

Car Market Overview

July 2018

Derren Martin – Head of Current Valuations



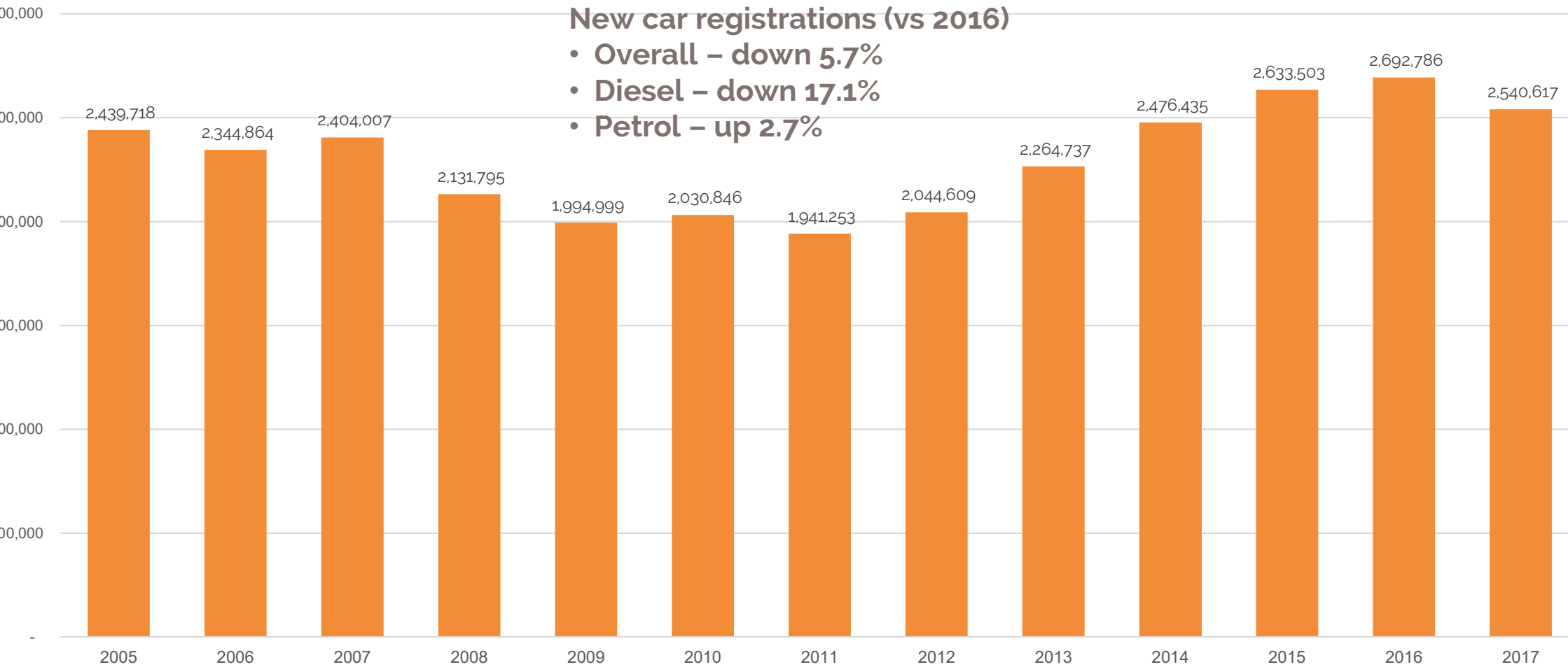
agenda

- 1. Context – New Car Registrations**
- 2. Used Car Depreciation**
- 3. Performance by Fuel Type and Sector**

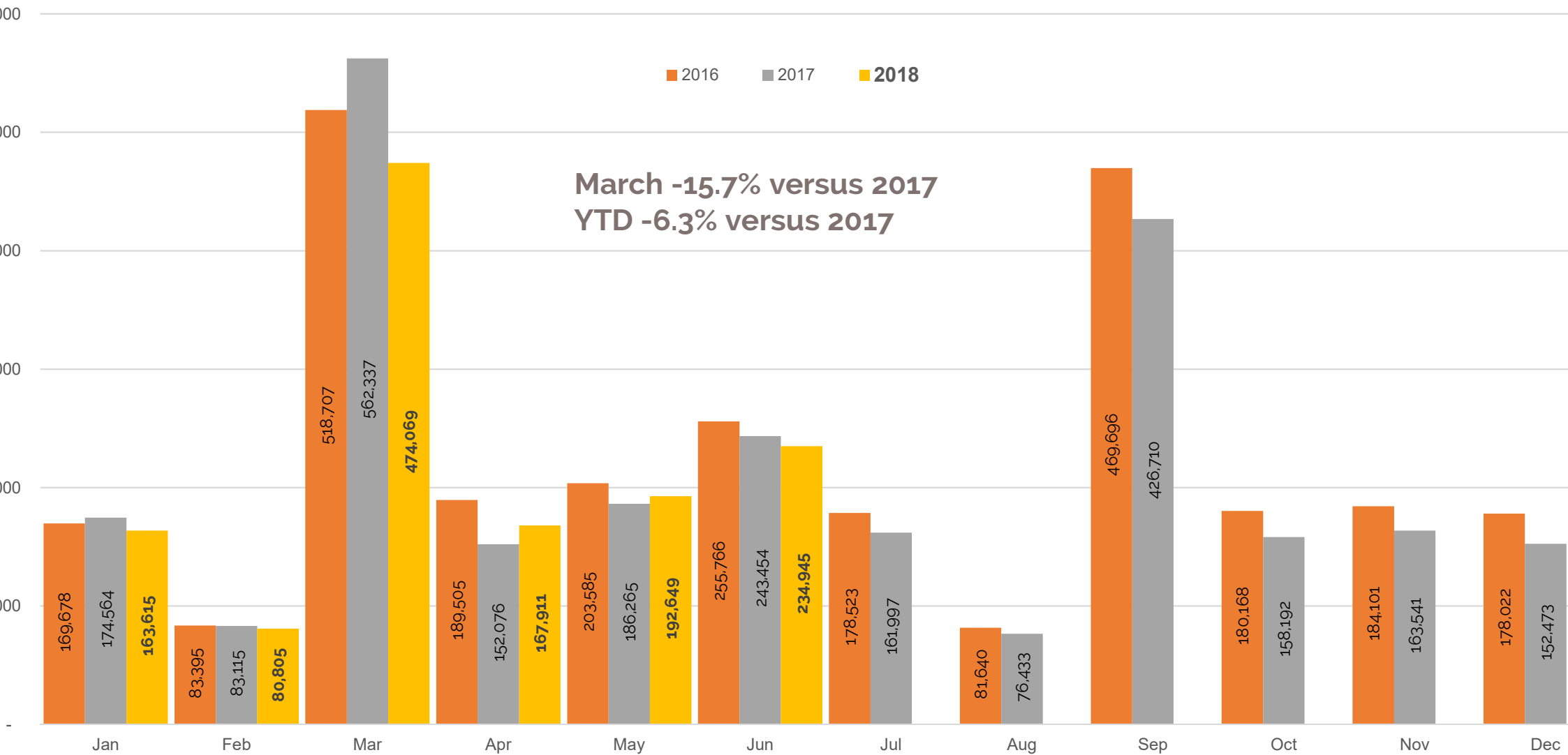
1

New car market

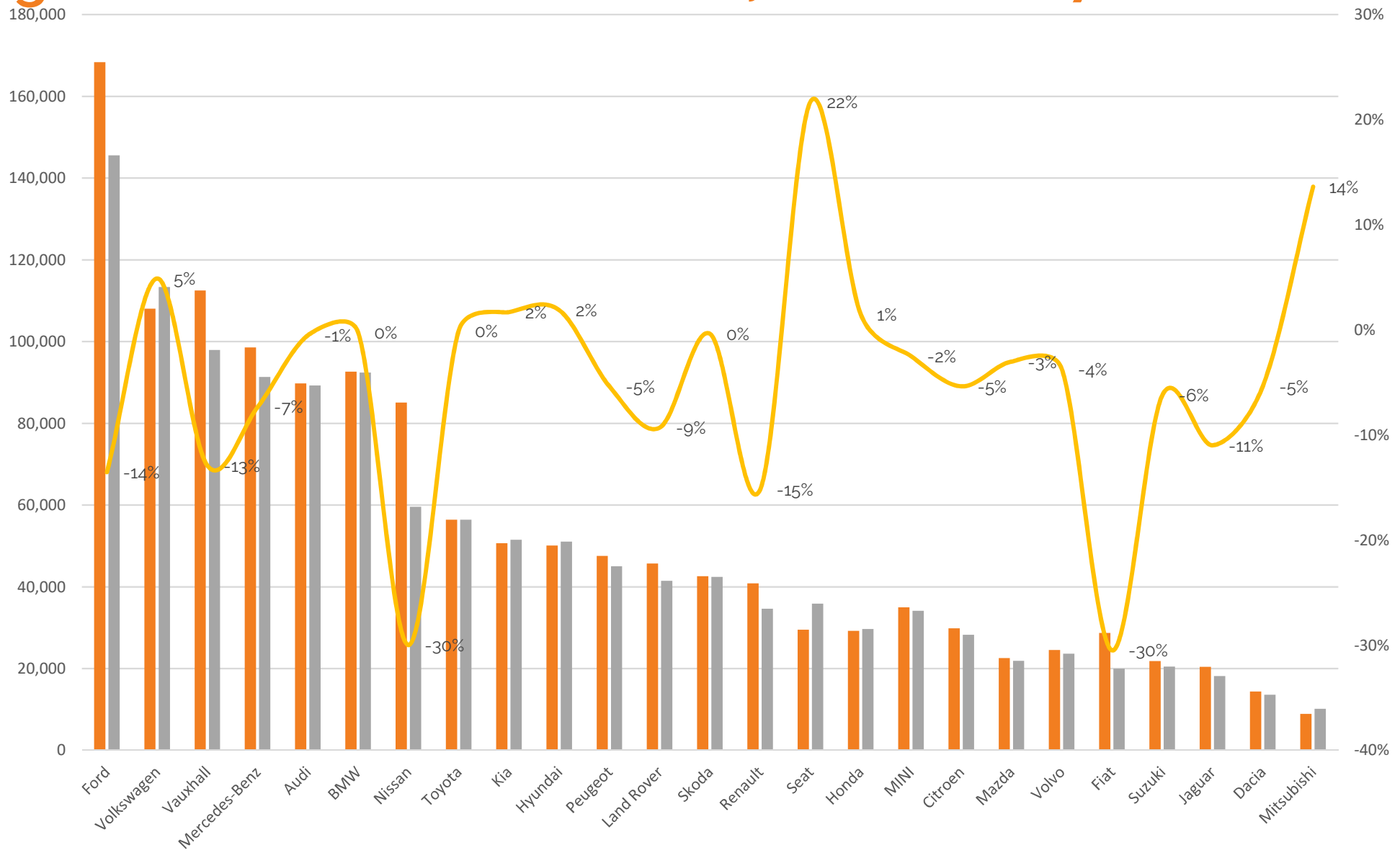
Total car registrations 2005 to 2017



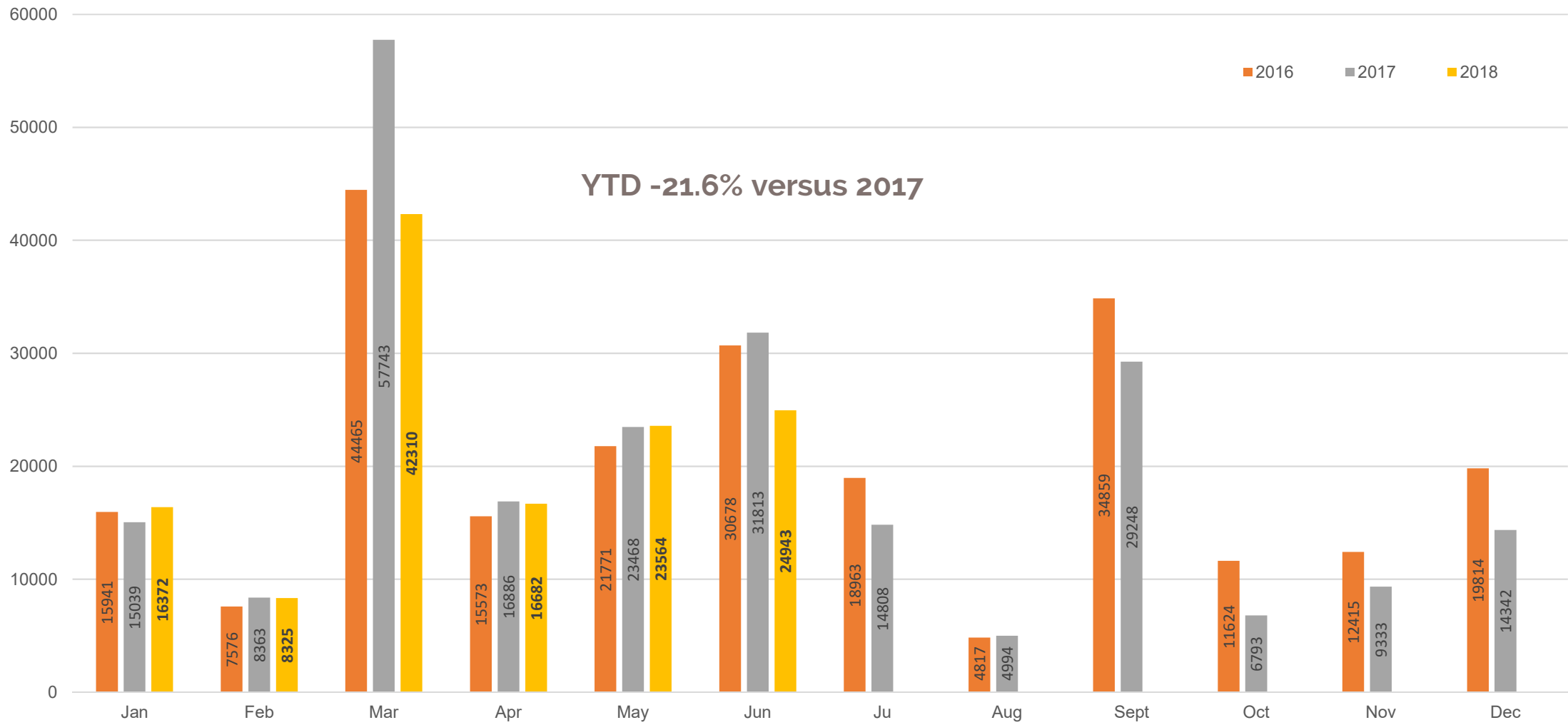
Monthly registrations, 2018



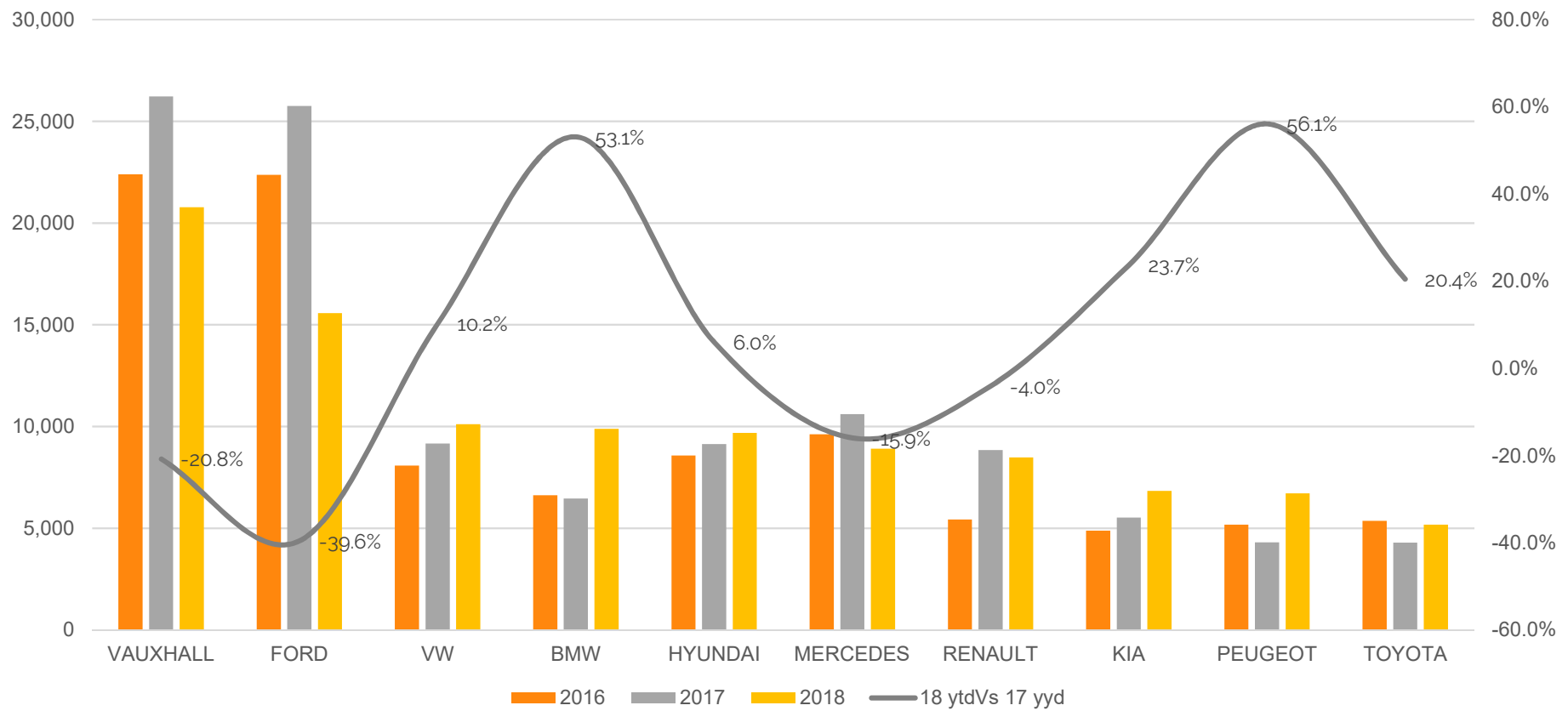
Registration "winners & losers", 2018 vs 2017



ental registrations year-on-year



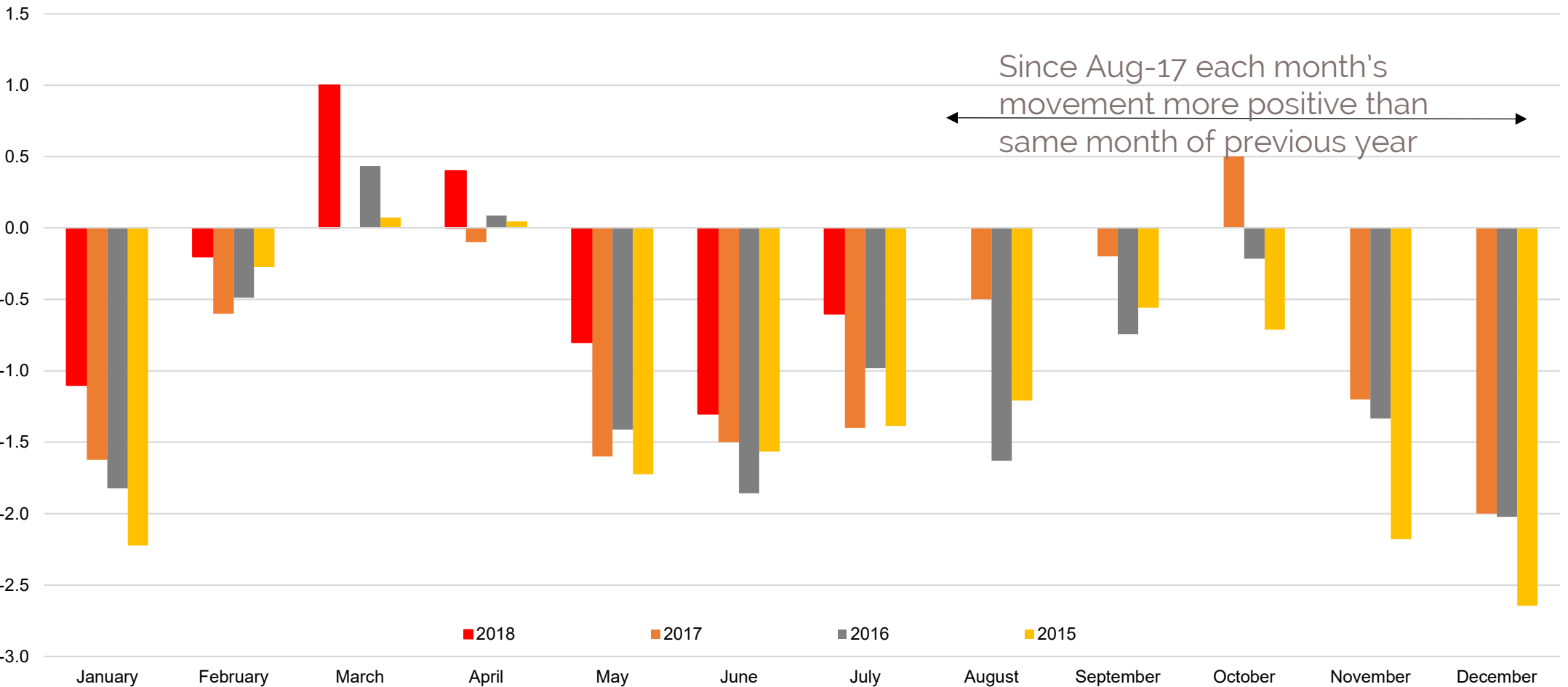
Top 10 rental volume manufacturers, YTD 2018 vs. 2017



2

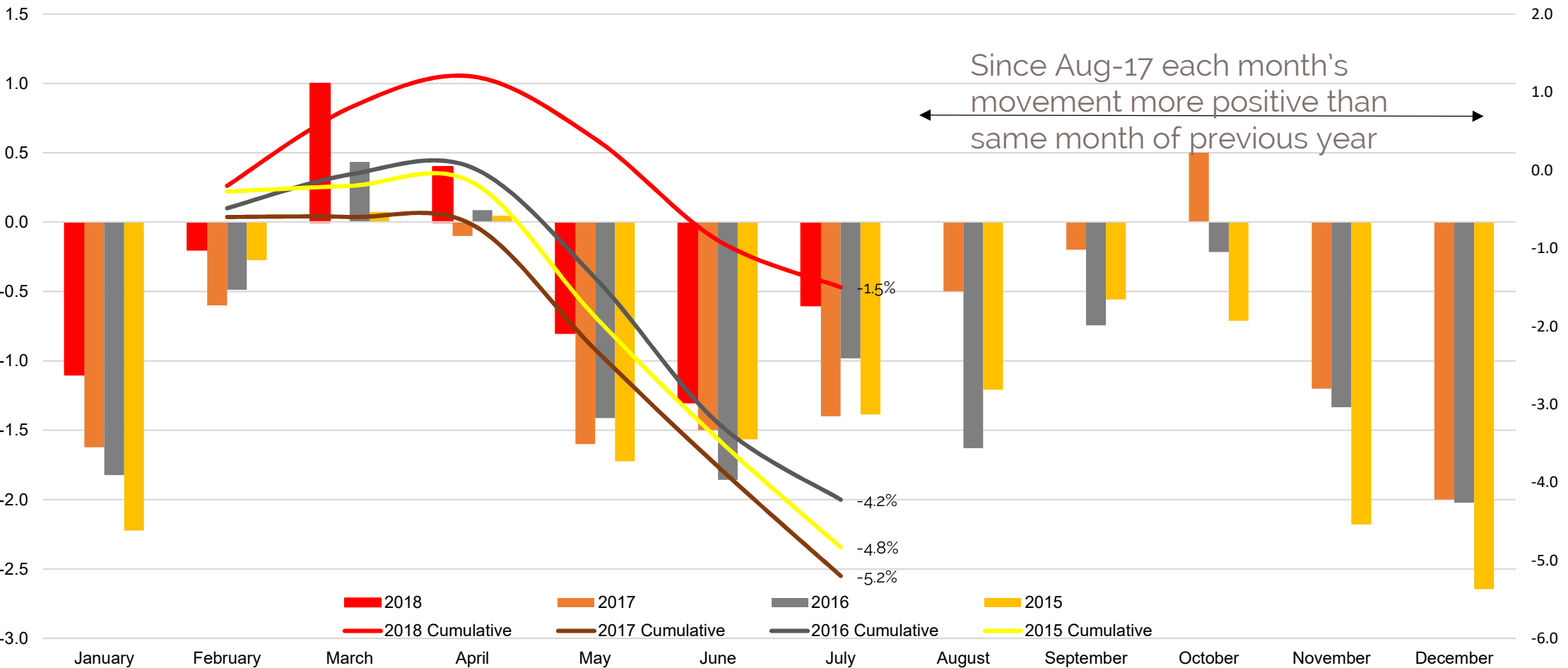
Used car depreciation

Black book % movements by month & cumulative, 2015-18



3 years 60k miles, no plate uplifts

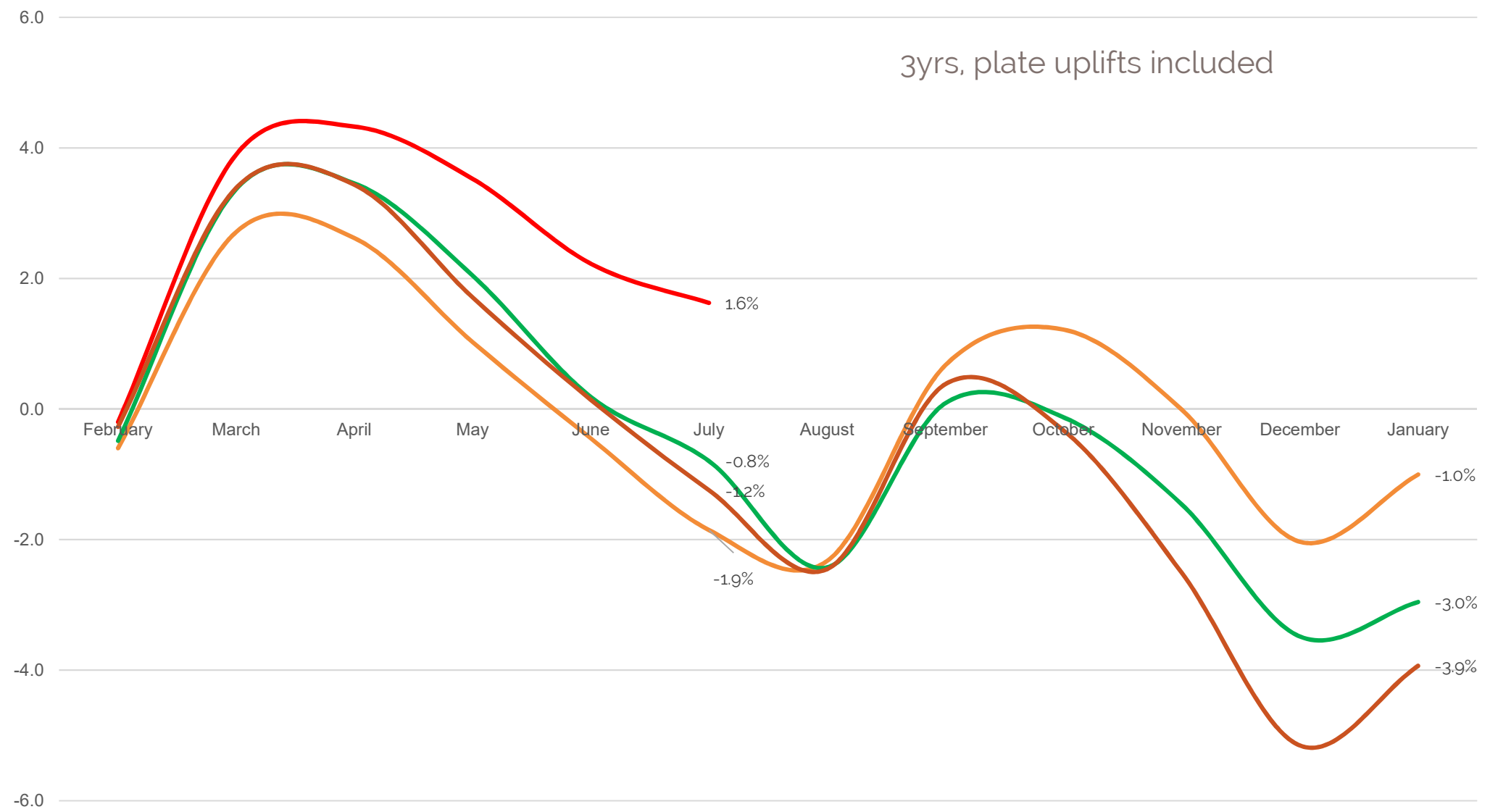
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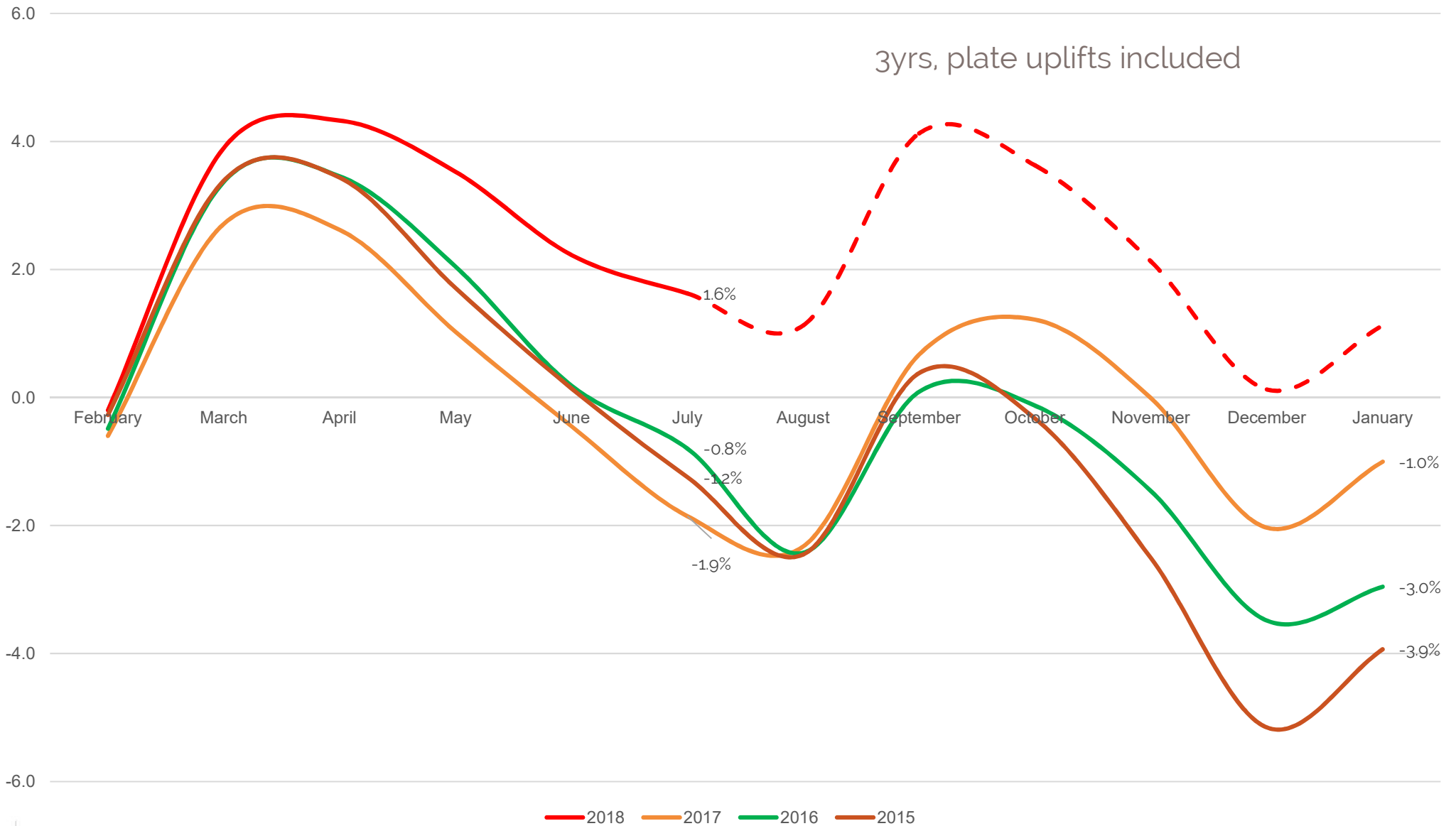
Cumulative black book live % movements, 2015-18

3yrs, plate uplifts included



— 2018 — 2017 — 2016 — 2015

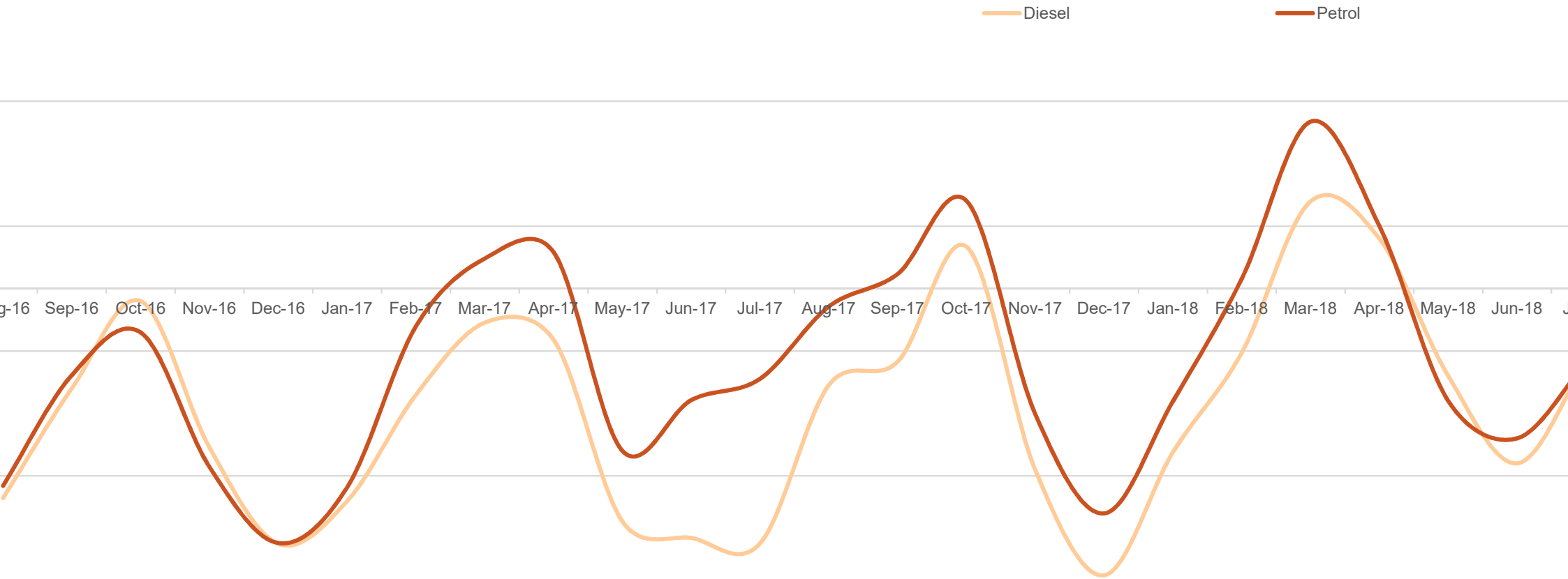
Cumulative black book live % movements, 2015-18



3

Performance by fuel type and sector

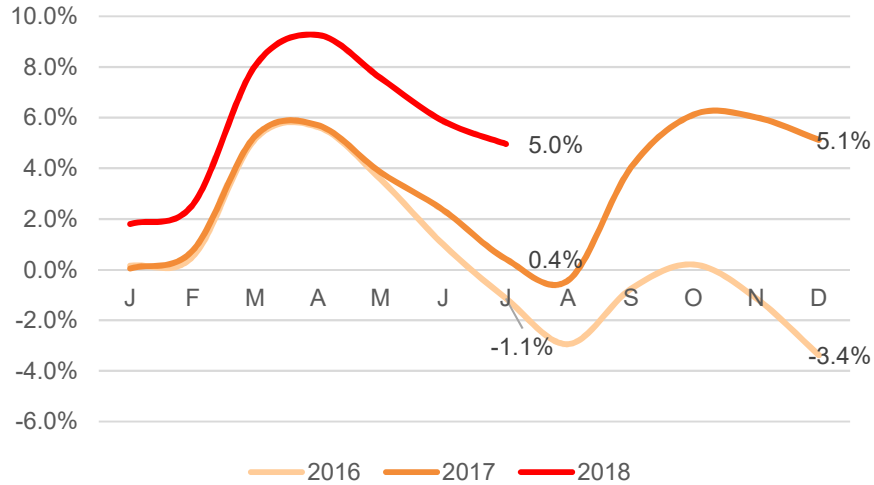
Petrol vs. diesel 3 years 60,000 miles – monthly movements



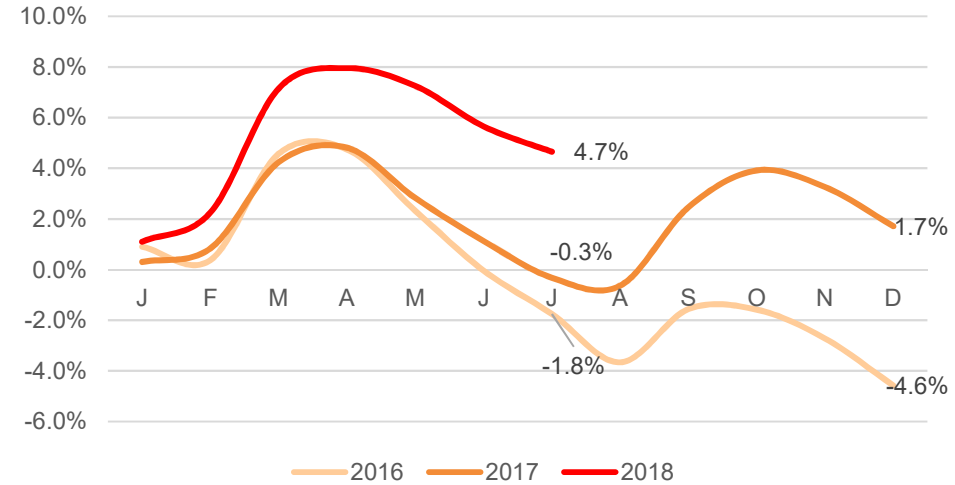
length by sector

3 yrs, 60k miles, plate uplifts included

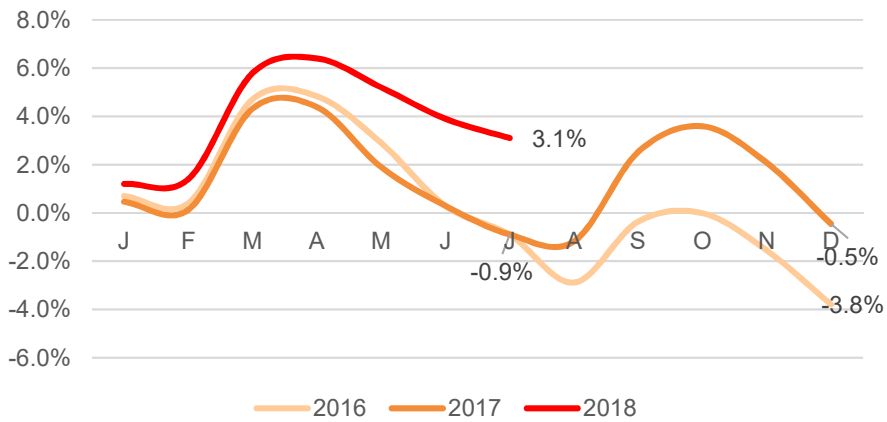
City Car



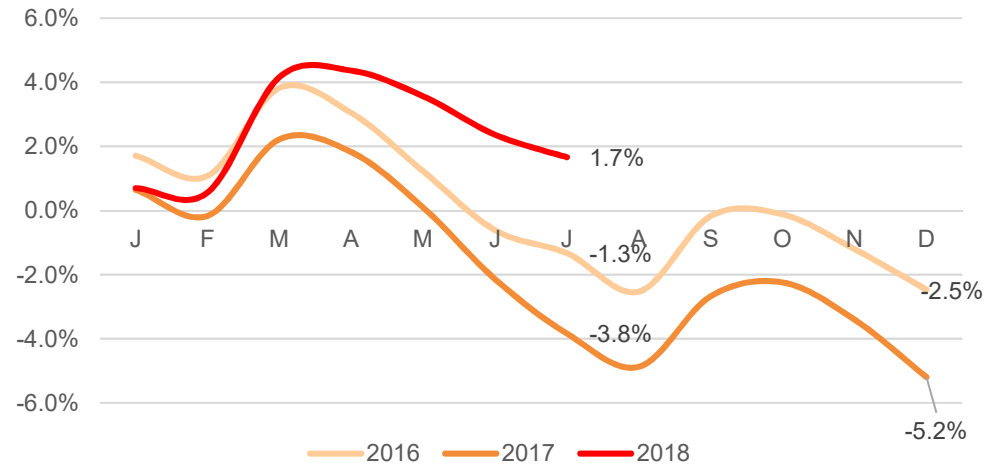
Supermini



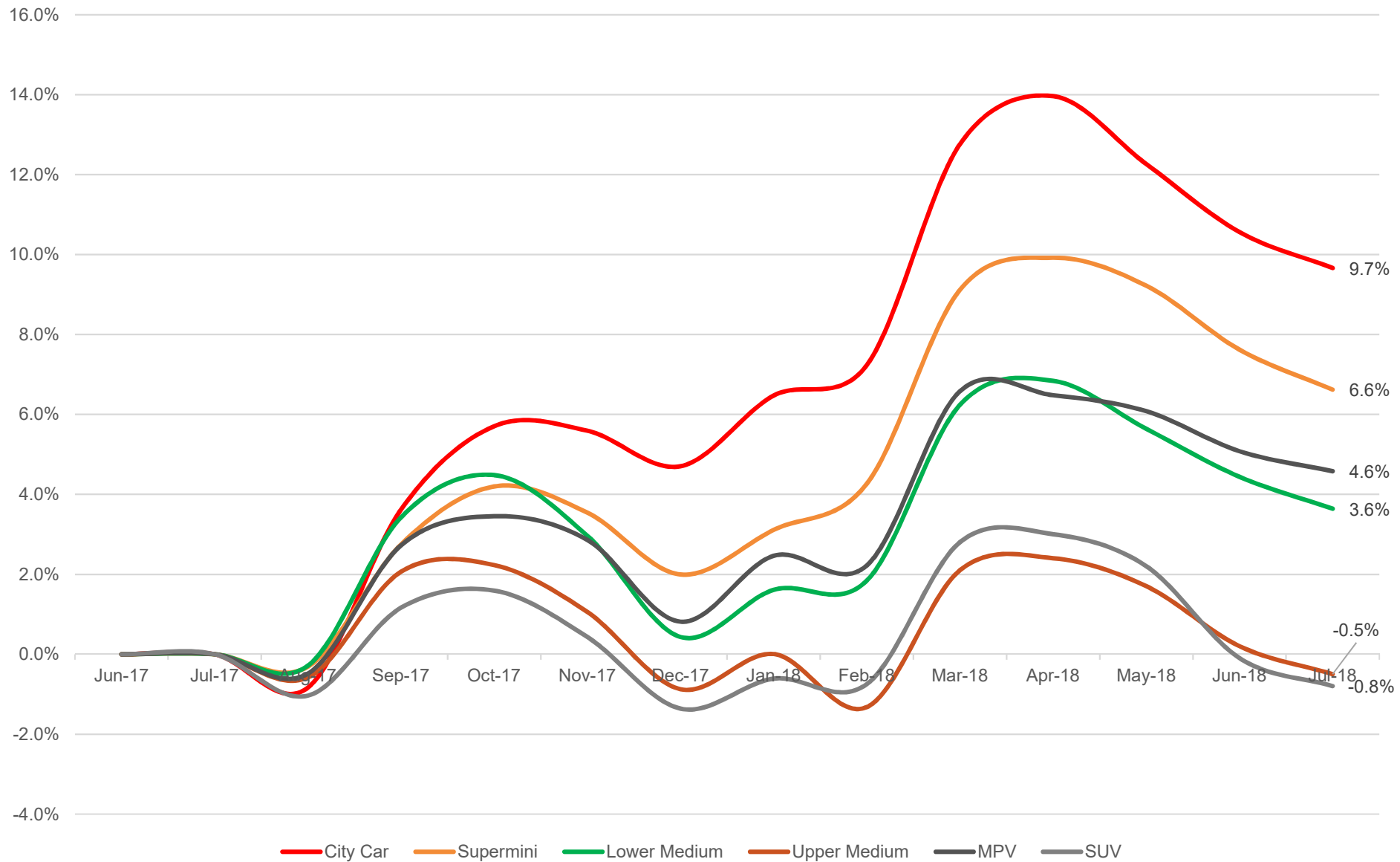
Lower Medium



SUV



Cumulative value movement by sector – 12 month view



3-yr
vehic



CONFIDENTIAL INFORMATION



summary

- Unprecedented strength in used car values.
- Petrol values over performing.
- Diesel performing similarly to previous years.
- Smaller, petrol cars have been the strongest performers.
- Used electric vehicles more widely accepted, but values not increasing dramatically.
 - Demand increasing but matched by increased supply.
 - Strength in some older models as acceptance of the technology increased.
- Challenges over next few months? WLTP, diesel volumes, petrol values, fuel prices?

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The Year of the Used Car?



Questions?