

A stylized world map is visible in the background, rendered in a light blue color against a darker blue background. The map shows the outlines of continents and is composed of interconnected lines.

Cazana

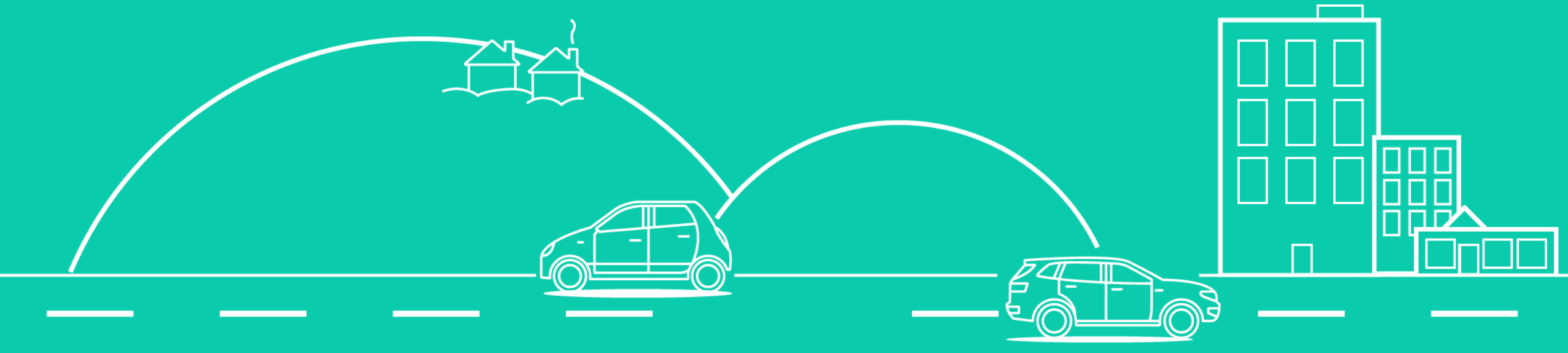
Market Pricing Update

COVID-19

13th May 2020

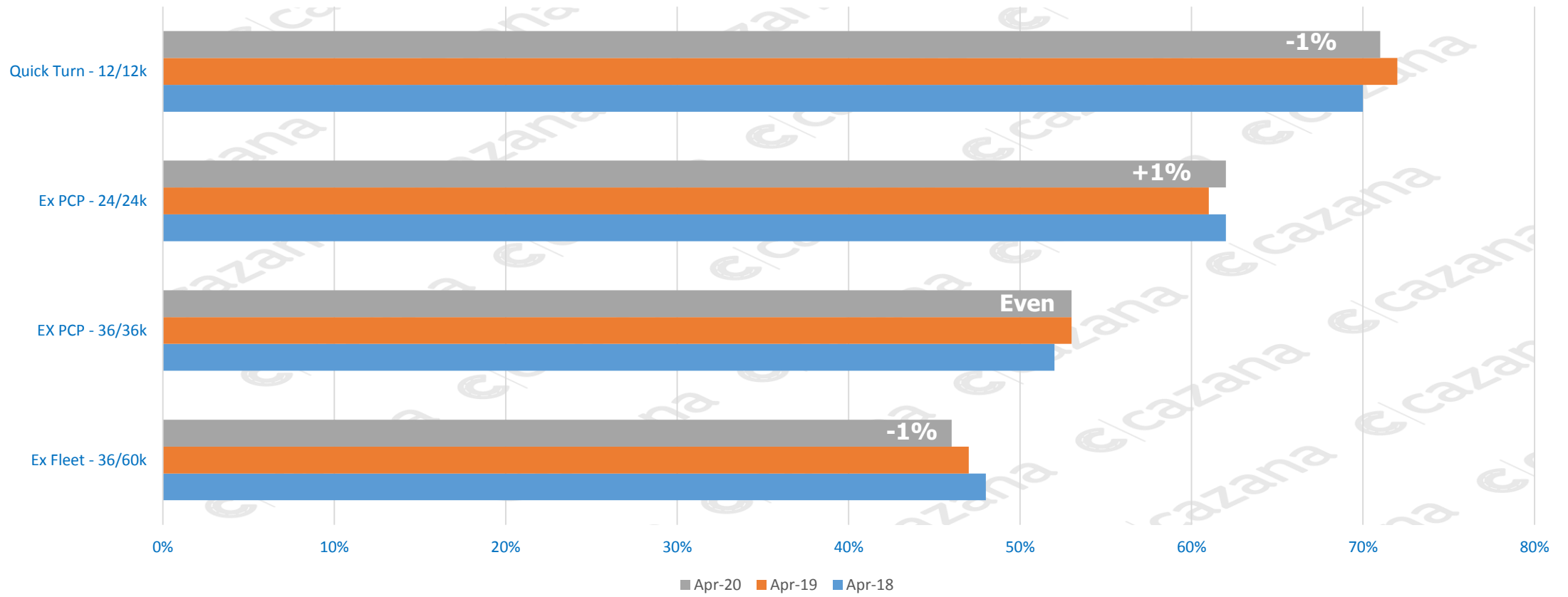
Used Car Market

Weekly Price Update



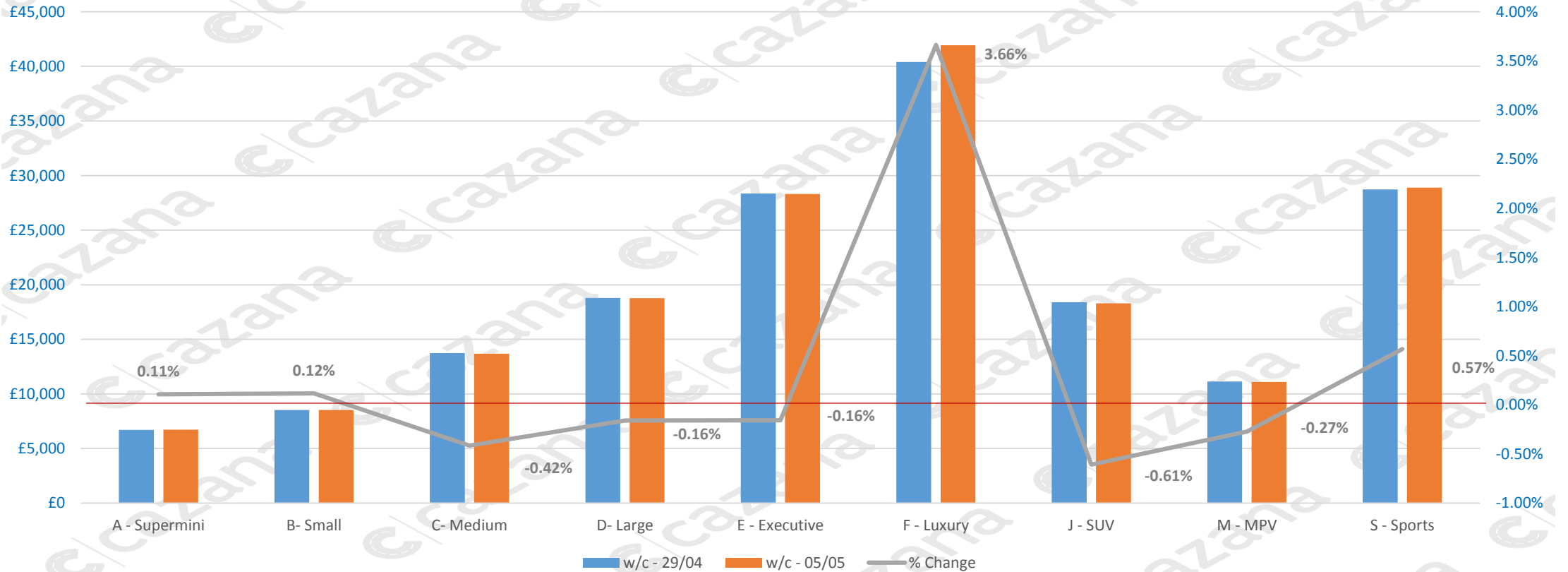
Used Car Market Performance

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

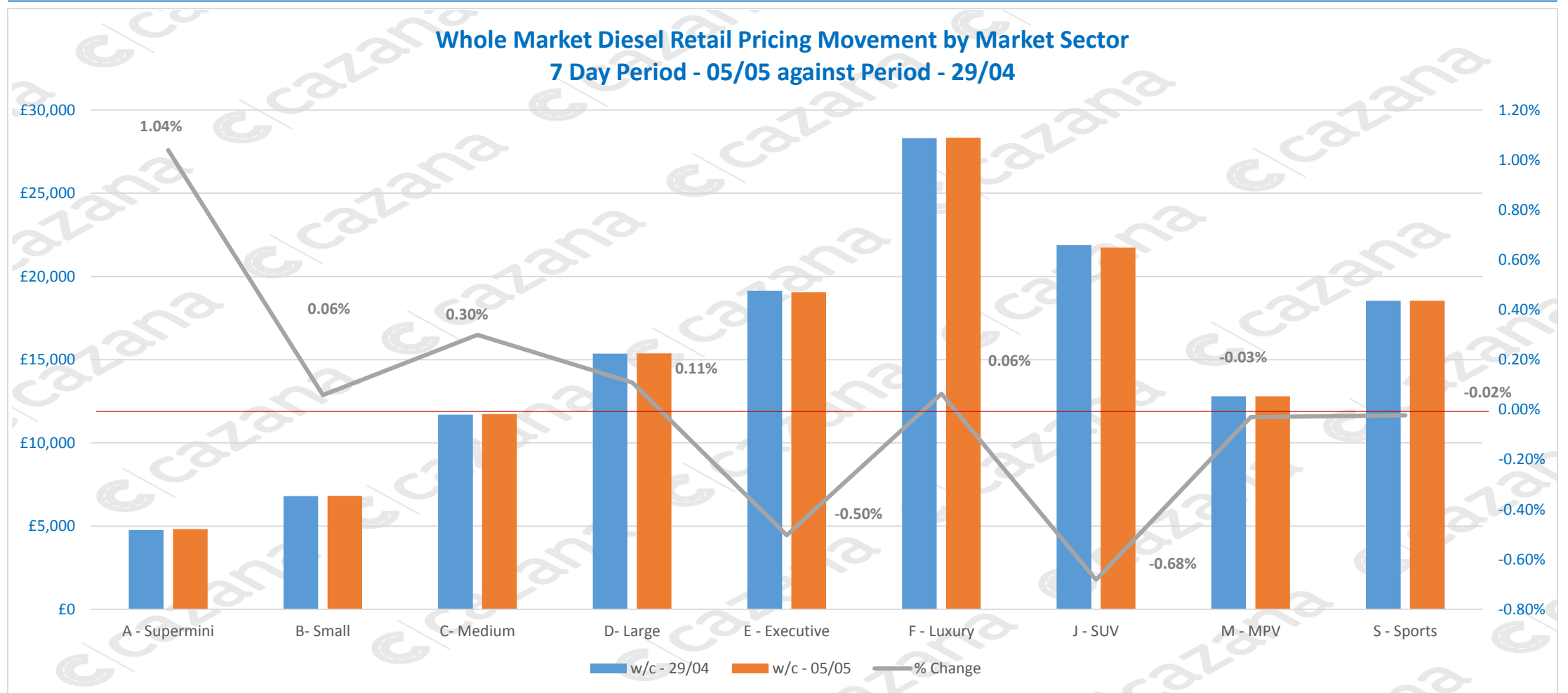


Weekly Pricing Insight – Whole Market by Fuel Type

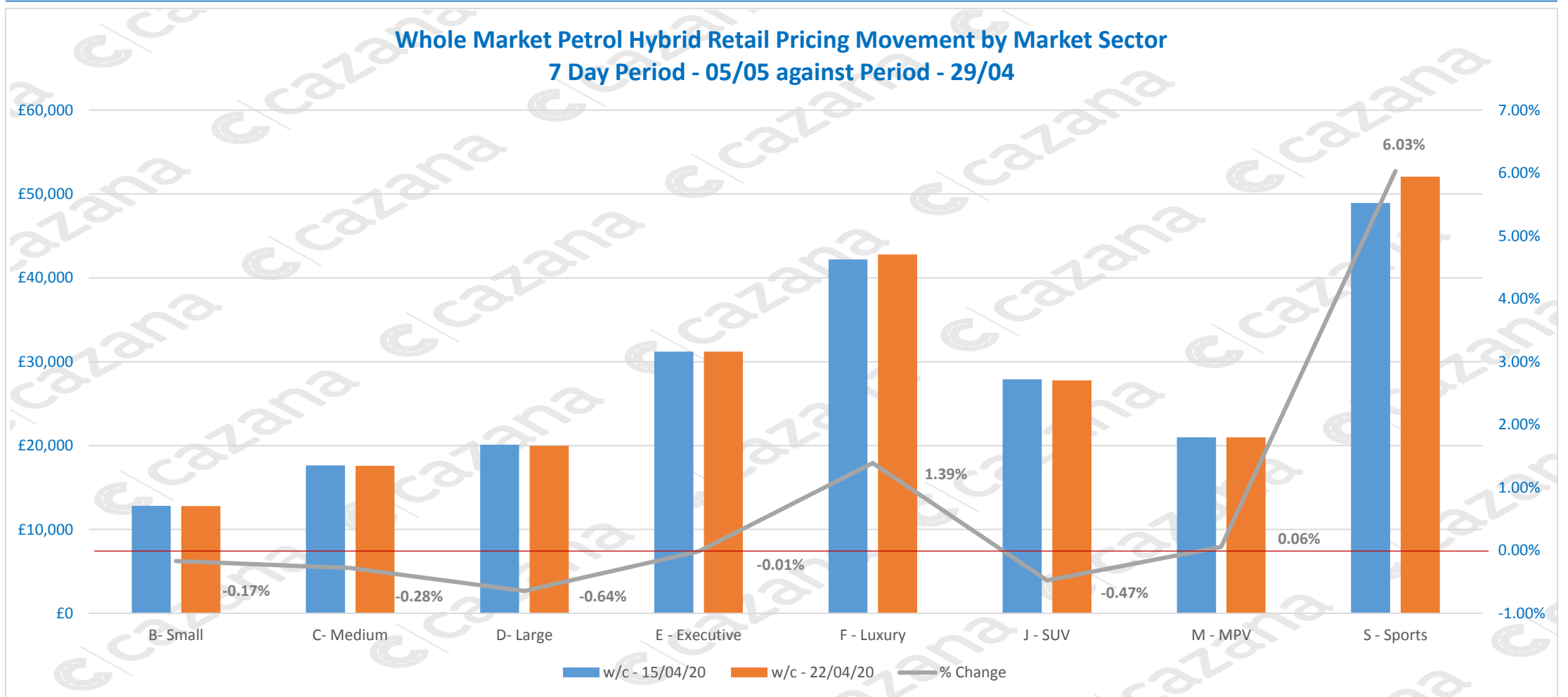
Whole Market Petrol Retail Price Movement by Market Sector
7 Day Period - 05/05 against Period 29/04



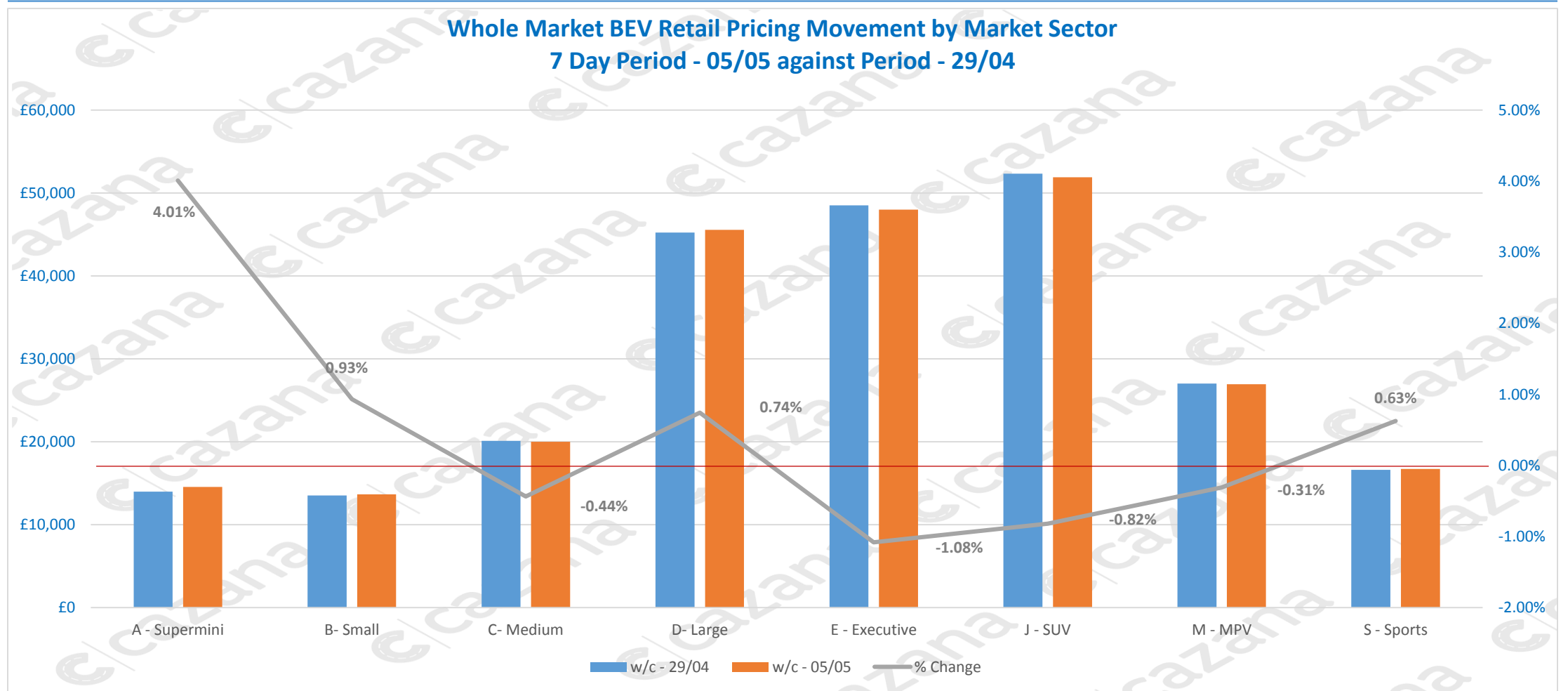
Weekly Pricing Insight – Whole Market by Fuel Type



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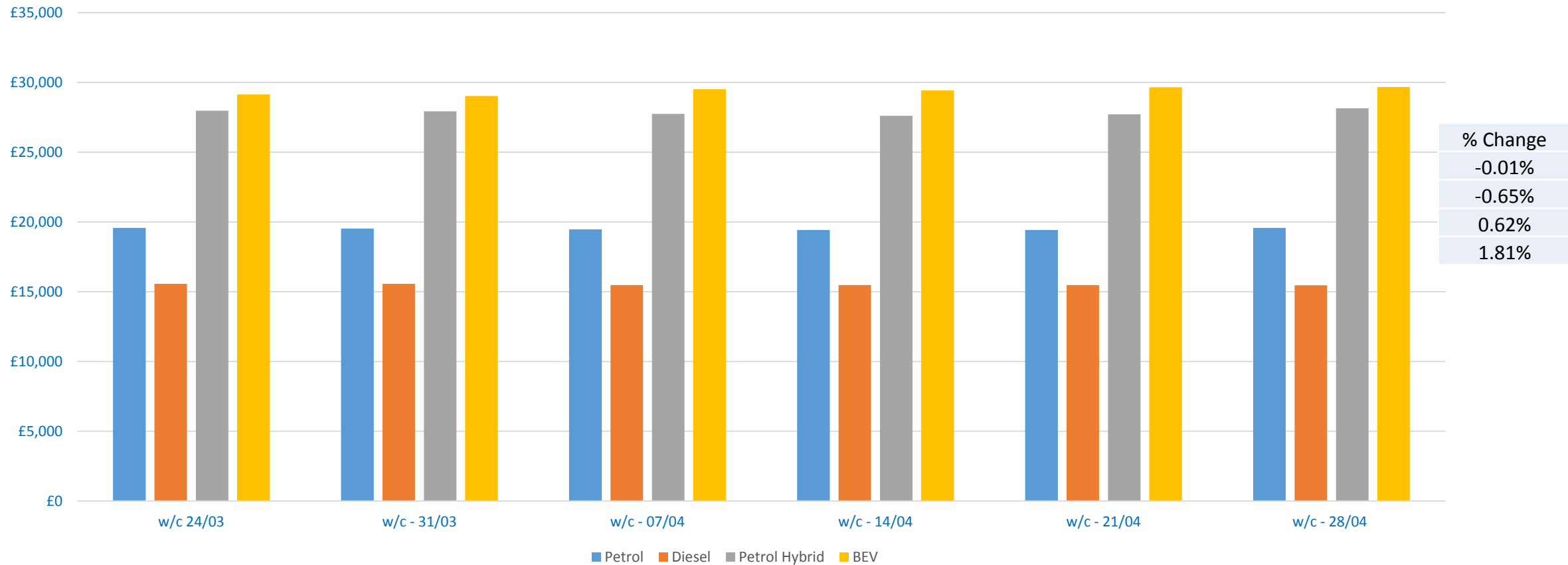


Weekly Pricing Insight – Whole Market by Fuel Type



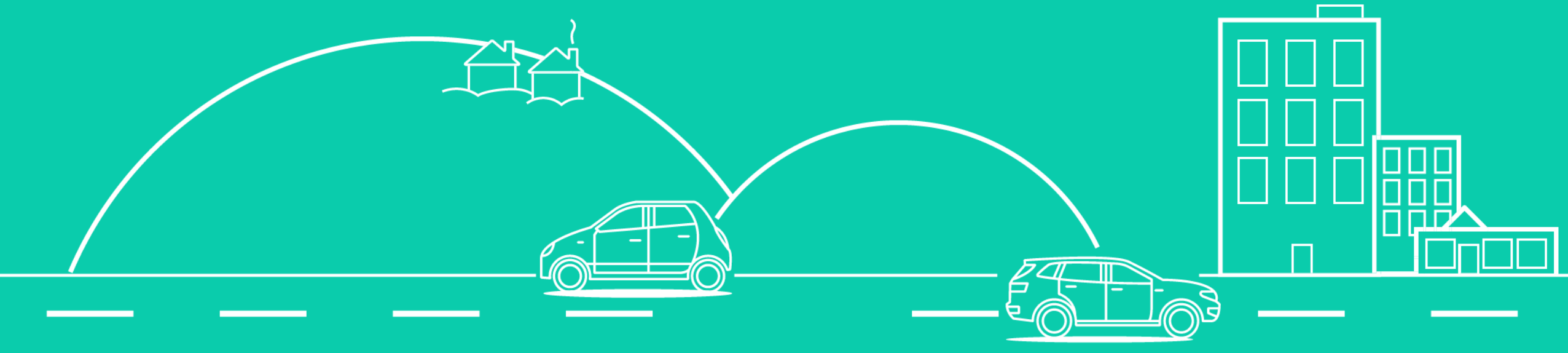
Weekly Pricing Insight – Whole Market by Fuel Type – Since Lockdown

Retail Price Movements by Fuel Type Compared by Week Since Lockdown on March 23rd



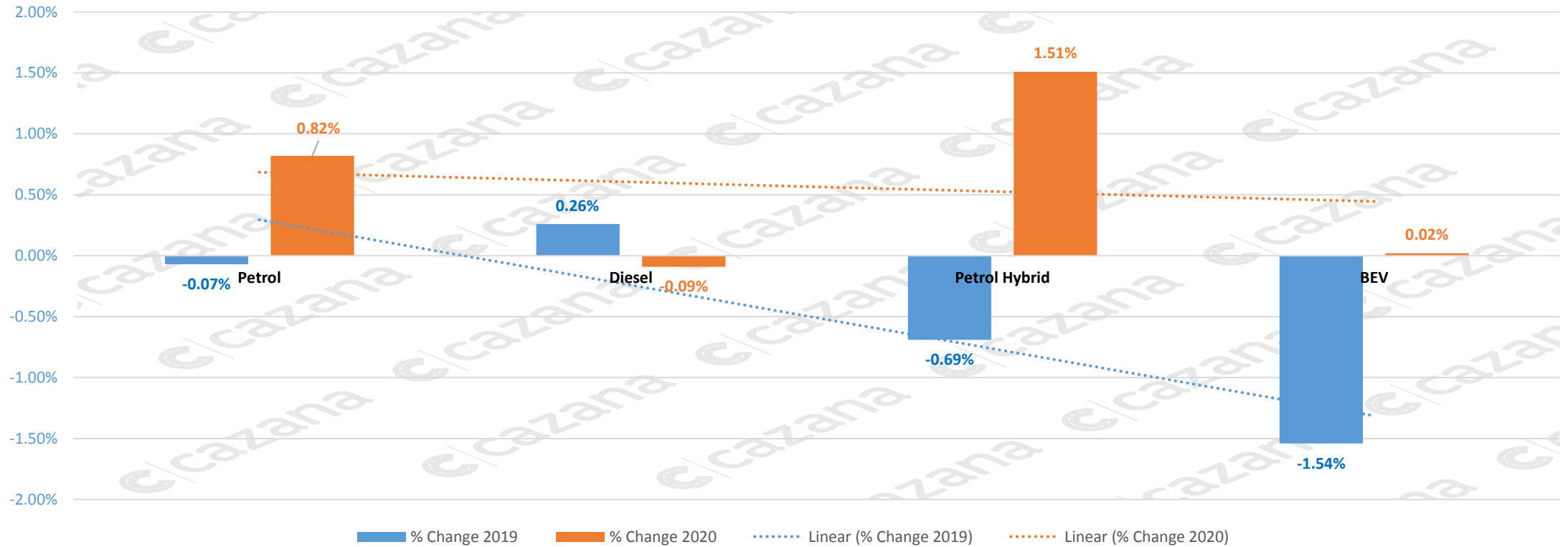
Used Car Pricing in Lockdown Period

A Black Swan Event



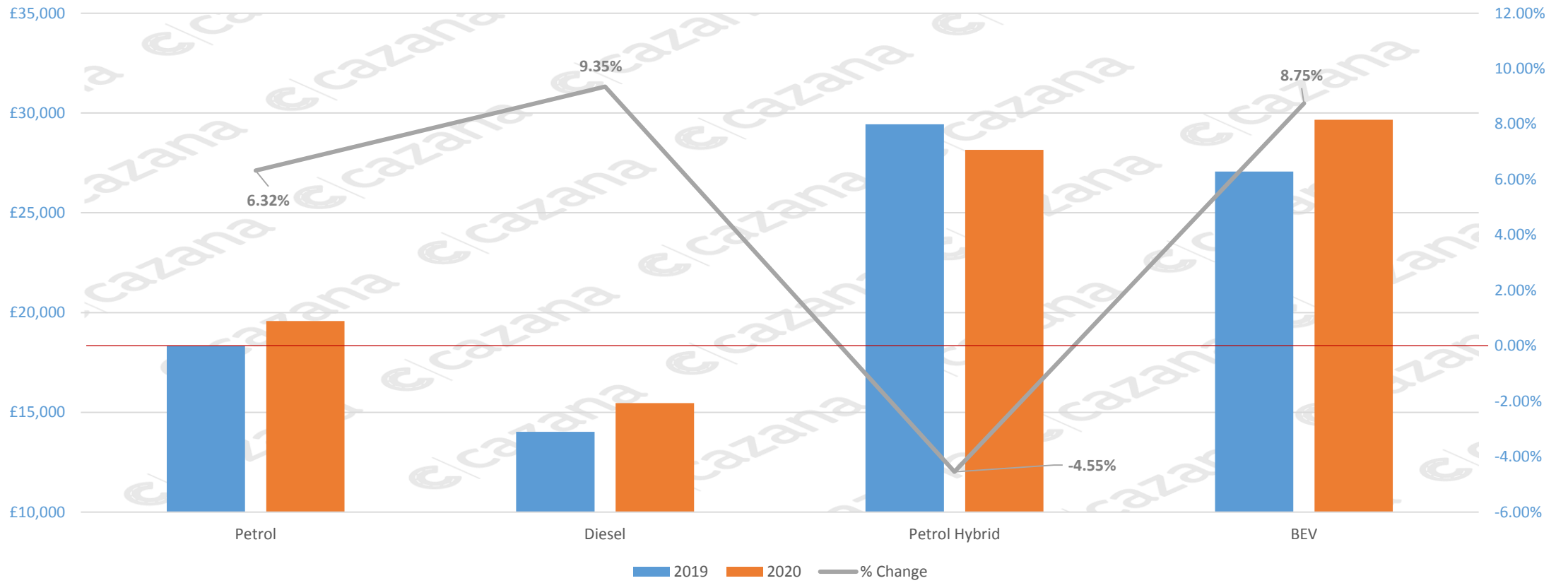
2019 to 2020 Comparison

Retail Price % Movement by Fuel Type
05/05 against 29/04 - Same Period Year on Year - 2019 to 2020



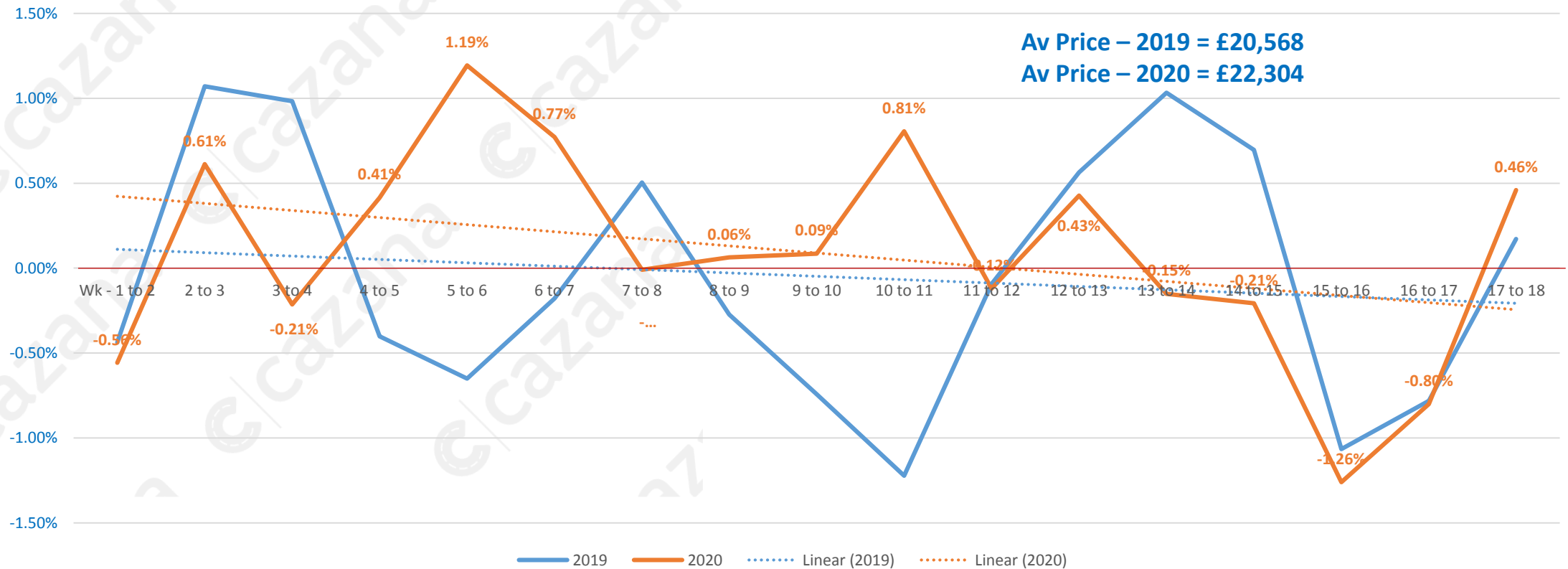
2019 to 2020 Comparison

Average Retail Price by Fuel Type
05/05 against 29/04 - Same Period Year on Year- 2019 v 2020



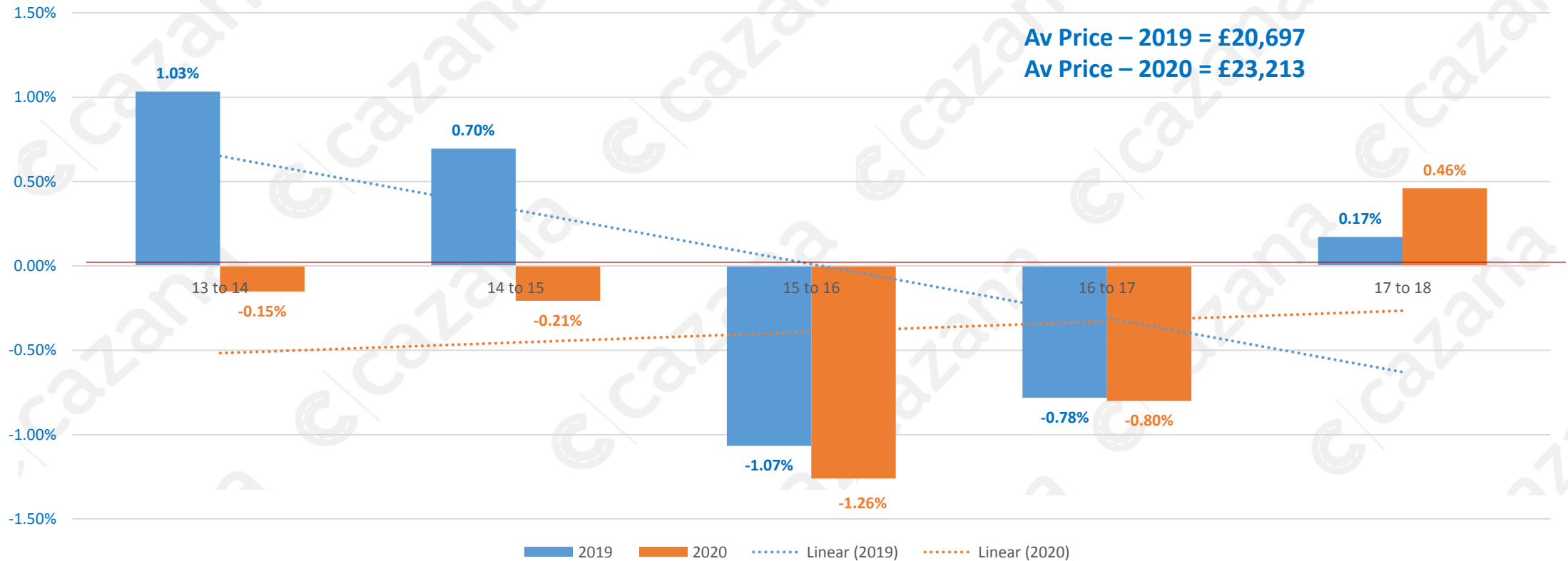
2019 to 2020 Comparison

Whole Market Retail Price Movements by % Year to Date 2019 to 2020



2019 to 2020 Comparison

Whole Market Retail Price Movements by % Year to Date 2019 to 2020



Used Car Market Summary

- **Retail Pricing is Still Moving**
- **Certain Sectors and Fuel Types Have Marked Movement/Volatility**
- **Pricing is not “Racing to the Bottom”**
- **Dealer Sales Activity Improving**
- **Used Car Stock Demand is Growing**

Thanks

Rupert Pontin
Director of Insight
rupert@cazana.com
+44 (0) 7800 809021

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Cazana can help your business accurately
evaluate risk, increase profit and forecasting
accuracy with real-time retail driven insight
please contact me either directly or the sales
team via sales@cazana.com**