

A stylized world map composed of white lines on a blue background, showing the outlines of continents and countries.

Cazana

Half Year Market Update – 2019

10th July 2019

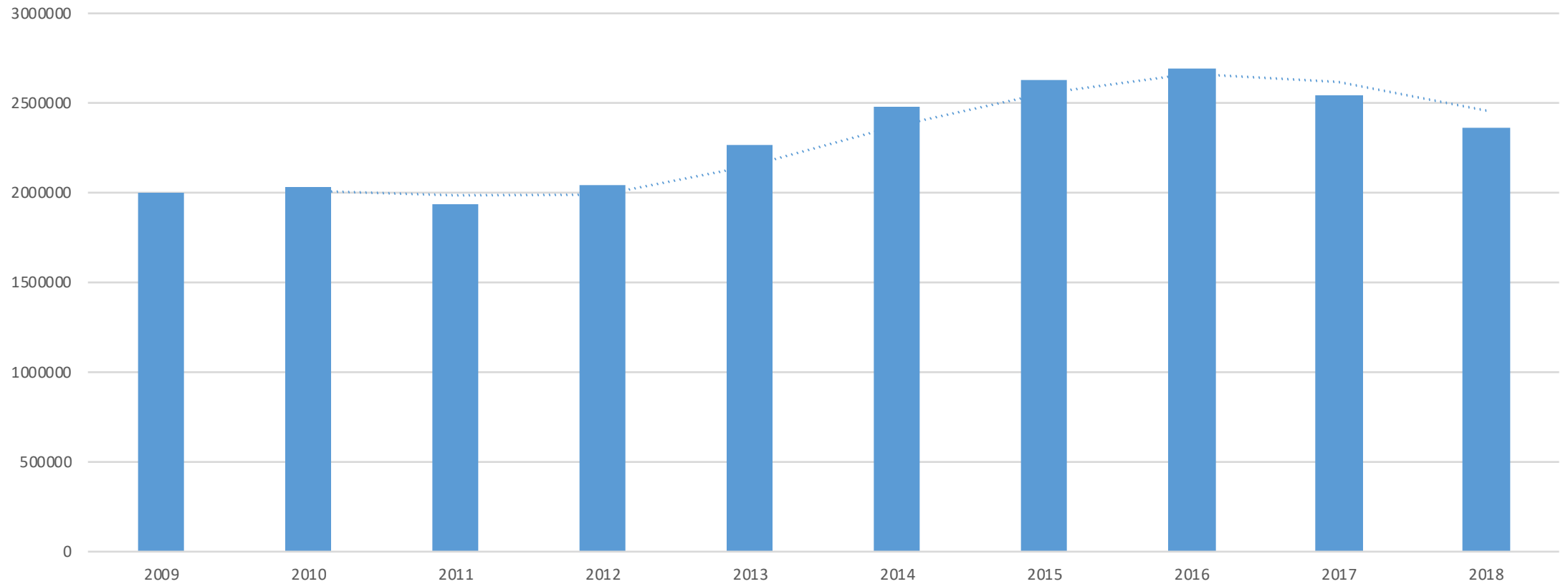
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The Market Year to Date

Evolving demand

New Car Registrations

New Car Vehicle Registrations
Last 10 Years



New Car Market

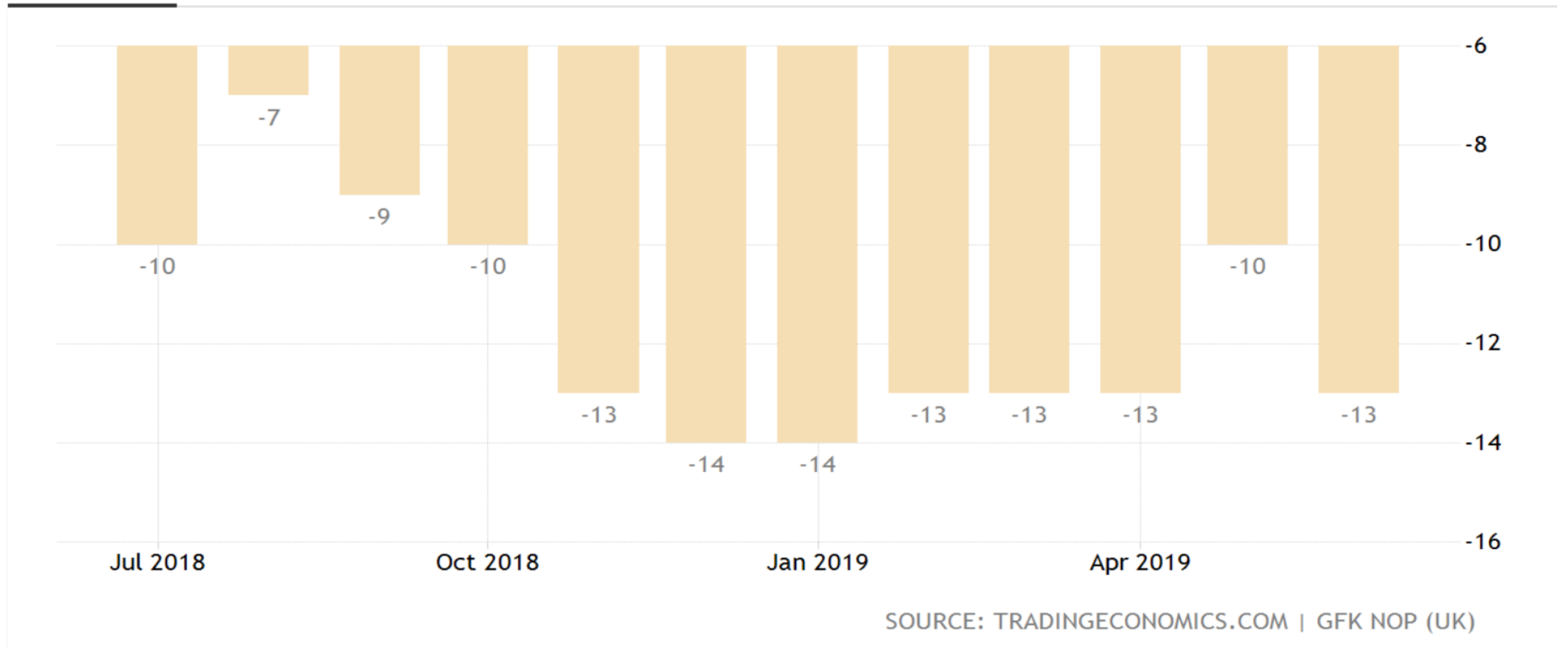
Year to date

	2019	2018	% change	Mkt share -19	Mkt share -18
Private	568,046	586,986	-3.2%	44.8%	44.7%
Fleet	671,400	677,949	-1.0%	52.9%	51.6%
Business	29,799	49,059	-39.3%	2.3%	3.7%
TOTAL	1,269,245	1,313,994	-3.4%		

New Car Market

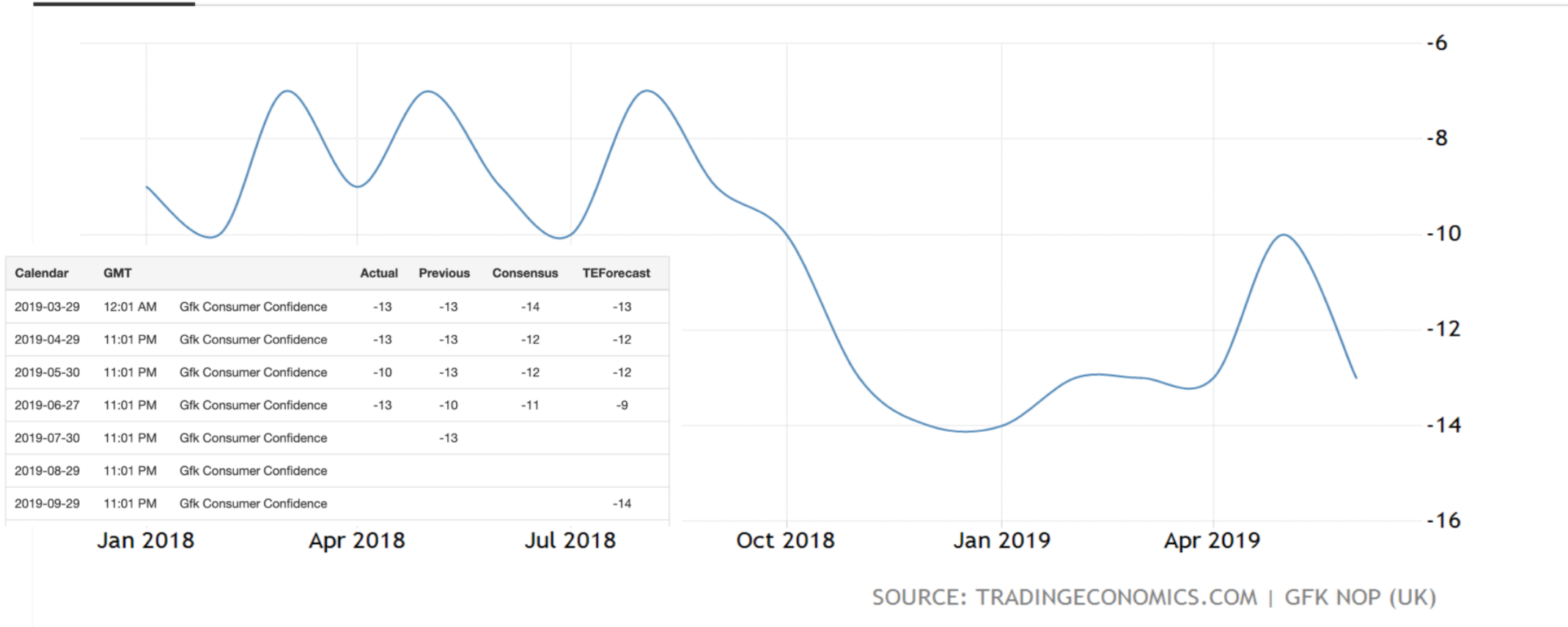
Year to date					
	YTD 2019	YTD 2018	% change	Mkt share -19	Mkt share -18
Diesel	344,877	428,006	-19.4%	27.2%	32.6%
Petrol	840,436	812,295	3.5%	66.2%	61.8%
BEV	11,975	7,470	60.3%	0.9%	0.6%
PHEV	14,923	21,200	-29.6%	1.2%	1.6%
HEV	49,217	42,009	17.2%	3.9%	3.2%
MHEV petrol	4,293	702	511.5%	0.3%	0.1%
MHEV diesel	3,524	2,312	52.4%	0.3%	0.2%
TOTAL	1,269,245	1,313,994	-3.4%		

Consumer Confidence in the UK



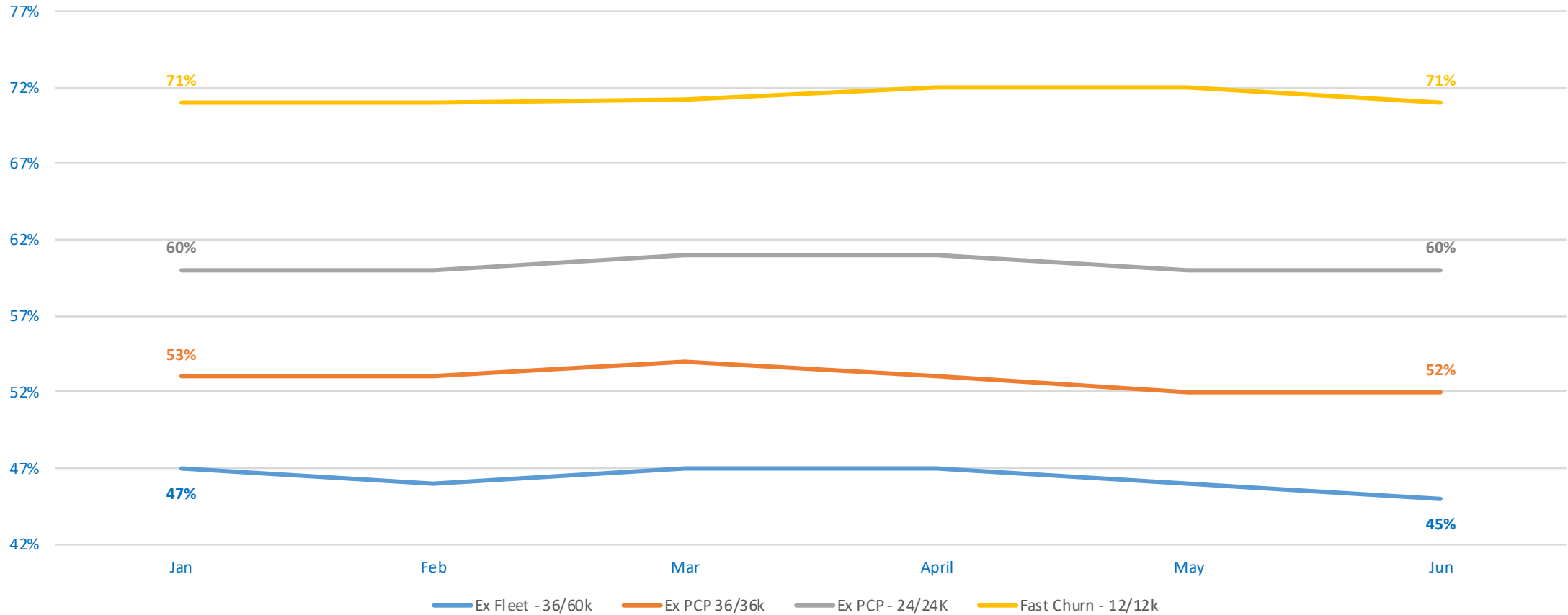
Consumer Confidence in the UK

Historical Data API



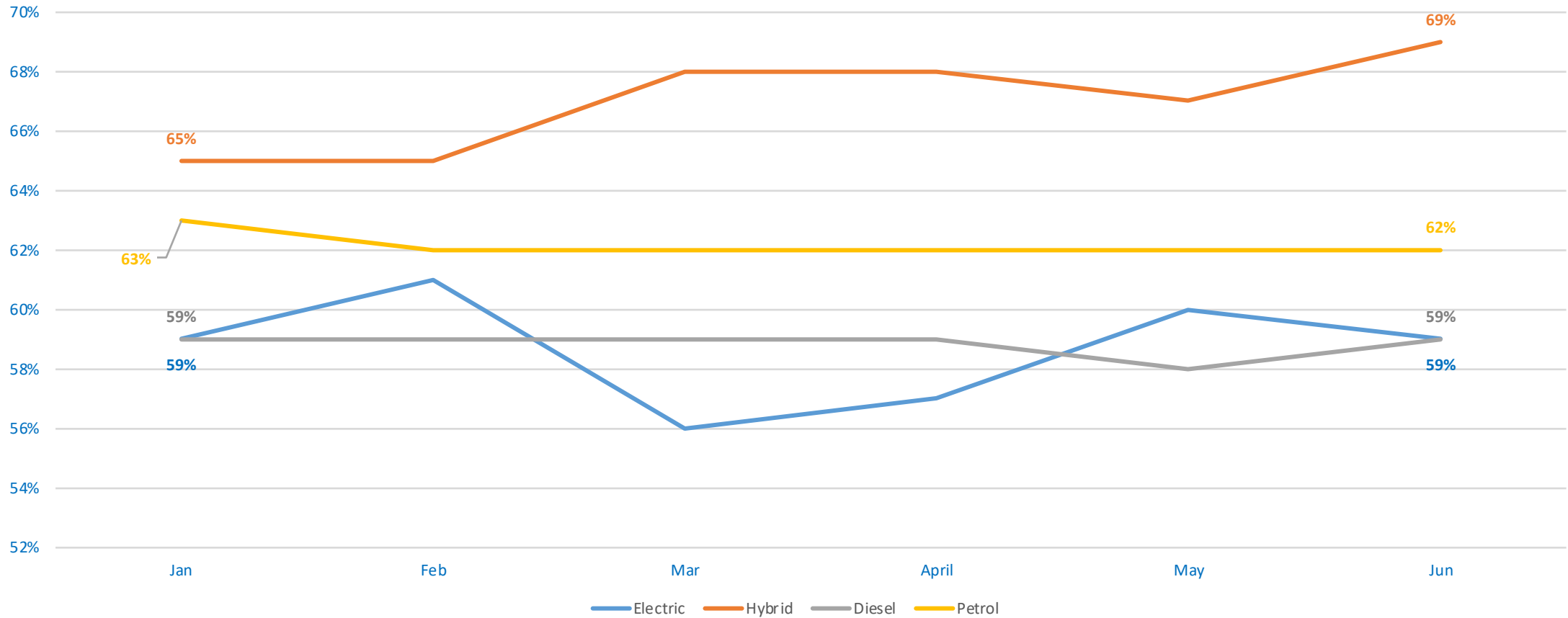
Used Car Market – sector performance year to date

Retail Price Performance as a % of Original Cost New - 2019 Year to Date



Used Car Market – emerging fuel type performance year to date

AFV's Price Performance as a % of Original Cost New at 2 years and 24k



June 2019

Harder Times

New Car Market

June

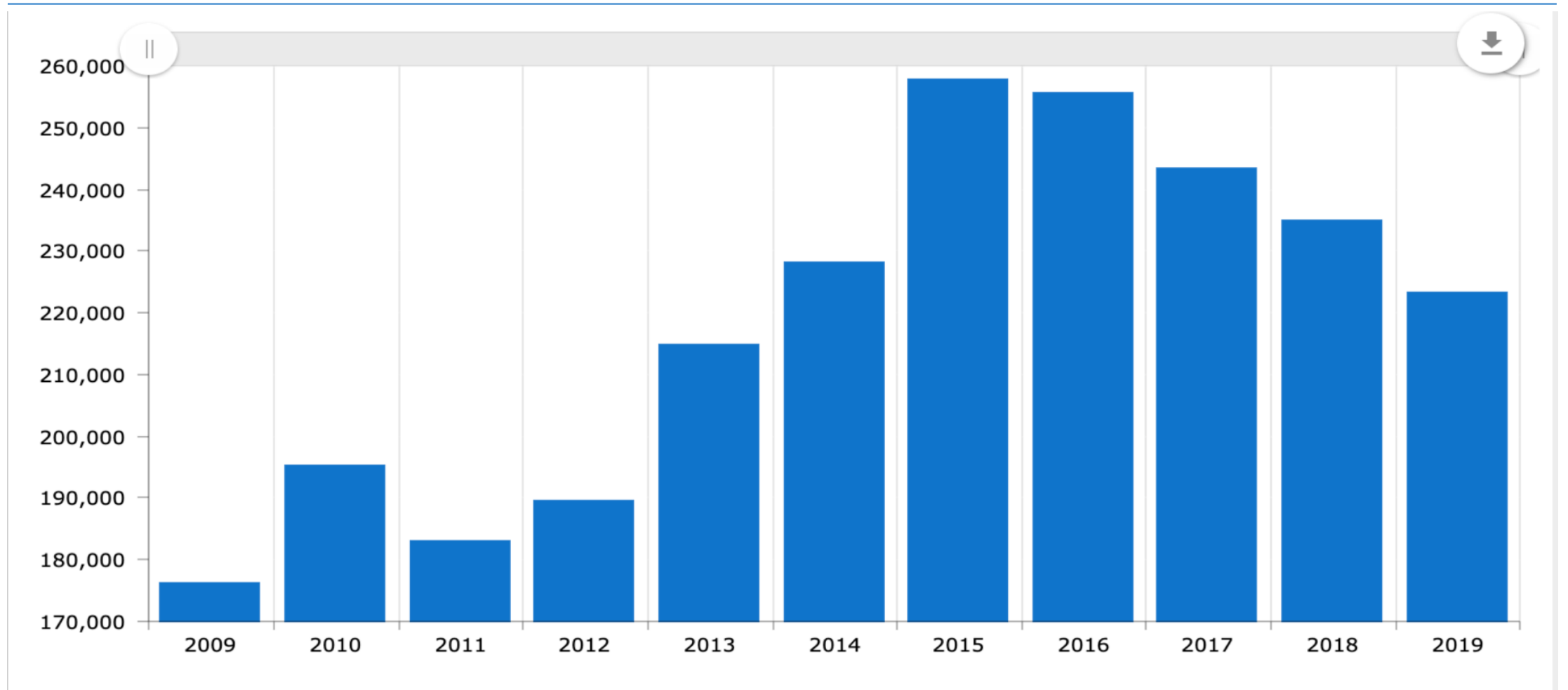
	2019	2018	% change	Mkt share -19	Mkt share -18
Private	90,111	94,621	-4.8%	40.3%	40.3%
Fleet	126,836	130,025	-2.5%	56.8%	55.3%
Business	6,474	10,299	-37.1%	2.9%	4.4%
TOTAL	223,421	234,945	-4.9%		

New Car Market

June

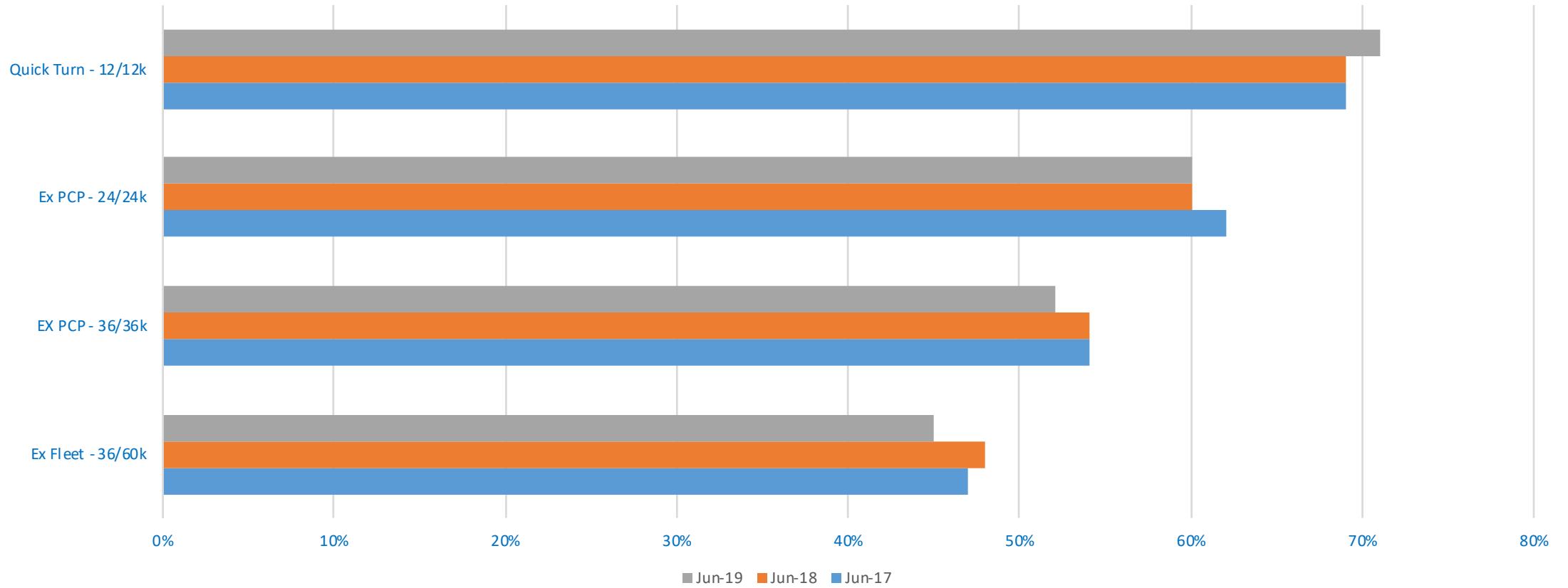
	2019	2018	% change	Mkt share -19	Mkt share -18
Diesel	58,982	74,232	-20.5%	26.4%	31.6%
Petrol	149,360	144,945	3.0%	66.9%	61.7%
BEV	2,461	1,522	61.7%	1.1%	0.6%
PHEV	2,268	4,571	-50.4%	1.0%	1.9%
HEV	8,585	9,006	-4.7%	3.8%	3.8%
MHEV petrol	828	149	455.7%	0.4%	0.1%
MHEV diesel	937	520	80.2%	0.4%	0.2%
TOTAL	223,421	234,945	-4.9%		

New Car Registrations - June 2019

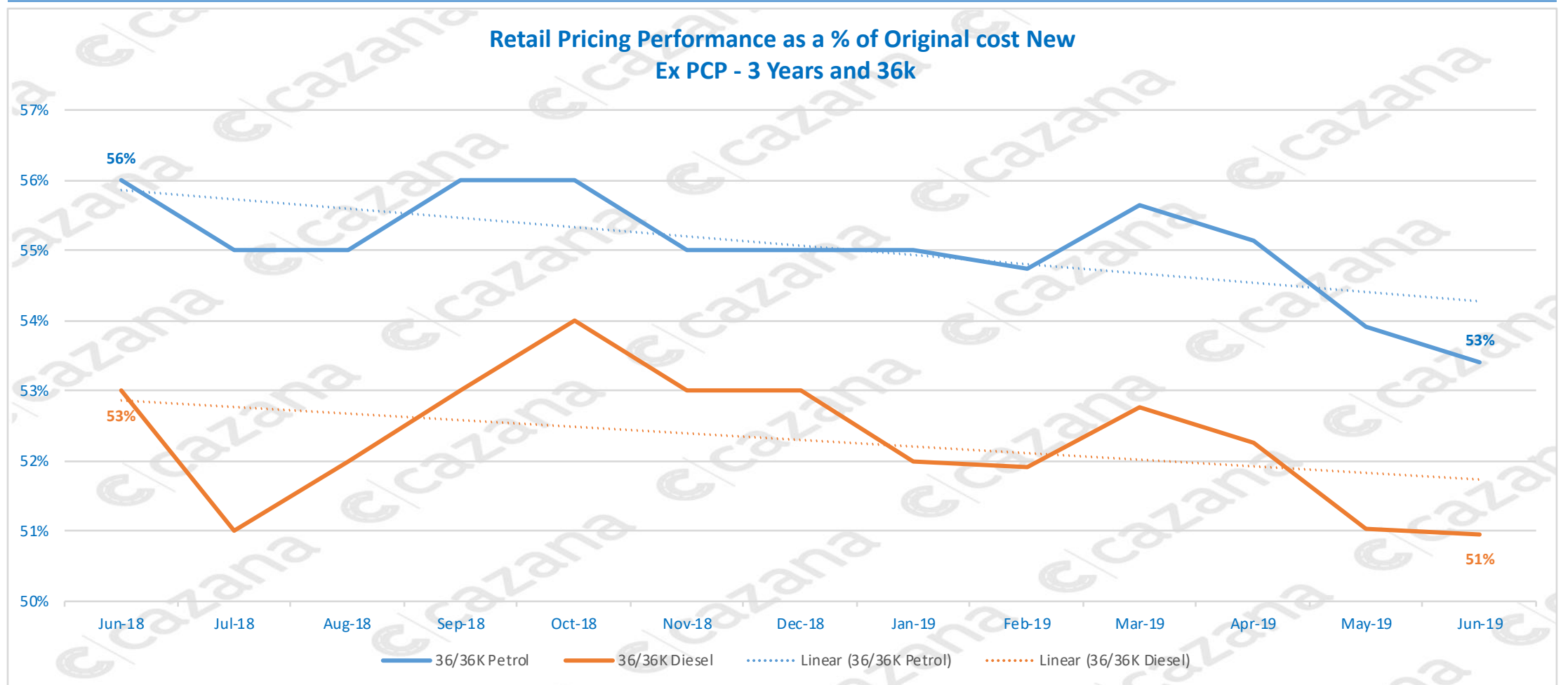


Used Car Market Performance

Full Retail Market Performance as a % of Original Cost New Compared Against 2 Previous Years



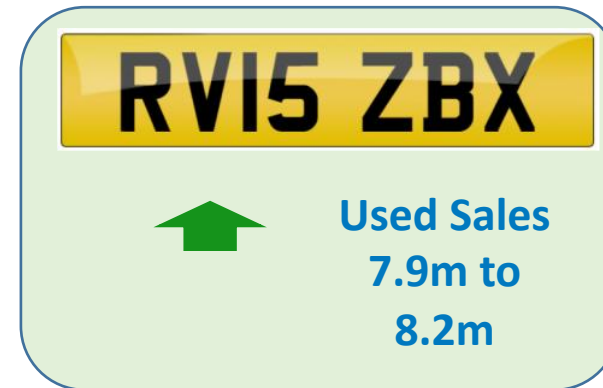
Used Car Market Performance



The Rest of 2019

Working smarter

2019



Working with a Changing Market




PCP or PCH does the
Customer Know the
Difference

6



up to
£4,500

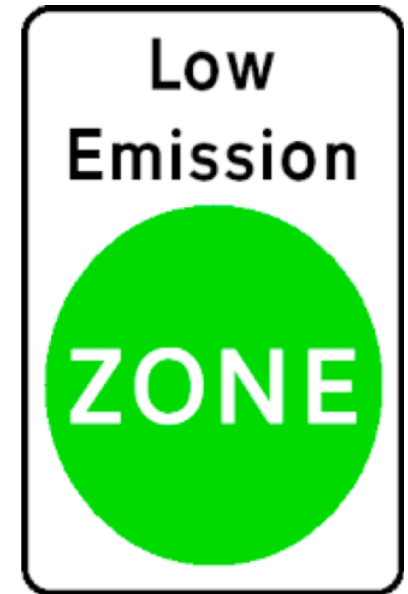
towards the cost of an
eligible plug-in vehicle.



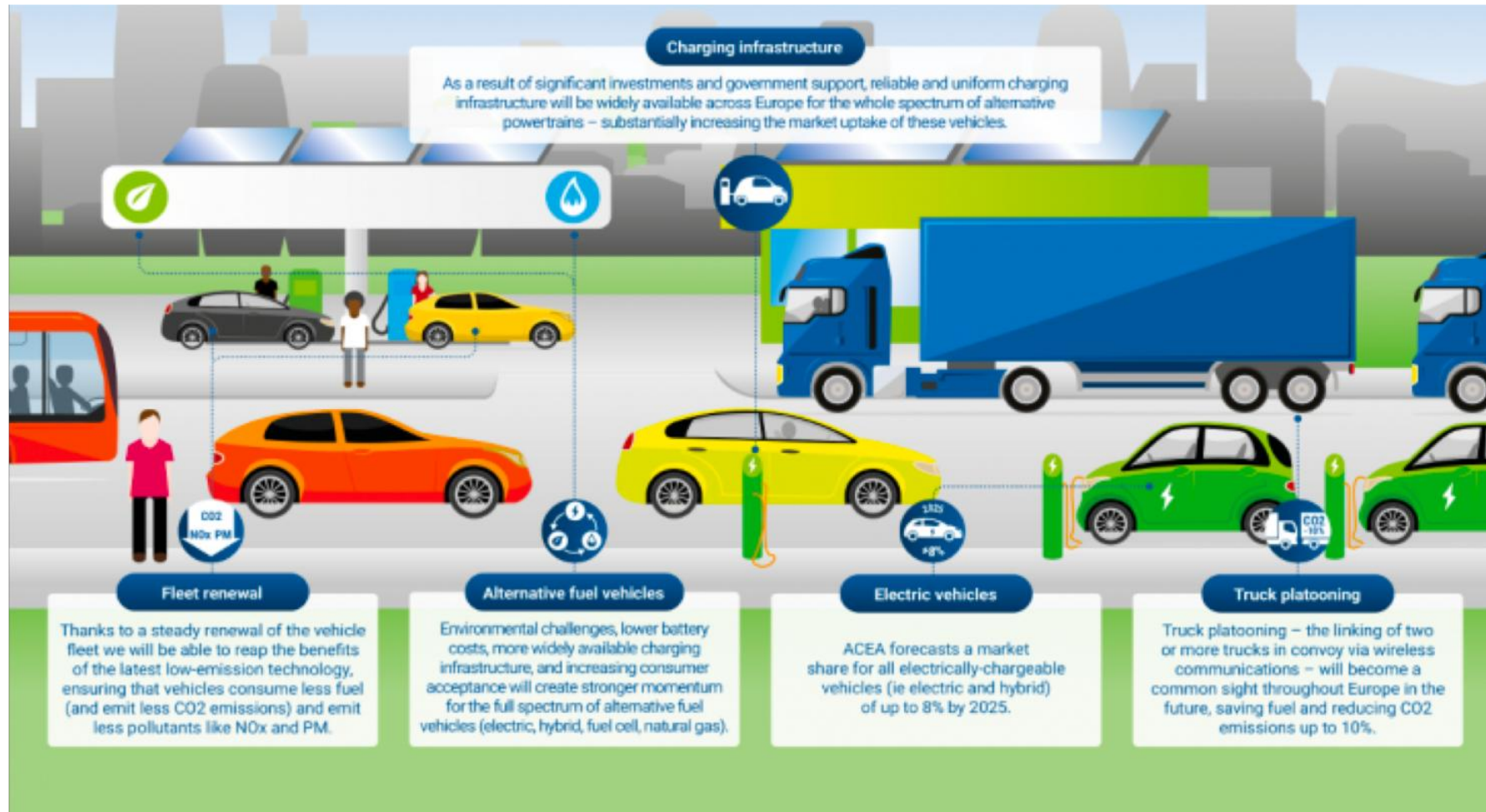
Read our handy guide to find out how

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Working with a Changing Market



Mobility Solutions



Summary – use big data, technology and credible providers

- Make the most of what is in the market to help
- Use RealTime data for relevance and pricing accuracy
- Total transparency on underlying data & certainty is essential
- Machine learning and data science take subjectivity out of the valuation process
- Increase pricing insight and profit opportunities using data and technology
- Additional metrics on regional, business-type, vehicle type performance



2019 is the year of the used car...

Thanks

Rupert Pontin

Director of Valuations

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If you would like to know more about how Cazana can help your business increase profit and forecasting accuracy with real-time retail driven insight please contact me

Vehicle overview
2015 BMW 6 Series Coupe 640 M Sport

Cazana retail average	£23,122
Cazana retail franchise	£23,718
Cazana retail independent	£23,122
Cazana retail supermarket	£22,728
Cazana trade average	£20,214
Gross profit	£2,908
Percentage	12.58%
% of OCN	33.65%
Depreciation	£45,593
Original cost new	£68,715
Days to sale	54
Blocking depreciation	10

Hey, what do you want to value?

VRM* Mileage

Or check a vehicle

Your recently valued vehicles

ID	Remarket	Retail
LD15RHJ	£20,214	£23,122
KM17JNF	£45,634	£60,651
W463ASB	£957	£1,840
K99MEP	£5,348	£7,146
NSV434	£4,012	£5,593

Get started

Either drag or select an Excel workbook from your computer to upload for bulk processing. It is important that the column names match. See the guide below.

Only the "active" sheet in your file will be processed.

Drag and drop a spreadsheet

Required fields

There are some required fields that your spreadsheet must contain in order for a valuation to be produced:

- VRM The vehicle's registration number
- Cazana retail Produces the current Cazana retail price
- Cazana trade Produces the current Cazana trade price

[View all fields](#)