotions	Yes	Yes	Yes	-
Logo Placement in Print Media, Digital Media	Yes	Yes	Yes	Yes
Prominent logo placement on main stage backdrop, banners, notice boards, digital creatives, delegate materials	Yes	Yes	Yes	-
A dedicated presentation / project showcase slot (10 minutes)	Yes	Yes	Yes	-
Priority exhibition booth / display space to showcase Products	-	-	-	Yes
Stall Space	Yes	Yes	Yes	
Mention in all pre-event promotions, newsletters, and post-event reports	Yes	Yes	Yes	-
Panellis	Yes	Yes	Yes	-
3 Complimentary passes for your leadership team and sales/channel representative	Yes	Yes	Yes	Yes
Key Note Speaker during Inaugural Address	Yes	Yes	-	-
Panel Moderator	Yes	-	-	-
Panel Speaker	Yes	Yes	Yes	-

DELEGATE FEES:- RS 3999 PER PARTICIPANT



FINX 1.0 HIGHLIGHTS - 07 TH JAN 2026, COIMBATORE



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FINX 2.0 - INDIA'S FIRST GOLD LOAN CONCLAVE MAY 22 ND AT KOCHIN



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FINANCIAL INSTITUTIONS - INDICATIVE LIST

PSU BANKS



PRIVATE BANKS



LEASING COMPANIES

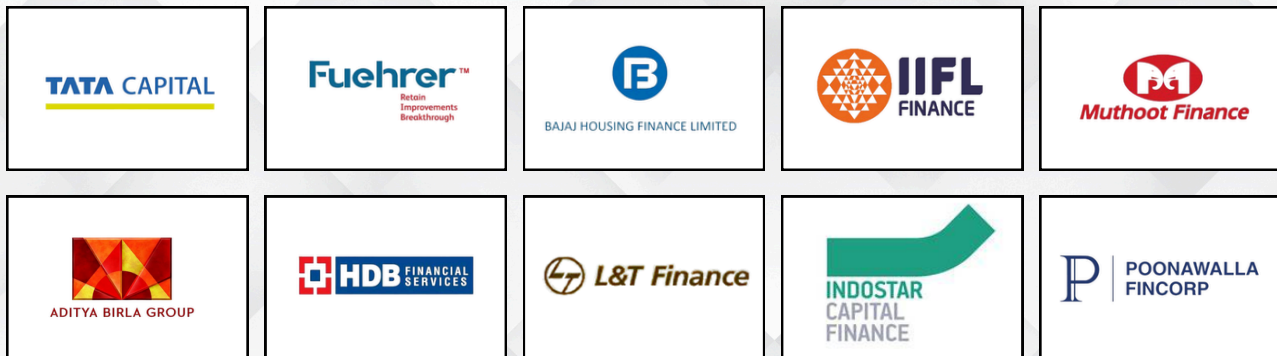


AUTO LOAN COMPANIES



FINANCIAL INSTITUTIONS PARTICIPATING

NBFCS



COMMUNITY PARTNER



PARTICIPANTS GAIN

- ✓ Direct access to 100+ Auto Finance CXOs & decision makers.
- ✓ Opportunities for lender–OEM–Fintech partnerships and co-lending models
- ✓ Insights into RBI guidelines, compliance frameworks & fraud risk controls
- ✓ Exposure to digital auto lending, AI underwriting & vehicle valuation platforms
- ✓ Market intelligence to shape future-ready Auto Finance 2030 strategies

ABOUT BANKNBFC.COM

BankNbfc.com is a global premier knowledge and networking platform dedicated to the Banking, NBFC, and FinTech ecosystem. The platform connects leaders, professionals, and innovators to enable collaboration, learning, and growth in a fast changing financial services environment.



WELCOME ALL

FinX Conclave Where India Meets Global Finance

Join Us to Shape the Future of Mobility Finance.

Be part of a landmark conclave that will define how India finances mobility in the next decade.