

## FADA Concludes its 5th Finance and Insurance Summit 2026 in Mumbai; Highlights Record Dealer Satisfaction and Path for Future Growth



**Mumbai | 10 July 2026:** The **Federation of Automobile Dealers Associations (FADA)**, the apex body of the Indian Automobile Retail Industry, successfully concluded its **5th Finance and Insurance (F&I) Summit 2026** today at the Aurika, Mumbai Skycity.

The summit brought together leaders from India's banking, finance, insurance, and auto retail sectors to address the evolving landscape of vehicle ownership and dealership viability. Serving as a critical platform for collaboration among dealers, bankers, and insurers, the event focused on the three key pillars that sustain dealership growth and profitability- Wholesale Finance, Retail Finance, and Insurance, while exploring opportunities and challenges in vehicle financing and customer protection.

The event was graced by **Dr. Pankaj Kanchan Rajesh Bhojar**, Minister of State for Home (Rural) in Maharashtra who served as the Guest of Honour. The summit featured a robust agenda with sessions and participation from senior industry leaders, including **Dr. Rajan Pentel** (Executive Director, YES BANK), **Mr. Raul Rebello** (MD & CEO, Mahindra Finance), and **Mr. Abhinav Garg** (Head – Product & Partnership Governance, AU Small Finance Bank), among others.

A central highlight of the summit was the release of the **3rd edition of the FADA Dealer Satisfaction Study for Finance and Insurance**. The study, which captured the voices of over **700 dealerships** across India, revealed a general rise in satisfaction regarding wholesale **finance, retail finance, and insurance**

**disbursements.** However, it also underscored critical areas for improvement, particularly the need for better training in the commercial vehicle (CV) segment and enhanced funding for the used-vehicle market

Delivering the Presidential Address, **Mr. C. S. Vigneshwar, President of FADA**, emphasized the symbiotic relationship between dealers and their financial partners: *"If an automobile dealership were a human body, the **OEM is our heart**, pumping the product lifeblood. **Wholesale finance is the bloodstream**—the working capital that must flow freely to keep the body energetic. **Retail finance is our legs**, allowing the customer to walk out with a vehicle, while **insurance is our immune system**, protecting us when the unexpected occurs. The dealer is the face the customer trusts, but you cannot have a healthy face on an unhealthy body. It takes all four of us- the **OEM**, the **financier**, the **insurer**, and the **dealer**, working in a perfect relay to keep the customer."*

Mr. Vigneshwar further urged dealers to adopt *"two habits" for future success: **monthly reconciliation** of all payouts and commissions, and **continuous investment in the training of F&I desks**, noting that F&I income is no longer just "the icing" but a "loadbearing wall of dealership viability.*

*Our dealer partners have highlighted a few key areas for improvement across finance and insurance. In **wholesale finance**, they expect more transparent, demand-led funding and quicker transmission of interest rate reductions. In **retail finance**, there is a strong need for more robust used-vehicle funding solutions and smoother reconciliation processes. In **insurance**, faster claims settlement and stronger protection of dealer-led customer relationships remain critical priorities."*

The summit concluded with the F&I Awards, recognizing partners who have demonstrated excellence in disbursements, policy issuance, and claims turnaround. FADA reaffirmed its commitment to building published service commitments to ensure the "India Growth Story" remains unhindered by operational bottlenecks.

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### About FADA India

Founded in 1964, Federation of Automobile Dealers Associations (FADA), is the apex national body of Automobile Retail Industry in India engaged in the sale, service and spares of 2 & 3 Wheelers, Passenger Cars, UVs, Commercial Vehicles (including buses and trucks) and Tractors. FADA India represents over 15,000 Automobile Dealerships having over 30,000 dealership outlets including multiple Associations of Automobile Dealers at the Regional, State and City levels representing the entire Auto Retail Industry. Together we employ ~5 million people at dealerships and service centres.

FADA India, at the same time also actively networks with the Industries and the authorities, both at the Central & State levels to provide its inputs and suggestions on the Auto Policy, Taxation, Vehicle Registration Procedure, Road Safety and Clean Environment, etc. to sustain the growth of the Automobile Retail Trade in India.