

Auto Lending Call With Westlake CFO: 3Q22 Update And 2022/2023 Outlook

OCTOBER 12, 2022 | 2:00PM ET

Stephens is hosting a conference call for institutional investors with Paul Kerwin, CFO of Westlake Financial, to discuss 3Q22 results and Westlake's 2022/medium term Outlook for auto lending. Westlake is a full-spectrum auto lender and is the largest privately held finance company in the United States, with assets over \$8 billion and an ROE exceeding 30%. Westlake is a preferred finance partner for several dealers and lenders such as CarMax and Ally Financial.



Paul Kerwin
CFO

Conference call date and time subject to change. To join the call or to obtain more information, please contact your Stephens sales representative.

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Topics of Discussion

- 3Q22 origination and credit metrics, such as volume (applications, quality of apps), credit (delinquency roll rates and payment rates), and recoveries (auction payments, used car prices)
- Consumer behavior in auto lending ahead of a recession: What data points are important? Why are certain consumer lending asset classes strong (credit card) but others starting to show stress (auto)?
- Competitive pressures, and are competitors behaving rationally for a slowdown? We have heard negative feedback about credit unions taking share, as an example.
- Funding challenges and opportunities: some are saying funding is getting easier; others are struggling for liquidity.
- Used car price impact to the auto lending industry, and what we should expect going forward. Is auto supply increasing a good/bad thing?

Conference Call Host

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